



December 2020

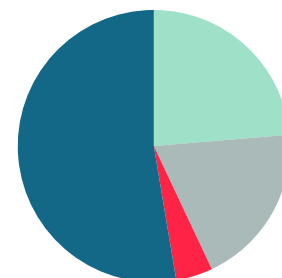
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	66	103	56.06%
Pending Listings	50	84	68.00%
New Listings	78	67	-14.10%
Median List Price	127,450	134,000	5.14%
Median Sale Price	124,375	130,000	4.52%
Median Percent of Selling Price to List Price	99.80%	100.00%	0.20%
Median Days on Market to Sale	25.00	15.00	-40.00%
End of Month Inventory	380	229	-39.74%
Months Supply of Inventory	4.77	2.71	-43.19%



■ Closed (23.68%)
■ Pending (19.31%)
■ Other OffMarket (4.37%)
■ Active (52.64%)

Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of December 31, 2020 = **229**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **39.74%** to 229 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **2.71** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.52%** in December 2020 to \$130,000 versus the previous year at \$124,375.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 10.00 days or **40.00%** in December 2020 compared to last year's same month at **25.00** DOM.

Sales Success for December 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 67 New Listings in December 2020, down **14.10%** from last year at 78. Furthermore, there were 103 Closed Listings this month versus last year at 66, a **56.06%** increase.

Closed versus Listed trends yielded a **153.7%** ratio, up from previous year's, December 2019, at **84.6%**, a **81.68%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

December 2020

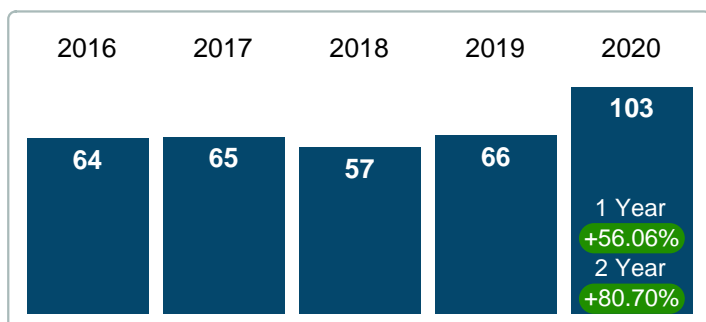
Area Delimited by County Of Creek



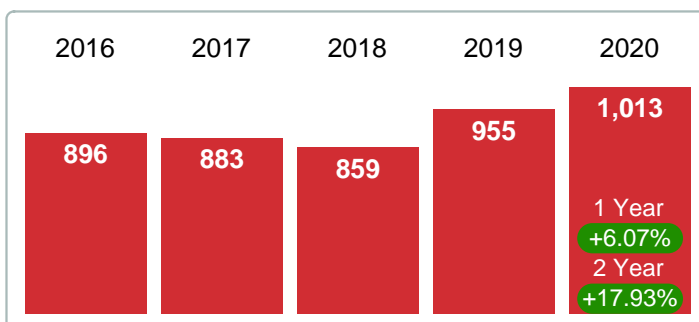
CLOSED LISTINGS

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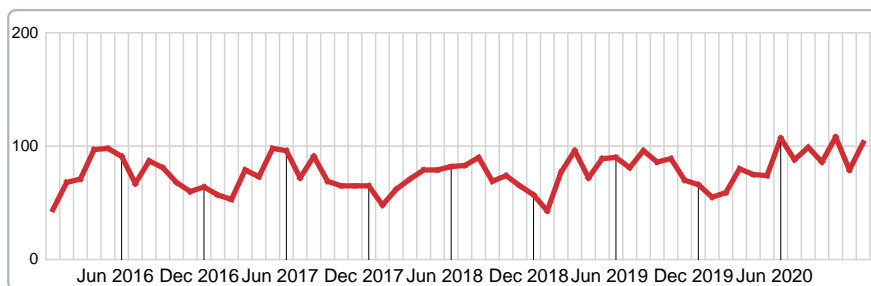
DECEMBER



YEAR TO DATE (YTD)

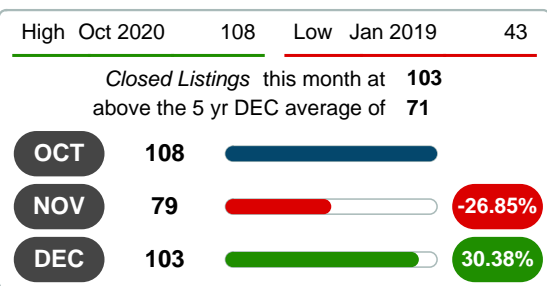


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	7.77%	63.0	7	0	1	0
\$40,001 - \$80,000	15	14.56%	16.0	11	2	1	1
\$80,001 - \$110,000	15	14.56%	6.0	7	7	1	0
\$110,001 - \$150,000	23	22.33%	18.0	6	13	4	0
\$150,001 - \$220,000	19	18.45%	5.0	3	14	2	0
\$220,001 - \$350,000	13	12.62%	20.0	3	2	5	3
\$350,001 and up	10	9.71%	83.0	2	4	1	3
Total Closed Units	103			39	42	15	7
Total Closed Volume	17,927,451	100%	15.0	4.41M	8.36M	2.97M	2.18M
Median Closed Price	\$130,000			\$85,000	\$145,250	\$185,000	\$334,900



