

March 2021



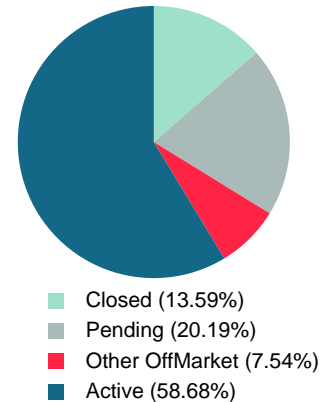
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	81	101	24.69%
Pending Listings	57	150	163.16%
New Listings	68	157	130.88%
Median List Price	125,000	164,500	31.60%
Median Sale Price	112,500	150,000	33.33%
Median Percent of Selling Price to List Price	95.24%	96.39%	1.20%
Median Days on Market to Sale	103.00	20.00	-80.58%
End of Month Inventory	354	436	23.16%
Months Supply of Inventory	4.40	5.26	19.45%



Absorption: Last 12 months, an Average of **83** Sales/Month
Active Inventory as of March 31, 2021 = **436**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2021 rose **23.16%** to 436 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **5.26** 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 **33.33%** in March 2021 to \$150,000 versus the previous year at \$112,500.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 83.00 days or **80.58%** in March 2021 compared to last year's same month at **103.00** 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 weak this month.

There were 157 New Listings in March 2021, up **130.88%** from last year at 68. Furthermore, there were 101 Closed Listings this month versus last year at 81, a **24.69%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, down from previous year's, March 2020, at **119.1%**, a **45.99%** 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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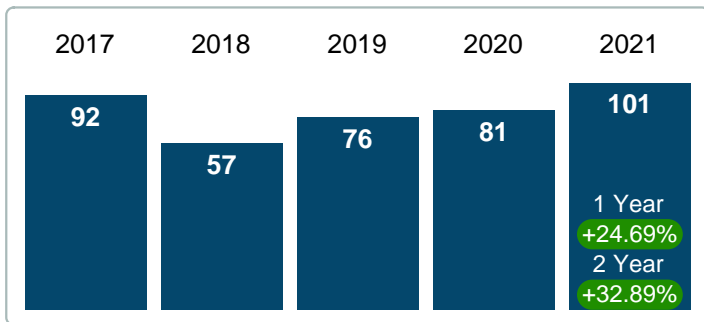
Area Delimited by Counties Carter, Love, Murray



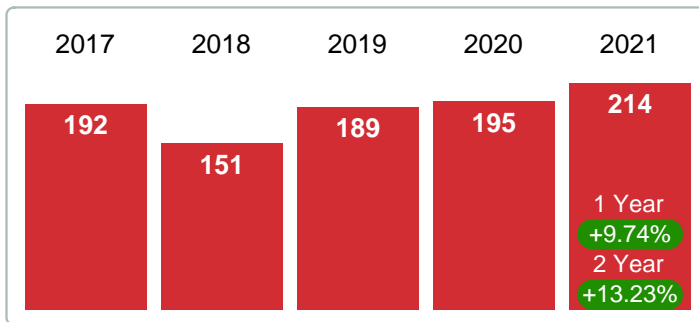
CLOSED LISTINGS

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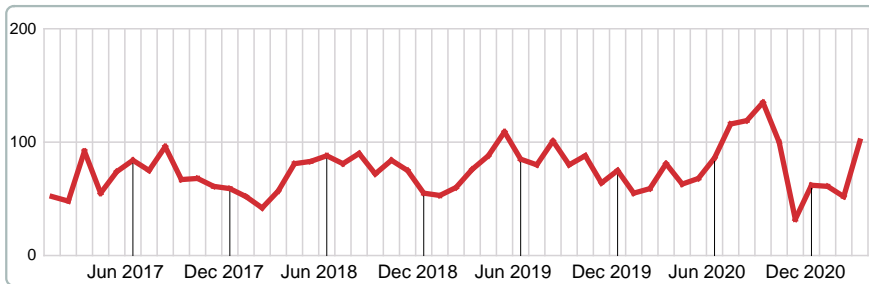
MARCH



YEAR TO DATE (YTD)

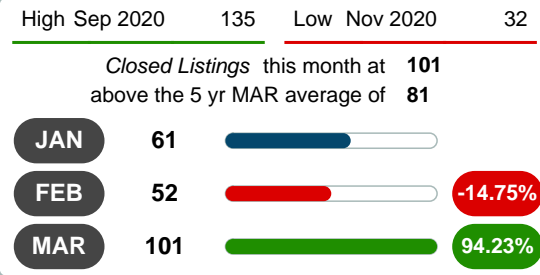


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 81



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	8	7.92%	47.5	6	2	0	0
\$30,001 - \$80,000	14	13.86%	40.5	9	5	0	0
\$80,001 - \$130,000	17	16.83%	36.0	8	5	4	0
\$130,001 - \$200,000	23	22.77%	8.0	3	16	4	0
\$200,001 - \$250,000	17	16.83%	9.0	4	8	4	1
\$250,001 - \$330,000	12	11.88%	19.0	0	8	3	1
\$330,001 and up	10	9.90%	41.5	3	2	4	1
Total Closed Units	101			33	46	19	3
Total Closed Volume	19,655,205	100%	20.0	4.51M	8.19M	5.34M	1.61M
Median Closed Price	\$150,000			\$90,000	\$168,000	\$215,000	\$299,000

