

## February 2021



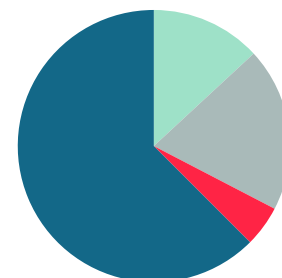
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	89,900	132,000	46.83%
Median Sale Price	85,000	127,000	49.41%
Median Percent of Selling Price to List Price	96.47%	97.56%	1.13%
Median Days on Market to Sale	86.00	22.00	-74.42%
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.

## 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 **49.41%** in February 2021 to \$127,000 versus the previous year at \$85,000.

## Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 64.00 days or **74.42%** in February 2021 compared to last year's same month at **86.00** 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 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.

## 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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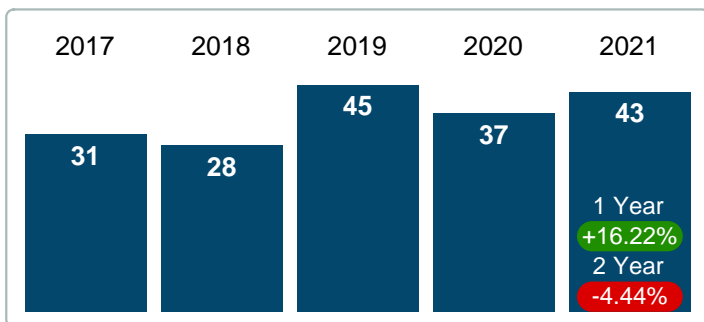
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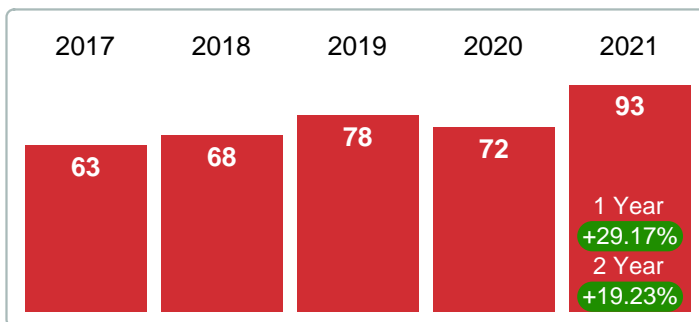
## CLOSED LISTINGS

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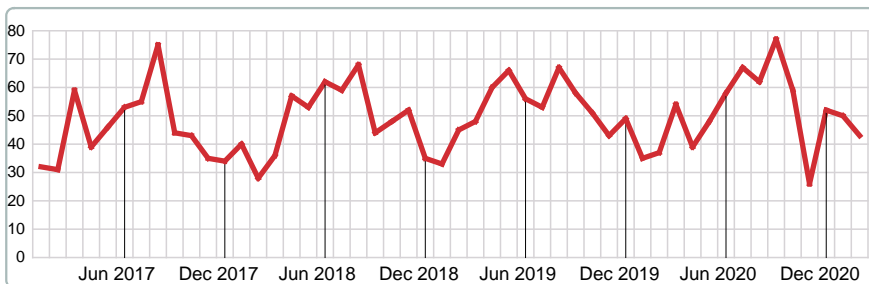
### FEBRUARY



### YEAR TO DATE (YTD)

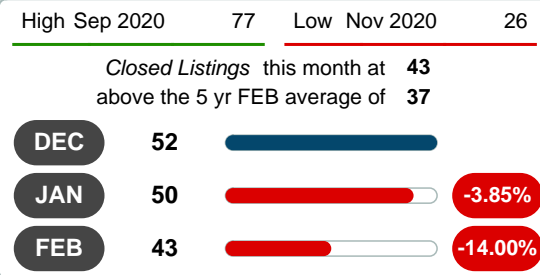


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 37



### 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	2	4.65%	20.5	0	2	0	0
\$30,001 - \$60,000	8	18.60%	26.5	2	5	0	1
\$60,001 - \$100,000	6	13.95%	14.5	0	4	2	0
\$100,001 - \$140,000	9	20.93%	47.0	1	6	2	0
\$140,001 - \$190,000	6	13.95%	37.0	0	5	0	1
\$190,001 - \$260,000	7	16.28%	38.0	0	6	1	0
\$260,001 and up	5	11.63%	18.0	1	3	1	0
<b>Total Closed Units</b>	<b>43</b>			<b>4</b>	<b>31</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>5,978,000</b>	<b>100%</b>	<b>22.0</b>	<b>465.40K</b>	<b>4.40M</b>	<b>931.90K</b>	<b>182.40K</b>
<b>Median Closed Price</b>	<b>\$127,000</b>			<b>\$83,950</b>	<b>\$130,000</b>	<b>\$116,000</b>	<b>\$91,200</b>

