

February 2021



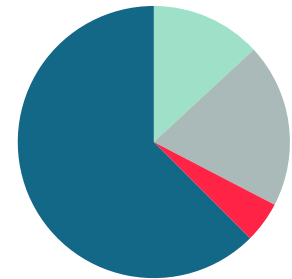
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	February 2021	+/-%
Closed Listings	37	43	16.22%
Pending Listings	49	64	30.61%
New Listings	58	76	31.03%
Average List Price	125,381	147,958	18.01%
Average Sale Price	118,982	139,023	16.84%
Average Percent of Selling Price to List Price	90.75%	93.51%	3.04%
Average Days on Market to Sale	128.03	30.28	-76.35%
End of Month Inventory	115	205	78.26%
Months Supply of Inventory	2.22	3.87	74.89%



■ Closed (13.11%)
■ Pending (19.51%)
■ Other OffMarket (4.88%)
■ Active (62.50%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of February 28, 2021 = **205**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2021 rose **78.26%** to 205 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **3.87** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **16.84%** in February 2021 to \$139,023 versus the previous year at \$118,982.

Average Days on Market Shortens

The average number of **30.28** days that homes spent on the market before selling decreased by 97.75 days or **76.35%** in February 2021 compared to last year's same month at **128.03** DOM.

Sales Success for February 2021 is Positive

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

There were 76 New Listings in February 2021, up **31.03%** from last year at 58. Furthermore, there were 43 Closed Listings this month versus last year at 37, a **16.22%** increase.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, February 2020, at **63.8%**, a **11.31%** 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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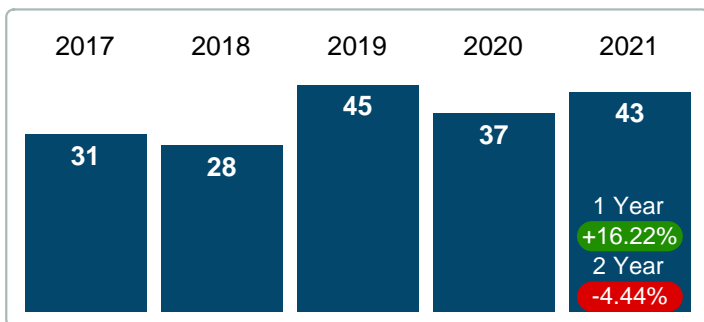
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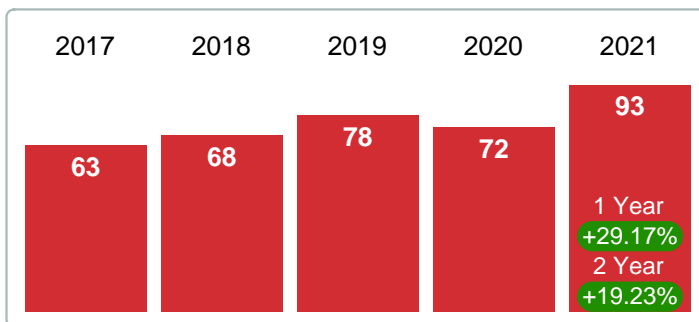
CLOSED LISTINGS

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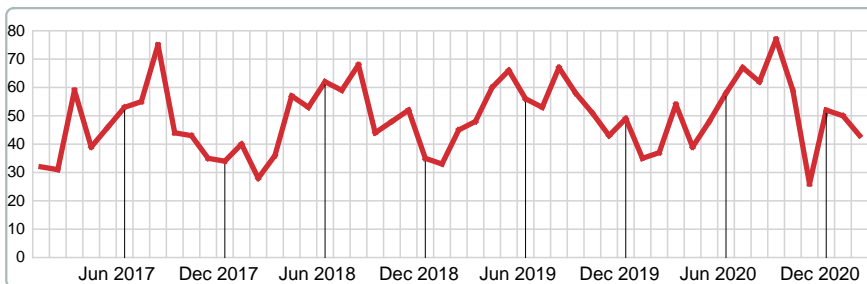
FEBRUARY



YEAR TO DATE (YTD)

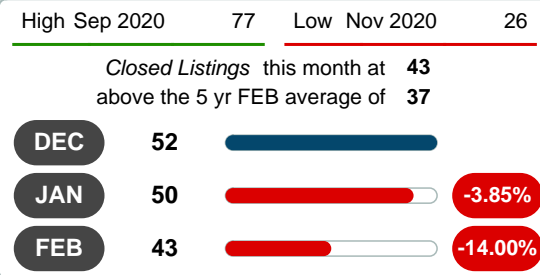


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	4.65%	20.5	0	2	0	0
\$30,001 - \$60,000	8	18.60%	29.5	2	5	0	1
\$60,001 - \$100,000	6	13.95%	20.7	0	4	2	0
\$100,001 - \$140,000	9	20.93%	36.6	1	6	2	0
\$140,001 - \$190,000	6	13.95%	37.0	0	5	0	1
\$190,001 - \$260,000	7	16.28%	37.7	0	6	1	0
\$260,001 and up	5	11.63%	17.2	1	3	1	0
Total Closed Units	43			4	31	6	2
Total Closed Volume	5,978,000	100%	30.3	465.40K	4.40M	931.90K	182.40K
Average Closed Price	\$139,023			\$116,350	\$141,881	\$155,317	\$91,200

