

February 2021



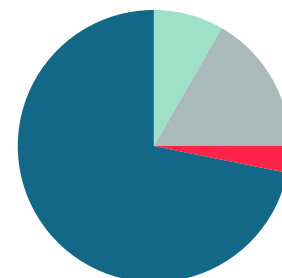
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	130,000	129,950	-0.04%
Median Sale Price	122,500	125,500	2.45%
Median Percent of Selling Price to List Price	94.66%	96.26%	1.68%
Median Days on Market to Sale	111.00	21.50	-80.63%
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.

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 **2.45%** in February 2021 to \$125,500 versus the previous year at \$122,500.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 89.50 days or **80.63%** in February 2021 compared to last year's same month at **111.00** DOM.

Sales Success for February 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 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.

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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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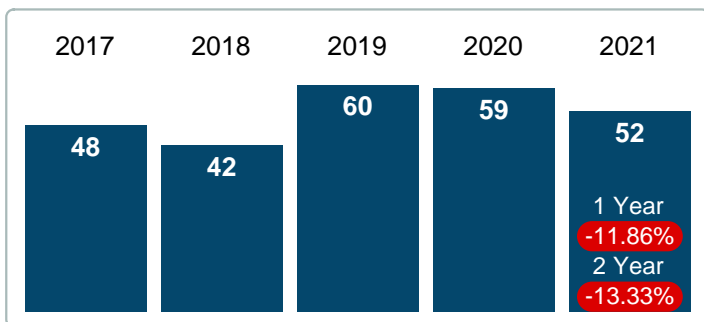
Area Delimited by Counties Carter, Love, Murray



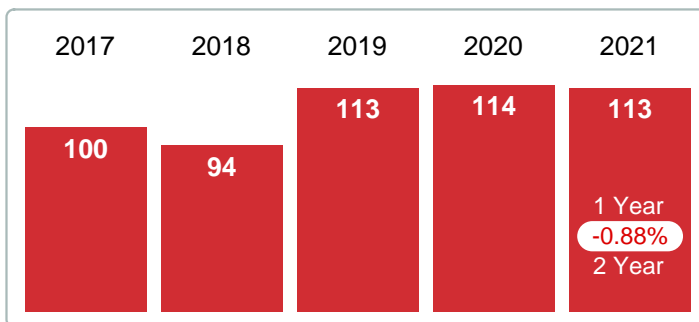
CLOSED LISTINGS

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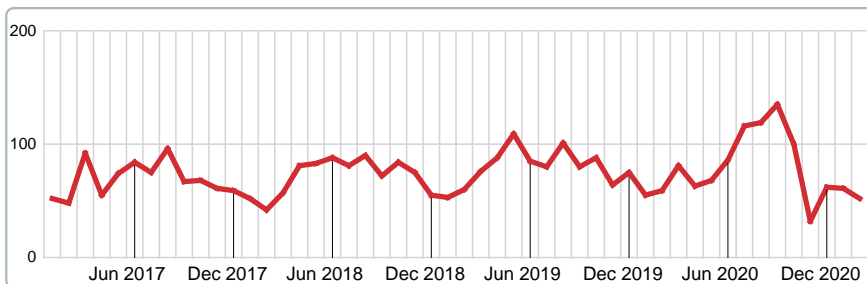
FEBRUARY



YEAR TO DATE (YTD)

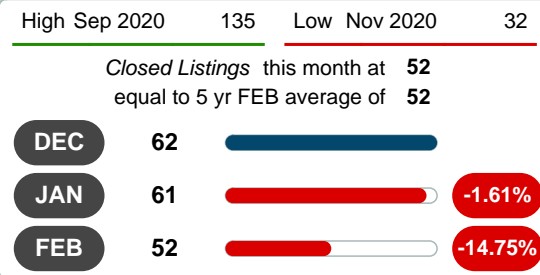


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.62%	28.0	3	2	0	0
\$30,001 - \$50,000	5	9.62%	17.0	2	2	0	1
\$50,001 - \$90,000	9	17.31%	39.0	2	6	1	0
\$90,001 - \$140,000	12	23.08%	21.0	2	7	3	0
\$140,001 - \$210,000	9	17.31%	36.0	0	8	0	1
\$210,001 - \$280,000	7	13.46%	26.0	1	4	2	0
\$280,001 and up	5	9.62%	10.0	3	2	0	0
Total Closed Units	52			13	31	6	2
Total Closed Volume	8,098,145	100%	21.5	2.59M	4.40M	931.90K	182.40K
Median Closed Price	\$125,500			\$80,000	\$130,000	\$116,000	\$91,200

