

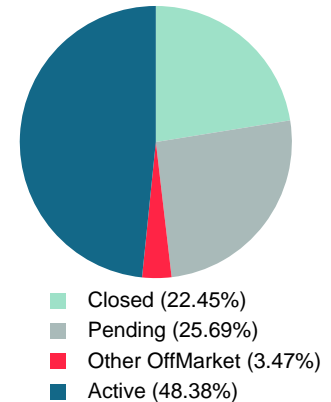
March 2021

Area Delimited by County Of Creek

**MONTHLY INVENTORY ANALYSIS**

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	81	97	19.75%
Pending Listings	91	111	21.98%
New Listings	138	136	-1.45%
Median List Price	125,000	149,900	19.92%
Median Sale Price	120,000	155,000	29.17%
Median Percent of Selling Price to List Price	97.78%	100.00%	2.27%
Median Days on Market to Sale	32.00	12.00	-62.50%
End of Month Inventory	406	209	-48.52%
Months Supply of Inventory	5.19	2.28	-56.06%



Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of March 31, 2021 = **209**

Analysis Wrap-Up**Months Supply of Inventory (MSI) Decreases**

The total housing inventory at the end of March 2021 decreased **48.52%** to 209 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **2.28** 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 **29.17%** in March 2021 to \$155,000 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 20.00 days or **62.50%** in March 2021 compared to last year's same month at **32.00** DOM.

Sales Success for March 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 136 New Listings in March 2021, down **1.45%** from last year at 138. Furthermore, there were 97 Closed Listings this month versus last year at 81, a **19.75%** increase.

Closed versus Listed trends yielded a **71.3%** ratio, up from previous year's, March 2020, at **58.7%**, a **21.51%** 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
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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

March 2021

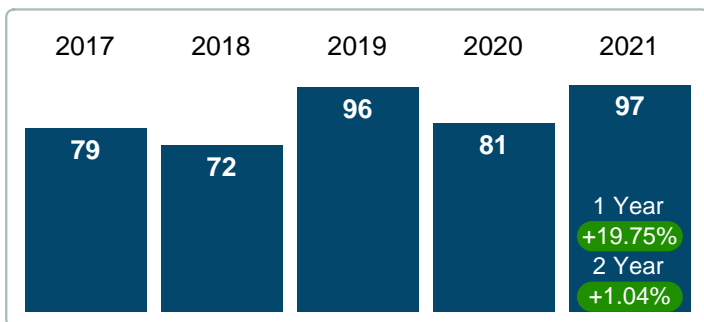
Area Delimited by County Of Creek



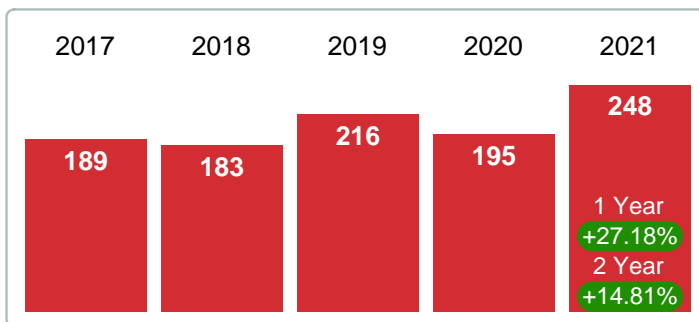
CLOSED LISTINGS

Report produced on Apr 12, 2021 for MLS Technology Inc.

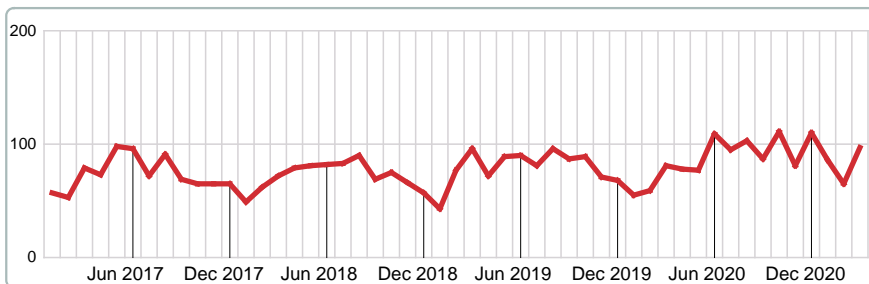
MARCH



YEAR TO DATE (YTD)

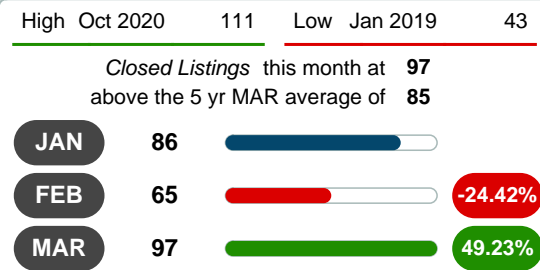


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 85



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	18	18.56%	38.5	12	5	1	0
\$50,001-\$75,000	7	7.22%	7.0	5	2	0	0
\$75,001-\$150,000	22	22.68%	13.5	9	10	3	0
\$150,001-\$200,000	27	27.84%	7.0	2	24	1	0
\$200,001-\$350,000	13	13.40%	4.0	0	9	2	2
\$350,001 and up	10	10.31%	13.0	1	3	5	1
Total Closed Units	97			29	53	12	3
Total Closed Volume	15,386,963	100%	12.0	2.47M	9.07M	2.86M	987.00K
Median Closed Price	\$155,000			\$68,900	\$163,500	\$224,000	\$297,500