December 2020

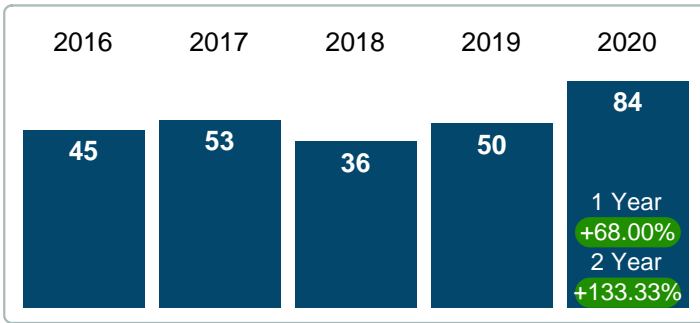
Area Delimited by County Of Creek



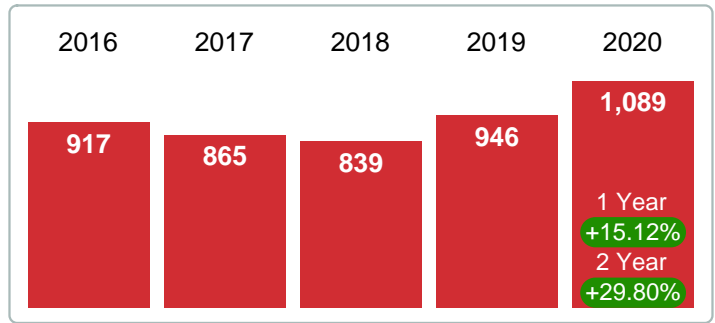
PENDING LISTINGS

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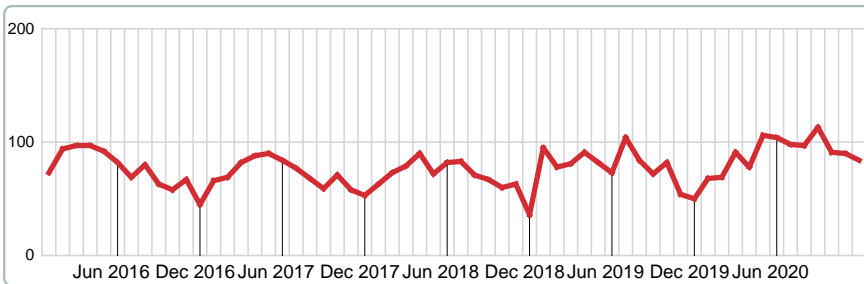
DECEMBER



YEAR TO DATE (YTD)

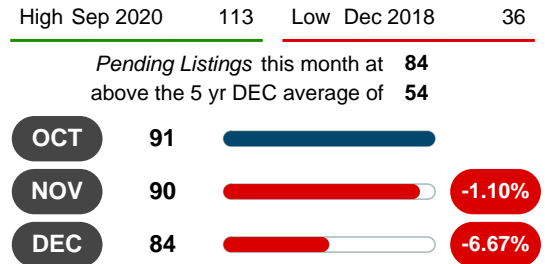


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.52%	22.0	6	2	0	0
\$50,001 - \$70,000	9	10.71%	19.0	6	2	1	0
\$70,001 - \$90,000	12	14.29%	15.5	6	3	2	1
\$90,001 - \$160,000	21	25.00%	21.0	4	15	1	1
\$160,001 - \$220,000	16	19.05%	27.5	1	14	1	0
\$220,001 - \$280,000	8	9.52%	38.5	1	4	3	0
\$280,001 and up	10	11.90%	97.0	1	2	4	3
Total Pending Units	84			25	42	12	5
Total Pending Volume	14,112,609	100%	25.5	2.33M	6.68M	2.85M	2.25M
Median Listing Price	\$137,450			\$73,500	\$157,498	\$234,950	\$289,000



