

January 2021

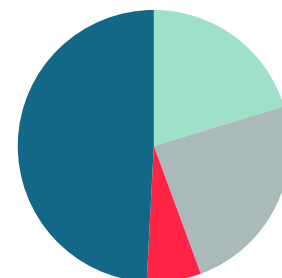
Area Delimited by County Of Creek



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%
Median List Price	138,000	135,000	-2.17%
Median Sale Price	130,000	130,000	0.00%
Median Percent of Selling Price to List Price	99.74%	99.13%	-0.61%
Median Days on Market to Sale	28.00	23.00	-17.86%
End of Month Inventory	396	206	-47.98%
Months Supply of Inventory	4.89	2.30	-53.06%



■ Closed (20.29%)
■ Pending (24.11%)
■ Other OffMarket (6.44%)
■ Active (49.16%)

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.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in January 2021 to \$130,000 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 5.00 days or **17.86%** in January 2021 compared to last year's same month at **28.00** DOM.

Sales Success for January 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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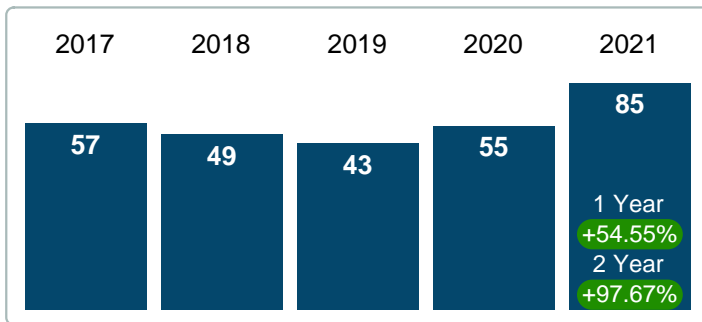
Area Delimited by County Of Creek



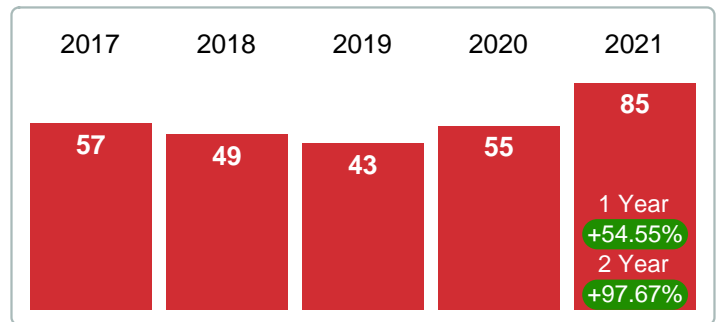
CLOSED LISTINGS

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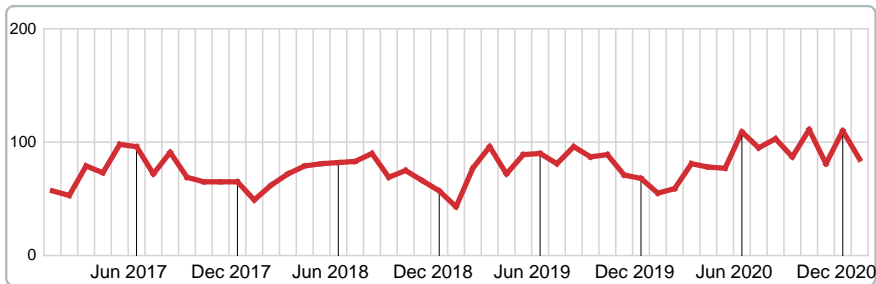
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58

High Oct 2020 111 Low Jan 2019 43

Closed Listings this month at **85**
above the 5 yr JAN average of **58**



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	9	10.59%	39.0	6	3	0	0
\$40,001 - \$70,000	9	10.59%	19.0	4	2	2	1
\$70,001 - \$100,000	11	12.94%	7.0	5	5	1	0
\$100,001 - \$150,000	23	27.06%	24.0	4	17	1	1
\$150,001 - \$190,000	13	15.29%	15.0	1	10	2	0
\$190,001 - \$240,000	11	12.94%	39.0	2	7	2	0
\$240,001 and up	9	10.59%	119.0	1	4	3	1
Total Closed Units	85			23	48	11	3
Total Closed Volume	13,594,714	100%	23.0	2.20M	7.12M	3.44M	827.00K
Median Closed Price	\$130,000			\$79,500	\$140,000	\$175,000	\$125,000

