

February 2021

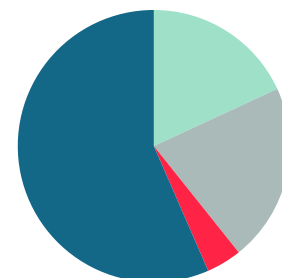
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	59	65	10.17%
Pending Listings	68	76	11.76%
New Listings	120	66	-45.00%
Average List Price	171,137	143,080	-16.39%
Average Sale Price	169,227	139,118	-17.79%
Average Percent of Selling Price to List Price	96.37%	97.13%	0.79%
Average Days on Market to Sale	34.80	31.23	-10.25%
End of Month Inventory	398	203	-48.99%
Months Supply of Inventory	5.01	2.25	-55.12%



■ Closed (18.11%)
■ Pending (21.17%)
■ Other OffMarket (4.18%)
■ Active (56.55%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of February 28, 2021 = **203**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **48.99%** to 203 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **2.25** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.79%** in February 2021 to \$139,118 versus the previous year at \$169,227.

Average Days on Market Shortens

The average number of **31.23** days that homes spent on the market before selling decreased by 3.57 days or **10.25%** in February 2021 compared to last year's same month at **34.80** DOM.

Sales Success for February 2021 is Positive

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

There were 66 New Listings in February 2021, down **45.00%** from last year at 120. Furthermore, there were 65 Closed Listings this month versus last year at 59, a **10.17%** increase.

Closed versus Listed trends yielded a **98.5%** ratio, up from previous year's, February 2020, at **49.2%**, a **100.31%** upswing. 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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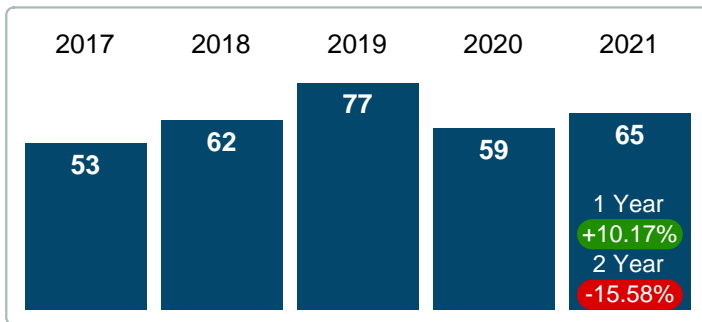
Area Delimited by County Of Creek



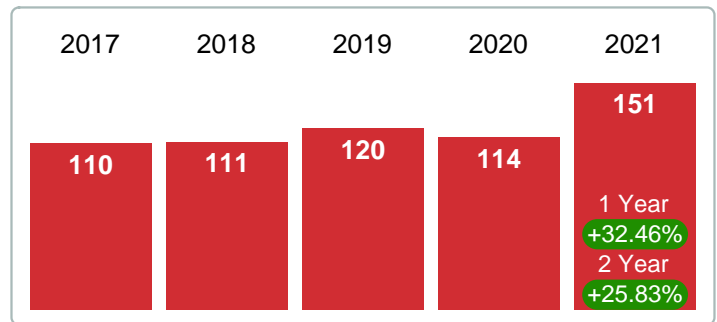
CLOSED LISTINGS

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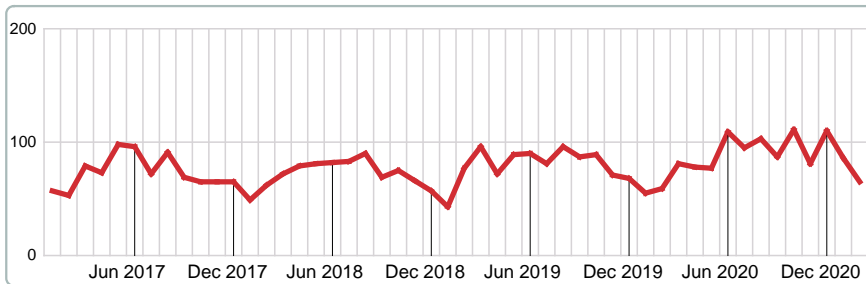
FEBRUARY



YEAR TO DATE (YTD)