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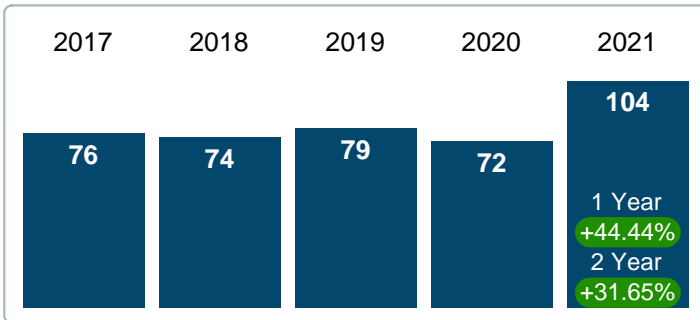
Area Delimited by Counties Carter, Love, Murray



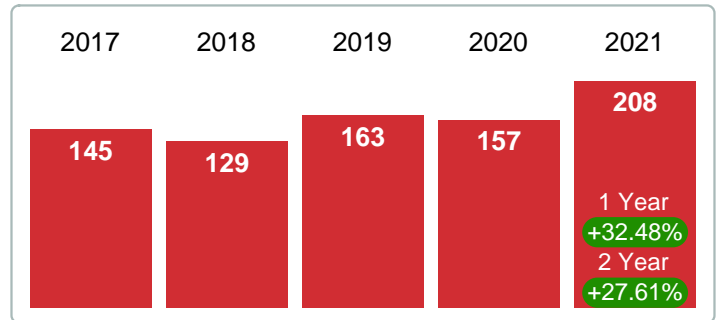
PENDING LISTINGS

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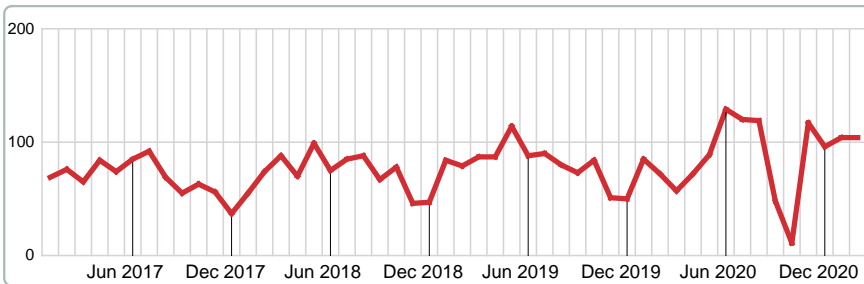
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

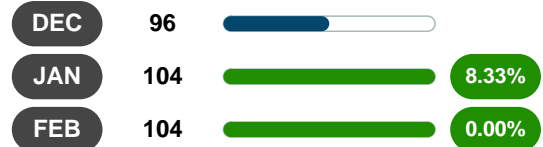


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	9.62%	76.0	7	3	0	0
\$20,001 - \$40,000	11	10.58%	85.0	10	1	0	0
\$40,001 - \$100,000	18	17.31%	36.0	10	8	0	0
\$100,001 - \$190,000	25	24.04%	32.0	5	16	4	0
\$190,001 - \$250,000	16	15.38%	13.5	2	10	3	1
\$250,001 - \$350,000	14	13.46%	7.0	2	9	3	0
\$350,001 and up	10	9.62%	92.5	5	1	3	1
Total Pending Units	104			41	48	13	2
Total Pending Volume	20,817,350	100%	37.0	7.14M	8.20M	3.43M	2.05M
Median Listing Price	\$147,000			\$59,000	\$164,000	\$239,900	\$1,024,750

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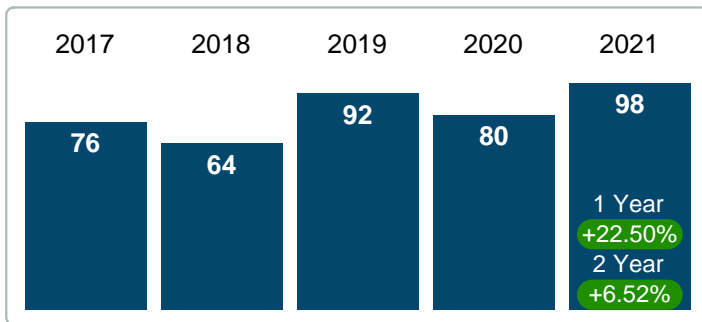
Area Delimited by Counties Carter, Love, Murray