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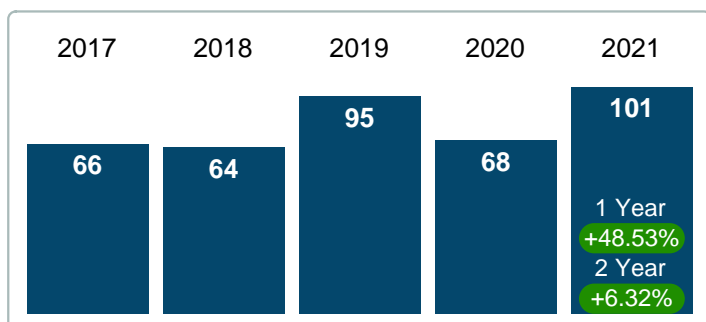
Area Delimited by County Of Creek



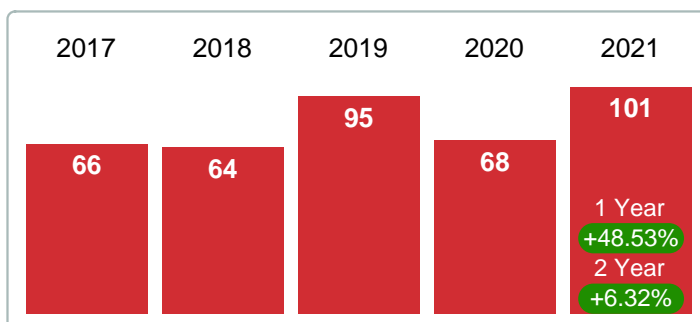
PENDING LISTINGS

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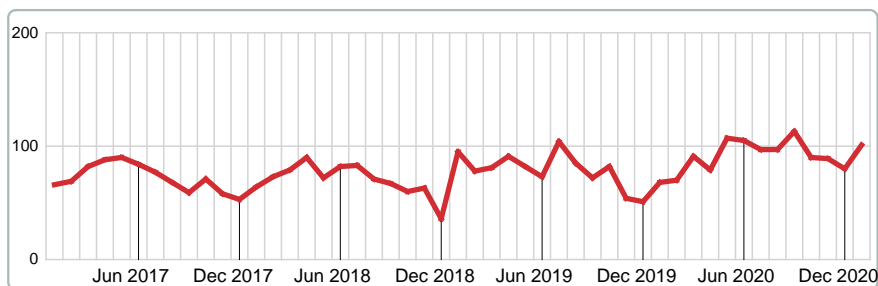
JANUARY



YEAR TO DATE (YTD)

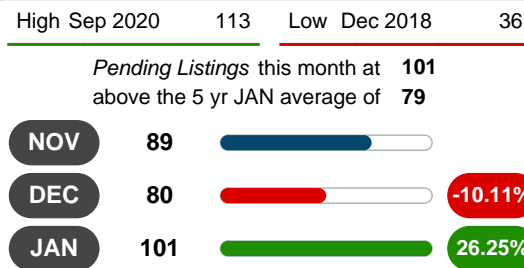


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 79



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	9.90%	51.0	9	1	0	0
\$40,001 - \$70,000	13	12.87%	63.0	11	2	0	0
\$70,001 - \$100,000	16	15.84%	15.0	6	8	2	0
\$100,001 - \$150,000	20	19.80%	9.5	6	14	0	0
\$150,001 - \$190,000	20	19.80%	11.0	2	17	1	0
\$190,001 - \$290,000	11	10.89%	40.0	1	7	3	0
\$290,001 and up	11	10.89%	9.0	3	2	5	1
Total Pending Units	101			38	51	11	1
Total Pending Volume	16,657,919	100%	17.0	3.61M	7.88M	4.87M	299.00K
Median Listing Price	\$129,000			\$64,450	\$151,850	\$275,000	\$299,000

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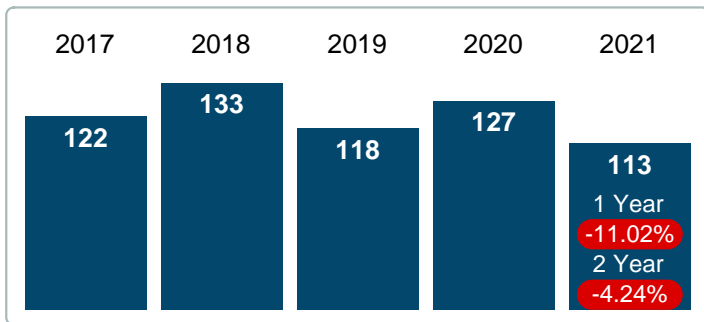
Area Delimited by County Of Creek



