

March 2021



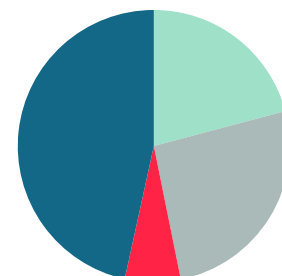
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	90,000	177,000	96.67%
Median Sale Price	86,250	168,000	94.78%
Median Percent of Selling Price to List Price	95.89%	97.32%	1.50%
Median Days on Market to Sale	115.50	17.00	-85.28%
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.

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 **94.78%** in March 2021 to \$168,000 versus the previous year at \$86,250.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 98.50 days or **85.28%** in March 2021 compared to last year's same month at **115.50** 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 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



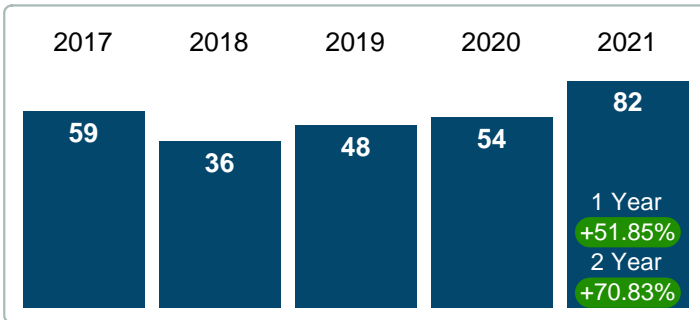
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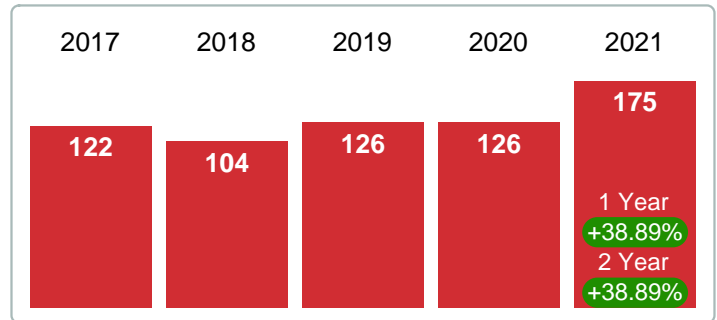
CLOSED LISTINGS

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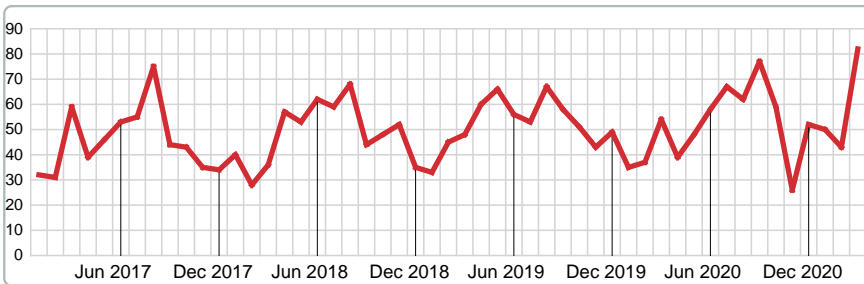
MARCH



YEAR TO DATE (YTD)

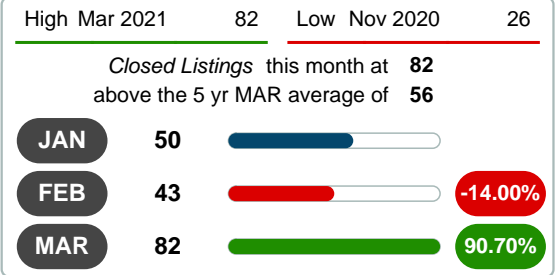


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	47.0	3	4	0	0
\$100,001 - \$125,000	10	12.20%	39.0	4	3	3	0
\$125,001 - \$200,000	22	26.83%	6.0	1	16	5	0
\$200,001 - \$250,000	15	18.29%	9.0	2	8	4	1
\$250,001 - \$325,000	11	13.41%	17.0	0	8	2	1
\$325,001 and up	9	10.98%	56.0	1	2	5	1
Total Closed Units	82			14	46	19	3
Total Closed Volume	16,936,305	100%	17.0	1.79M	8.19M	5.34M	1.61M
Median Closed Price	\$168,000			\$103,750	\$168,000	\$215,000	\$299,000

