

March 2021



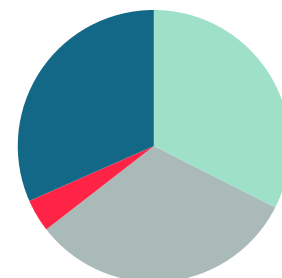
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	57	75	31.58%
Pending Listings	76	74	-2.63%
New Listings	98	82	-16.33%
Average List Price	169,177	185,077	9.40%
Average Sale Price	163,190	184,071	12.80%
Average Percent of Selling Price to List Price	98.04%	101.54%	3.57%
Average Days on Market to Sale	43.25	30.19	-30.20%
End of Month Inventory	170	73	-57.06%
Months Supply of Inventory	2.69	1.03	-61.84%



■ Closed (32.47%)
■ Pending (32.03%)
■ Other OffMarket (3.90%)
■ Active (31.60%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of March 31, 2021 = **73**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **57.06%** to 73 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **1.03** 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 **12.80%** in March 2021 to \$184,071 versus the previous year at \$163,190.

Average Days on Market Shortens

The average number of **30.19** days that homes spent on the market before selling decreased by 13.06 days or **30.20%** in March 2021 compared to last year's same month at **43.25** DOM.

Sales Success for March 2021 is Positive

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

There were 82 New Listings in March 2021, down **16.33%** from last year at 98. Furthermore, there were 75 Closed Listings this month versus last year at 57, a **31.58%** increase.

Closed versus Listed trends yielded a **91.5%** ratio, up from previous year's, March 2020, at **58.2%**, a **57.25%** upswing. This will certainly create pressure on a decreasing Monthly 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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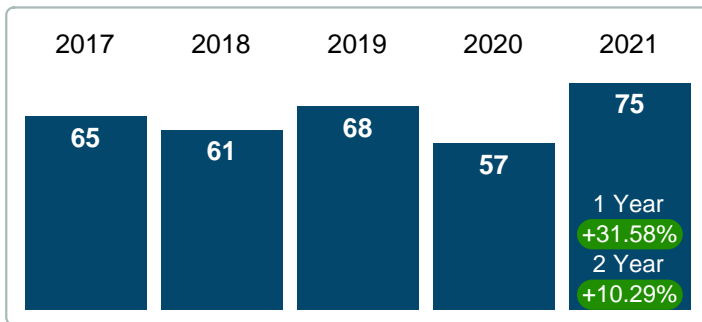
Area Delimited by County Of Creek - Residential Property Type



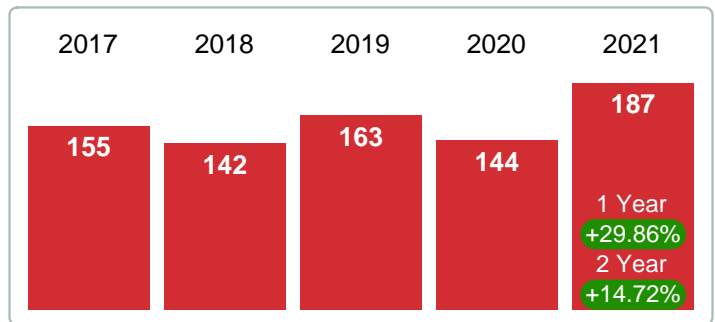
CLOSED LISTINGS

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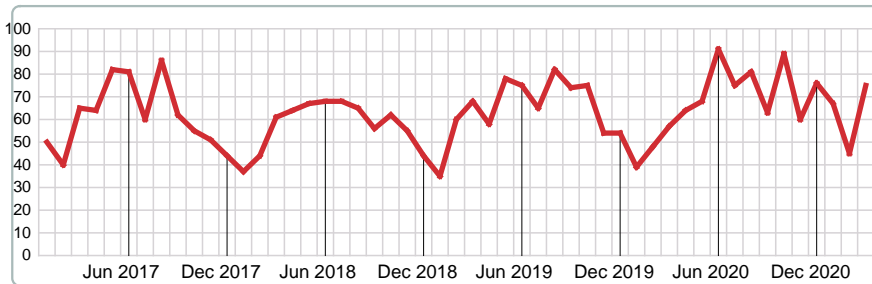
MARCH



YEAR TO DATE (YTD)