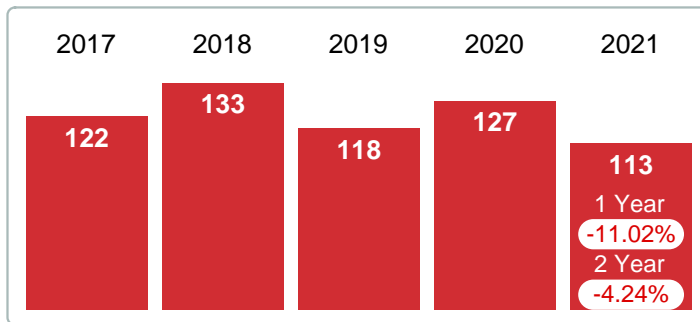
NEW LISTINGS

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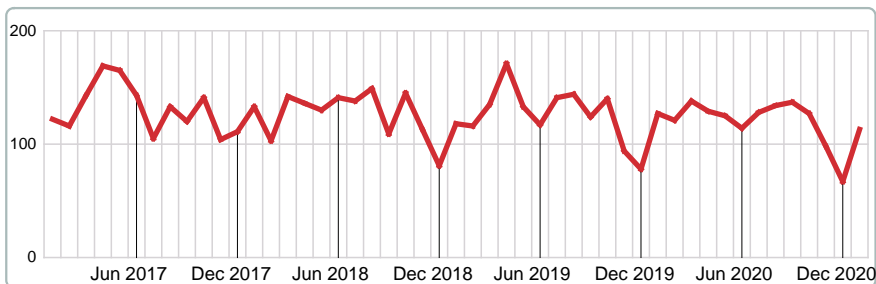
JANUARY



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
Total New Listed Units	113		45	55	11	2
Total New Listed Volume	25,674,867	100%	11.50M	9.66M	3.55M	962.00K
Median New Listed Listing Price	\$149,900		\$75,000	\$166,000	\$350,000	\$481,000

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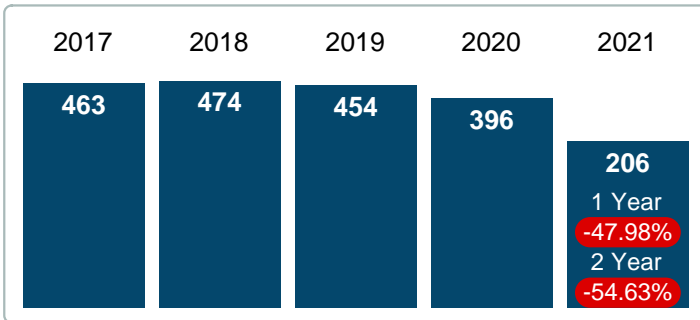
Area Delimited by County Of Creek



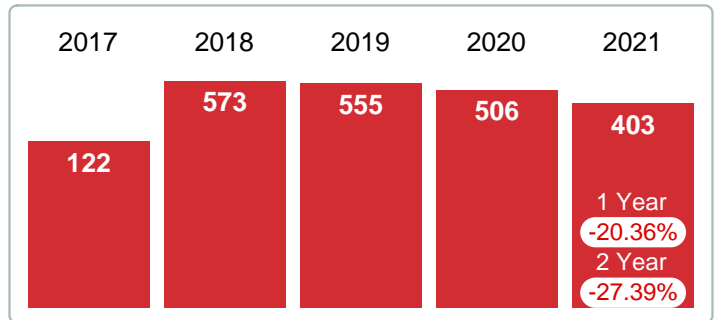
ACTIVE INVENTORY

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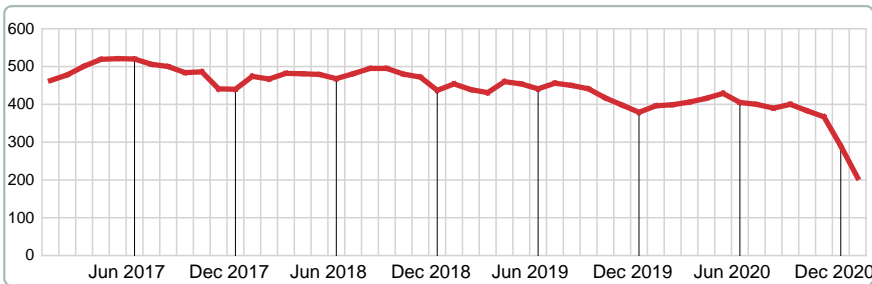
END OF JANUARY