March 2021



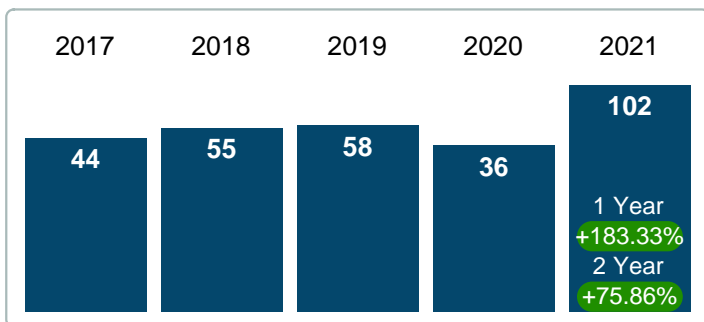
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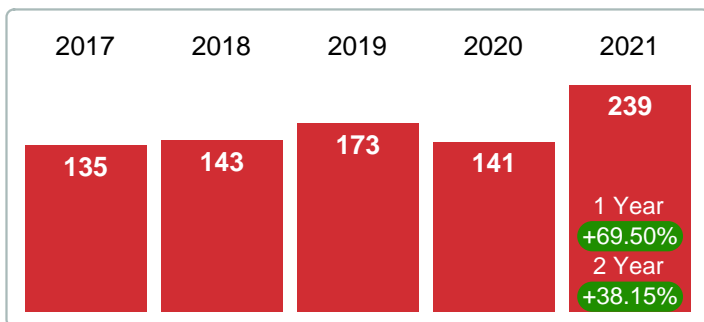
PENDING LISTINGS

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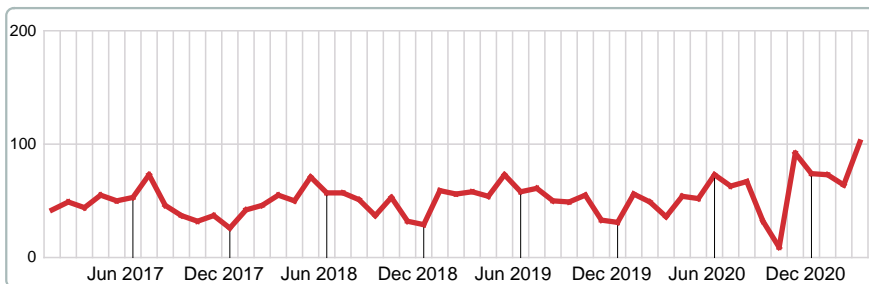
MARCH



YEAR TO DATE (YTD)

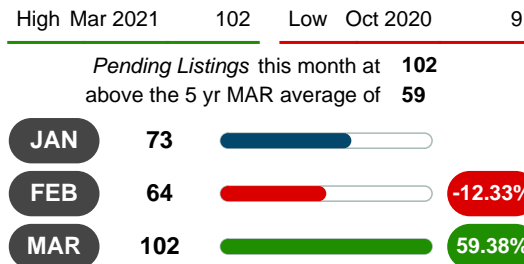


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



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	7	6.86%	51.0	5	2	0	0
\$50,001 - \$100,000	13	12.75%	4.0	5	7	1	0
\$100,001 - \$125,000	7	6.86%	9.0	3	4	0	0
\$125,001 - \$200,000	33	32.35%	12.0	2	24	6	1
\$200,001 - \$225,000	10	9.80%	31.5	1	6	3	0
\$225,001 - \$325,000	21	20.59%	44.0	3	7	9	2
\$325,001 and up	11	10.78%	60.0	2	4	4	1
Total Pending Units	102			21	54	23	4
Total Pending Volume	20,791,999	100%	22.0	3.05M	10.13M	6.27M	1.34M
Median Listing Price	\$179,450			\$105,000	\$169,450	\$229,900	\$249,700

March 2021



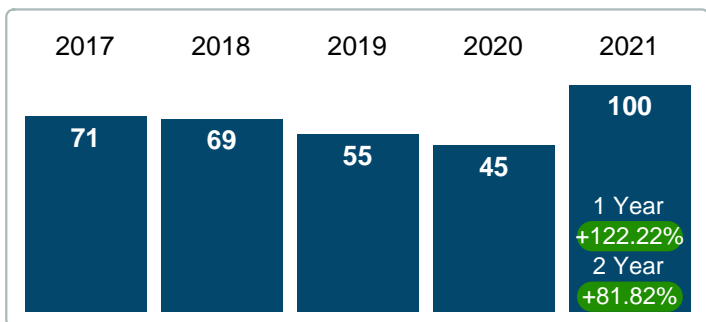
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



