

# January 2021

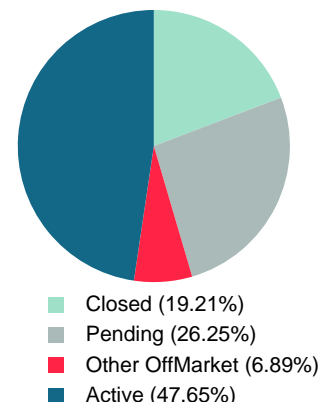
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                              | 2020    | January 2021 | +/-%    |
|---|---------|--------------|---------|
| Closed Listings                               | 94      | 131          | 39.36%  |
| Pending Listings                              | 127     | 179          | 40.94%  |
| New Listings                                  | 231     | 160          | -30.74% |
| Median List Price                             | 159,900 | 199,000      | 24.45%  |
| Median Sale Price                             | 156,653 | 199,000      | 27.03%  |
| Median Percent of Selling Price to List Price | 99.63%  | 100.00%      | 0.37%   |
| Median Days on Market to Sale                 | 33.00   | 6.00         | -81.82% |
| End of Month Inventory                        | 756     | 325          | -57.01% |
| Months Supply of Inventory                    | 5.47    | 2.03         | -62.93% |



**Absorption:** Last 12 months, an Average of **160** Sales/Month  
**Active Inventory** as of January 31, 2021 = **325**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **57.01%** to 325 existing homes available for sale. Over the last 12 months this area has had an average of 160 closed sales per month. This represents an unsold inventory index of **2.03** 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 **27.03%** in January 2021 to \$199,000 versus the previous year at \$156,653.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 27.00 days or **81.82%** in January 2021 compared to last year's same month at **33.00** 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 160 New Listings in January 2021, down **30.74%** from last year at 231. Furthermore, there were 131 Closed Listings this month versus last year at 94, a **39.36%** increase.

Closed versus Listed trends yielded a **81.9%** ratio, up from previous year's, January 2020, at **40.7%**, a **101.20%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

|   |    |
|---|----|
| Closed Listings                               | 2  |
| Pending Listings                              | 3  |
| New Listings                                  | 4  |
| Inventory                                     | 5  |
| Months Supply of Inventory                    | 6  |
| Median Days on Market to Sale                 | 7  |
| Median List Price at Closing                  | 8  |
| Median Sale Price at Closing                  | 9  |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary                                | 11 |

### 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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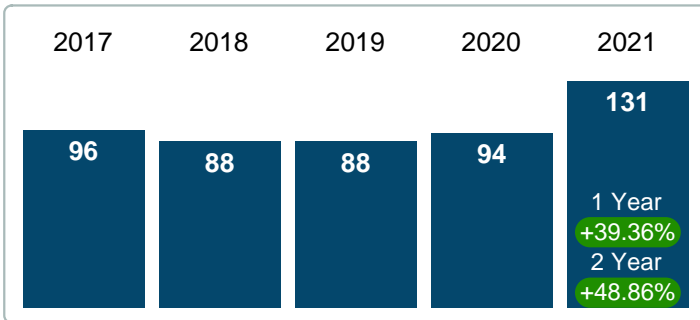
Area Delimited by County Of Wagoner



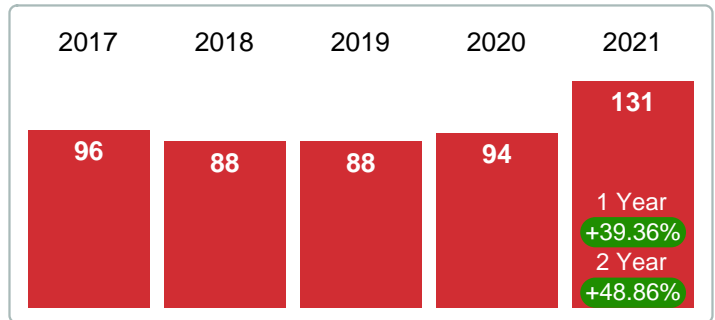
## CLOSED LISTINGS

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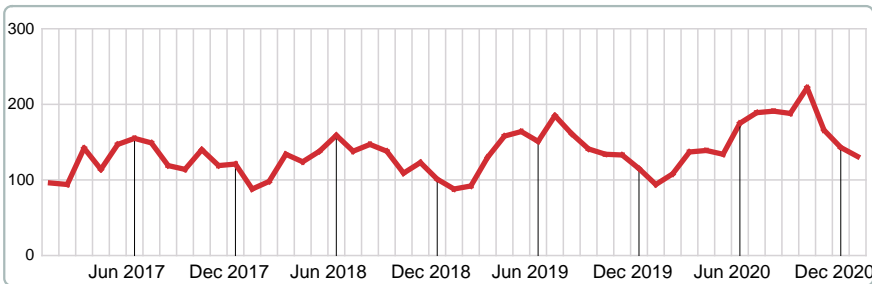
### JANUARY



