



# December 2020

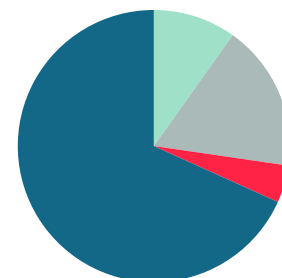
Area Delimited by Counties Carter, Love, Murray



## 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%
Median List Price	170,000	191,450	12.62%
Median Sale Price	128,500	192,000	49.42%
Median Percent of Selling Price to List Price	92.11%	98.22%	6.63%
Median Days on Market to Sale	84.00	5.00	-94.05%
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.

#### 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 **49.42%** in December 2020 to \$192,000 versus the previous year at \$128,500.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 79.00 days or **94.05%** in December 2020 compared to last year's same month at **84.00** 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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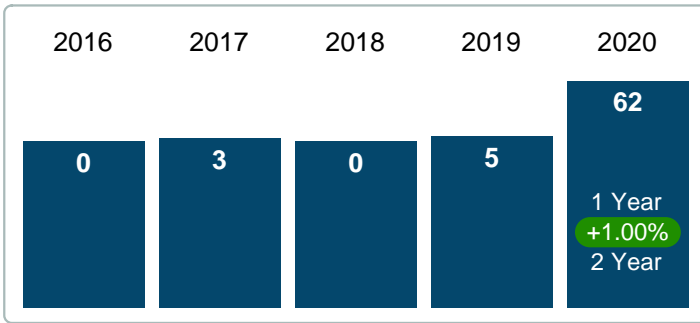
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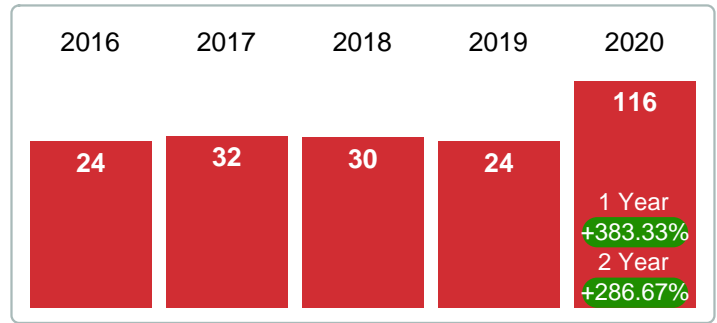
## CLOSED LISTINGS

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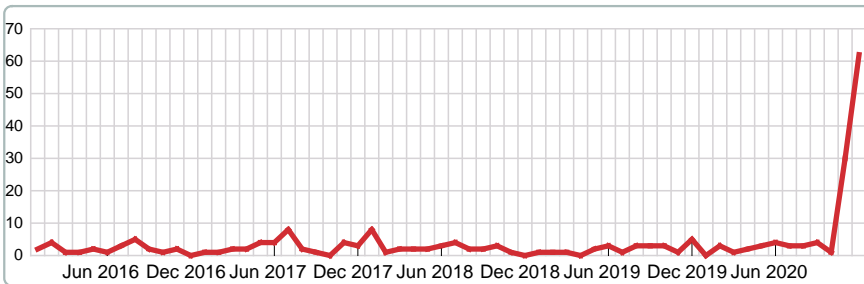
### DECEMBER



### YEAR TO DATE (YTD)

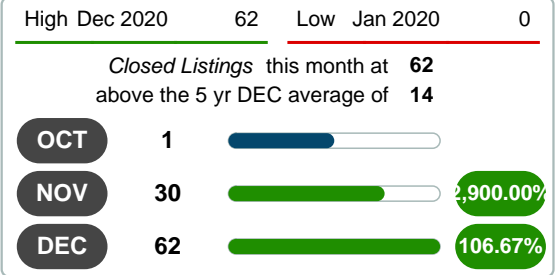


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 14



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	13.0	4	2	0	0
\$50,001 - \$75,000	6	9.68%	1.0	3	3	0	0
\$75,001 - \$150,000	11	17.74%	7.0	4	6	1	0
\$150,001 - \$200,000	12	19.35%	4.0	4	7	1	0
\$200,001 - \$300,000	14	22.58%	7.5	3	9	2	0
\$300,001 - \$450,000	6	9.68%	2.0	0	3	2	1
\$450,001 and up	7	11.29%	14.0	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>5.0</b>	<b>4.01M</b>	<b>8.94M</b>	<b>2.58M</b>	<b>855.00K</b>
<b>Median Closed Price</b>	<b>\$192,000</b>			<b>\$105,450</b>	<b>\$193,000</b>	<b>\$277,500</b>	<b>\$427,500</b>