ACTIVE DURING JANUARY

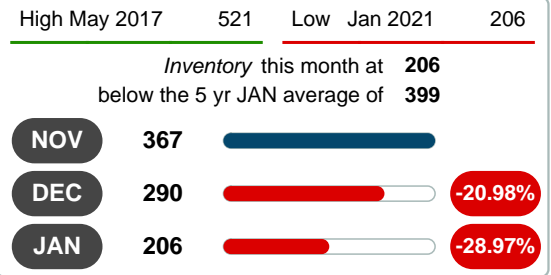


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 399



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	6.80%	35.5	14	0	0	0
\$30,001 - \$70,000	30	14.56%	70.0	29	1	0	0
\$70,001 - \$100,000	33	16.02%	107.0	25	5	3	0
\$100,001 - \$170,000	44	21.36%	95.0	27	17	0	0
\$170,001 - \$260,000	38	18.45%	101.0	19	14	4	1
\$260,001 - \$490,000	25	12.14%	78.0	12	6	4	3
\$490,001 and up	22	10.68%	98.0	9	2	5	6
Total Active Inventory by Units	206			135	45	16	10
Total Active Inventory by Volume	46,703,770	100%	89.5	25.68M	9.46M	5.60M	5.97M
Median Active Inventory Listing Price	\$146,500			\$100,000	\$169,900	\$374,500	\$529,900

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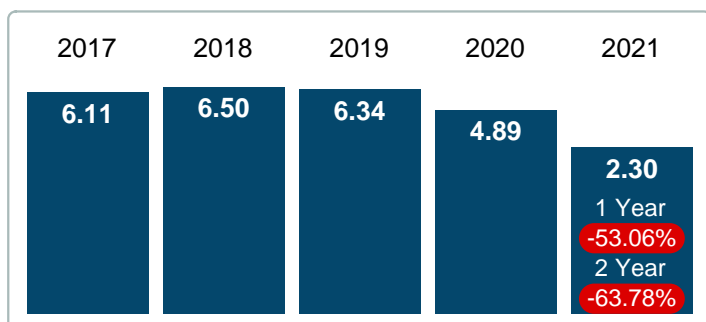
Area Delimited by County Of Creek



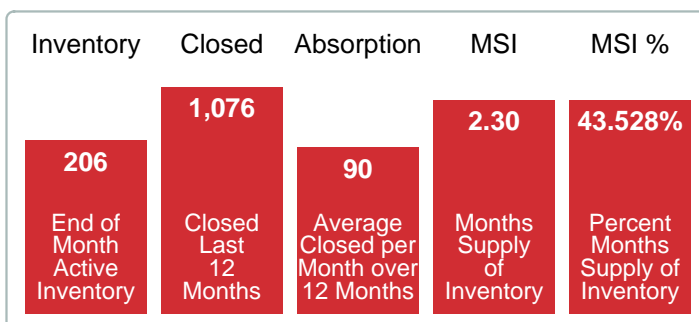
MONTHS SUPPLY of INVENTORY (MSI)

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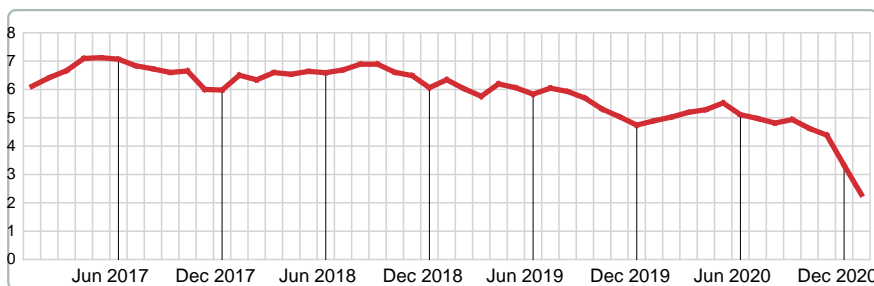
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