March 2021



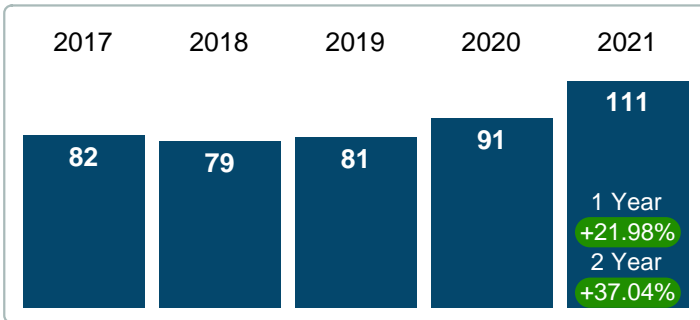
Area Delimited by County Of Creek



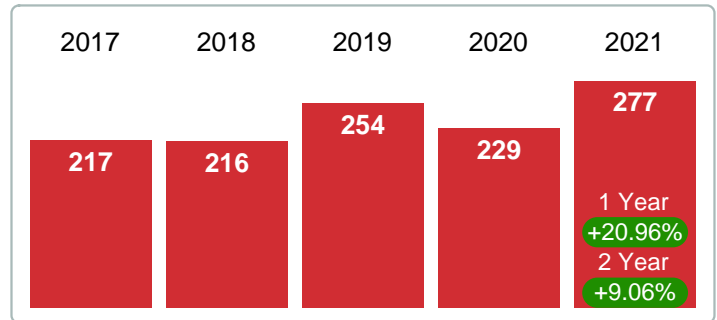
PENDING LISTINGS

Report produced on Apr 12, 2021 for MLS Technology Inc.

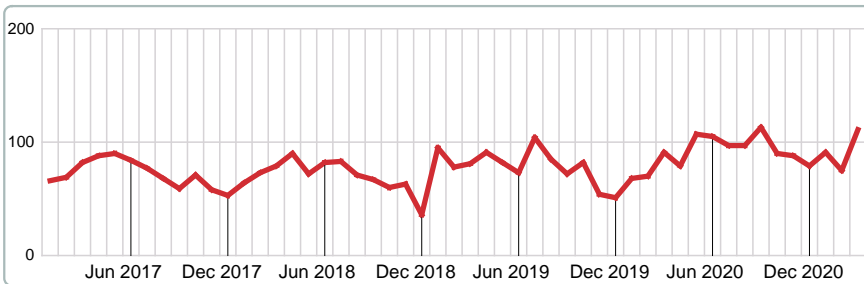
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 89

High Sep 2020 113 Low Dec 2018 36

Pending Listings this month at 111
above the 5 yr MAR average of 89



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	6	5.41%	47.5	5	1	0	0
\$25,001 - \$75,000	14	12.61%	37.0	8	5	1	0
\$75,001 - \$125,000	20	18.02%	15.5	11	7	2	0
\$125,001 - \$175,000	26	23.42%	4.0	4	20	2	0
\$175,001 - \$275,000	21	18.92%	12.0	5	11	5	0
\$275,001 - \$375,000	11	9.91%	6.0	3	2	5	1
\$375,001 and up	13	11.71%	6.0	3	4	5	1
Total Pending Units	111			39	50	20	2
Total Pending Volume	23,948,953	100%	9.0	6.53M	8.89M	7.72M	817.50K
Median Listing Price	\$159,500			\$98,500	\$155,000	\$287,450	\$408,750