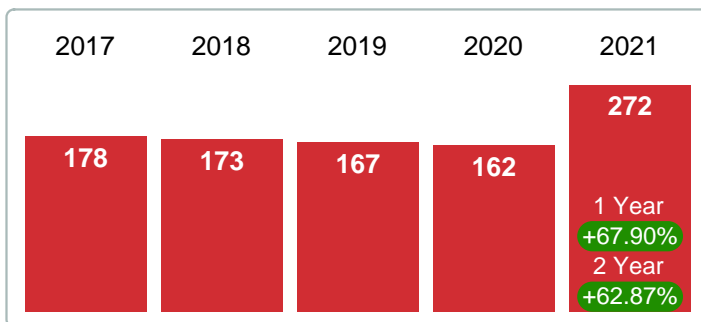
NEW LISTINGS

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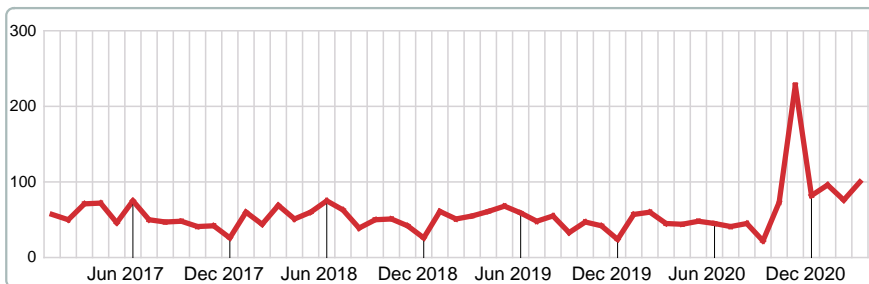
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
Total New Listed Units	100		18	57	20	5
Total New Listed Volume	21,431,600	100%	2.50M	11.21M	6.45M	1.28M
Median New Listed Listing Price	\$165,000		\$102,450	\$154,900	\$242,000	\$249,500

March 2021



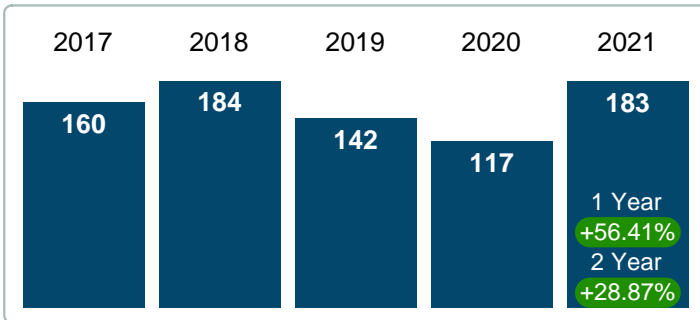
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



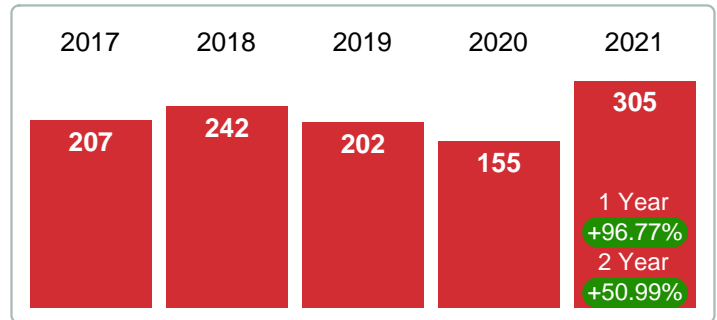
ACTIVE INVENTORY

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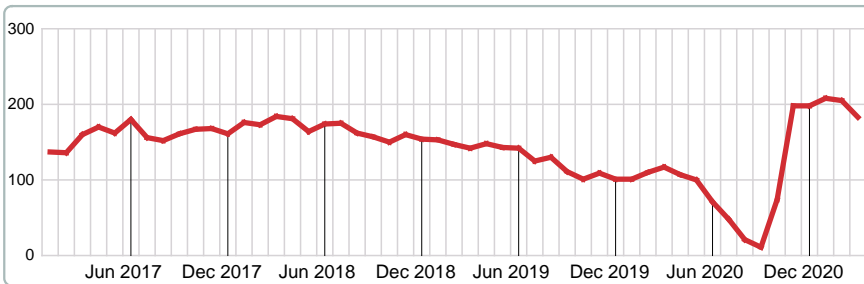
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 157

