

# January 2021

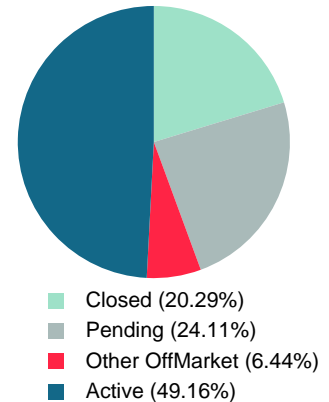
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	55	85	54.55%
Pending Listings	68	101	48.53%
New Listings	127	113	-11.02%
Average List Price	179,875	165,711	-7.87%
Average Sale Price	168,082	159,938	-4.85%
Average Percent of Selling Price to List Price	96.51%	96.18%	-0.34%
Average Days on Market to Sale	39.55	43.42	9.81%
End of Month Inventory	396	206	-47.98%
Months Supply of Inventory	4.89	2.30	-53.06%



**Absorption:** Last 12 months, an Average of **90** Sales/Month  
**Active Inventory** as of January 31, 2021 = **206**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **47.98%** to 206 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **2.30** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.85%** in January 2021 to \$159,938 versus the previous year at \$168,082.

#### Average Days on Market Lengthens

The average number of **43.42** days that homes spent on the market before selling increased by 3.88 days or **9.81%** in January 2021 compared to last year's same month at **39.55** DOM.

#### Sales Success for January 2021 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 113 New Listings in January 2021, down **11.02%** from last year at 127. Furthermore, there were 85 Closed Listings this month versus last year at 55, a **54.55%** increase.

Closed versus Listed trends yielded a **75.2%** ratio, up from previous year's, January 2020, at **43.3%**, a **73.69%** 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

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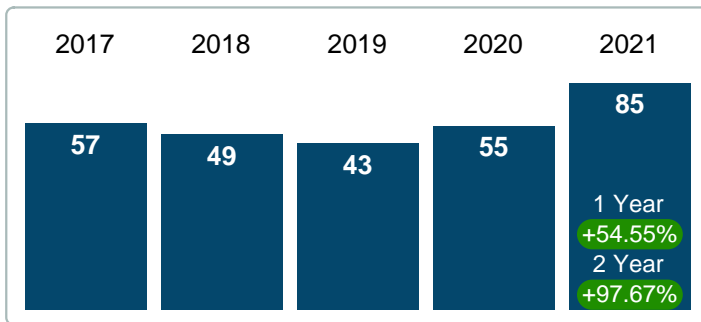
Area Delimited by County Of Creek



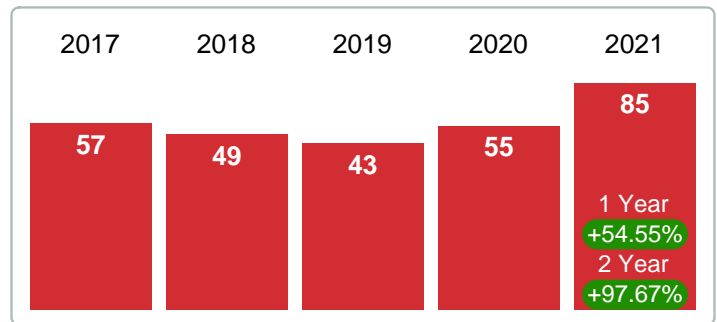
## CLOSED LISTINGS

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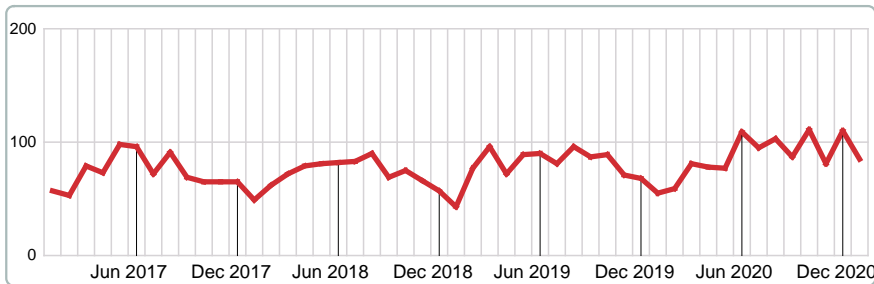
### JANUARY



### YEAR TO DATE (YTD)

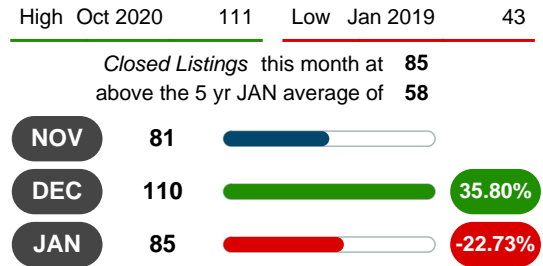


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 58



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.06%	49.8	4	2	0	0
\$25,001 - \$75,000	14	16.47%	42.4	7	4	2	1
\$75,001 - \$100,000	9	10.59%	24.3	4	4	1	0
\$100,001 - \$150,000	23	27.06%	37.0	4	17	1	1
\$150,001 - \$175,000	11	12.94%	21.0	0	9	2	0
\$175,001 - \$225,000	12	14.12%	57.0	3	7	2	0
\$225,001 and up	10	11.76%	81.4	1	5	3	1
<b>Total Closed Units</b>	<b>85</b>			<b>23</b>	<b>48</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,594,714</b>	<b>100%</b>	<b>43.4</b>	<b>2.20M</b>	<b>7.12M</b>	<b>3.44M</b>	<b>827.00K</b>
<b>Average Closed Price</b>	<b>\$159,938</b>			<b>\$95,828</b>	<b>\$148,390</b>	<b>\$312,814</b>	<b>\$275,667</b>