# February 2021



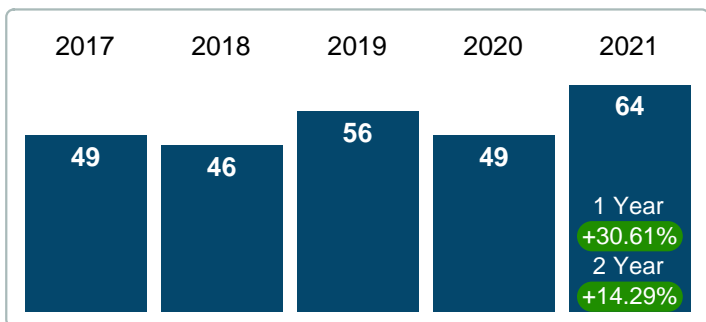
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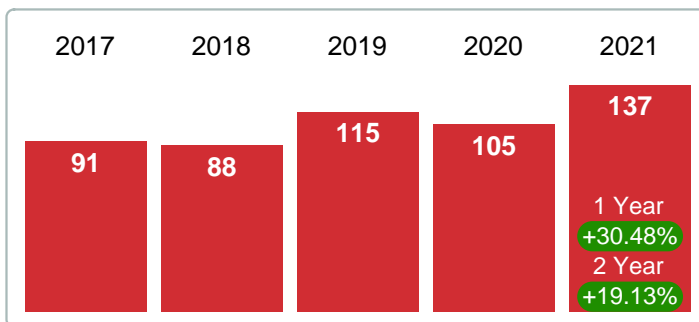
## PENDING LISTINGS

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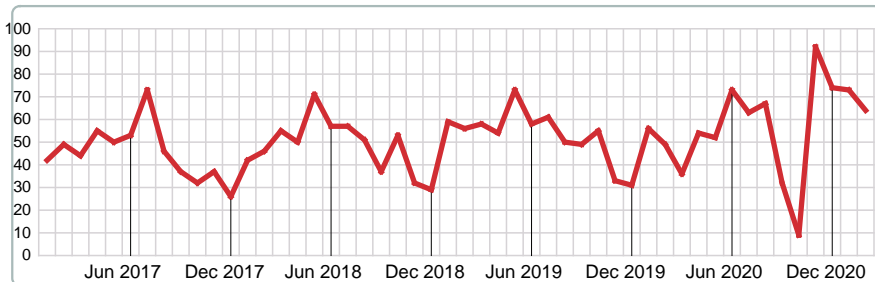
### FEBRUARY



### YEAR TO DATE (YTD)

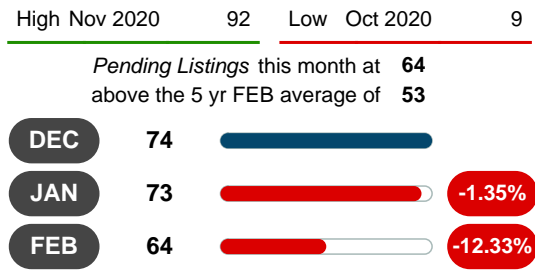


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 53



### 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	2	3.13%	26.0	0	2	0	0
\$25,001 - \$75,000	12	18.75%	48.0	6	6	0	0
\$75,001 - \$125,000	6	9.38%	20.0	2	4	0	0
\$125,001 - \$200,000	18	28.13%	16.5	1	13	4	0
\$200,001 - \$275,000	11	17.19%	8.0	0	7	3	1
\$275,001 - \$375,000	9	14.06%	8.0	1	7	1	0
\$375,001 and up	6	9.38%	92.5	2	0	3	1
<b>Total Pending Units</b>	<b>64</b>			<b>12</b>	<b>39</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>13,578,900</b>	<b>100%</b>	<b>21.0</b>	<b>1.88M</b>	<b>6.74M</b>	<b>2.91M</b>	<b>2.05M</b>
<b>Median Listing Price</b>	<b>\$169,500</b>			<b>\$76,000</b>	<b>\$169,000</b>	<b>\$239,900</b>	<b>\$1,024,750</b>

