

## March 2021



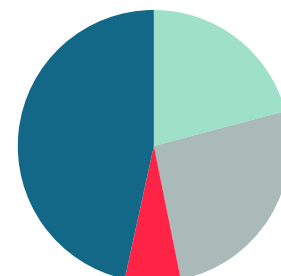
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	54	82	51.85%
Pending Listings	36	102	183.33%
New Listings	45	100	122.22%
Average List Price	118,240	227,949	92.78%
Average Sale Price	110,656	206,540	86.65%
Average Percent of Selling Price to List Price	90.88%	95.03%	4.56%
Average Days on Market to Sale	134.28	29.72	-77.87%
End of Month Inventory	121	183	51.24%
Months Supply of Inventory	2.31	3.31	43.48%



■ Closed (20.87%)  
■ Pending (25.95%)  
■ Other OffMarket (6.62%)  
■ Active (46.56%)

**Absorption:** Last 12 months, an Average of **55** Sales/Month  
**Active Inventory** as of March 31, 2021 = **183**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2021 rose **51.24%** to 183 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **3.31** 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 **86.65%** in March 2021 to \$206,540 versus the previous year at \$110,656.

##### Average Days on Market Shortens

The average number of **29.72** days that homes spent on the market before selling decreased by 104.56 days or **77.87%** in March 2021 compared to last year's same month at **134.28** 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 weak this month.

There were 100 New Listings in March 2021, up **122.22%** from last year at 45. Furthermore, there were 82 Closed Listings this month versus last year at 54, a **51.85%** increase.

Closed versus Listed trends yielded a **82.0%** ratio, down from previous year's, March 2020, at **120.0%**, a **31.67%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2021



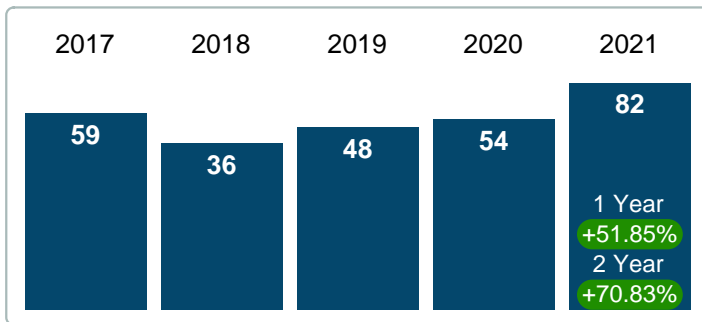
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



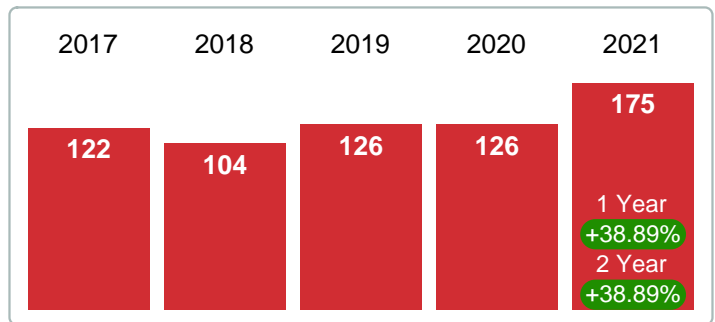
## CLOSED LISTINGS

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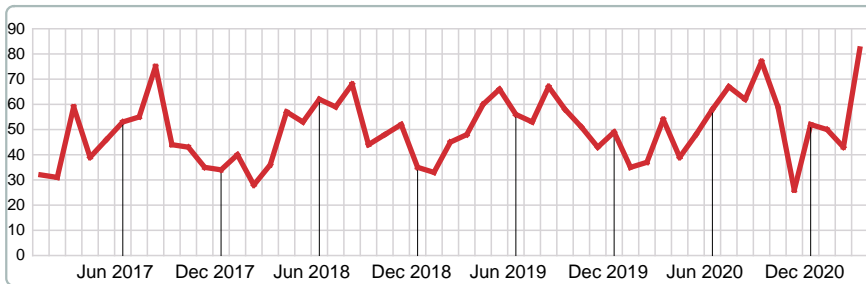
### MARCH