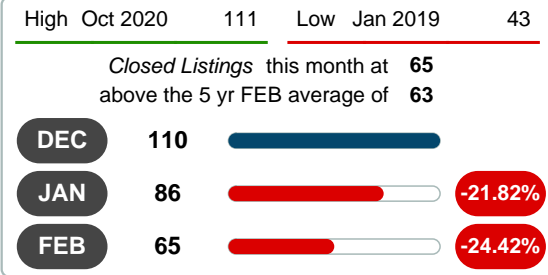


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	7.69%	26.2	5	0	0	0
\$20,001 - \$50,000	8	12.31%	40.1	8	0	0	0
\$50,001 - \$100,000	10	15.38%	23.6	6	4	0	0
\$100,001 - \$160,000	17	26.15%	25.1	6	11	0	0
\$160,001 - \$180,000	10	15.38%	14.7	1	8	1	0
\$180,001 - \$250,000	8	12.31%	63.5	3	3	2	0
\$250,001 and up	7	10.77%	37.1	0	4	3	0
Total Closed Units	65			29	30	6	0
Total Closed Volume	9,042,675	100%	31.2	2.42M	5.00M	1.63M	0.00B
Average Closed Price	\$139,118			\$83,347	\$166,623	\$271,150	\$0

February 2021

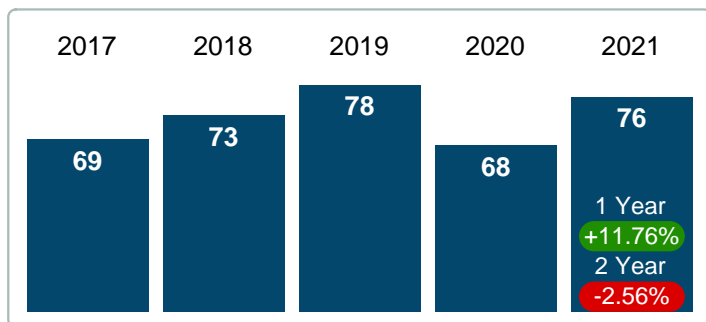
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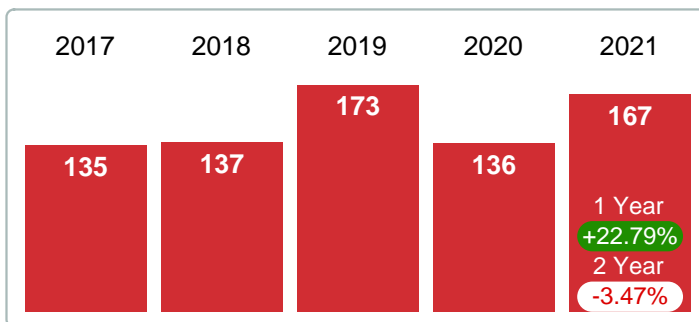
PENDING LISTINGS

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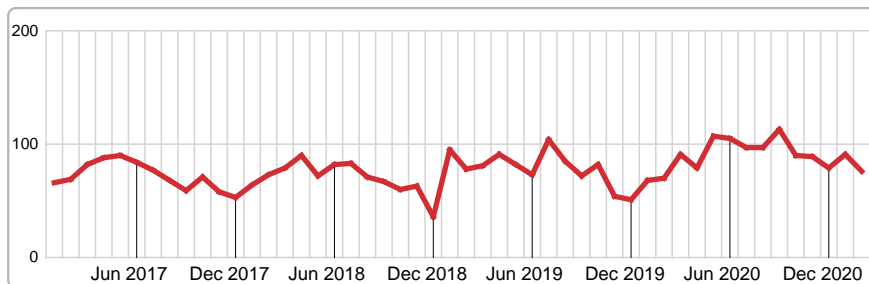
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 73

High Sep 2020 113 Low Dec 2018 36

Pending Listings this month at 76
above the 5 yr FEB average of 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	7.89%	63.8	5	0	1	0
\$30,001 - \$80,000	12	15.79%	57.8	9	3	0	0
\$80,001 - \$130,000	11	14.47%	45.9	7	3	1	0
\$130,001 - \$170,000	16	21.05%	36.2	1	13	1	1
\$170,001 - \$230,000	13	17.11%	37.8	1	10	2	0
\$230,001 - \$430,000	10	13.16%	48.0	1	5	2	2
\$430,001 and up	8	10.53%	90.9	1	1	1	5
Total Pending Units	76			25	35	8	8
Total Pending Volume	13,924,915	100%	11.7	2.47M	6.29M	1.73M	3.44M
Average Listing Price	\$105,833			\$98,952	\$179,574	\$216,302	\$429,450

