

April 2021

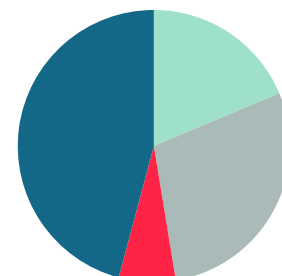
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	78	83	6.41%
Pending Listings	79	128	62.03%
New Listings	129	142	10.08%
Average List Price	177,541	209,206	17.84%
Average Sale Price	173,069	204,874	18.38%
Average Percent of Selling Price to List Price	96.92%	98.06%	1.18%
Average Days on Market to Sale	29.54	36.81	24.61%
End of Month Inventory	416	204	-50.96%
Months Supply of Inventory	5.29	2.22	-58.11%



■ Closed (18.65%)
■ Pending (28.76%)
■ Other OffMarket (6.74%)
■ Active (45.84%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of April 30, 2021 = **204**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **50.96%** to 204 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **2.22** 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 **18.38%** in April 2021 to \$204,874 versus the previous year at \$173,069.

Average Days on Market Lengthens

The average number of **36.81** days that homes spent on the market before selling increased by 7.27 days or **24.61%** in April 2021 compared to last year's same month at **29.54** DOM.

Sales Success for April 2021 is Positive

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

There were 142 New Listings in April 2021, up **10.08%** from last year at 129. Furthermore, there were 83 Closed Listings this month versus last year at 78, a **6.41%** increase.

Closed versus Listed trends yielded a **58.5%** ratio, down from previous year's, April 2020, at **60.5%**, a **3.33%** downswing. This will certainly create pressure on a decreasing 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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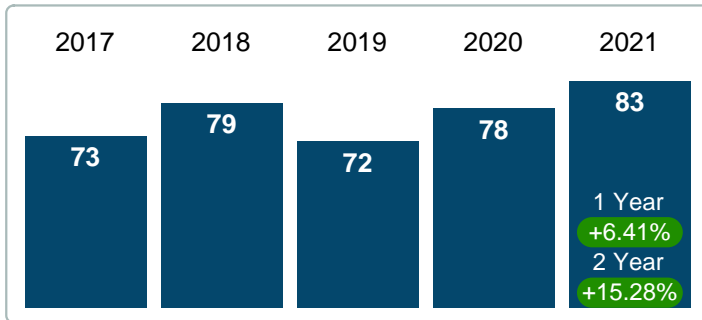
Area Delimited by County Of Creek



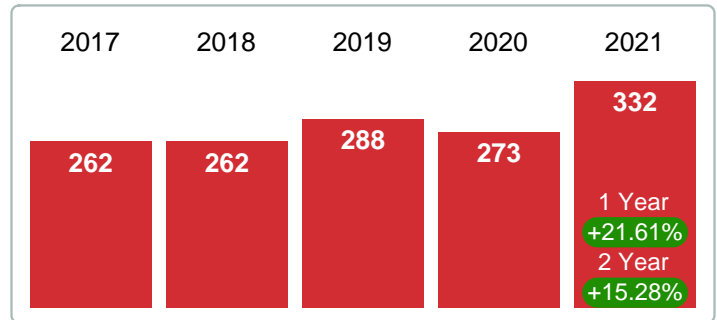
CLOSED LISTINGS

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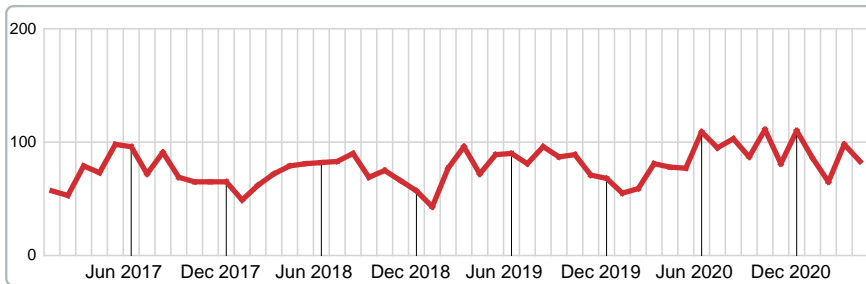
APRIL



YEAR TO DATE (YTD)

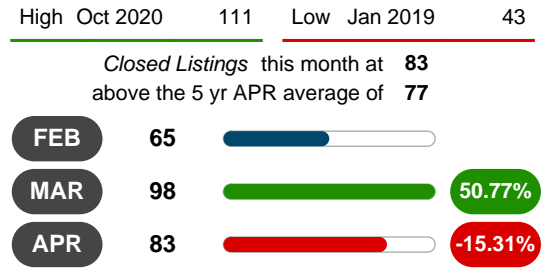


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 77



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	6.02%	57.8	4	1	0	0
\$50,001 - \$75,000	8	9.64%	55.6	5	3	0	0
\$75,001 - \$125,000	18	21.69%	20.2	7	11	0	0
\$125,001 - \$175,000	18	21.69%	7.7	4	13	1	0
\$175,001 - \$250,000	15	18.07%	45.1	2	10	3	0
\$250,001 - \$350,000	10	12.05%	41.5	2	2	5	1
\$350,001 and up	9	10.84%	80.8	1	3	2	3
Total Closed Units	83			25	43	11	4
Total Closed Volume	17,004,525	100%	36.8	3.92M	7.62M	3.78M	1.69M
Average Closed Price	\$204,874			\$156,673	\$177,167	\$344,045	\$421,250