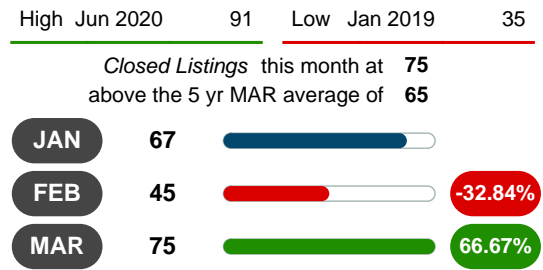


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.67%	35.4	3	2	0	0
\$50,001 - \$75,000	3	4.00%	8.3	1	2	0	0
\$75,001 - \$150,000	19	25.33%	27.4	6	10	3	0
\$150,001 - \$175,000	20	26.67%	37.4	0	19	1	0
\$175,001 - \$225,000	8	10.67%	14.5	0	7	1	0
\$225,001 - \$350,000	11	14.67%	19.7	0	8	1	2
\$350,001 and up	9	12.00%	51.3	0	3	5	1
Total Closed Units	75			10	51	11	3
Total Closed Volume	13,805,313	100%	30.2	723.30K	9.24M	2.86M	987.00K
Average Closed Price	\$184,071			\$72,330	\$181,098	\$259,909	\$329,000

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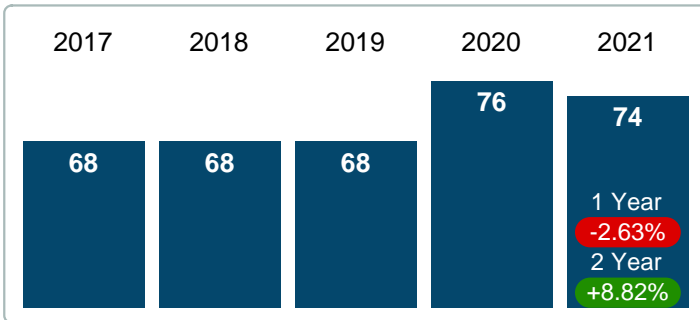
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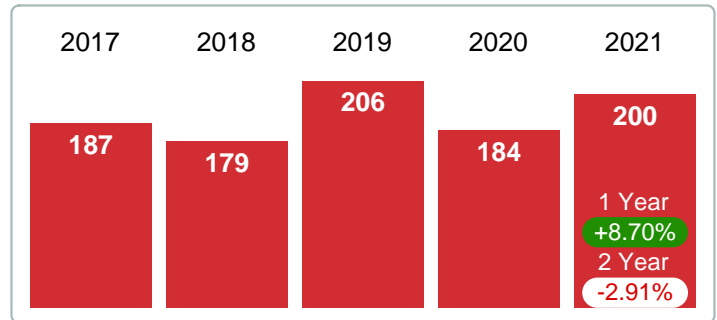
PENDING LISTINGS

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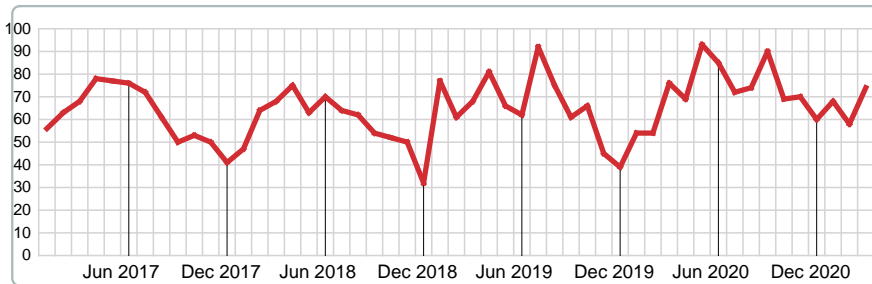
MARCH



YEAR TO DATE (YTD)

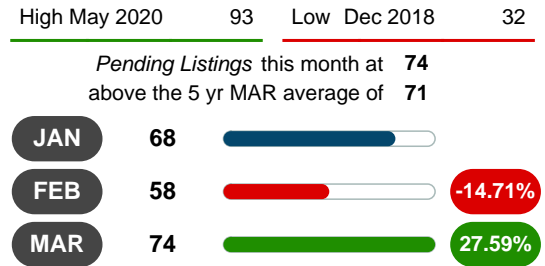


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.11%	32.7	2	3	1	0
\$75,001 - \$100,000	6	8.11%	6.2	3	2	1	0
\$100,001 - \$125,000	6	8.11%	20.7	1	5	0	0
\$125,001 - \$200,000	29	39.19%	31.0	4	21	4	0
\$200,001 - \$275,000	9	12.16%	9.8	0	7	2	0
\$275,001 - \$400,000	10	13.51%	13.1	0	2	7	1
\$400,001 and up	8	10.81%	21.8	0	4	3	1
Total Pending Units	74			10	44	18	2
Total Pending Volume	17,559,013	100%	22.5	1.11M	8.27M	7.36M	817.50K
Average Listing Price	\$239,302			\$111,260	\$187,880	\$409,011	\$408,750

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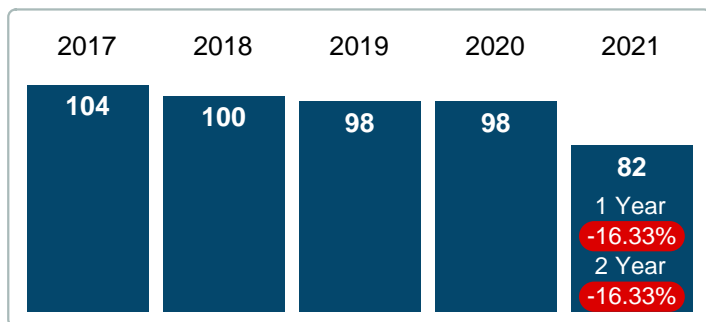
Area Delimited by County Of Creek - Residential Property Type