February 2021

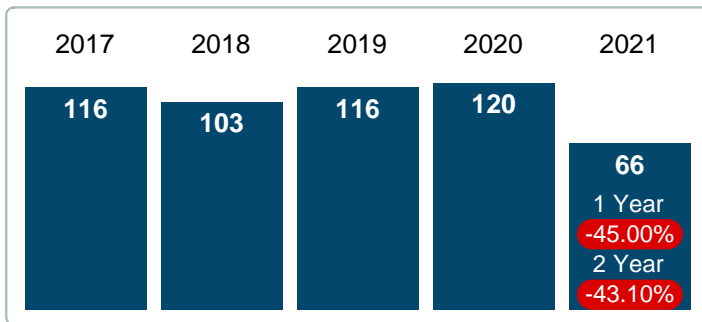
Area Delimited by County Of Creek



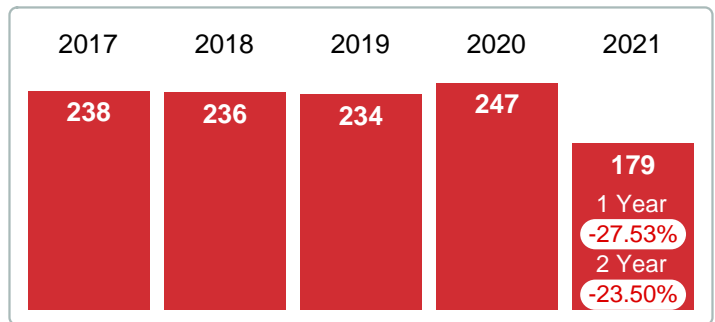
NEW LISTINGS

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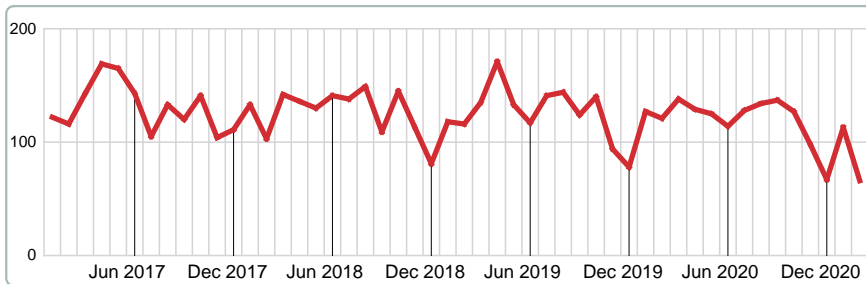
FEBRUARY



YEAR TO DATE (YTD)

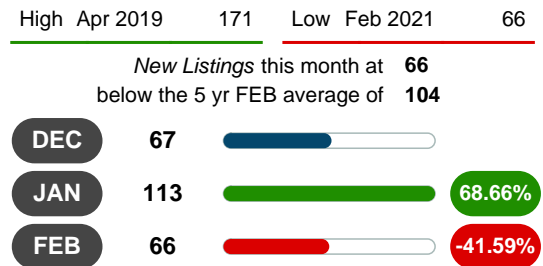


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 104



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	7.58%	3	1	1	0
\$25,001 - \$75,000	9	13.64%	6	3	0	0
\$75,001 - \$100,000	10	15.15%	8	2	0	0
\$100,001 - \$150,000	16	24.24%	3	11	0	2
\$150,001 - \$175,000	7	10.61%	0	6	1	0
\$175,001 - \$225,000	10	15.15%	2	7	1	0
\$225,001 and up	9	13.64%	2	4	2	1
Total New Listed Units	66		24	34	5	3
Total New Listed Volume	9,786,360	100%	2.71M	5.26M	860.42K	956.90K
Average New Listed Listing Price	\$250,000		\$113,054	\$154,581	\$172,083	\$318,967

