

## February 2021



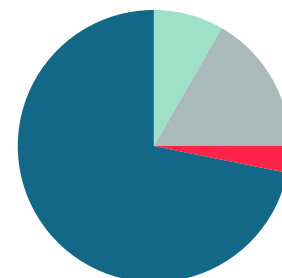
Area Delimited by Counties Carter, Love, Murray



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	59	52	-11.86%
Pending Listings	72	104	44.44%
New Listings	80	98	22.50%
Average List Price	172,464	166,256	-3.60%
Average Sale Price	161,556	155,734	-3.60%
Average Percent of Selling Price to List Price	90.60%	94.57%	4.38%
Average Days on Market to Sale	153.22	28.50	-81.40%
End of Month Inventory	370	449	21.35%
Months Supply of Inventory	4.63	5.53	19.48%



■ Closed (8.32%)  
■ Pending (16.64%)  
■ Other OffMarket (3.20%)  
■ Active (71.84%)

**Absorption:** Last 12 months, an Average of **81** Sales/Month  
**Active Inventory** as of February 28, 2021 = **449**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2021 rose **21.35%** to 449 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **5.53** 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 **3.60%** in February 2021 to \$155,734 versus the previous year at \$161,556.

##### Average Days on Market Shortens

The average number of **28.50** days that homes spent on the market before selling decreased by 124.72 days or **81.40%** in February 2021 compared to last year's same month at **153.22** DOM.

##### Sales Success for February 2021 is Positive

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

There were 98 New Listings in February 2021, up **22.50%** from last year at 80. Furthermore, there were 52 Closed Listings this month versus last year at 59, a **-11.86%** decrease.

Closed versus Listed trends yielded a **53.1%** ratio, down from previous year's, February 2020, at **73.8%**, a **28.05%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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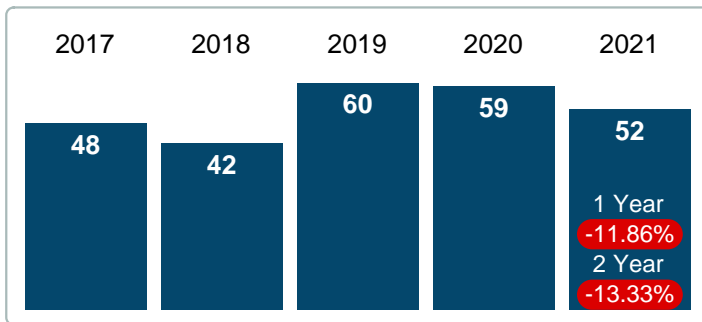
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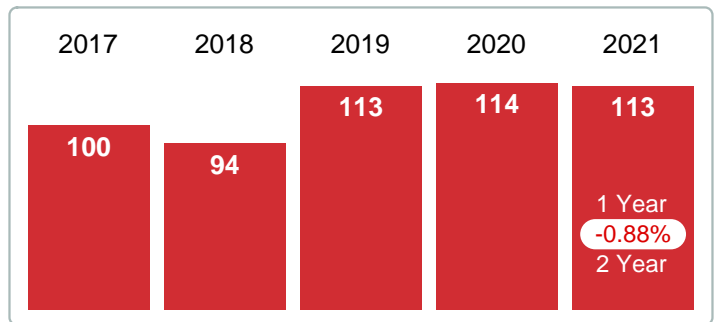
## CLOSED LISTINGS

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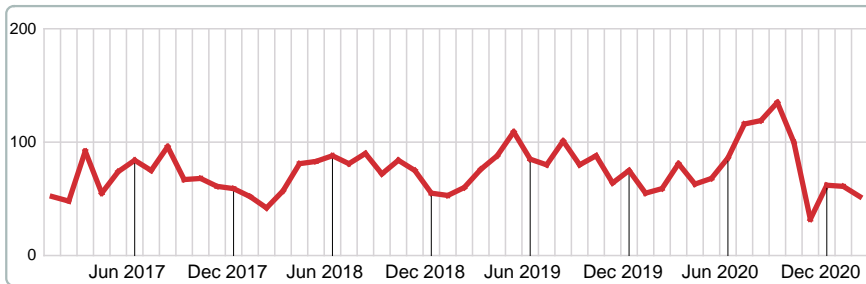
### FEBRUARY