### YEAR TO DATE (YTD)

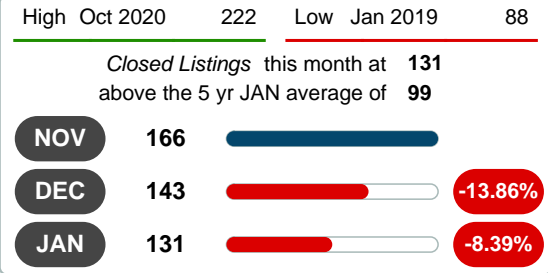


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 99



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | MDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|-------------------|-------------|------------|-----------------|------------------|------------------|------------------|
| \$25,000 and less                              | 11                | 8.40%       | 9.0        | 1               | 7                | 3                | 0                |
| \$25,001 - \$125,000                           | 17                | 12.98%      | 7.0        | 10              | 6                | 1                | 0                |
| \$125,001 - \$150,000                          | 7                 | 5.34%       | 5.0        | 0               | 5                | 2                | 0                |
| \$150,001 - \$200,000                          | 32                | 24.43%      | 4.5        | 0               | 27               | 4                | 1                |
| \$200,001 - \$275,000                          | 32                | 24.43%      | 4.0        | 2               | 20               | 10               | 0                |
| \$275,001 - \$375,000                          | 17                | 12.98%      | 7.0        | 1               | 9                | 6                | 1                |
| \$375,001 and up                               | 15                | 11.45%      | 19.0       | 2               | 3                | 8                | 2                |
| <b>Total Closed Units</b>                      | <b>131</b>        |             |            | <b>16</b>       | <b>77</b>        | <b>34</b>        | <b>4</b>         |
| <b>Total Closed Volume</b>                     | <b>27,256,306</b> | <b>100%</b> | <b>6.0</b> | <b>2.36M</b>    | <b>14.75M</b>    | <b>8.69M</b>     | <b>1.45M</b>     |
| <b>Median Closed Price</b>                     | <b>\$199,000</b>  |             |            | <b>\$87,000</b> | <b>\$189,000</b> | <b>\$223,032</b> | <b>\$386,608</b> |

# January 2021



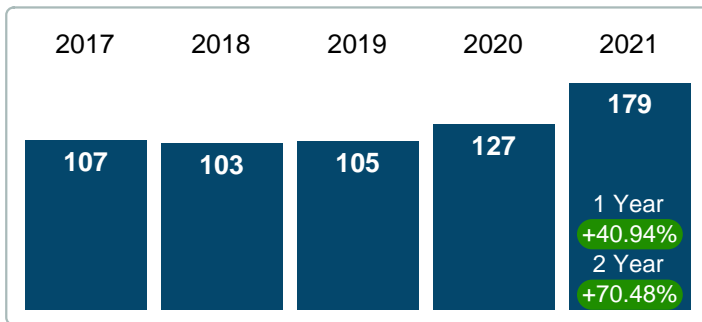
Area Delimited by County Of Wagoner



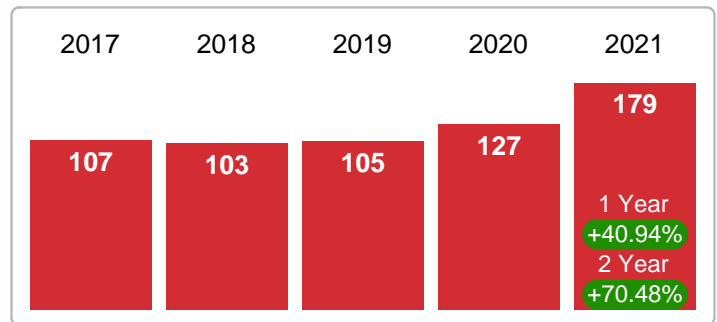
## PENDING LISTINGS

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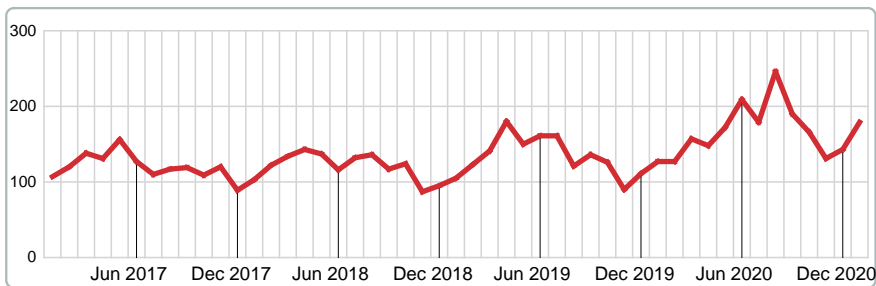
### JANUARY



### YEAR TO DATE (YTD)

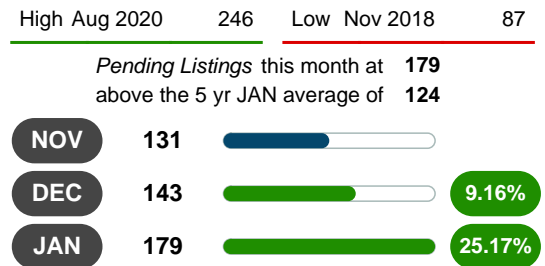


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 124



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$25,000 and less                               | 13                | 7.26%       | 9.0         | 2               | 8                | 3                | 0                |
| \$25,001 - \$100,000                            | 26                | 14.53%      | 26.5        | 18              | 8                | 0                | 0                |
| \$100,001 - \$150,000                           | 25                | 13.97%      | 26.0        | 6               | 16               | 3                | 0                |
| \$150,001 - \$200,000                           | 38                | 21.23%      | 5.5         | 3               | 30               | 5                | 0                |
| \$200,001 - \$250,000                           | 34                | 18.99%      | 7.5         | 1               | 26               | 6                | 1                |
| \$250,001 - \$325,000                           | 23                | 12.85%      | 15.0        | 0               | 15               | 7                | 1                |
| \$325,001 and up                                | 20                | 11.17%      | 18.0        | 1               | 10               | 6                | 3                |
| <b>Total Pending Units</b>                      | <b>179</b>        |             |             | <b>31</b>       | <b>113</b>       | <b>30</b>        | <b>5</b>         |
| <b>Total Pending Volume</b>                     | <b>37,545,348</b> | <b>100%</b> | <b>13.0</b> | <b>3.19M</b>    | <b>24.76M</b>    | <b>7.39M</b>     | <b>2.21M</b>     |
| <b>Median Listing Price</b>                     | <b>\$189,715</b>  |             |             | <b>\$89,900</b> | <b>\$199,900</b> | <b>\$242,466</b> | <b>\$443,215</b> |