March 2021

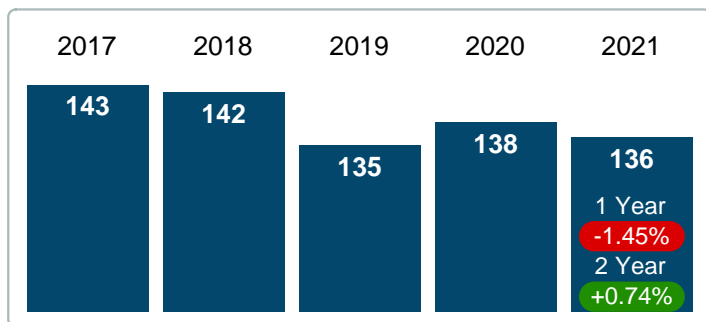
Area Delimited by County Of Creek



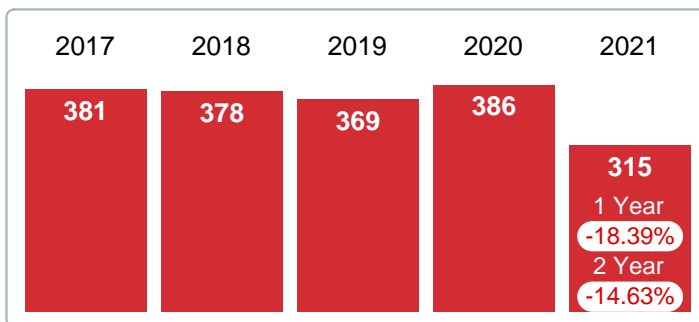
NEW LISTINGS

Report produced on Apr 12, 2021 for MLS Technology Inc.

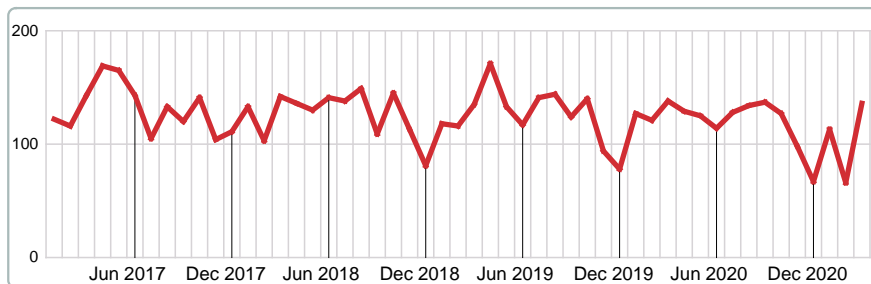
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

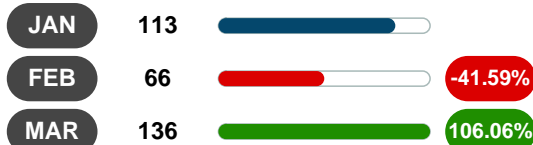


3 MONTHS

5 year MAR AVG = 139

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 136
below the 5 yr MAR average of 139



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	14	10.29%	11	3	0	0
\$25,001 - \$50,000	11	8.09%	11	0	0	0
\$50,001 - \$125,000	23	16.91%	13	8	2	0
\$125,001 - \$200,000	38	27.94%	9	25	4	0
\$200,001 - \$325,000	20	14.71%	8	10	2	0
\$325,001 - \$500,000	16	11.76%	5	4	4	3
\$500,001 and up	14	10.29%	4	1	6	3
Total New Listed Units	136		61	51	18	6
Total New Listed Volume	40,213,943	100%	18.31M	9.29M	9.50M	3.11M
Median New Listed Listing Price	\$159,500		\$84,900	\$155,000	\$339,500	\$483,750

March 2021

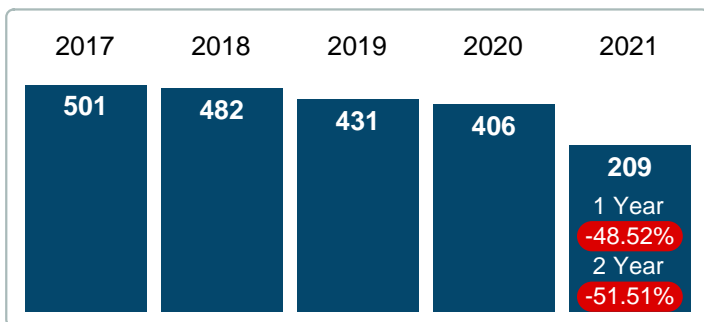
Area Delimited by County Of Creek



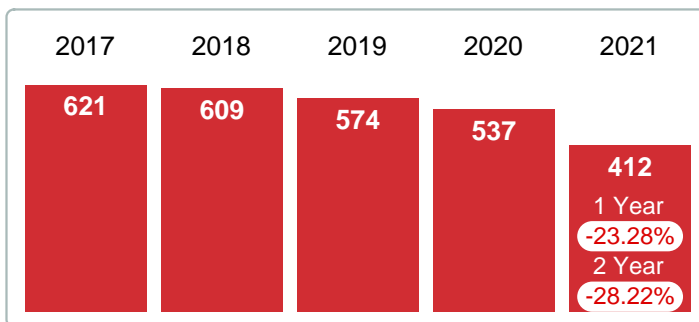
ACTIVE INVENTORY

Report produced on Apr 12, 2021 for MLS Technology Inc.