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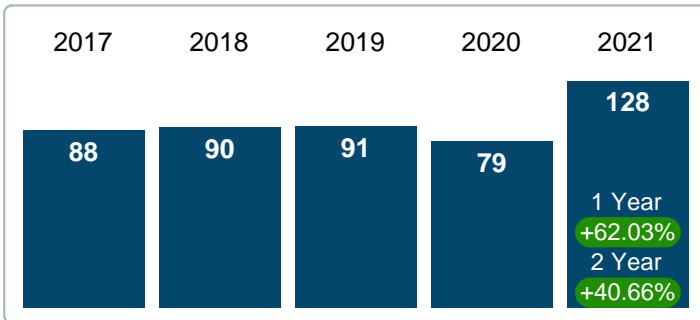
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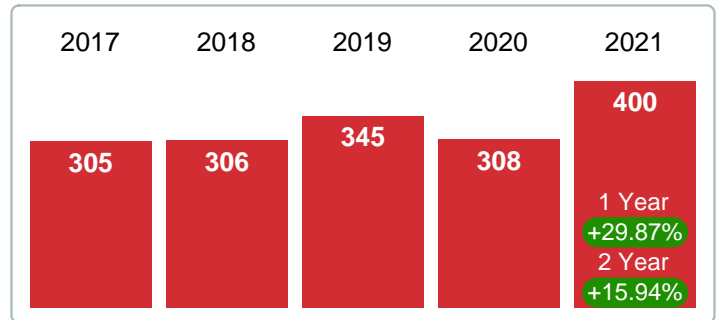
PENDING LISTINGS

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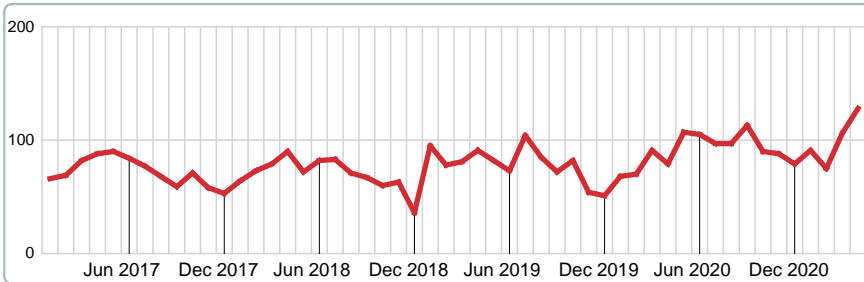
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

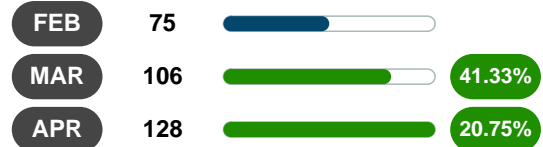


3 MONTHS

5 year APR AVG = 95

High Apr 2021 128 Low Dec 2018 36

Pending Listings this month at 128
above the 5 yr APR average of 95



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	5	3.91%	43.2	4	1	0	0
\$25,001 - \$75,000	24	18.75%	48.7	19	4	1	0
\$75,001 - \$125,000	25	19.53%	23.1	12	10	2	1
\$125,001 - \$175,000	26	20.31%	35.2	3	22	1	0
\$175,001 - \$225,000	18	14.06%	32.3	3	14	1	0
\$225,001 - \$425,000	17	13.28%	23.3	3	8	2	4
\$425,001 and up	13	10.16%	59.5	1	2	3	7
Total Pending Units	128			45	61	10	12
Total Pending Volume	25,370,936	100%	33.1	4.88M	11.27M	2.65M	6.58M
Average Listing Price	\$169,511			\$108,504	\$184,708	\$264,530	\$547,983

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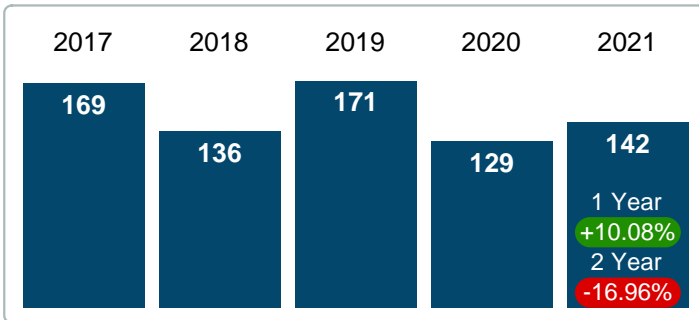
Area Delimited by County Of Creek



