

# January 2021



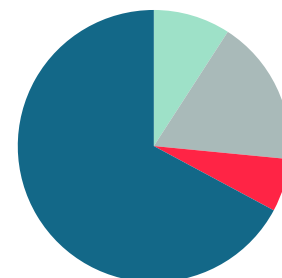
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	55	61	10.91%
Pending Listings	85	116	36.47%
New Listings	89	148	66.29%
Median List Price	145,000	165,900	14.41%
Median Sale Price	144,500	155,000	7.27%
Median Percent of Selling Price to List Price	95.24%	97.77%	2.65%
Median Days on Market to Sale	123.00	14.00	-88.62%
End of Month Inventory	351	448	27.64%
Months Supply of Inventory	4.38	5.47	24.91%



■ Closed (9.15%)  
■ Pending (17.39%)  
■ Other OffMarket (6.30%)  
■ Active (67.17%)

**Absorption:** Last 12 months, an Average of **82** Sales/Month  
**Active Inventory** as of January 31, 2021 = **448**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 rose **27.64%** to 448 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **5.47** 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 **7.27%** in January 2021 to \$155,000 versus the previous year at \$144,500.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 109.00 days or **88.62%** in January 2021 compared to last year's same month at **123.00** 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 weak this month.

There were 148 New Listings in January 2021, up **66.29%** from last year at 89. Furthermore, there were 61 Closed Listings this month versus last year at 55, a **10.91%** increase.

Closed versus Listed trends yielded a **41.2%** ratio, down from previous year's, January 2020, at **61.8%**, a **33.30%** 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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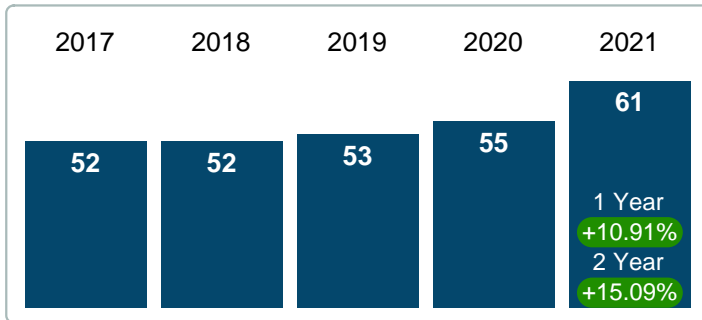
Area Delimited by Counties Carter, Love, Murray



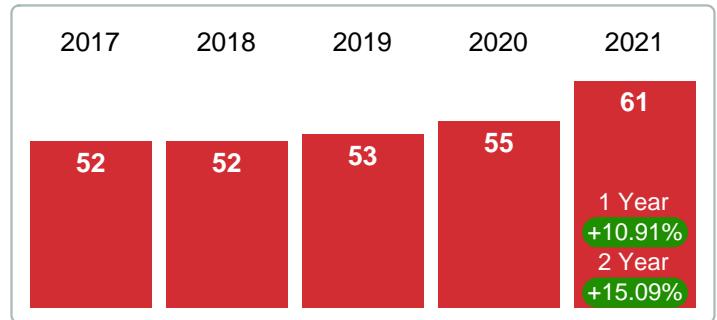
## CLOSED LISTINGS

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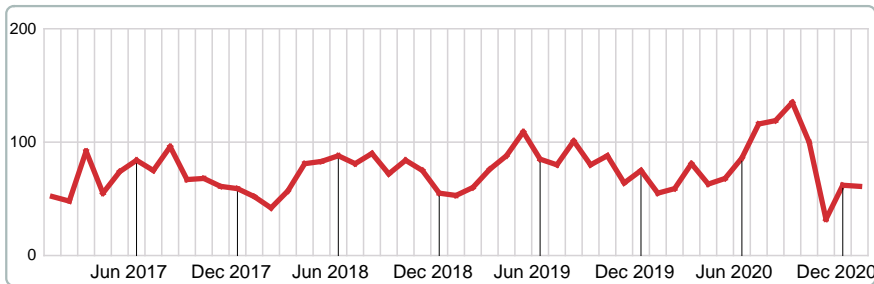
### JANUARY



### YEAR TO DATE (YTD)

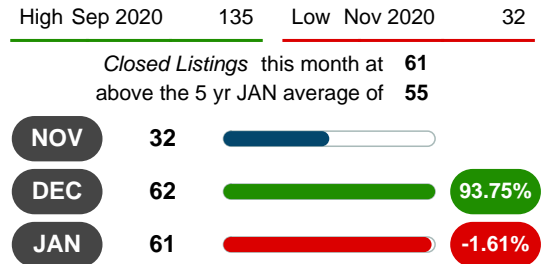


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 55



### 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	4	6.56%	25.0	4	0	0	0
\$50,001 - \$75,000	8	13.11%	16.5	3	3	1	1
\$75,001 - \$100,000	6	9.84%	9.0	4	1	1	0
\$100,001 - \$175,000	17	27.87%	13.0	5	9	3	0
\$175,001 - \$250,000	11	18.03%	30.0	1	8	1	1
\$250,001 - \$300,000	8	13.11%	11.0	2	3	3	0
\$300,001 and up	7	11.48%	14.0	3	0	4	0
<b>Total Closed Units</b>	<b>61</b>			<b>22</b>	<b>24</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,209,380</b>	<b>100%</b>	<b>14.0</b>	<b>3.85M</b>	<b>3.96M</b>	<b>3.16M</b>	<b>244.00K</b>
<b>Median Closed Price</b>	<b>\$155,000</b>			<b>\$108,500</b>	<b>\$172,450</b>	<b>\$263,700</b>	<b>\$122,000</b>