# January 2021



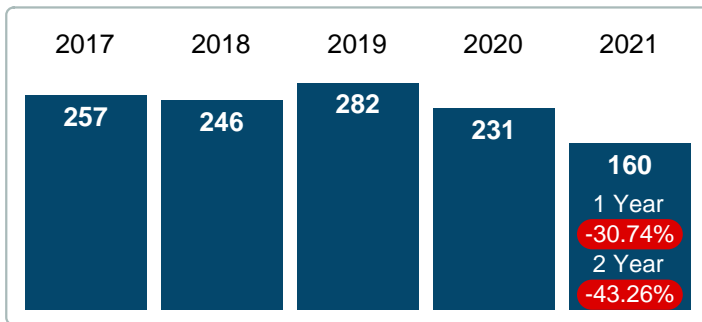
Area Delimited by County Of Wagoner



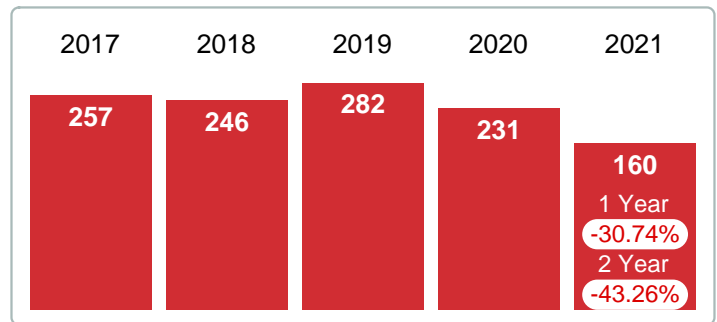
## NEW LISTINGS

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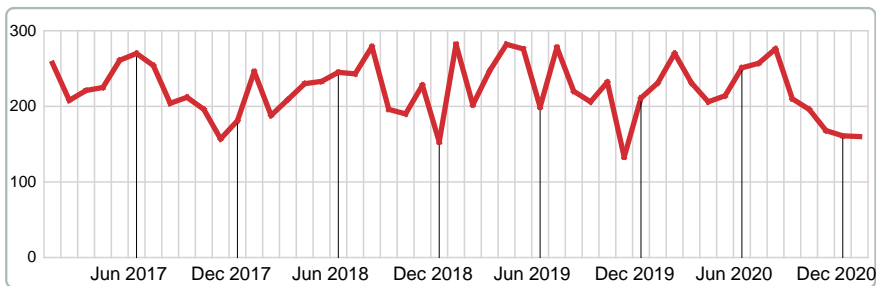
### JANUARY



### YEAR TO DATE (YTD)

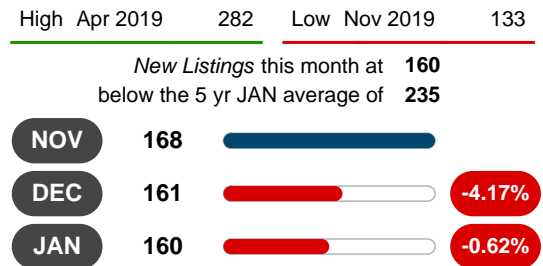


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 235



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less                           | 16                | 10.00%      | 6                | 7                | 3                | 0                |
| \$50,001 - \$100,000                        | 18                | 11.25%      | 13               | 4                | 1                | 0                |
| \$100,001 - \$150,000                       | 26                | 16.25%      | 9                | 15               | 2                | 0                |
| \$150,001 - \$200,000                       | 33                | 20.63%      | 6                | 25               | 2                | 0                |
| \$200,001 - \$250,000                       | 26                | 16.25%      | 3                | 18               | 5                | 0                |
| \$250,001 - \$350,000                       | 24                | 15.00%      | 2                | 12               | 7                | 3                |
| \$350,001 and up                            | 17                | 10.63%      | 7                | 4                | 3                | 3                |
| <b>Total New Listed Units</b>               | <b>160</b>        |             | <b>46</b>        | <b>85</b>        | <b>23</b>        | <b>6</b>         |
| <b>Total New Listed Volume</b>              | <b>36,160,294</b> | <b>100%</b> | <b>12.03M</b>    | <b>16.30M</b>    | <b>5.14M</b>     | <b>2.69M</b>     |
| <b>Median New Listed Listing Price</b>      | <b>\$184,208</b>  |             | <b>\$138,450</b> | <b>\$194,000</b> | <b>\$230,000</b> | <b>\$396,608</b> |

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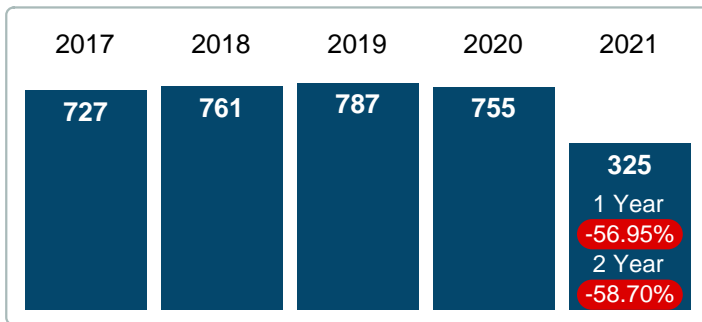
Area Delimited by County Of Wagoner