# January 2021



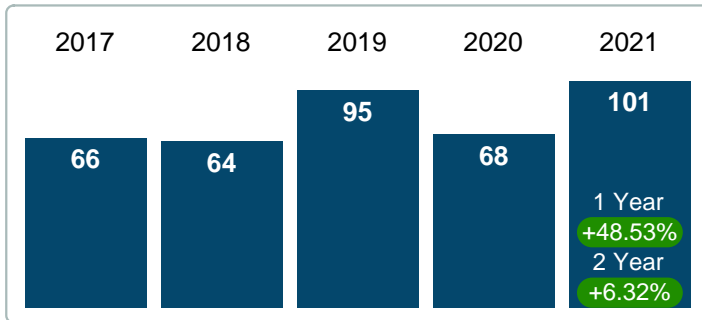
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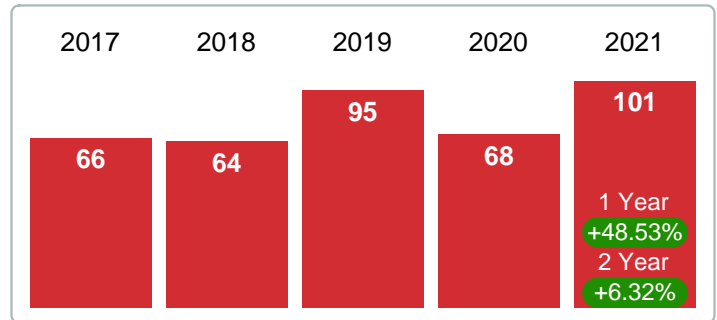
## PENDING LISTINGS

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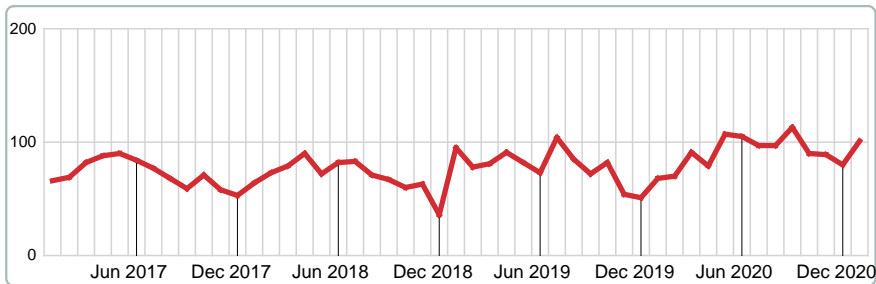
### JANUARY



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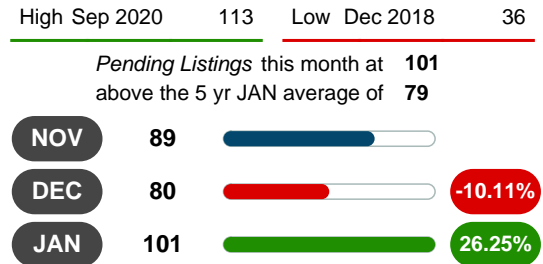


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 79



### 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	7	6.93%	56.3	7	0	0	0
\$25,001 - \$50,000	9	8.91%	60.9	8	1	0	0
\$50,001 - \$100,000	23	22.77%	41.4	11	10	2	0
\$100,001 - \$150,000	20	19.80%	12.6	6	14	0	0
\$150,001 - \$175,000	14	13.86%	27.2	0	13	1	0
\$175,001 - \$275,000	16	15.84%	41.2	3	10	3	0
\$275,001 and up	12	11.88%	60.1	3	3	5	1
<b>Total Pending Units</b>	<b>101</b>			<b>38</b>	<b>51</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>16,657,919</b>	<b>100%</b>	<b>43.0</b>	<b>3.61M</b>	<b>7.88M</b>	<b>4.87M</b>	<b>299.00K</b>
<b>Average Listing Price</b>	<b>\$198,959</b>			<b>\$94,951</b>	<b>\$154,569</b>	<b>\$442,525</b>	<b>\$299,000</b>