### YEAR TO DATE (YTD)

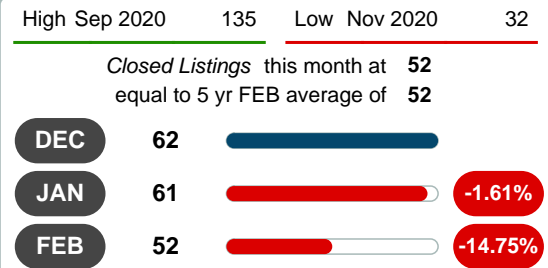


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 52



### 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	2	3.85%	9.5	1	1	0	0
\$25,001 - \$50,000	8	15.38%	23.6	4	3	0	1
\$50,001 - \$75,000	8	15.38%	36.0	1	6	1	0
\$75,001 - \$125,000	8	15.38%	24.9	2	4	2	0
\$125,001 - \$200,000	14	26.92%	32.6	1	11	1	1
\$200,001 - \$275,000	6	11.54%	44.7	1	3	2	0
\$275,001 and up	6	11.54%	10.5	3	3	0	0
<b>Total Closed Units</b>	<b>52</b>			<b>13</b>	<b>31</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,098,145</b>	<b>100%</b>	<b>28.5</b>	<b>2.59M</b>	<b>4.40M</b>	<b>931.90K</b>	<b>182.40K</b>
<b>Average Closed Price</b>	<b>\$155,734</b>			<b>\$198,888</b>	<b>\$141,881</b>	<b>\$155,317</b>	<b>\$91,200</b>

# February 2021



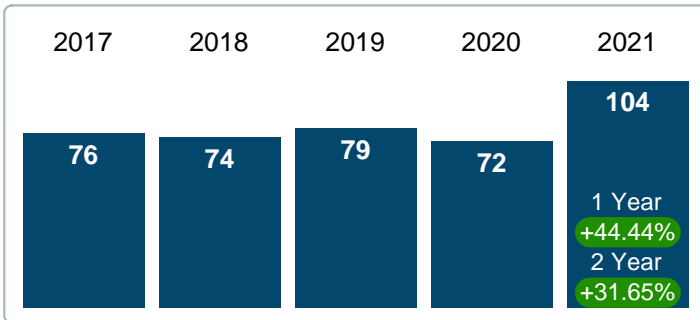
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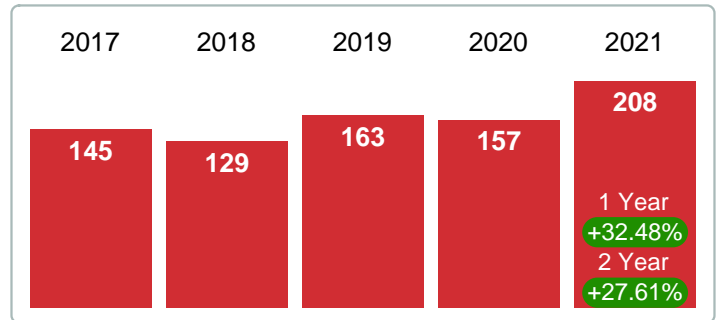
## PENDING LISTINGS

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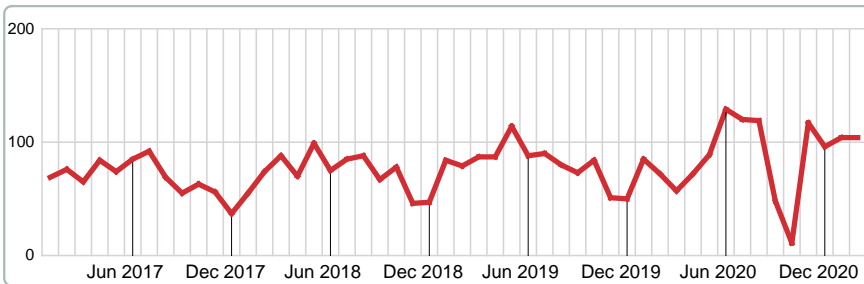
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

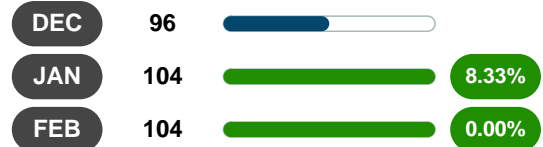


### 3 MONTHS

5 year FEB AVG = 81

High Jun 2020 129 Low Oct 2020 11

Pending Listings this month at **104**  
above the 5 yr FEB average of **81**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	9.62%	57.5	7	3	0	0
\$20,001 - \$40,000	11	10.58%	73.5	10	1	0	0
\$40,001 - \$100,000	18	17.31%	48.4	10	8	0	0
\$100,001 - \$190,000	25	24.04%	44.0	5	16	4	0
\$190,001 - \$250,000	16	15.38%	31.5	2	10	3	1
\$250,001 - \$350,000	14	13.46%	25.0	2	9	3	0
\$350,001 and up	10	9.62%	94.1	5	1	3	1
<b>Total Pending Units</b>	<b>104</b>			<b>41</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>20,817,350</b>	<b>100%</b>	<b>9.3</b>	<b>7.14M</b>	<b>8.20M</b>	<b>3.43M</b>	<b>2.05M</b>
<b>Average Listing Price</b>	<b>\$41,667</b>			<b>\$174,117</b>	<b>\$170,820</b>	<b>\$263,823</b>	<b>\$1,024,750</b>