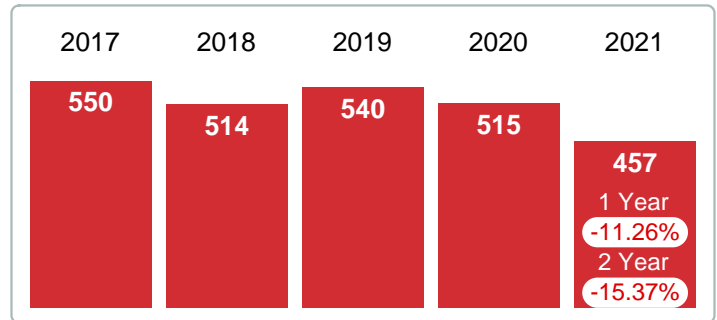
NEW LISTINGS

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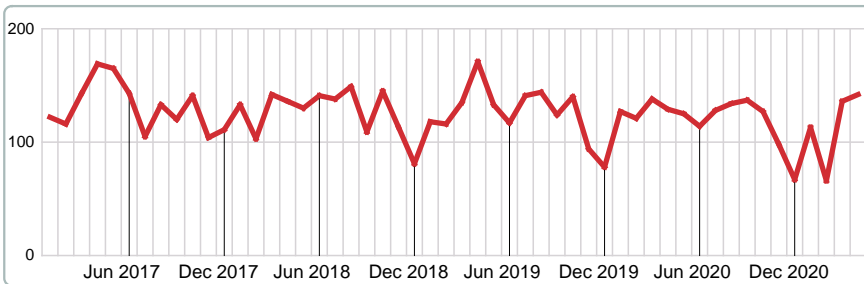
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

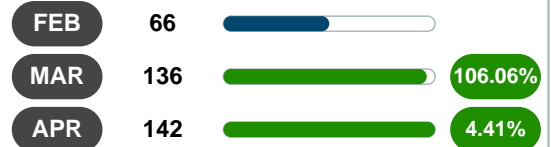


3 MONTHS

5 year APR AVG = 149

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 142
below the 5 yr APR average of 149



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	9.15%	11	2	0	0
\$40,001 - \$70,000	17	11.97%	14	3	0	0
\$70,001 - \$110,000	22	15.49%	15	6	1	0
\$110,001 - \$170,000	34	23.94%	11	20	3	0
\$170,001 - \$250,000	24	16.90%	4	18	2	0
\$250,001 - \$360,000	17	11.97%	3	8	3	3
\$360,001 and up	15	10.56%	3	4	2	6
Total New Listed Units	142		61	61	11	9
Total New Listed Volume	34,177,125	100%	12.34M	14.45M	2.83M	4.56M
Average New Listed Listing Price	\$73,558		\$202,339	\$236,865	\$257,255	\$506,211

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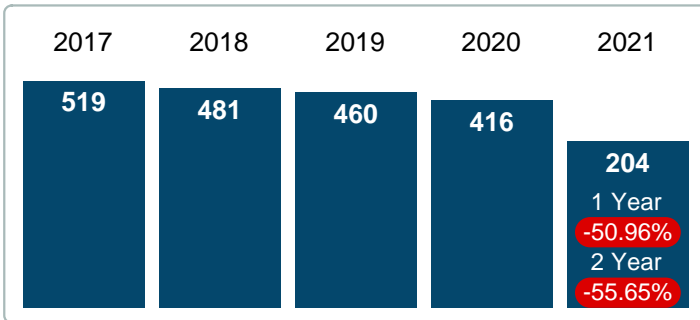
Area Delimited by County Of Creek



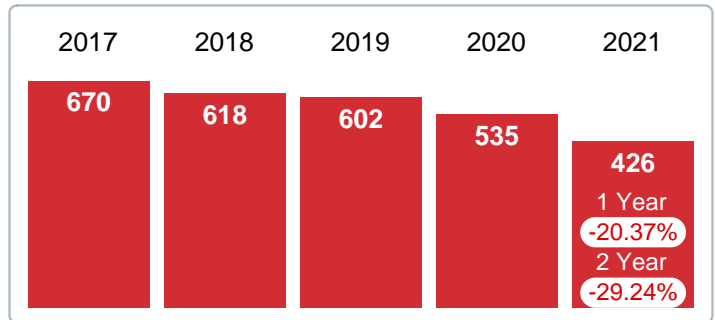
ACTIVE INVENTORY

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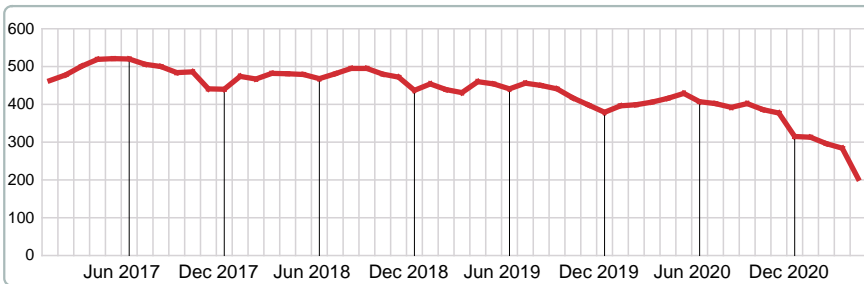
END OF APRIL