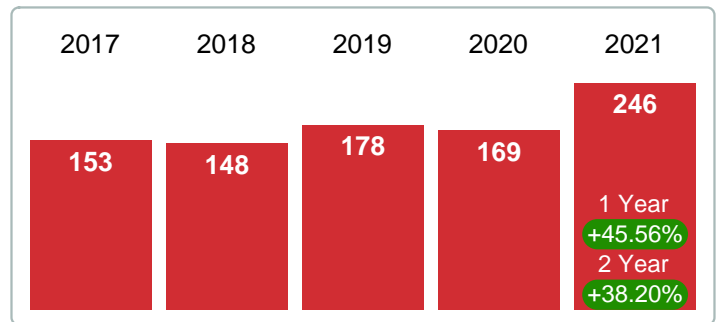
NEW LISTINGS

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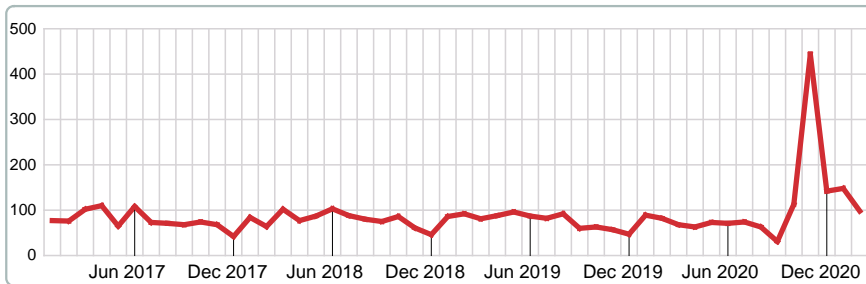
FEBRUARY



YEAR TO DATE (YTD)

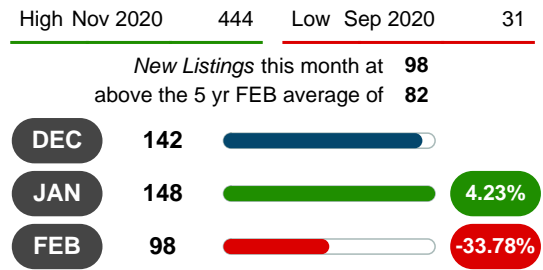


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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 - \$100,000	10	10.20%	4	5	1	0
\$100,001 - \$125,000	8	8.16%	1	7	0	0
\$125,001 - \$225,000	30	30.61%	6	20	4	0
\$225,001 - \$375,000	17	17.35%	6	10	0	1
\$375,001 - \$675,000	13	13.27%	4	3	6	0
\$675,001 and up	11	11.22%	6	1	3	1
Total New Listed Units	98		31	51	14	2
Total New Listed Volume	33,848,348	100%	14.82M	10.99M	6.64M	1.40M
Median New Listed Listing Price	\$204,500		\$250,000	\$169,900	\$399,500	\$699,750

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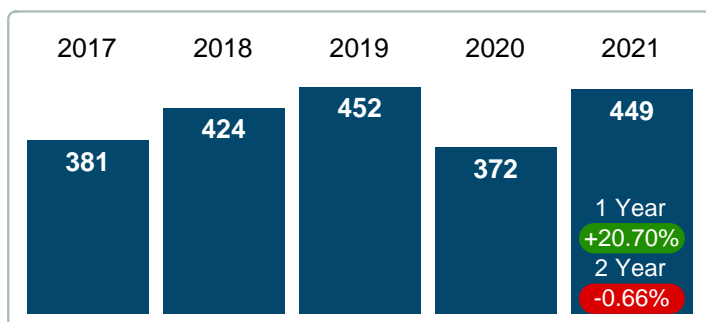
Area Delimited by Counties Carter, Love, Murray



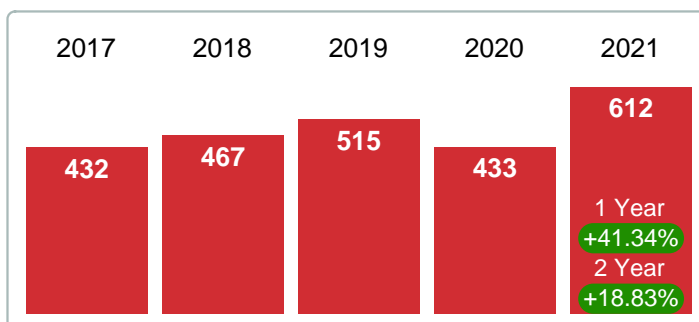
ACTIVE INVENTORY

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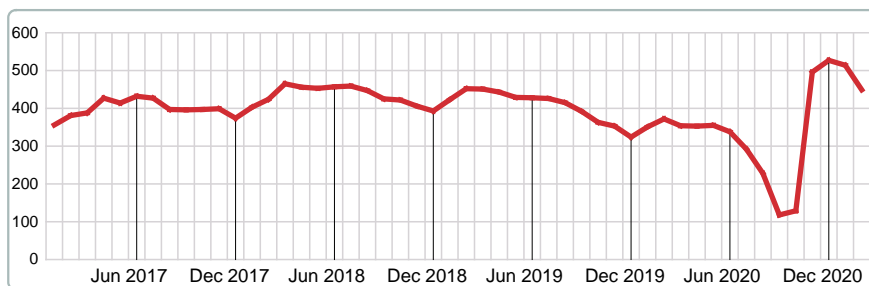
END OF FEBRUARY