High Jan 2021 208 Low Sep 2020 11

Inventory this month at **183**
above the 5 yr MAR average of **157**

Month	Inventory	% Change
JAN	208	
FEB	205	-1.44%
MAR	183	-10.73%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	18	9.84%	85.0	9	9	0	0
\$40,001 - \$60,000	17	9.29%	85.0	9	5	3	0
\$60,001 - \$100,000	31	16.94%	71.0	9	21	1	0
\$100,001 - \$210,000	47	25.68%	63.0	5	37	4	1
\$210,001 - \$290,000	26	14.21%	54.0	4	13	8	1
\$290,001 - \$580,000	26	14.21%	51.0	1	10	11	4
\$580,001 and up	18	9.84%	109.0	1	4	7	6
Total Active Inventory by Units	183			38	99	34	12
Total Active Inventory by Volume	46,576,650	100%	69.0	4.86M	19.68M	13.71M	8.33M
Median Active Inventory Listing Price	\$145,000			\$67,000	\$129,000	\$330,000	\$572,250

March 2021



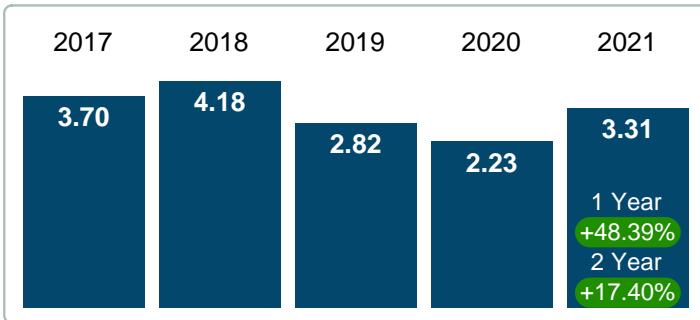
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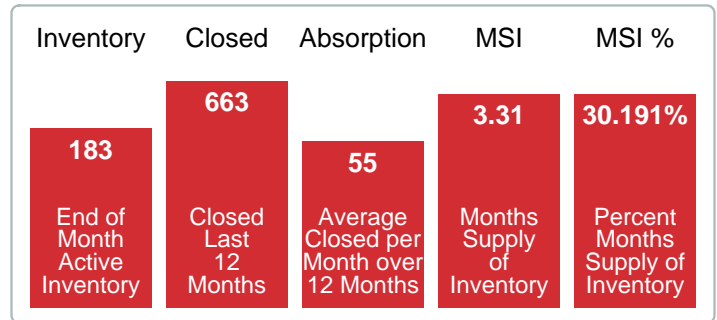
MONTHS SUPPLY of INVENTORY (MSI)

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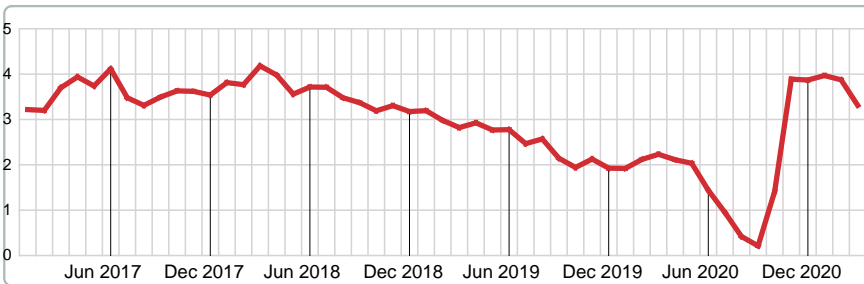
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

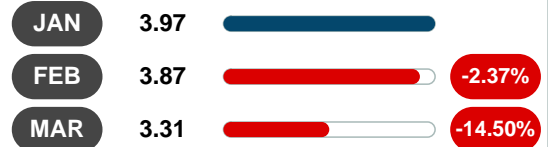


3 MONTHS

5 year MAR AVG = 3.25

High Mar 2018 4.18 Low Sep 2020 0.21

Months Supply this month at 3.31 above the 5 yr MAR average of 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	3.74	3.09	3.02	6.86
Total Active Inventory by Units		100%	3.31	38	99	34	12