### YEAR TO DATE (YTD)

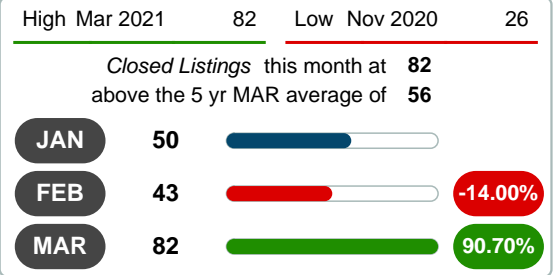


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 56



### 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	8	9.76%	53.5	3	5	0	0
\$50,001 - \$100,000	7	8.54%	39.1	3	4	0	0
\$100,001 - \$125,000	10	12.20%	37.9	4	3	3	0
\$125,001 - \$200,000	22	26.83%	17.0	1	16	5	0
\$200,001 - \$250,000	15	18.29%	20.3	2	8	4	1
\$250,001 - \$325,000	11	13.41%	21.4	0	8	2	1
\$325,001 and up	9	10.98%	49.3	1	2	5	1
<b>Total Closed Units</b>	<b>82</b>			<b>14</b>	<b>46</b>	<b>19</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>16,936,305</b>	<b>100%</b>	<b>29.7</b>	<b>1.79M</b>	<b>8.19M</b>	<b>5.34M</b>	<b>1.61M</b>
<b>Average Closed Price</b>	<b>\$206,540</b>			<b>\$128,086</b>	<b>\$178,061</b>	<b>\$280,963</b>	<b>\$538,000</b>

# March 2021



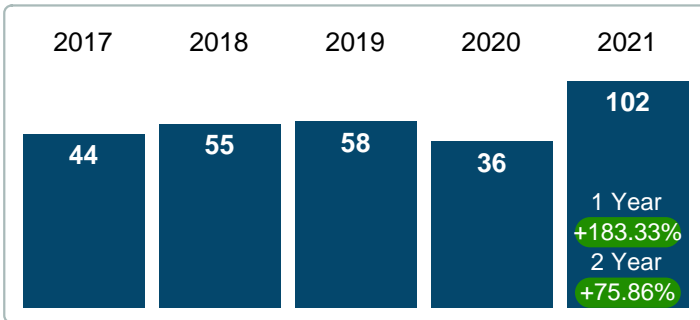
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



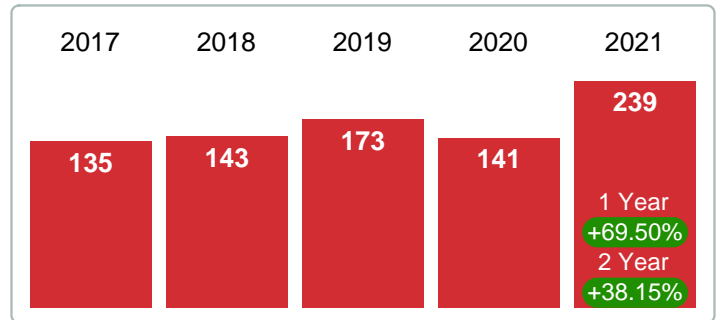
## PENDING LISTINGS

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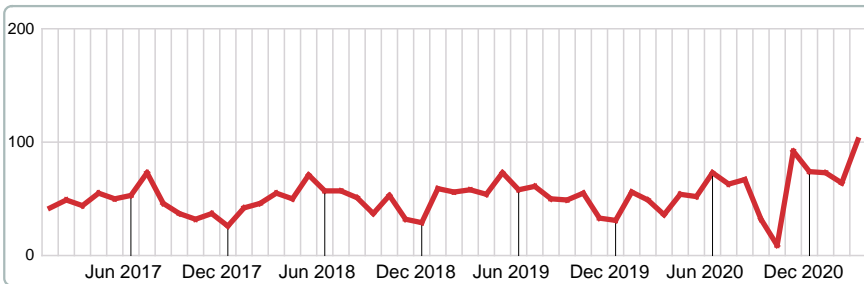
### MARCH



### YEAR TO DATE (YTD)

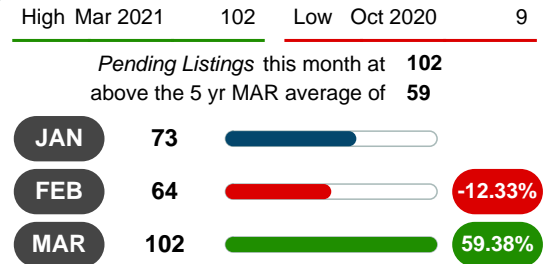


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 59



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	6.86%	45.6	5	2	0	0
\$50,001 - \$100,000	13	12.75%	40.0	5	7	1	0
\$100,001 - \$125,000	7	6.86%	27.3	3	4	0	0
\$125,001 - \$200,000	33	32.35%	27.3	2	24	6	1
\$200,001 - \$225,000	10	9.80%	41.4	1	6	3	0
\$225,001 - \$325,000	21	20.59%	59.4	3	7	9	2
\$325,001 and up	11	10.78%	63.7	2	4	4	1
<b>Total Pending Units</b>	<b>102</b>			<b>21</b>	<b>54</b>	<b>23</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>20,791,999</b>	<b>100%</b>	<b>43.6</b>	<b>3.05M</b>	<b>10.13M</b>	<b>6.27M</b>	<b>1.34M</b>
<b>Average Listing Price</b>	<b>\$208,078</b>			<b>\$145,119</b>	<b>\$187,617</b>	<b>\$272,778</b>	<b>\$334,825</b>