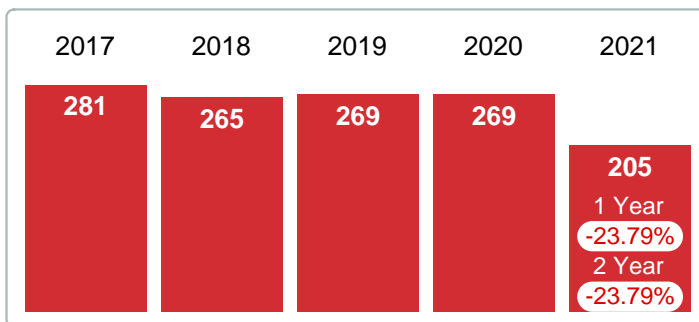
NEW LISTINGS

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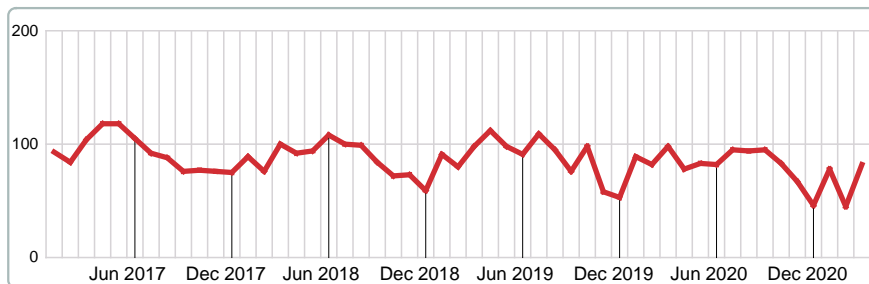
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 96

High May 2017 118 Low Feb 2021 45

New Listings this month at **82**
below the 5 yr MAR average of **96**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.32%	4	1	1	0
\$75,001 - \$125,000	9	10.98%	1	6	2	0
\$125,001 - \$150,000	15	18.29%	1	14	0	0
\$150,001 - \$225,000	22	26.83%	3	16	3	0
\$225,001 - \$350,000	12	14.63%	1	7	4	0
\$350,001 - \$525,000	11	13.41%	0	3	3	5
\$525,001 and up	7	8.54%	0	2	4	1
Total New Listed Units	82		10	49	17	6
Total New Listed Volume	22,870,424	100%	1.22M	9.95M	8.66M	3.04M
Average New Listed Listing Price	\$267,793		\$121,740	\$203,015	\$509,576	\$507,083

March 2021



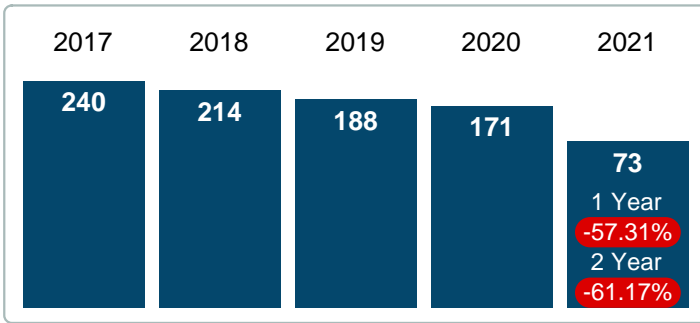
Area Delimited by County Of Creek - Residential Property Type



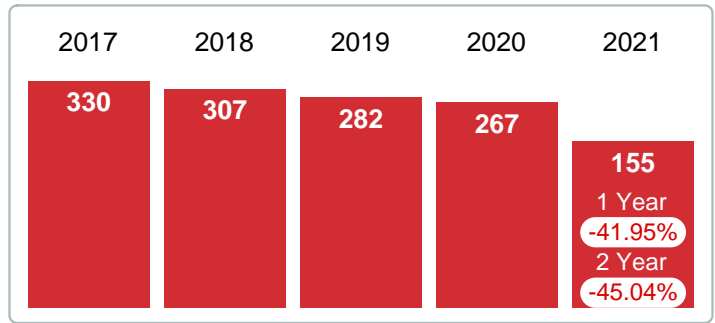
ACTIVE INVENTORY

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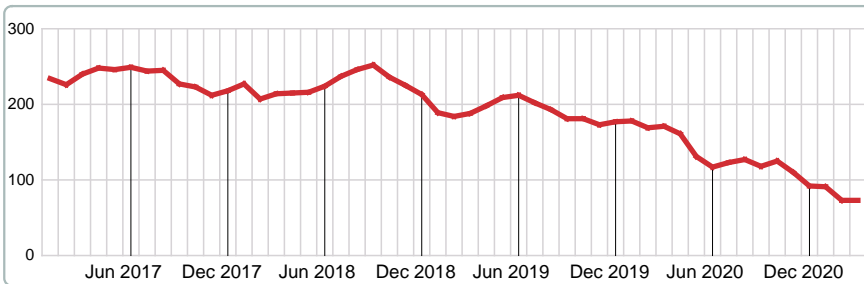
END OF MARCH