March 2021



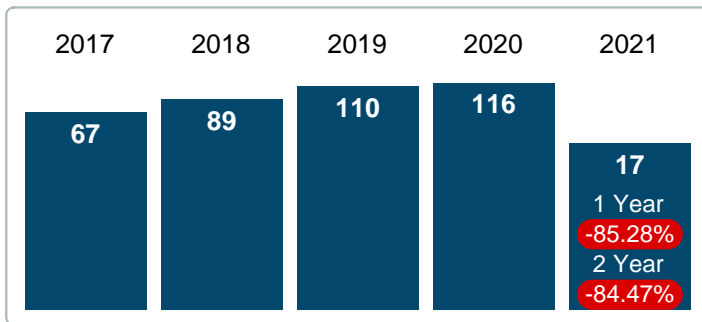
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



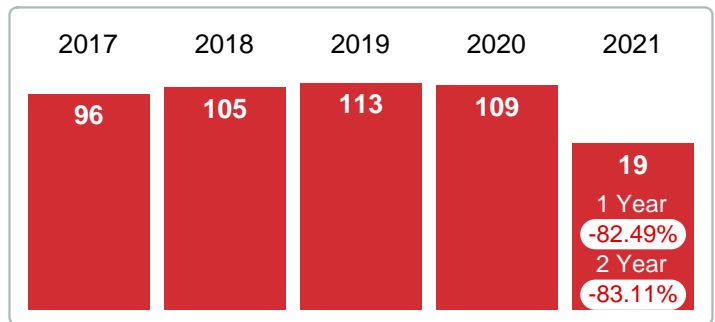
MEDIAN DAYS ON MARKET TO SALE

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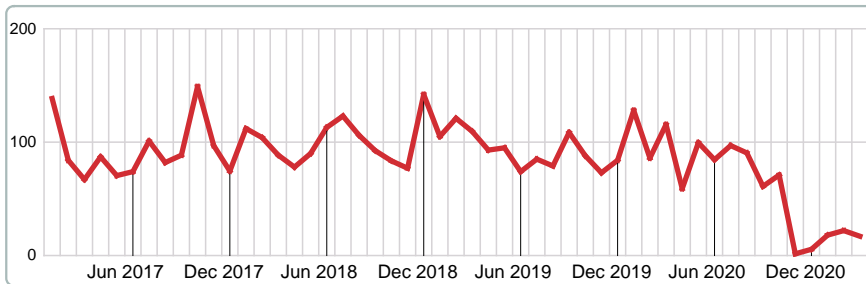
MARCH



YEAR TO DATE (YTD)

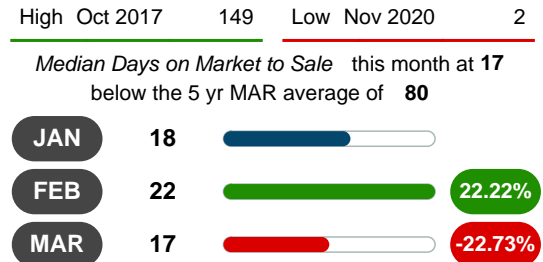


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 80



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
\$50,000 and less	9.76%	54	56	51	0	0
\$50,001 - \$100,000	8.54%	47	22	56	0	0
\$100,001 - \$125,000	12.20%	39	16	53	42	0
\$125,001 - \$200,000	26.83%	6	1	7	6	0
\$200,001 - \$250,000	18.29%	9	26	3	6	34
\$250,001 - \$325,000	13.41%	17	0	19	13	59
\$325,001 and up	10.98%	56	1	93	56	27
Median Closed DOM		17	20	15	9	34
Total Closed Units	100%	82	14	46	19	3
Total Closed Volume		16,936,305	1.79M	8.19M	5.34M	1.61M

March 2021



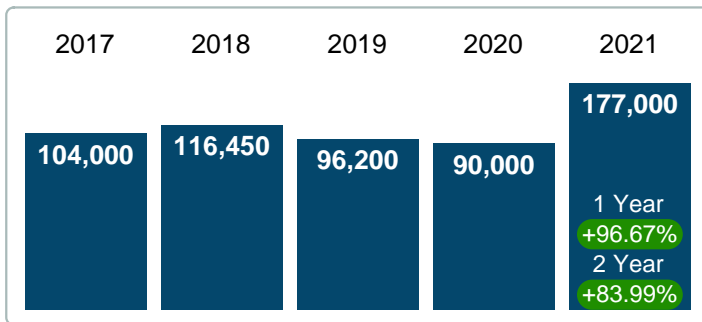
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