# January 2021



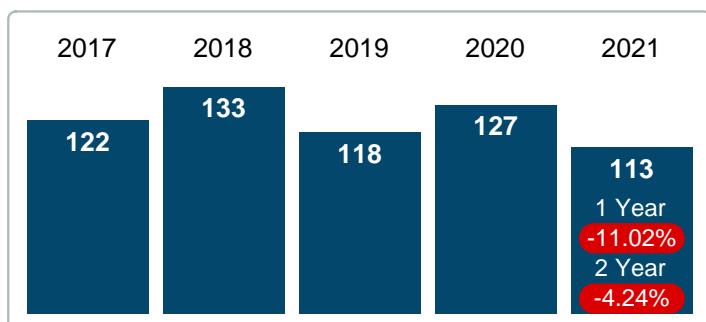
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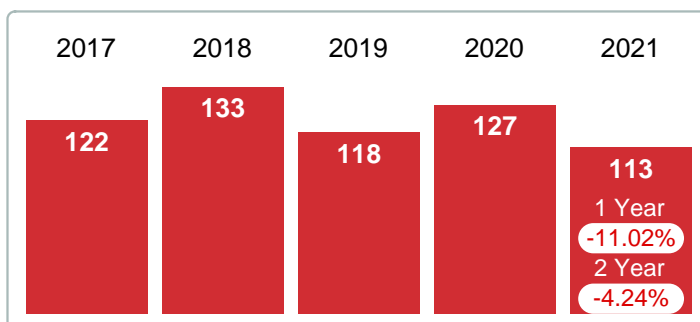
## NEW LISTINGS

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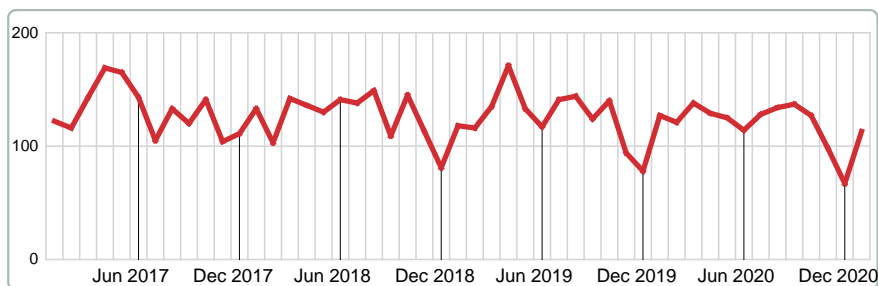
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

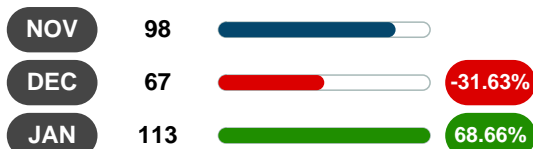


### 3 MONTHS

5 year JAN AVG = 123

High Apr 2019 171 Low Dec 2020 67

New Listings this month at 113  
below the 5 yr JAN average of 123



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	8.85%	10	0	0	0
\$40,001 - \$70,000	13	11.50%	12	1	0	0
\$70,001 - \$110,000	19	16.81%	7	10	2	0
\$110,001 - \$170,000	28	24.78%	6	22	0	0
\$170,001 - \$250,000	17	15.04%	1	14	2	0
\$250,001 - \$410,000	14	12.39%	3	6	4	1
\$410,001 and up	12	10.62%	6	2	3	1
<b>Total New Listed Units</b>	<b>113</b>		<b>45</b>	<b>55</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>25,674,867</b>	<b>100%</b>	<b>11.50M</b>	<b>9.66M</b>	<b>3.55M</b>	<b>962.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$89,333</b>		<b>\$255,609</b>	<b>\$175,689</b>	<b>\$322,507</b>	<b>\$481,000</b>

# January 2021

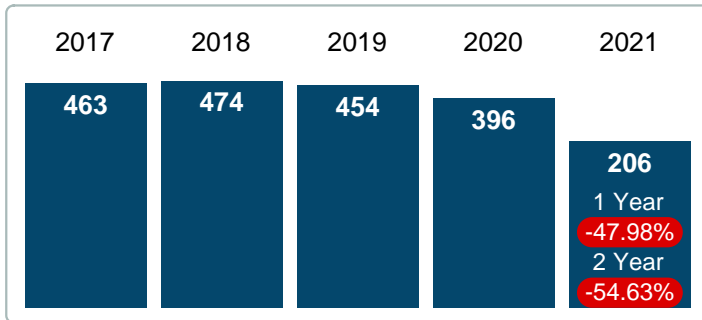
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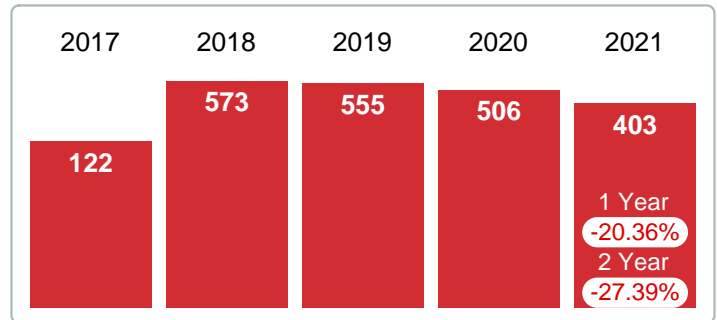
## ACTIVE INVENTORY