ACTIVE DURING APRIL

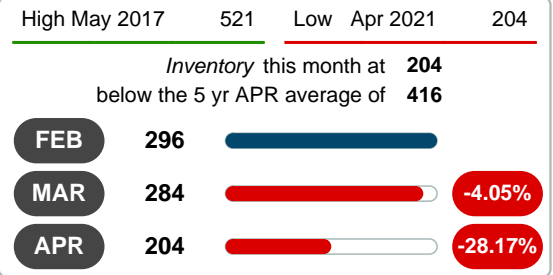


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 416



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	15	7.35%	54.2	14	1	0	0
\$25,001 - \$50,000	30	14.71%	89.4	30	0	0	0
\$50,001 - \$75,000	17	8.33%	65.8	16	1	0	0
\$75,001 - \$150,000	63	30.88%	99.3	42	16	4	1
\$150,001 - \$275,000	32	15.69%	73.8	16	15	1	0
\$275,001 - \$475,000	25	12.25%	97.2	17	5	2	1
\$475,001 and up	22	10.78%	77.6	11	3	5	3
Total Active Inventory by Units	204			146	41	12	5
Total Active Inventory by Volume	55,101,150	100%	85.1	36.04M	11.49M	5.14M	2.43M
Average Active Inventory Listing Price	\$270,104			\$246,849	\$280,178	\$428,258	\$486,960

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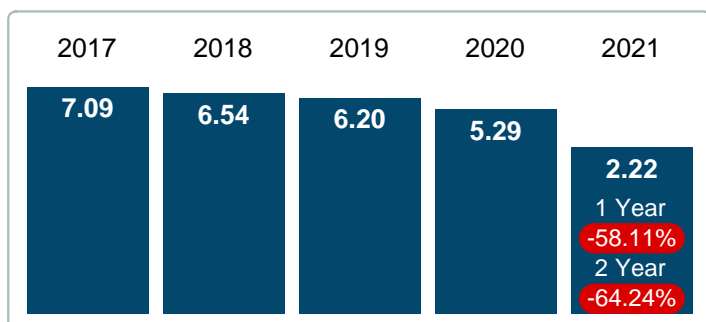
Area Delimited by County Of Creek



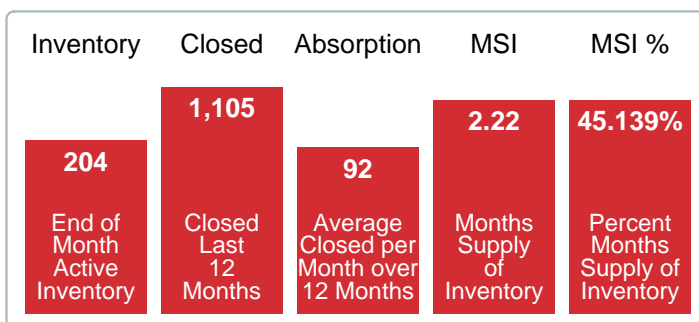
MONTHS SUPPLY of INVENTORY (MSI)

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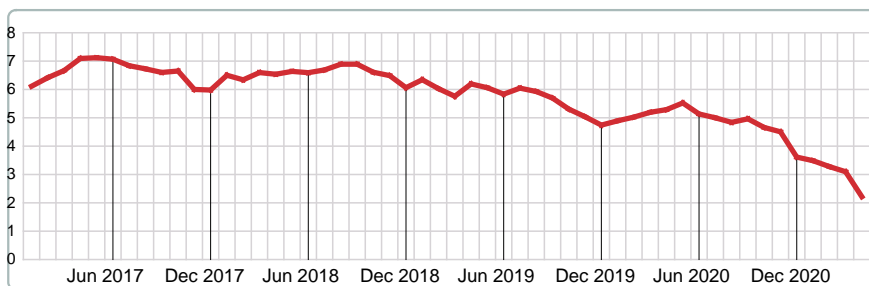
MSI FOR APRIL