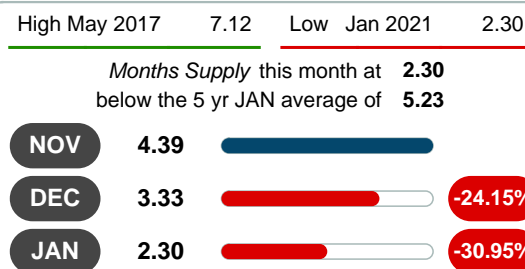


5 YEAR MARKET ACTIVITY TRENDS



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

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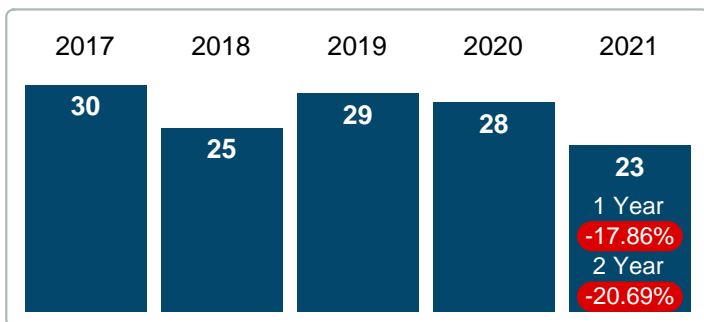
Area Delimited by County Of Creek



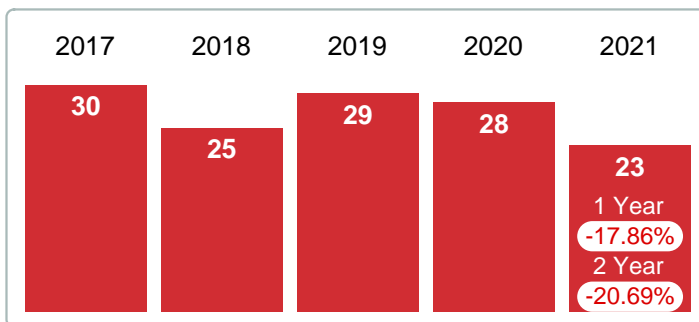
MEDIAN DAYS ON MARKET TO SALE

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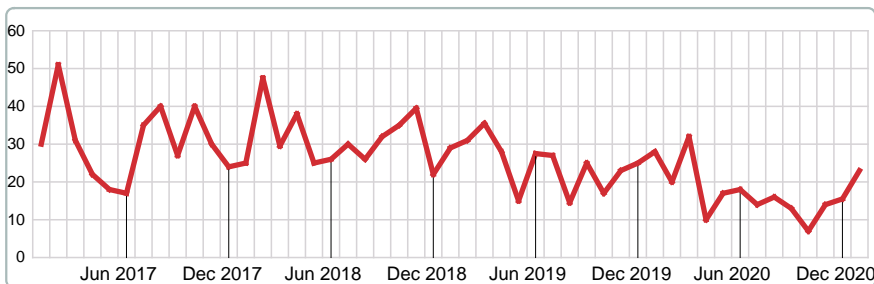
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

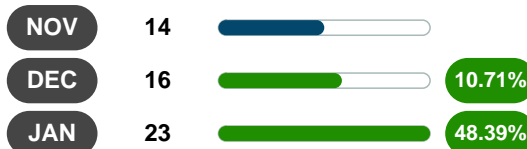


3 MONTHS

5 year JAN AVG = 27

High Feb 2017 51 Low Oct 2020 7

Median Days on Market to Sale this month at 23 below the 5 yr JAN average of 27



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	10.59%	39	31	41	0	0
\$40,001 - \$70,000	10.59%	19	39	17	16	263
\$70,001 - \$100,000	12.94%	7	16	7	1	0
\$100,001 - \$150,000	27.06%	24	55	21	1	34
\$150,001 - \$190,000	15.29%	15	54	19	8	0
\$190,001 - \$240,000	12.94%	39	116	9	89	0
\$240,001 and up	10.59%	119	132	56	125	172
Median Closed DOM		23	35	17	13	172
Total Closed Units	100%	23.0	23	48	11	3
Total Closed Volume		13,594,714	2.20M	7.12M	3.44M	827.00K