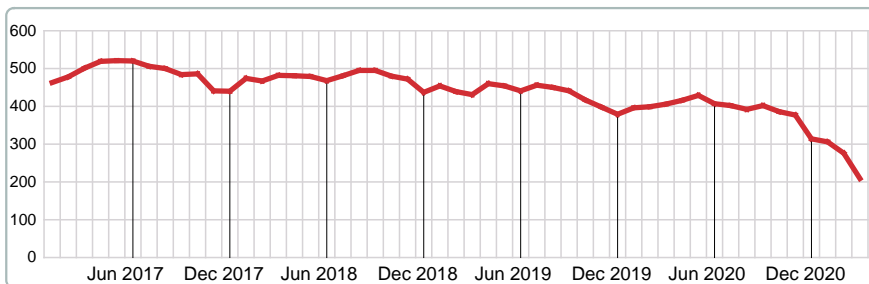
END OF MARCH



ACTIVE DURING MARCH

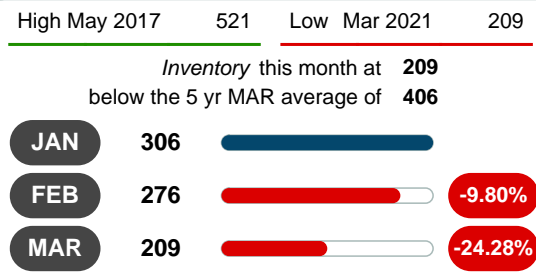


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 406



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	21	10.05%	21.0	20	1	0	0
\$30,001 - \$50,000	20	9.57%	46.5	20	0	0	0
\$50,001 - \$100,000	37	17.70%	127.0	33	3	1	0
\$100,001 - \$170,000	48	22.97%	81.5	26	20	1	1
\$170,001 - \$280,000	36	17.22%	99.0	23	11	2	0
\$280,001 - \$530,000	26	12.44%	66.5	16	3	3	4
\$530,001 and up	21	10.05%	71.0	8	2	6	5
Total Active Inventory by Units			209	146	40	13	10
Total Active Inventory by Volume			55,223,310	33.80M	7.77M	7.46M	6.19M
Median Active Inventory Listing Price			\$142,000	\$101,750	\$159,750	\$515,000	\$543,950

March 2021

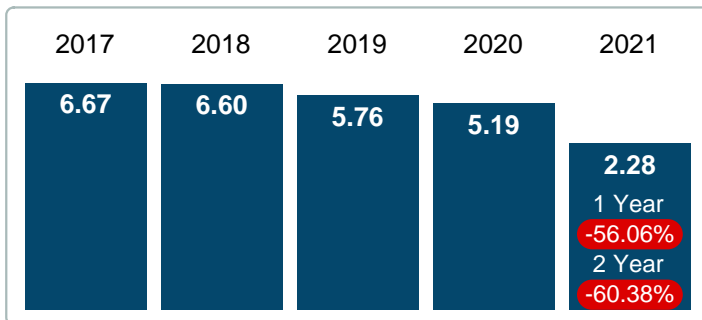
Area Delimited by County Of Creek



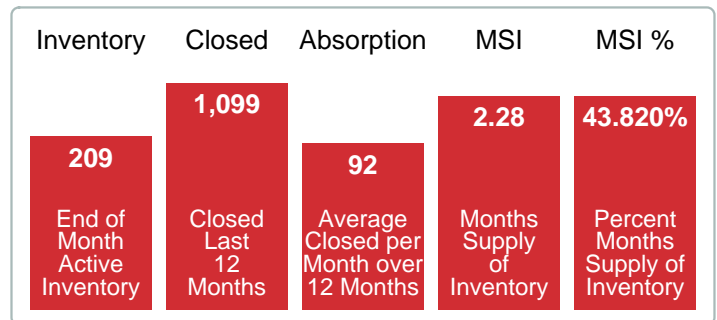
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 12, 2021 for MLS Technology Inc.