March 2021



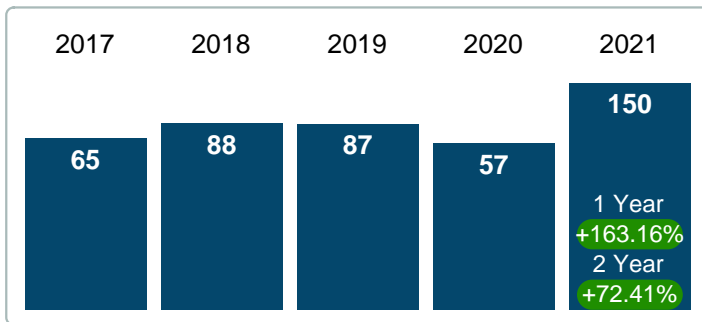
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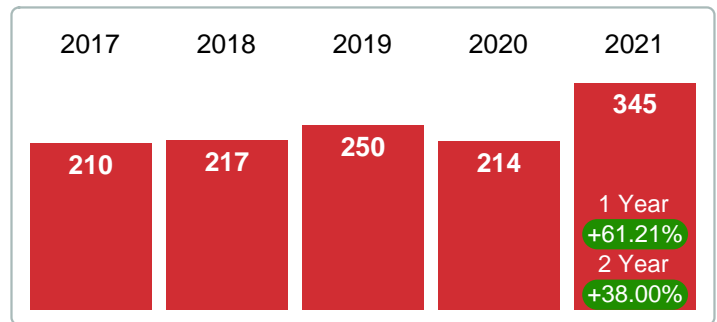
PENDING LISTINGS

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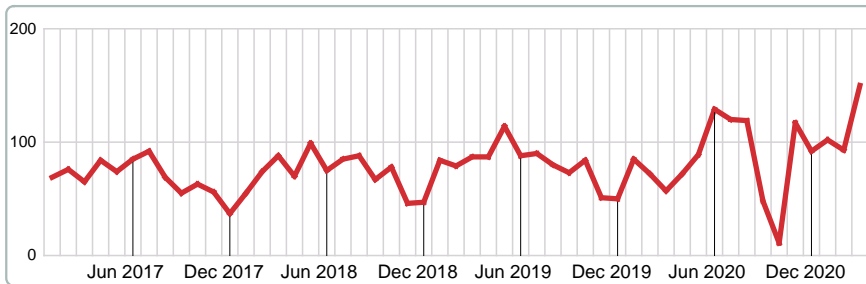
MARCH



YEAR TO DATE (YTD)

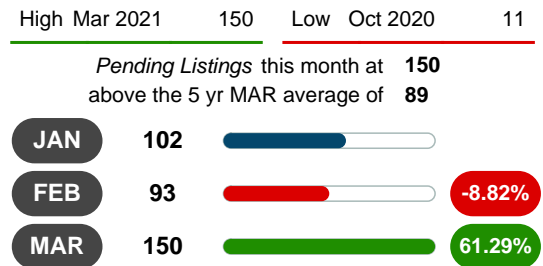


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	11.33%	77.0	15	2	0	0
\$50,001 - \$75,000	13	8.67%	4.0	7	6	0	0
\$75,001 - \$125,000	19	12.67%	19.0	12	6	1	0
\$125,001 - \$200,000	40	26.67%	21.5	6	26	7	1
\$200,001 - \$250,000	25	16.67%	22.0	6	9	8	2
\$250,001 - \$400,000	21	14.00%	50.0	5	8	8	0
\$400,001 and up	15	10.00%	60.0	8	1	4	2
Total Pending Units	150			59	58	28	5
Total Pending Volume	32,763,299	100%	30.5	11.84M	10.81M	8.12M	1.99M
Median Listing Price	\$169,900			\$99,900	\$169,250	\$237,500	\$249,900