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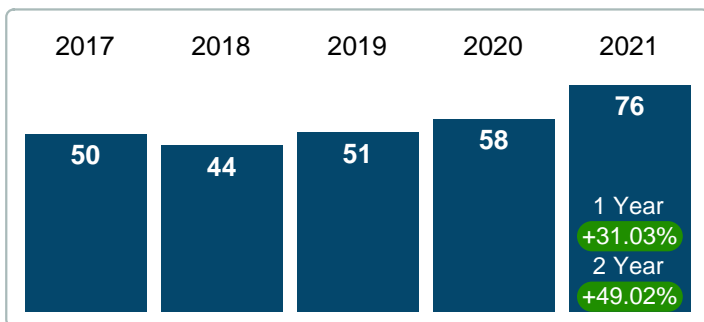
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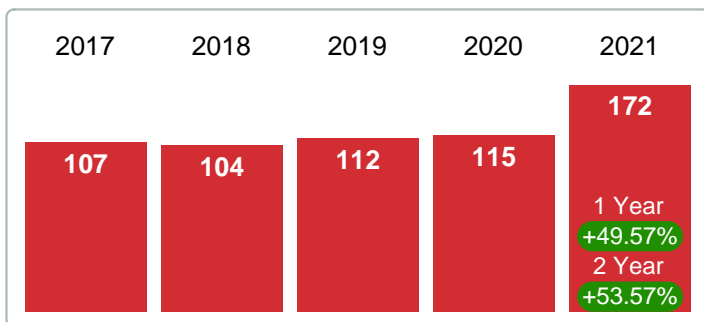
## NEW LISTINGS

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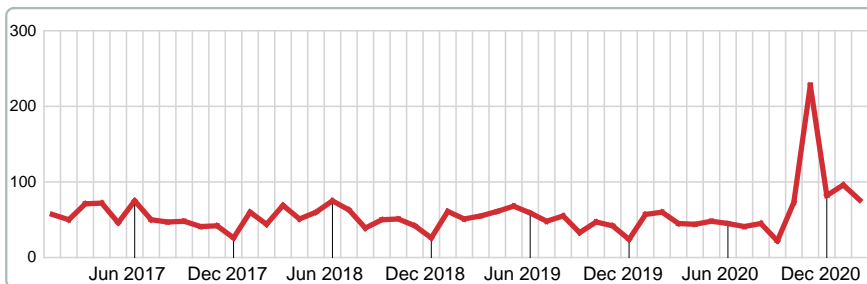
### FEBRUARY



### 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
<b>Total New Listed Units</b>	<b>76</b>		<b>9</b>	<b>50</b>	<b>15</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>19,481,200</b>	<b>100%</b>	<b>1.07M</b>	<b>10.14M</b>	<b>6.87M</b>	<b>1.40M</b>
<b>Median New Listed Listing Price</b>	<b>\$174,450</b>		<b>\$129,000</b>	<b>\$169,250</b>	<b>\$399,000</b>	<b>\$699,750</b>

# February 2021



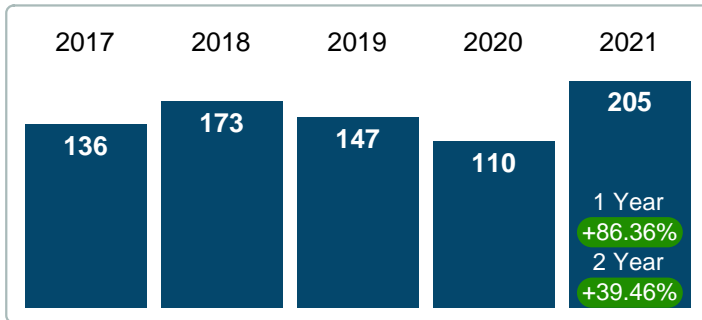
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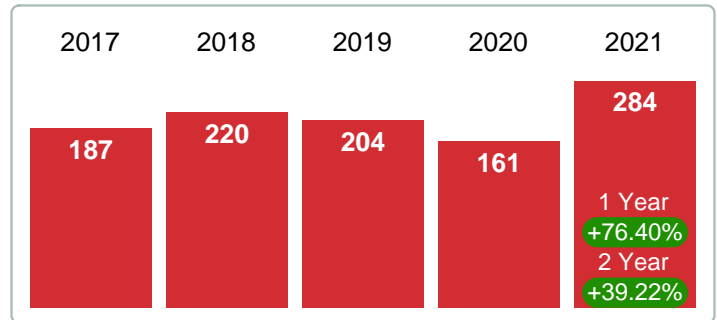
## ACTIVE INVENTORY

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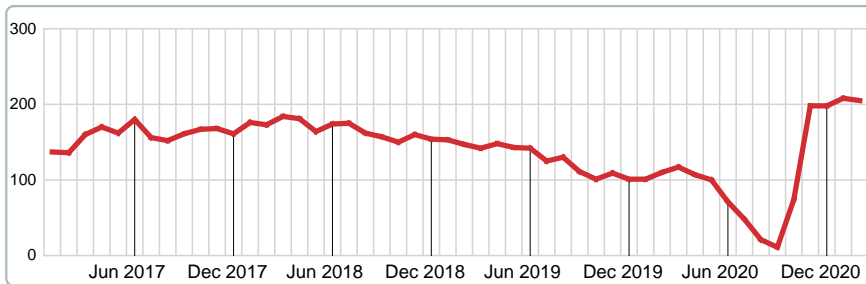
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

