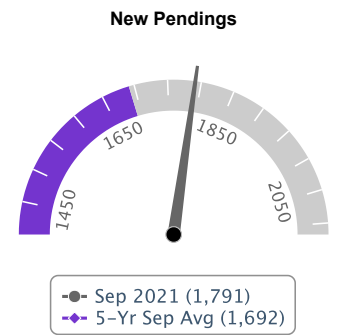
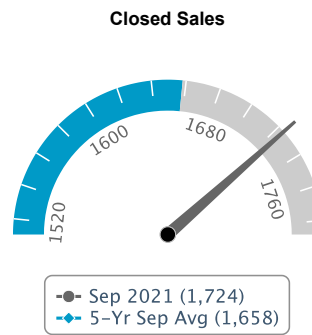


Association Executive Report

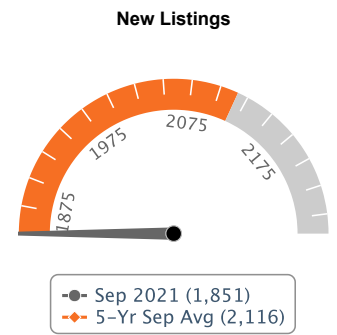
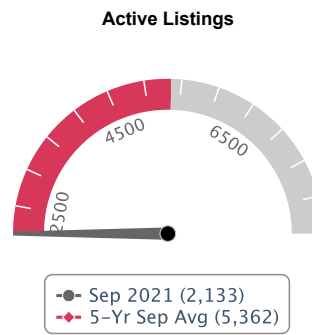
September 2021

NEXUS Association of REALTORS

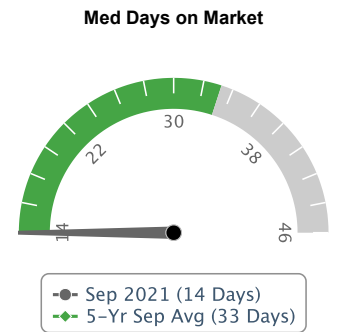
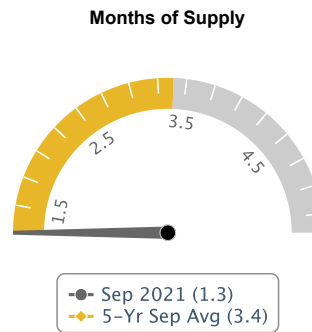
Statistic	Sep	YoY	MoM
Total Sold Dollar Volume	602,576,854	- 3.4%	+ 3.2%
Closed Sales	1,724	- 3.6%	- 1.4%
Median Sold Price	\$294,000	+ 13.1%	- 0.3%
Average Sold Price	\$356,148	+ 2.4%	+ 4.1%
Median Days on Market	14 days	0%	+ 7.7%
Average Days on Market	24 days	- 42.9%	+ 4.4%
Median Price per Sq Foot	\$174	+ 17.6%	+ 1.2%
Average Price per Sq Foot	\$196	+ 6%	+ 7.1%