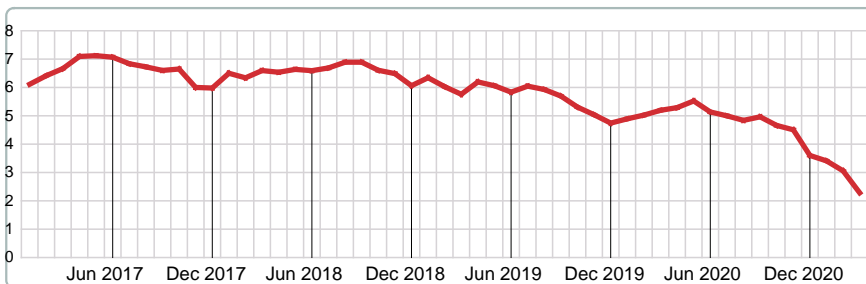
MSI FOR MARCH



INDICATORS FOR MARCH 2021

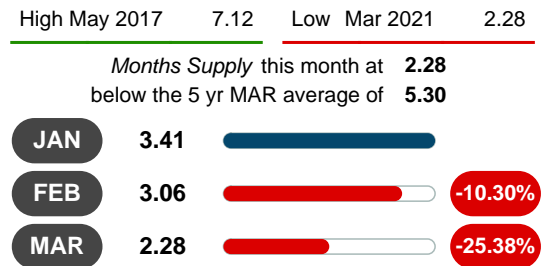


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.30



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
\$30,000 and less	21	10.05%	2.52	3.48	0.50	0.00	0.00
\$30,001 - \$50,000	20	9.57%	4.07	5.45	0.00	0.00	0.00
\$50,001 - \$100,000	37	17.70%	2.22	3.92	0.43	1.20	0.00
\$100,001 - \$170,000	48	22.97%	1.64	5.03	0.93	0.43	3.00
\$170,001 - \$280,000	36	17.22%	1.75	9.86	0.79	0.52	0.00
\$280,001 - \$530,000	26	12.44%	2.62	19.20	1.09	0.65	2.29
\$530,001 and up	21	10.05%	10.96	24.00	4.00	9.00	12.00
Market Supply of Inventory (MSI)			2.28	5.51	0.82	1.00	2.93
Total Active Inventory by Units		100%	2.28	146	40	13	10

March 2021



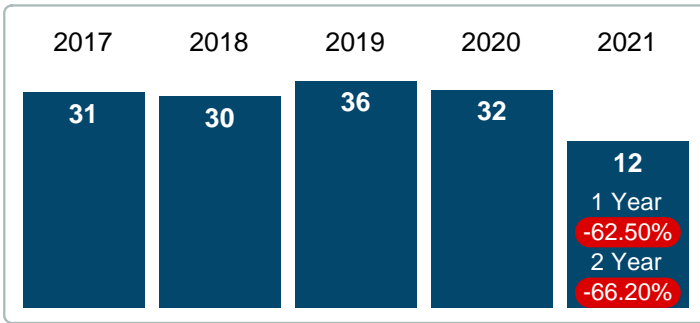
Area Delimited by County Of Creek



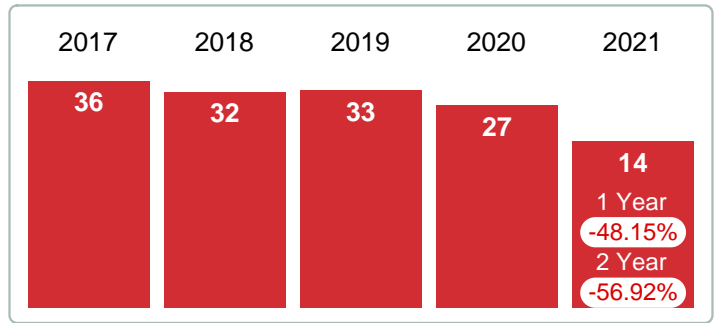
MEDIAN DAYS ON MARKET TO SALE

Report produced on Apr 12, 2021 for MLS Technology Inc.

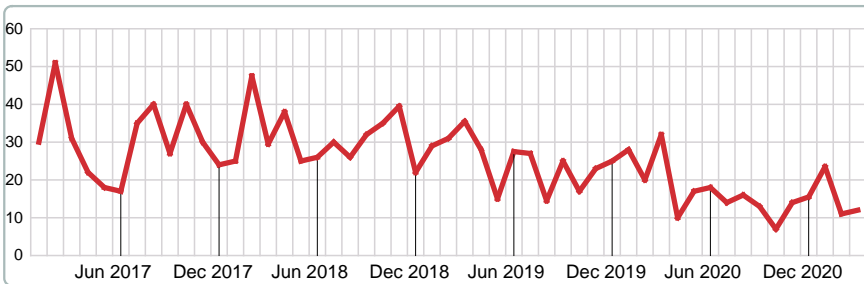
MARCH



YEAR TO DATE (YTD)

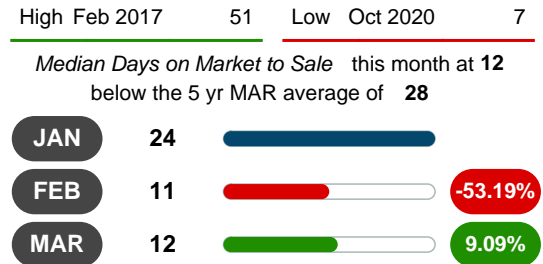


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 28



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
\$0 and less	0	0.00%	71	0	0	0	0
\$1-\$50,000	18	18.56%	39	119	11	14	0
\$50,001-\$75,000	7	7.22%	7	2	12	0	0
\$75,001-\$150,000	22	22.68%	14	18	7	11	0
\$150,001-\$200,000	27	27.84%	7	69	6	1	0
\$200,001-\$350,000	13	13.40%	4	0	3	5	64
\$350,001 and up	10	10.31%	13	1	21	12	150
Median Closed DOM	12		12.0	34	8	9	119
Total Closed Units	97	100%	12.0	29	53	12	3
Total Closed Volume	15,386,963			2.47M	9.07M	2.86M	987.00K