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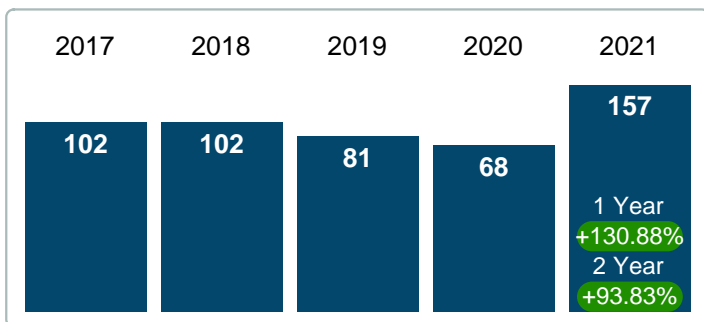
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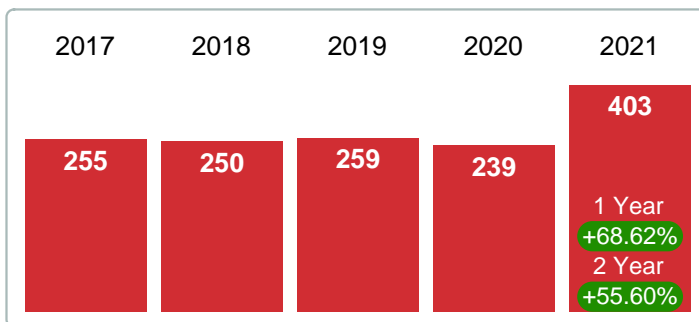
NEW LISTINGS

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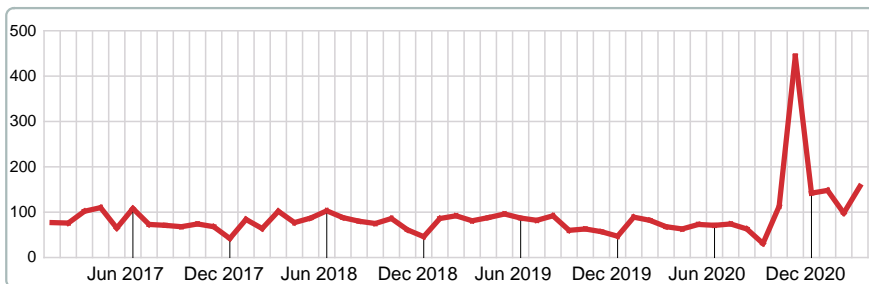
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 102

High Nov 2020 444 Low Sep 2020 31

New Listings this month at 157
above the 5 yr MAR average of 102



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	8	5.10%	6				2				0				0			
\$25,001 - \$50,000	27	17.20%	22				3				2				0			
\$50,001 - \$100,000	21	13.38%	11				10				0				0			
\$100,001 - \$200,000	42	26.75%	10				25				6				1			
\$200,001 - \$300,000	23	14.65%	4				12				4				3			
\$300,001 - \$525,000	20	12.74%	10				4				5				1			
\$525,001 and up	16	10.19%	12				1				3				0			
Total New Listed Units	157		75				57				20				5			
Total New Listed Volume	53,226,020		33.92M				11.32M				6.69M				1.29M			
Median New Listed Listing Price	\$157,500		\$99,500				\$159,000				\$242,000				\$249,500			

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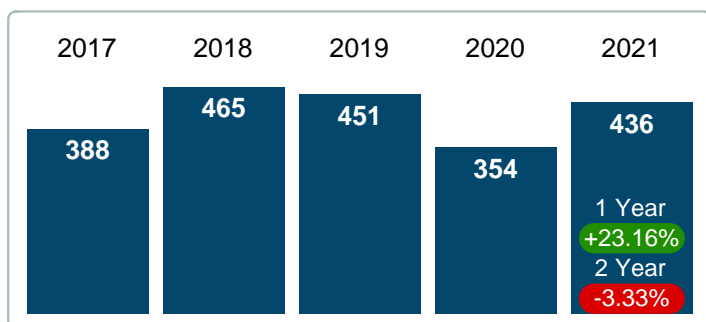
Area Delimited by Counties Carter, Love, Murray



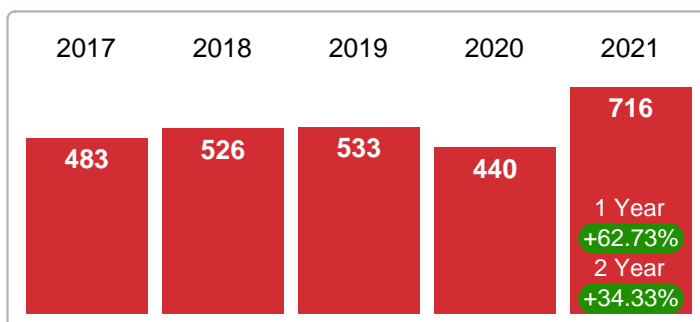
ACTIVE INVENTORY

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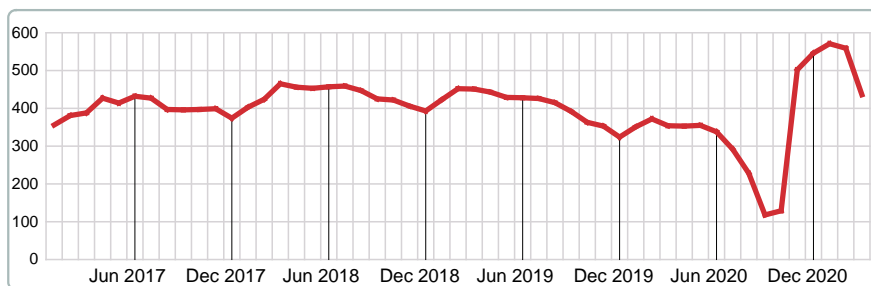
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