# January 2021



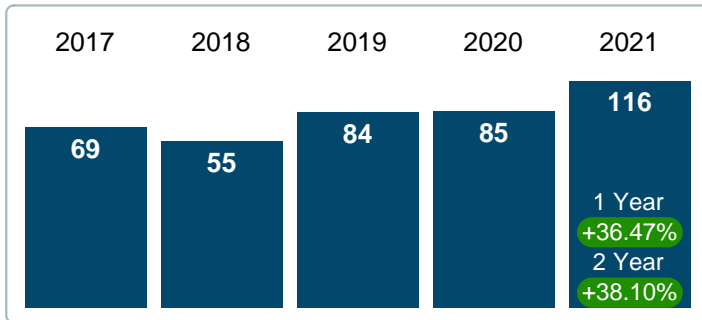
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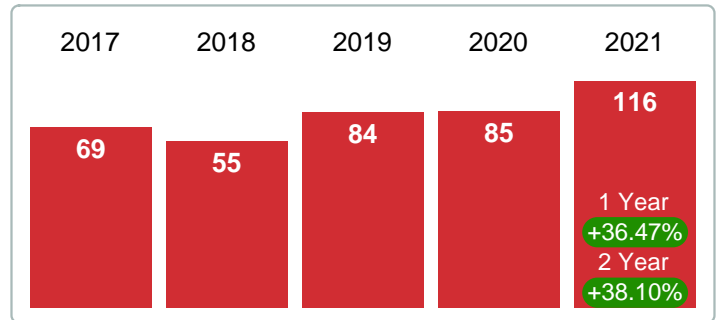
## PENDING LISTINGS

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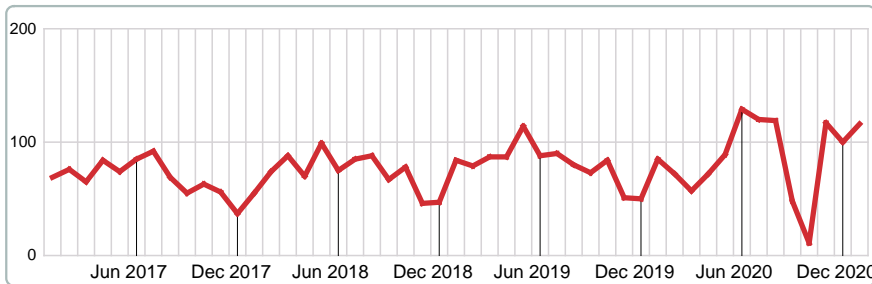
### JANUARY



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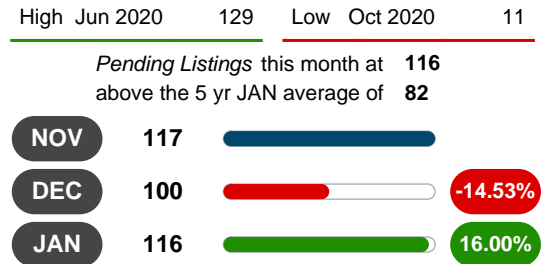


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 82



### 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	9.48%	51.0	10	1	0	0
\$40,001 - \$80,000	15	12.93%	5.0	6	8	1	0
\$80,001 - \$100,000	16	13.79%	39.5	10	5	1	0
\$100,001 - \$170,000	26	22.41%	32.0	2	19	5	0
\$170,001 - \$230,000	20	17.24%	43.5	5	13	1	1
\$230,001 - \$330,000	16	13.79%	12.5	5	5	5	1
\$330,001 and up	12	10.34%	32.0	5	3	2	2
<b>Total Pending Units</b>	<b>116</b>			<b>43</b>	<b>54</b>	<b>15</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>22,088,260</b>	<b>100%</b>	<b>27.0</b>	<b>7.66M</b>	<b>8.89M</b>	<b>3.43M</b>	<b>2.11M</b>
<b>Median Listing Price</b>	<b>\$137,950</b>			<b>\$88,000</b>	<b>\$142,450</b>	<b>\$219,900</b>	<b>\$382,000</b>