December 2020

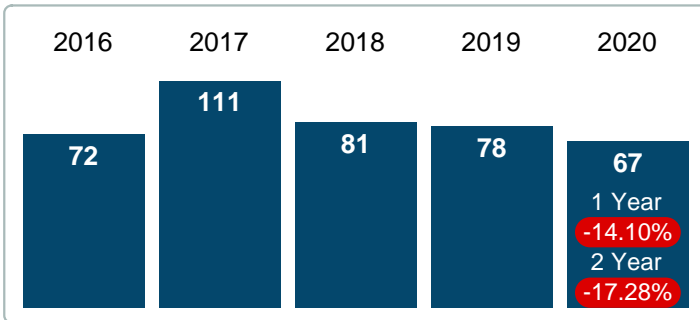
Area Delimited by County Of Creek



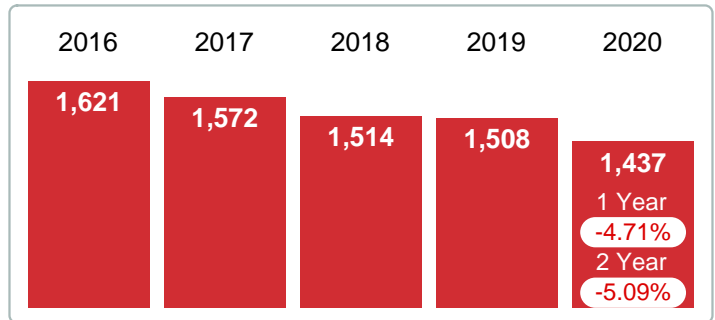
NEW LISTINGS

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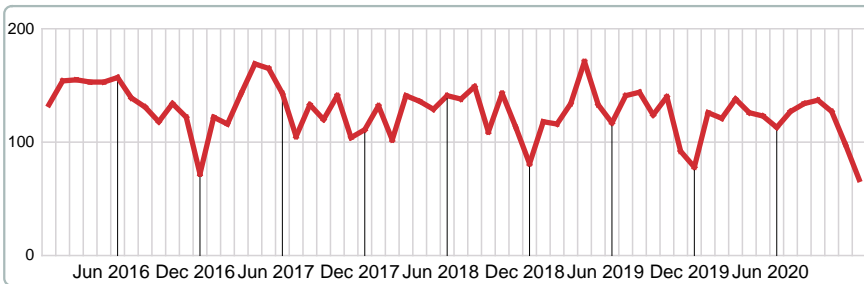
DECEMBER



YEAR TO DATE (YTD)

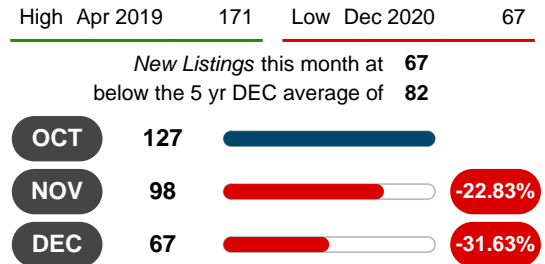


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 82



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	8.96%	5	1	0	0
\$10,001 - \$70,000	10	14.93%	7	3	0	0
\$70,001 - \$90,000	8	11.94%	6	1	1	0
\$90,001 - \$130,000	12	17.91%	5	7	0	0
\$130,001 - \$190,000	15	22.39%	2	12	1	0
\$190,001 - \$270,000	8	11.94%	2	4	2	0
\$270,001 and up	8	11.94%	2	2	3	1
Total New Listed Units	67		29	30	7	1
Total New Listed Volume	10,621,380	100%	2.68M	4.57M	2.89M	479.00K
Median New Listed Listing Price	\$115,000		\$75,000	\$136,000	\$269,900	\$479,000



December 2020

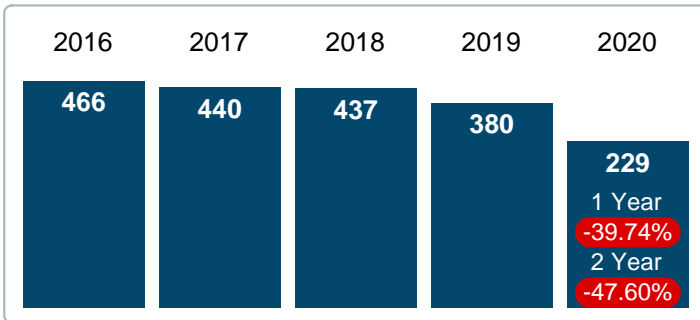
Area Delimited by County Of Creek



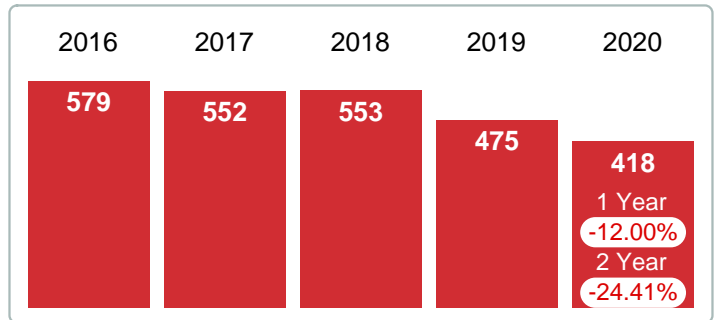
ACTIVE INVENTORY

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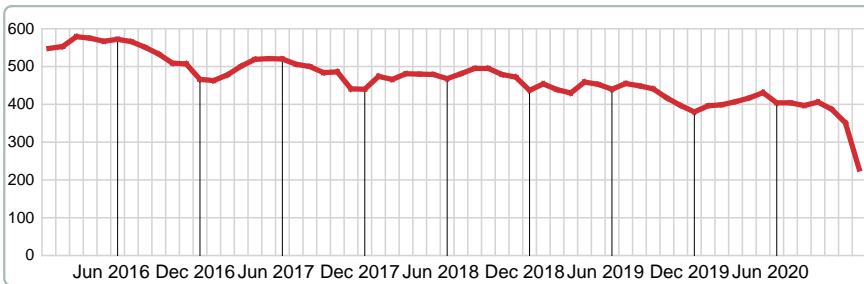
END OF DECEMBER