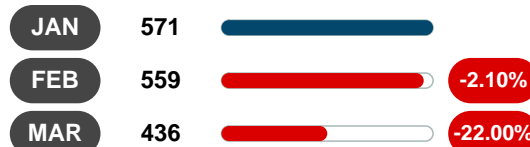


3 MONTHS

5 year MAR AVG = 419

High Jan 2021 571 Low Sep 2020 118

Inventory this month at 436
above the 5 yr MAR average of 419



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	17	3.90%	131.0	17	0	0	0	
\$10,001 - \$30,000	53	12.16%	138.0	48	5	0	0	
\$30,001 - \$70,000	91	20.87%	104.0	74	14	3	0	
\$70,001 - \$220,000	111	25.46%	88.0	50	52	7	2	
\$220,001 - \$390,000	64	14.68%	71.5	35	16	10	3	
\$390,001 - \$950,000	57	13.07%	105.0	38	8	9	2	
\$950,001 and up	43	9.86%	135.0	34	2	2	5	
Total Active Inventory by Units		436		296	97	31	12	
Total Active Inventory by Volume		169,549,557	100%	105.0	127.26M	21.52M	11.69M	9.08M
Median Active Inventory Listing Price		\$143,500			\$99,900	\$152,000	\$285,000	\$477,000

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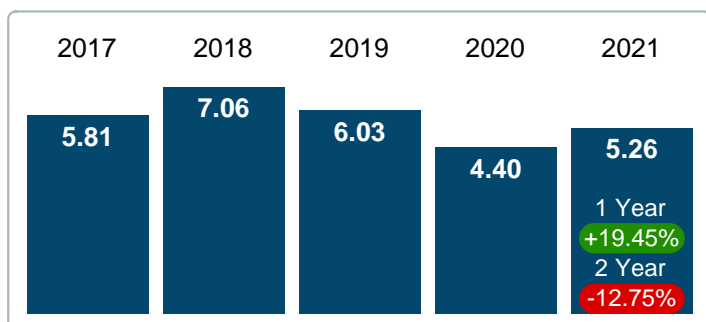
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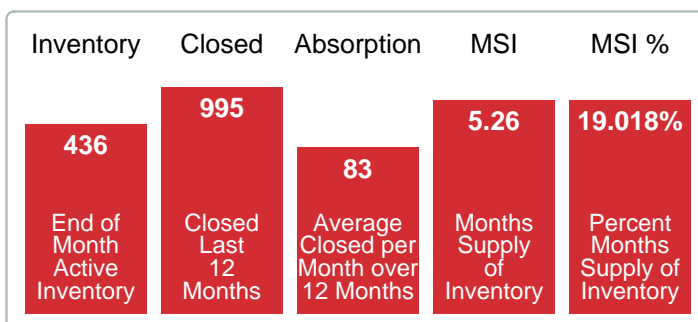
MONTHS SUPPLY of INVENTORY (MSI)

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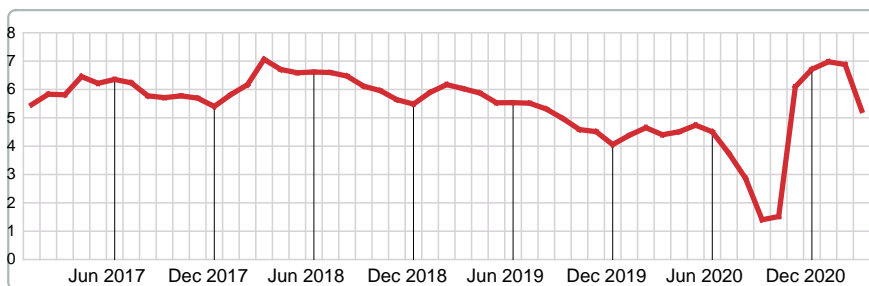
MSI FOR MARCH