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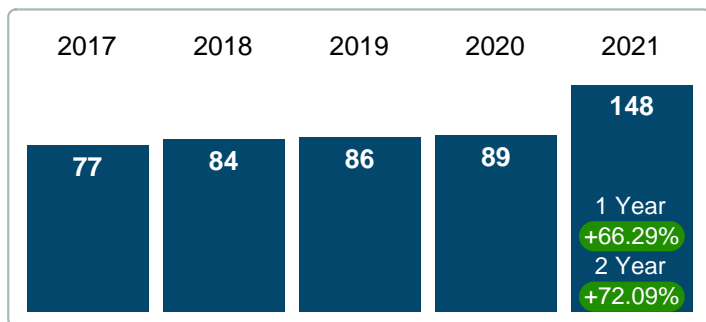
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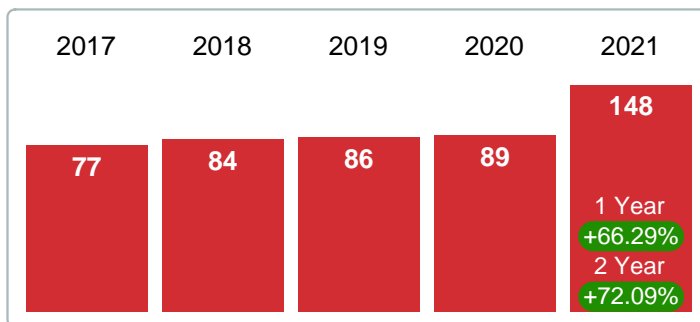
## NEW LISTINGS

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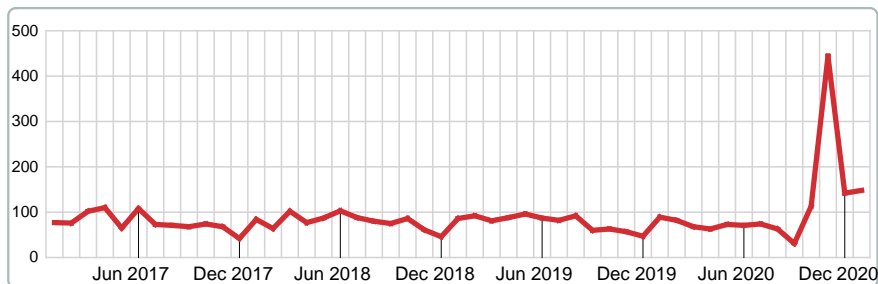
### JANUARY



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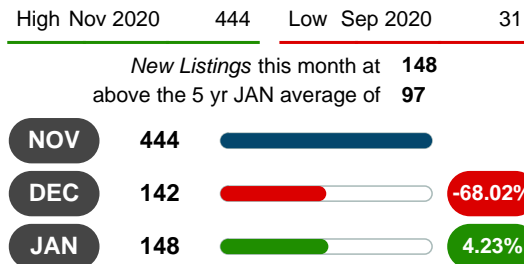


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 97



### 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	12	8.11%	10	2	0	0
\$25,001 - \$50,000	12	8.11%	10	2	0	0
\$50,001 - \$100,000	26	17.57%	18	8	0	0
\$100,001 - \$225,000	44	29.73%	12	28	4	0
\$225,001 - \$300,000	22	14.86%	9	6	7	0
\$300,001 - \$525,000	17	11.49%	4	5	8	0
\$525,001 and up	15	10.14%	11	1	2	1
<b>Total New Listed Units</b>	<b>148</b>		<b>74</b>	<b>52</b>	<b>21</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>37,725,000</b>	<b>100%</b>	<b>20.96M</b>	<b>9.43M</b>	<b>6.69M</b>	<b>650.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$159,000</b>		<b>\$99,000</b>	<b>\$159,000</b>	<b>\$289,000</b>	<b>\$650,000</b>

# January 2021



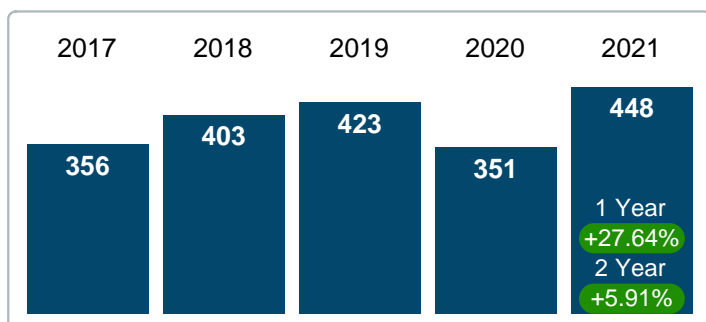
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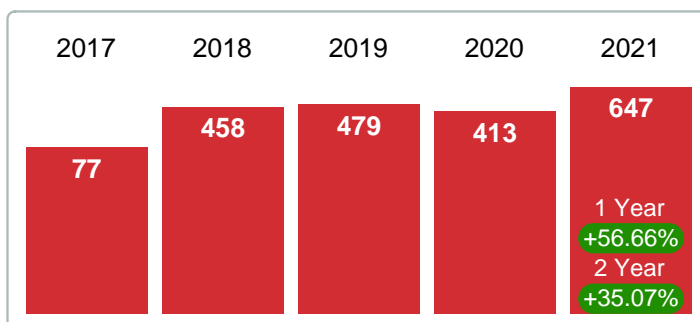
## ACTIVE INVENTORY