ACTIVE DURING DECEMBER

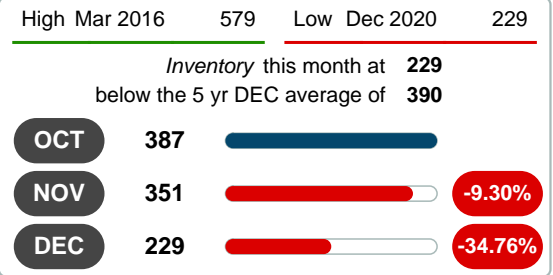


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 390



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	97.0	0	0	0	0
\$1 \$50,000	53	23.14%	86.0	39	11	2	1
\$50,001 \$90,000	32	13.97%	74.5	26	4	2	0
\$90,001 \$160,000	57	24.89%	80.0	34	23	0	0
\$160,001 \$220,000	38	16.59%	99.5	24	11	3	0
\$220,001 \$390,000	26	11.35%	77.0	16	6	2	2
\$390,001 and up	23	10.04%	78.0	6	4	7	6
Total Active Inventory by Units		229		145	59	16	9
Total Active Inventory by Volume		39,856,132	100%	20.00M	9.07M	6.74M	4.04M
Median Active Inventory Listing Price		\$125,000		\$99,900	\$136,000	\$332,000	\$479,000

December 2020

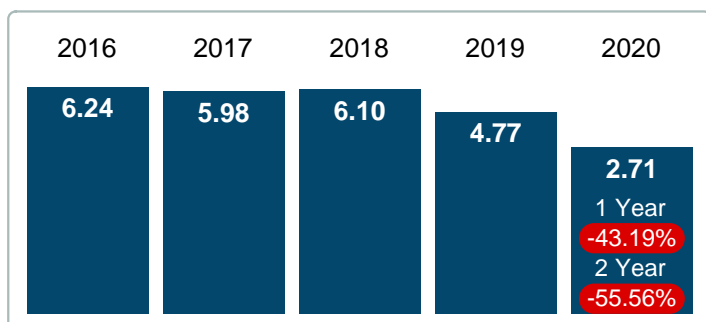
Area Delimited by County Of Creek



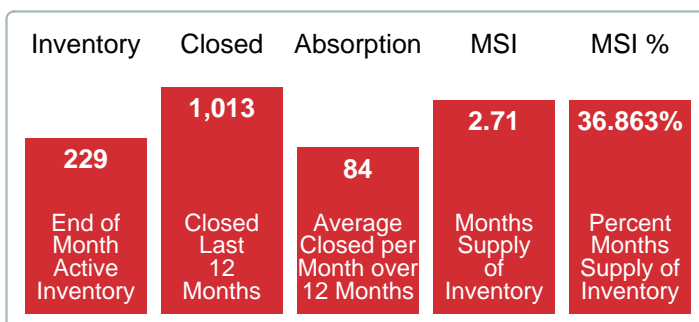
MONTHS SUPPLY of INVENTORY (MSI)

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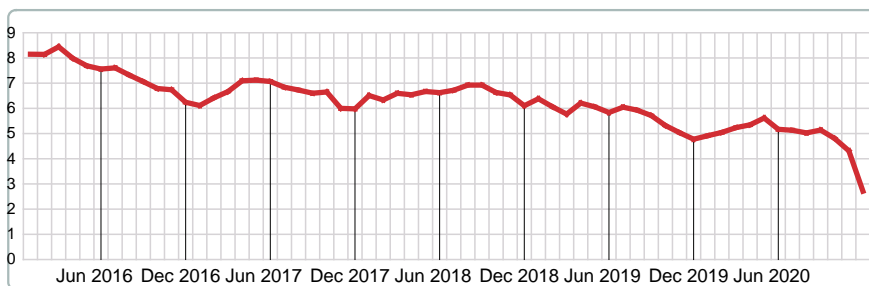
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