# February 2021



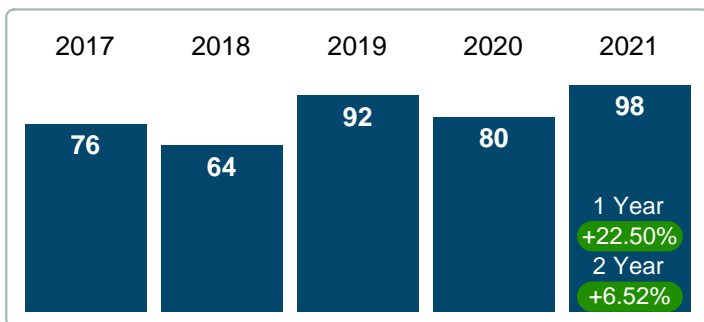
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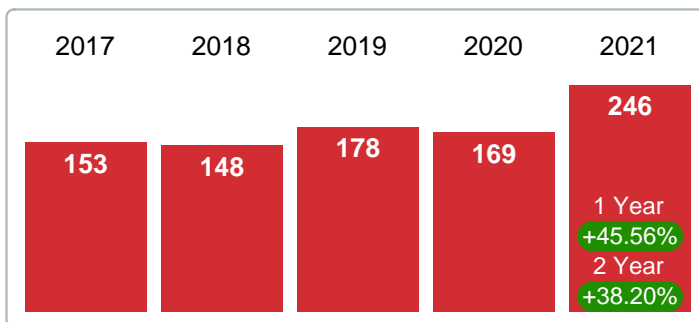
## NEW LISTINGS

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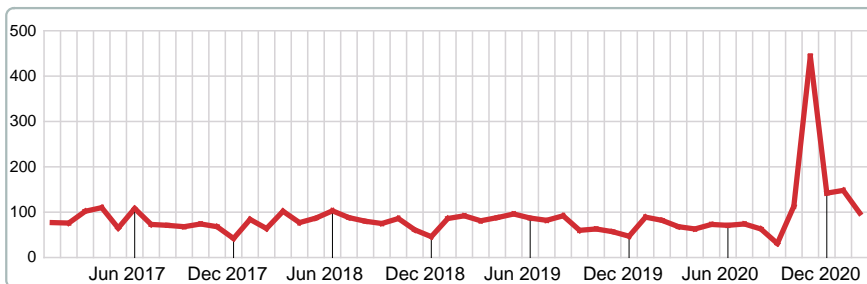
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 82

High Nov 2020 444 Low Sep 2020 31

New Listings this month at **98**  
above the 5 yr FEB average of **82**



### 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	9	9.18%	4	5	0	0
\$50,001 - \$110,000	12	12.24%	4	7	1	0
\$110,001 - \$140,000	14	14.29%	5	8	1	0
\$140,001 - \$240,000	25	25.51%	2	20	3	0
\$240,001 - \$380,000	15	15.31%	6	7	1	1
\$380,001 - \$690,000	12	12.24%	4	3	5	0
\$690,001 and up	11	11.22%	6	1	3	1
<b>Total New Listed Units</b>	<b>98</b>		<b>31</b>	<b>51</b>	<b>14</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>33,848,348</b>	<b>100%</b>	<b>14.82M</b>	<b>10.99M</b>	<b>6.64M</b>	<b>1.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$30,000</b>		<b>\$478,050</b>	<b>\$215,447</b>	<b>\$474,393</b>	<b>\$699,750</b>

# February 2021



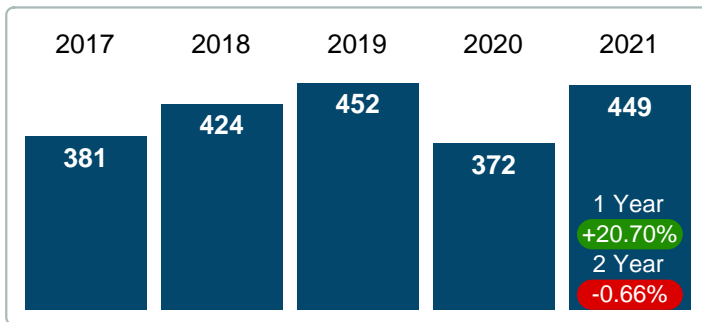
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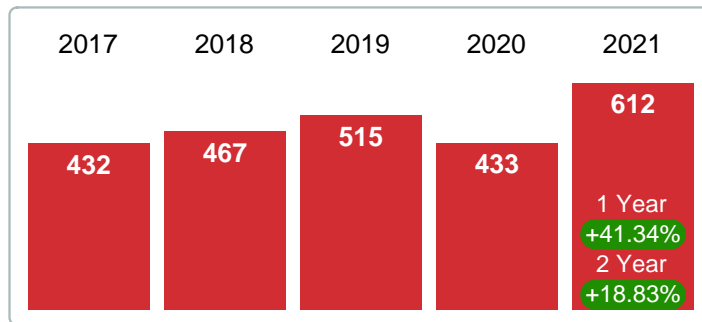
## ACTIVE INVENTORY