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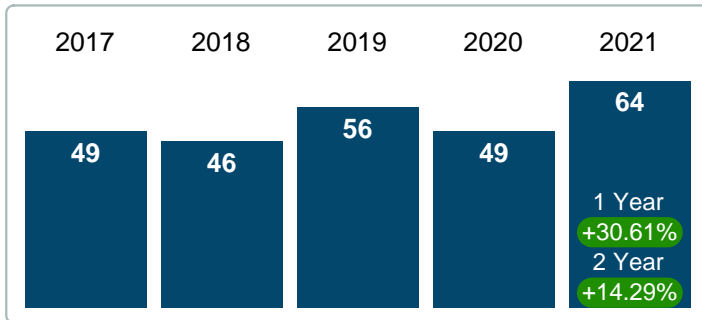
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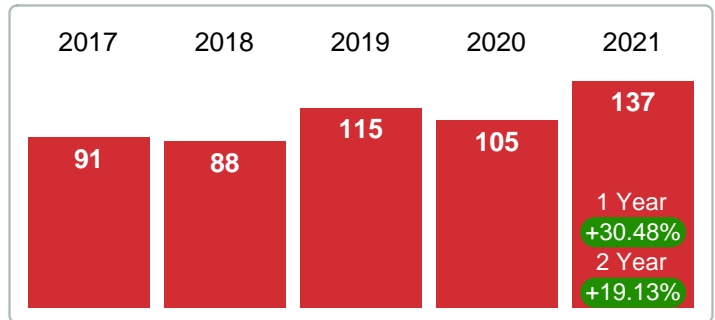
PENDING LISTINGS

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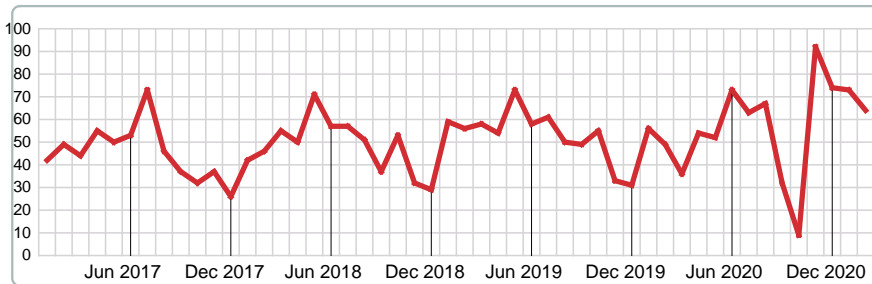
FEBRUARY



YEAR TO DATE (YTD)

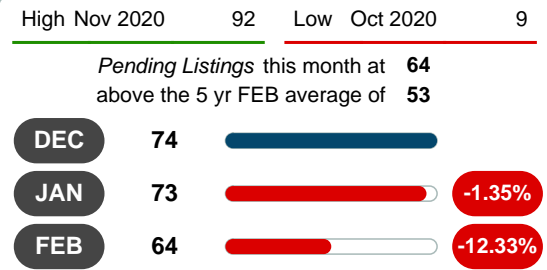


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.13%	26.0	0	2	0	0
\$25,001 - \$75,000	12	18.75%	48.7	6	6	0	0
\$75,001 - \$125,000	6	9.38%	44.8	2	4	0	0
\$125,001 - \$200,000	18	28.13%	37.8	1	13	4	0
\$200,001 - \$275,000	11	17.19%	23.5	0	7	3	1
\$275,001 - \$375,000	9	14.06%	29.7	1	7	1	0
\$375,001 and up	6	9.38%	92.0	2	0	3	1
Total Pending Units	64			12	39	11	2
Total Pending Volume	13,578,900	100%	41.2	1.88M	6.74M	2.91M	2.05M
Average Listing Price	\$214,443			\$156,533	\$172,803	\$264,700	\$1,024,750