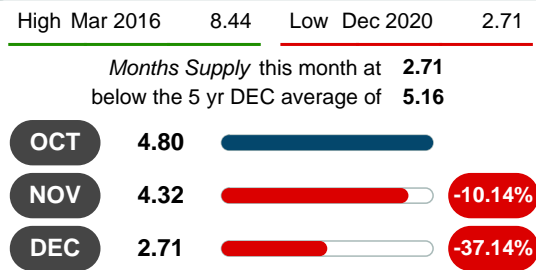


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.16



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$50,000	53	23.14%	5.39	5.38	5.08	4.80	0.00
\$50,001-\$90,000	32	13.97%	2.51	3.71	0.77	6.00	0.00
\$90,001-\$160,000	57	24.89%	2.02	5.91	1.15	0.00	0.00
\$160,001-\$220,000	38	16.59%	2.29	13.71	0.95	0.97	0.00
\$220,001-\$390,000	26	11.35%	2.18	12.00	1.04	0.55	1.71
\$390,001 and up	23	10.04%	4.45	9.00	3.43	3.11	5.54
Market Supply of Inventory (MSI)	2.71			6.11	1.29	1.35	3.00
Total Active Inventory by Units	229	100%	2.71	145	59	16	9



December 2020

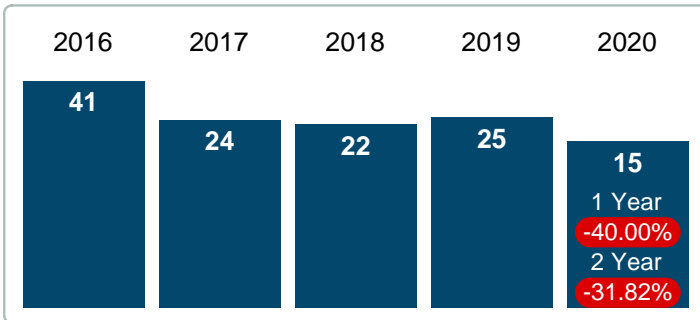
Area Delimited by County Of Creek



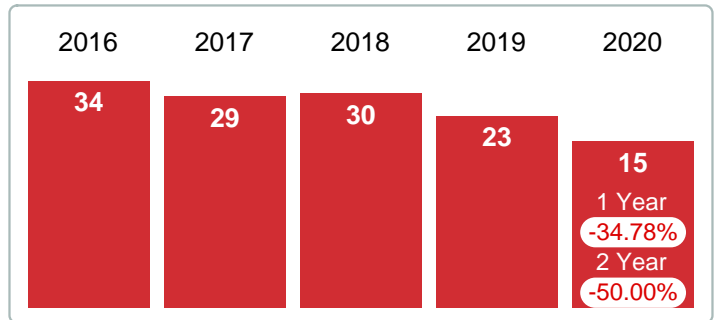
MEDIAN DAYS ON MARKET TO SALE

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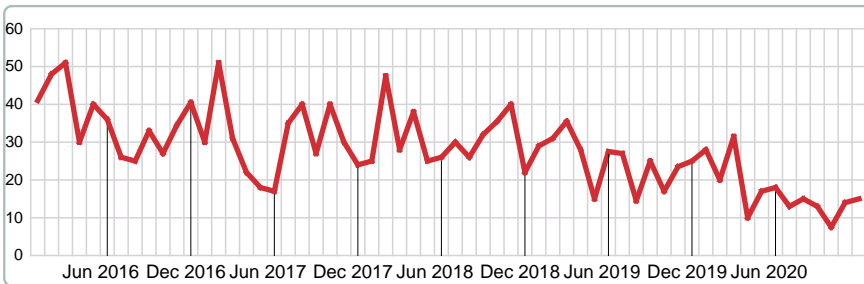
DECEMBER



YEAR TO DATE (YTD)

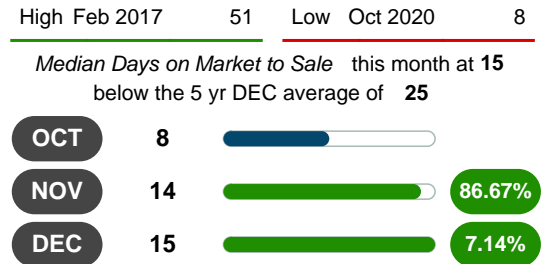


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 25



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7.77%	63	44	0	255	0
\$40,001 - \$80,000	14.56%	16	7	39	34	27
\$80,001 - \$110,000	14.56%	6	4	9	6	0
\$110,001 - \$150,000	22.33%	18	19	6	41	0
\$150,001 - \$220,000	18.45%	5	79	4	7	0
\$220,001 - \$350,000	12.62%	20	102	31	14	29
\$350,001 and up	9.71%	83	107	48	17	115
Median Closed DOM		15	18	10	20	89
Total Closed Units	100%	15.0	39	42	15	7
Total Closed Volume		17,927,451	4.41M	8.36M	2.97M	2.18M