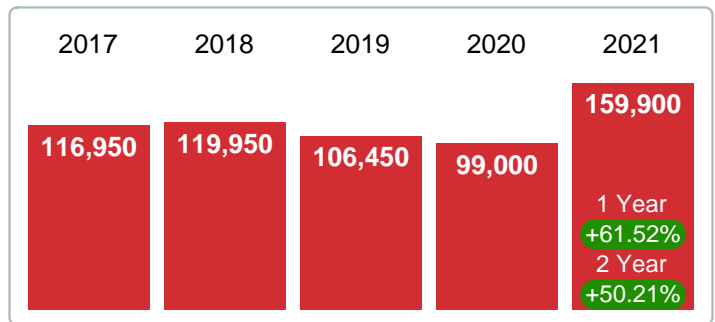
MEDIAN LIST PRICE AT CLOSING

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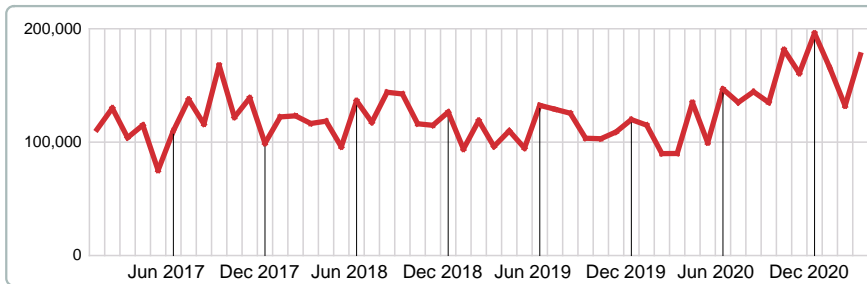
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

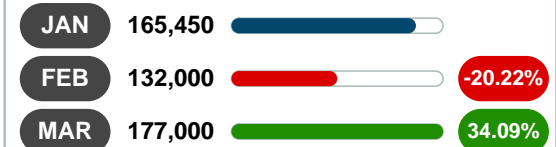


3 MONTHS

5 year MAR AVG = 116,730

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

Median List Price at Closing this month at **177,000**
above the 5 yr MAR average of **116,730**



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
\$50,000 and less	6	7.32%	27,500	35,000	20,000	0	0
\$50,001 - \$100,000	9	10.98%	79,900	82,500	73,750	0	0
\$100,001 - \$125,000	8	9.76%	114,250	108,500	117,200	119,500	0
\$125,001 - \$200,000	24	29.27%	149,450	142,500	164,500	144,450	0
\$200,001 - \$250,000	15	18.29%	234,900	242,700	217,000	237,400	249,900
\$250,001 - \$325,000	8	9.76%	296,500	0	296,500	265,000	305,000
\$325,001 and up	12	14.63%	394,450	449,900	353,500	434,450	1,150,000
Median List Price			177,000	105,000	177,000	234,900	305,000
Total Closed Units		100%	177,000	14	46	19	3
Total Closed Volume			18,691,799	1.85M	8.47M	6.67M	1.70M

March 2021



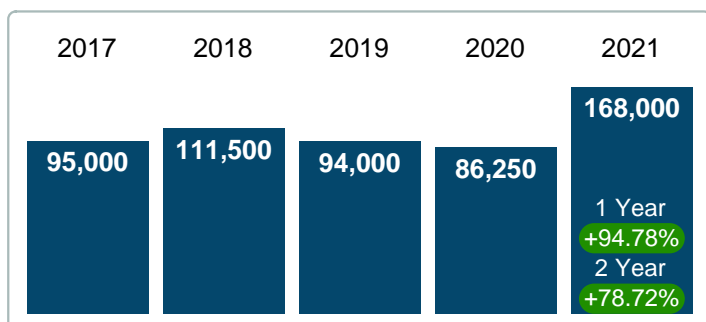
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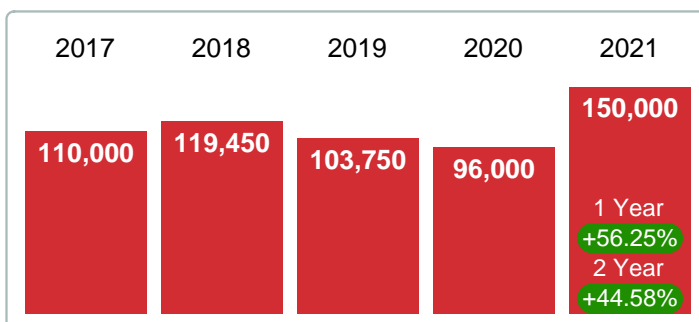
MEDIAN SOLD PRICE AT CLOSING