# March 2021



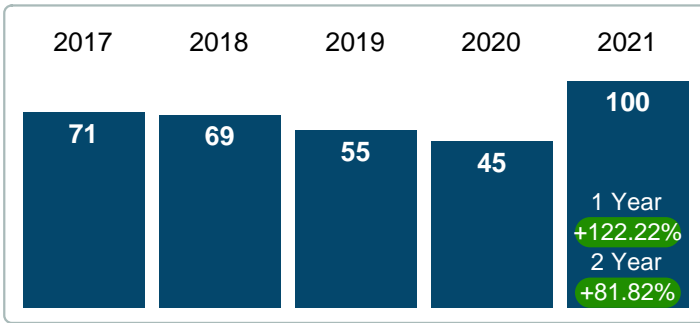
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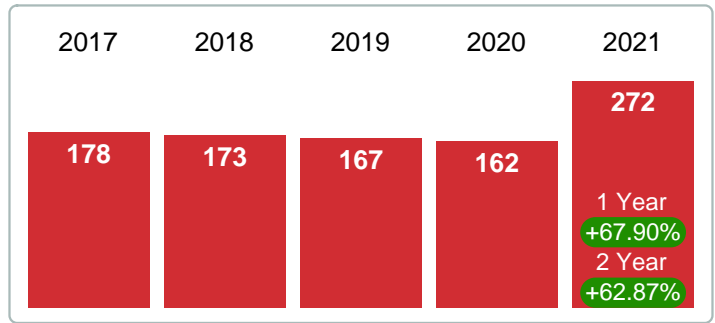
## NEW LISTINGS

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

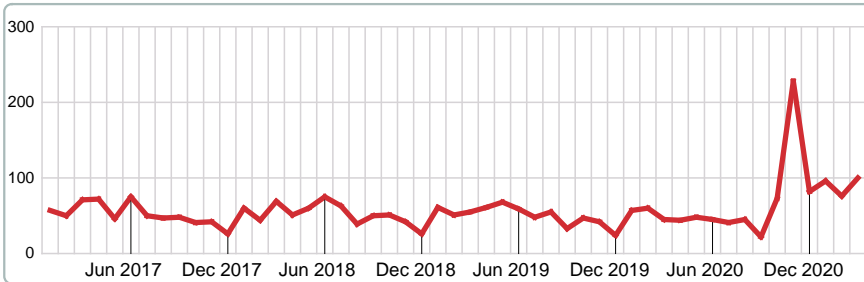
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 68

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **100**  
above the 5 yr MAR average of **68**



### 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	10	10.00%	3	5	2	0
\$50,001 - \$75,000	10	10.00%	4	6	0	0
\$75,001 - \$125,000	12	12.00%	3	9	0	0
\$125,001 - \$200,000	30	30.00%	4	20	5	1
\$200,001 - \$225,000	10	10.00%	1	6	2	1
\$225,001 - \$375,000	17	17.00%	2	7	5	3
\$375,001 and up	11	11.00%	1	4	6	0
<b>Total New Listed Units</b>	<b>100</b>		<b>18</b>	<b>57</b>	<b>20</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>21,431,600</b>	<b>100%</b>	<b>2.50M</b>	<b>11.21M</b>	<b>6.45M</b>	<b>1.28M</b>
<b>Average New Listed Listing Price</b>	<b>\$174,129</b>		<b>\$138,894</b>	<b>\$196,642</b>	<b>\$322,330</b>	<b>\$255,260</b>

# March 2021



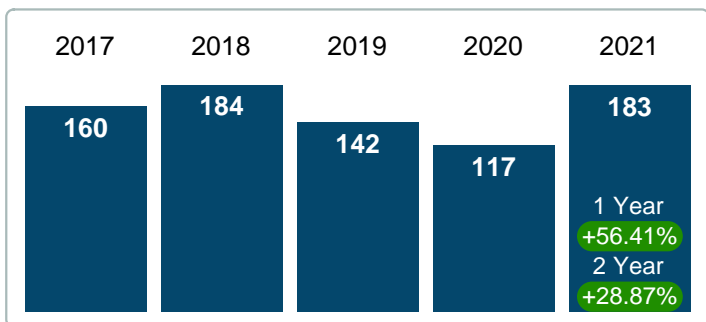
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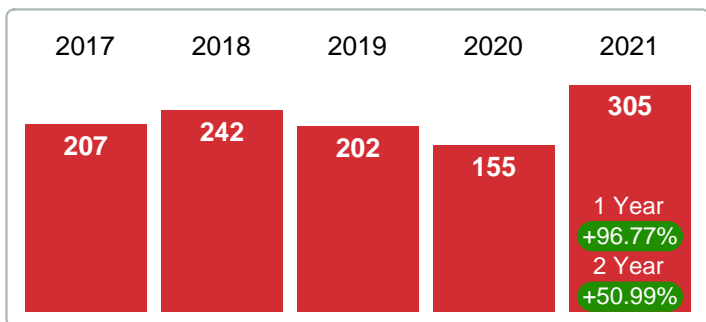
## ACTIVE INVENTORY

