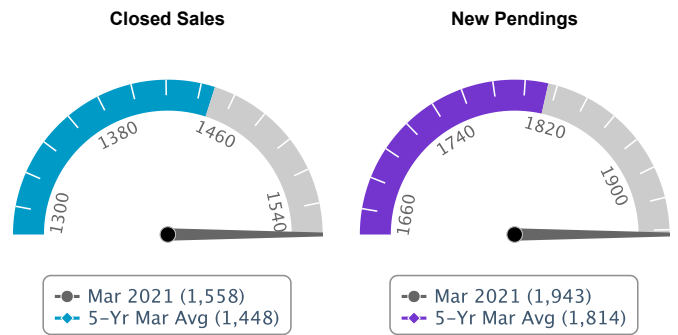


Association Executive Report

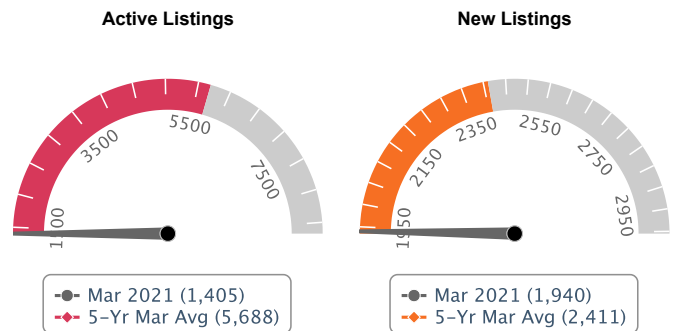
March 2021

NEXUS Association of REALTORS

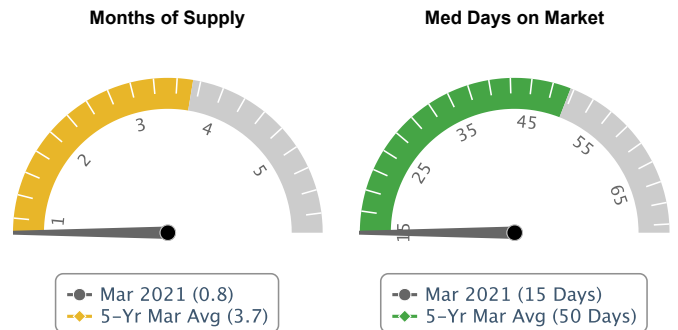
Statistic	Mar	YoY	MoM
Total Sold Dollar Volume	537,410,735	+58.2%	+39.9%
Closed Sales	1,558	+ 21.3%	+ 35.1%
Median Sold Price	\$257,500	+ 19.8%	+ 1.3%
Average Sold Price	\$344,846	+32.8%	+ 3.8%
Median Days on Market	15 days	-63.4%	- 11.8%
Average Days on Market	35 days	-45.3%	- 7.9%
Median Price per Sq Foot	\$155	+ 19.2%	+ 2.7%
Average Price per Sq Foot	\$184	+29.6%	+ 5.8%