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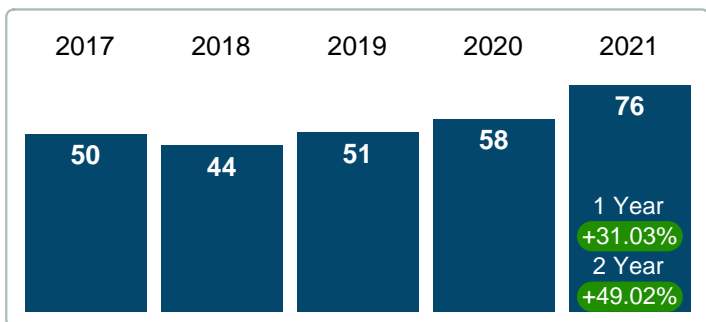
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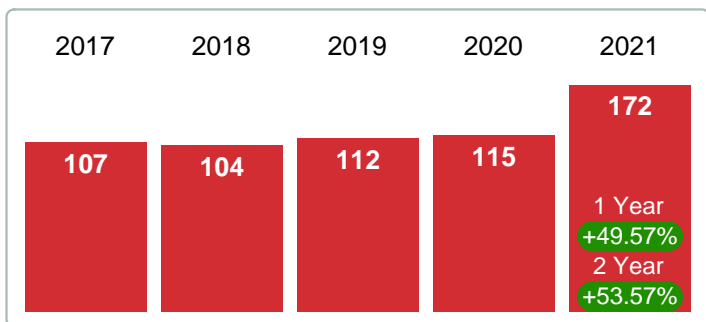
NEW LISTINGS

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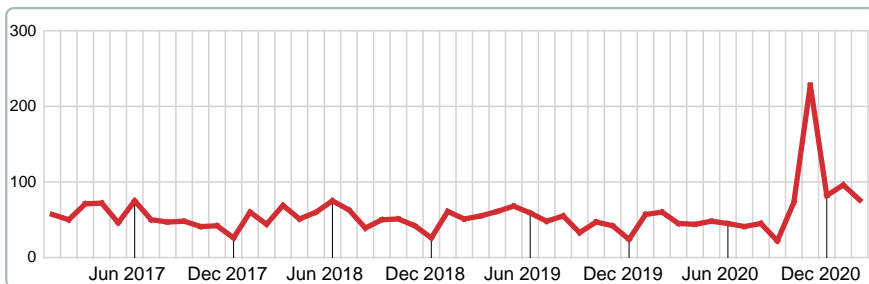
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 56

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **76**
above the 5 yr FEB average of **56**



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	6	7.89%	1	5	0	0
\$50,001 - \$100,000	8	10.53%	2	5	1	0
\$100,001 - \$125,000	8	10.53%	1	7	0	0
\$125,001 - \$200,000	21	27.63%	4	14	3	0
\$200,001 - \$275,000	14	18.42%	1	10	2	1
\$275,001 - \$450,000	11	14.47%	0	8	3	0
\$450,001 and up	8	10.53%	0	1	6	1
Total New Listed Units	76		9	50	15	2
Total New Listed Volume	19,481,200	100%	1.07M	10.14M	6.87M	1.40M
Average New Listed Listing Price	\$187,832		\$119,433	\$202,806	\$457,767	\$699,750

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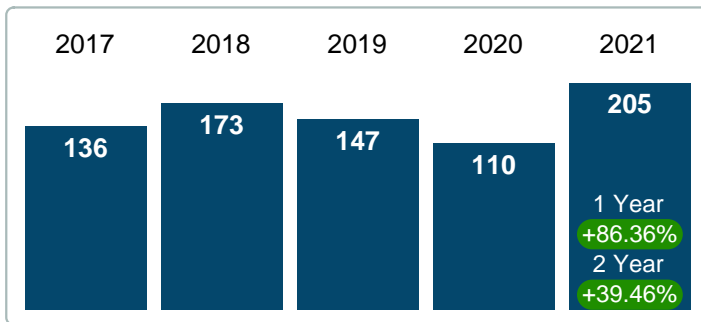
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



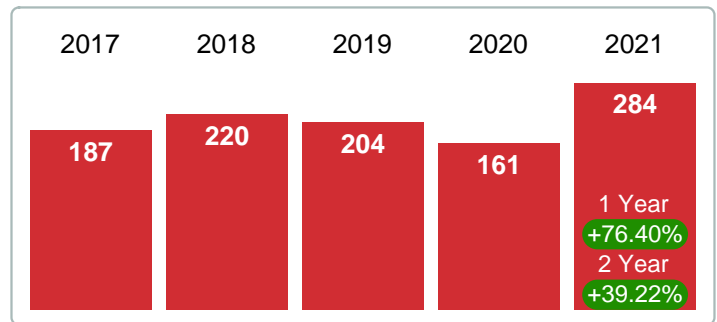
ACTIVE INVENTORY

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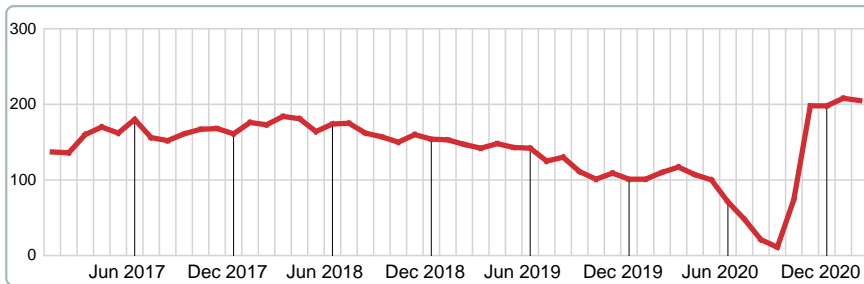
END OF FEBRUARY