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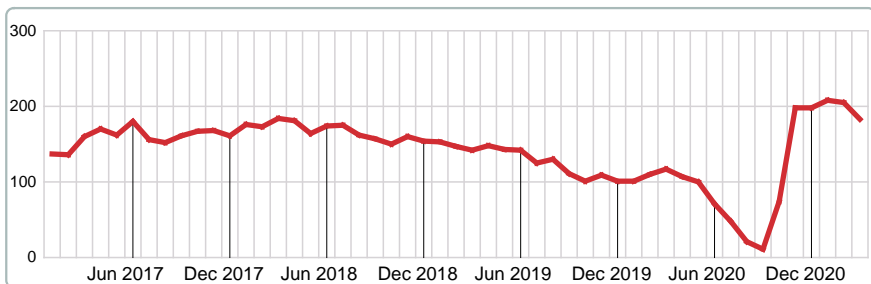
### END OF MARCH



### ACTIVE DURING MARCH

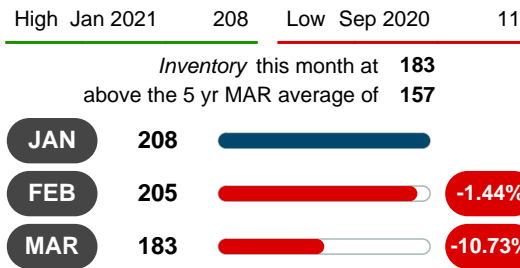


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 157



## 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	3.83%	54.3	2	5	0	0
\$25,001 - \$50,000	16	8.74%	77.7	9	5	2	0
\$50,001 - \$100,000	43	23.50%	81.7	16	25	2	0
\$100,001 - \$200,000	47	25.68%	67.0	5	37	4	1
\$200,001 - \$275,000	24	13.11%	63.2	4	12	7	1
\$275,001 - \$575,000	25	13.66%	61.0	1	11	9	4
\$575,001 and up	21	11.48%	87.8	1	4	10	6
<b>Total Active Inventory by Units</b>	<b>183</b>			<b>38</b>	<b>99</b>	<b>34</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>46,576,650</b>	<b>100%</b>	<b>72.0</b>	<b>4.86M</b>	<b>19.68M</b>	<b>13.71M</b>	<b>8.33M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$254,517</b>			<b>\$127,797</b>	<b>\$198,777</b>	<b>\$403,294</b>	<b>\$694,117</b>

# March 2021



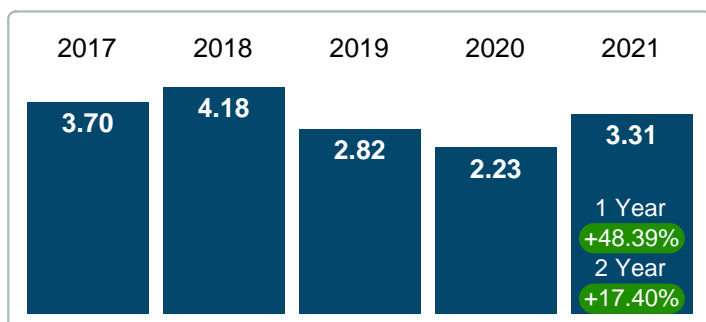
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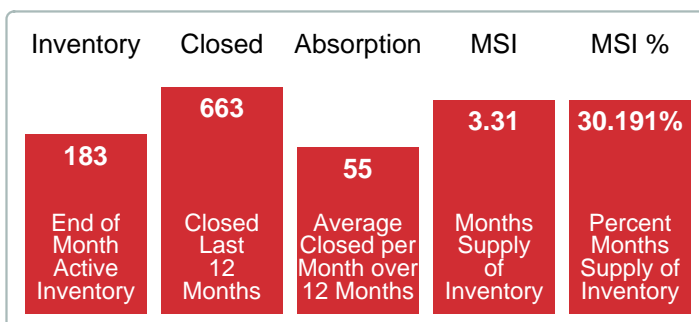
## MONTHS SUPPLY of INVENTORY (MSI)

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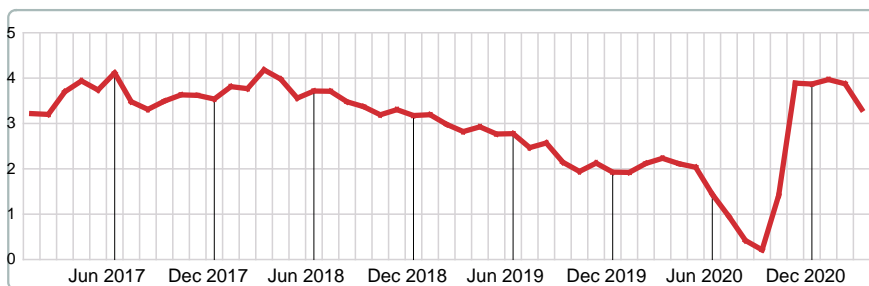
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021