January 2021

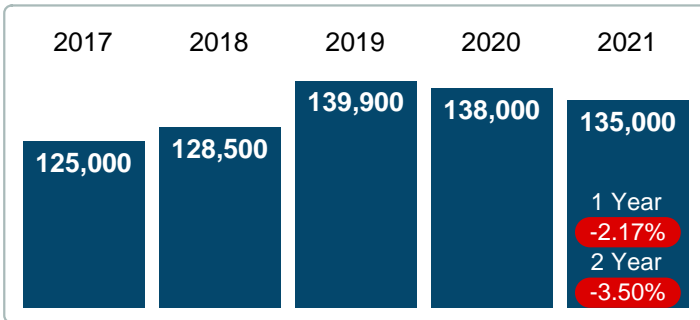
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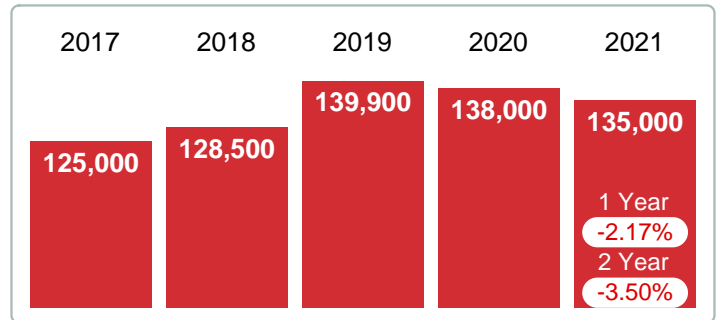
MEDIAN LIST PRICE AT CLOSING

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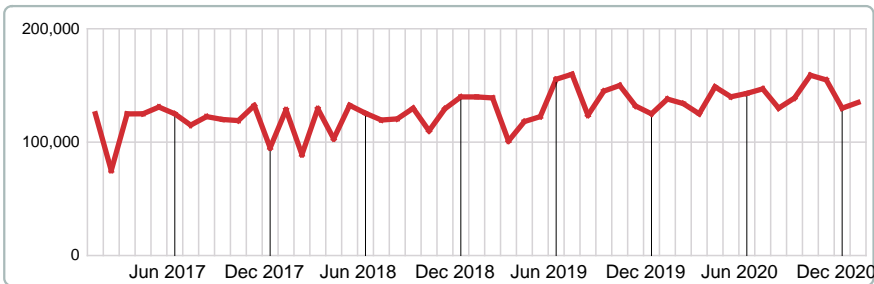
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 133,280

High Jul 2019 159,900 Low Feb 2017 75,000

Median List Price at Closing this month at **135,000**
above the 5 yr JAN average of **133,280**



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	8	9.41%	6,100	10,900	1,300	0	0
\$40,001 - \$70,000	8	9.41%	51,950	52,000	51,900	59,500	0
\$70,001 - \$100,000	13	15.29%	89,500	90,750	89,500	89,500	89,000
\$100,001 - \$150,000	20	23.53%	126,500	122,500	128,500	149,000	125,000
\$150,001 - \$190,000	18	21.18%	170,700	175,000	169,900	162,450	0
\$190,001 - \$240,000	9	10.59%	216,900	229,500	213,450	222,450	0
\$240,001 and up	9	10.59%	399,000	399,000	296,000	472,500	644,400
Median List Price			135,000	82,500	140,000	165,000	125,000
Total Closed Units		100%	135,000	23	48	11	3
Total Closed Volume			14,085,459	2.46M	7.26M	3.51M	858.40K

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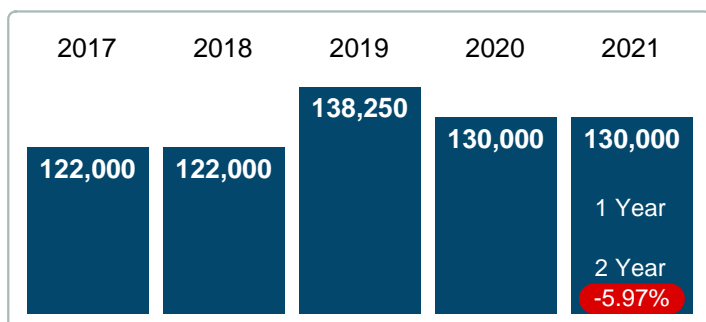
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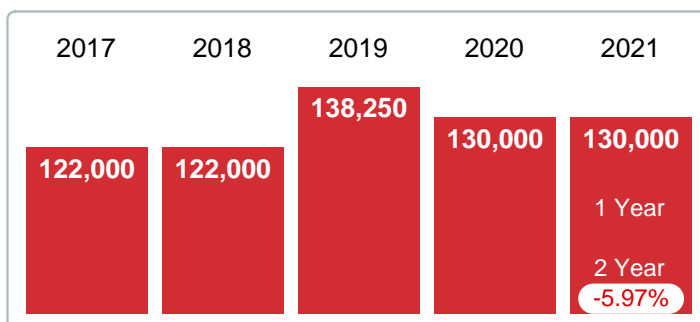
MEDIAN SOLD PRICE AT CLOSING