INDICATORS FOR APRIL 2021

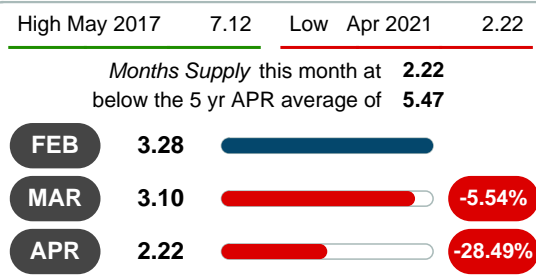


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.47



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
\$20,000 and less	13	6.37%	2.29	3.43	0.60	0.00	0.00
\$20,001 - \$50,000	32	15.69%	4.52	5.57	0.00	0.00	0.00
\$50,001 - \$80,000	20	9.80%	2.18	3.38	0.32	3.00	0.00
\$80,001 - \$160,000	64	31.37%	1.94	4.85	0.83	1.33	2.40
\$160,001 - \$280,000	30	14.71%	1.21	5.49	0.76	0.23	0.00
\$280,001 - \$490,000	23	11.27%	2.34	16.36	1.88	0.46	0.52
\$490,001 and up	22	10.78%	8.52	26.40	4.00	5.00	7.20
Market Supply of Inventory (MSI)			2.22	5.31	0.85	0.92	1.40
Total Active Inventory by Units		100%	2.22	146	41	12	5

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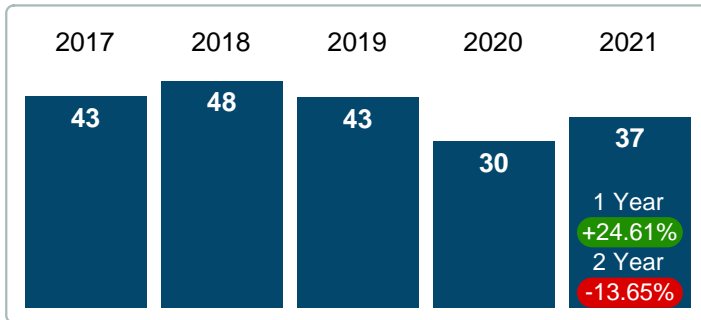
Area Delimited by County Of Creek



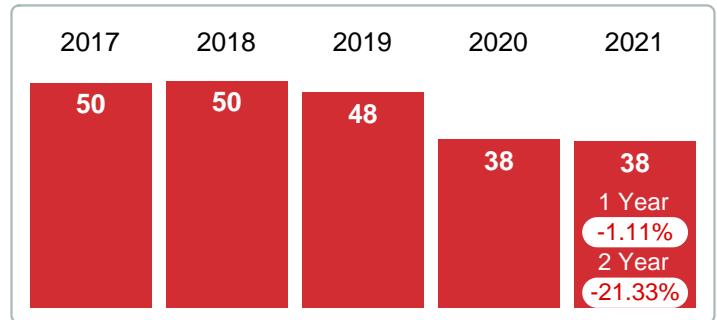
AVERAGE DAYS ON MARKET TO SALE

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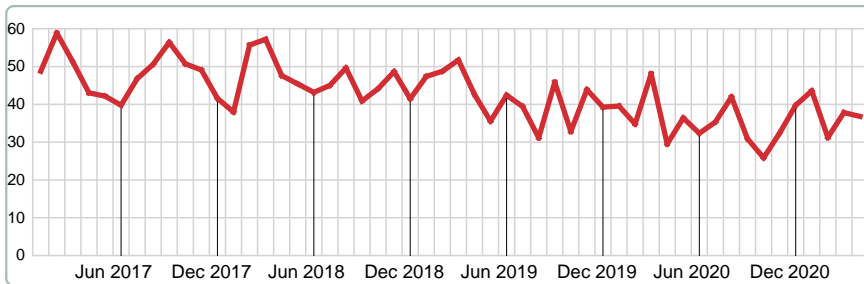
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 40

High Feb 2017 59 Low Oct 2020 26

Average Days on Market to Sale this month at 37 below the 5 yr APR average of 40



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	6.02%	58	66	24	0	0
\$50,001 - \$75,000	9.64%	56	56	55	0	0
\$75,001 - \$125,000	21.69%	20	32	13	0	0
\$125,001 - \$175,000	21.69%	8	4	5	54	0
\$175,001 - \$250,000	18.07%	45	264	8	24	0
\$250,001 - \$350,000	12.05%	42	105	8	13	125
\$350,001 and up	10.84%	81	63	65	122	75
Average Closed DOM		37	63	16	40	87
Total Closed Units	100%	37	25	43	11	4
Total Closed Volume		17,004,525	3.92M	7.62M	3.78M	1.69M