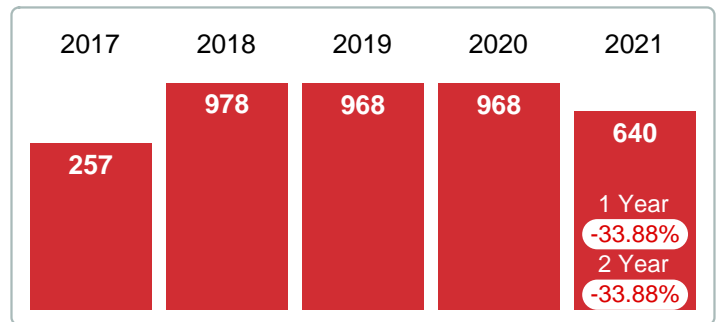
## ACTIVE INVENTORY

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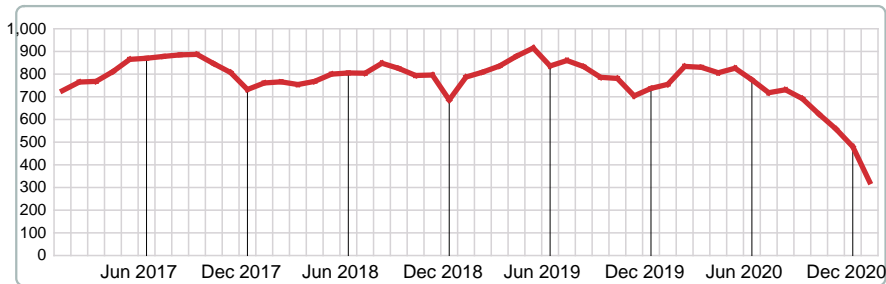
### END OF JANUARY



### ACTIVE DURING JANUARY

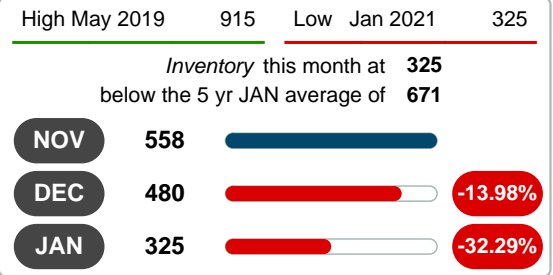


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 671



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |    | %      | MDOM        | 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|--|----|--------|-------------|-----------|-----------|-----------|-----------|
| \$25,000 and less                        | 26 | 8.00%  | 61.0        | 20        | 6         | 0         | 0         |
| \$25,001 - \$75,000                      | 42 | 12.92% | 112.5       | 40        | 1         | 1         | 0         |
| \$75,001 - \$125,000                     | 39 | 12.00% | 99.0        | 30        | 8         | 1         | 0         |
| \$125,001 - \$250,000                    | 90 | 27.69% | 79.0        | 49        | 31        | 9         | 1         |
| \$250,001 - \$375,000                    | 55 | 16.92% | 79.0        | 19        | 21        | 12        | 3         |
| \$375,001 - \$650,000                    | 42 | 12.92% | 80.5        | 24        | 2         | 13        | 3         |
| \$650,001 and up                         | 31 | 9.54%  | 139.0       | 23        | 3         | 5         | 0         |
| Total Active Inventory by Units          |    |        | 325         | 205       | 72        | 41        | 7         |
| Total Active Inventory by Volume         |    |        | 105,470,036 | 69.64M    | 16.78M    | 16.66M    | 2.39M     |
| Median Active Inventory Listing Price    |    |        | \$200,000   | \$144,900 | \$224,450 | \$361,500 | \$350,000 |

# January 2021



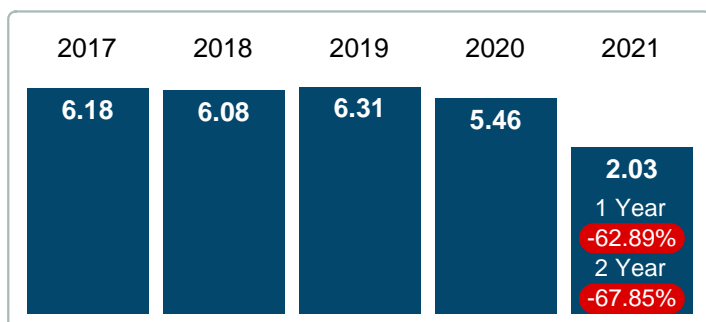
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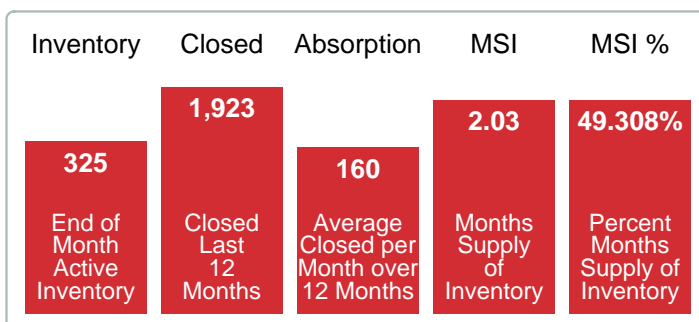
## MONTHS SUPPLY of INVENTORY (MSI)

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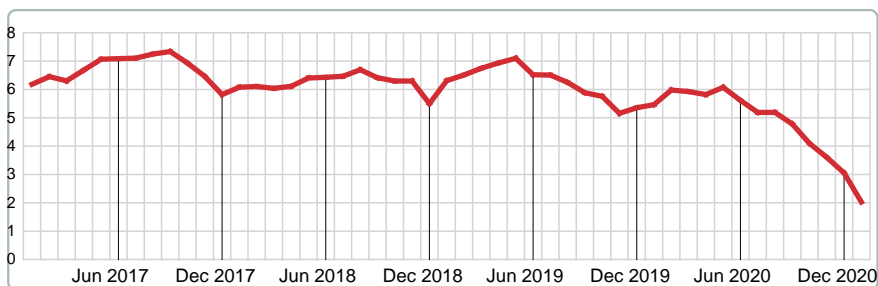
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