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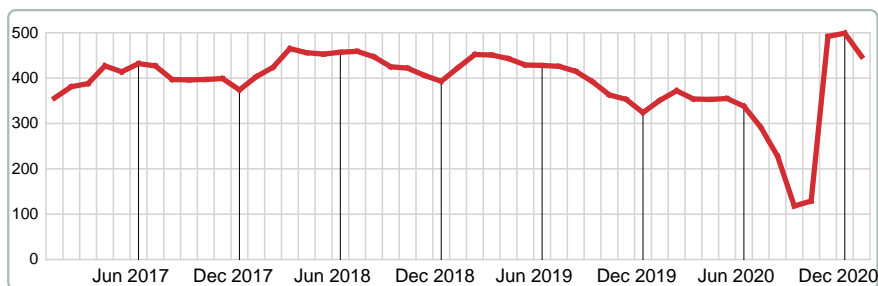
### END OF JANUARY



### ACTIVE DURING JANUARY

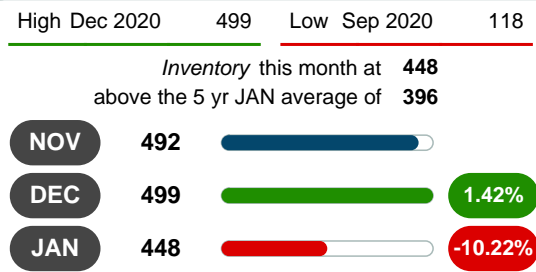


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 396



## 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	18	4.02%	72.0	18	0	0	0
\$10,001 - \$30,000	55	12.28%	80.0	51	4	0	0
\$30,001 - \$60,000	81	18.08%	76.0	66	13	1	1
\$60,001 - \$190,000	121	27.01%	72.0	62	50	9	0
\$190,001 - \$340,000	70	15.63%	59.5	31	20	16	3
\$340,001 - \$750,000	59	13.17%	61.0	37	7	12	3
\$750,001 and up	44	9.82%	81.0	36	3	0	5
<b>Total Active Inventory by Units</b>	<b>448</b>			<b>301</b>	<b>97</b>	<b>38</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>146,891,758</b>	<b>100%</b>	<b>75.0</b>	<b>107.65M</b>	<b>18.78M</b>	<b>11.11M</b>	<b>9.36M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$135,000</b>			<b>\$75,000</b>	<b>\$148,000</b>	<b>\$258,750</b>	<b>\$649,750</b>

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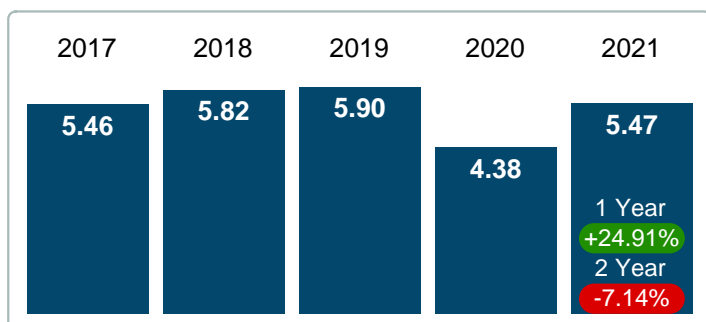
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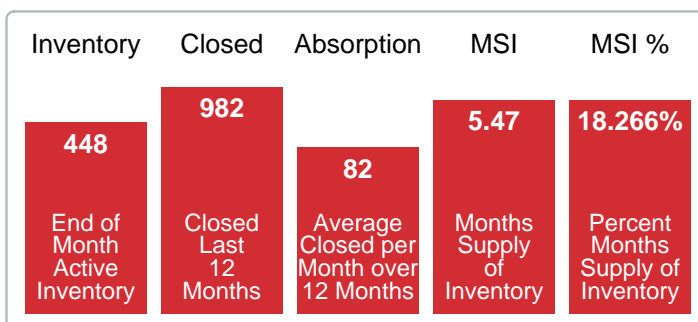
## MONTHS SUPPLY of INVENTORY (MSI)

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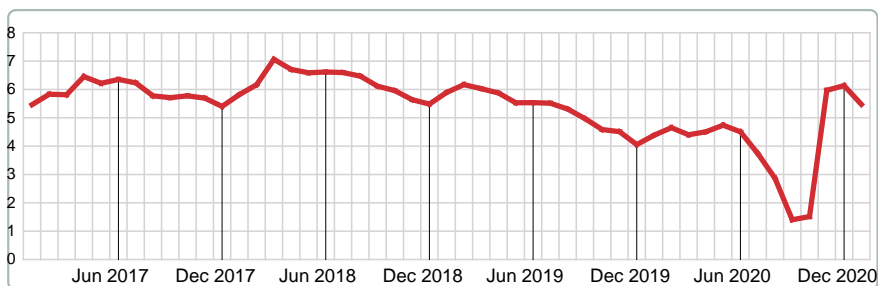
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