INDICATORS FOR MARCH 2021

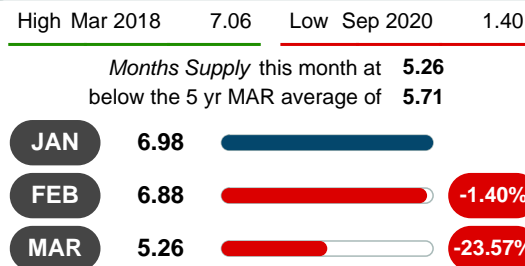


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.71



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	17	3.90%	11.33	12.75	0.00	0.00	0.00
\$10,001 - \$30,000	53	12.16%	9.78	10.87	5.00	0.00	0.00
\$30,001 - \$70,000	91	20.87%	6.50	9.15	2.58	9.00	0.00
\$70,001 - \$220,000	111	25.46%	2.65	4.96	2.22	0.97	1.71
\$220,001 - \$390,000	64	14.68%	4.54	16.80	2.16	2.50	5.14
\$390,001 - \$950,000	57	13.07%	10.69	24.00	8.00	3.86	4.80
\$950,001 and up	43	9.86%	64.50	136.00	8.00	0.00	30.00
Market Supply of Inventory (MSI)			5.26	10.63	2.51	2.23	4.80
Total Active Inventory by Units		100%	5.26	296	97	31	12

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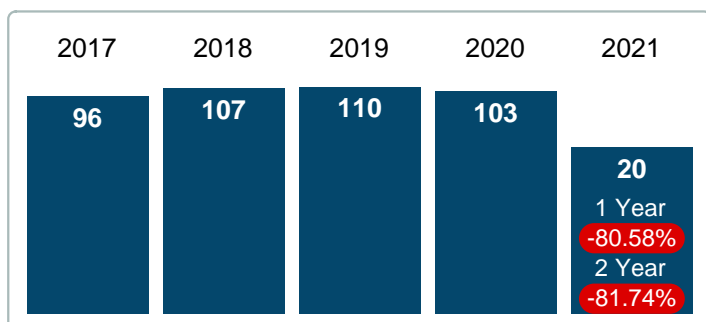
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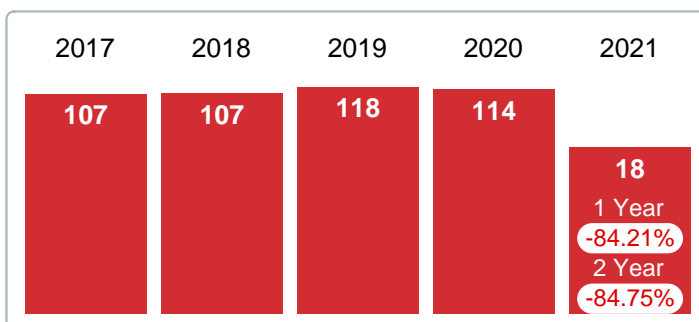
MEDIAN DAYS ON MARKET TO SALE

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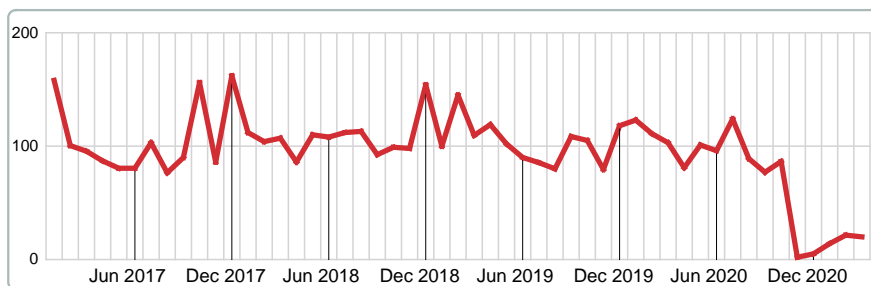
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

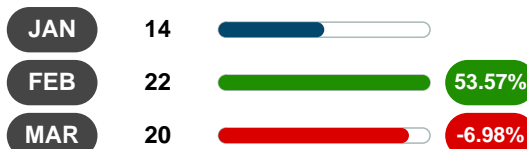


3 MONTHS

5 year MAR AVG = 87

High Dec 2017 162 Low Nov 2020 2

Median Days on Market to Sale this month at 20 below the 5 yr MAR average of 87



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	7.92%	48	38	48	0	0
\$30,001 - \$80,000	13.86%	41	40	69	0	0
\$80,001 - \$130,000	16.83%	36	19	53	39	0
\$130,001 - \$200,000	22.77%	8	27	7	5	0
\$200,001 - \$250,000	16.83%	9	18	3	6	34
\$250,001 - \$330,000	11.88%	19	0	19	17	59
\$330,001 and up	9.90%	42	1	93	30	27
Median Closed DOM		20	24	15	9	34
Total Closed Units	100%	101	33	46	19	3
Total Closed Volume		19,655,205	4.51M	8.19M	5.34M	1.61M