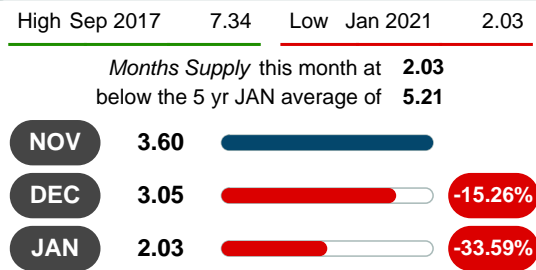


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 5.21



### 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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$25,000 and less                                       | 26 | 8.00%  | 2.42  | 7.50     | 1.00   | 0.00   | 0.00    |
| \$25,001 - \$75,000                                     | 42 | 12.92% | 3.82  | 4.66     | 0.52   | 2.00   | 0.00    |
| \$75,001 - \$125,000                                    | 39 | 12.00% | 3.21  | 6.55     | 1.28   | 0.75   | 0.00    |
| \$125,001 - \$250,000                                   | 90 | 27.69% | 1.02  | 9.80     | 0.50   | 0.45   | 0.92    |
| \$250,001 - \$375,000                                   | 55 | 16.92% | 2.10  | 20.73    | 1.68   | 1.06   | 2.12    |
| \$375,001 - \$650,000                                   | 42 | 12.92% | 4.13  | 26.18    | 0.83   | 2.33   | 2.40    |
| \$650,001 and up  | 31 | 9.54%  | 17.71 | 55.20    | 9.00   | 15.00  | 0.00    |
| Market Supply of Inventory (MSI)                        |    |        | 2.03  | 8.88     | 0.78   | 1.00   | 1.58    |
| Total Active Inventory by Units                         |    | 100%   | 2.03  | 205      | 72     | 41     | 7       |

# January 2021

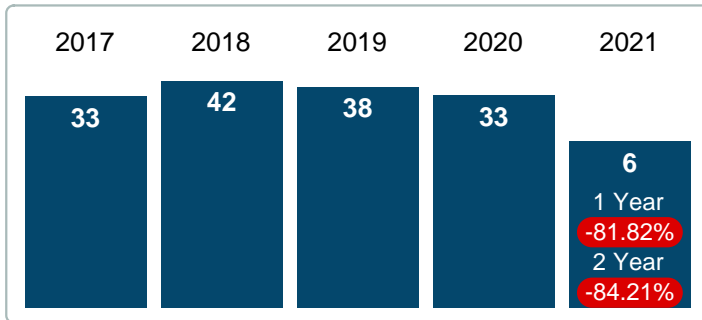
Area Delimited by County Of Wagoner



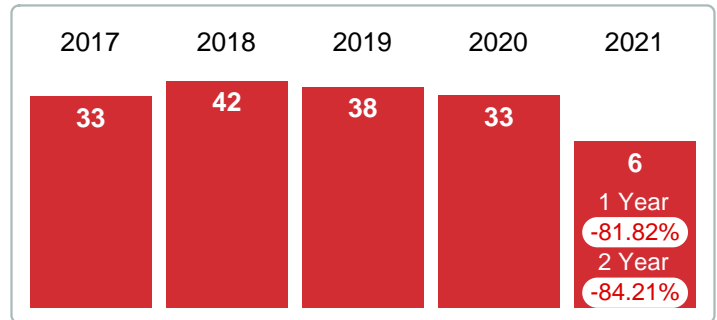
## MEDIAN DAYS ON MARKET TO SALE

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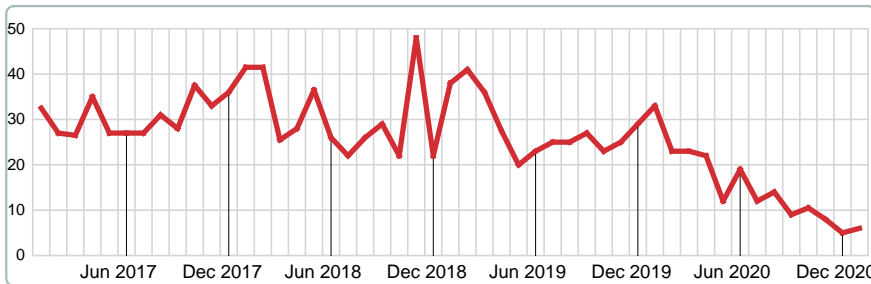
### JANUARY



### YEAR TO DATE (YTD)

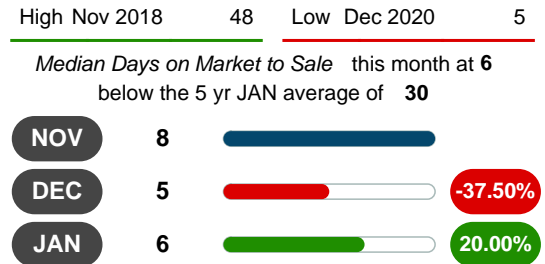


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 30



### 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 |
|--|--------|------------|----------|--------|--------|---------|
| \$25,000 and less  | 8.40%  | 9          | 208      | 20     | 3      | 0       |
| \$25,001 - \$125,000   | 12.98% | 7          | 6        | 6      | 38     | 0       |
| \$125,001 - \$150,000  | 5.34%  | 5          | 0        | 5      | 36     | 0       |
| \$150,001 - \$200,000  | 24.43% | 5          | 0        | 4      | 8      | 12      |
| \$200,001 - \$275,000  | 24.43% | 4          | 92       | 4      | 5      | 0       |
| \$275,001 - \$375,000  | 12.98% | 7          | 62       | 2      | 12     | 10      |
| \$375,001 and up   | 11.45% | 19         | 18       | 39     | 30     | 1       |
| Median Closed DOM  |        | 6          | 10       | 5      | 7      | 6       |
| Total Closed Units   | 100%   | 6.0        | 16       | 77     | 34     | 4       |
| Total Closed Volume  |        | 27,256,306 | 2.36M    | 14.75M | 8.69M  | 1.45M   |