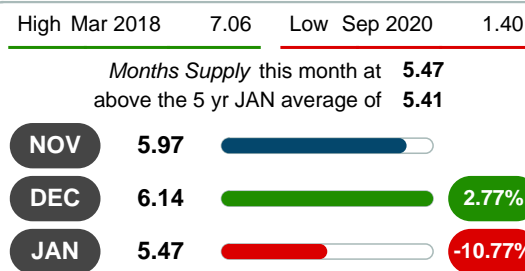


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 5.41



### 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	18	4.02%	11.37	12.00	0.00	0.00	0.00
\$10,001 - \$30,000	55	12.28%	9.17	11.33	2.82	0.00	0.00
\$30,001 - \$60,000	81	18.08%	6.80	8.61	3.55	2.00	12.00
\$60,001 - \$190,000	121	27.01%	3.36	6.36	2.47	1.74	0.00
\$190,001 - \$340,000	70	15.63%	3.65	13.29	1.90	2.91	3.60
\$340,001 - \$750,000	59	13.17%	9.57	27.75	4.20	4.50	6.00
\$750,001 and up	44	9.82%	44.00	61.71	12.00	0.00	60.00
Market Supply of Inventory (MSI)			5.47	10.88	2.56	2.71	5.14
Total Active Inventory by Units		100%	5.47	301	97	38	12

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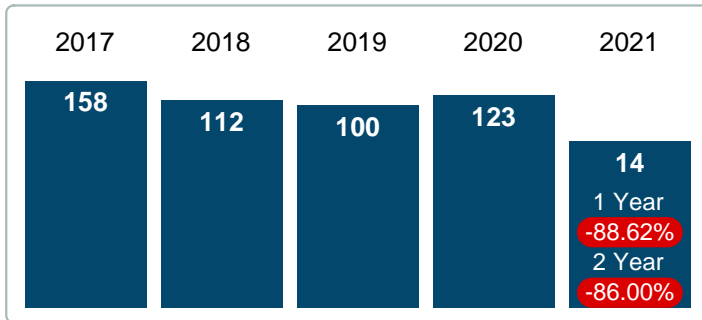
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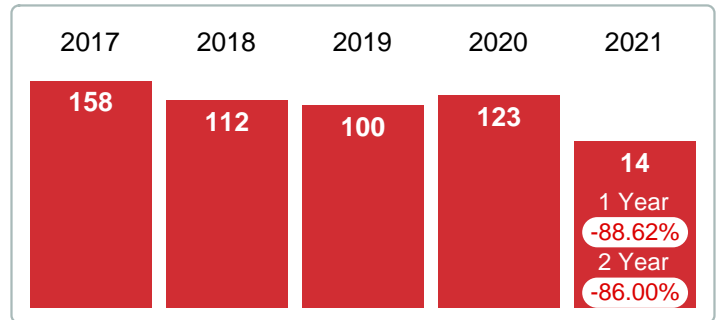
## MEDIAN DAYS ON MARKET TO SALE

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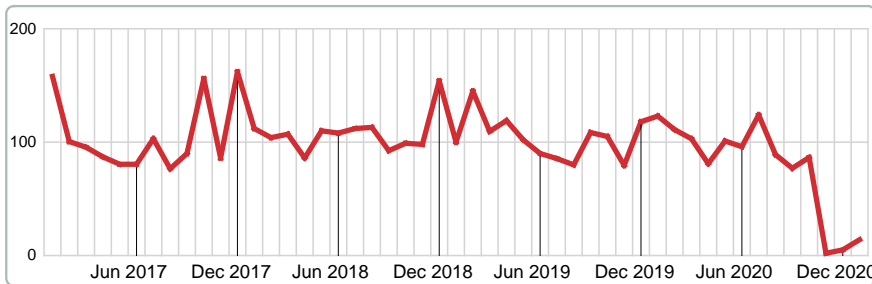
### JANUARY



### YEAR TO DATE (YTD)

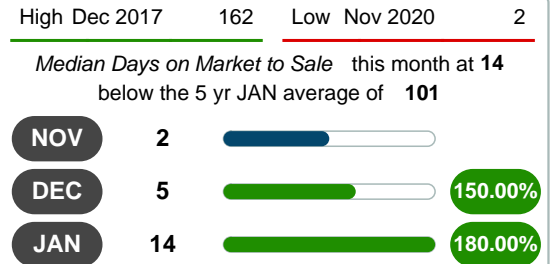


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 101



### 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	6.56%	25	25	0	0	0
\$50,001 - \$75,000	13.11%	17	11	36	181	1
\$75,001 - \$100,000	9.84%	9	1	21	17	0
\$100,001 - \$175,000	27.87%	13	17	13	9	0
\$175,001 - \$250,000	18.03%	30	1	29	30	44
\$250,001 - \$300,000	13.11%	11	3	3	19	0
\$300,001 and up	11.48%	14	1	0	17	0
<b>Median Closed DOM</b>		<b>14</b>	<b>7</b>	<b>21</b>	<b>17</b>	<b>23</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>14.0</b>	<b>22</b>	<b>24</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,209,380</b>	<b>3.85M</b>	<b>3.96M</b>	<b>3.16M</b>	<b>244.00K</b>