ACTIVE DURING MARCH

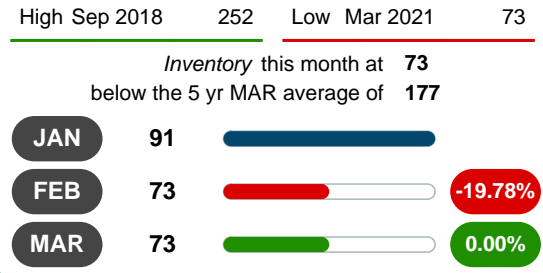


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 177



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.48%	43.8	3	1	0	0
\$50,001 - \$100,000	10	13.70%	107.5	3	4	3	0
\$100,001 - \$125,000	7	9.59%	49.1	2	3	1	1
\$125,001 - \$200,000	24	32.88%	82.3	2	22	0	0
\$200,001 - \$375,000	12	16.44%	49.9	1	9	1	1
\$375,001 - \$575,000	8	10.96%	125.6	0	1	3	4
\$575,001 and up	8	10.96%	70.6	0	2	3	3
Total Active Inventory by Units	73			11	42	11	9
Total Active Inventory by Volume	20,183,661	100%	78.6	1.20M	8.49M	4.92M	5.57M
Average Active Inventory Listing Price	\$276,489			\$109,318	\$202,111	\$447,236	\$619,211

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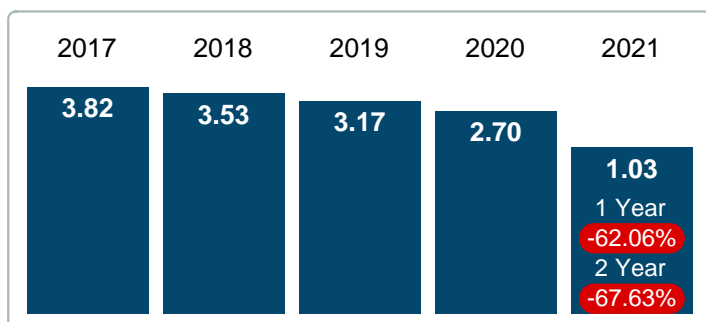
Area Delimited by County Of Creek - Residential Property Type



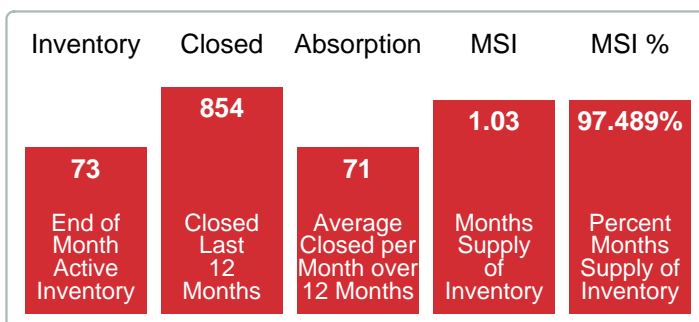
MONTHS SUPPLY of INVENTORY (MSI)

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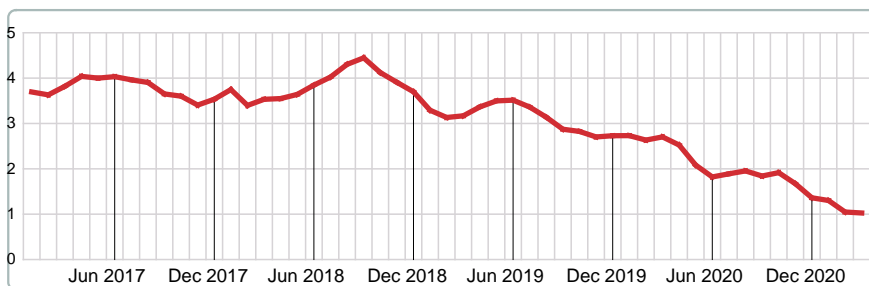
MSI FOR MARCH