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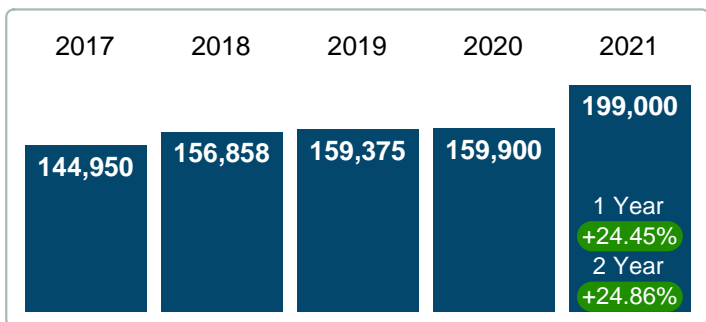
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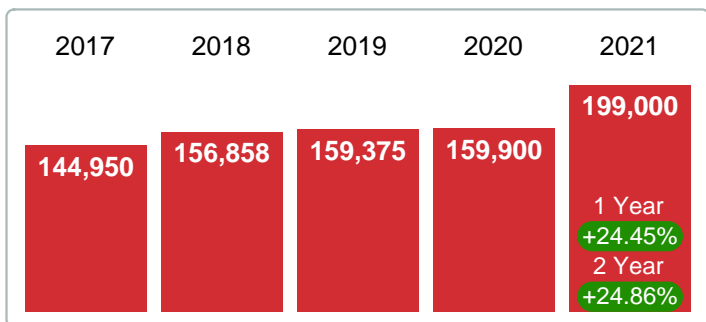
## MEDIAN LIST PRICE AT CLOSING

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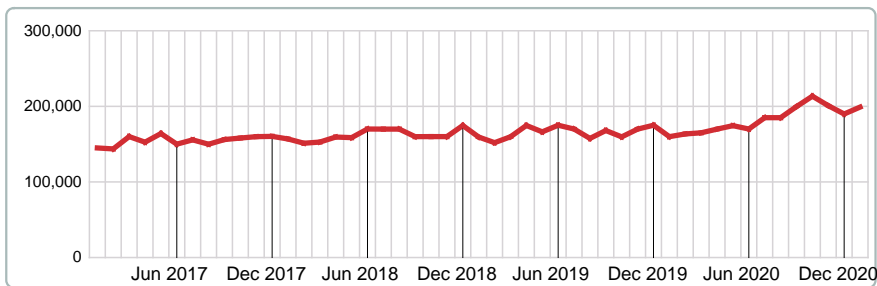
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

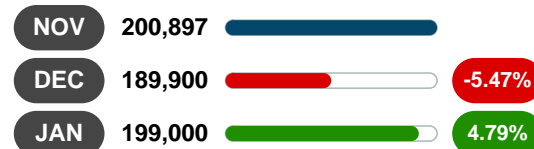


### 3 MONTHS

5 year JAN AVG = 164,017

High Oct 2020 213,450 Low Feb 2017 143,700

Median List Price at Closing this month at **199,000**  
above the 5 yr JAN average of **164,017**



### 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        |
|---|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$25,000 and less   | 8.40%       | 1,545             | 4,600         | 1,525          | 1,595          | 0              |
| \$25,001 - \$125,000  | 11.45%      | 79,900            | 72,500        | 105,000        | 122,000        | 0              |
| \$125,001 - \$150,000                                       | 6.87%       | 139,900           | 129,900       | 137,900        | 147,450        | 0              |
| \$150,001 - \$200,000                                       | 25.19%      | 180,106           | 0             | 170,000        | 189,900        | 195,000        |
| \$200,001 - \$275,000                                       | 22.90%      | 221,032           | 248,750       | 218,822        | 220,063        | 0              |
| \$275,001 - \$375,000                                       | 15.27%      | 313,161           | 355,000       | 307,450        | 328,344        | 320,000        |
| \$375,001 and up  | 9.92%       | 440,000           | 432,500       | 412,500        | 439,000        | 467,520        |
| <b>Median List Price</b>                                    |             | <b>199,000</b>    | <b>92,000</b> | <b>186,900</b> | <b>226,000</b> | <b>381,608</b> |
| <b>Total Closed Units</b>                                   | <b>100%</b> | <b>131</b>        | <b>16</b>     | <b>77</b>      | <b>34</b>      | <b>4</b>       |
| <b>Total Closed Volume</b>                                  |             | <b>27,411,912</b> | <b>2.48M</b>  | <b>14.77M</b>  | <b>8.71M</b>   | <b>1.45M</b>   |



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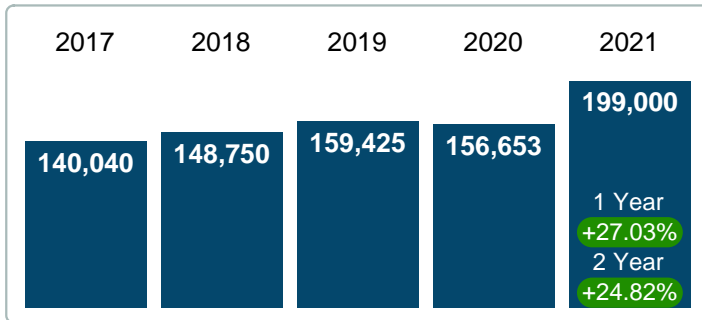
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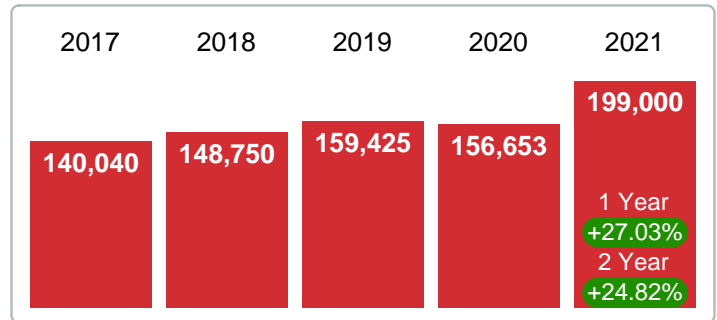
## MEDIAN SOLD PRICE AT CLOSING