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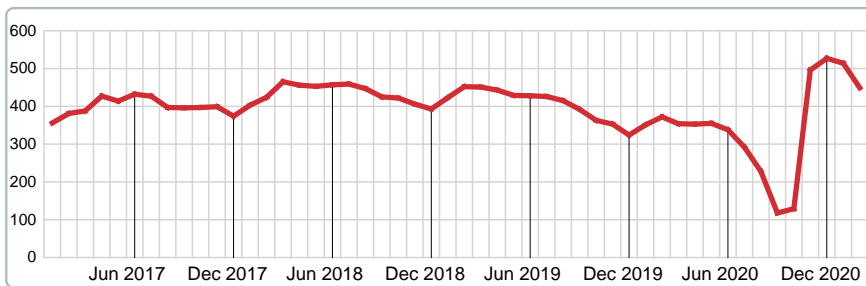
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

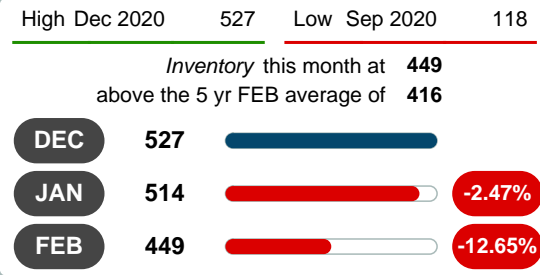


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 416



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	63	14.03%	94.2	62	1	0	0
\$25,001-\$75,000	99	22.05%	87.7	78	20	1	0
\$75,001-\$200,000	106	23.61%	69.3	49	49	7	1
\$200,001-\$375,000	77	17.15%	72.1	38	19	18	2
\$375,001-\$800,000	60	13.36%	74.6	35	7	15	3
\$800,001 and up	44	9.80%	82.5	35	3	2	4
<b>Total Active Inventory by Units</b>	<b>449</b>			<b>297</b>	<b>99</b>	<b>43</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>157,377,346</b>	<b>100%</b>	<b>79.4</b>	<b>113.96M</b>	<b>20.03M</b>	<b>15.87M</b>	<b>7.52M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$350,506</b>			<b>\$383,706</b>	<b>\$202,347</b>	<b>\$368,977</b>	<b>\$751,830</b>

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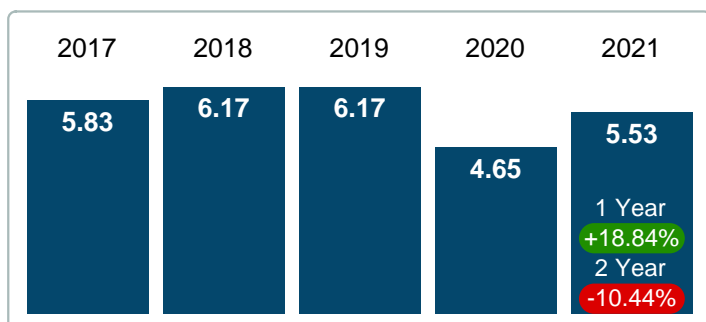
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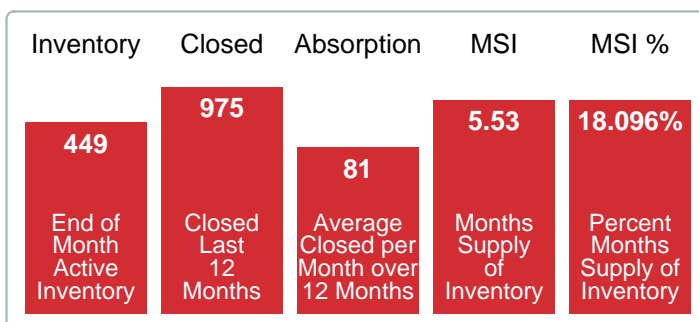
## MONTHS SUPPLY of INVENTORY (MSI)

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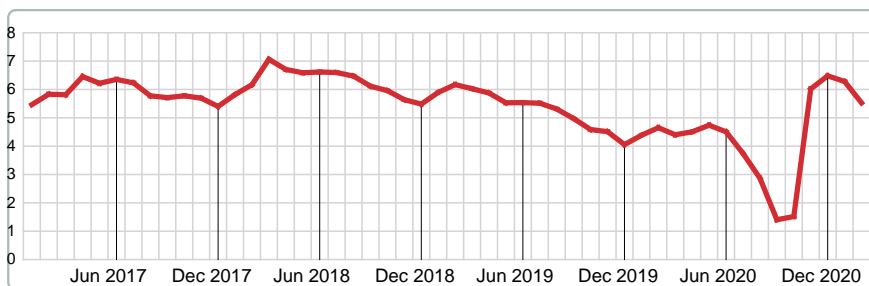
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