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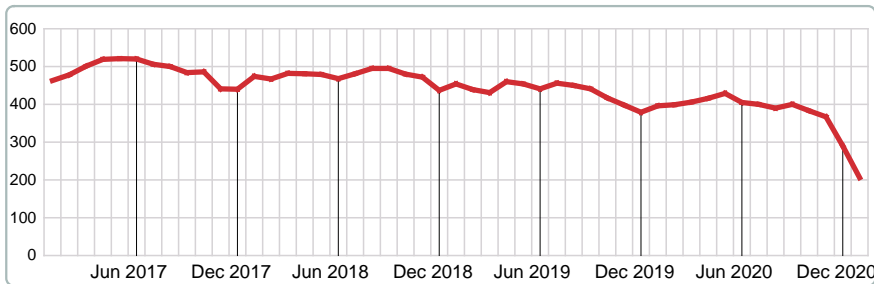
### END OF JANUARY



### ACTIVE DURING JANUARY

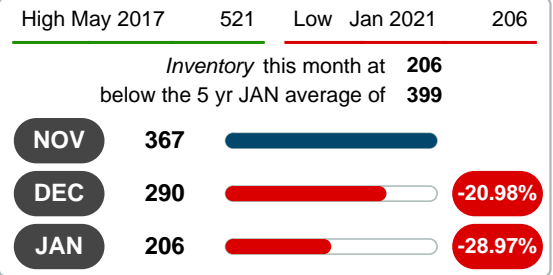


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 399



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	5.34%	67.7	11	0	0	0
\$25,001 - \$50,000	18	8.74%	102.4	18	0	0	0
\$50,001 - \$100,000	48	23.30%	92.2	39	6	3	0
\$100,001 - \$175,000	47	22.82%	114.5	28	19	0	0
\$175,001 - \$250,000	35	16.99%	113.0	18	12	4	1
\$250,001 - \$475,000	24	11.65%	108.5	12	6	4	2
\$475,001 and up	23	11.17%	90.8	9	2	5	7
<b>Total Active Inventory by Units</b>	<b>206</b>			<b>135</b>	<b>45</b>	<b>16</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>46,703,770</b>	<b>100%</b>	<b>102.2</b>	<b>25.68M</b>	<b>9.46M</b>	<b>5.60M</b>	<b>5.97M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$226,717</b>			<b>\$190,231</b>	<b>\$210,112</b>	<b>\$350,063</b>	<b>\$596,660</b>

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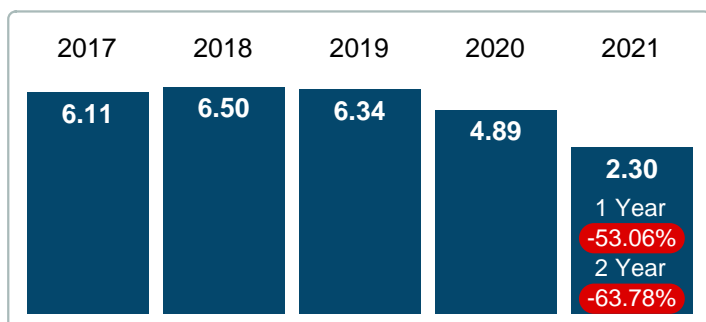
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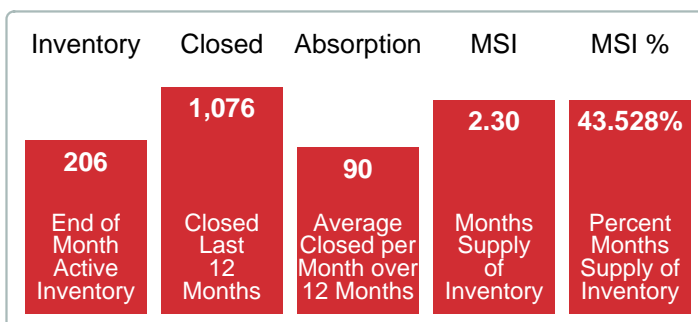
## MONTHS SUPPLY of INVENTORY (MSI)

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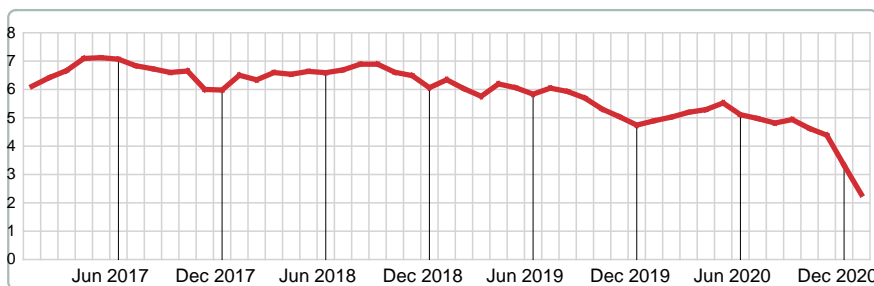
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