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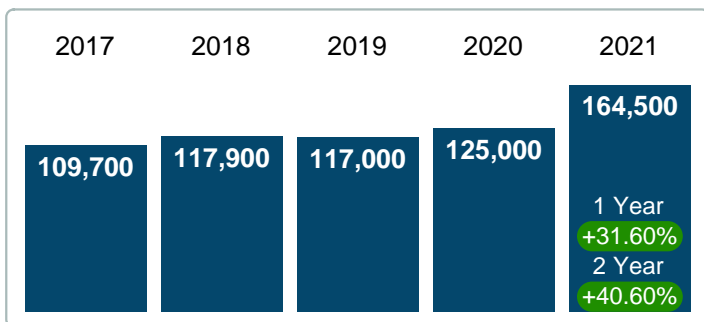
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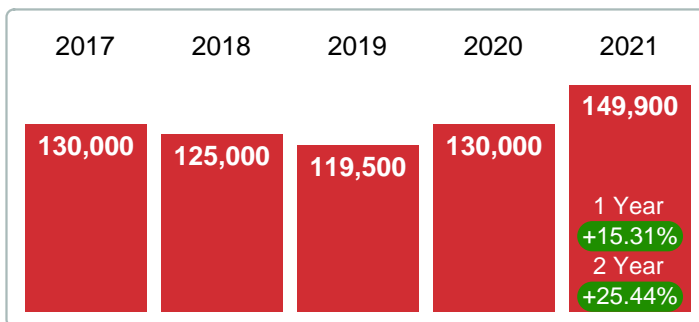
MEDIAN LIST PRICE AT CLOSING

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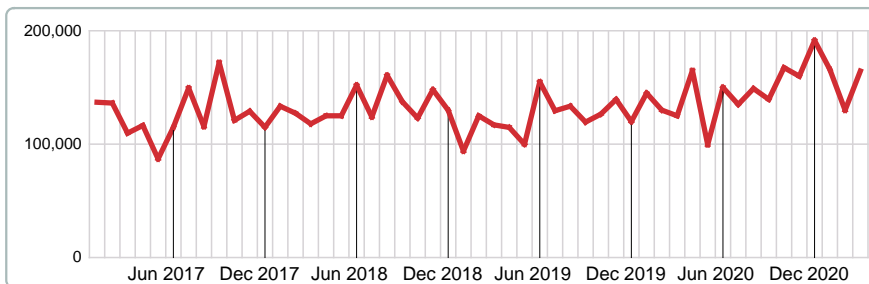
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

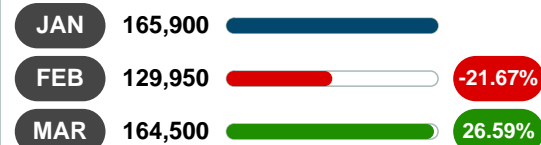


3 MONTHS

5 year MAR AVG = 126,820

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

Median List Price at Closing this month at **164,500**
above the 5 yr MAR average of **126,820**



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	7	6.93%	17,000	17,000	17,500	0	
\$25,001 - \$75,000	12	11.88%	45,000	38,500	59,000	0	
\$75,001 - \$125,000	15	14.85%	105,000	105,000	106,750	119,500	
\$125,001 - \$200,000	26	25.74%	149,450	143,000	164,500	144,450	
\$200,001 - \$250,000	18	17.82%	224,950	225,000	217,000	237,400	
\$250,001 - \$325,000	9	8.91%	294,000	275,500	296,500	265,000	
\$325,001 and up	14	13.86%	414,450	449,900	353,500	434,450	
Median List Price		164,500	105,000	177,000	234,900	305,000	
Total Closed Units		101	100%	164,500	33	46	19
Total Closed Volume		21,866,099		5.02M	8.47M	6.67M	1.70M

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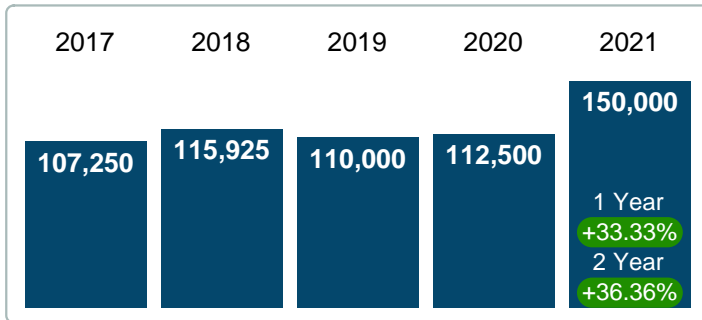
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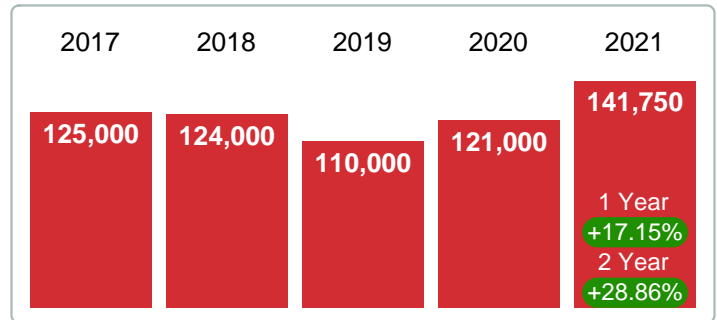
MEDIAN SOLD PRICE AT CLOSING