ACTIVE DURING FEBRUARY

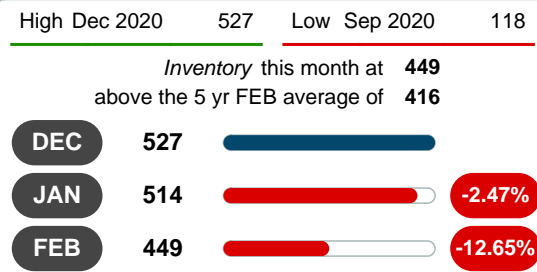


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 416



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	16	3.56%	100.0	16	0	0	0
\$10,001 - \$40,000	84	18.71%	108.0	77	7	0	0
\$40,001 - \$80,000	67	14.92%	95.0	50	16	1	0
\$80,001 - \$220,000	112	24.94%	70.0	50	51	10	1
\$220,001 - \$380,000	67	14.92%	77.0	34	15	16	2
\$380,001 - \$800,000	59	13.14%	82.0	35	7	14	3
\$800,001 and up	44	9.80%	108.0	35	3	2	4
Total Active Inventory by Units	449			297	99	43	10
Total Active Inventory by Volume	157,377,346	100%	92.0	113.96M	20.03M	15.87M	7.52M
Median Active Inventory Listing Price	\$139,900			\$94,500	\$149,900	\$282,900	\$649,750

February 2021



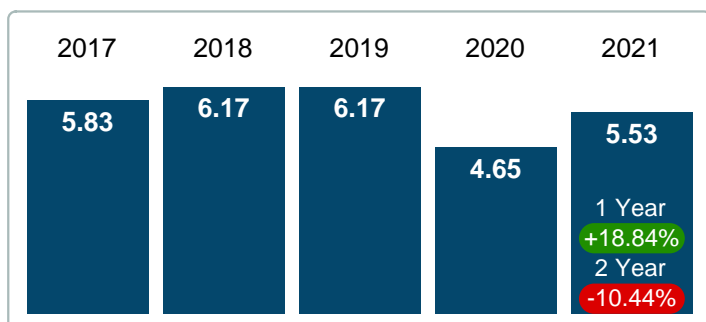
Area Delimited by Counties Carter, Love, Murray



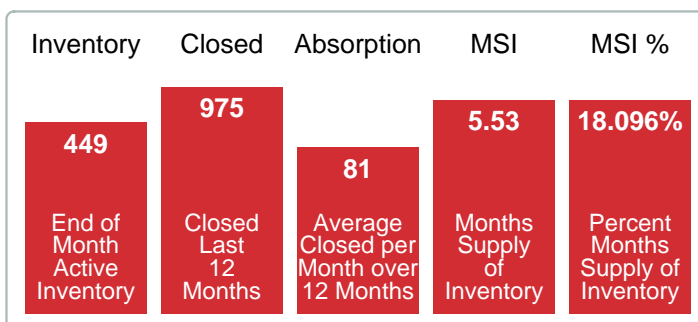
MONTHS SUPPLY of INVENTORY (MSI)

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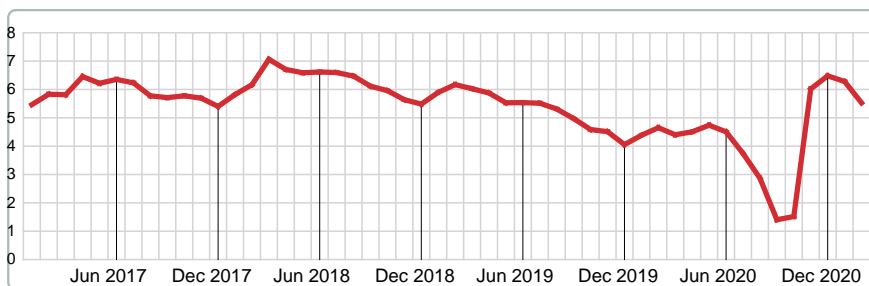
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