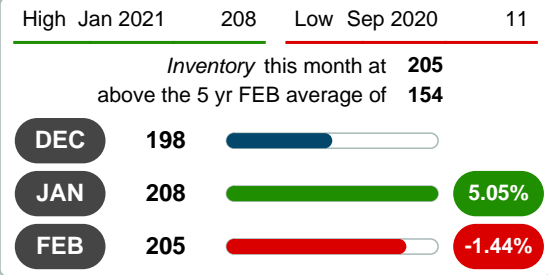


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 154



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	3.41%	46.0	4	3	0	0
\$25,001 - \$50,000	16	7.80%	74.5	12	4	0	0
\$50,001 - \$100,000	44	21.46%	75.0	17	24	3	0
\$100,001 - \$225,000	67	32.68%	44.0	9	47	10	1
\$225,001 - \$275,000	17	8.29%	89.0	4	4	8	1
\$275,001 - \$575,000	33	16.10%	53.0	2	16	13	2
\$575,001 and up	21	10.24%	72.0	1	4	9	7
<b>Total Active Inventory by Units</b>	<b>205</b>			<b>49</b>	<b>102</b>	<b>43</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>50,369,549</b>	<b>100%</b>	<b>59.0</b>	<b>6.10M</b>	<b>20.25M</b>	<b>15.63M</b>	<b>8.39M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$159,000</b>			<b>\$69,000</b>	<b>\$143,000</b>	<b>\$279,000</b>	<b>\$650,000</b>

# February 2021



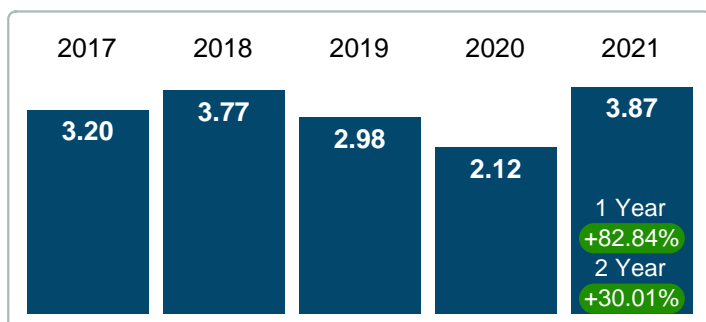
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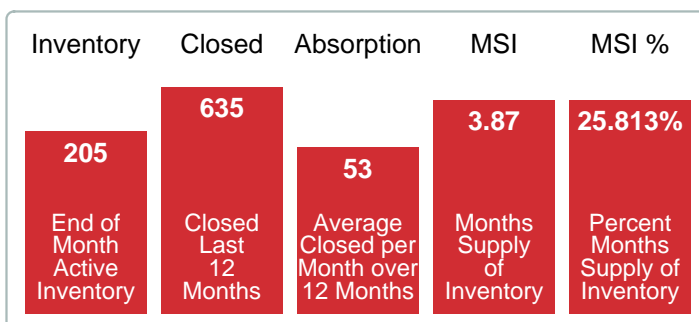
## MONTHS SUPPLY of INVENTORY (MSI)

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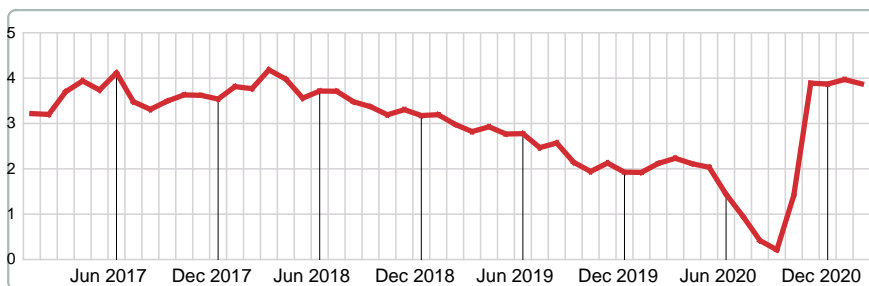
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