December 2020

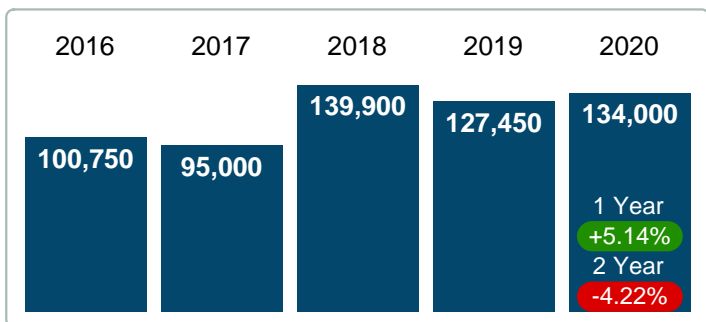
Area Delimited by County Of Creek



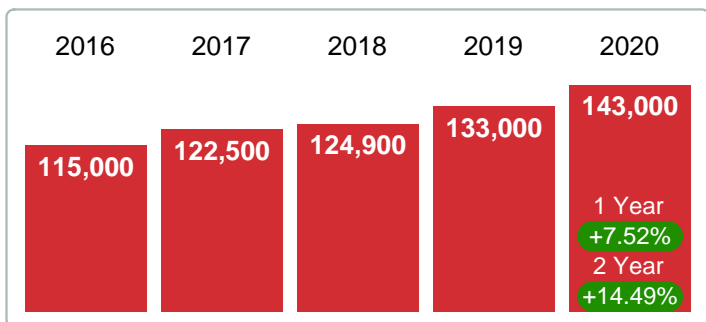
MEDIAN LIST PRICE AT CLOSING

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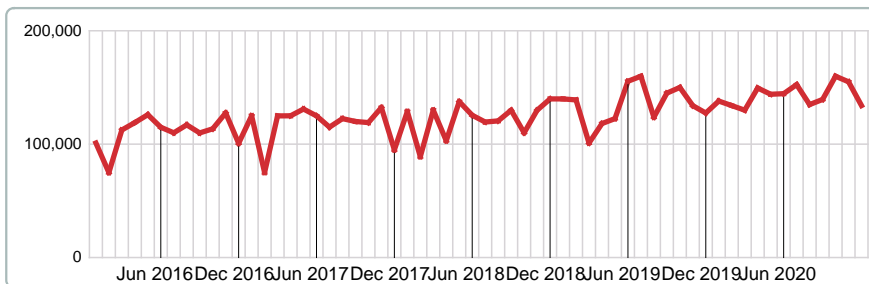
DECEMBER



YEAR TO DATE (YTD)

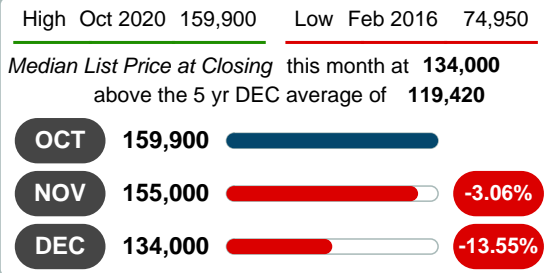


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 119,420



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7.77%	26,000	27,000	0	25,000	0
\$40,001 - \$80,000	16.50%	69,000	69,250	59,600	65,700	75,000
\$80,001 - \$110,000	15.53%	99,900	95,000	101,950	99,900	0
\$110,001 - \$150,000	21.36%	134,500	135,000	132,500	134,000	0
\$150,001 - \$220,000	16.50%	185,000	175,000	185,400	200,000	0
\$220,001 - \$350,000	11.65%	267,450	294,150	236,700	254,500	319,900
\$350,001 and up	10.68%	445,000	432,450	685,000	432,000	435,000
Median List Price		134,000	85,000	145,250	185,000	334,900
Total Closed Units	103	100%	39	42	15	7
Total Closed Volume	18,187,250		4.60M	8.40M	2.92M	2.27M

December 2020

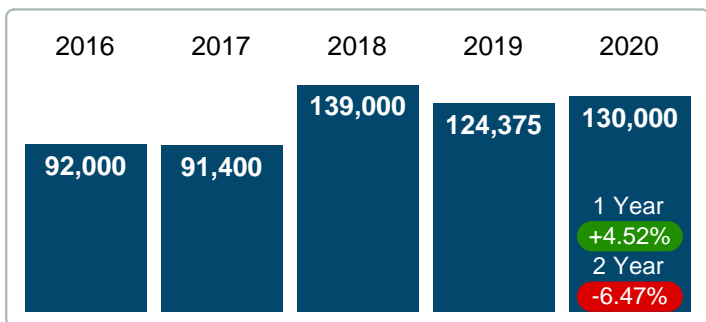
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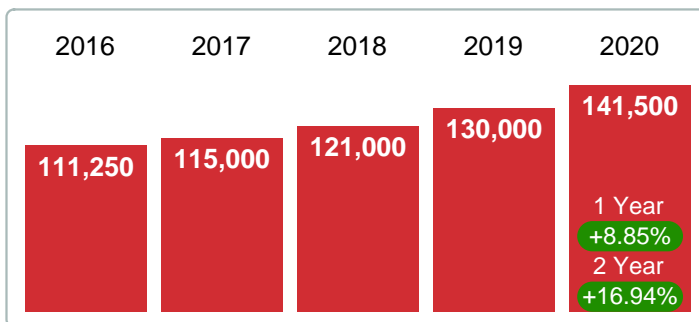
MEDIAN SOLD PRICE AT CLOSING