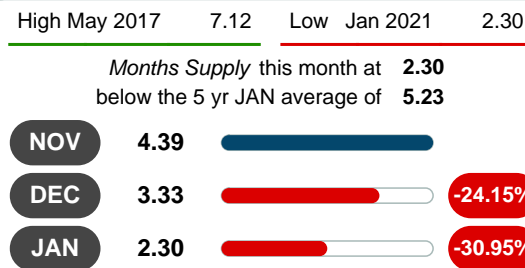


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 5.23



### 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
\$30,000 and less	14	6.80%	1.73	2.71	0.00	0.00	0.00
\$30,001 - \$70,000	30	14.56%	3.27	4.90	0.41	0.00	0.00
\$70,001 - \$100,000	33	16.02%	2.77	4.48	0.85	9.00	0.00
\$100,001 - \$170,000	44	21.36%	1.49	5.23	0.79	0.00	0.00
\$170,001 - \$260,000	38	18.45%	2.04	9.12	1.10	1.17	3.00
\$260,001 - \$490,000	25	12.14%	2.52	11.08	1.89	0.98	1.89
\$490,001 and up	22	10.68%	8.80	27.00	3.00	4.62	14.40
Market Supply of Inventory (MSI)			2.30	5.33	0.92	1.28	3.16
Total Active Inventory by Units		100%	206	135	45	16	10

# January 2021

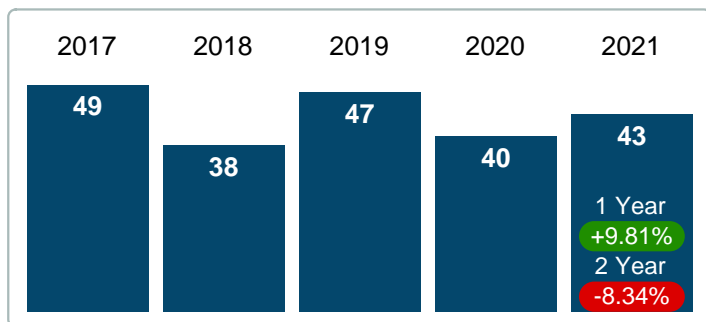
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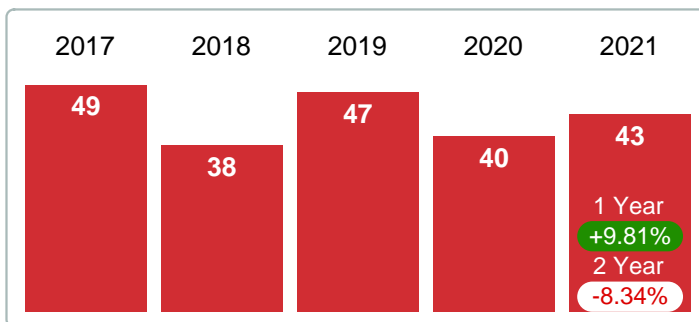
## AVERAGE DAYS ON MARKET TO SALE

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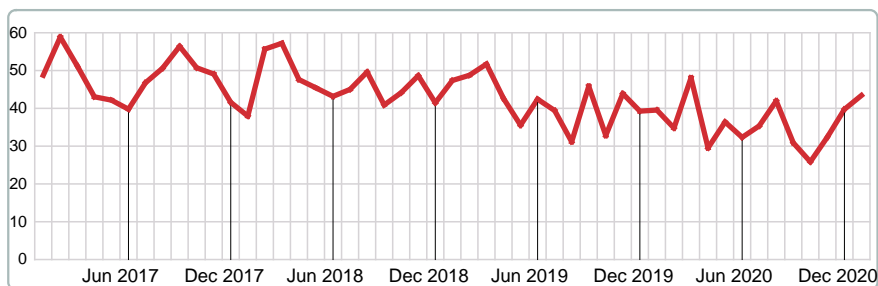
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

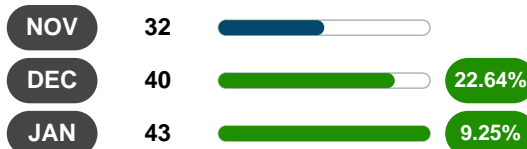


### 3 MONTHS

5 year JAN AVG = 43

High Feb 2017 59 Low Oct 2020 26

Average Days on Market to Sale this month at 43 equal to 5 yr JAN average of 43



### 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
\$25,000 and less	7.06%	50	55	40	0	0
\$25,001 - \$75,000	16.47%	42	29	24	16	263
\$75,001 - \$100,000	10.59%	24	20	35	1	0
\$100,001 - \$150,000	27.06%	37	62	33	1	34
\$150,001 - \$175,000	12.94%	21	0	24	8	0
\$175,001 - \$225,000	14.12%	57	95	32	89	0
\$225,001 and up	11.76%	81	132	47	92	172
<b>Average Closed DOM</b>		<b>43</b>	<b>51</b>	<b>32</b>	<b>46</b>	<b>156</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>43</b>	<b>23</b>	<b>48</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,594,714</b>	<b>2.20M</b>	<b>7.12M</b>	<b>3.44M</b>	<b>827.00K</b>