# December 2020



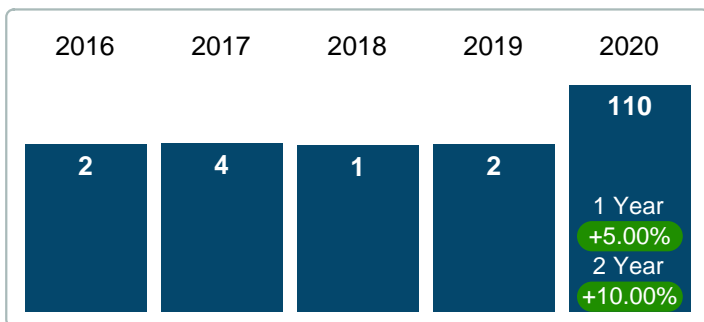
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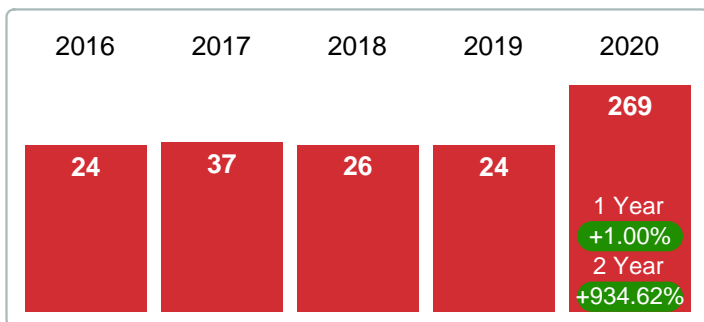
## PENDING LISTINGS

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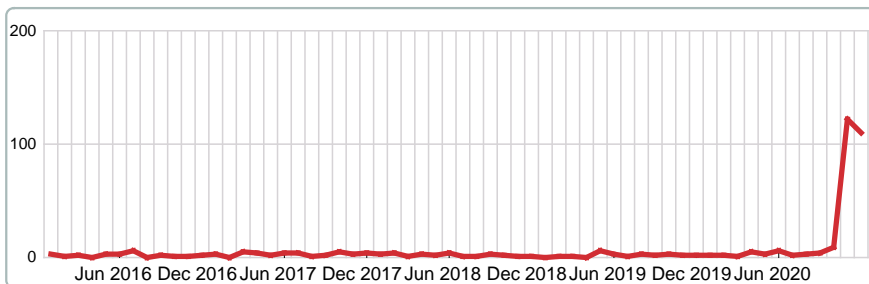
### DECEMBER



### YEAR TO DATE (YTD)

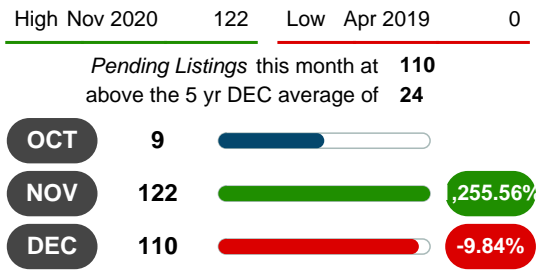


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 24



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	10.00%	24.0	10	1	0	0
\$40,001 - \$80,000	10	9.09%	20.5	5	4	1	0
\$80,001 - \$130,000	20	18.18%	42.5	7	10	3	0
\$130,001 - \$190,000	27	24.55%	17.0	8	15	3	1
\$190,001 - \$270,000	17	15.45%	26.0	3	11	3	0
\$270,001 - \$360,000	14	12.73%	22.5	4	6	4	0
\$360,001 and up	11	10.00%	17.0	3	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>23.0</b>	<b>6.24M</b>	<b>9.38M</b>	<b>6.70M</b>	<b>589.00K</b>
<b>Median Listing Price</b>	<b>\$148,700</b>			<b>\$102,000</b>	<b>\$159,950</b>	<b>\$267,000</b>	<b>\$294,500</b>