INDICATORS FOR MARCH 2021

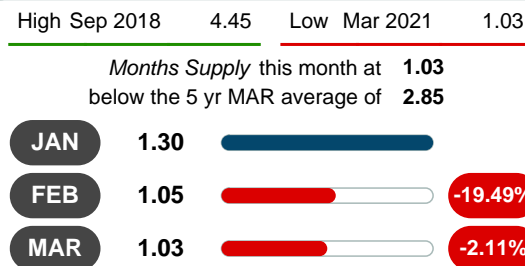


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.85



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
\$50,000 and less	4	5.48%	1.23	1.89	0.75	0.00	0.00
\$50,001 - \$100,000	10	13.70%	0.85	0.86	0.57	3.60	0.00
\$100,001 - \$125,000	7	9.59%	0.87	1.33	0.49	4.00	6.00
\$125,001 - \$200,000	24	32.88%	0.88	1.71	0.98	0.00	0.00
\$200,001 - \$375,000	12	16.44%	0.80	2.40	1.03	0.21	0.86
\$375,001 - \$575,000	8	10.96%	1.85	0.00	1.00	1.29	4.00
\$575,001 and up	8	10.96%	6.00	0.00	4.80	5.14	9.00
Market Supply of Inventory (MSI)			1.03	1.35	0.89	0.87	2.70
Total Active Inventory by Units		100%	1.03	11	42	11	9

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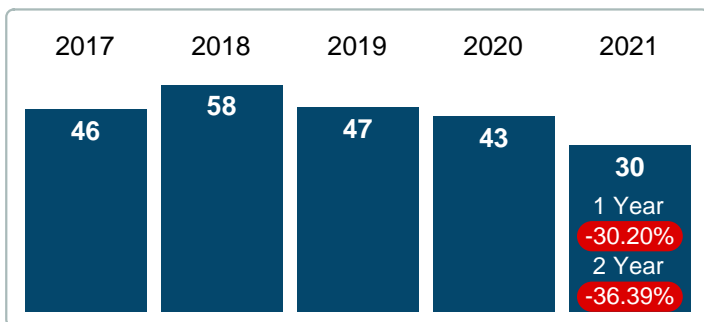
Area Delimited by County Of Creek - Residential Property Type



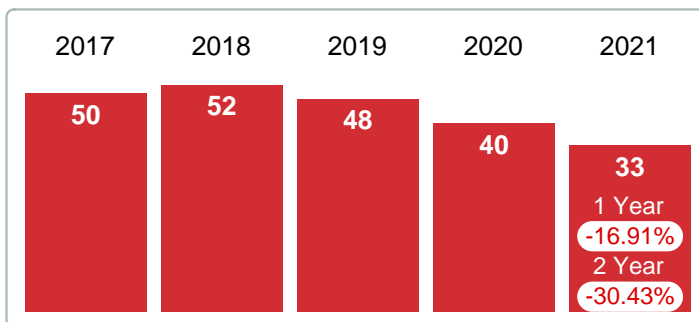
AVERAGE DAYS ON MARKET TO SALE

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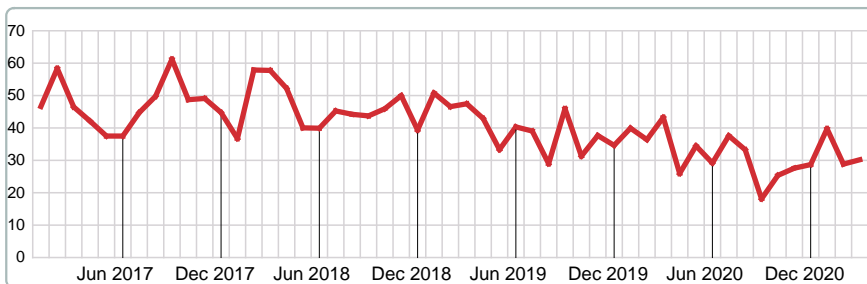
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 45

High Sep 2017 61 Low Sep 2020 18

Average Days on Market to Sale this month at 30 below the 5 yr MAR average of 45



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
\$50,000 and less	6.67%	35	48	17	0	0
\$50,001 - \$75,000	4.00%	8	1	12	0	0
\$75,001 - \$150,000	25.33%	27	29	20	47	0
\$150,001 - \$175,000	26.67%	37	0	39	1	0
\$175,001 - \$225,000	10.67%	15	0	16	2	0
\$225,001 - \$350,000	14.67%	20	0	10	7	64
\$350,001 and up	12.00%	51	0	35	42	150
Average Closed DOM		30	32	26	33	93
Total Closed Units	100%	75	10	51	11	3
Total Closed Volume		13,805,313	723.30K	9.24M	2.86M	987.00K

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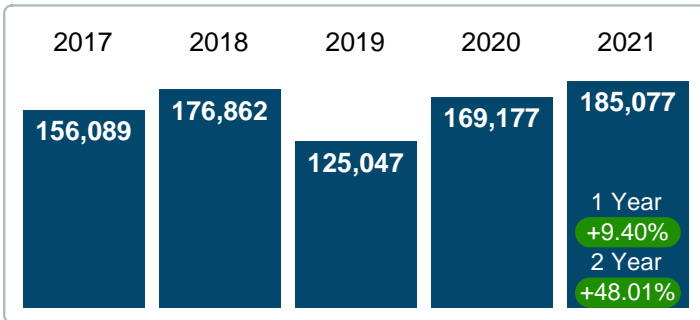
Area Delimited by County Of Creek - Residential Property Type