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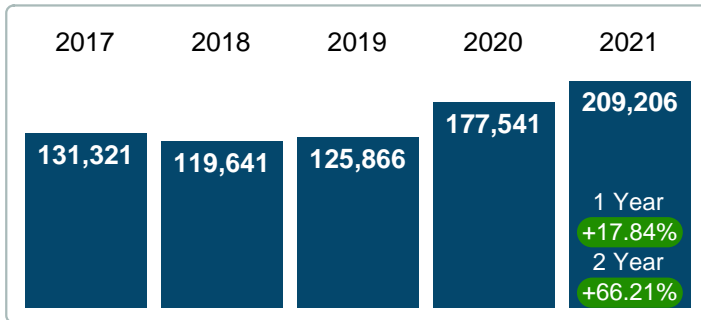
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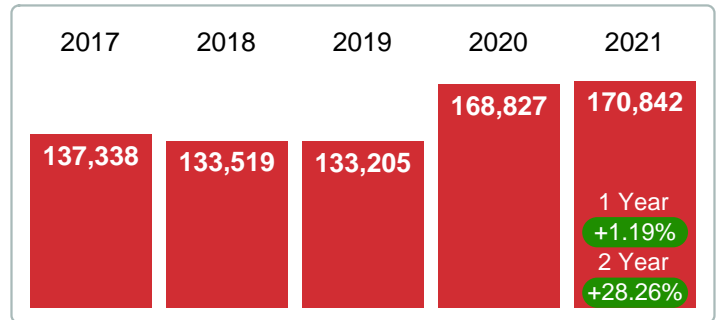
AVERAGE LIST PRICE AT CLOSING

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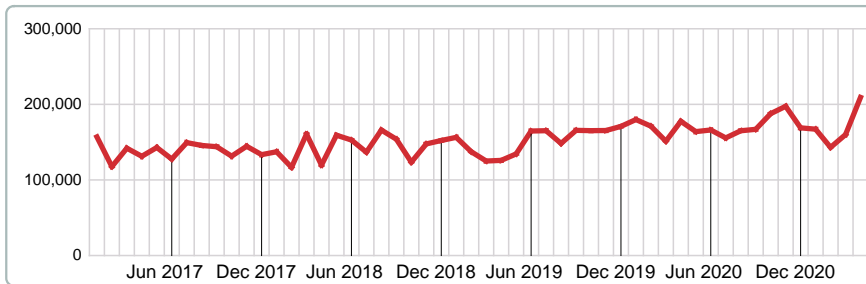
APRIL



YEAR TO DATE (YTD)

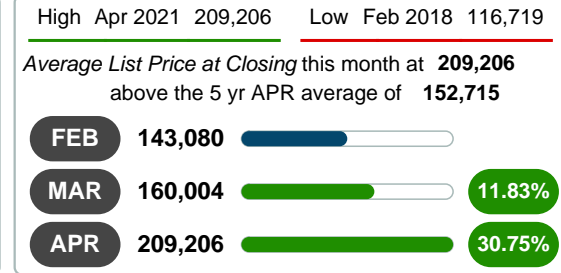


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 152,715



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	6.02%	12,645	15,506	1,200	0	0
\$50,001 - \$75,000	8.43%	64,714	67,280	67,167	0	0
\$75,001 - \$125,000	21.69%	104,633	100,857	112,036	0	0
\$125,001 - \$175,000	21.69%	149,953	158,725	148,950	165,000	0
\$175,001 - \$250,000	18.07%	218,260	209,450	227,400	221,333	0
\$250,001 - \$350,000	12.05%	303,360	322,450	305,000	308,760	374,900
\$350,001 and up	12.05%	595,780	1,350,000	447,967	740,000	461,300
Average List Price		209,206	166,125	176,729	350,255	439,700
Total Closed Units	100%	209,206	25	43	11	4
Total Closed Volume		17,364,075	4.15M	7.60M	3.85M	1.76M

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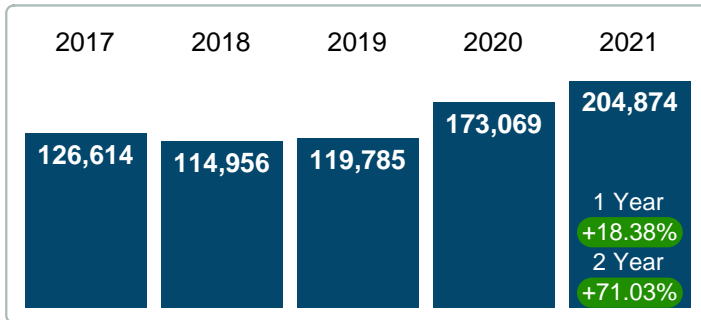
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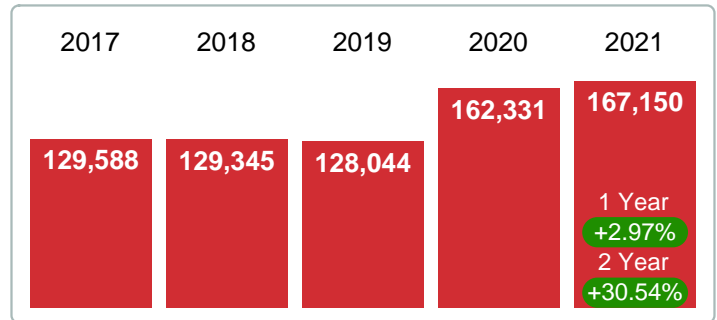
AVERAGE SOLD PRICE AT CLOSING