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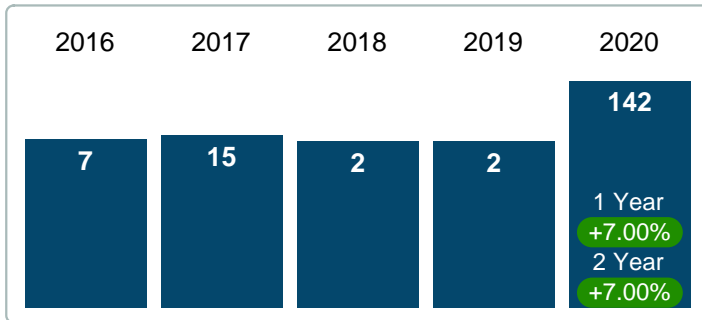
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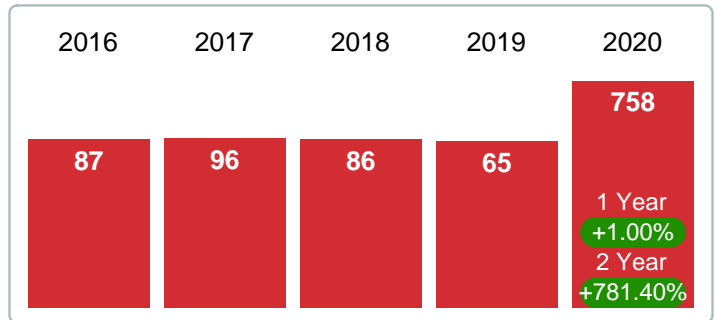
## NEW LISTINGS

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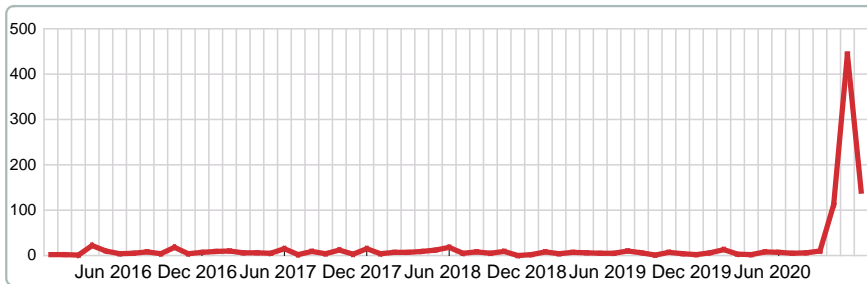
### DECEMBER



### YEAR TO DATE (YTD)

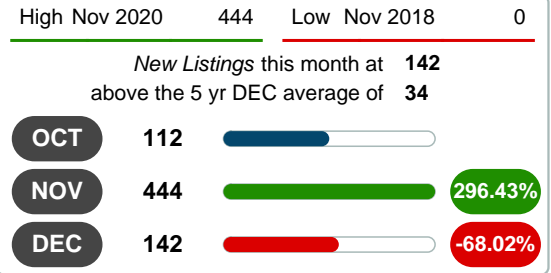


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$169,500</b>		<b>\$137,500</b>	<b>\$162,875</b>	<b>\$229,900</b>	<b>\$400,000</b>



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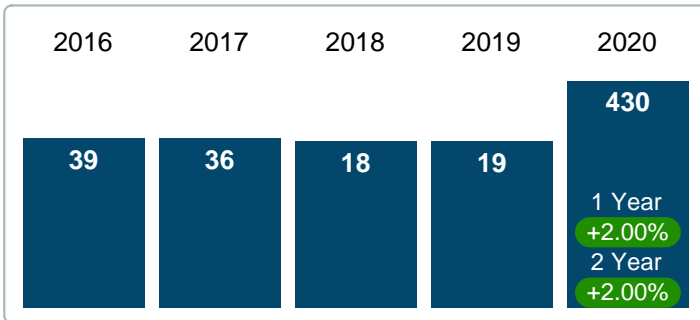
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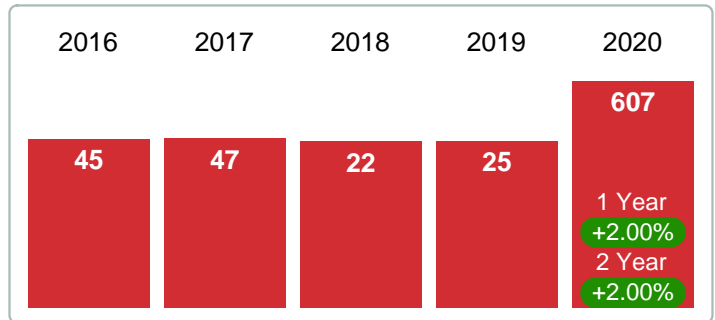
## ACTIVE INVENTORY

