

# December 2020



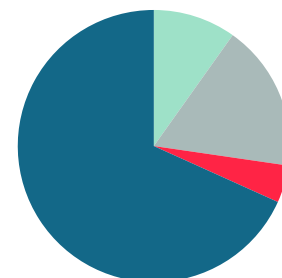
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 12, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	5	62	1,140.00%
Pending Listings	2	110	5,400.00%
New Listings	2	142	7,000.00%
Average List Price	167,300	277,394	65.81%
Average Sale Price	152,700	264,222	73.03%
Average Percent of Selling Price to List Price	88.39%	95.17%	7.67%
Average Days on Market to Sale	69.60	11.50	-83.48%
End of Month Inventory	19	430	2,163.16%
Months Supply of Inventory	9.50	44.48	368.24%



■ Closed (9.84%)  
■ Pending (17.46%)  
■ Other OffMarket (4.44%)  
■ Active (68.25%)

**Absorption:** Last 12 months, an Average of **10 Sales/Month Active Inventory** as of December 31, 2020 = **430**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2020 rose **2,163.16%** to 430 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **44.48** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **73.03%** in December 2020 to \$264,222 versus the previous year at \$152,700.

#### Average Days on Market Shortens

The average number of **11.50** days that homes spent on the market before selling decreased by 58.10 days or **83.48%** in December 2020 compared to last year's same month at **69.60** DOM.

#### Sales Success for December 2020 is Positive

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

There were 142 New Listings in December 2020, up **7,000.00%** from last year at 2. Furthermore, there were 62 Closed Listings this month versus last year at 5, a **1,140.00%** increase.

Closed versus Listed trends yielded a **43.7%** ratio, down from previous year's, December 2019, at **250.0%**, a **82.54%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

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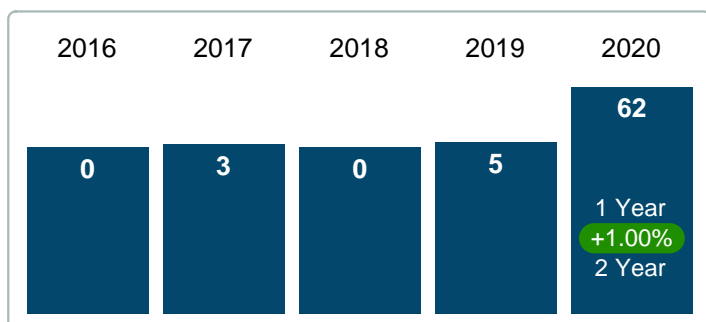
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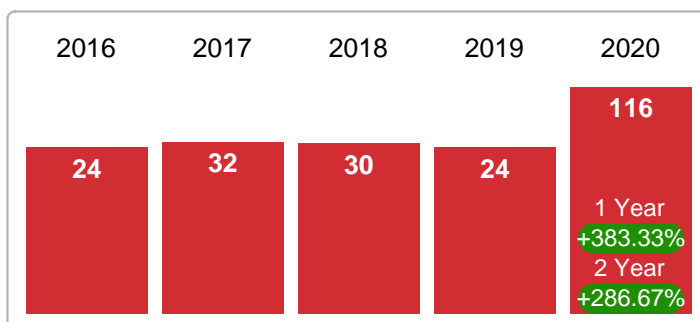
## CLOSED LISTINGS

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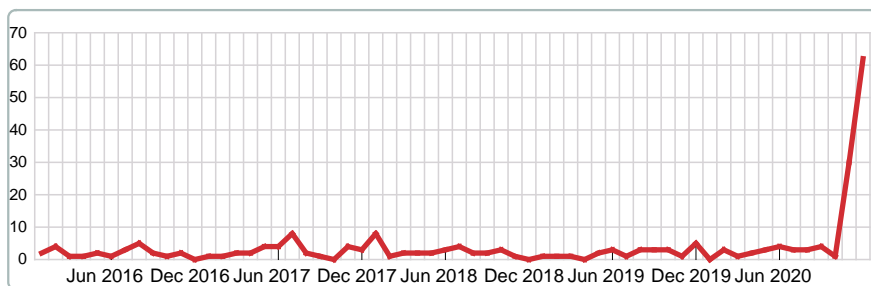
### DECEMBER