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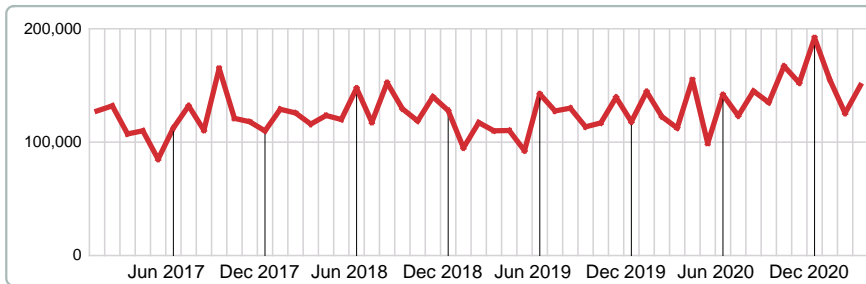
MARCH



YEAR TO DATE (YTD)

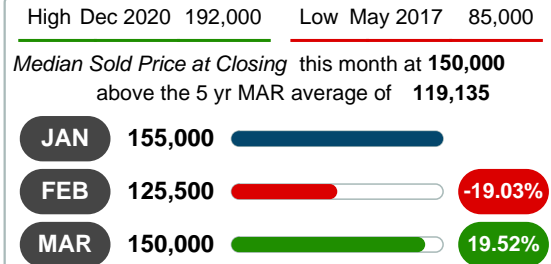


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 119,135



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	8	7.92%	16,500	16,500	17,550	0	
\$30,001 - \$80,000	14	13.86%	47,500	45,000	50,000	0	
\$80,001 - \$130,000	17	16.83%	110,000	105,003	106,000	118,250	
\$130,001 - \$200,000	23	22.77%	150,000	142,500	155,750	148,450	
\$200,001 - \$250,000	17	16.83%	225,000	230,000	220,700	222,500	
\$250,001 - \$330,000	12	11.88%	298,000	0	293,500	320,000	
\$330,001 and up	10	9.90%	452,650	449,900	377,450	602,700	
Median Sold Price		150,000	90,000	168,000	215,000	299,000	
Total Closed Units		101	100%	150,000	33	46	19
Total Closed Volume		19,655,205		4.51M	8.19M	5.34M	1.61M

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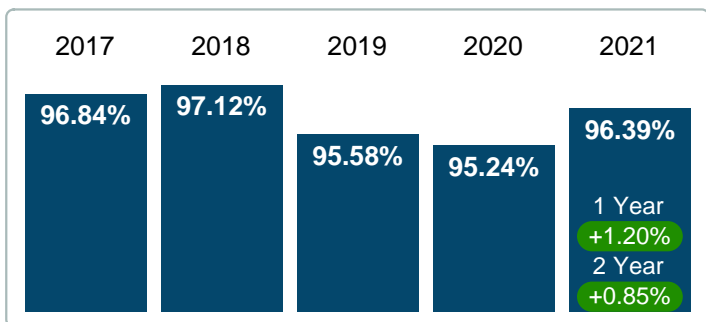
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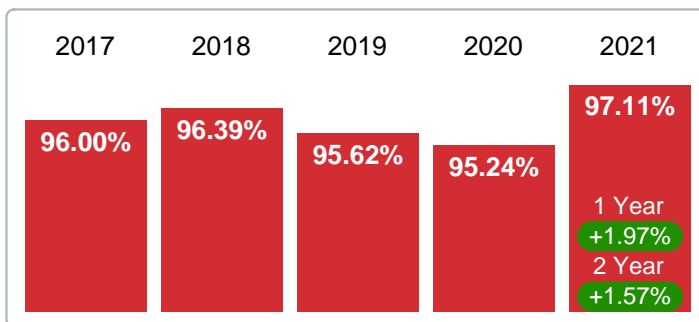
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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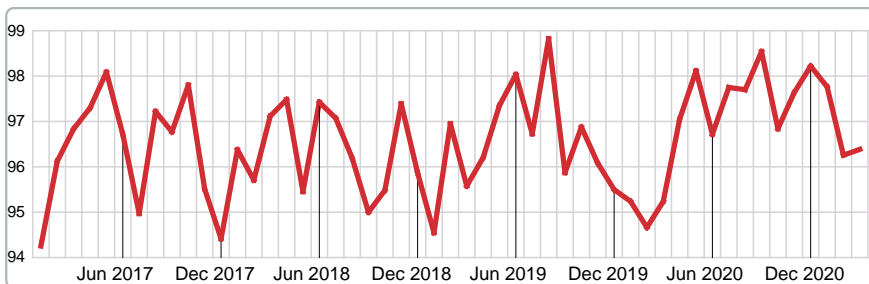
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