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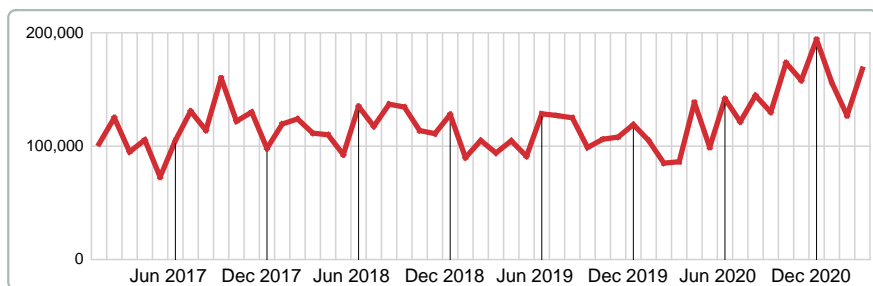
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

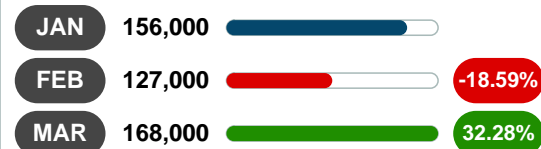


3 MONTHS

5 year MAR AVG = 110,950

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

Median Sold Price at Closing this month at **168,000** above the 5 yr MAR average of **110,950**



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
\$50,000 and less	8	9.76%	33,500	32,000	35,000	0	0
\$50,001 - \$100,000	7	8.54%	75,000	75,000	79,750	0	0
\$100,001 - \$125,000	10	12.20%	110,950	105,003	120,000	112,000	0
\$125,001 - \$200,000	22	26.83%	147,500	142,500	155,750	145,000	0
\$200,001 - \$250,000	15	18.29%	230,000	235,450	220,700	222,500	240,000
\$250,001 - \$325,000	11	13.41%	297,000	0	293,500	287,500	299,000
\$325,001 and up	9	10.98%	449,900	449,900	377,450	455,400	1,075,000
Median Sold Price			168,000	103,750	168,000	215,000	299,000
Total Closed Units		100%	168,000	14	46	19	3
Total Closed Volume			16,936,305	1.79M	8.19M	5.34M	1.61M

March 2021



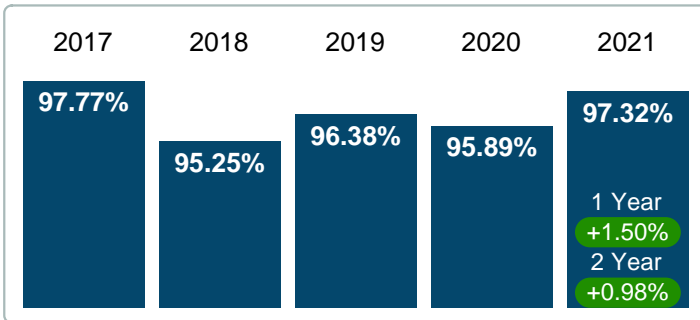
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



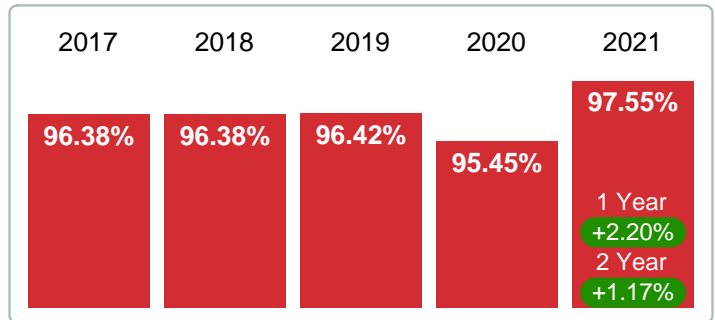
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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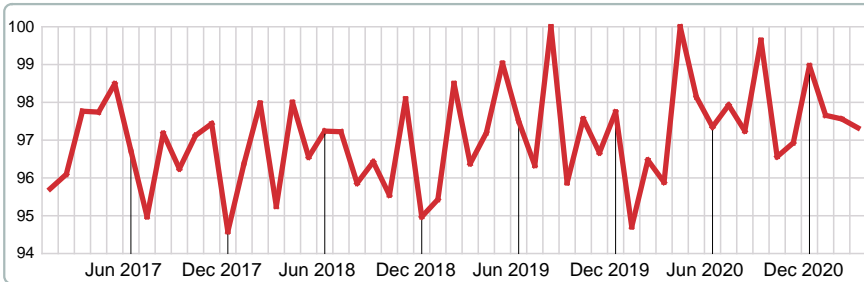
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