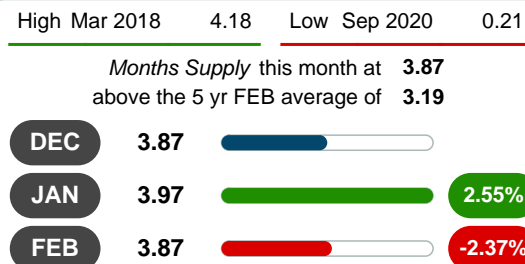


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# February 2021



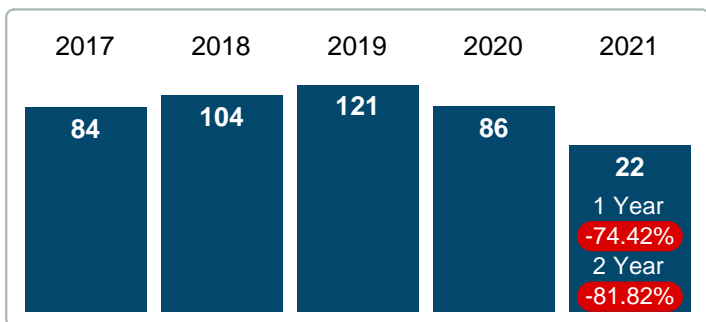
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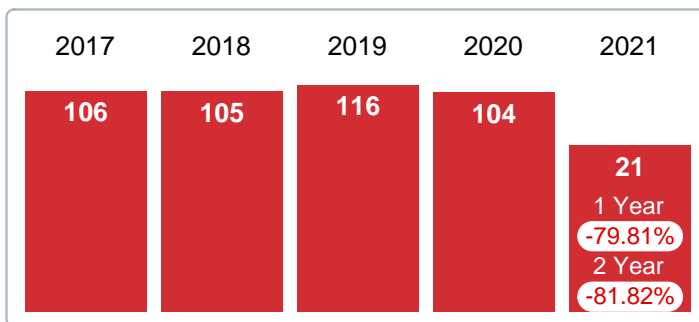
## MEDIAN DAYS ON MARKET TO SALE

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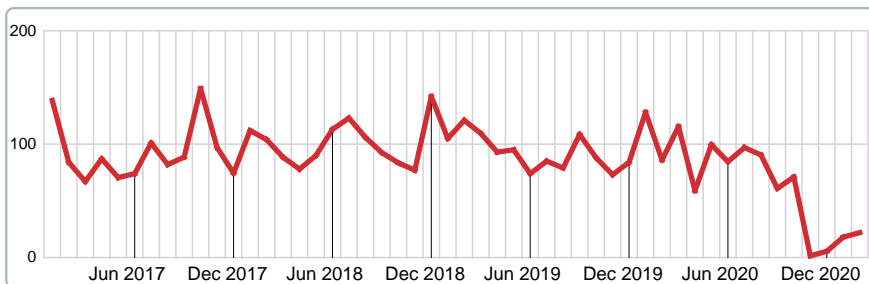
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

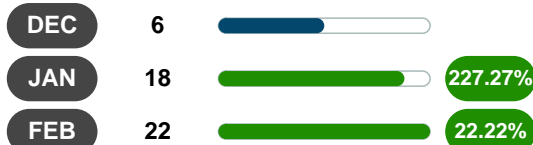


### 3 MONTHS

5 year FEB AVG = 83

High Oct 2017 149 Low Nov 2020 2

Median Days on Market to Sale this month at 22 below the 5 yr FEB average of 83



### 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	2	4.65%	21	0	21	0	0
\$30,001 - \$60,000	8	18.60%	27	28	36	0	1
\$60,001 - \$100,000	6	13.95%	15	0	7	47	0
\$100,001 - \$140,000	9	20.93%	47	1	50	44	0
\$140,001 - \$190,000	6	13.95%	37	0	36	0	57
\$190,001 - \$260,000	7	16.28%	38	0	25	40	0
\$260,001 and up	5	11.63%	18	26	10	18	0
Median Closed DOM			22	22	22	31	29
Total Closed Units		100%	43	4	31	6	2
Total Closed Volume			5,978,000	465.40K	4.40M	931.90K	182.40K



# February 2021



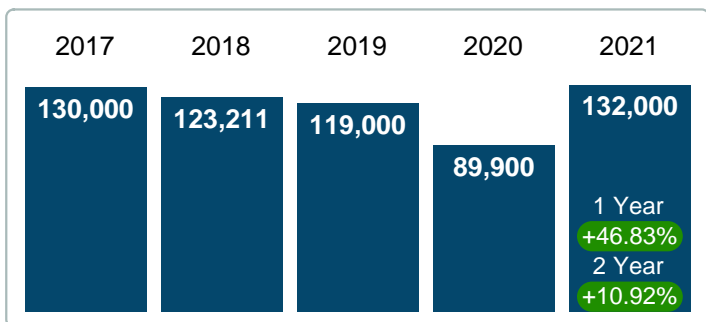
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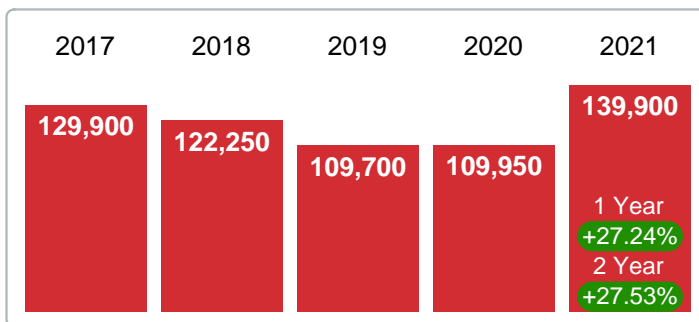
## MEDIAN LIST PRICE AT CLOSING