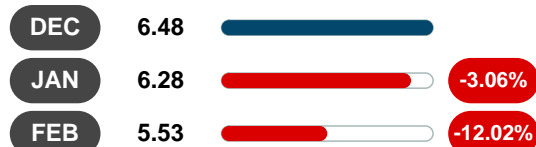


### 3 MONTHS

5 year FEB AVG = 5.67

High Mar 2018 7.06 Low Sep 2020 1.40

Months Supply this month at **5.53**  
below the 5 yr FEB average of **5.67**



### 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	16	3.56%	10.11	11.29	0.00	0.00	0.00
\$10,001 - \$40,000	84	18.71%	9.08	10.74	3.65	0.00	0.00
\$40,001 - \$80,000	67	14.92%	4.87	7.23	2.67	1.33	0.00
\$80,001 - \$220,000	112	24.94%	2.95	6.32	2.32	1.46	0.86
\$220,001 - \$380,000	67	14.92%	5.19	17.74	2.25	4.17	4.00
\$380,001 - \$800,000	59	13.14%	12.21	35.00	5.60	6.46	7.20
\$800,001 and up	44	9.80%	44.00	52.50	12.00	0.00	48.00
Market Supply of Inventory (MSI)			5.53	11.00	2.59	3.15	4.29
Total Active Inventory by Units		100%	5.53	297	99	43	10

# February 2021



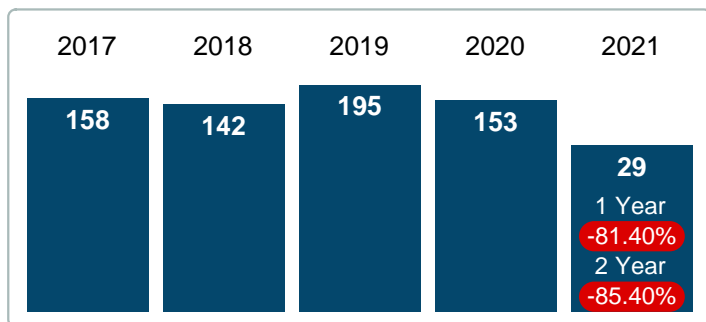
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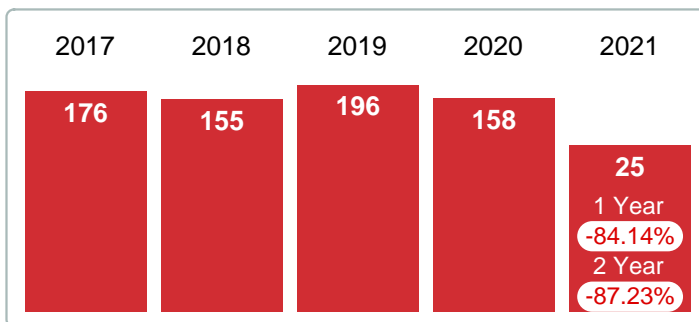
## AVERAGE DAYS ON MARKET TO SALE

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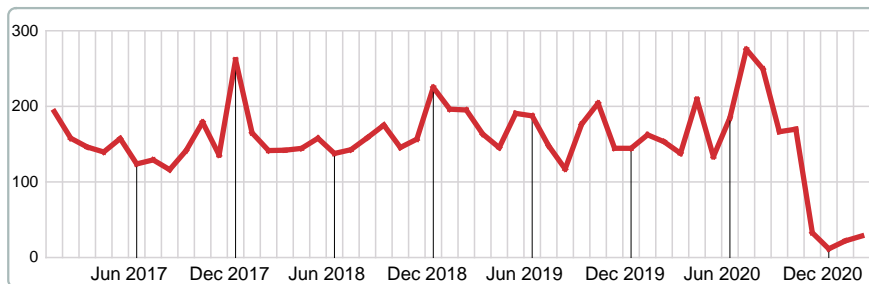
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

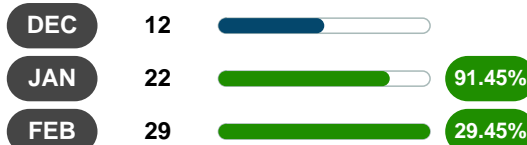


### 3 MONTHS

5 year FEB AVG = 135

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 29 below the 5 yr FEB average of 135



### 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	3.85%	10	18	1	0	0	
\$25,001 - \$50,000	15.38%	24	28	26	0	1	
\$50,001 - \$75,000	15.38%	36	43	29	72	0	
\$75,001 - \$125,000	15.38%	25	21	29	21	0	
\$125,001 - \$200,000	26.92%	33	1	30	66	57	
\$200,001 - \$275,000	11.54%	45	26	61	29	0	
\$275,001 and up	11.54%	11	7	14	0	0	
<b>Average Closed DOM</b>		<b>29</b>		<b>20</b>	<b>30</b>	<b>40</b>	<b>29</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>52</b>	<b>13</b>	<b>31</b>	<b>6</b>	<b>2</b>	
<b>Total Closed Volume</b>		<b>8,098,145</b>	<b>2.59M</b>	<b>4.40M</b>	<b>931.90K</b>	<b>182.40K</b>	