ACTIVE DURING FEBRUARY

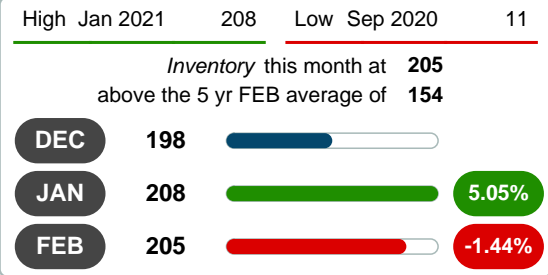


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 154



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	3.41%	56.6	4	3	0	0
\$25,001 - \$50,000	16	7.80%	71.5	12	4	0	0
\$50,001 - \$100,000	44	21.46%	73.0	17	24	3	0
\$100,001 - \$225,000	67	32.68%	57.1	9	47	10	1
\$225,001 - \$275,000	17	8.29%	77.9	4	4	8	1
\$275,001 - \$575,000	33	16.10%	69.0	2	16	13	2
\$575,001 and up	21	10.24%	65.3	1	4	9	7
Total Active Inventory by Units	205			49	102	43	11
Total Active Inventory by Volume	50,369,549	100%	66.1	6.10M	20.25M	15.63M	8.39M
Average Active Inventory Listing Price	\$245,705			\$124,420	\$198,494	\$363,586	\$762,945

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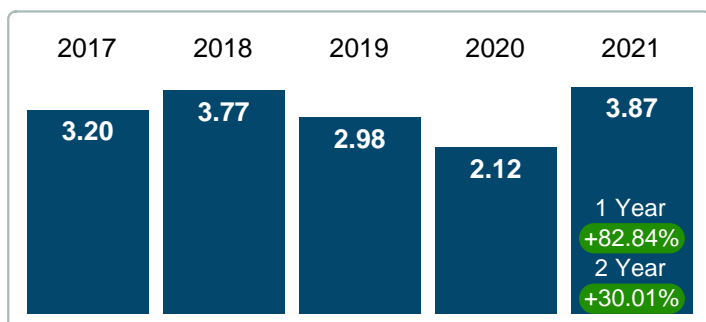
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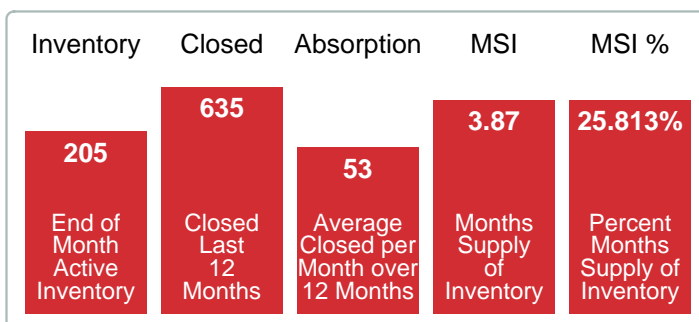
MONTHS SUPPLY of INVENTORY (MSI)

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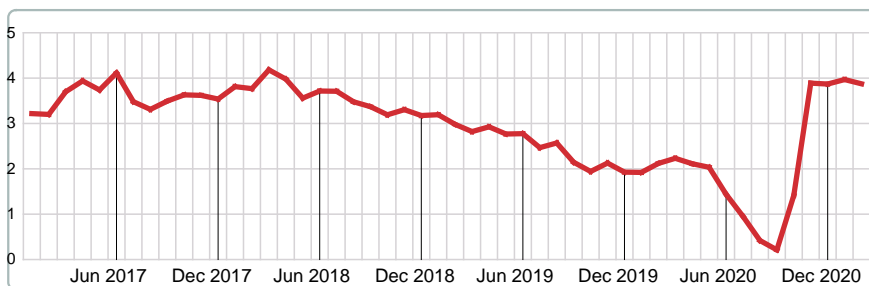
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