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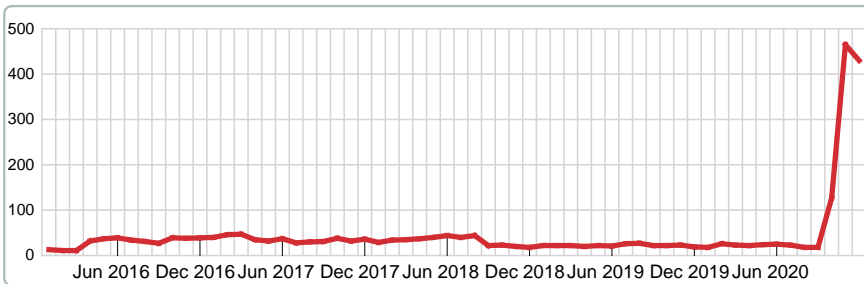
### END OF DECEMBER



### ACTIVE DURING DECEMBER

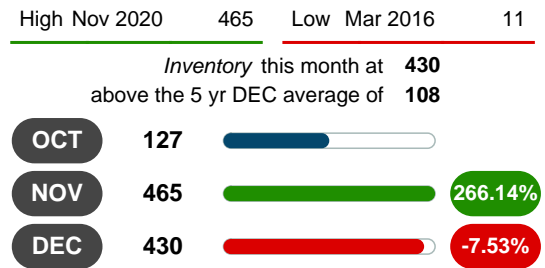


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 108



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	17	3.95%	58.0	17	0	0	0
\$10,001 - \$30,000	51	11.86%	49.0	49	2	0	0
\$30,001 - \$70,000	87	20.23%	49.0	71	14	2	0
\$70,001 - \$190,000	109	25.35%	51.0	47	50	10	2
\$190,001 - \$350,000	71	16.51%	48.0	30	20	16	5
\$350,001 - \$870,000	52	12.09%	49.5	36	9	4	3
\$870,001 and up	43	10.00%	58.0	34	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>49.0</b>	<b>118.37M</b>	<b>18.56M</b>	<b>8.74M</b>	<b>13.04M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$133,500</b>			<b>\$84,000</b>	<b>\$149,900</b>	<b>\$229,900</b>	<b>\$495,000</b>

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Area Delimited by Counties Carter, Love, Murray



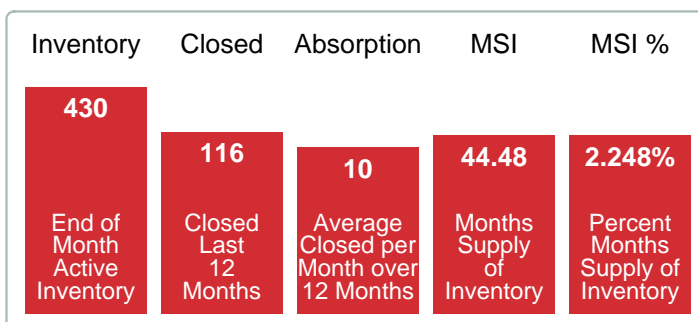
## MONTHS SUPPLY of INVENTORY (MSI)

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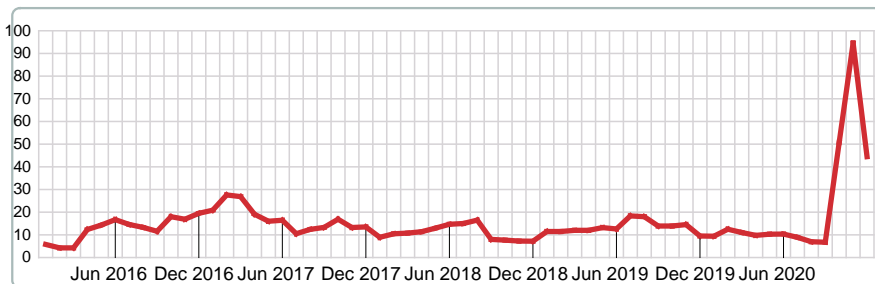
### MSI FOR DECEMBER