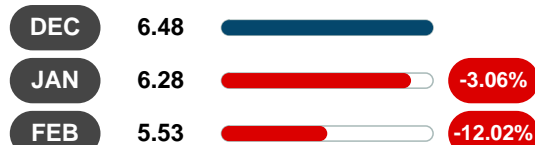


3 MONTHS

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

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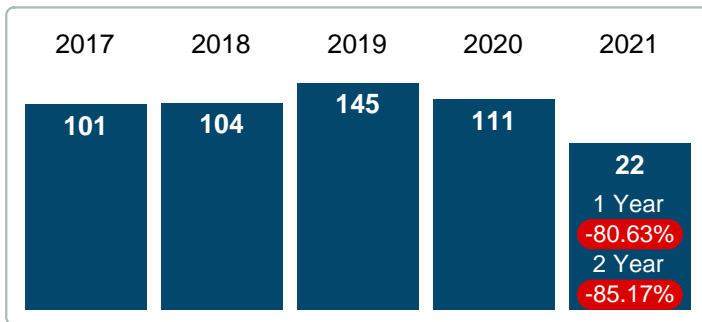
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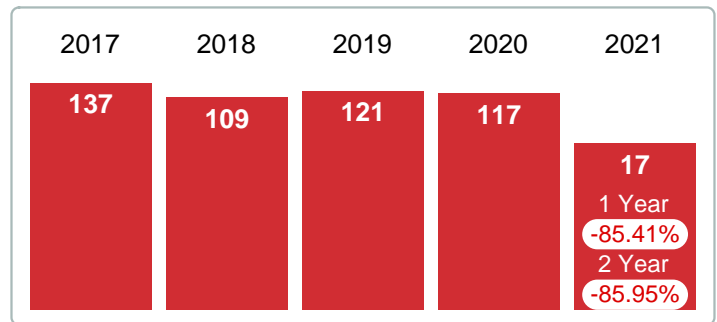
MEDIAN DAYS ON MARKET TO SALE

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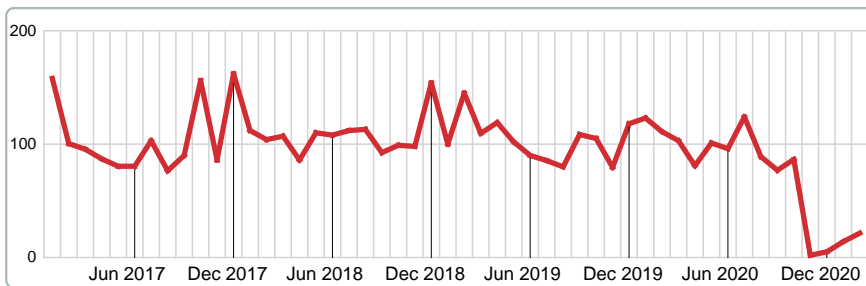
FEBRUARY



YEAR TO DATE (YTD)

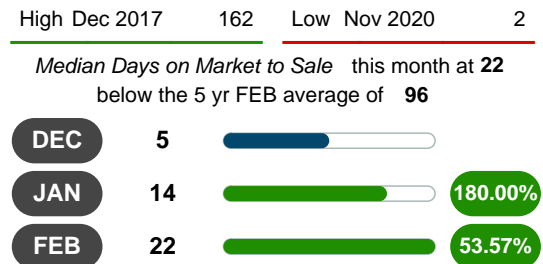


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 96



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
\$30,000 and less	9.62%	28	28	21	0	0
\$30,001 - \$50,000	9.62%	17	28	19	0	1
\$50,001 - \$90,000	17.31%	39	41	15	72	0
\$90,001 - \$140,000	23.08%	21	2	47	21	0
\$140,001 - \$210,000	17.31%	36	0	29	0	57
\$210,001 - \$280,000	13.46%	26	26	27	29	0
\$280,001 and up	9.62%	10	3	21	0	0
Median Closed DOM		22	18	22	31	29
Total Closed Units	100%	21.5	13	31	6	2
Total Closed Volume		8,098,145	2.59M	4.40M	931.90K	182.40K

February 2021



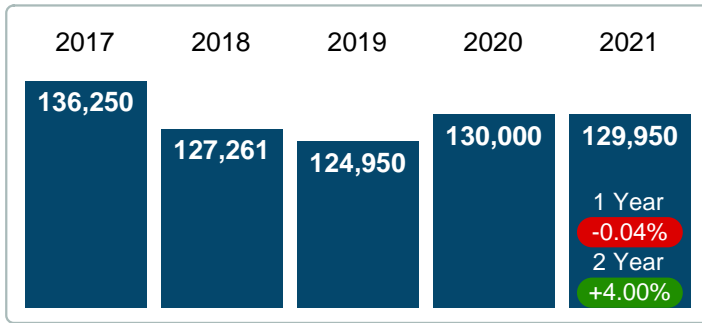
Area Delimited by Counties Carter, Love, Murray