March 2021

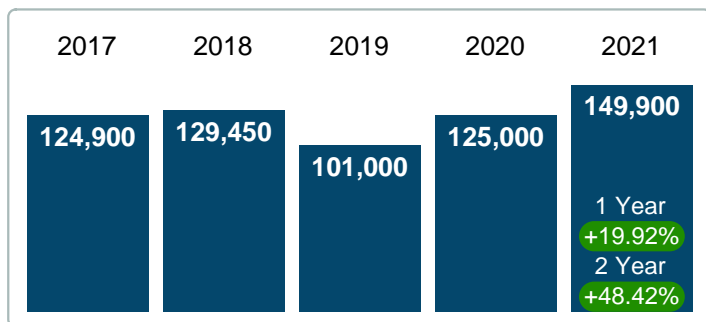
Area Delimited by County Of Creek



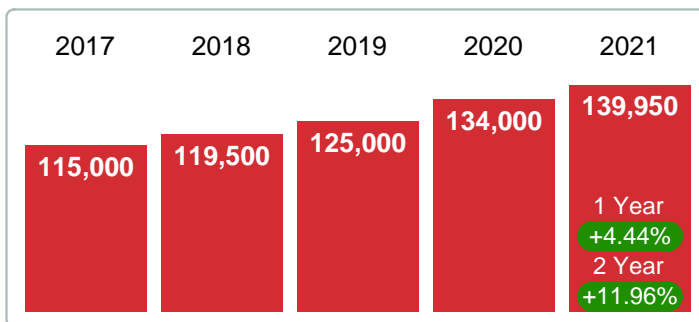
MEDIAN LIST PRICE AT CLOSING

Report produced on Apr 12, 2021 for MLS Technology Inc.

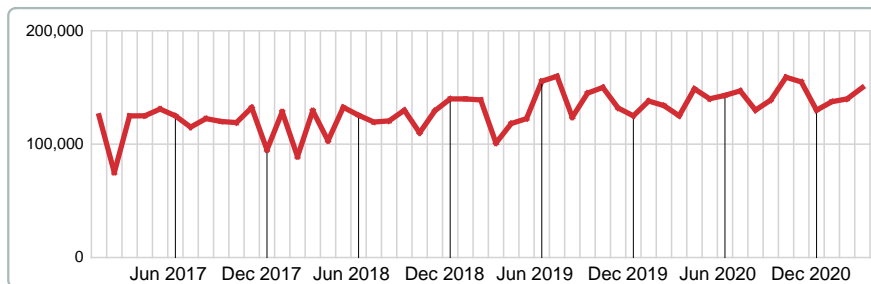
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

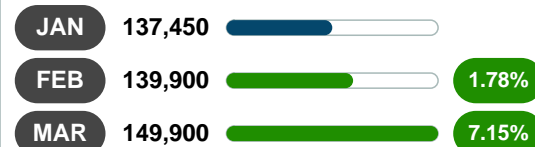


3 MONTHS

5 year MAR AVG = 126,050

High Jul 2019 159,900 Low Feb 2017 75,000

Median List Price at Closing this month at **149,900**
above the 5 yr MAR average of **126,050**



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
\$20,000 and less	9.28%	1,475	12,500	1,195	1,515	0
\$20,001 - \$60,000	11.34%	47,000	46,500	50,000	0	0
\$60,001 - \$90,000	15.46%	84,500	82,250	78,000	89,950	0
\$90,001 - \$160,000	21.65%	132,900	97,000	141,250	129,950	0
\$160,001 - \$210,000	18.56%	177,500	183,000	175,500	190,000	0
\$210,001 - \$350,000	13.40%	250,000	0	257,500	235,000	274,450
\$350,001 and up	10.31%	410,757	650,000	401,613	399,000	435,000
Median List Price		149,900	68,900	162,500	212,500	299,000
Total Closed Units	100%	149,900	29	53	12	3
Total Closed Volume		15,505,417	2.53M	9.13M	2.86M	983.90K

March 2021

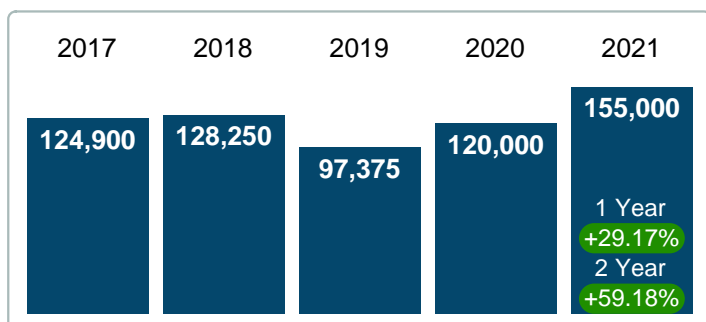
Area Delimited by County Of Creek



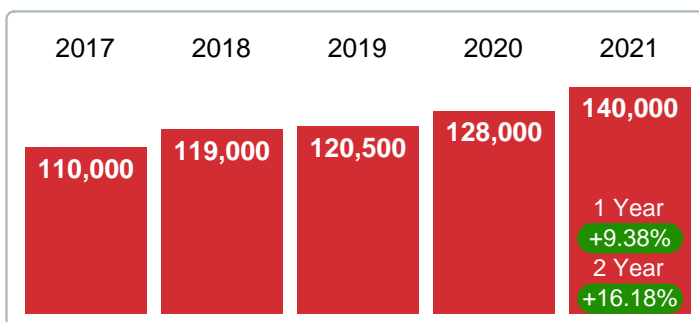
MEDIAN SOLD PRICE AT CLOSING

Report produced on Apr 12, 2021 for MLS Technology Inc.