### YEAR TO DATE (YTD)

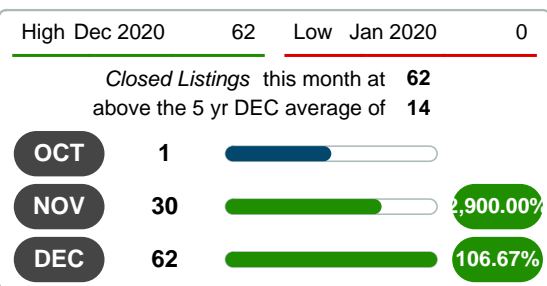


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 14



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	15.2	4	2	0	0
\$50,001 - \$75,000	6	9.68%	6.8	3	3	0	0
\$75,001 - \$150,000	11	17.74%	11.3	4	6	1	0
\$150,001 - \$200,000	12	19.35%	16.3	4	7	1	0
\$200,001 - \$300,000	14	22.58%	12.2	3	9	2	0
\$300,001 - \$450,000	6	9.68%	2.5	0	3	2	1
\$450,001 and up	7	11.29%	10.7	2	2	2	1
<b>Total Closed Units</b>	<b>62</b>			<b>20</b>	<b>32</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>16,381,750</b>	<b>100%</b>	<b>11.5</b>	<b>4.01M</b>	<b>8.94M</b>	<b>2.58M</b>	<b>855.00K</b>
<b>Average Closed Price</b>	<b>\$264,222</b>			<b>\$200,485</b>	<b>\$279,252</b>	<b>\$322,625</b>	<b>\$427,500</b>



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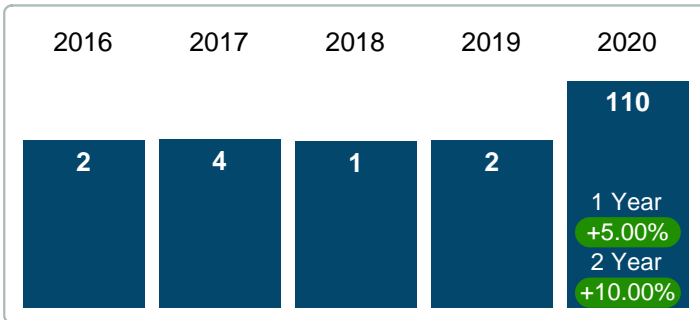
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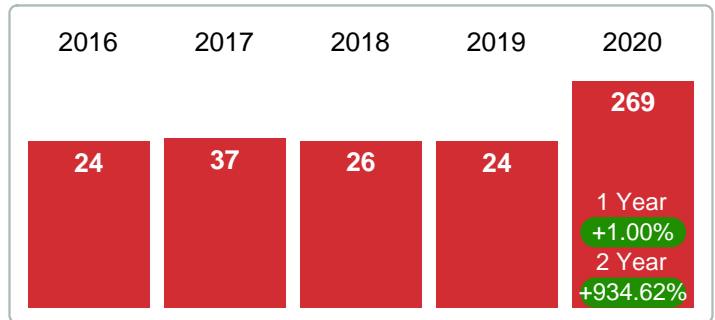
## PENDING LISTINGS

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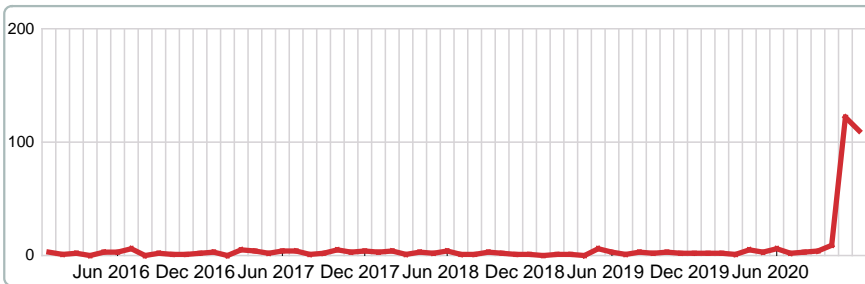
### DECEMBER



### YEAR TO DATE (YTD)

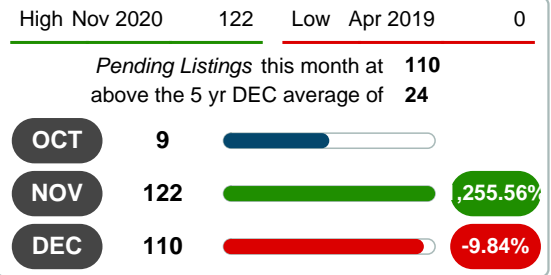


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 24



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.55%	14.4	5	0	0	0
\$25,001 - \$75,000	16	14.55%	33.8	10	5	1	0
\$75,001 - \$125,000	16	14.55%	34.6	6	8	2	0
\$125,001 - \$175,000	28	25.45%	24.5	9	16	3	0
\$175,001 - \$250,000	15	13.64%	25.5	3	9	2	1
\$250,001 - \$350,000	18	16.36%	22.1	3	9	6	0
\$350,001 and up	12	10.91%	19.8	4	3	4	1
<b>Total Pending Units</b>	<b>110</b>			<b>40</b>	<b>50</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,910,399</b>	<b>100%</b>	<b>14.4</b>	<b>6.24M</b>	<b>9.38M</b>	<b>6.70M</b>	<b>589.00K</b>
<b>Average Listing Price</b>	<b>\$271,418</b>			<b>\$156,115</b>	<b>\$187,570</b>	<b>\$372,128</b>	<b>\$294,500</b>