### 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

# December 2020



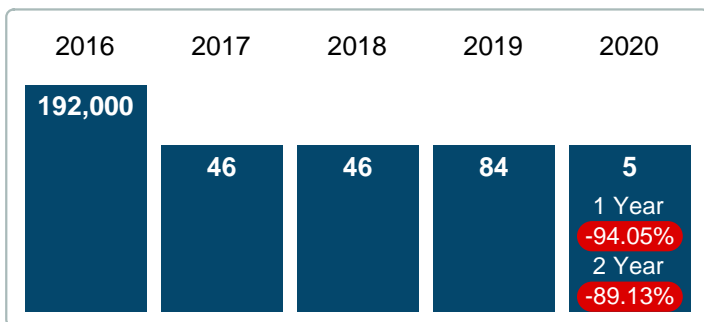
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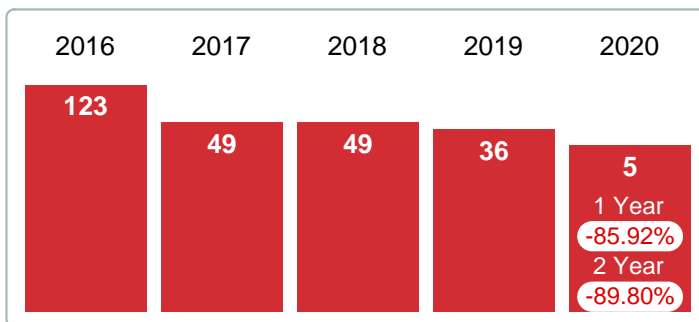
## MEDIAN DAYS ON MARKET TO SALE

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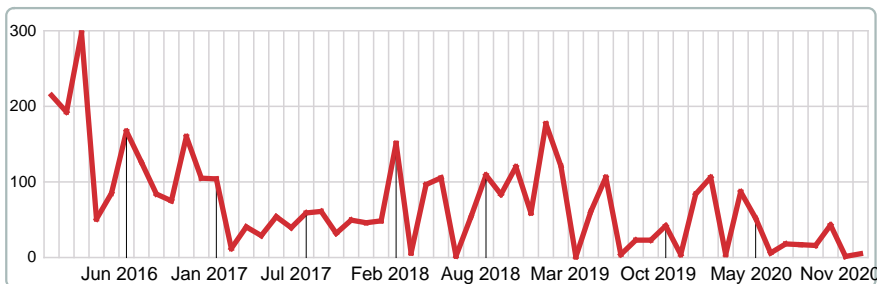
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

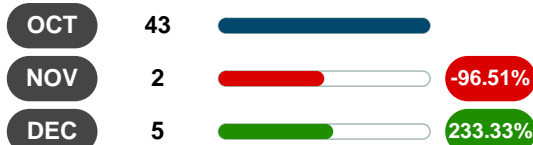


### 3 MONTHS

5 year DEC AVG = 38,436

High Mar 2016 297 Low Mar 2019 1

Median Days on Market to Sale this month at 5 below the 5 yr DEC average of 38,436



### 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
\$50,000 and less	9.68%	13	4	28	0	0
\$50,001 - \$75,000	9.68%	1	17	1	0	0
\$75,001 - \$150,000	17.74%	7	12	4	8	0
\$150,001 - \$200,000	19.35%	4	4	7	1	0
\$200,001 - \$300,000	22.58%	8	7	11	5	0
\$300,001 - \$450,000	9.68%	2	0	2	3	1
\$450,001 and up	11.29%	14	9	12	16	3
Median Closed DOM		5	7	5	6	2
Total Closed Units	100%	62	20	32	8	2
Total Closed Volume		16,381,750	4.01M	8.94M	2.58M	855.00K



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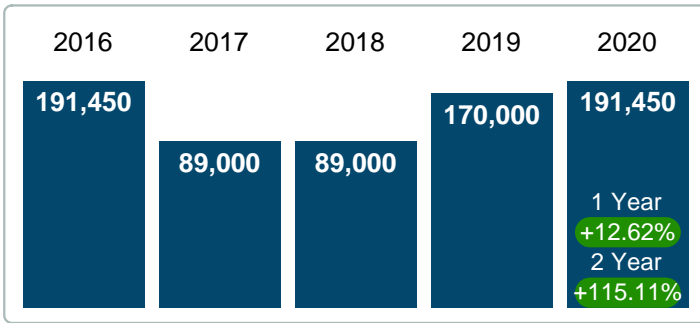
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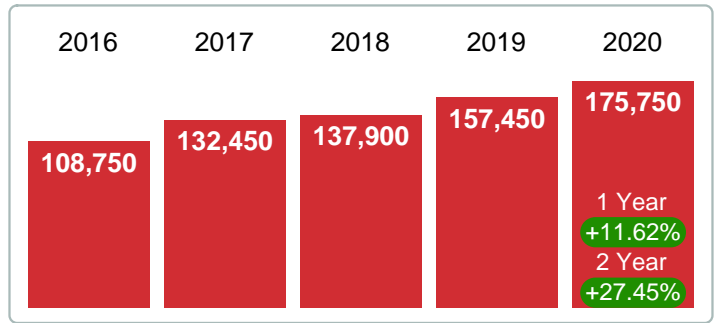
## MEDIAN LIST PRICE AT CLOSING