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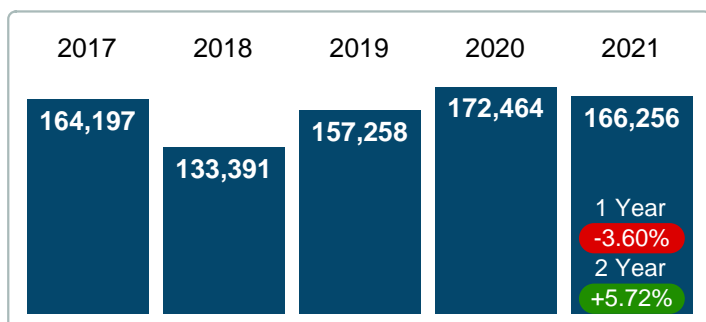
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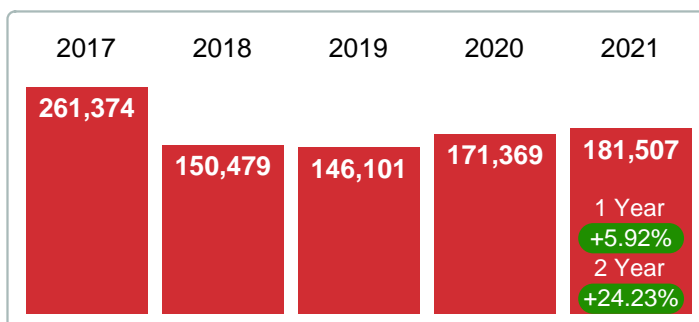
## AVERAGE LIST PRICE AT CLOSING

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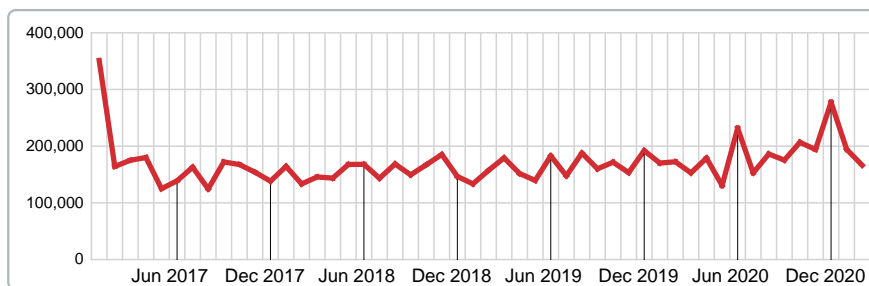
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

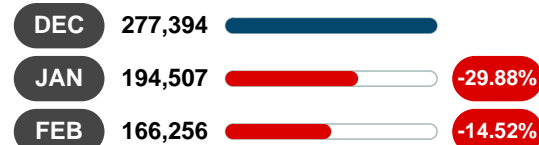


### 3 MONTHS

5 year FEB AVG = 158,713

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **166,256**  
above the 5 yr FEB average of **158,713**



### 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	3.85%	7,000	4,000	10,000	0	0
\$25,001 - \$50,000	15.38%	38,350	35,500	41,633	0	39,900
\$50,001 - \$75,000	9.62%	65,900	88,000	77,417	73,000	0
\$75,001 - \$125,000	13.46%	91,271	72,000	121,625	114,900	0
\$125,001 - \$200,000	34.62%	153,950	134,900	162,936	129,000	197,500
\$200,001 - \$275,000	7.69%	239,475	280,000	229,633	299,500	0
\$275,001 and up	15.38%	453,388	661,033	344,667	0	0
<b>Average List Price</b>		<b>166,256</b>	<b>213,538</b>	<b>148,423</b>	<b>171,800</b>	<b>118,700</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>166,256</b>	<b>13</b>	<b>31</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,645,299</b>	<b>2.78M</b>	<b>4.60M</b>	<b>1.03M</b>	<b>237.40K</b>



# February 2021



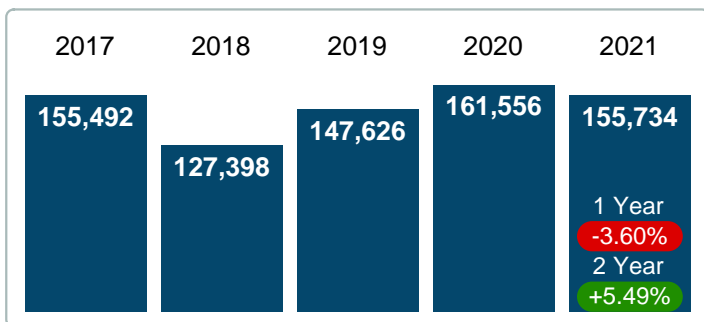
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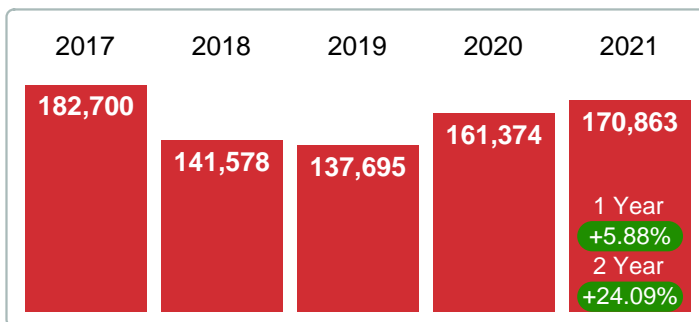
## AVERAGE SOLD PRICE AT CLOSING