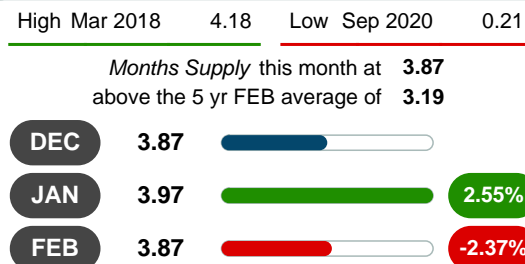


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.19



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
\$25,000 and less	7	3.41%	3.00	3.20	2.77	0.00	0.00
\$25,001 - \$50,000	16	7.80%	3.20	6.55	1.41	0.00	0.00
\$50,001 - \$100,000	44	21.46%	3.88	4.25	3.89	2.77	0.00
\$100,001 - \$225,000	67	32.68%	2.71	3.38	2.91	1.97	1.20
\$225,001 - \$275,000	17	8.29%	4.34	16.00	1.85	5.65	12.00
\$275,001 - \$575,000	33	16.10%	6.71	8.00	9.14	5.20	4.80
\$575,001 and up	21	10.24%	31.50	0.00	12.00	27.00	0.00
Market Supply of Inventory (MSI)			3.87	4.78	3.34	4.03	7.33
Total Active Inventory by Units		100%	3.87	49	102	43	11

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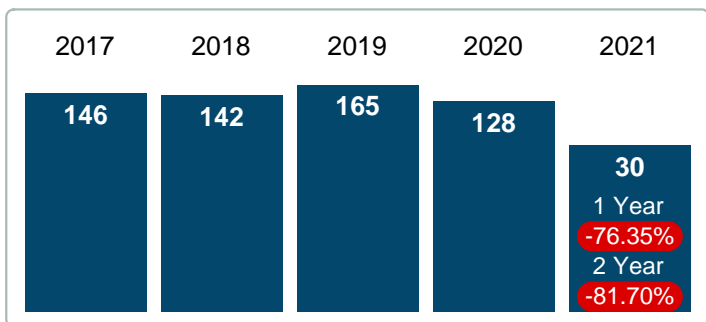
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



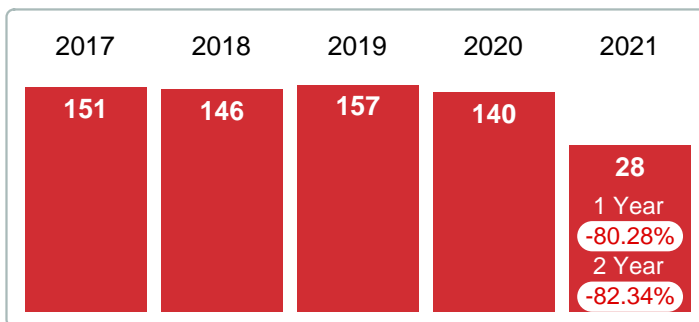
AVERAGE DAYS ON MARKET TO SALE

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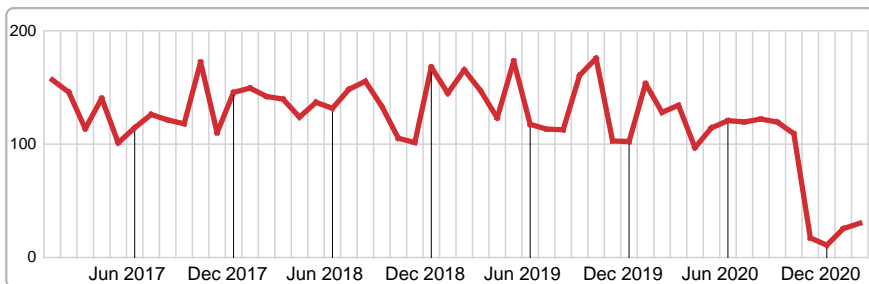
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

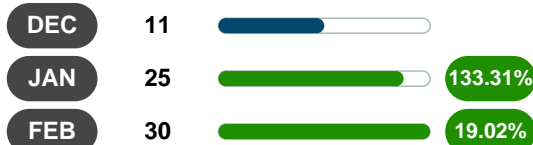


3 MONTHS

5 year FEB AVG = 122

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 30 below the 5 yr FEB average of 122



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
\$30,000 and less	4.65%	21	0	21	0	0
\$30,001 - \$60,000	18.60%	30	28	36	0	1
\$60,001 - \$100,000	13.95%	21	0	8	47	0
\$100,001 - \$140,000	20.93%	37	1	40	44	0
\$140,001 - \$190,000	13.95%	37	0	33	0	57
\$190,001 - \$260,000	16.28%	38	0	37	40	0
\$260,001 and up	11.63%	17	26	14	18	0
Average Closed DOM		30				
Total Closed Units	100%	30	4	31	6	2
Total Closed Volume		5,978,000	465.40K	4.40M	931.90K	182.40K