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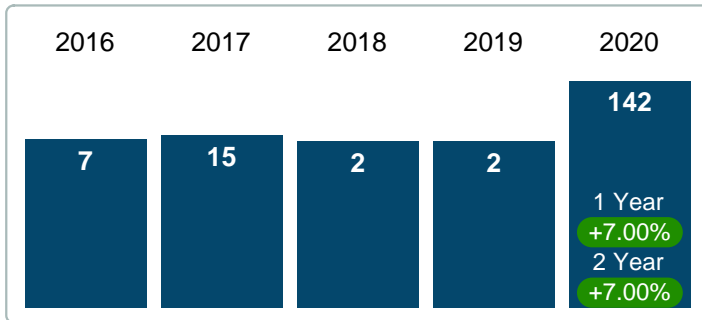
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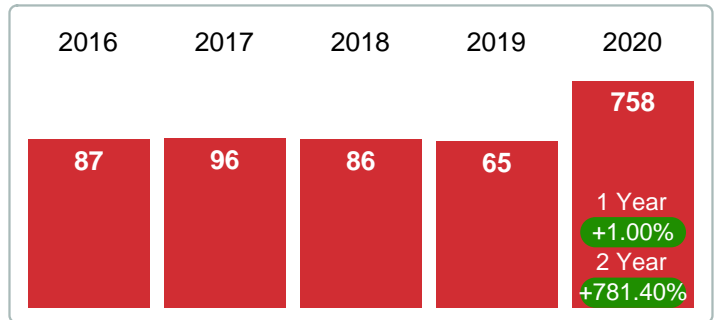
## NEW LISTINGS

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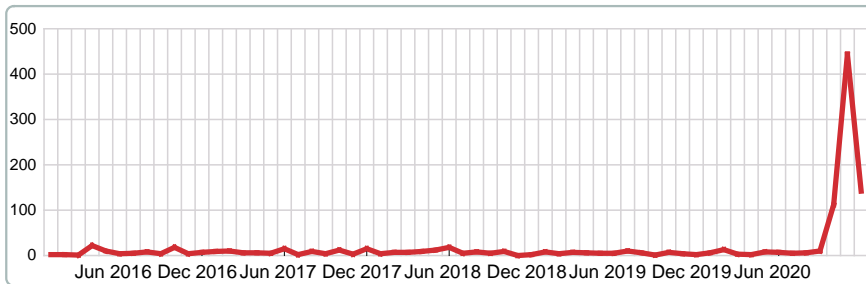
### DECEMBER



### YEAR TO DATE (YTD)

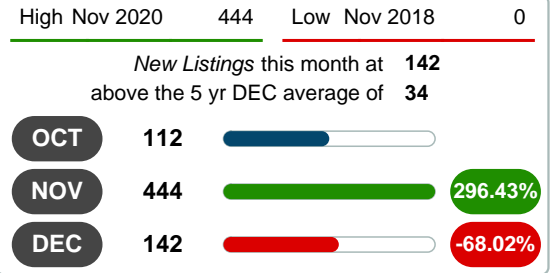


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 34



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	4.93%	6	1	0	0
\$25,001 - \$50,000	18	12.68%	16	2	0	0
\$50,001 - \$125,000	21	14.79%	12	7	2	0
\$125,001 - \$225,000	40	28.17%	12	20	7	1
\$225,001 - \$325,000	20	14.08%	6	7	7	0
\$325,001 - \$675,000	20	14.08%	12	4	3	1
\$675,001 and up	16	11.27%	12	1	2	1
<b>Total New Listed Units</b>	<b>142</b>		<b>76</b>	<b>42</b>	<b>21</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>41,210,060</b>	<b>100%</b>	<b>25.34M</b>	<b>8.06M</b>	<b>6.06M</b>	<b>1.75M</b>
<b>Average New Listed Listing Price</b>	<b>\$282,836</b>		<b>\$333,474</b>	<b>\$191,833</b>	<b>\$288,529</b>	<b>\$583,300</b>



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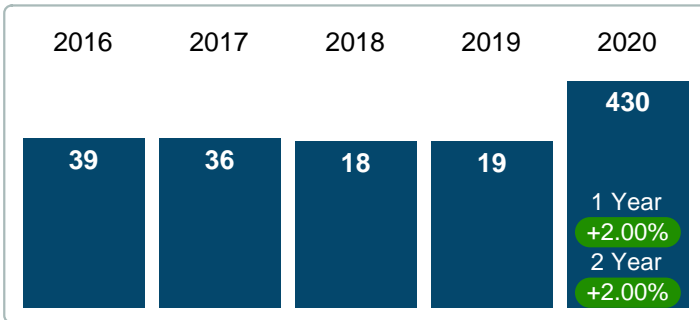
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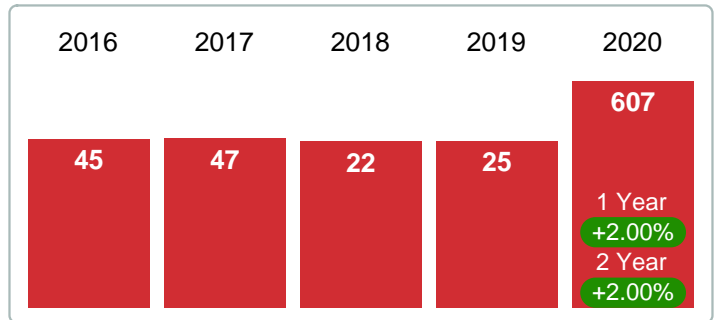
## ACTIVE INVENTORY