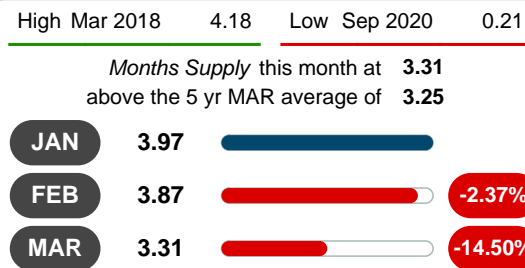


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.25



### 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
\$40,000 and less	18	9.84%	4.60	4.50	4.91	0.00	0.00
\$40,001 - \$60,000	17	9.29%	3.09	4.32	1.67	9.00	0.00
\$60,001 - \$100,000	31	16.94%	3.88	3.72	4.34	1.33	0.00
\$100,001 - \$210,000	47	25.68%	1.95	1.67	2.37	0.86	1.20
\$210,001 - \$290,000	26	14.21%	3.43	12.00	2.84	3.31	4.00
\$290,001 - \$580,000	26	14.21%	4.88	3.00	5.22	4.13	9.60
\$580,001 and up	18	9.84%	21.60	0.00	12.00	16.80	72.00
Market Supply of Inventory (MSI)	3.31	100%	3.31	3.74	3.09	3.02	6.86
Total Active Inventory by Units	183			38	99	34	12

# March 2021



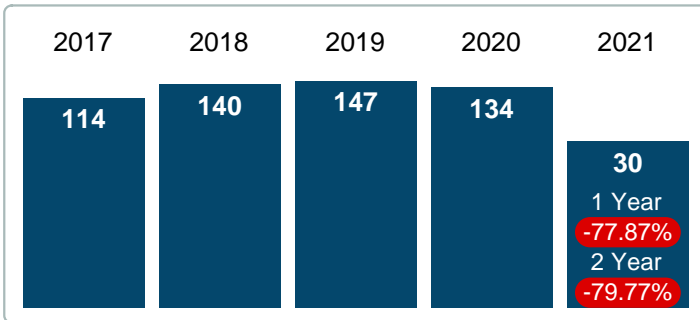
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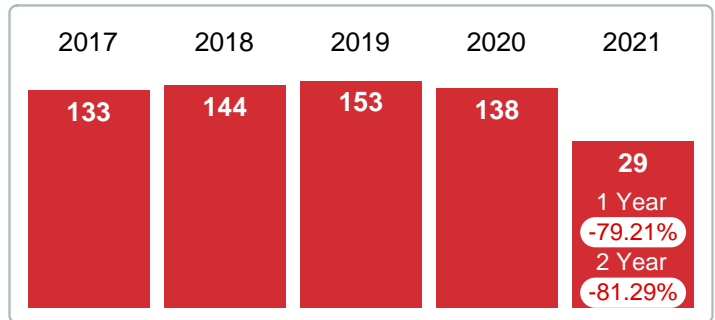
## AVERAGE DAYS ON MARKET TO SALE

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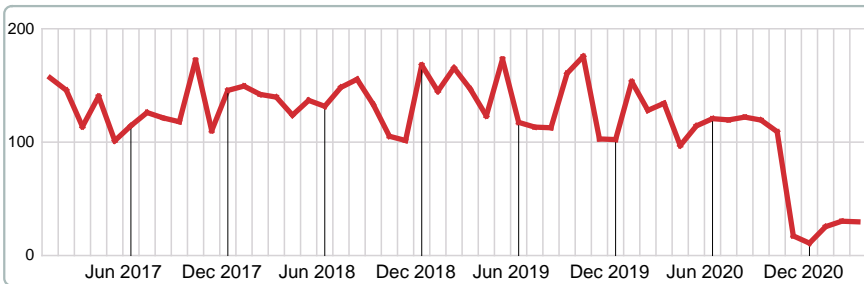
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 113

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 30 below the 5 yr MAR average of 113



### 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	8	9.76%	54	47	58	0	0
\$50,001 - \$100,000	7	8.54%	39	31	45	0	0
\$100,001 - \$125,000	10	12.20%	38	32	43	41	0
\$125,001 - \$200,000	22	26.83%	17	1	19	15	0
\$200,001 - \$250,000	15	18.29%	20	26	17	21	34
\$250,001 - \$325,000	11	13.41%	21	0	19	13	59
\$325,001 and up	9	10.98%	49	1	93	46	27
Average Closed DOM	30			30	30	28	40
Total Closed Units	82	100%	30	14	46	19	3
Total Closed Volume	16,936,305			1.79M	8.19M	5.34M	1.61M