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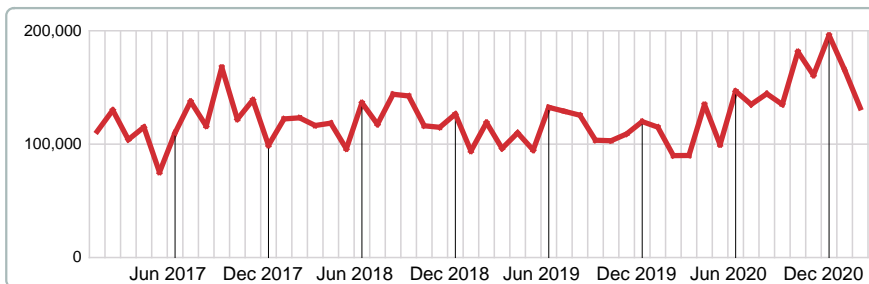
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

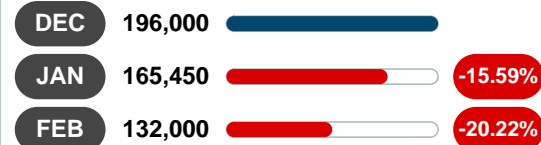


### 3 MONTHS

5 year FEB AVG = 118,822

High Dec 2020 196,000 Low May 2017 75,200

Median List Price at Closing this month at **132,000**  
above the 5 yr FEB average of **118,822**



### 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	4.65%	19,950	0	19,950	0	0
\$30,001 - \$60,000	11.63%	45,000	39,000	47,500	0	39,900
\$60,001 - \$100,000	20.93%	85,000	0	85,000	86,450	0
\$100,001 - \$140,000	20.93%	130,000	134,900	131,000	129,450	0
\$140,001 - \$190,000	13.95%	159,950	0	159,950	0	0
\$190,001 - \$260,000	13.95%	212,400	0	224,900	0	197,500
\$260,001 and up	13.95%	305,000	280,000	359,000	299,500	0
<b>Median List Price</b>		<b>132,000</b>	<b>89,950</b>	<b>139,900</b>	<b>129,450</b>	<b>118,700</b>
<b>Total Closed Units</b>		<b>43</b>	<b>4</b>	<b>31</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,362,199</b>	<b>492.90K</b>	<b>4.60M</b>	<b>1.03M</b>	<b>237.40K</b>



# February 2021



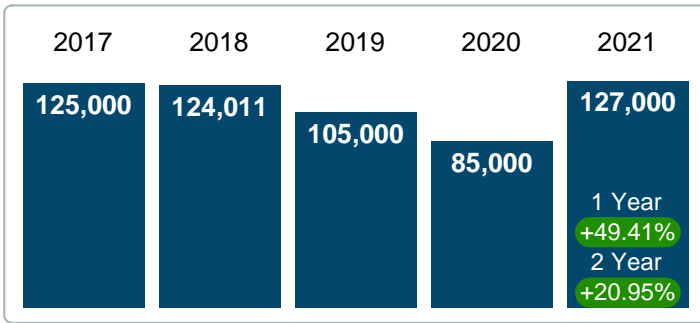
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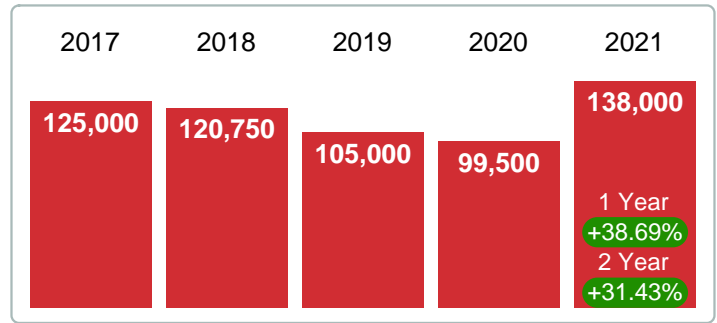
## MEDIAN SOLD PRICE AT CLOSING