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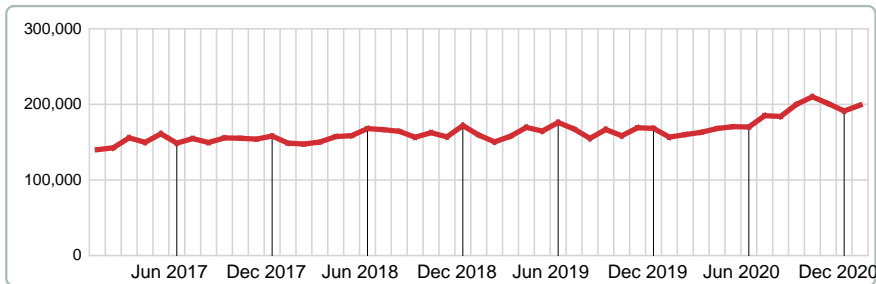
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

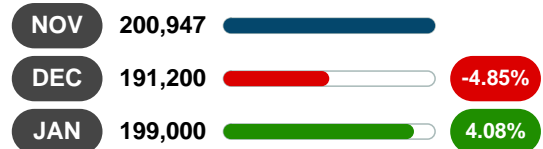


### 3 MONTHS

5 year JAN AVG = 160,774

High Oct 2020 210,000 Low Jan 2017 140,040

Median Sold Price at Closing this month at **199,000** above the 5 yr JAN average of **160,774**



### 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        |
|---|--------|-------------------|---------------|----------------|----------------|----------------|
| \$25,000 and less   | 8.40%  | 1,545             | 4,600         | 1,525          | 1,595          | 0              |
| \$25,001 - \$125,000  | 12.98% | 92,500            | 70,000        | 107,500        | 123,000        | 0              |
| \$125,001 - \$150,000                                       | 5.34%  | 140,500           | 0             | 136,500        | 146,000        | 0              |
| \$150,001 - \$200,000                                       | 24.43% | 176,000           | 0             | 170,000        | 184,950        | 189,000        |
| \$200,001 - \$275,000                                       | 24.43% | 219,982           | 242,500       | 224,411        | 217,450        | 0              |
| \$275,001 - \$375,000                                       | 12.98% | 309,900           | 325,000       | 309,900        | 300,954        | 330,000        |
| \$375,001 and up  | 11.45% | 419,000           | 412,500       | 408,000        | 403,305        | 467,520        |
| <b>Median Sold Price</b>                                    |        | <b>199,000</b>    | <b>87,000</b> | <b>189,000</b> | <b>223,032</b> | <b>386,608</b> |
| <b>Total Closed Units</b>                                   |        | <b>131</b>        | <b>16</b>     | <b>77</b>      | <b>34</b>      | <b>4</b>       |
| <b>Total Closed Volume</b>                                  |        | <b>27,256,306</b> | <b>2.36M</b>  | <b>14.75M</b>  | <b>8.69M</b>   | <b>1.45M</b>   |

# January 2021

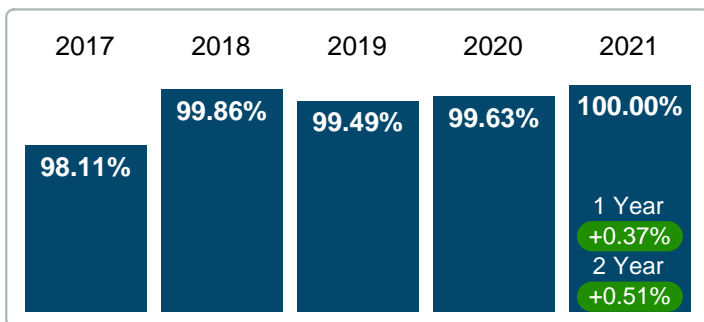
Area Delimited by County Of Wagoner



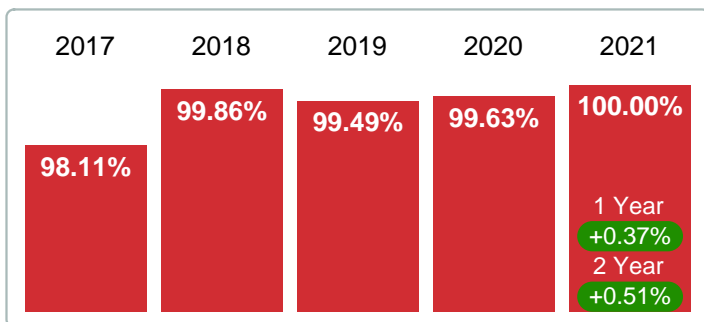
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

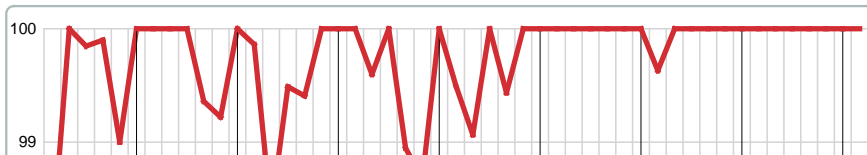
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 99.42%

High Jan 2021 100.00%    Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JAN average of **99.42%**