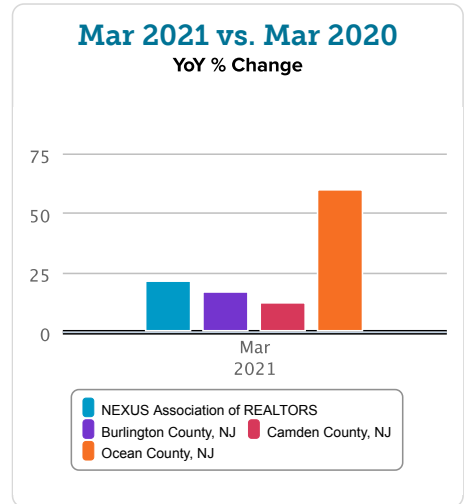
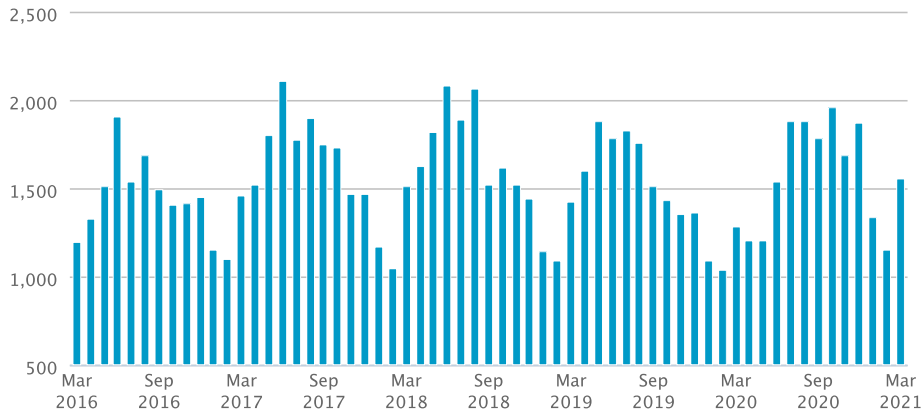
In the NEXUS Association of REALTORS area, the median sold price for residential properties for March was \$257,500, representing an increase of 1.3% compared to last month and an increase of 19.8% from Mar 2020. The average days on market for units sold in March was 35 days, 46% below the 5-year March average of 65 days. There was a 32.2% month over month increase in new contract activity with 1,943 New Pendings; a 6.8% MoM increase in All Pendings (new contracts + contracts carried over from February) to 3,101; and an 8.5% decrease in supply to 1,405 active units.



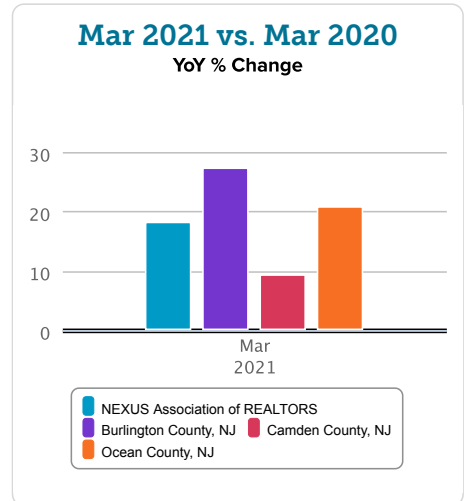
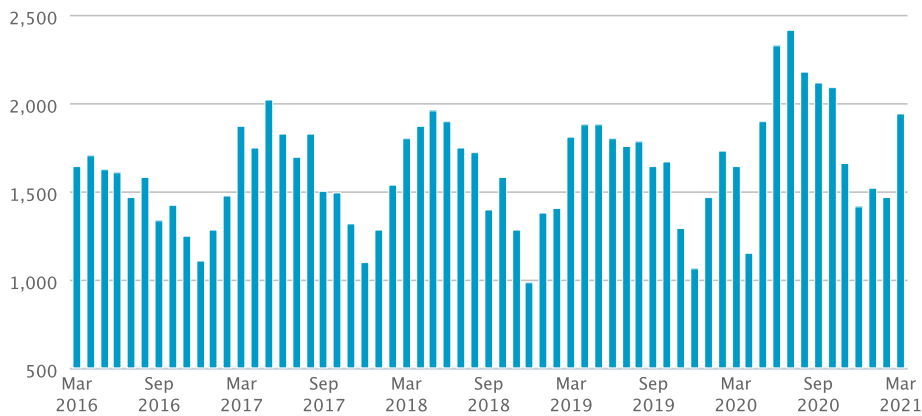
This activity resulted in a Contract Ratio of 2.21 pendings per active listing, up from 1.89 in February and an increase from 0.75 in March 2020. The Contract Ratio is 175% higher than the 5-year March average of 0.80. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