# January 2021



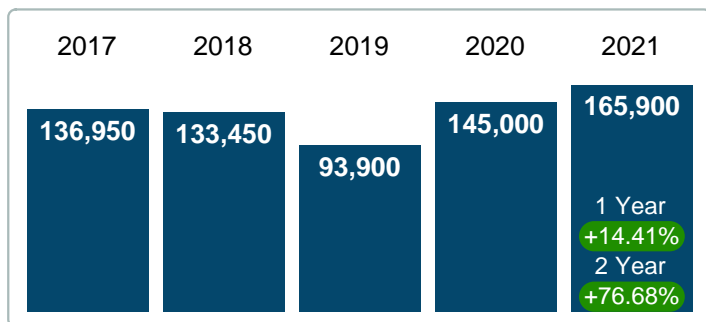
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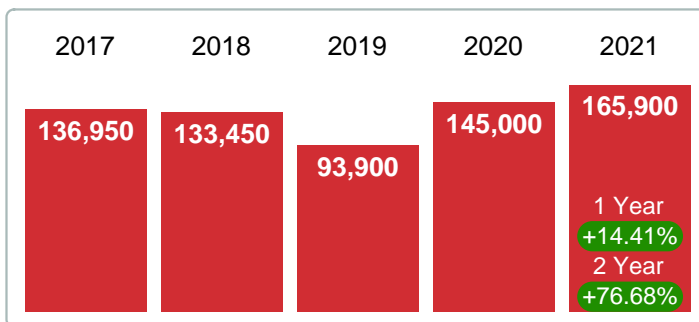
## MEDIAN LIST PRICE AT CLOSING

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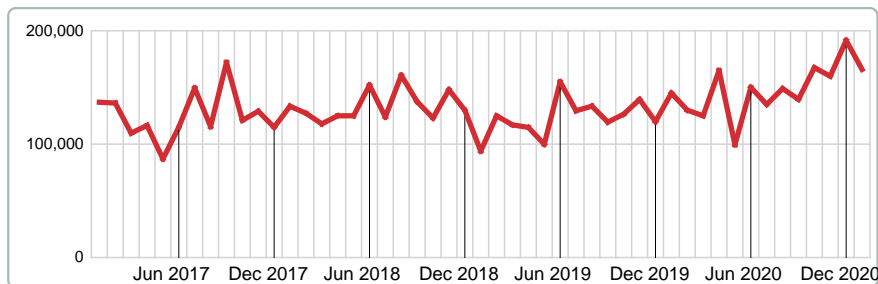
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

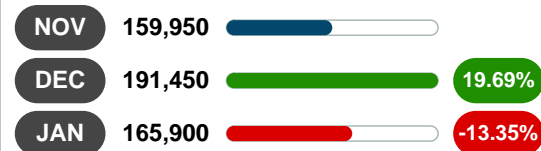


### 3 MONTHS

5 year JAN AVG = 135,040

High Dec 2020 191,450 Low May 2017 87,000

Median List Price at Closing this month at **165,900**  
above the 5 yr JAN average of **135,040**



### 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	4.92%	37,000	37,000	0	0	0
\$50,001 - \$75,000	13.11%	59,500	55,750	69,000	60,000	0
\$75,001 - \$100,000	11.48%	97,750	87,000	99,000	0	90,000
\$100,001 - \$175,000	22.95%	134,950	130,750	149,900	137,450	0
\$175,001 - \$250,000	21.31%	195,000	189,450	195,000	209,000	189,000
\$250,001 - \$300,000	13.11%	269,250	300,000	269,500	268,000	0
\$300,001 and up	13.11%	427,500	427,500	0	407,450	0
Median List Price		165,900	120,750	174,450	267,500	139,500
Total Closed Units	100%	61	22	24	13	2
Total Closed Volume		11,864,950	4.27M	4.02M	3.30M	279.00K



# January 2021



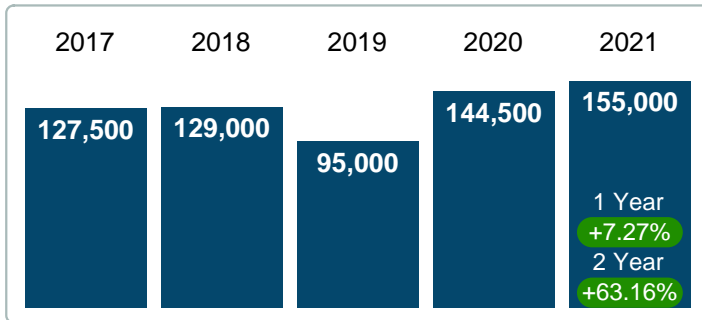
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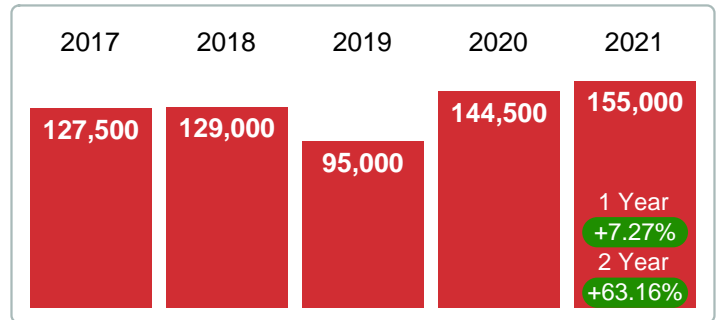
## MEDIAN SOLD PRICE AT CLOSING