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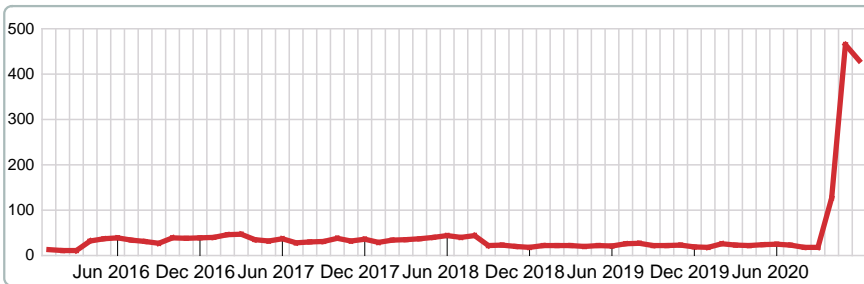
### END OF DECEMBER



### ACTIVE DURING DECEMBER

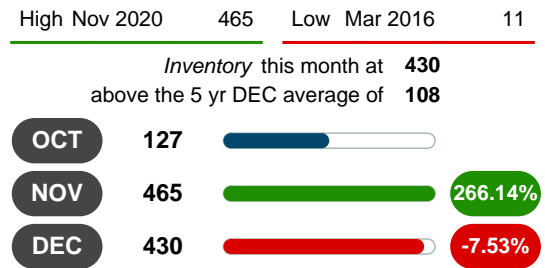


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 108



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	63	14.65%	48.7	62	1	0	0
\$25,001-\$75,000	97	22.56%	43.0	77	18	2	0
\$75,001-\$175,000	91	21.16%	45.5	42	39	9	1
\$175,001-\$350,000	84	19.53%	42.3	33	28	17	6
\$350,001-\$875,000	53	12.33%	51.0	37	9	4	3
\$875,001 and up	42	9.77%	50.0	33	1	1	7
<b>Total Active Inventory by Units</b>	<b>430</b>			<b>284</b>	<b>96</b>	<b>33</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>158,707,792</b>	<b>100%</b>	<b>45.9</b>	<b>118.37M</b>	<b>18.56M</b>	<b>8.74M</b>	<b>13.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$369,088</b>			<b>\$416,792</b>	<b>\$193,368</b>	<b>\$264,782</b>	<b>\$766,929</b>

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Area Delimited by Counties Carter, Love, Murray



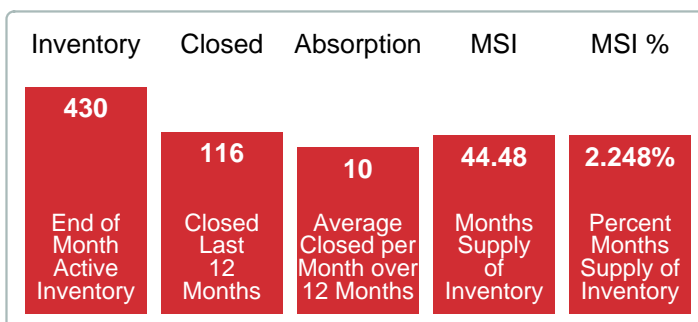
## MONTHS SUPPLY of INVENTORY (MSI)

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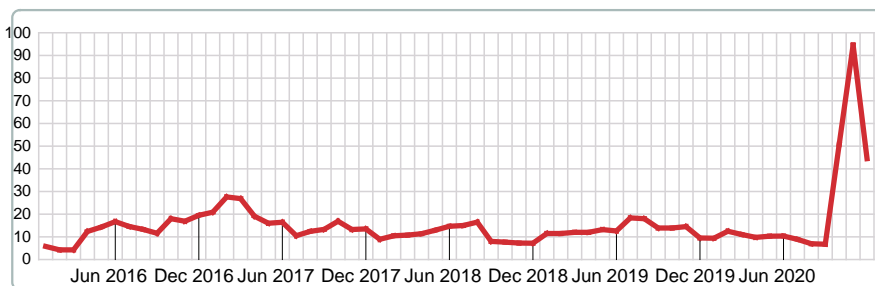
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 18.84

High Nov 2020 94.58 Low Mar 2016 4.26

Months Supply this month at **44.48**  
above the 5 yr DEC average of **18.84**



### 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
\$10,000 and less	17	3.95%	inf	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	51	11.86%	76.50	84.00	24.00	0.00	0.00
\$30,001 - \$70,000	87	20.23%	87.00	121.71	33.60	0.00	0.00
\$70,001 - \$190,000	109	25.35%	30.42	56.40	21.43	30.00	24.00
\$190,001 - \$350,000	71	16.51%	25.06	72.00	13.33	17.45	0.00
\$350,001 - \$870,000	52	12.09%	36.71	144.00	15.43	9.60	18.00
\$870,001 and up	43	10.00%	258.00	408.00	12.00	0.00	0.00
Market Supply of Inventory (MSI)			44.48	103.27	19.20	19.80	68.00
Total Active Inventory by Units		100%	44.48	284	96	33	17