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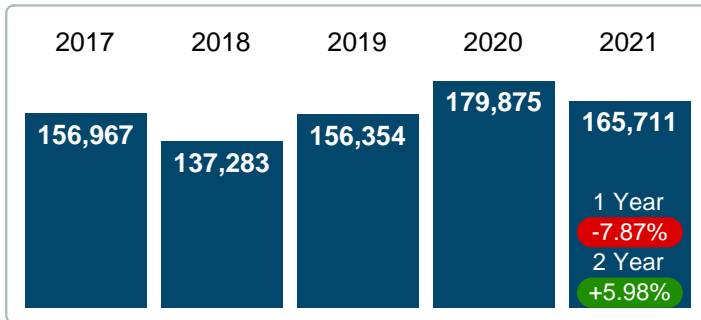
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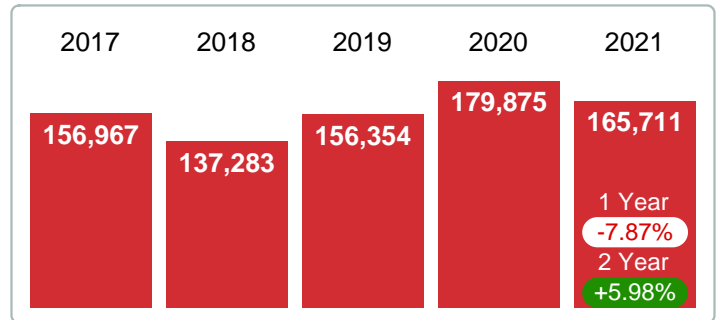
## AVERAGE LIST PRICE AT CLOSING

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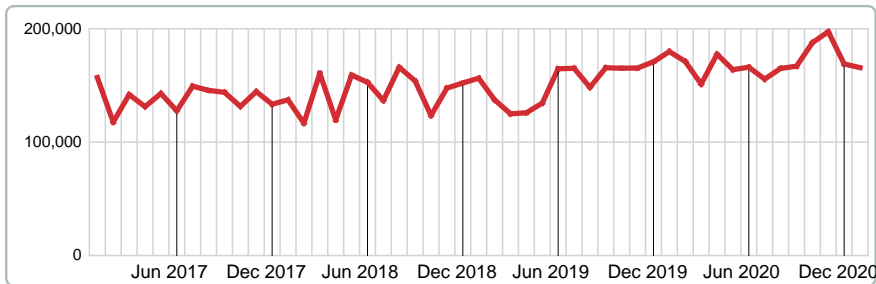
### JANUARY



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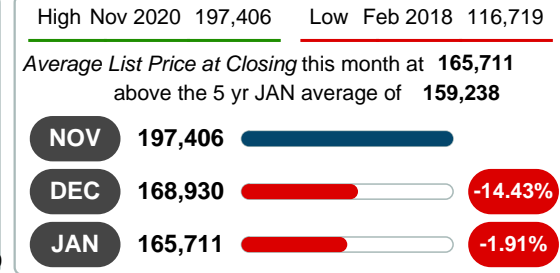


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 159,238



### 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
\$25,000 and less	5	5.88%	2,815	10,013	1,013	0	0
\$25,001 - \$75,000	13	15.29%	54,146	55,714	65,475	59,500	89,000
\$75,001 - \$100,000	11	12.94%	91,854	114,124	89,100	89,500	0
\$100,001 - \$150,000	20	23.53%	129,230	145,750	127,329	149,000	125,000
\$150,001 - \$175,000	13	15.29%	166,892	0	170,077	162,450	0
\$175,001 - \$225,000	11	12.94%	199,100	196,500	202,300	222,450	0
\$225,001 and up	12	14.12%	451,067	399,000	305,500	794,167	644,400
Average List Price			165,711	106,872	151,234	319,073	286,133
Total Closed Units		100%	165,711	23	48	11	3
Total Closed Volume			14,085,459	2.46M	7.26M	3.51M	858.40K



# January 2021

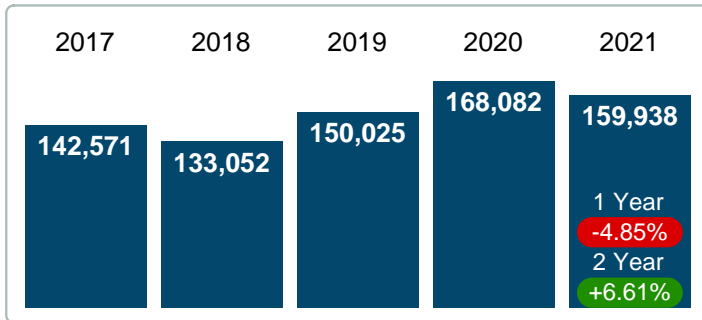
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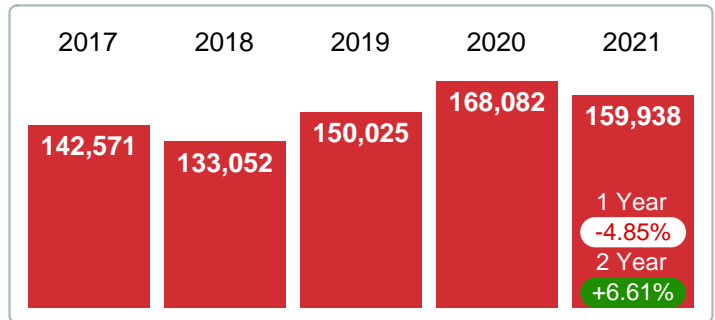
## AVERAGE SOLD PRICE AT CLOSING