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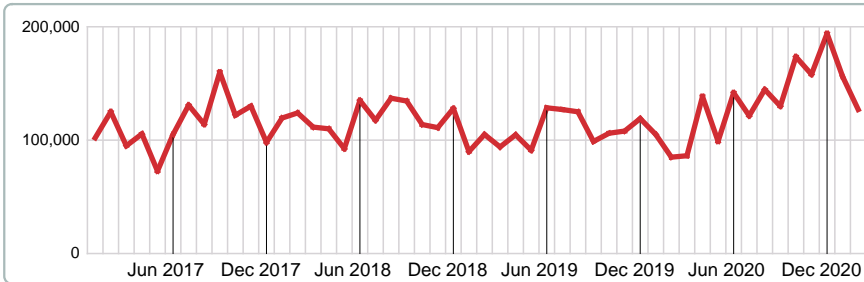
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

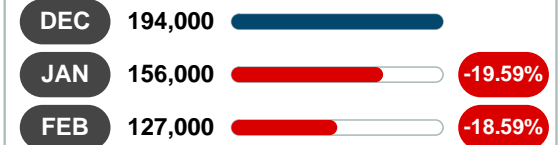


### 3 MONTHS

5 year FEB AVG = 113,202

High Dec 2020 194,000 Low May 2017 72,750

Median Sold Price at Closing this month at 127,000 above the 5 yr FEB average of 113,202



### 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	2	4.65%	19,000	0	19,000	0	0
\$30,001 - \$60,000	8	18.60%	46,250	32,750	55,000	0	39,900
\$60,001 - \$100,000	6	13.95%	70,500	0	68,500	85,950	0
\$100,001 - \$140,000	9	20.93%	126,000	134,900	125,500	116,000	0
\$140,001 - \$190,000	6	13.95%	155,000	0	156,000	0	142,500
\$190,001 - \$260,000	7	16.28%	215,000	0	207,000	259,000	0
\$260,001 and up	5	11.63%	280,000	265,000	345,000	269,000	0
Median Sold Price			127,000	83,950	130,000	116,000	91,200
Total Closed Units		100%	43	4	31	6	2
Total Closed Volume			5,978,000	465.40K	4.40M	931.90K	182.40K

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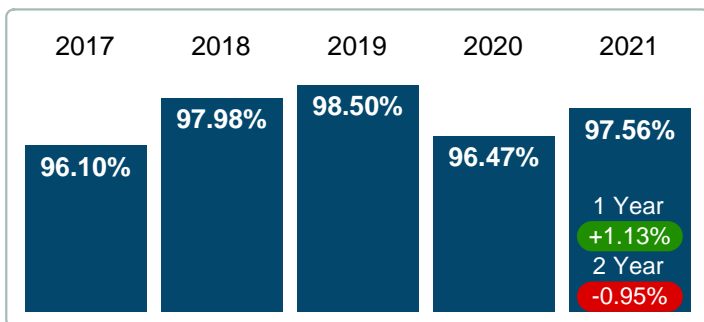
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



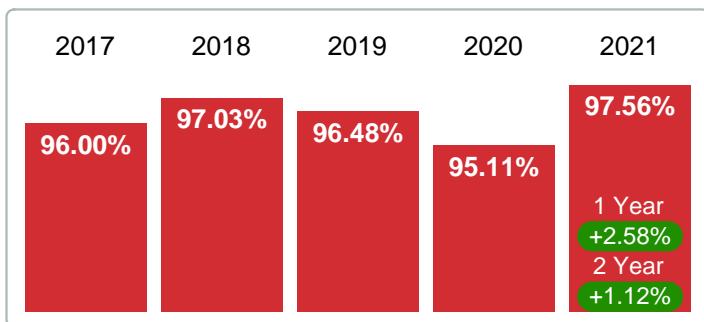
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

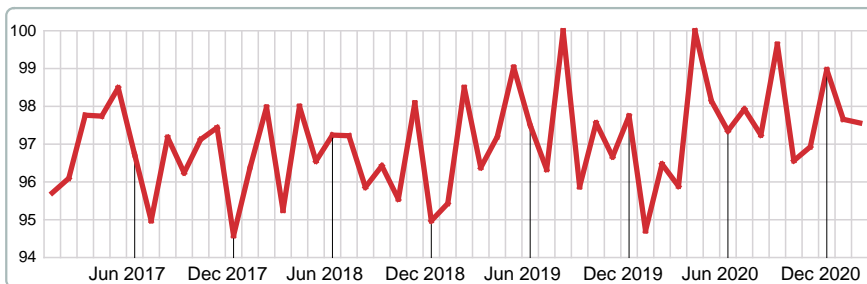
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