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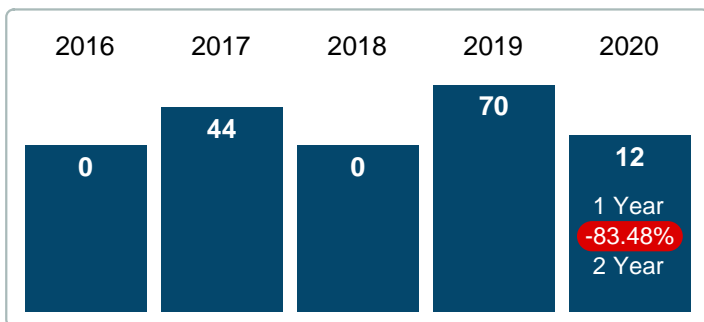
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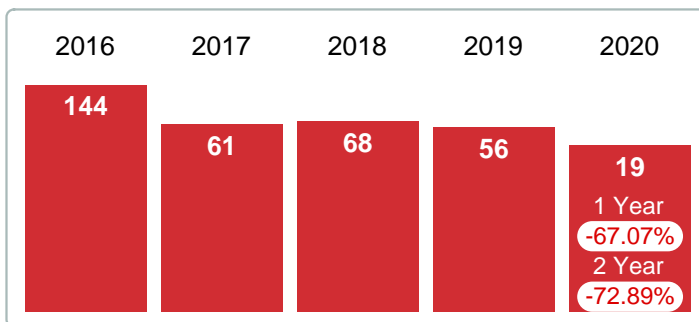
## AVERAGE DAYS ON MARKET TO SALE

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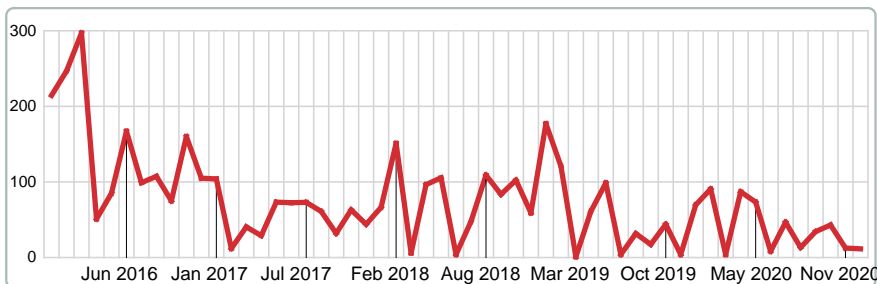
### DECEMBER



### YEAR TO DATE (YTD)

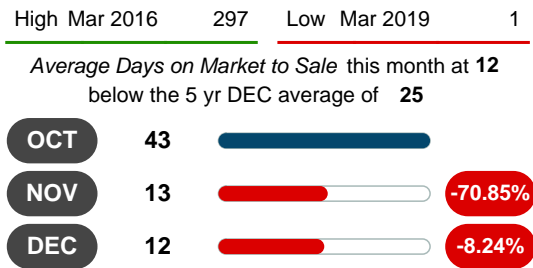


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 25



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.68%	15	9	28	0	0
\$50,001 - \$75,000	9.68%	7	13	1	0	0
\$75,001 - \$150,000	17.74%	11	22	5	8	0
\$150,001 - \$200,000	19.35%	16	25	14	1	0
\$200,001 - \$300,000	22.58%	12	20	11	5	0
\$300,001 - \$450,000	9.68%	3	0	3	3	1
\$450,001 and up	11.29%	11	9	12	16	3
<b>Average Closed DOM</b>		<b>12</b>	<b>17</b>	<b>10</b>	<b>7</b>	<b>2</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>12</b>	<b>20</b>	<b>32</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,381,750</b>	<b>4.01M</b>	<b>8.94M</b>	<b>2.58M</b>	<b>855.00K</b>



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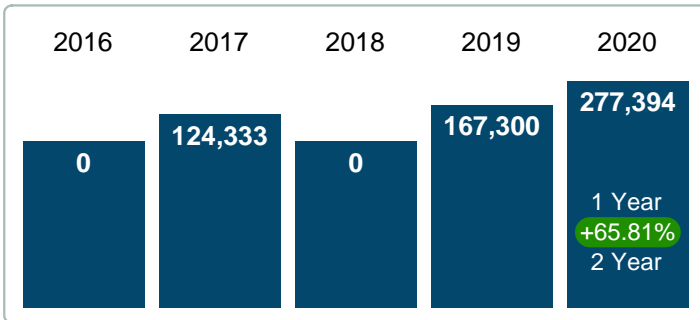
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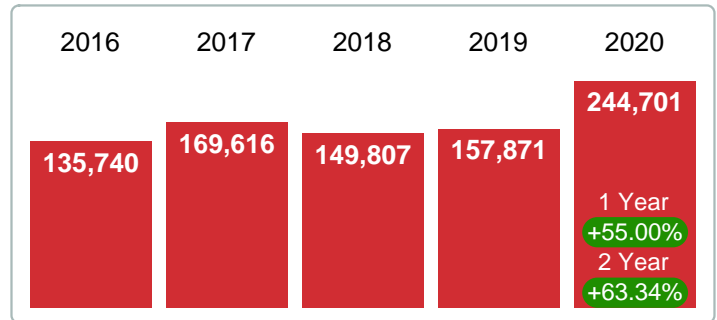
## AVERAGE LIST PRICE AT CLOSING