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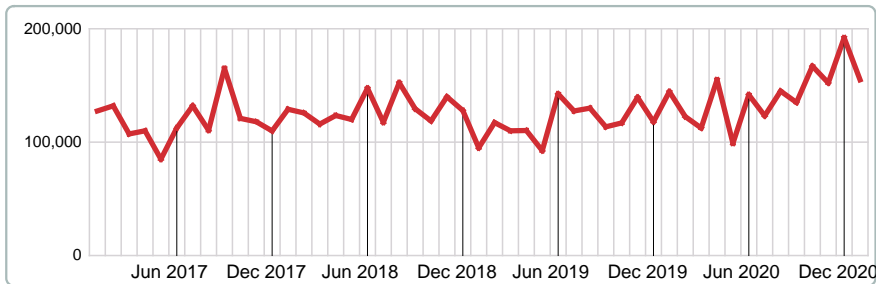
### JANUARY



### YEAR TO DATE (YTD)

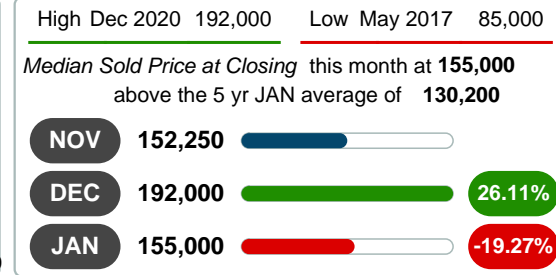


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 130,200



### 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	4	6.56%	35,000	35,000	0	0	0
\$50,001 - \$75,000	8	13.11%	54,500	52,500	57,000	55,000	55,000
\$75,001 - \$100,000	6	9.84%	99,000	94,250	99,000	100,000	0
\$100,001 - \$175,000	17	27.87%	138,000	140,000	138,000	115,000	0
\$175,001 - \$250,000	11	18.03%	195,000	210,000	195,000	195,000	189,000
\$250,001 - \$300,000	8	13.11%	272,250	287,500	275,000	268,000	0
\$300,001 and up	7	11.48%	455,000	455,000	0	398,000	0
Median Sold Price			155,000	108,500	172,450	263,700	122,000
Total Closed Units		100%	155,000	22	24	13	2
Total Closed Volume			11,209,380	3.85M	3.96M	3.16M	244.00K

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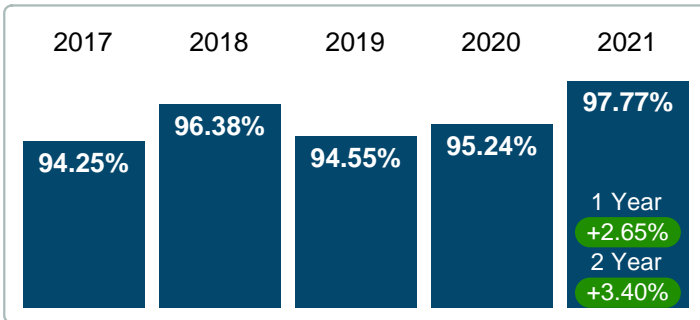
Area Delimited by Counties Carter, Love, Murray



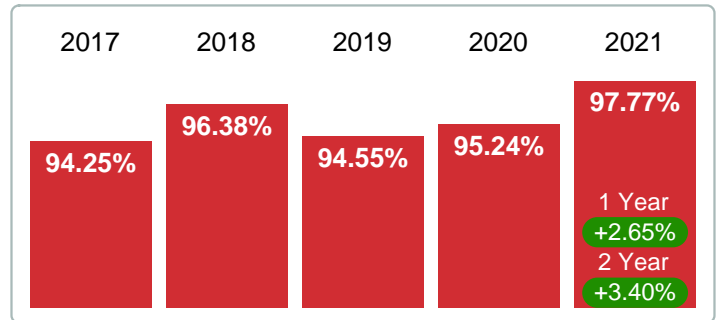
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

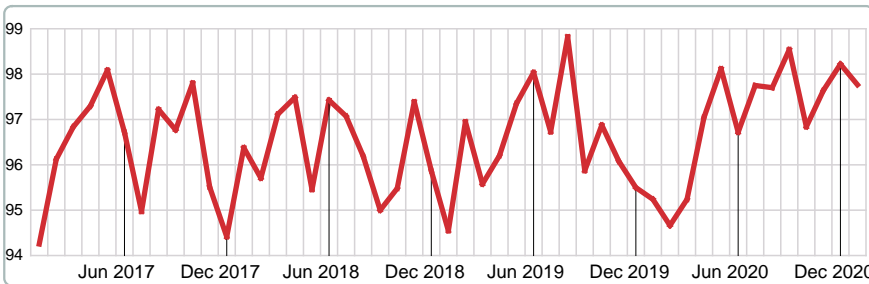
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