# March 2021



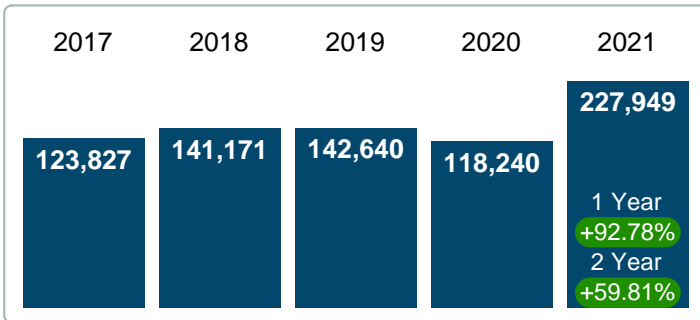
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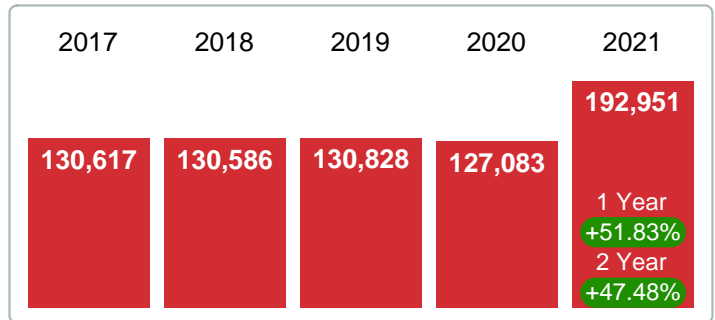
## AVERAGE LIST PRICE AT CLOSING

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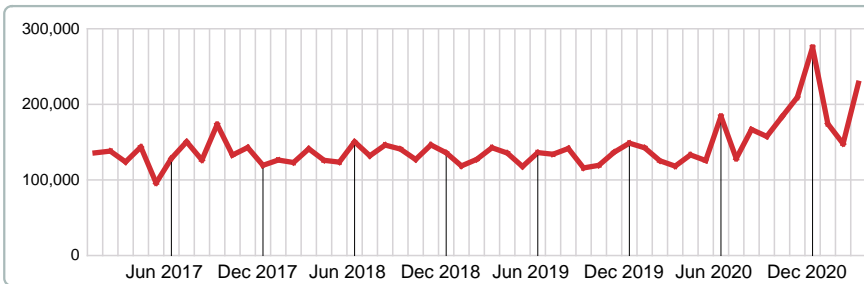
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

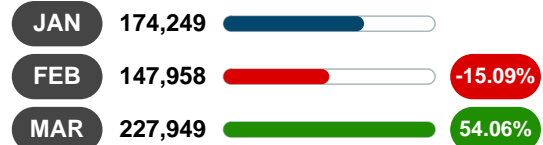


### 3 MONTHS

5 year MAR AVG = 150,765

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

Average List Price at Closing this month at **227,949**  
above the 5 yr MAR average of **150,765**



### 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	7.32%	27,483	30,000	38,380	0	0
\$50,001 - \$100,000	10.98%	77,644	81,800	84,100	0	0
\$100,001 - \$125,000	9.76%	113,675	109,000	143,967	126,300	0
\$125,001 - \$200,000	29.27%	158,538	142,500	161,425	154,660	0
\$200,001 - \$250,000	18.29%	231,193	242,700	218,975	237,425	249,900
\$250,001 - \$325,000	9.76%	289,475	0	300,963	307,500	305,000
\$325,001 and up	14.63%	610,842	449,900	382,450	790,680	1,150,000
<b>Average List Price</b>		<b>227,949</b>	<b>132,086</b>	<b>184,074</b>	<b>351,068</b>	<b>568,300</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>227,949</b>	<b>14</b>	<b>46</b>	<b>19</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>18,691,799</b>	<b>1.85M</b>	<b>8.47M</b>	<b>6.67M</b>	<b>1.70M</b>



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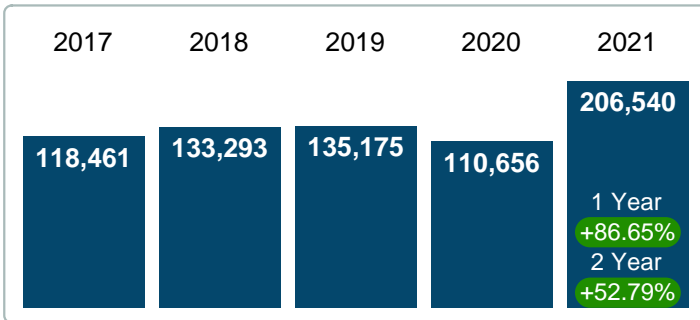
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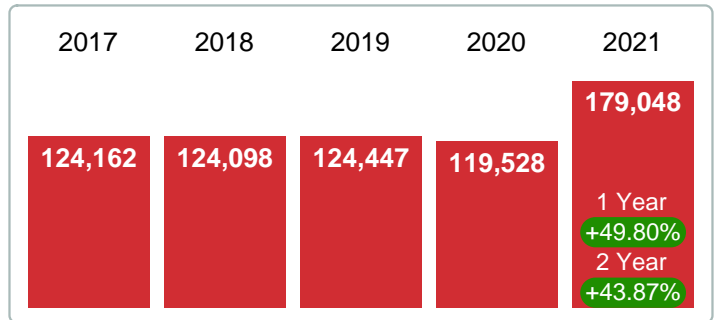
## AVERAGE SOLD PRICE AT CLOSING