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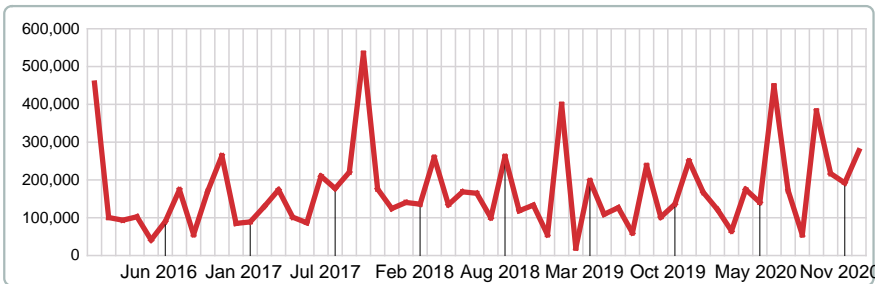
### DECEMBER



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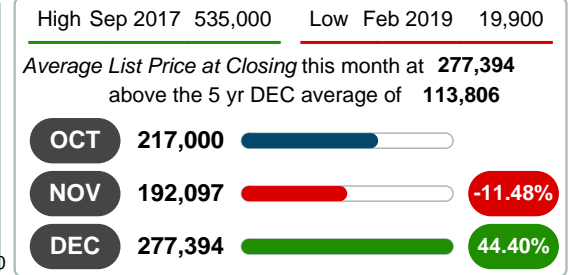


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 113,806



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	3	4.84%	25,667	43,000	42,500	0	
\$50,001 - \$75,000	9	14.52%	66,711	81,333	70,467	0	
\$75,001 - \$150,000	11	17.74%	117,064	106,700	112,650	150,000	
\$150,001 - \$200,000	10	16.13%	181,115	182,625	188,664	193,000	
\$200,001 - \$300,000	15	24.19%	250,333	282,967	260,856	217,700	
\$300,001 - \$450,000	7	11.29%	371,214	0	388,000	362,250	
\$450,001 and up	7	11.29%	1,009,814	925,000	1,774,950	604,900	
<b>Average List Price</b>		<b>277,394</b>		<b>213,610</b>	<b>292,330</b>	<b>339,088</b>	<b>429,500</b>
<b>Total Closed Units</b>		<b>62</b>	<b>100%</b>	<b>277,394</b>	<b>20</b>	<b>32</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>17,198,450</b>			<b>4.27M</b>	<b>9.35M</b>	<b>2.71M</b>



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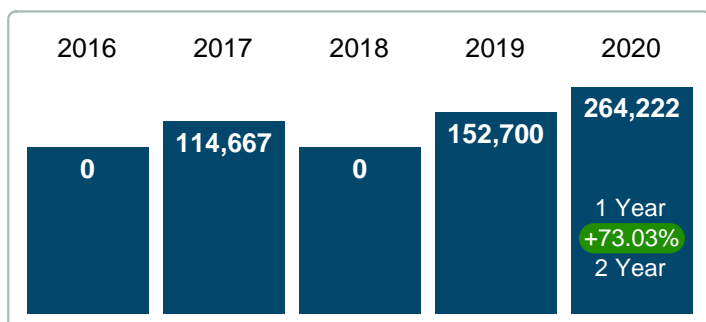
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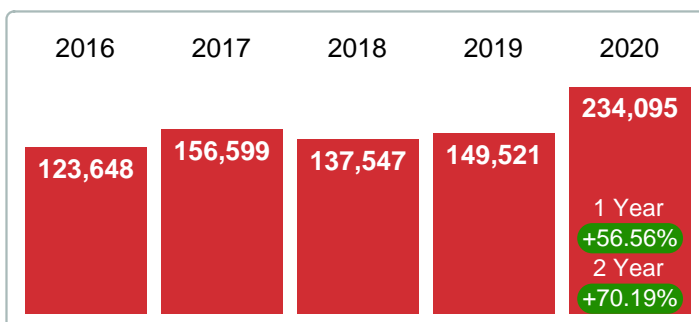
## AVERAGE SOLD PRICE AT CLOSING