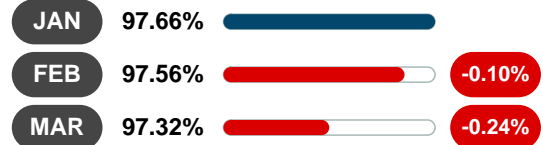


3 MONTHS

5 year MAR AVG = 96.52%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.32%**
equal to 5 yr MAR average of **96.52%**



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
\$50,000 and less	8	9.76%	86.96%	90.00%	86.21%	0.00%	0.00%
\$50,001 - \$100,000	7	8.54%	94.55%	91.36%	96.94%	0.00%	0.00%
\$100,001 - \$125,000	10	12.20%	93.15%	99.08%	92.58%	92.05%	0.00%
\$125,001 - \$200,000	22	26.83%	99.21%	100.00%	98.10%	100.00%	0.00%
\$200,001 - \$250,000	15	18.29%	100.00%	97.09%	100.00%	93.70%	96.04%
\$250,001 - \$325,000	11	13.41%	97.89%	0.00%	98.27%	93.83%	98.03%
\$325,001 and up	9	10.98%	97.33%	100.00%	98.67%	96.91%	93.48%
Median Sold/List Ratio		97.32%		95.29%	98.53%	95.87%	96.04%
Total Closed Units		82	100%	14	46	19	3
Total Closed Volume		16,936,305		1.79M	8.19M	5.34M	1.61M

March 2021



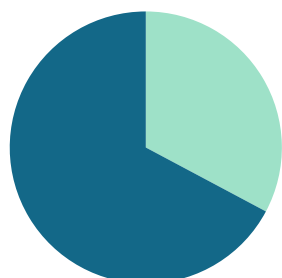
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

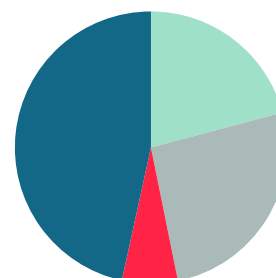


Inventory
 New Listings
100 = 32.79%
 Start Inventory
205
 Total Inventory Units
305
 Volume
\$71,801,149

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%
Median List Price	90,000	177,000	96.67%	99,000	159,900	61.52%
Median Sale Price	86,250	168,000	94.78%	96,000	150,000	56.25%
Median Percent of Selling Price to List Price	95.89%	97.32%	1.50%	95.45%	97.55%	2.20%
Median Days on Market to Sale	115.50	17.00	-85.28%	108.50	19.00	-82.49%
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

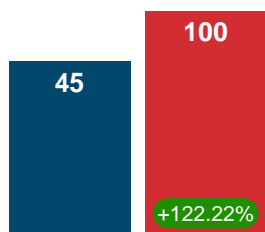
Inventory on March 31, 2021 = **183**

2020 **2021**

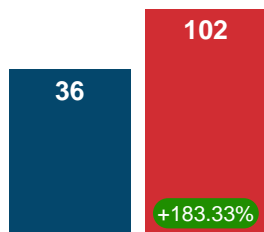
MARCH MARKET

MEDIAN PRICES

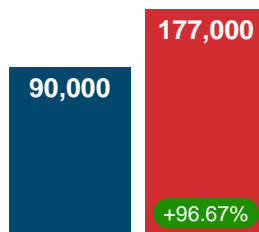
New Listings



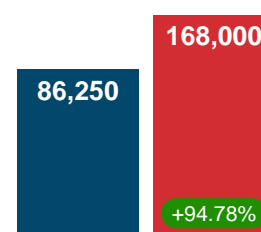
Pending Listings



List Price



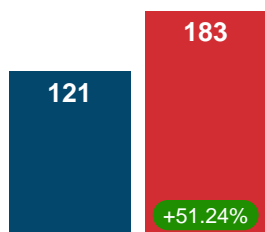
Sale Price



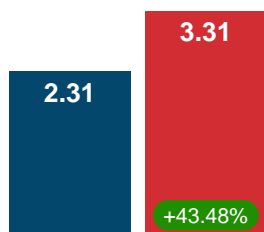
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

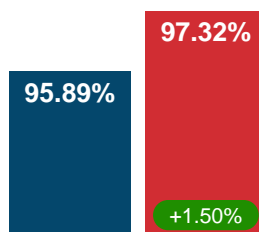
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