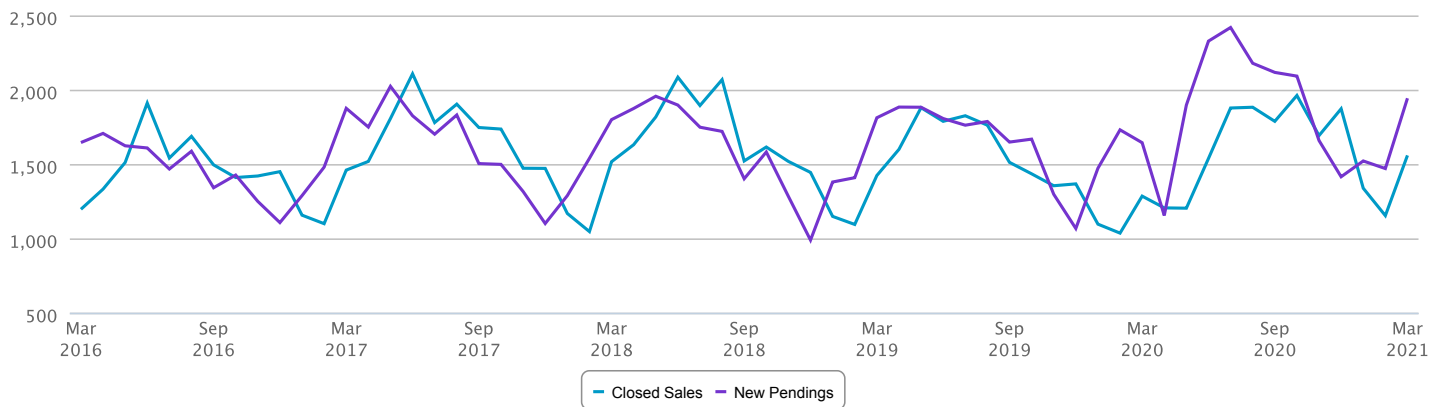
Closed Sales



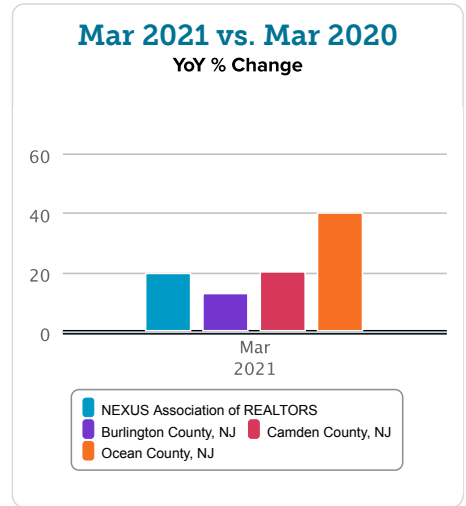
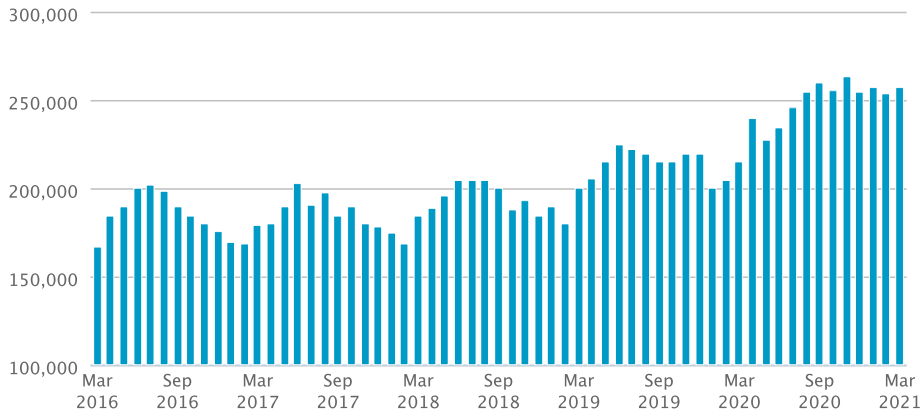
New Pendings