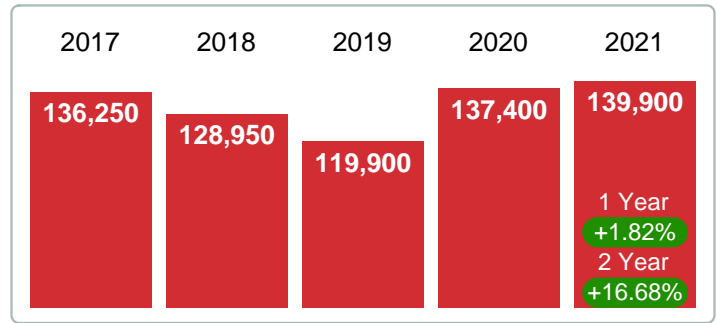
MEDIAN LIST PRICE AT CLOSING

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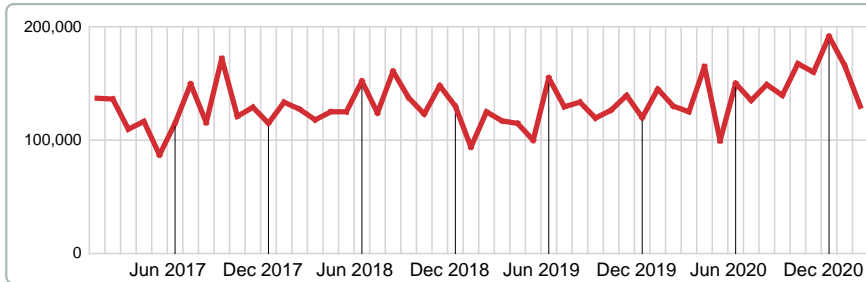
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

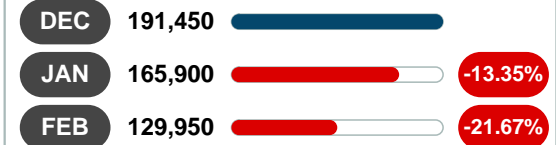


3 MONTHS

5 year FEB AVG = 129,682

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

Median List Price at Closing this month at **129,950**
above the 5 yr FEB average of **129,682**



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
\$30,000 and less	5.77%	10,000	4,000	19,950	0	0
\$30,001 - \$50,000	13.46%	39,900	32,500	47,500	0	39,900
\$50,001 - \$90,000	19.23%	79,000	88,000	77,000	73,000	0
\$90,001 - \$140,000	21.15%	129,900	134,900	130,000	129,000	0
\$140,001 - \$210,000	17.31%	169,900	0	164,950	0	197,500
\$210,001 - \$280,000	11.54%	254,000	280,000	232,000	269,000	0
\$280,001 and up	11.54%	377,000	584,100	377,000	330,000	0
Median List Price		129,950	88,000	139,900	129,450	118,700
Total Closed Units	100%	129,950	13	31	6	2
Total Closed Volume		8,645,299	2.78M	4.60M	1.03M	237.40K

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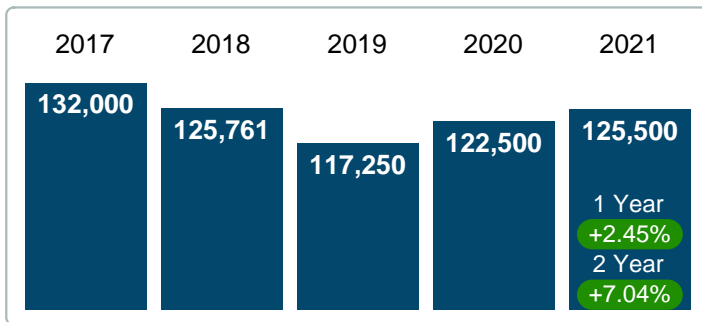
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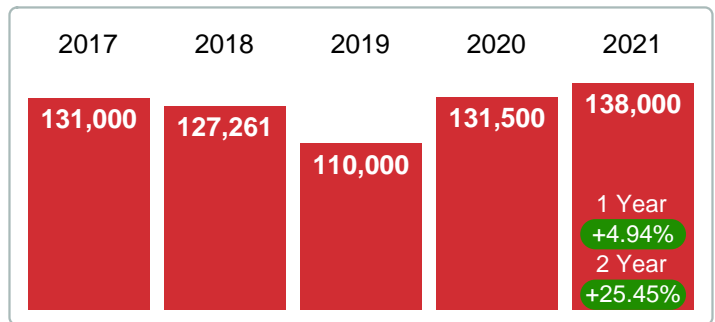
MEDIAN SOLD PRICE AT CLOSING