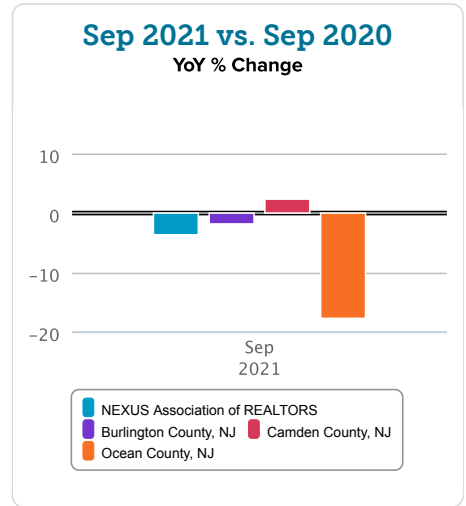
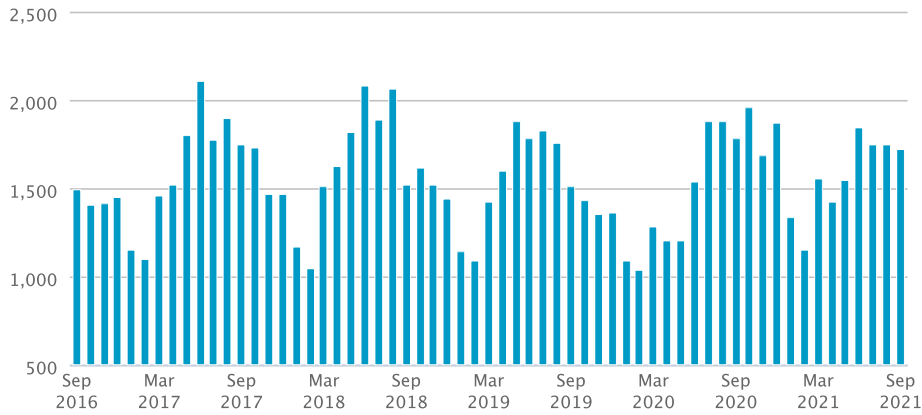
In the NEXUS Association of REALTORS area, the median sold price for residential properties for September was \$294,000, representing a decrease of 0.3% compared to last month and an increase of 13.1% from Sep 2020. The average days on market for units sold in September was 24 days, 53% below the 5-year September average of 51 days. There was a 12.6% month over month decrease in new contract activity with 1,791 New Pendings; a 4.6% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 3,209; and a 4.6% decrease in supply to 2,133 active units.



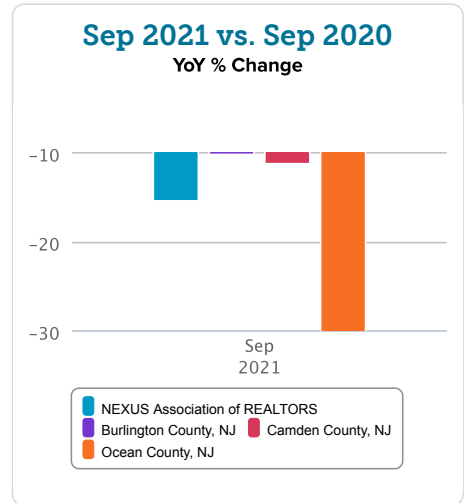
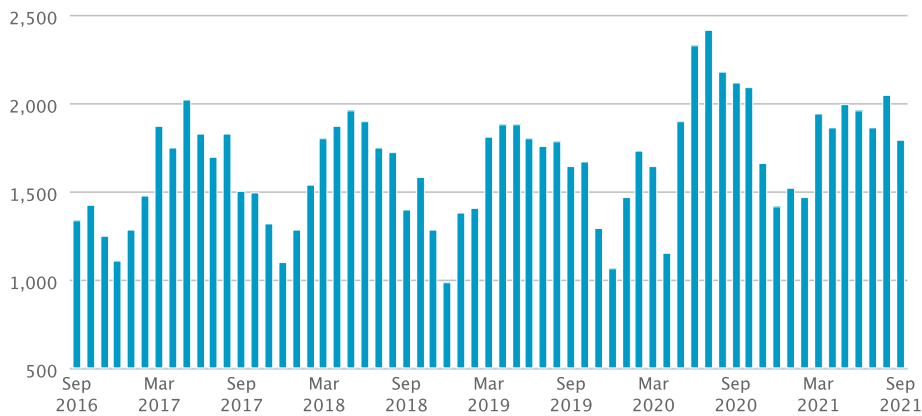
This activity resulted in a Contract Ratio of 1.50 pendings per active listing, no change from August and a decrease from 1.56 in September 2020. The Contract Ratio is 81% higher than the 5-year September average of 0.83. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