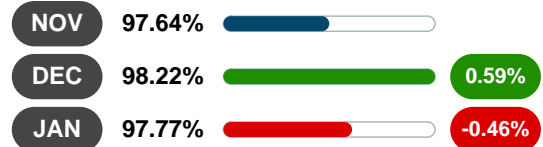


### 3 MONTHS

5 year JAN AVG = 95.64%

High Aug 2019 98.82% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **97.77%**  
above the 5 yr JAN average of **95.64%**



### 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	<div style="width: 6.56%;"></div> 4	6.56%	85.18%	85.18%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 13.11%;"></div> 8	13.11%	90.32%	92.04%	83.08%	91.67%	61.11%	
\$75,001 - \$100,000	<div style="width: 9.84%;"></div> 6	9.84%	99.75%	100.00%	99.50%	80.00%	0.00%	
\$100,001 - \$175,000	<div style="width: 27.87%;"></div> 17	27.87%	95.83%	94.50%	100.00%	95.15%	0.00%	
\$175,001 - \$250,000	<div style="width: 18.03%;"></div> 11	18.03%	98.96%	105.53%	98.42%	93.30%	100.00%	
\$250,001 - \$300,000	<div style="width: 13.11%;"></div> 8	13.11%	100.00%	92.31%	102.23%	99.81%	0.00%	
\$300,001 and up	<div style="width: 11.48%;"></div> 7	11.48%	98.18%	100.00%	0.00%	97.20%	0.00%	
Median Sold/List Ratio		97.77%		95.45%	99.23%	95.65%	80.56%	
Total Closed Units		61	100%	97.77%	22	24	13	2
Total Closed Volume		11,209,380			3.85M	3.96M	3.16M	244.00K

# January 2021



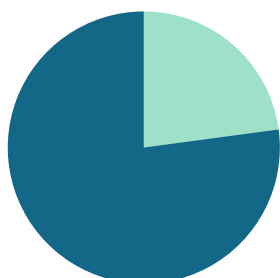
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

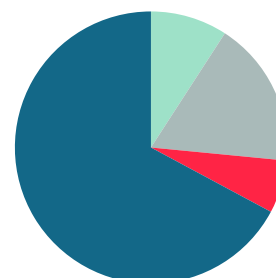


**Inventory**  
 New Listings  
**148 = 22.87%**  
 Start Inventory  
**499**  
 Total Inventory Units  
**647**  
 Volume  
**\$205,120,518**

### Market Activity

Closed Sales  
**61 = 9.15%**  
 Pending Sales  
**116 = 17.39%**  
 Other Off Market  
**42 = 6.30%**  
 Active Inventory  
**448 = 67.17%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	61	10.91%	55	61	10.91%
Pending Sales	85	116	36.47%	85	116	36.47%
New Listings	89	148	66.29%	89	148	66.29%
Median List Price	145,000	165,900	14.41%	145,000	165,900	14.41%
Median Sale Price	144,500	155,000	7.27%	144,500	155,000	7.27%
Median Percent of Selling Price to List Price	95.24%	97.77%	2.65%	95.24%	97.77%	2.65%
Median Days on Market to Sale	123.00	14.00	-88.62%	123.00	14.00	-88.62%
Monthly Inventory	351	448	27.64%	351	448	27.64%
Months Supply of Inventory	4.38	5.47	24.91%	4.38	5.47	24.91%

**Absorption:** Last 12 months, an Average of **82** Sales/Month

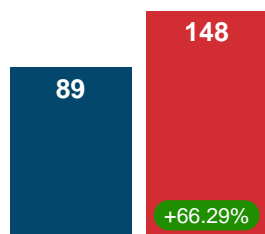
**Inventory** on January 31, 2021 = **448**

**2020** **2021**

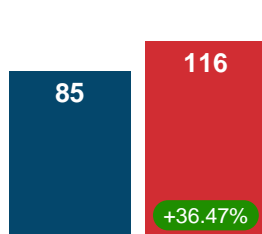
### JANUARY MARKET

### MEDIAN PRICES

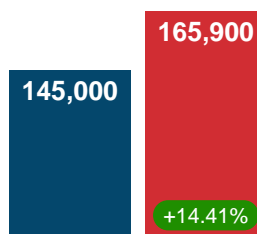
#### New Listings



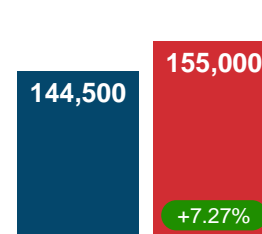
#### Pending Listings



#### List Price



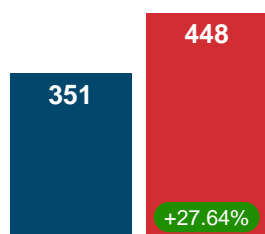
#### Sale Price



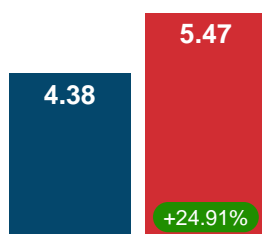
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

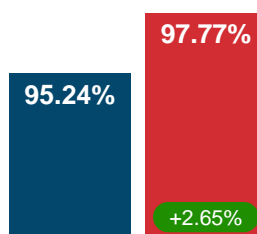
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