February 2021

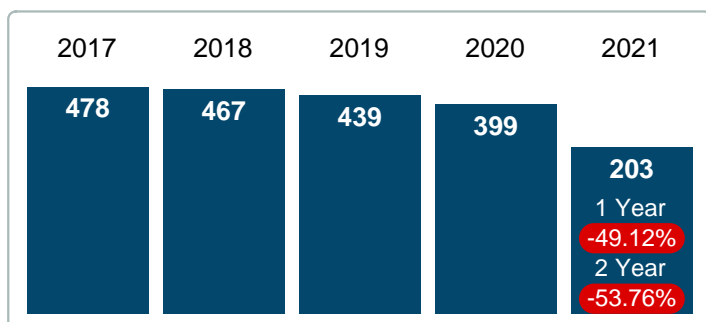
Area Delimited by County Of Creek



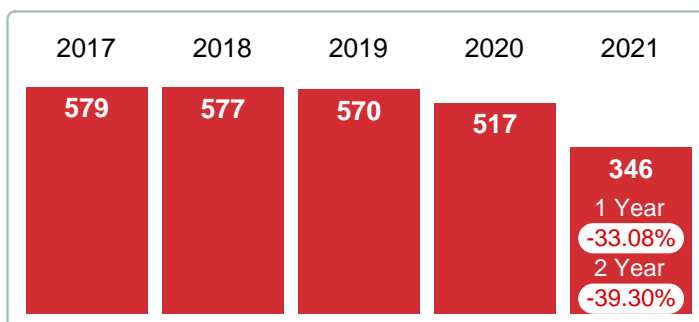
ACTIVE INVENTORY

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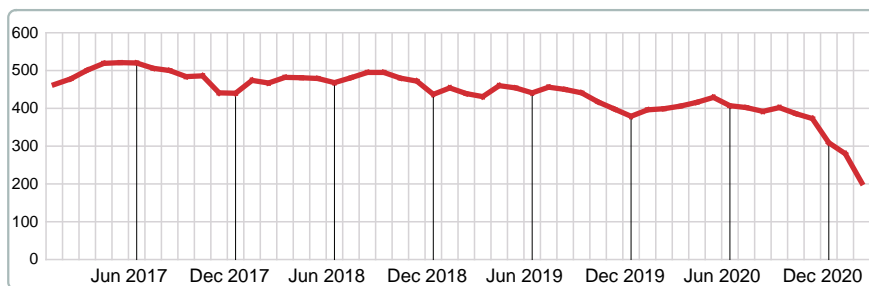
END OF FEBRUARY



ACTIVE DURING FEBRUARY

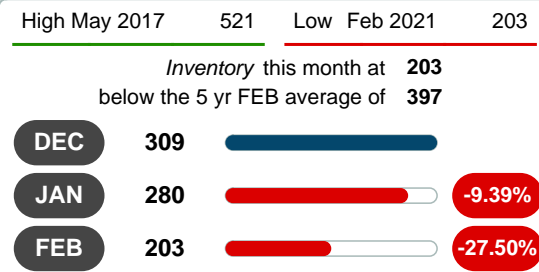


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 397



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	11	5.42%	54.2	9	1	1	0
\$25,001 - \$50,000	24	11.82%	94.6	21	3	0	0
\$50,001 - \$75,000	18	8.87%	109.9	14	3	1	0
\$75,001 - \$175,000	71	34.98%	116.5	47	21	2	1
\$175,001 - \$250,000	33	16.26%	125.8	20	12	1	0
\$250,001 - \$450,000	25	12.32%	129.7	13	8	4	0
\$450,001 and up	21	10.34%	99.1	9	2	5	5
Total Active Inventory by Units	203			133	50	14	6
Total Active Inventory by Volume	42,459,327	100%	111.3	23.92M	9.86M	4.52M	4.15M
Average Active Inventory Listing Price	\$209,159			\$179,887	\$197,287	\$322,506	\$692,483