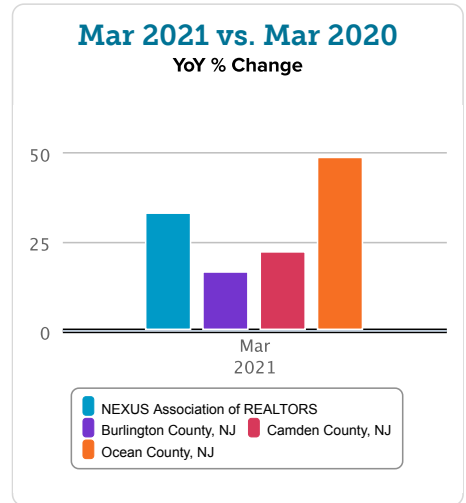
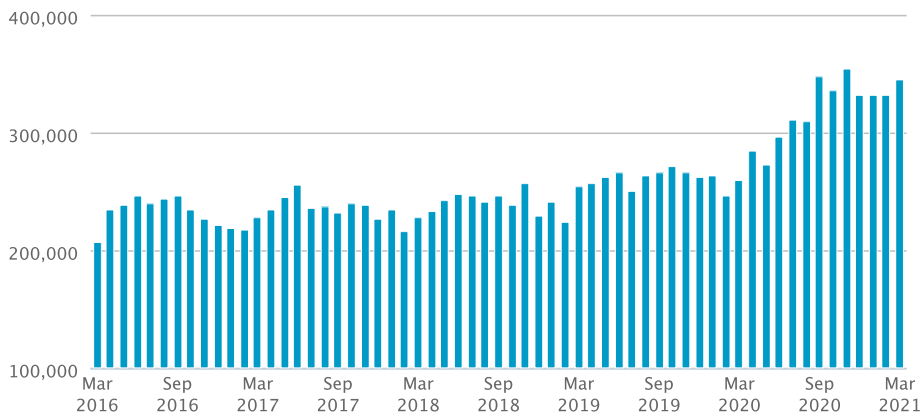
Closed Sales vs. New Pendings