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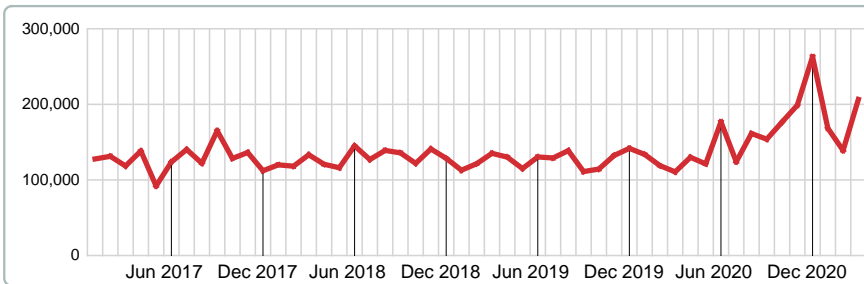
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

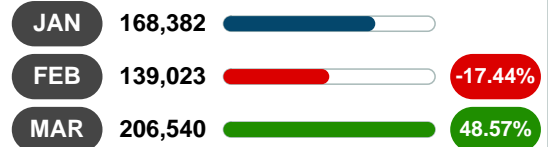


### 3 MONTHS

5 year MAR AVG = 140,825

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

Average Sold Price at Closing this month at **206,540** above the 5 yr MAR average of **140,825**



### 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	9.76%	30,325	25,833	33,020	0	0
\$50,001 - \$100,000	8.54%	77,857	76,000	79,250	0	0
\$100,001 - \$125,000	12.20%	112,191	106,101	117,000	115,500	0
\$125,001 - \$200,000	26.83%	155,627	142,500	157,494	152,280	0
\$200,001 - \$250,000	18.29%	226,520	235,450	223,363	225,000	240,000
\$250,001 - \$325,000	13.41%	288,182	0	287,000	287,500	299,000
\$325,001 and up	10.98%	559,467	449,900	377,450	551,080	1,075,000
<b>Average Sold Price</b>		<b>206,540</b>	<b>128,086</b>	<b>178,061</b>	<b>280,963</b>	<b>538,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>206,540</b>	<b>14</b>	<b>46</b>	<b>19</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>16,936,305</b>	<b>1.79M</b>	<b>8.19M</b>	<b>5.34M</b>	<b>1.61M</b>

# March 2021



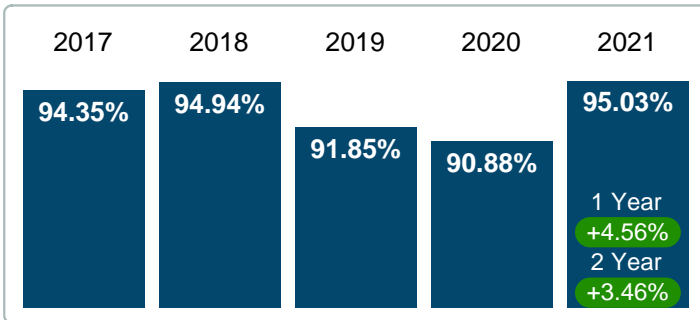
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



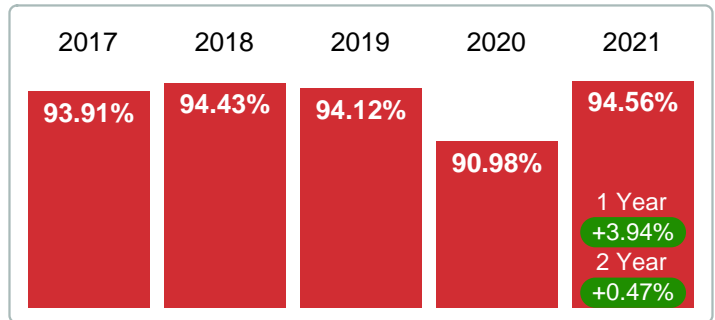
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

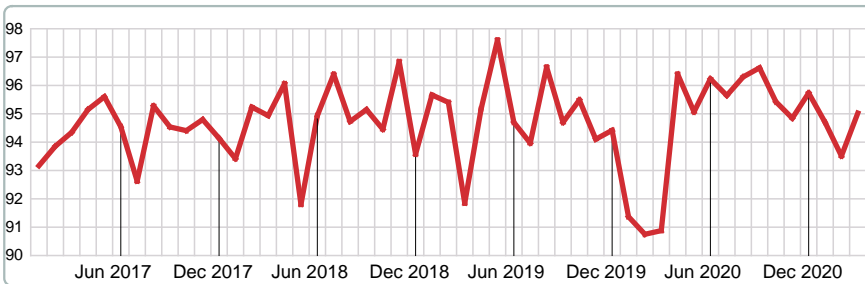
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