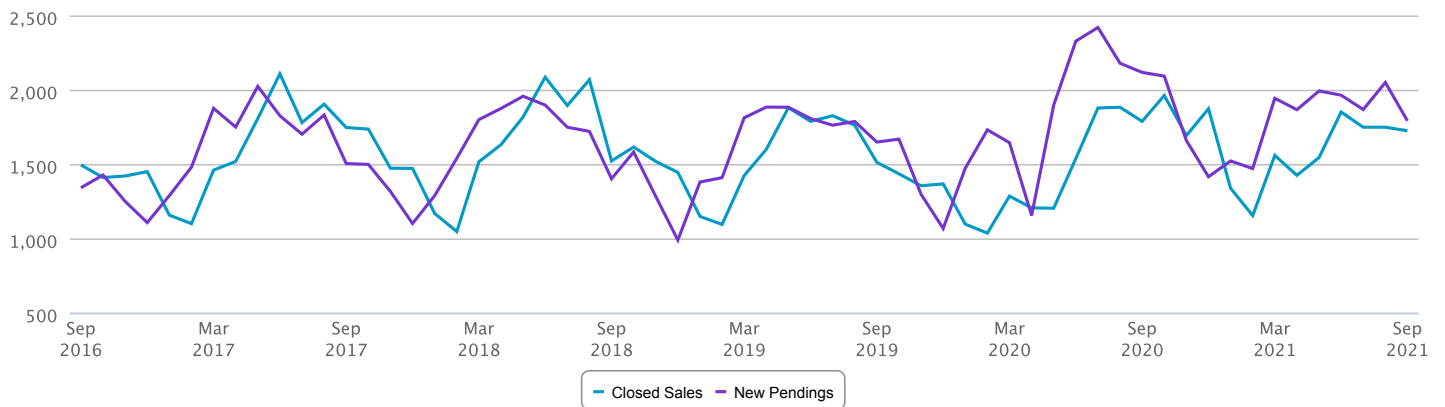
Closed Sales



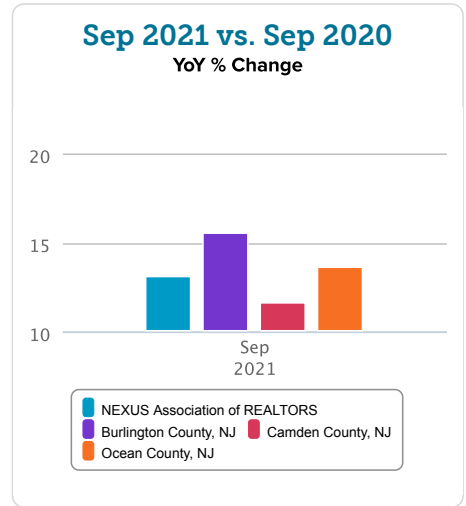
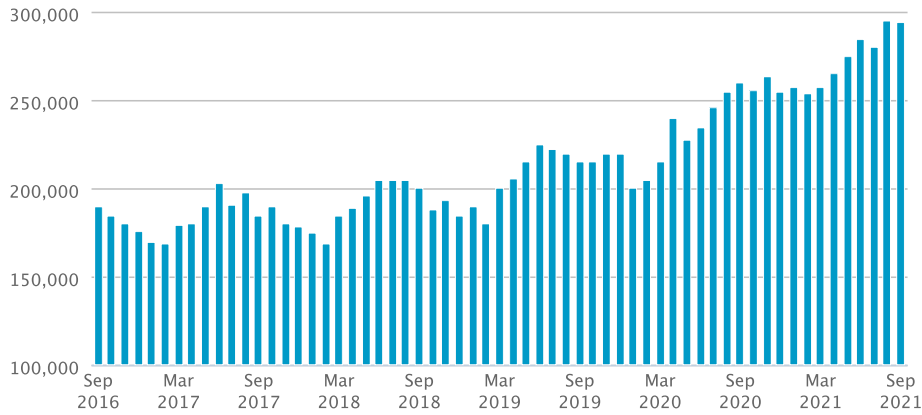
New Pendings