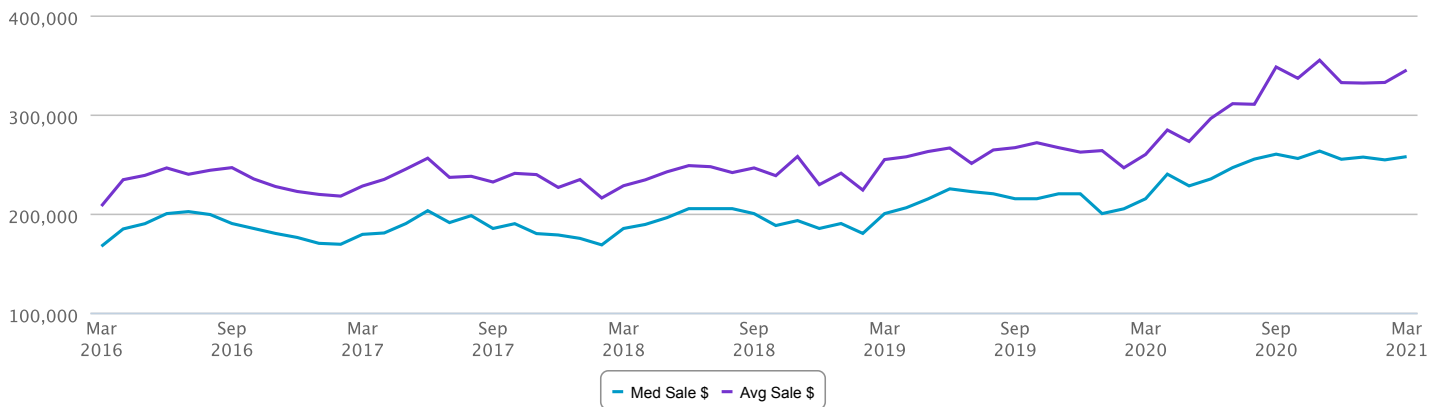
Median Sale Price



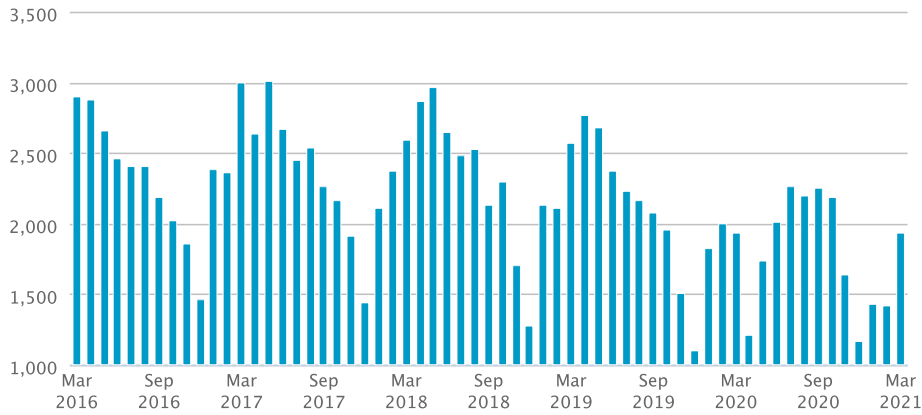
Average Sale Price



Median vs. Average Sale Price

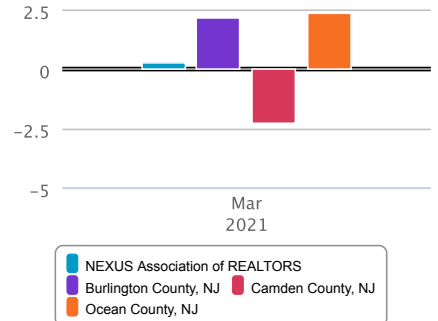


Active Listings

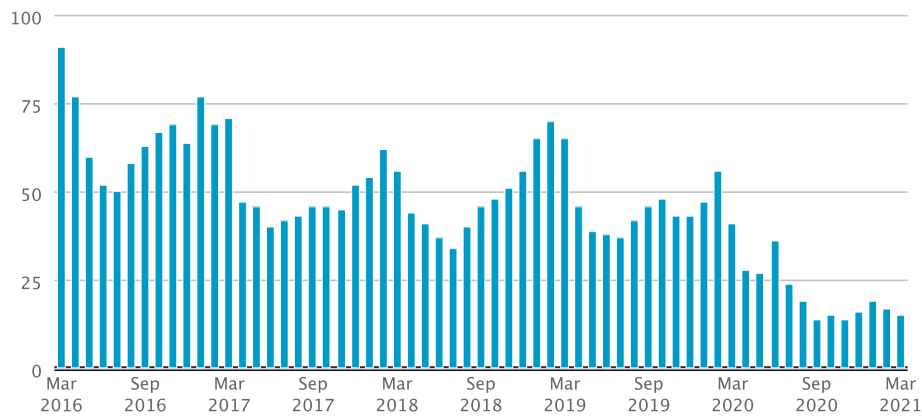


Mar 2021 vs. Mar 2020

YoY % Change

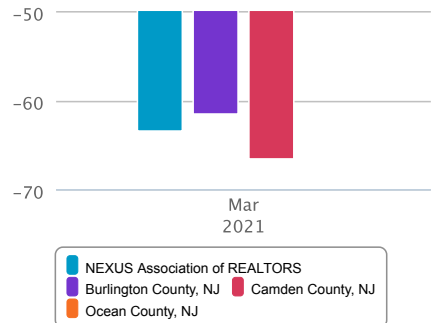


Median Days on Market

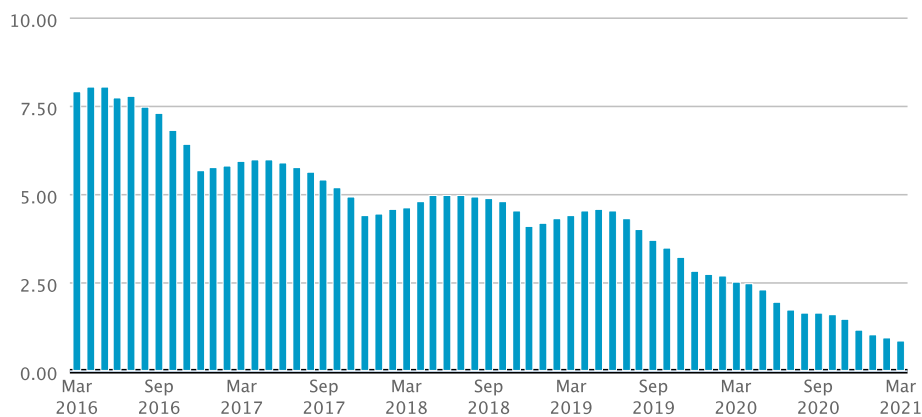


Mar 2021 vs. Mar 2020

YoY % Change



Months of Supply



Mar 2021 vs. Mar 2020

YoY % Change