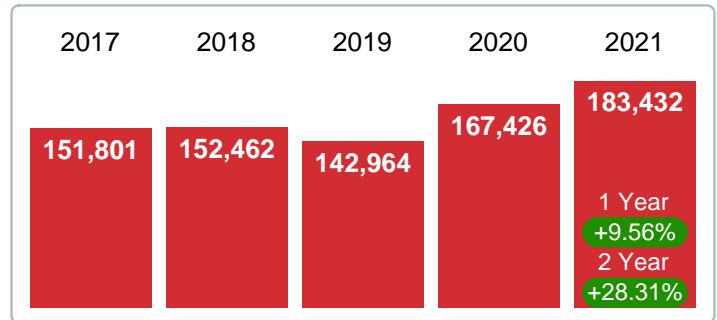
AVERAGE LIST PRICE AT CLOSING

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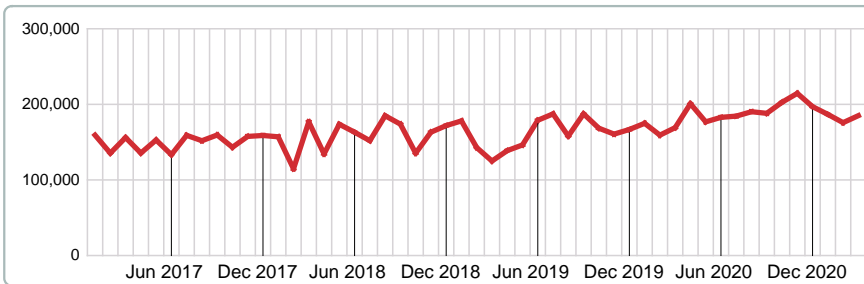
MARCH



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5 YEAR MARKET ACTIVITY TRENDS

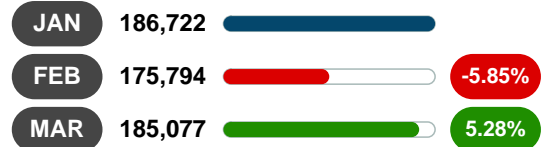


3 MONTHS

5 year MAR AVG = 162,450

High Nov 2020 214,572 Low Feb 2018 114,760

Average List Price at Closing this month at **185,077** above the 5 yr MAR average of **162,450**



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
\$50,000 and less	5.33%	41,450	47,652	47,450	0	0
\$50,001 - \$75,000	5.33%	62,714	68,900	68,950	0	0
\$75,001 - \$150,000	29.33%	108,614	86,817	121,090	93,267	0
\$150,001 - \$175,000	18.67%	165,036	0	174,521	160,000	0
\$175,001 - \$225,000	14.67%	189,255	0	168,771	190,000	0
\$225,001 - \$350,000	14.67%	275,382	0	267,525	235,000	274,450
\$350,001 and up	12.00%	405,898	0	406,871	399,494	435,000
Average List Price		185,077	73,276	182,388	260,207	327,967
Total Closed Units	100%	185,077	10	51	11	3
Total Closed Volume		13,880,742	732.76K	9.30M	2.86M	983.90K

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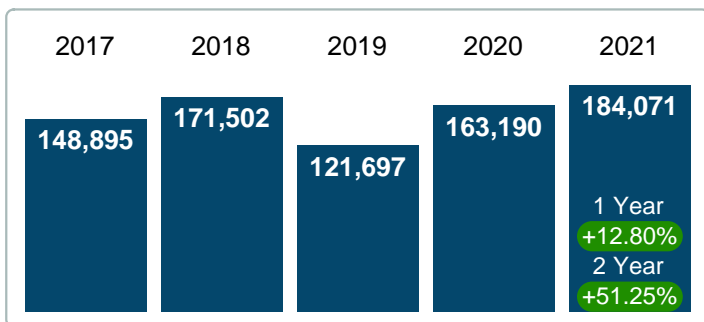
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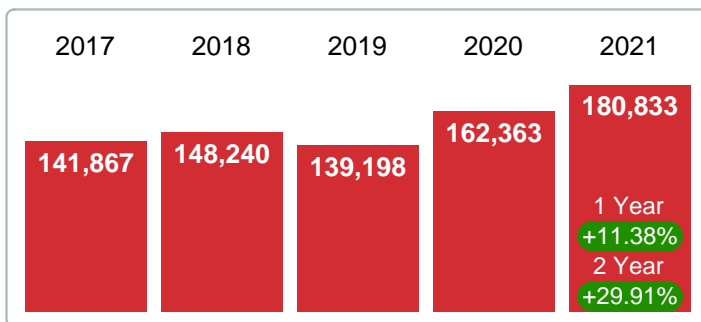
AVERAGE SOLD PRICE AT CLOSING