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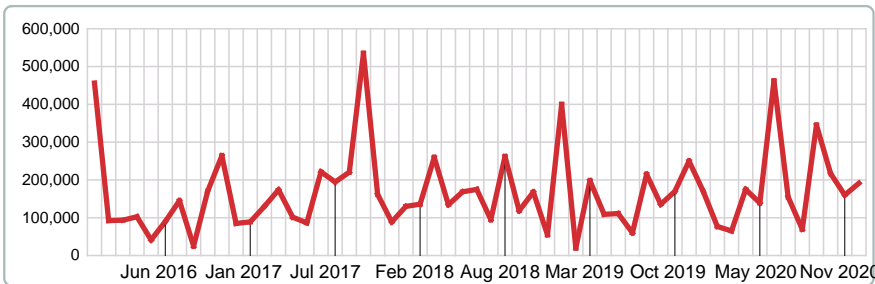
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 146,180

High Sep 2017 535,000 Low Feb 2019 19,900

Median List Price at Closing this month at **191,450**  
above the 5 yr DEC average of **146,180**



### 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
\$50,000 and less	4.84%	30,000	23,500	30,000	0	0
\$50,001 - \$75,000	14.52%	67,500	67,500	67,500	0	0
\$75,001 - \$150,000	17.74%	105,900	105,000	139,000	150,000	0
\$150,001 - \$200,000	16.13%	187,000	175,000	189,000	193,000	0
\$200,001 - \$300,000	24.19%	245,000	274,450	245,000	217,700	0
\$300,001 - \$450,000	11.29%	385,000	0	357,500	362,250	400,000
\$450,001 and up	11.29%	649,900	925,000	1,774,950	604,900	459,000
<b>Median List Price</b>		<b>191,450</b>	<b>108,450</b>	<b>194,450</b>	<b>277,200</b>	<b>429,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>191,450</b>	<b>20</b>	<b>32</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,198,450</b>	<b>4.27M</b>	<b>9.35M</b>	<b>2.71M</b>	<b>859.00K</b>



# December 2020



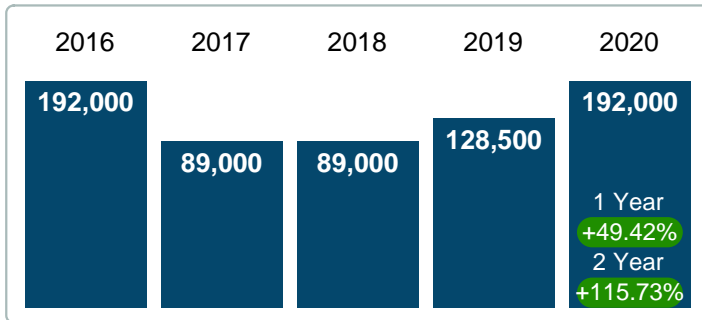
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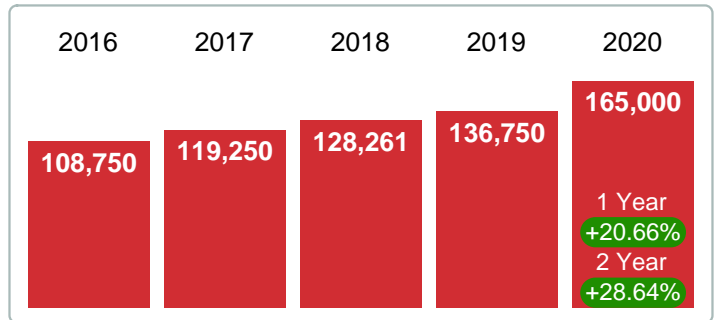
## MEDIAN SOLD PRICE AT CLOSING