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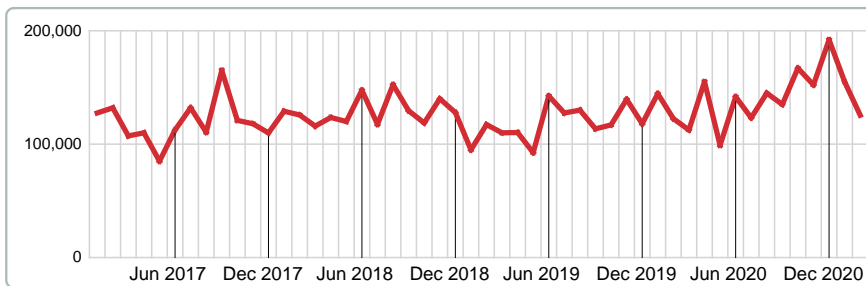
FEBRUARY



YEAR TO DATE (YTD)

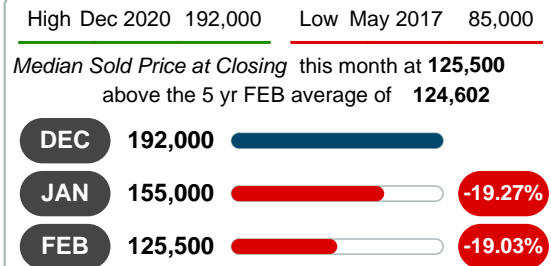


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 124,602



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
\$30,000 and less	9.62%	28,000	29,000	19,000	0	0
\$30,001 - \$50,000	9.62%	39,900	32,750	46,250	0	39,900
\$50,001 - \$90,000	17.31%	68,000	74,000	62,500	72,000	0
\$90,001 - \$140,000	23.08%	124,500	113,950	125,000	105,000	0
\$140,001 - \$210,000	17.31%	157,000	0	157,500	0	142,500
\$210,001 - \$280,000	13.46%	259,000	265,000	227,000	264,000	0
\$280,001 and up	9.62%	380,000	584,100	362,500	0	0
Median Sold Price		125,500	80,000	130,000	116,000	91,200
Total Closed Units	100%	52	13	31	6	2
Total Closed Volume		8,098,145	2.59M	4.40M	931.90K	182.40K

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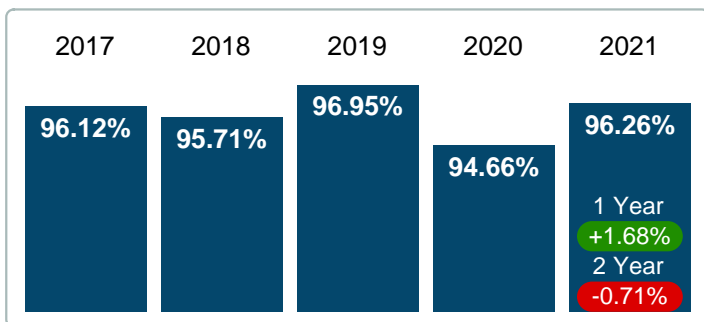
Area Delimited by Counties Carter, Love, Murray



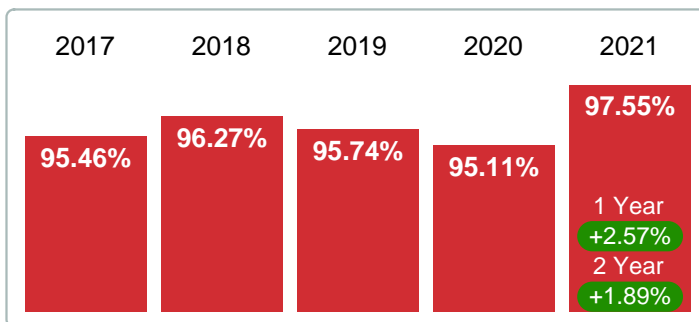
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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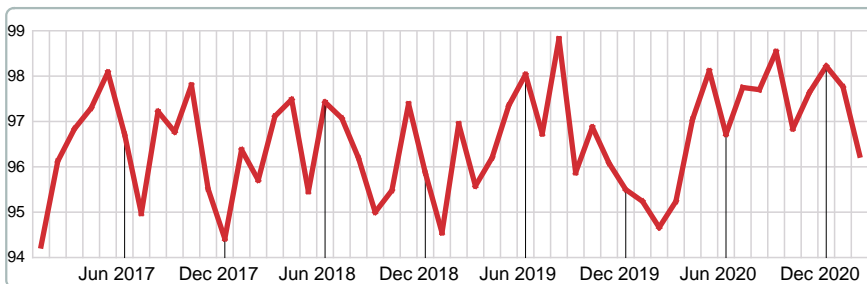
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