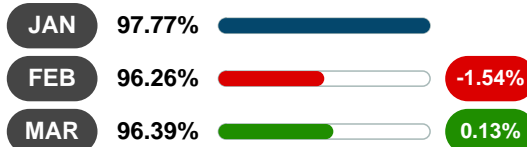


3 MONTHS

5 year MAR AVG = 96.23%

High Aug 2019 98.82% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **96.39%**
equal to 5 yr MAR average of **96.23%**



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	8	7.92%	91.82%	91.82%	96.08%	0.00%	0.00%
\$30,001 - \$80,000	14	13.86%	91.14%	91.36%	87.72%	0.00%	0.00%
\$80,001 - \$130,000	17	16.83%	92.92%	97.21%	92.58%	92.49%	0.00%
\$130,001 - \$200,000	23	22.77%	98.41%	92.31%	98.10%	100.00%	0.00%
\$200,001 - \$250,000	17	16.83%	100.00%	100.00%	100.00%	93.70%	96.04%
\$250,001 - \$330,000	12	11.88%	97.96%	0.00%	98.27%	96.23%	98.03%
\$330,001 and up	10	9.90%	97.12%	100.00%	98.67%	87.93%	93.48%
Median Sold/List Ratio		96.39%		94.12%	98.53%	95.87%	96.04%
Total Closed Units		101	100%	33	46	19	3
Total Closed Volume		19,655,205		4.51M	8.19M	5.34M	1.61M

March 2021



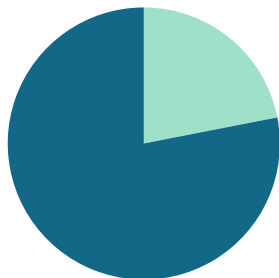
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

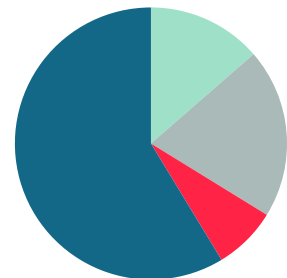


Inventory
 New Listings
157 = 21.93%
 Start Inventory
559
 Total Inventory Units
716
 Volume
\$231,885,255

Market Activity

Closed Sales
101 = 13.59%
 Pending Sales
150 = 20.19%
 Other Off Market
56 = 7.54%
 Active Inventory
436 = 58.68%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	81	101	24.69%	195	214	9.74%
Pending Sales	57	150	163.16%	214	345	61.21%
New Listings	68	157	130.88%	239	403	68.62%
Median List Price	125,000	164,500	31.60%	130,000	149,900	15.31%
Median Sale Price	112,500	150,000	33.33%	121,000	141,750	17.15%
Median Percent of Selling Price to List Price	95.24%	96.39%	1.20%	95.24%	97.11%	1.97%
Median Days on Market to Sale	103.00	20.00	-80.58%	114.00	18.00	-84.21%
Monthly Inventory	354	436	23.16%	354	436	23.16%
Months Supply of Inventory	4.40	5.26	19.45%	4.40	5.26	19.45%

Absorption: Last 12 months, an Average of **83** Sales/Month

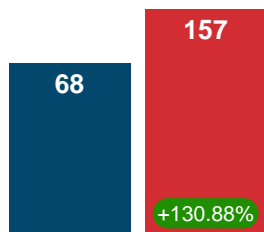
Inventory on March 31, 2021 = **436**

2020 **2021**

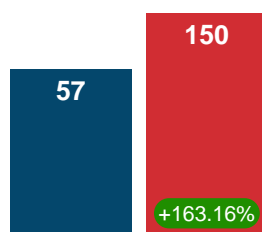
MARCH MARKET

MEDIAN PRICES

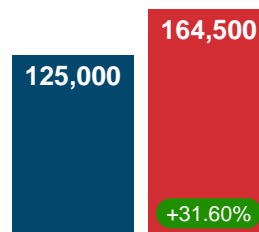
New Listings



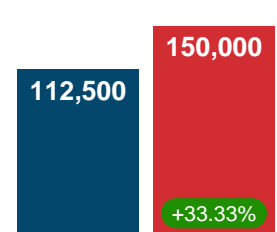
Pending Listings



List Price



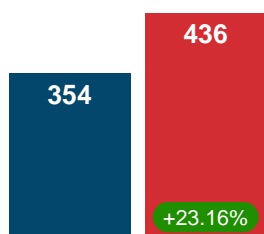
Sale Price



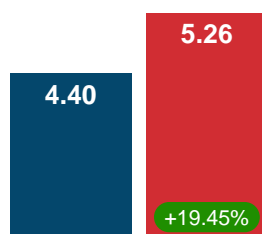
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

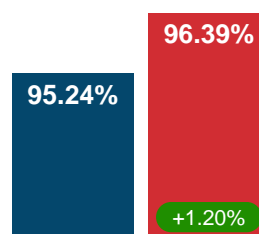
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