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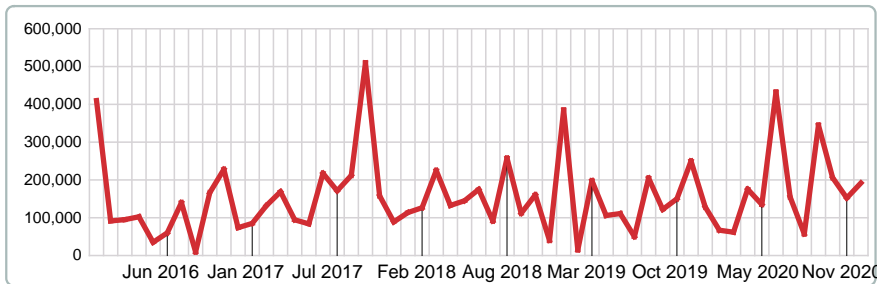
### DECEMBER



### YEAR TO DATE (YTD)

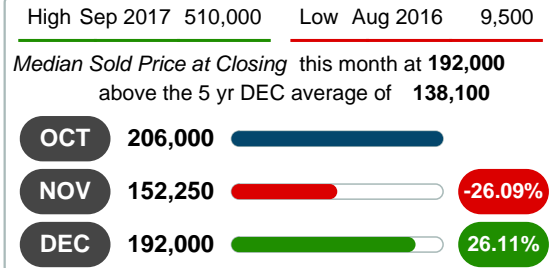


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 138,100



### 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
\$50,000 and less	9.68%	38,000	39,000	34,250	0	0
\$50,001 - \$75,000	9.68%	67,500	75,000	67,500	0	0
\$75,001 - \$150,000	17.74%	105,000	104,950	109,500	130,000	0
\$150,001 - \$200,000	19.35%	177,000	164,450	189,000	193,000	0
\$200,001 - \$300,000	22.58%	243,250	240,000	260,000	214,000	0
\$300,001 - \$450,000	9.68%	362,500	0	365,000	347,500	400,000
\$450,001 and up	11.29%	605,000	887,500	1,650,000	567,500	455,000
<b>Median Sold Price</b>		<b>192,000</b>	<b>105,450</b>	<b>193,000</b>	<b>277,500</b>	<b>427,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>192,000</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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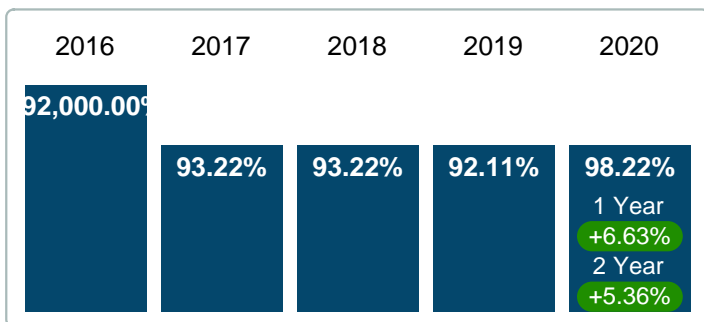
Area Delimited by Counties Carter, Love, Murray



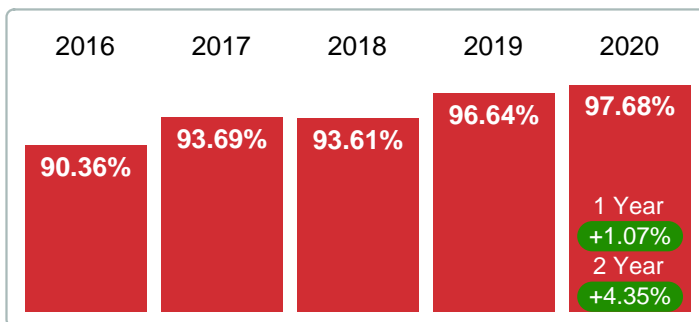
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

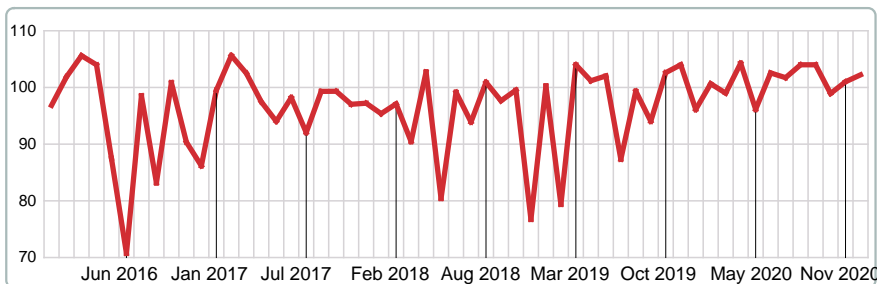
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