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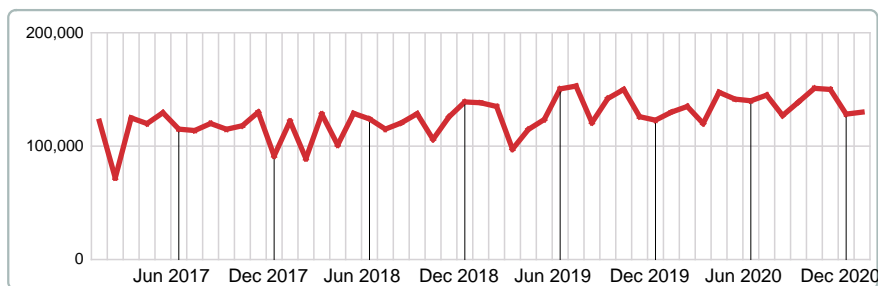
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

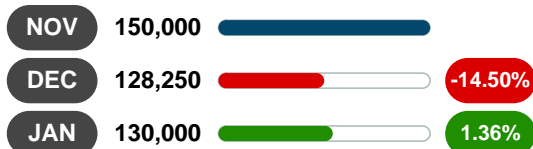


3 MONTHS

5 year JAN AVG = 128,450

High Jul 2019 153,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **130,000** above the 5 yr JAN average of **128,450**



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	10.59%	10,000	17,500	1,300	0	0
\$40,001 - \$70,000	10.59%	56,000	54,750	56,500	55,500	70,000
\$70,001 - \$100,000	12.94%	85,000	85,900	83,000	89,500	0
\$100,001 - \$150,000	27.06%	129,000	132,000	129,000	149,000	125,000
\$150,001 - \$190,000	15.29%	169,000	185,000	168,500	167,450	0
\$190,001 - \$240,000	12.94%	210,000	210,000	210,000	211,775	0
\$240,001 and up	10.59%	368,000	300,000	297,500	455,000	632,000
Median Sold Price		130,000	79,500	140,000	175,000	125,000
Total Closed Units		85	23	48	11	3
Total Closed Volume		13,594,714	2.20M	7.12M	3.44M	827.00K

January 2021

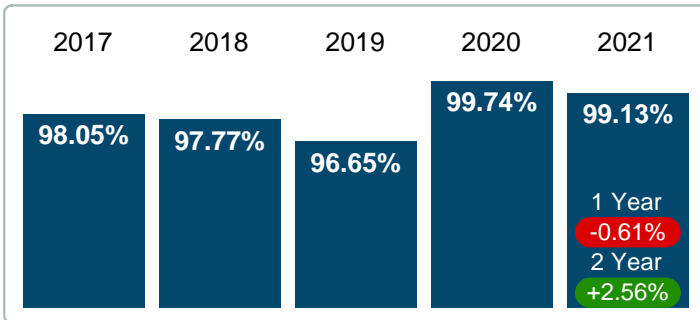
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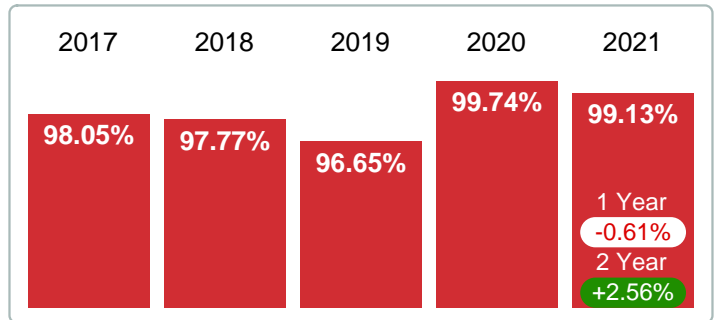
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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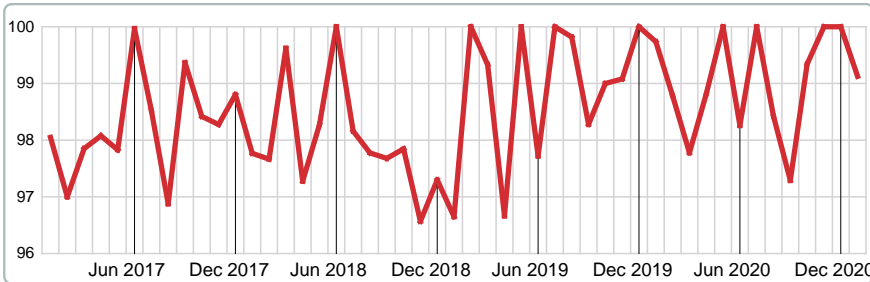
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