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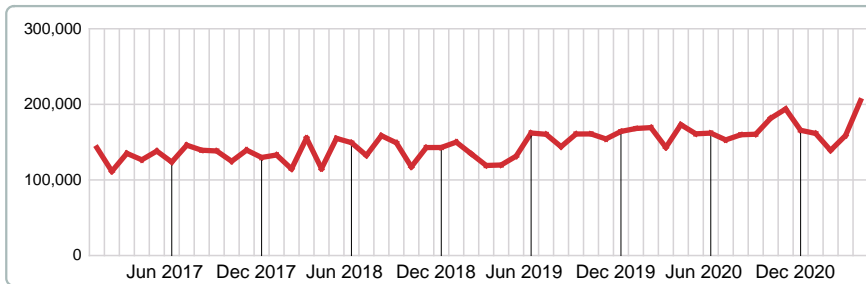
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

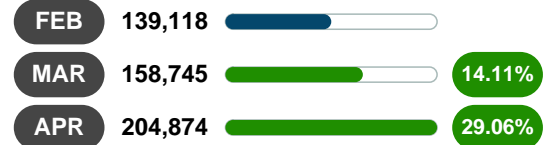


3 MONTHS

5 year APR AVG = 147,860

High Apr 2021 204,874 Low Feb 2017 111,404

Average Sold Price at Closing this month at **204,874**
above the 5 yr APR average of **147,860**



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	6.02%	10,445	12,756	1,200	0	0
\$50,001 - \$75,000	9.64%	65,269	63,580	68,083	0	0
\$75,001 - \$125,000	21.69%	104,750	96,786	109,818	0	0
\$125,001 - \$175,000	21.69%	153,764	157,875	152,019	160,000	0
\$175,001 - \$250,000	18.07%	218,927	201,950	222,450	218,500	0
\$250,001 - \$350,000	12.05%	304,300	292,500	292,000	306,800	340,000
\$350,001 and up	10.84%	605,556	1,250,000	473,333	717,500	448,333
Average Sold Price		204,874	156,673	177,167	344,045	421,250
Total Closed Units	100%	204,874	25	43	11	4
Total Closed Volume		17,004,525	3.92M	7.62M	3.78M	1.69M

April 2021



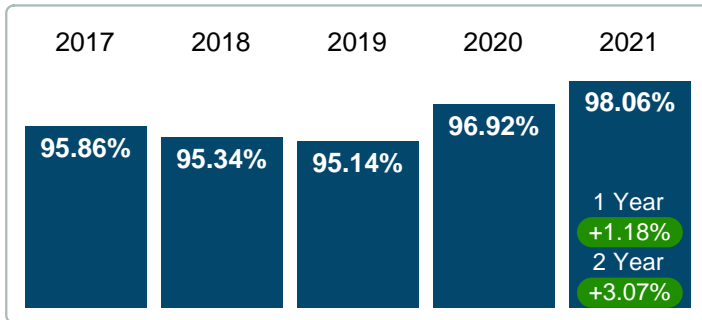
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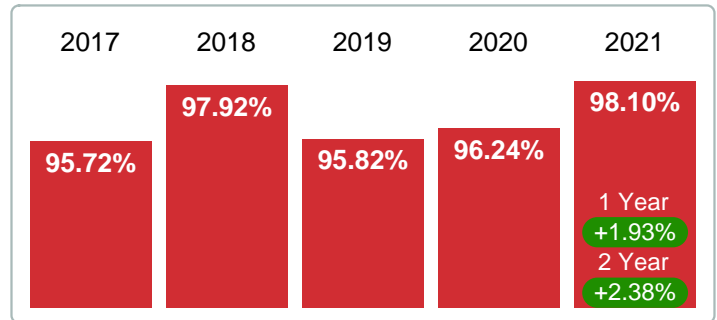
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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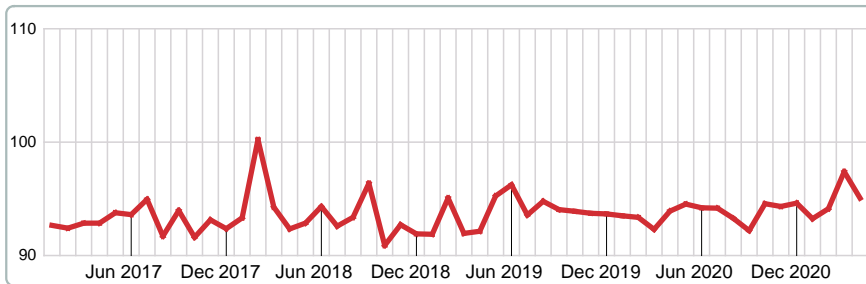
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