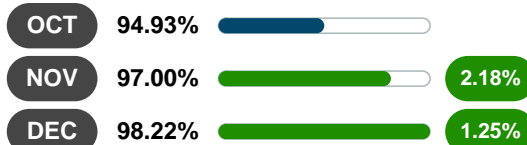


### 3 MONTHS

5 year DEC AVG = 38,475.35%

High Feb 2017 101.63% Low Jun 2016 66.74%

Median Sold/List Ratio this month at **98.22%**  
 below the 5 yr DEC average of **38,475.35%**



### 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
\$50,000 and less	6	9.68%	83.48%	91.67%	79.32%	0.00%	0.00%
\$50,001 - \$75,000	6	9.68%	90.42%	90.71%	90.12%	0.00%	0.00%
\$75,001 - \$150,000	11	17.74%	100.00%	100.00%	100.00%	86.67%	0.00%
\$150,001 - \$200,000	12	19.35%	98.85%	94.02%	100.00%	100.00%	0.00%
\$200,001 - \$300,000	14	22.58%	98.46%	94.04%	100.00%	98.32%	0.00%
\$300,001 - \$450,000	6	9.68%	99.17%	0.00%	98.33%	96.40%	100.00%
\$450,001 and up	7	11.29%	94.66%	96.25%	95.83%	93.88%	99.13%
Median Sold/List Ratio		98.22%		94.16%	99.17%	96.24%	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



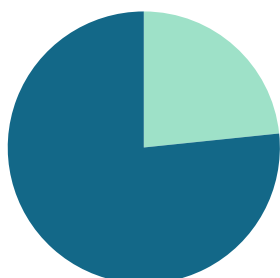
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

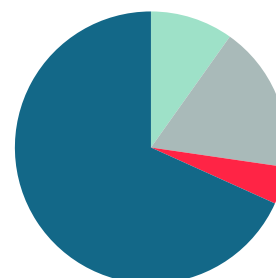


**Inventory**  
 New Listings  
**142 = 23.36%**  
 Start Inventory  
**466**  
 Total Inventory Units  
**608**  
 Volume  
**\$201,846,726**

### 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%
Median List Price	170,000	191,450	12.62%	157,450	175,750	11.62%
Median Sale Price	128,500	192,000	49.42%	136,750	165,000	20.66%
Median Percent of Selling Price to List Price	92.11%	98.22%	6.63%	96.64%	97.68%	1.07%
Median Days on Market to Sale	84.00	5.00	-94.05%	35.50	5.00	-85.92%
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

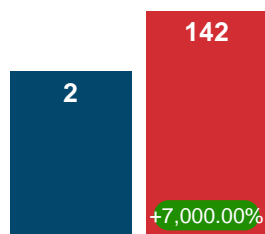
**Inventory** on December 31, 2020 = **430**

**2019** **2020**

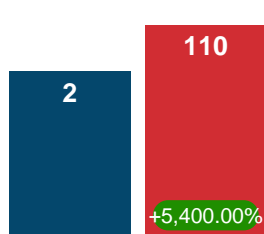
### DECEMBER MARKET

### MEDIAN PRICES

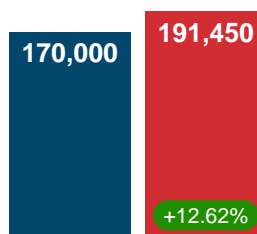
#### New Listings



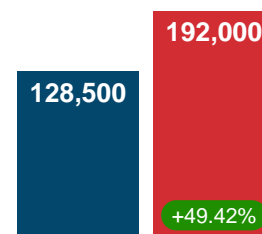
#### Pending Listings



#### List Price



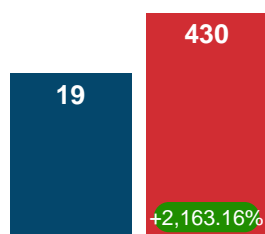
#### Sale Price



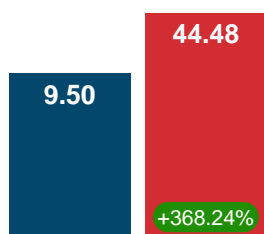
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

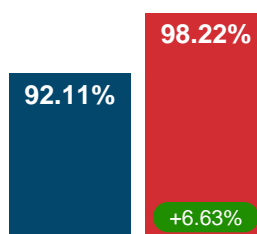
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