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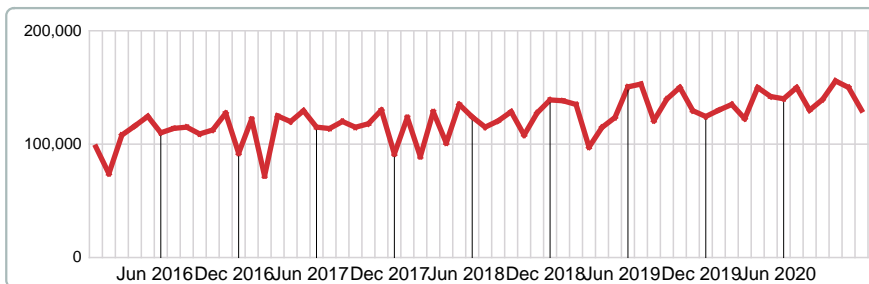
DECEMBER



YEAR TO DATE (YTD)

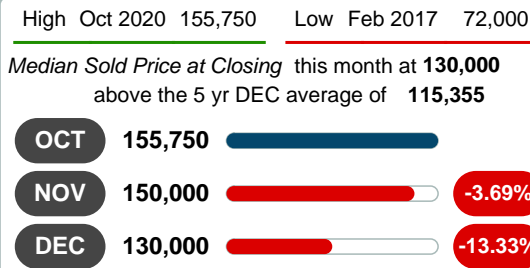


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 115,355



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7.77%	29,776	27,000	0	32,551	0
\$40,001 - \$80,000	14.56%	65,000	65,000	52,250	75,000	70,000
\$80,001 - \$110,000	14.56%	97,000	87,000	100,000	99,900	0
\$110,001 - \$150,000	22.33%	127,500	124,500	126,000	132,500	0
\$150,001 - \$220,000	18.45%	184,900	175,000	180,200	201,250	0
\$220,001 - \$350,000	12.62%	270,000	270,500	231,150	250,000	305,000
\$350,001 and up	9.71%	429,500	387,500	680,000	495,000	395,000
Median Sold Price		130,000	85,000	145,250	185,000	334,900
Total Closed Units	100%	103	39	42	15	7
Total Closed Volume		17,927,451	4.41M	8.36M	2.97M	2.18M



December 2020

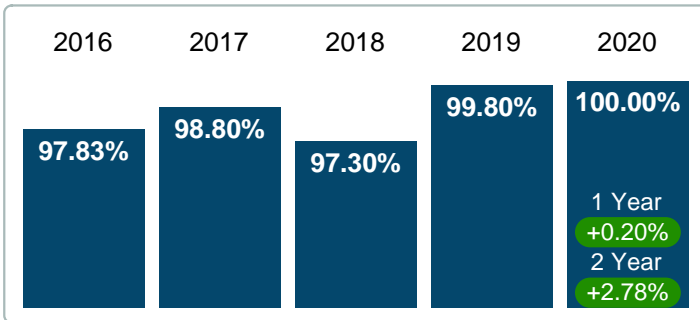
Area Delimited by County Of Creek



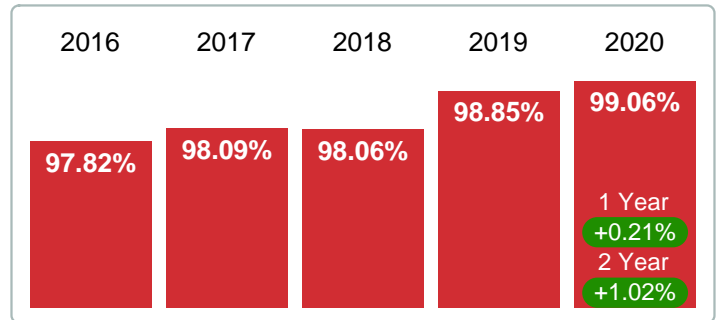
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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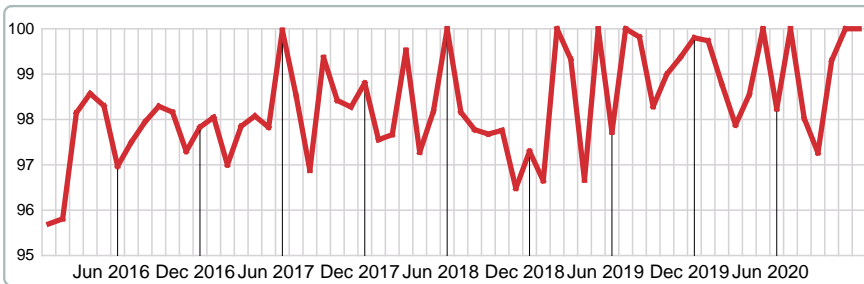
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