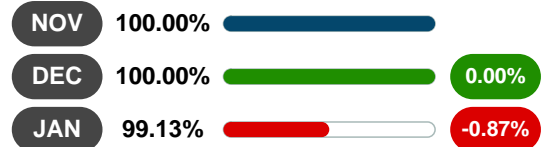


3 MONTHS

5 year JAN AVG = 98.27%

High Dec 2020 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **99.13%**
above the 5 yr JAN average of **98.27%**



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	9	10.59%	93.75%	92.75%	100.00%	0.00%	0.00%
\$40,001 - \$70,000	9	10.59%	92.49%	97.10%	89.58%	95.86%	78.65%
\$70,001 - \$100,000	11	12.94%	97.06%	100.00%	95.40%	100.00%	0.00%
\$100,001 - \$150,000	23	27.06%	100.00%	93.17%	100.00%	100.00%	100.00%
\$150,001 - \$190,000	13	15.29%	100.00%	100.00%	99.74%	103.03%	0.00%
\$190,001 - \$240,000	11	12.94%	100.00%	105.41%	100.84%	95.18%	0.00%
\$240,001 and up	9	10.59%	98.08%	75.19%	99.07%	96.30%	98.08%
Median Sold/List Ratio		99.13%		94.34%	100.00%	99.02%	98.08%
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

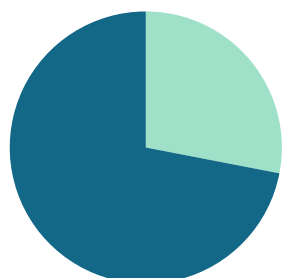
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

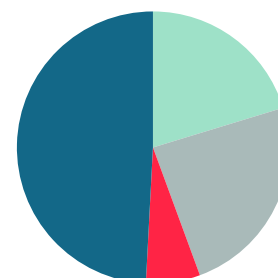


Inventory
 New Listings
113 = 28.04%
 Start Inventory
290
 Total Inventory Units
403
 Volume
\$79,328,948

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%
Median List Price	138,000	135,000	-2.17%	138,000	135,000	-2.17%
Median Sale Price	130,000	130,000	0.00%	130,000	130,000	0.00%
Median Percent of Selling Price to List Price	99.74%	99.13%	-0.61%	99.74%	99.13%	-0.61%
Median Days on Market to Sale	28.00	23.00	-17.86%	28.00	23.00	-17.86%
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

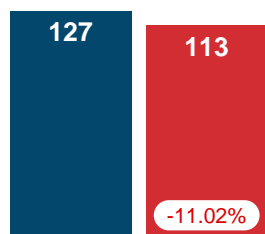
Inventory on January 31, 2021 = **206**

2020 **2021**

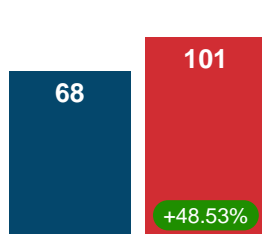
JANUARY MARKET

MEDIAN PRICES

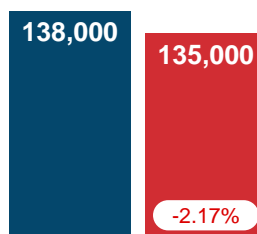
New Listings



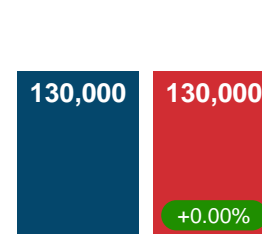
Pending Listings



List Price



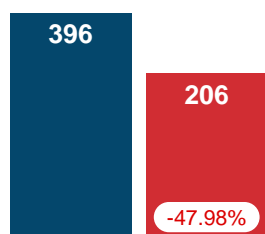
Sale Price



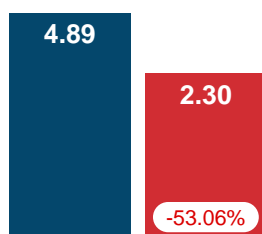
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

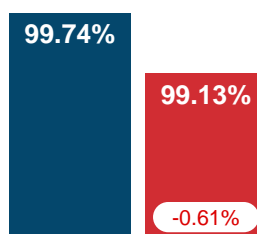
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