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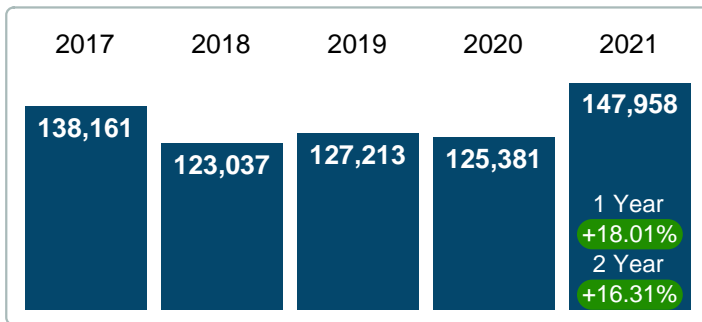
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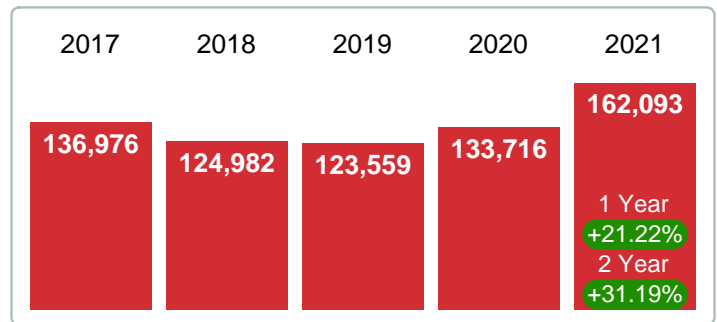
AVERAGE LIST PRICE AT CLOSING

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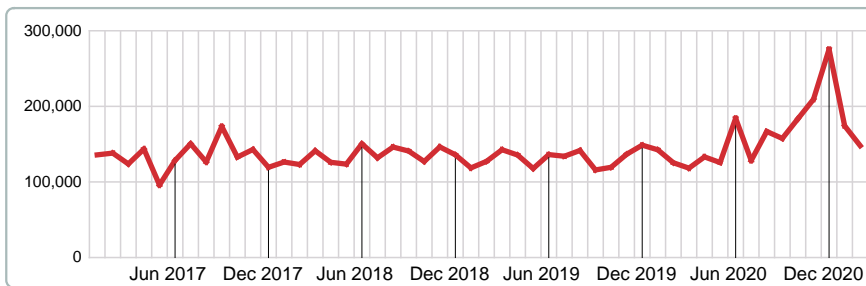
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

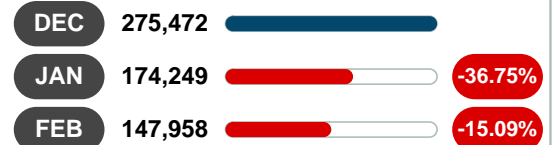


3 MONTHS

5 year FEB AVG = 132,350

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **147,958**
above the 5 yr FEB average of **132,350**



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
\$30,000 and less	4.65%	19,950	0	19,950	0	0
\$30,001 - \$60,000	11.63%	42,580	39,000	67,000	0	39,900
\$60,001 - \$100,000	20.93%	81,822	0	80,875	86,450	0
\$100,001 - \$140,000	20.93%	132,233	134,900	132,717	129,450	0
\$140,001 - \$190,000	13.95%	164,100	0	158,940	0	197,500
\$190,001 - \$260,000	13.95%	214,217	0	212,950	330,000	0
\$260,001 and up	13.95%	318,833	280,000	344,667	269,000	0
Average List Price		147,958	123,225	148,423	171,800	118,700
Total Closed Units	100%	147,958	4	31	6	2
Total Closed Volume		6,362,199	492.90K	4.60M	1.03M	237.40K

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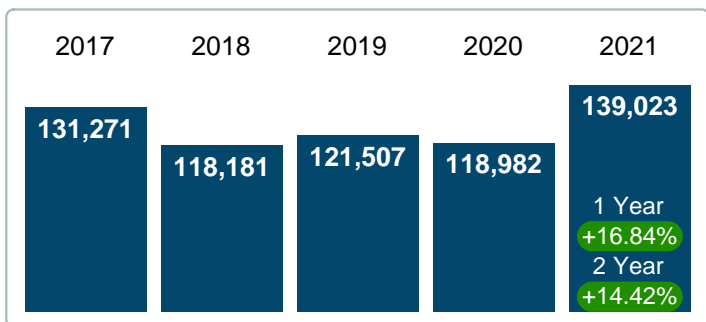
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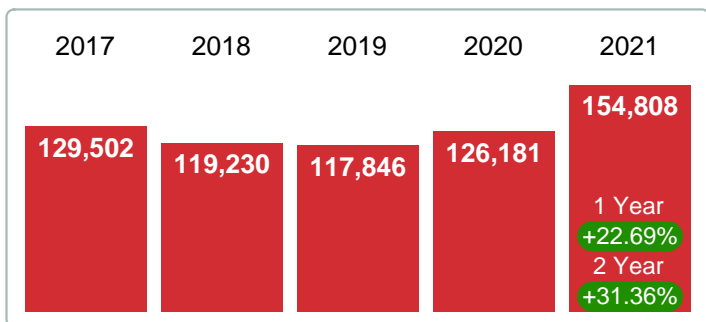
AVERAGE SOLD PRICE AT CLOSING