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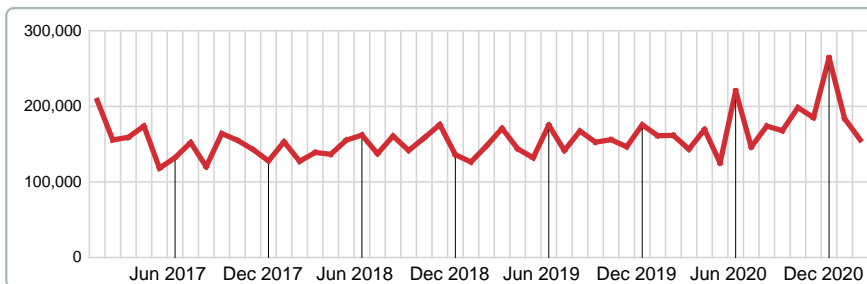
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

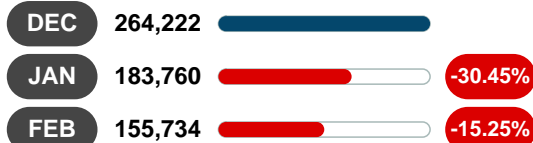


### 3 MONTHS

5 year FEB AVG = 149,561

High Dec 2020 264,222 Low May 2017 118,193

Average Sold Price at Closing this month at 155,734 above the 5 yr FEB average of 149,561



### 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	3.85%	7,000	4,000	10,000	0	0
\$25,001 - \$50,000	15.38%	35,488	30,875	40,167	0	39,900
\$50,001 - \$75,000	15.38%	64,188	68,000	62,250	72,000	0
\$75,001 - \$125,000	15.38%	106,113	86,500	117,750	102,450	0
\$125,001 - \$200,000	26.92%	153,836	134,900	159,027	127,000	142,500
\$200,001 - \$275,000	11.54%	243,667	265,000	223,000	264,000	0
\$275,001 and up	11.54%	470,358	605,715	335,000	0	0
<b>Average Sold Price</b>		<b>155,734</b>	<b>198,888</b>	<b>141,881</b>	<b>155,317</b>	<b>91,200</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>155,734</b>	<b>13</b>	<b>31</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,098,145</b>	<b>2.59M</b>	<b>4.40M</b>	<b>931.90K</b>	<b>182.40K</b>

# February 2021



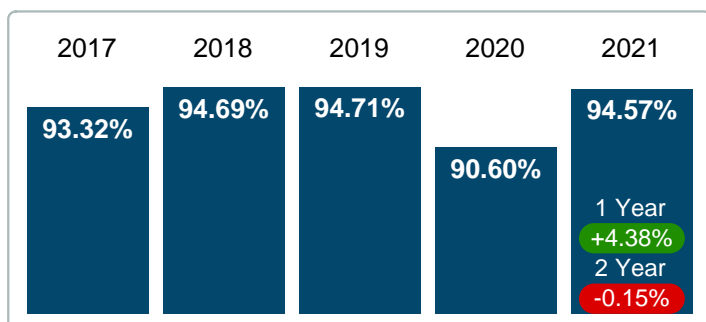
Area Delimited by Counties Carter, Love, Murray



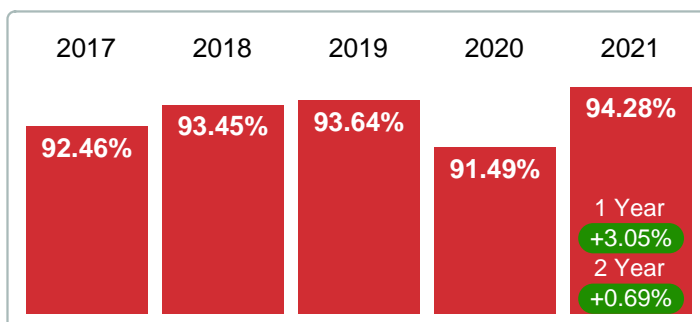
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

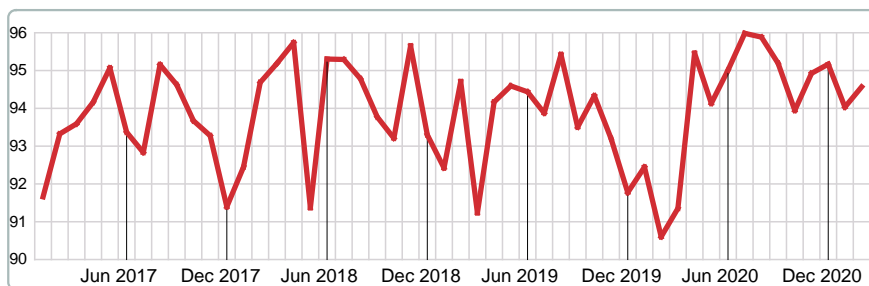
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