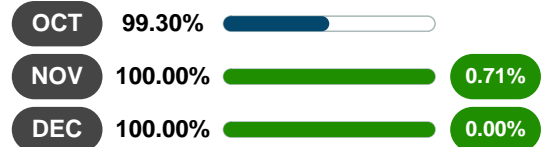


3 MONTHS

5 year DEC AVG = 98.75%

High Dec 2020 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **98.75%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	7.77%	91.26%	95.35%	0.00%	63.21%	0.00%
\$40,001 - \$80,000	15	14.56%	94.20%	100.00%	87.25%	93.87%	93.33%
\$80,001 - \$110,000	15	14.56%	100.00%	100.00%	100.10%	100.00%	0.00%
\$110,001 - \$150,000	23	22.33%	100.00%	96.32%	100.00%	98.51%	0.00%
\$150,001 - \$220,000	19	18.45%	100.00%	100.00%	100.00%	100.58%	0.00%
\$220,001 - \$350,000	13	12.62%	97.91%	92.04%	97.66%	99.39%	100.00%
\$350,001 and up	10	9.71%	97.64%	90.19%	100.00%	99.20%	96.55%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.39%	96.55%
Total Closed Units		103	100%	39	42	15	7
Total Closed Volume		17,927,451		4.41M	8.36M	2.97M	2.18M

December 2020

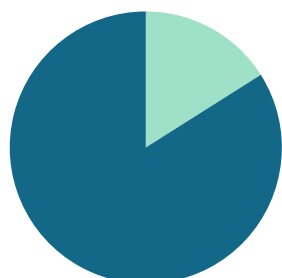
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

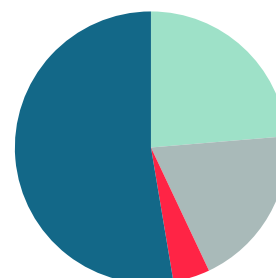


Inventory
 New Listings
67 = 16.03%
 Start Inventory
351
 Total Inventory Units
418
 Volume
\$72,446,946

Market Activity

Closed Sales
103 = 23.68%
 Pending Sales
84 = 19.31%
 Other Off Market
19 = 4.37%
 Active Inventory
229 = 52.64%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	66	103	56.06%	955	1,013	6.07%
Pending Sales	50	84	68.00%	946	1,089	15.12%
New Listings	78	67	-14.10%	1,508	1,437	-4.71%
Median List Price	127,450	134,000	5.14%	133,000	143,000	7.52%
Median Sale Price	124,375	130,000	4.52%	130,000	141,500	8.85%
Median Percent of Selling Price to List Price	99.80%	100.00%	0.20%	98.85%	99.06%	0.21%
Median Days on Market to Sale	25.00	15.00	-40.00%	23.00	15.00	-34.78%
Monthly Inventory	380	229	-39.74%	380	229	-39.74%
Months Supply of Inventory	4.77	2.71	-43.19%	4.77	2.71	-43.19%

Absorption: Last 12 months, an Average of **84** Sales/Month

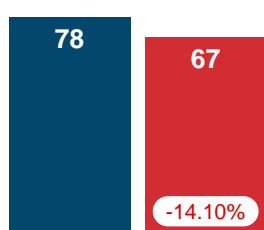
Inventory on December 31, 2020 = **229**

2019 **2020**

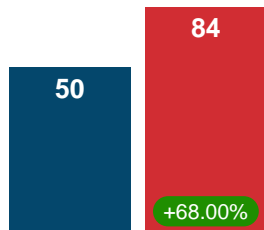
DECEMBER MARKET

MEDIAN PRICES

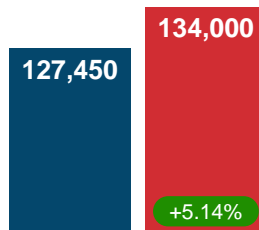
New Listings



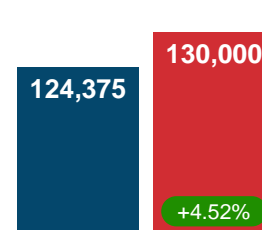
Pending Listings



List Price



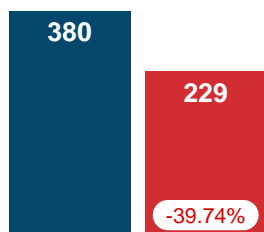
Sale Price



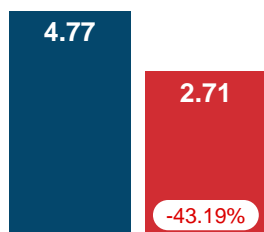
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

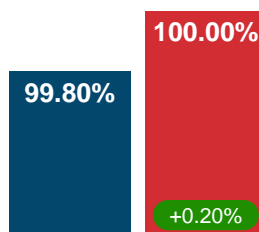
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

