

My Year-End 2020 Real Estate Market Analysis is now complete.  
2020 will require some additional explanation. I will recap my recap.

Our HIGH point over the last 20 years WAS in 2006 with:

- \$215 Million in real estate property sales
- 5,138 properties were available FOR SALE
- 1,574 properties were SOLD

Our new HIGH point is NOW 2020:

- \$377 Million in real estate property sales – UP 79% over 2019 (which was also a very good year)
- 1,666 properties were SOLD - UP 43% over 2019
- Big Mover – Luxury Homes (over \$500,000) UP 160% in dollar sales, UP 141% in number of sales
- Big Mover – Waterfront Homes UP 115% in dollar sales
- Big Mover – Cash Sales UP 131%

I have posted the updated detailed analysis at my SlideShare account ([www.SlideShare.net/JeffSavage01](http://www.SlideShare.net/JeffSavage01)).

To briefly REVIEW the Year-End 2020 results, let me give you a few quick insights:

- TOTAL Dollars Spent on Real Estate was UP 79% from last year (2019)
- TOTAL Dollars Spent on Real Estate was \$377 Million
- TOTAL number of PROPERTIES of all types sold is UP 43% to 1,666
- Dollars spent on HOMES is UP 82% to \$324 Million
- Number of HOMES sold is UP 40%
- Dollars spent on WATERFRONT HOMES is UP 115% at \$172 Million
- Dollars spent on LUXURY HOMES (\$500,000+) is UP 160% to \$101 Million
- Number of LUXURY HOMES sold is UP 141%
- Dollars spent on WATERFRONT LOTS is UP 36% to \$6.6 Million
- Dollars spent on FARMS is UP 97% to \$21 Million
- Conventional Financing is UP 70% to \$157 Million
- Conventional Financing LOANS is UP 45%
- Cash Financing is UP 131% to \$125 Million

- Dollars spent on Grove Area Real Estate is UP 70% to \$199 Million
- South Counties Real Estate is UP 118% to \$120 Million

If you would like a one-page recap showing about 20 categories broken down to SOLD \$s, # SOLD, Average Price and %age of market, let me know and I will send it to you.

Based on information from the Northeast Oklahoma Board of Realtors® for the period January 1, 2020 through December 31, 2020.

Thanks to all of my buyers, sellers and friends, 2020 was a wonderful year in real estate. I couldn't have done it without you!

See me for your Real Estate needs.

**2020**  
**Statistical Market Analysis**  
**Fourth Quarter**

Property Type	SOLD Dollars	# Sold	Avg Price	%-age Total	SOLD Dollars Difference 2020-vs-19	%-age Change \$ 2020-vs-19	Difference Num Sold 2020-vs-19	%-age Change # 2020-vs-19
COMBINED	\$376,914,290	1666	\$226,239	100.0%	\$166,371,804	79.0%	502	43.1%
Residential	\$323,575,672	1345	\$240,577	85.8%	\$145,953,203	82.2%	385	40.1%
Residential - WF	\$171,856,601	389	\$441,791	45.6%	\$91,873,926	114.9%	170	77.6%
Residential - NWF	\$151,719,071	956	\$158,702	40.3%	\$54,079,277	55.4%	215	29.0%
Residential - Luxury Home	\$101,198,616	130	\$778,451	26.8%	\$62,346,041	160.5%	76	140.7%
Land & Lots	\$23,652,088	204	\$115,942	6.3%	\$11,551,137	95.5%	97	90.7%
Land & Lots - WF	\$6,569,150	39	\$168,440	1.7%	\$1,746,227	36.2%	9	30.0%
Condos	\$28,400,792	139	\$204,322	7.5%	\$14,034,192	97.7%	65	87.8%
Farm & Ranch	\$20,763,230	61	\$340,381	5.5%	\$10,145,605	95.6%	18	41.9%
Commercial/Industrial	\$7,006,900	43	\$162,951	1.9%	-\$1,717,541	-19.7%	-4	-8.5%
FINANCING - Residential	\$323,575,672	1345	\$240,577	100.0%	\$145,953,203	82.2%	385	40.1%
CONV-Res	\$156,706,575	585	\$267,874	48.4%	\$64,440,321	69.8%	182	45.2%
CASH-Res	\$125,042,095	505	\$247,608	38.6%	\$70,986,698	131.3%	190	60.3%
OTHER-Res	\$13,454,400	78	\$172,492	4.2%	\$6,510,376	93.8%	18	30.0%
FHA-Res	\$15,637,894	122	\$128,179	4.8%	\$1,958,129	14.3%	4	3.4%
VA-Res	\$12,734,708	55	\$231,540	3.9%	\$2,057,679	19.3%	-9	-14.1%
Grove Area	\$198,694,522	813	\$244,397	52.7%	\$81,885,994	70.1%	266	48.6%
South Counties	\$119,721,481	423	\$283,030	31.8%	\$64,799,606	118.0%	166	64.6%