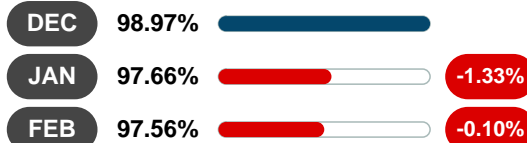


### 3 MONTHS

5 year FEB AVG = 97.32%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.56%**  
above the 5 yr FEB average of **97.32%**



### 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	<div style="width: 4.65%;"></div> 2	4.65%	96.82%	0.00%	96.82%	0.00%	0.00%	
\$30,001 - \$60,000	<div style="width: 18.60%;"></div> 8	18.60%	90.68%	86.11%	86.92%	0.00%	100.00%	
\$60,001 - \$100,000	<div style="width: 13.95%;"></div> 6	13.95%	99.32%	0.00%	98.87%	99.32%	0.00%	
\$100,001 - \$140,000	<div style="width: 20.93%;"></div> 9	20.93%	97.67%	100.00%	96.19%	89.64%	0.00%	
\$140,001 - \$190,000	<div style="width: 13.95%;"></div> 6	13.95%	96.94%	0.00%	97.56%	0.00%	72.15%	
\$190,001 - \$260,000	<div style="width: 16.28%;"></div> 7	16.28%	96.05%	0.00%	98.02%	78.48%	0.00%	
\$260,001 and up	<div style="width: 11.63%;"></div> 5	11.63%	96.20%	94.64%	96.20%	100.00%	0.00%	
Median Sold/List Ratio		97.56%		97.32%	96.31%	98.54%	86.08%	
Total Closed Units		43	100%	97.56%	4	31	6	2
Total Closed Volume		5,978,000			465.40K	4.40M	931.90K	182.40K

# February 2021



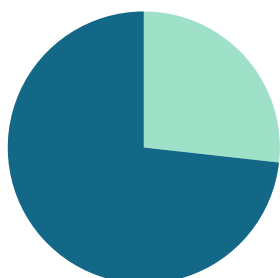
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

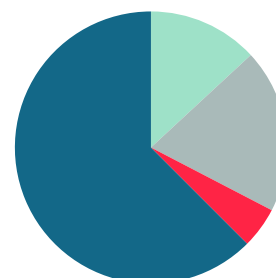


**Inventory**  
 New Listings  
**76 = 26.76%**  
 Start Inventory  
**208**  
 Total Inventory Units  
**284**  
 Volume  
**\$67,135,649**

### 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%
Median List Price	89,900	132,000	46.83%	109,950	139,900	27.24%
Median Sale Price	85,000	127,000	49.41%	99,500	138,000	38.69%
Median Percent of Selling Price to List Price	96.47%	97.56%	1.13%	95.11%	97.56%	2.58%
Median Days on Market to Sale	86.00	22.00	-74.42%	104.00	21.00	-79.81%
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

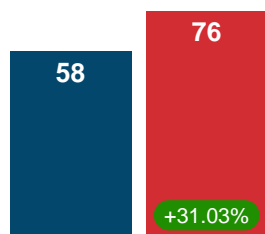
**Inventory** on February 28, 2021 = **205**

**2020** **2021**

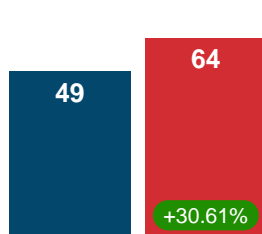
### FEBRUARY MARKET

### MEDIAN PRICES

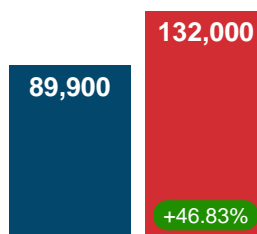
#### New Listings



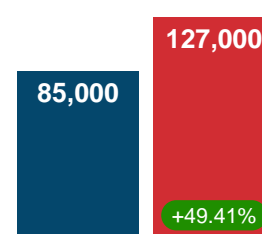
#### Pending Listings



#### List Price



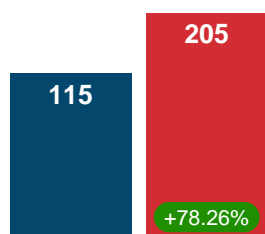
#### Sale Price



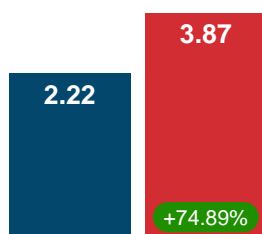
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

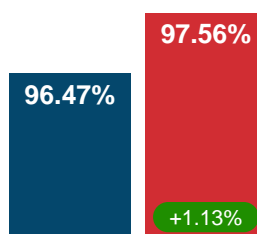
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