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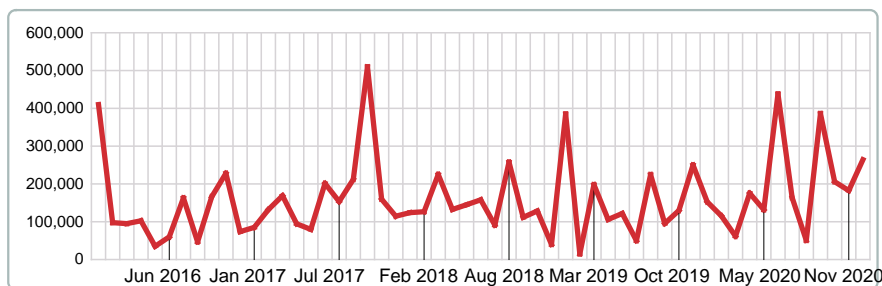
### DECEMBER



### YEAR TO DATE (YTD)

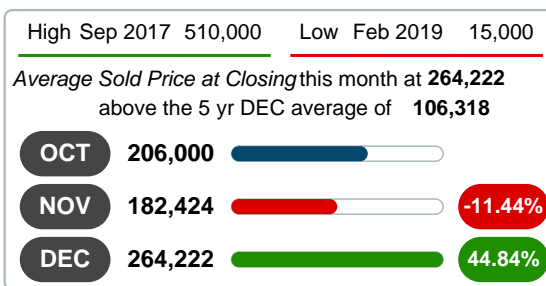


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 106,318



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	35,583	36,250	34,250	0	0
\$50,001 - \$75,000	6	9.68%	67,750	71,167	64,333	0	0
\$75,001 - \$150,000	11	17.74%	110,973	103,700	112,650	130,000	0
\$150,001 - \$200,000	12	19.35%	178,604	171,600	180,550	193,000	0
\$200,001 - \$300,000	14	22.58%	249,921	258,333	255,100	214,000	0
\$300,001 - \$450,000	6	9.68%	372,317	0	379,633	347,500	400,000
\$450,001 and up	7	11.29%	952,143	887,500	1,650,000	567,500	455,000
<b>Average Sold Price</b>			<b>264,222</b>	<b>200,485</b>	<b>279,252</b>	<b>322,625</b>	<b>427,500</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>264,222</b>	<b>20</b>	<b>32</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>16,381,750</b>	<b>4.01M</b>	<b>8.94M</b>	<b>2.58M</b>	<b>855.00K</b>

# December 2020



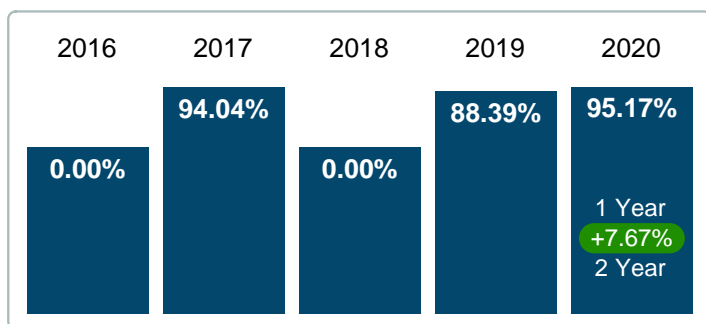
Area Delimited by Counties Carter, Love, Murray



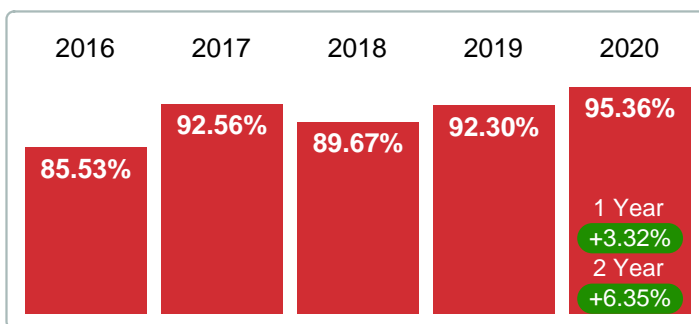
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 12, 2021 for MLS Technology Inc.

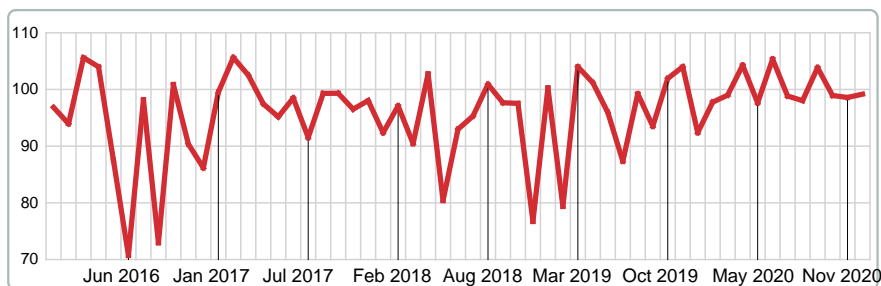
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