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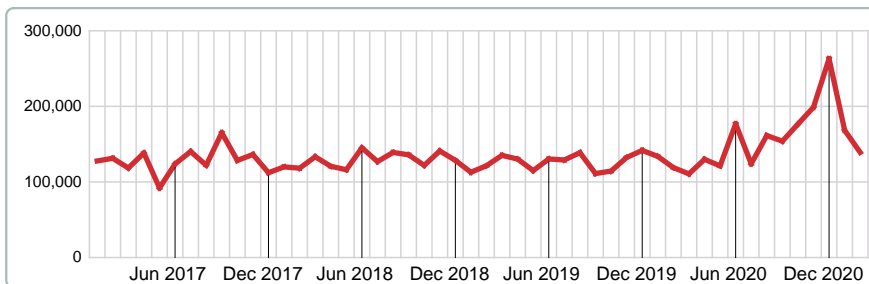
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

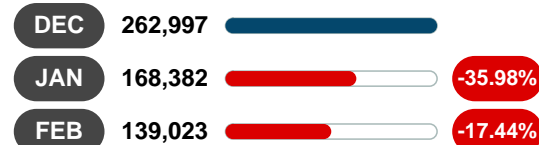


3 MONTHS

5 year FEB AVG = 125,793

High Dec 2020 262,997 Low May 2017 92,064

Average Sold Price at Closing this month at **139,023** above the 5 yr FEB average of **125,793**



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
\$30,000 and less	4.65%	19,000	0	19,000	0	0
\$30,001 - \$60,000	18.60%	46,175	32,750	52,800	0	39,900
\$60,001 - \$100,000	13.95%	78,900	0	75,375	85,950	0
\$100,001 - \$140,000	20.93%	126,033	134,900	127,900	116,000	0
\$140,001 - \$190,000	13.95%	152,150	0	154,080	0	142,500
\$190,001 - \$260,000	16.28%	215,857	0	208,667	259,000	0
\$260,001 and up	11.63%	307,800	265,000	335,000	269,000	0
Average Sold Price		139,023	116,350	141,881	155,317	91,200
Total Closed Units	100%	139,023	4	31	6	2
Total Closed Volume		5,978,000	465.40K	4.40M	931.90K	182.40K

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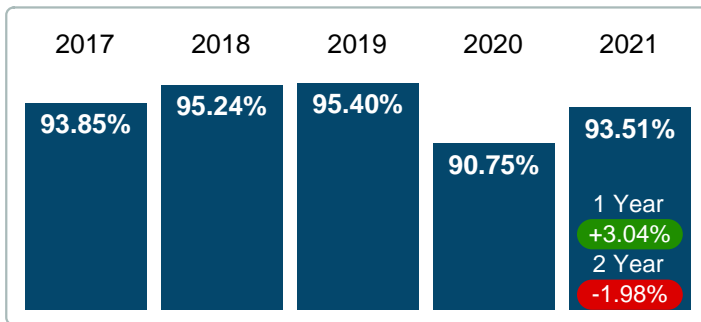
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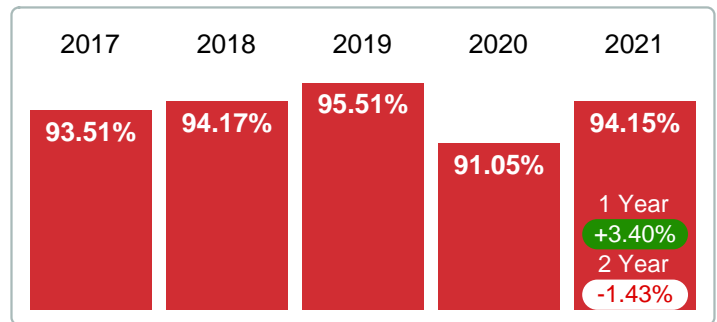
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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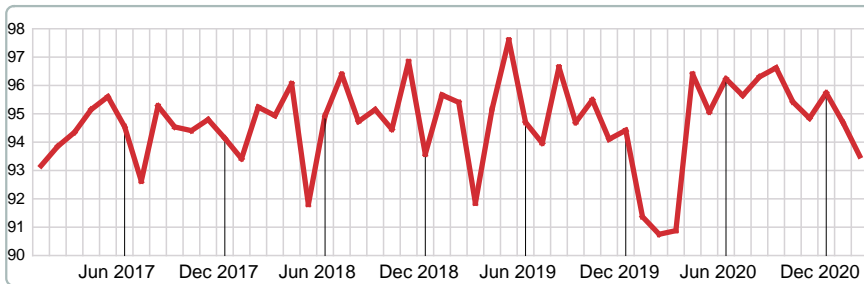
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