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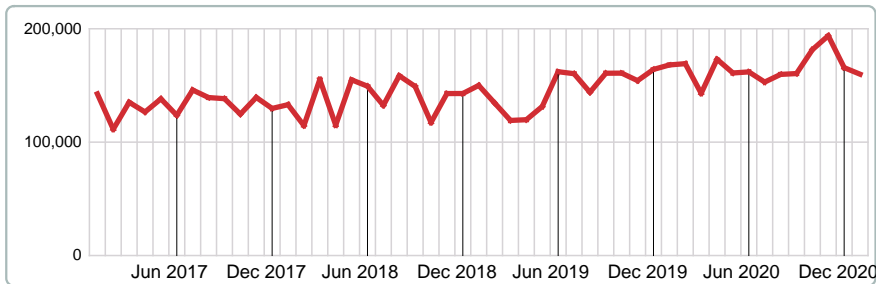
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

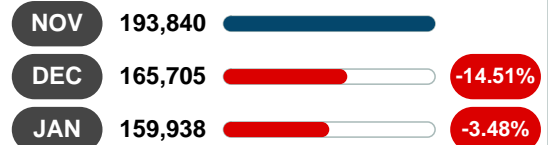


### 3 MONTHS

5 year JAN AVG = 150,734

High Nov 2020 193,840 Low Feb 2017 111,404

Average Sold Price at Closing this month at **159,938**  
above the 5 yr JAN average of **150,734**



### 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
\$25,000 and less	7.06%	6,363	9,038	1,013	0	0
\$25,001 - \$75,000	16.47%	55,036	52,786	55,000	55,500	70,000
\$75,001 - \$100,000	10.59%	89,110	91,099	87,024	89,500	0
\$100,001 - \$150,000	27.06%	127,496	132,250	125,259	149,000	125,000
\$150,001 - \$175,000	12.94%	166,200	0	165,922	167,450	0
\$175,001 - \$225,000	14.12%	203,829	201,667	202,486	211,775	0
\$225,001 and up	11.76%	477,750	300,000	302,500	777,667	632,000
<b>Average Sold Price</b>		<b>159,938</b>	<b>95,828</b>	<b>148,390</b>	<b>312,814</b>	<b>275,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>159,938</b>	<b>23</b>	<b>48</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,594,714</b>	<b>2.20M</b>	<b>7.12M</b>	<b>3.44M</b>	<b>827.00K</b>

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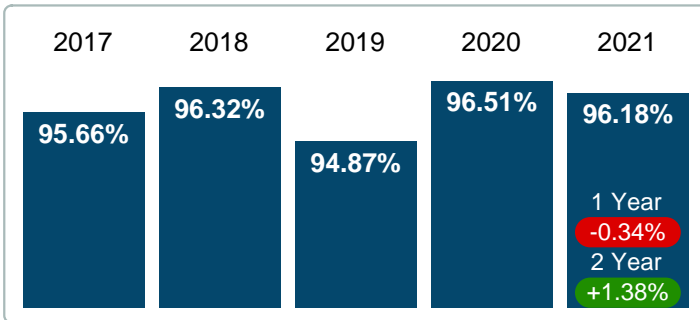
Area Delimited by County Of Creek



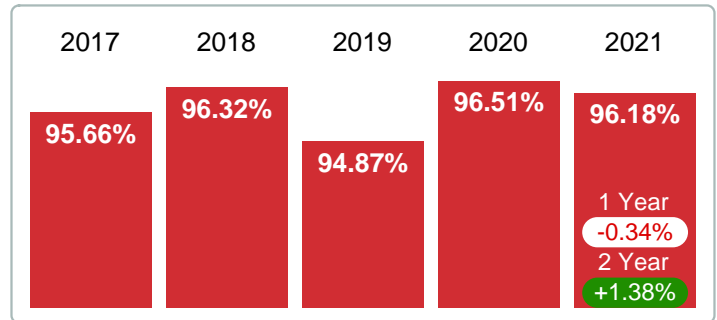
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

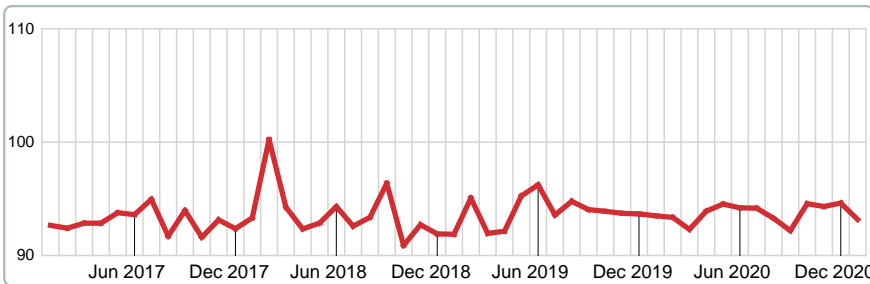
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