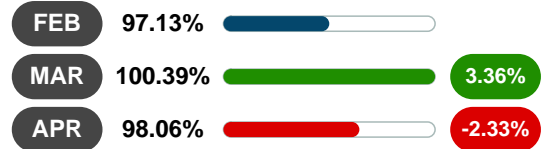


3 MONTHS

5 year APR AVG = 96.26%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **98.06%**
above the 5 yr APR average of **96.26%**



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	6.02%	91.43%	89.29%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	8	9.64%	97.53%	95.25%	101.34%	0.00%	0.00%
\$75,001 - \$125,000	18	21.69%	97.42%	95.93%	98.37%	0.00%	0.00%
\$125,001 - \$175,000	18	21.69%	101.36%	99.86%	102.16%	96.97%	0.00%
\$175,001 - \$250,000	15	18.07%	97.81%	96.51%	97.80%	98.69%	0.00%
\$250,001 - \$350,000	10	12.05%	96.29%	91.50%	96.06%	99.42%	90.69%
\$350,001 and up	9	10.84%	99.28%	92.59%	103.59%	98.39%	97.79%
Average Sold/List Ratio		98.10%		94.92%	99.88%	98.81%	96.01%
Total Closed Units		83	100%	25	43	11	4
Total Closed Volume		17,004,525		3.92M	7.62M	3.78M	1.69M

April 2021

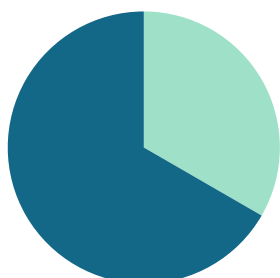
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

INVENTORY

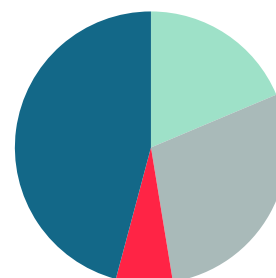


Inventory
 New Listings
142 = 33.33%
 Start Inventory
284
 Total Inventory Units
426
 Volume
\$101,164,836

Market Activity

Closed Sales
83 = 18.65%
 Pending Sales
128 = 28.76%
 Other Off Market
30 = 6.74%
 Active Inventory
204 = 45.84%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	83	6.41%	273	332	21.61%
Pending Sales	79	128	62.03%	308	400	29.87%
New Listings	129	142	10.08%	515	457	-11.26%
Average List Price	177,541	209,206	17.84%	168,827	170,842	1.19%
Average Sale Price	173,069	204,874	18.38%	162,331	167,150	2.97%
Average Percent of Selling Price to List Price	96.92%	98.06%	1.18%	96.24%	98.10%	1.93%
Average Days on Market to Sale	29.54	36.81	24.61%	38.19	37.77	-1.11%
Monthly Inventory	416	204	-50.96%	416	204	-50.96%
Months Supply of Inventory	5.29	2.22	-58.11%	5.29	2.22	-58.11%

Absorption: Last 12 months, an Average of **92** Sales/Month

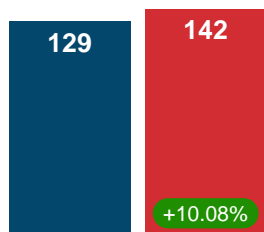
Inventory on April 30, 2021 = **204**

2020 **2021**

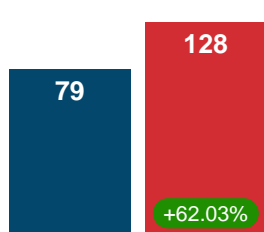
APRIL MARKET

AVERAGE PRICES

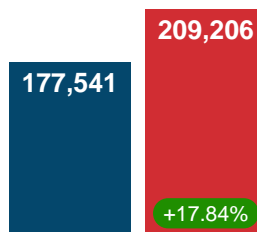
New Listings



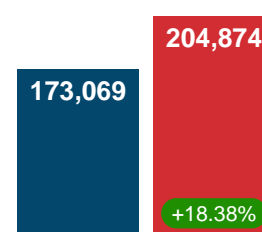
Pending Listings



List Price



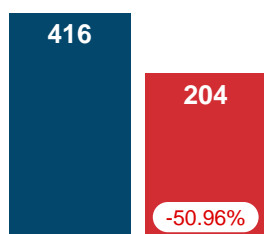
Sale Price



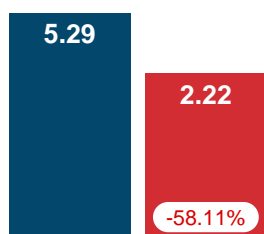
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

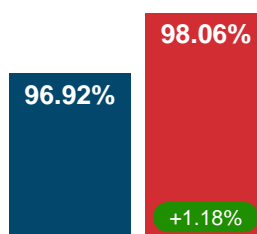
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