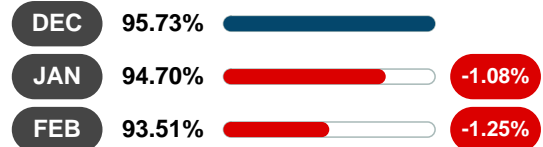


3 MONTHS

5 year FEB AVG = 93.75%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.51%** equal to 5 yr FEB average of **93.75%**



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
\$30,000 and less	2	4.65%	96.82%	0.00%	96.82%	0.00%	0.00%
\$30,001 - \$60,000	8	18.60%	85.66%	86.11%	82.61%	0.00%	100.00%
\$60,001 - \$100,000	6	13.95%	95.55%	0.00%	93.66%	99.32%	0.00%
\$100,001 - \$140,000	9	20.93%	95.29%	100.00%	96.39%	89.64%	0.00%
\$140,001 - \$190,000	6	13.95%	92.91%	0.00%	97.06%	0.00%	72.15%
\$190,001 - \$260,000	7	16.28%	95.26%	0.00%	98.05%	78.48%	0.00%
\$260,001 and up	5	11.63%	97.39%	94.64%	97.43%	100.00%	0.00%
Average Sold/List Ratio		93.50%		91.72%	94.37%	92.73%	86.08%
Total Closed Units		43	100%	4	31	6	2
Total Closed Volume		5,978,000		465.40K	4.40M	931.90K	182.40K

February 2021



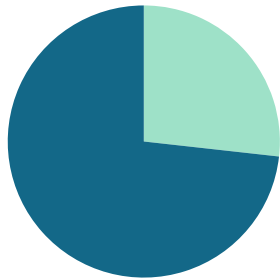
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

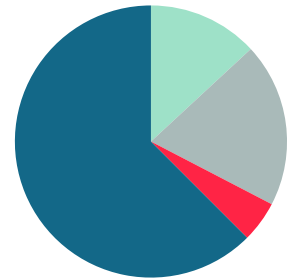


Inventory
 New Listings
76 = 26.76%
 Start Inventory
208
 Total Inventory Units
284
 Volume
\$67,135,649

Market Activity

Closed Sales
43 = 13.11%
 Pending Sales
64 = 19.51%
 Other Off Market
16 = 4.88%
 Active Inventory
205 = 62.50%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	37	43	16.22%	72	93	29.17%
Pending Sales	49	64	30.61%	105	137	30.48%
New Listings	58	76	31.03%	115	172	49.57%
Average List Price	125,381	147,958	18.01%	133,716	162,093	21.22%
Average Sale Price	118,982	139,023	16.84%	126,181	154,808	22.69%
Average Percent of Selling Price to List Price	90.75%	93.51%	3.04%	91.05%	94.15%	3.40%
Average Days on Market to Sale	128.03	30.28	-76.35%	140.35	27.68	-80.28%
Monthly Inventory	115	205	78.26%	115	205	78.26%
Months Supply of Inventory	2.22	3.87	74.89%	2.22	3.87	74.89%

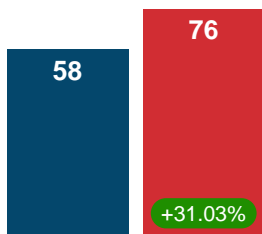
Absorption: Last 12 months, an Average of **53** Sales/Month

Inventory on February 28, 2021 = **205** 2020 2021

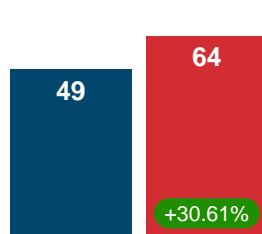
FEBRUARY MARKET

AVERAGE PRICES

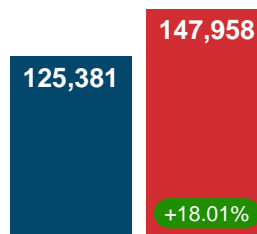
New Listings



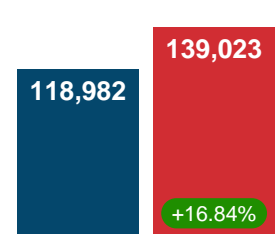
Pending Listings



List Price



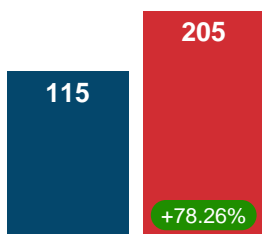
Sale Price



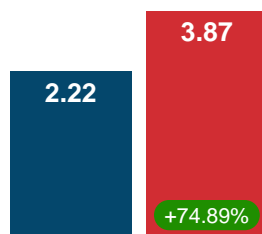
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

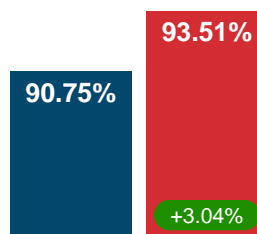
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