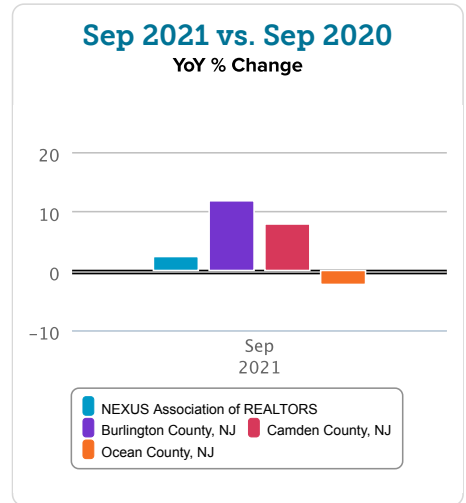
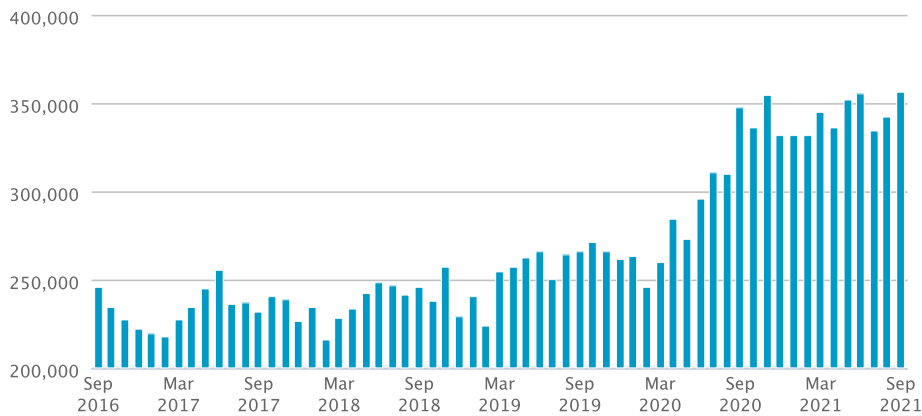
Closed Sales vs. New Pendings