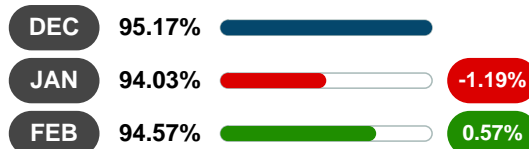


### 3 MONTHS

5 year FEB AVG = 93.58%

High Jul 2020 95.98% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **94.57%** above the 5 yr FEB average of **93.58%**



## 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	2	3.85%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$50,000	8	15.38%	92.70%	88.37%	96.03%	0.00%	100.00%
\$50,001 - \$75,000	8	15.38%	83.58%	77.27%	82.13%	98.63%	0.00%
\$75,001 - \$125,000	8	15.38%	103.26%	128.49%	97.06%	90.42%	0.00%
\$125,001 - \$200,000	14	26.92%	95.98%	100.00%	97.55%	98.45%	72.15%
\$200,001 - \$275,000	6	11.54%	94.05%	94.64%	97.05%	89.24%	0.00%
\$275,001 and up	6	11.54%	95.56%	93.68%	97.43%	0.00%	0.00%
Average Sold/List Ratio		94.60%		97.18%	94.37%	92.73%	86.08%
Total Closed Units		52	100%	13	31	6	2
Total Closed Volume		8,098,145		2.59M	4.40M	931.90K	182.40K

# February 2021



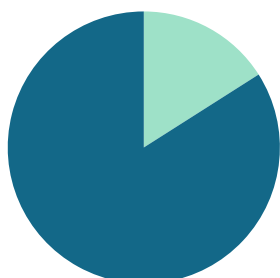
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

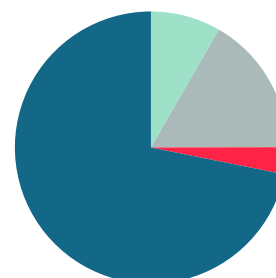


**Inventory**  
 New Listings  
**98 = 15.99%**  
 Start Inventory  
**515**  
 Total Inventory Units  
**613**  
 Volume  
**\$189,482,143**

### Market Activity

Closed Sales  
**52 = 8.32%**  
 Pending Sales  
**104 = 16.64%**  
 Other Off Market  
**20 = 3.20%**  
 Active Inventory  
**449 = 71.84%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	52	-11.86%	114	113	-0.88%
Pending Sales	72	104	44.44%	157	208	32.48%
New Listings	80	98	22.50%	169	246	45.56%
Average List Price	172,464	166,256	-3.60%	171,369	181,507	5.92%
Average Sale Price	161,556	155,734	-3.60%	161,374	170,863	5.88%
Average Percent of Selling Price to List Price	90.60%	94.57%	4.38%	91.49%	94.28%	3.05%
Average Days on Market to Sale	153.22	28.50	-81.40%	157.62	25.00	-84.14%
Monthly Inventory	370	449	21.35%	370	449	21.35%
Months Supply of Inventory	4.63	5.53	19.48%	4.63	5.53	19.48%

**Absorption:** Last 12 months, an Average of **81** Sales/Month

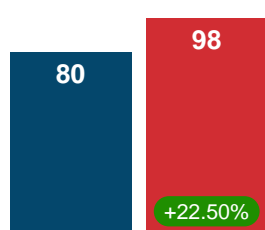
**Inventory** on February 28, 2021 = **449**

**2020** **2021**

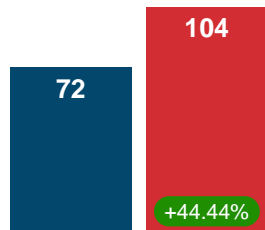
### FEBRUARY MARKET

### AVERAGE PRICES

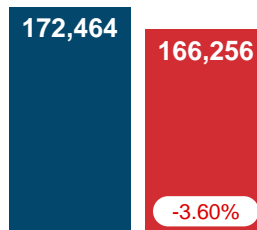
#### New Listings



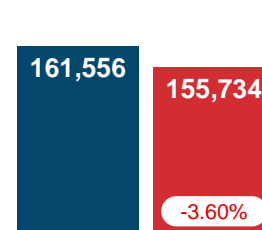
#### Pending Listings



#### List Price



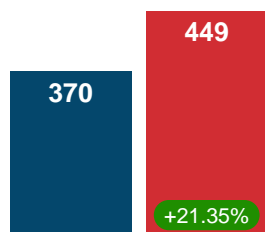
#### Sale Price



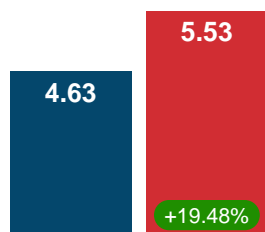
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

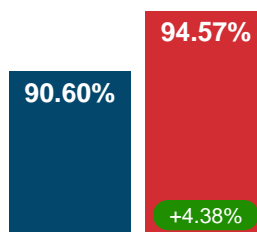
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