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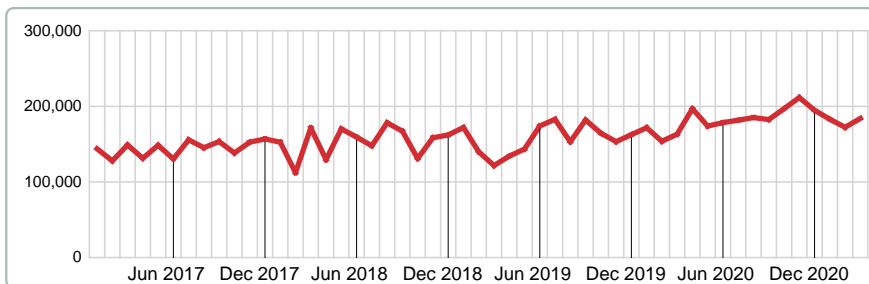
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

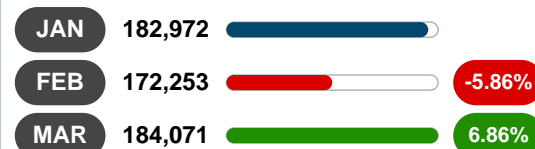


3 MONTHS

5 year MAR AVG = 157,871

High Nov 2020 211,621 Low Feb 2018 112,345

Average Sold Price at Closing this month at **184,071** above the 5 yr MAR average of **157,871**



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
\$50,000 and less	6.67%	32,320	33,333	30,800	0	0
\$50,001 - \$75,000	4.00%	64,300	68,900	62,000	0	0
\$75,001 - \$150,000	25.33%	107,911	92,400	122,590	90,000	0
\$150,001 - \$175,000	26.67%	163,550	0	163,737	160,000	0
\$175,001 - \$225,000	10.67%	194,250	0	191,571	213,000	0
\$225,001 - \$350,000	14.67%	266,900	0	269,238	235,000	273,500
\$350,001 and up	12.00%	404,401	0	406,204	396,200	440,000
Average Sold Price		184,071	72,330	181,098	259,909	329,000
Total Closed Units	100%	184,071	10	51	11	3
Total Closed Volume		13,805,313	723.30K	9.24M	2.86M	987.00K

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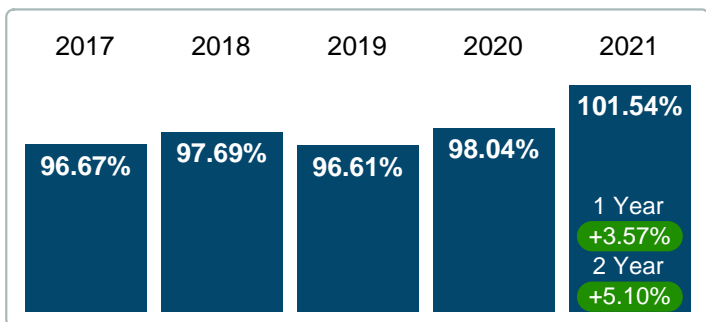
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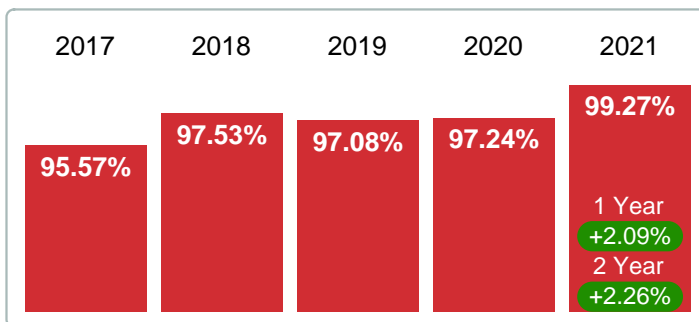
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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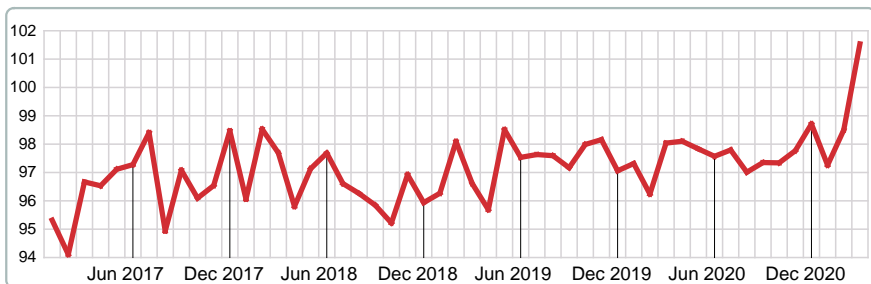
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