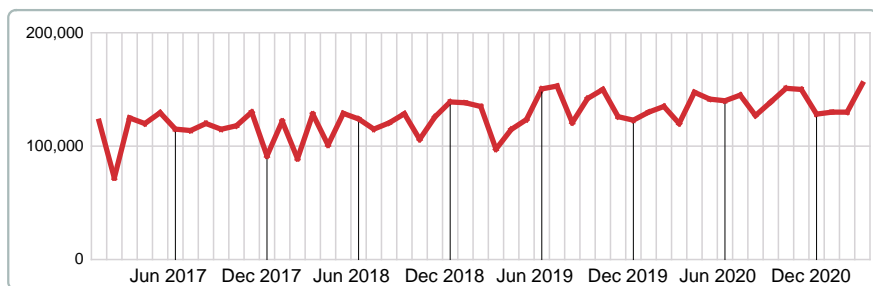
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

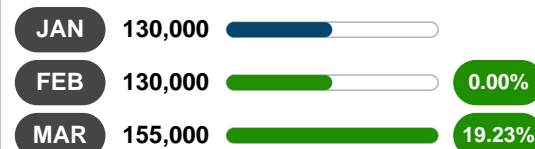


3 MONTHS

5 year MAR AVG = 125,105

High Mar 2021 155,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **155,000** above the 5 yr MAR average of **125,105**



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
\$0 and less	0	0.00%	410,757	0	0	0	0
\$1-\$50,000	18	18.56%	19,500	25,250	1,700	1,515	0
\$50,001-\$75,000	7	7.22%	65,000	68,900	62,000	0	0
\$75,001-\$150,000	22	22.68%	95,000	94,500	131,000	90,000	0
\$150,001-\$200,000	27	27.84%	165,000	175,000	165,500	160,000	0
\$200,001-\$350,000	13	13.40%	249,500	0	250,000	224,000	273,500
\$350,001 and up	10	10.31%	415,807	650,000	401,613	390,000	440,000
Median Sold Price			155,000	68,900	163,500	224,000	297,500
Total Closed Units		100%	155,000	29	53	12	3
Total Closed Volume			15,386,963	2.47M	9.07M	2.86M	987.00K

March 2021

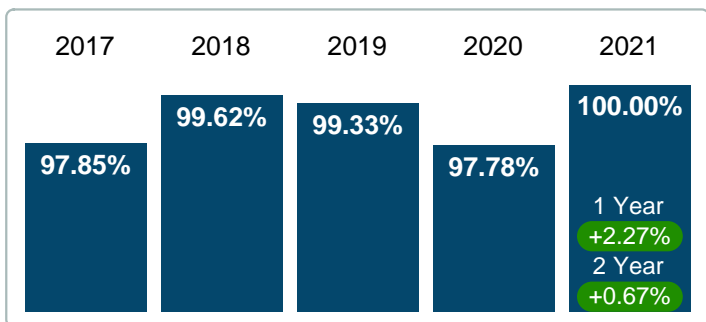
Area Delimited by County Of Creek



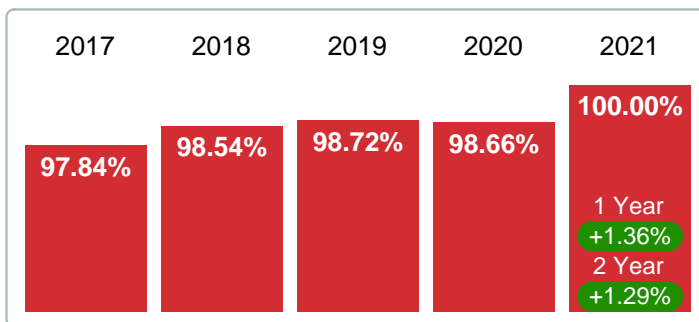
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 12, 2021 for MLS Technology Inc.