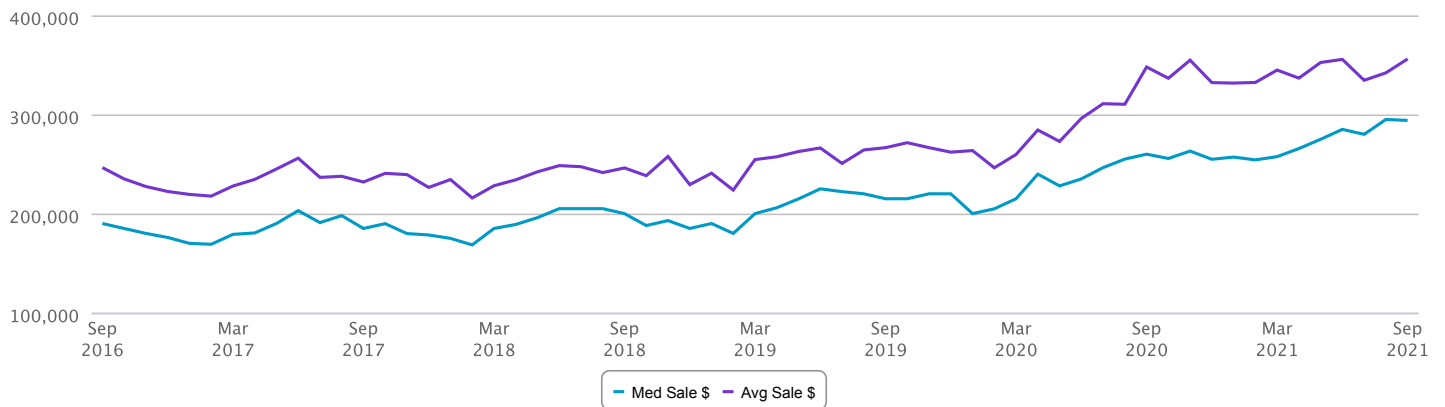
Median Sale Price



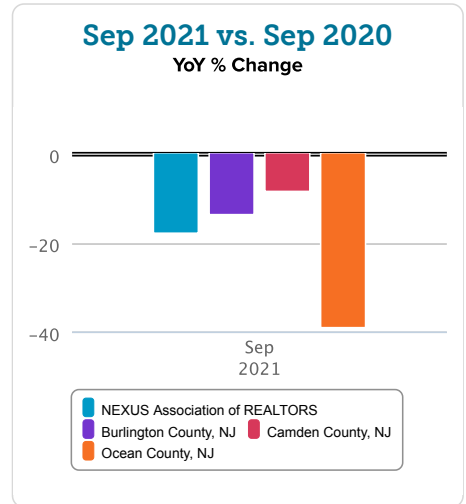
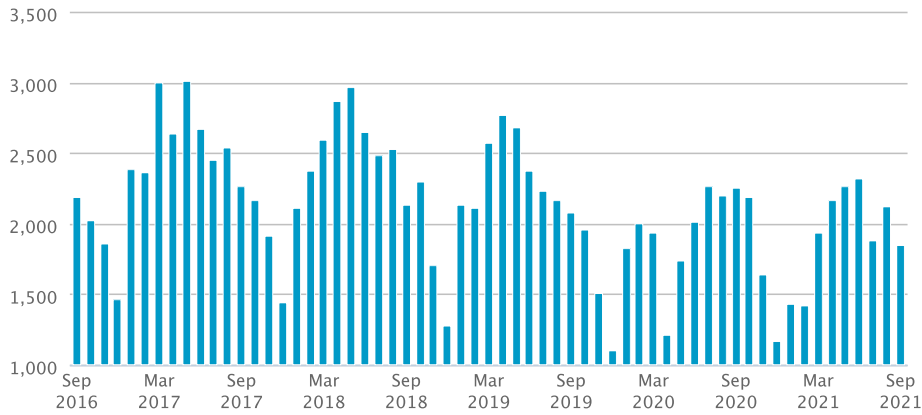
Average Sale Price



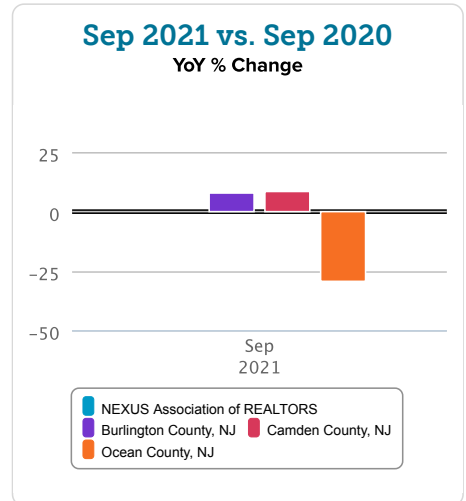
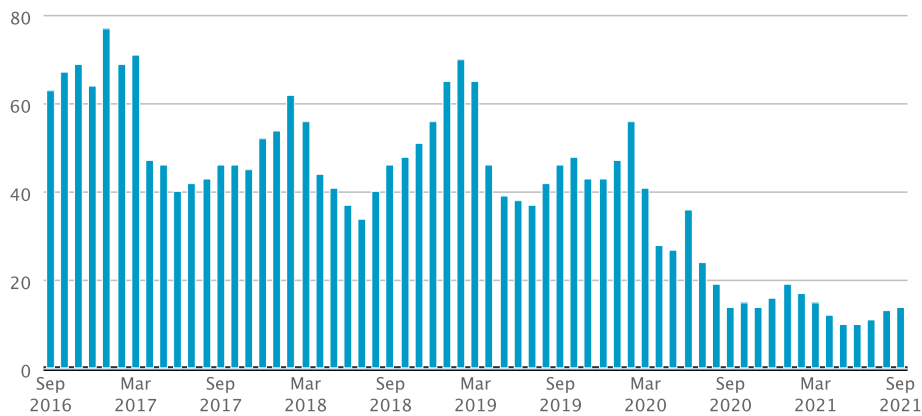
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