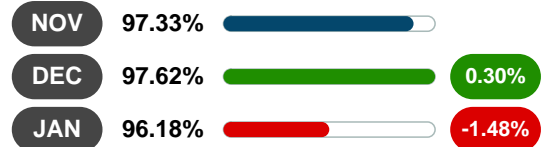


### 3 MONTHS

5 year JAN AVG = 95.91%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **96.18%**  
equal to 5 yr JAN average of **95.91%**



### 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
\$25,000 and less	6	7.06%	96.84%	95.26%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	14	16.47%	90.78%	94.64%	84.52%	95.86%	78.65%
\$75,001 - \$100,000	9	10.59%	92.86%	86.36%	97.57%	100.00%	0.00%
\$100,001 - \$150,000	23	27.06%	97.30%	91.49%	98.34%	100.00%	100.00%
\$150,001 - \$175,000	11	12.94%	98.74%	0.00%	97.79%	103.03%	0.00%
\$175,001 - \$225,000	12	14.12%	100.21%	103.61%	100.18%	95.18%	0.00%
\$225,001 and up	10	11.76%	96.12%	75.19%	99.41%	96.97%	98.08%
Average Sold/List Ratio		96.20%		93.08%	97.47%	98.09%	92.24%
Total Closed Units		85	100%	23	48	11	3
Total Closed Volume		13,594,714		2.20M	7.12M	3.44M	827.00K

# January 2021

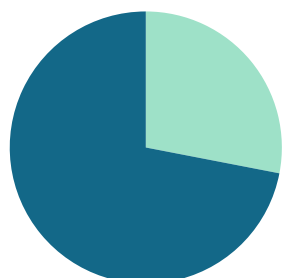
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

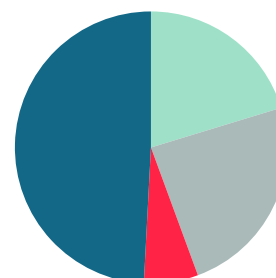


**Inventory**  
 New Listings  
**113 = 28.04%**  
 Start Inventory  
**290**  
 Total Inventory Units  
**403**  
 Volume  
**\$79,328,948**

### Market Activity

Closed Sales  
**85 = 20.29%**  
 Pending Sales  
**101 = 24.11%**  
 Other Off Market  
**27 = 6.44%**  
 Active Inventory  
**206 = 49.16%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	85	54.55%	55	85	54.55%
Pending Sales	68	101	48.53%	68	101	48.53%
New Listings	127	113	-11.02%	127	113	-11.02%
Average List Price	179,875	165,711	-7.87%	179,875	165,711	-7.87%
Average Sale Price	168,082	159,938	-4.85%	168,082	159,938	-4.85%
Average Percent of Selling Price to List Price	96.51%	96.18%	-0.34%	96.51%	96.18%	-0.34%
Average Days on Market to Sale	39.55	43.42	9.81%	39.55	43.42	9.81%
Monthly Inventory	396	206	-47.98%	396	206	-47.98%
Months Supply of Inventory	4.89	2.30	-53.06%	4.89	2.30	-53.06%

**Absorption:** Last 12 months, an Average of **90** Sales/Month

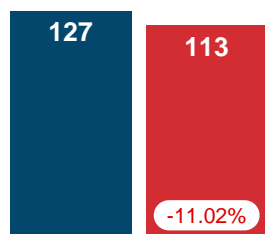
**Inventory** on January 31, 2021 = **206**

**2020** **2021**

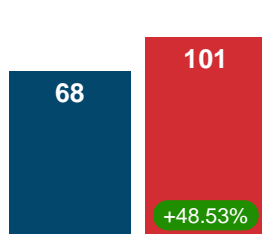
### JANUARY MARKET

### AVERAGE PRICES

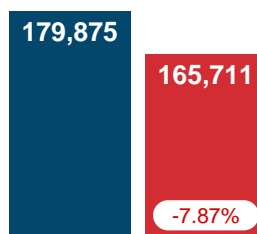
#### New Listings



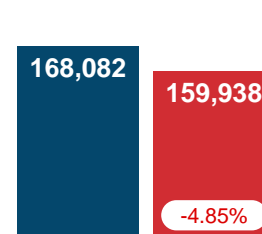
#### Pending Listings



#### List Price



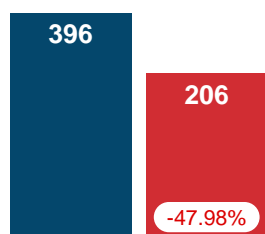
#### Sale Price



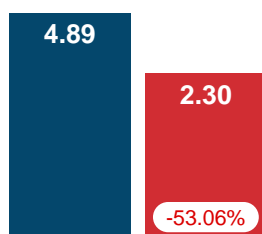
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

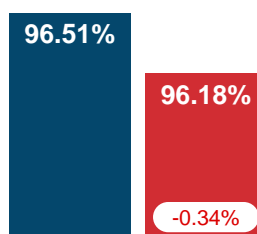
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