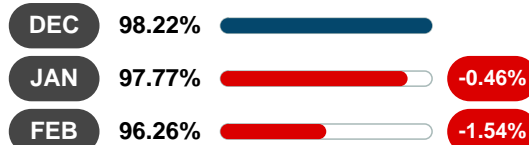


3 MONTHS

5 year FEB AVG = 95.94%

High Aug 2019 98.82% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **96.26%**
equal to 5 yr FEB average of **95.94%**



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
\$30,000 and less	5	9.62%	93.65%	90.63%	96.82%	0.00%	0.00%
\$30,001 - \$50,000	5	9.62%	100.00%	86.11%	97.22%	0.00%	100.00%
\$50,001 - \$90,000	9	17.31%	86.92%	84.09%	81.66%	98.63%	0.00%
\$90,001 - \$140,000	12	23.08%	98.63%	133.04%	97.67%	98.45%	0.00%
\$140,001 - \$210,000	9	17.31%	97.56%	0.00%	98.16%	0.00%	72.15%
\$210,001 - \$280,000	7	13.46%	95.60%	94.64%	97.80%	89.24%	0.00%
\$280,001 and up	5	9.62%	96.10%	94.66%	96.15%	0.00%	0.00%
Median Sold/List Ratio		96.26%		94.64%	96.31%	98.54%	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



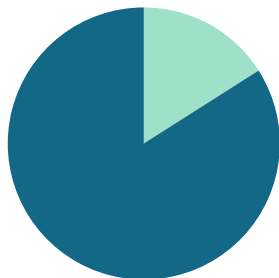
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

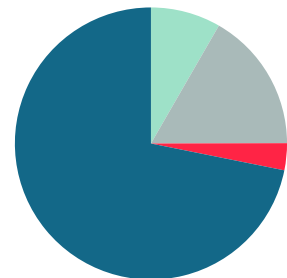


Inventory
 New Listings
98 = 15.99%
 Start Inventory
515
 Total Inventory Units
613
 Volume
\$189,482,143

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%
Median List Price	130,000	129,950	-0.04%	137,400	139,900	1.82%
Median Sale Price	122,500	125,500	2.45%	131,500	138,000	4.94%
Median Percent of Selling Price to List Price	94.66%	96.26%	1.68%	95.11%	97.55%	2.57%
Median Days on Market to Sale	111.00	21.50	-80.63%	116.50	17.00	-85.41%
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

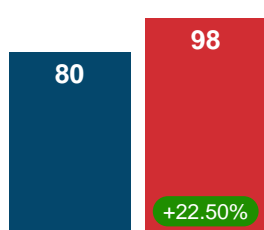
Inventory on February 28, 2021 = **449**

2020 **2021**

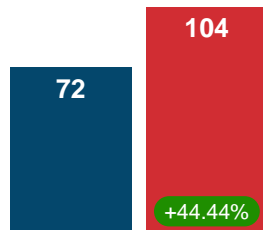
FEBRUARY MARKET

MEDIAN PRICES

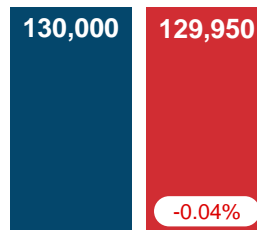
New Listings



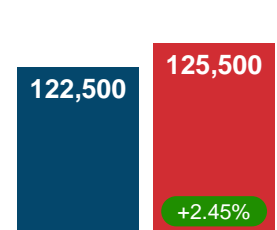
Pending Listings



List Price



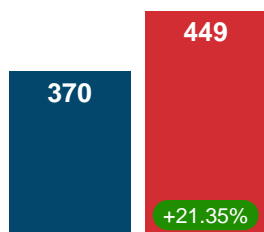
Sale Price



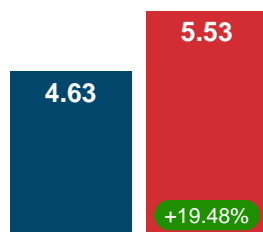
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

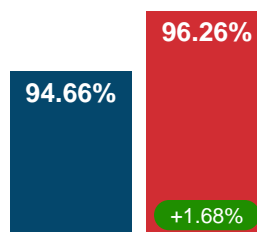
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