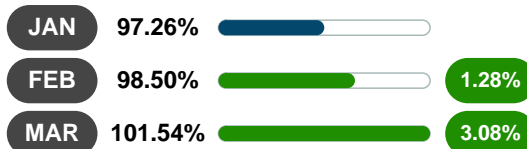


3 MONTHS

5 year MAR AVG = 98.11%

High Mar 2021 101.54% Low Feb 2017 94.11%

Average Sold/List Ratio this month at **101.54%**
above the 5 yr MAR average of **98.11%**



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
\$50,000 and less	5	6.67%	70.00%	69.06%	71.40%	0.00%	0.00%
\$50,001 - \$75,000	3	4.00%	93.94%	100.00%	90.92%	0.00%	0.00%
\$75,001 - \$150,000	19	25.33%	102.04%	107.00%	100.67%	96.73%	0.00%
\$150,001 - \$175,000	20	26.67%	96.48%	0.00%	96.29%	100.00%	0.00%
\$175,001 - \$225,000	8	10.67%	139.49%	0.00%	143.40%	112.11%	0.00%
\$225,001 - \$350,000	11	14.67%	100.27%	0.00%	100.46%	100.00%	99.67%
\$350,001 and up	9	12.00%	99.57%	0.00%	99.81%	99.11%	101.15%
Average Sold/List Ratio		101.50%		94.92%	103.29%	99.80%	100.16%
Total Closed Units		75	100%	10	51	11	3
Total Closed Volume		13,805,313		723.30K	9.24M	2.86M	987.00K

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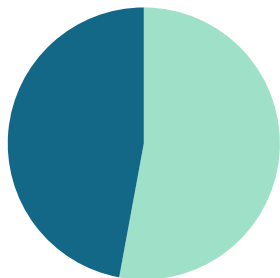
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

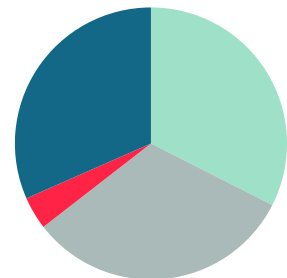


Inventory
 New Listings
82 = 52.90%
 Start Inventory
73
 Total Inventory Units
155
 Volume
\$41,198,574

Market Activity

Closed Sales
75 = 32.47%
 Pending Sales
74 = 32.03%
 Other Off Market
9 = 3.90%
 Active Inventory
73 = 31.60%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	57	75	31.58%	144	187	29.86%
Pending Sales	76	74	-2.63%	184	200	8.70%
New Listings	98	82	-16.33%	269	205	-23.79%
Average List Price	169,177	185,077	9.40%	167,426	183,432	9.56%
Average Sale Price	163,190	184,071	12.80%	162,363	180,833	11.38%
Average Percent of Selling Price to List Price	98.04%	101.54%	3.57%	97.24%	99.27%	2.09%
Average Days on Market to Sale	43.25	30.19	-30.20%	40.06	33.29	-16.91%
Monthly Inventory	170	73	-57.06%	170	73	-57.06%
Months Supply of Inventory	2.69	1.03	-61.84%	2.69	1.03	-61.84%

Absorption: Last 12 months, an Average of **71** Sales/Month

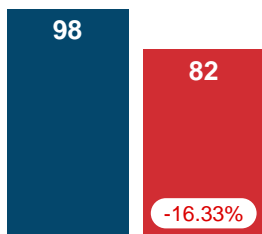
Inventory on March 31, 2021 = **73**

2020 **2021**

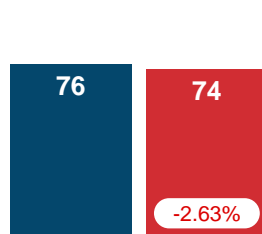
MARCH MARKET

AVERAGE PRICES

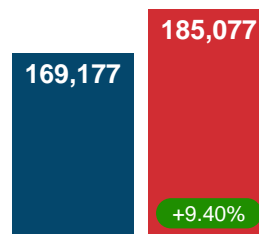
New Listings



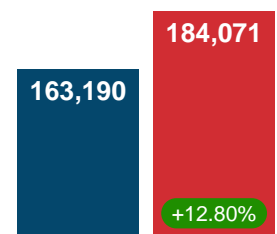
Pending Listings



List Price



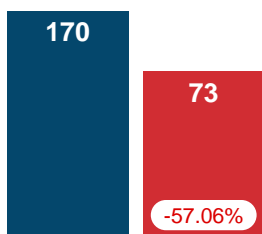
Sale Price



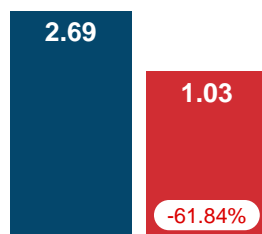
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

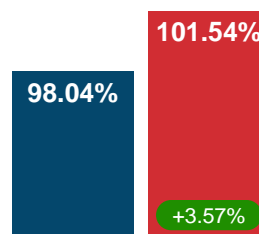
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