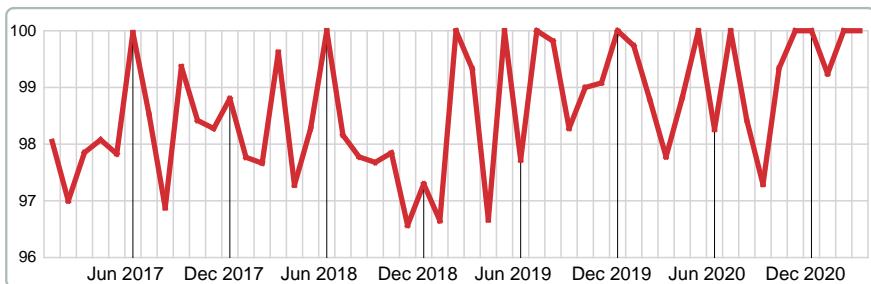
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

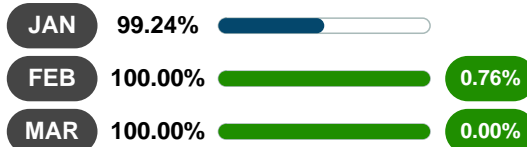


3 MONTHS

5 year MAR AVG = 98.92%

High Mar 2021 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **98.92%**



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
\$0 and less	0	0.00%	15,806.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	18	18.56%	87.96%	85.74%	100.00%	100.00%	0.00%
\$50,001-\$75,000	7	7.22%	100.00%	100.00%	90.92%	0.00%	0.00%
\$75,001-\$150,000	22	22.68%	100.00%	100.00%	100.91%	94.55%	0.00%
\$150,001-\$200,000	27	27.84%	100.00%	95.45%	100.00%	100.00%	0.00%
\$200,001-\$350,000	13	13.40%	100.00%	0.00%	100.00%	106.05%	99.67%
\$350,001 and up	10	10.31%	100.00%	100.00%	100.00%	100.00%	101.15%
Median Sold/List Ratio		100.00%		97.94%	100.00%	100.00%	99.84%
Total Closed Units		97	100%	29	53	12	3
Total Closed Volume		15,386,963		2.47M	9.07M	2.86M	987.00K

March 2021

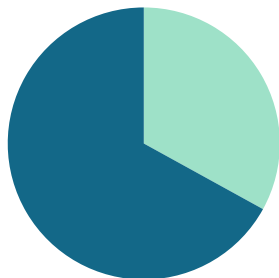
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

INVENTORY

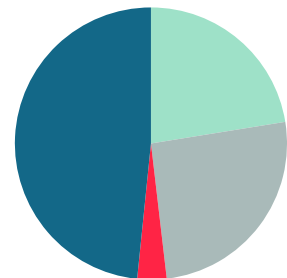


Inventory
 New Listings
136 = 33.01%
 Start Inventory
276
 Total Inventory Units
412
 Volume
\$96,541,177

Market Activity

Closed Sales
97 = 22.45%
 Pending Sales
111 = 25.69%
 Other Off Market
15 = 3.47%
 Active Inventory
209 = 48.38%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	81	97	19.75%	195	248	27.18%
Pending Sales	91	111	21.98%	229	277	20.96%
New Listings	138	136	-1.45%	386	315	-18.39%
Median List Price	125,000	149,900	19.92%	134,000	139,950	4.44%
Median Sale Price	120,000	155,000	29.17%	128,000	140,000	9.38%
Median Percent of Selling Price to List Price	97.78%	100.00%	2.27%	98.66%	100.00%	1.36%
Median Days on Market to Sale	32.00	12.00	-62.50%	27.00	14.00	-48.15%
Monthly Inventory	406	209	-48.52%	406	209	-48.52%
Months Supply of Inventory	5.19	2.28	-56.06%	5.19	2.28	-56.06%

Absorption: Last 12 months, an Average of **92** Sales/Month

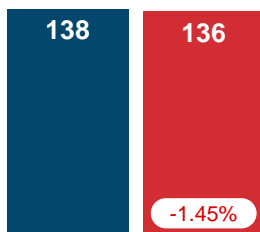
Inventory on March 31, 2021 = **209**

2020 **2021**

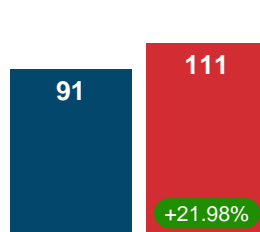
MARCH MARKET

MEDIAN PRICES

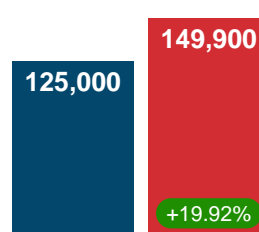
New Listings



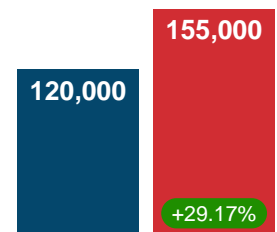
Pending Listings



List Price



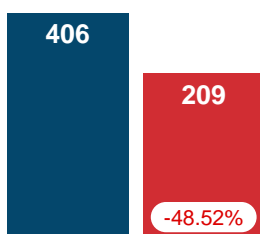
Sale Price



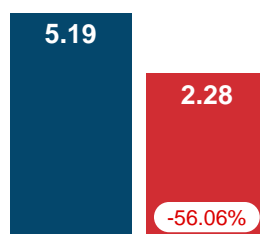
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

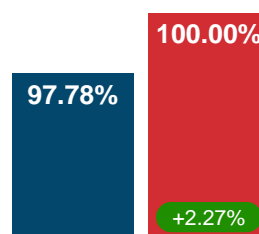
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