NOV 100.00% ✓  
DEC 100.00% ✓    0.00%  
JAN 100.00% ✓    0.00%

### DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range |    | %          | M S/L%  | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|--|----|------------|---------|----------|---------|---------|---------|
| \$25,000 and less                              | 11 | 8.40%      | 100.00% | 100.00%  | 100.00% | 100.00% | 0.00%   |
| \$25,001 - \$125,000                           | 17 | 12.98%     | 95.46%  | 95.42%   | 96.02%  | 100.82% | 0.00%   |
| \$125,001 - \$150,000                          | 7  | 5.34%      | 100.00% | 0.00%    | 100.00% | 99.03%  | 0.00%   |
| \$150,001 - \$200,000                          | 32 | 24.43%     | 100.00% | 0.00%    | 100.00% | 97.90%  | 96.92%  |
| \$200,001 - \$275,000                          | 32 | 24.43%     | 100.00% | 97.62%   | 100.00% | 100.00% | 0.00%   |
| \$275,001 - \$375,000                          | 17 | 12.98%     | 100.00% | 91.55%   | 100.00% | 98.97%  | 103.13% |
| \$375,001 and up                               | 15 | 11.45%     | 100.00% | 95.45%   | 98.91%  | 100.00% | 100.00% |
| Median Sold/List Ratio                         |    | 100.00%    |         | 95.42%   | 100.00% | 100.00% | 100.00% |
| Total Closed Units                             |    | 131        | 100%    | 16       | 77      | 34      | 4       |
| Total Closed Volume                            |    | 27,256,306 |         | 2.36M    | 14.75M  | 8.69M   | 1.45M   |

# January 2021

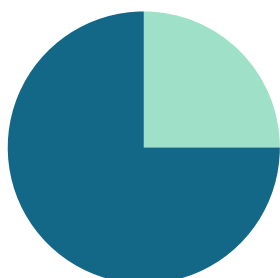
Area Delimited by County Of Wagoner



## MARKET SUMMARY

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

### INVENTORY

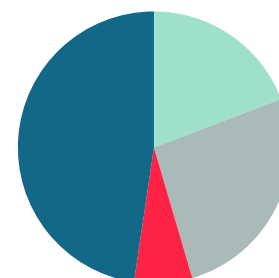


**Inventory**  
 New Listings  
**160 = 25.00%**  
 Start Inventory  
**480**  
 Total Inventory Units  
**640**  
 Volume  
**\$171,887,755**

### Market Activity

Closed Sales  
**131 = 19.21%**  
 Pending Sales  
**179 = 26.25%**  
 Other Off Market  
**47 = 6.89%**  
 Active Inventory  
**325 = 47.65%**

### MARKET ACTIVITY



| Compared Metrics                              | January |         |         | Year to Date |         |         |
|---|---------|---------|---------|--------------|---------|---------|
|   | 2020    | 2021    | +/-%    | 2020         | 2021    | +/-%    |
| Closed Sales                                  | 94      | 131     | 39.36%  | 94           | 131     | 39.36%  |
| Pending Sales                                 | 127     | 179     | 40.94%  | 127          | 179     | 40.94%  |
| New Listings                                  | 231     | 160     | -30.74% | 231          | 160     | -30.74% |
| Median List Price                             | 159,900 | 199,000 | 24.45%  | 159,900      | 199,000 | 24.45%  |
| Median Sale Price                             | 156,653 | 199,000 | 27.03%  | 156,653      | 199,000 | 27.03%  |
| Median Percent of Selling Price to List Price | 99.63%  | 100.00% | 0.37%   | 99.63%       | 100.00% | 0.37%   |
| Median Days on Market to Sale                 | 33.00   | 6.00    | -81.82% | 33.00        | 6.00    | -81.82% |
| Monthly Inventory                             | 756     | 325     | -57.01% | 756          | 325     | -57.01% |
| Months Supply of Inventory                    | 5.47    | 2.03    | -62.93% | 5.47         | 2.03    | -62.93% |

**Absorption:** Last 12 months, an Average of **160** Sales/Month

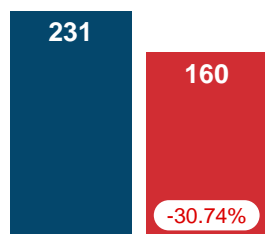
**Inventory** on January 31, 2021 = **325**

**2020** **2021**

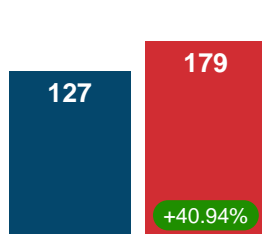
### JANUARY MARKET

### MEDIAN PRICES

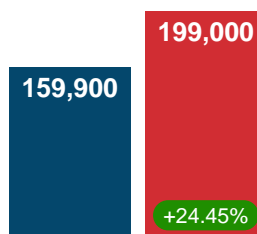
#### New Listings



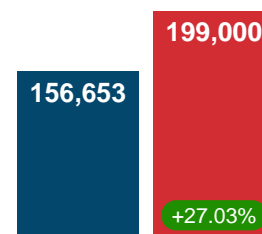
#### Pending Listings



#### List Price



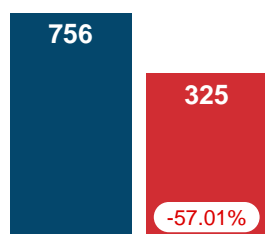
#### Sale Price



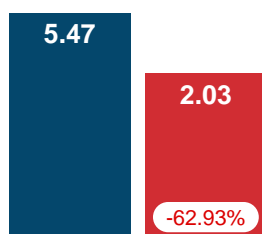
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

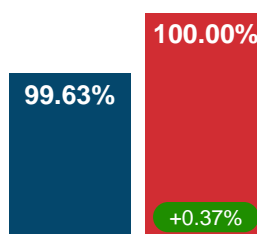
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