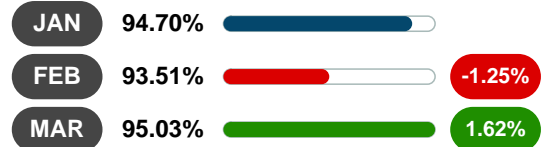


### 3 MONTHS

5 year MAR AVG = 93.41%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.03%** above the 5 yr MAR average of **93.41%**



## 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	8	9.76%	88.11%	87.51%	88.47%	0.00%	0.00%
\$50,001 - \$100,000	7	8.54%	94.06%	92.89%	94.94%	0.00%	0.00%
\$100,001 - \$125,000	10	12.20%	92.04%	97.42%	85.32%	91.59%	0.00%
\$125,001 - \$200,000	22	26.83%	98.15%	100.00%	97.98%	98.31%	0.00%
\$200,001 - \$250,000	15	18.29%	99.21%	97.09%	102.41%	94.64%	96.04%
\$250,001 - \$325,000	11	13.41%	95.53%	0.00%	95.65%	93.83%	98.03%
\$325,001 and up	9	10.98%	90.02%	100.00%	98.67%	83.87%	93.48%
Average Sold/List Ratio		95.00%		94.65%	96.25%	92.20%	95.85%
Total Closed Units	82	100%	95.00%	14	46	19	3
Total Closed Volume	16,936,305			1.79M	8.19M	5.34M	1.61M

# March 2021



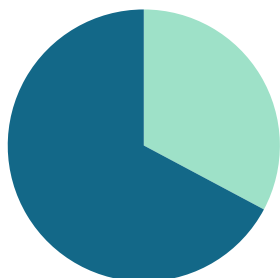
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

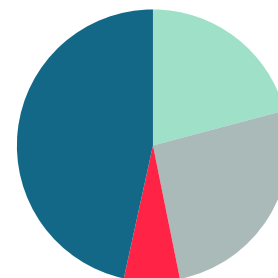


**Inventory**  
 New Listings  
**100 = 32.79%**  
 Start Inventory  
**205**  
 Total Inventory Units  
**305**  
 Volume  
**\$71,801,149**

### Market Activity

Closed Sales  
**82 = 20.87%**  
 Pending Sales  
**102 = 25.95%**  
 Other Off Market  
**26 = 6.62%**  
 Active Inventory  
**183 = 46.56%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	54	82	51.85%	126	175	38.89%
Pending Sales	36	102	183.33%	141	239	69.50%
New Listings	45	100	122.22%	162	272	67.90%
Average List Price	118,240	227,949	92.78%	127,083	192,951	51.83%
Average Sale Price	110,656	206,540	86.65%	119,528	179,048	49.80%
Average Percent of Selling Price to List Price	90.88%	95.03%	4.56%	90.98%	94.56%	3.94%
Average Days on Market to Sale	134.28	29.72	-77.87%	137.75	28.63	-79.21%
Monthly Inventory	121	183	51.24%	121	183	51.24%
Months Supply of Inventory	2.31	3.31	43.48%	2.31	3.31	43.48%

**Absorption:** Last 12 months, an Average of **55** Sales/Month

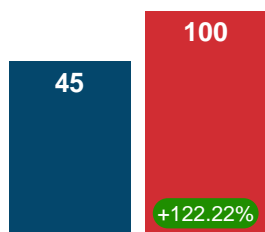
**Inventory** on March 31, 2021 = **183**

**2020** **2021**

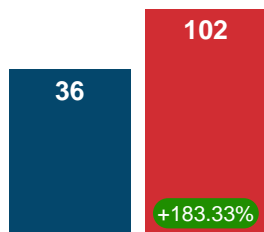
### MARCH MARKET

### AVERAGE PRICES

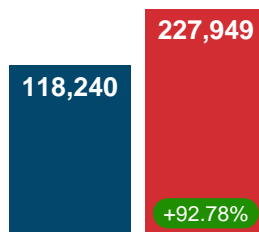
#### New Listings



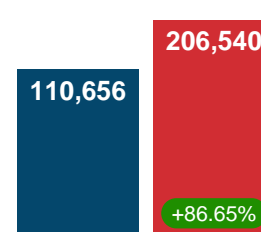
#### Pending Listings



#### List Price



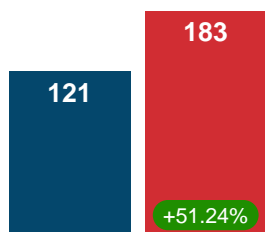
#### Sale Price



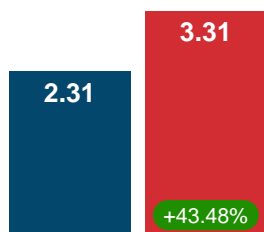
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

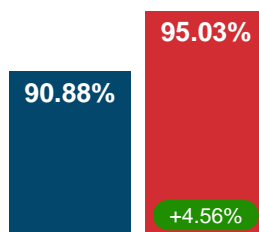
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