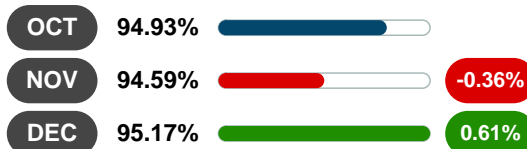


### 3 MONTHS

5 year DEC AVG = 55.52%

High Feb 2017 101.63% Low Jun 2016 66.74%

Average Sold/List Ratio this month at **95.17%**  
above the 5 yr DEC average of **55.52%**



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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	85.97%	89.29%	79.32%	0.00%	0.00%
\$50,001 - \$75,000	6	9.68%	90.11%	88.82%	91.39%	0.00%	0.00%
\$75,001 - \$150,000	11	17.74%	98.65%	97.30%	101.56%	86.67%	0.00%
\$150,001 - \$200,000	12	19.35%	95.78%	94.16%	96.11%	100.00%	0.00%
\$200,001 - \$300,000	14	22.58%	96.59%	91.44%	97.93%	98.32%	0.00%
\$300,001 - \$450,000	6	9.68%	97.67%	0.00%	97.74%	96.40%	100.00%
\$450,001 and up	7	11.29%	95.86%	96.25%	95.83%	93.88%	99.13%
Average Sold/List Ratio		95.20%		92.81%	96.29%	95.48%	99.56%
Total Closed Units		62	100%	20	32	8	2
Total Closed Volume		16,381,750		4.01M	8.94M	2.58M	855.00K

# December 2020



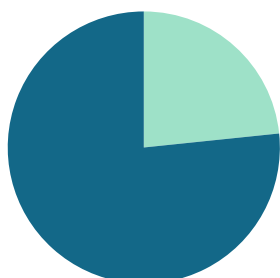
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

Report produced on Jan 12, 2021 for MLS Technology Inc.

### INVENTORY

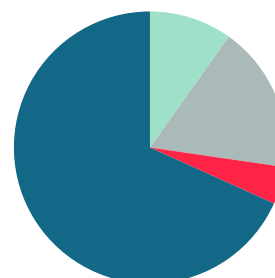


**Inventory**  
 New Listings  
**142 = 23.36%**  
 Start Inventory  
**466**  
 Total Inventory Units  
**608**  
 Volume  
**\$201,846,726**

### Market Activity

Closed Sales  
**62 = 9.84%**  
 Pending Sales  
**110 = 17.46%**  
 Other Off Market  
**28 = 4.44%**  
 Active Inventory  
**430 = 68.25%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	5	62	1,140.00%	24	116	383.33%
Pending Sales	2	110	5,400.00%	24	269	1,020.83%
New Listings	2	142	7,000.00%	65	758	1,066.15%
Average List Price	167,300	277,394	65.81%	157,871	244,701	55.00%
Average Sale Price	152,700	264,222	73.03%	149,521	234,095	56.56%
Average Percent of Selling Price to List Price	88.39%	95.17%	7.67%	92.30%	95.36%	3.32%
Average Days on Market to Sale	69.60	11.50	-83.48%	56.33	18.55	-67.07%
Monthly Inventory	19	430	2,163.16%	19	430	2,163.16%
Months Supply of Inventory	9.50	44.48	368.24%	9.50	44.48	368.24%

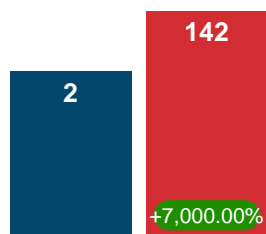
**Absorption:** Last 12 months, an Average of **10** Sales/Month

**Inventory** on December 31, 2020 = **430** 2019 2020

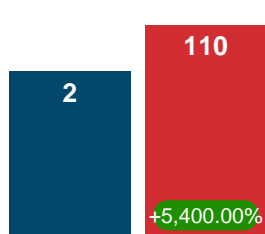
### DECEMBER MARKET

### AVERAGE PRICES

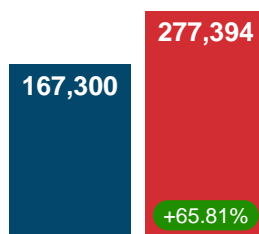
#### New Listings



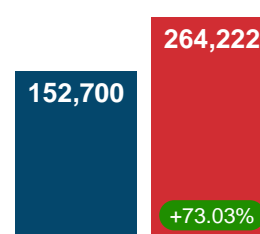
#### Pending Listings



#### List Price



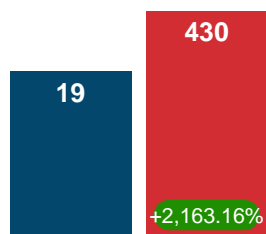
#### Sale Price



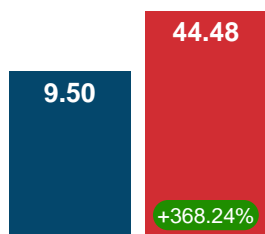
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

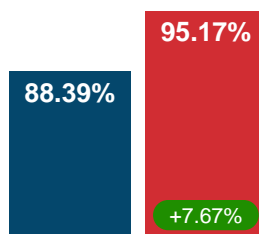
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