February 2021

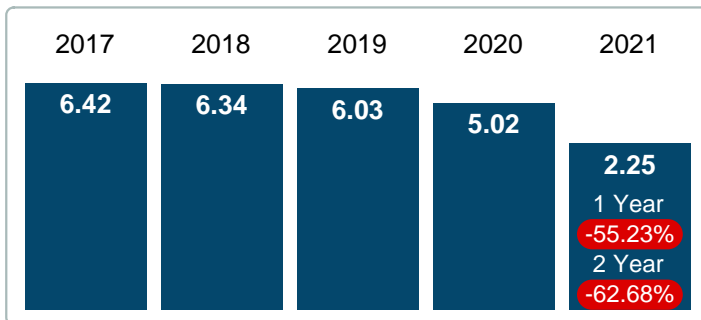
Area Delimited by County Of Creek



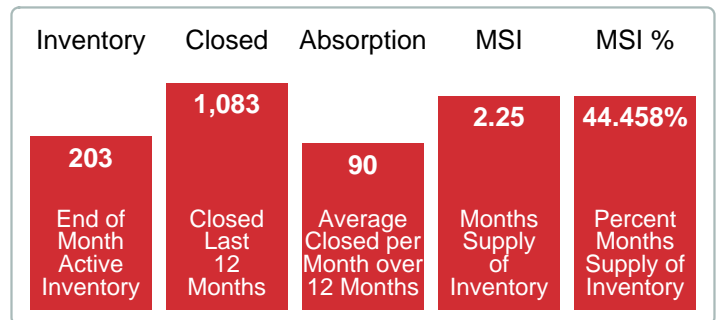
MONTHS SUPPLY of INVENTORY (MSI)

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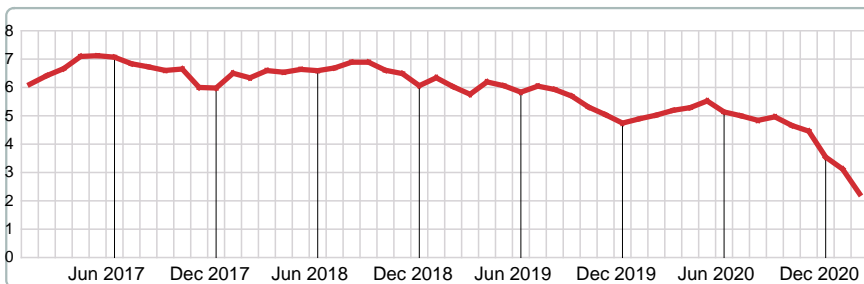
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

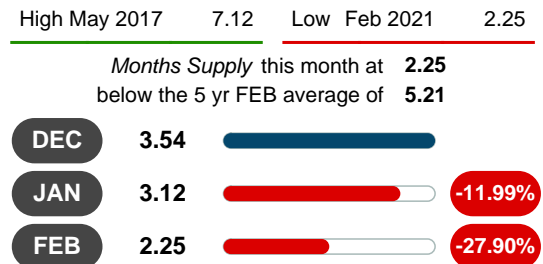


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.21



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
\$30,000 and less	17	8.37%	2.10	2.47	1.04	2.40	0.00
\$30,001 - \$70,000	29	14.29%	3.08	4.16	1.29	0.00	0.00
\$70,001 - \$90,000	19	9.36%	2.33	3.60	0.52	12.00	0.00
\$90,001 - \$170,000	58	28.57%	1.73	5.19	0.89	0.38	2.40
\$170,001 - \$250,000	34	16.75%	1.90	8.69	0.99	0.32	0.00
\$250,001 - \$460,000	25	12.32%	2.44	12.00	2.29	0.94	0.00
\$460,001 and up	21	10.34%	7.20	36.00	3.00	3.53	8.57
Market Supply of Inventory (MSI)			2.25	5.00	1.04	1.12	1.89
Total Active Inventory by Units		100%	2.25	133	50	14	6

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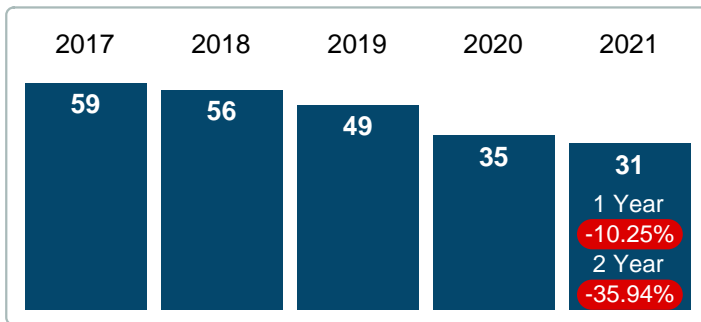
Area Delimited by County Of Creek



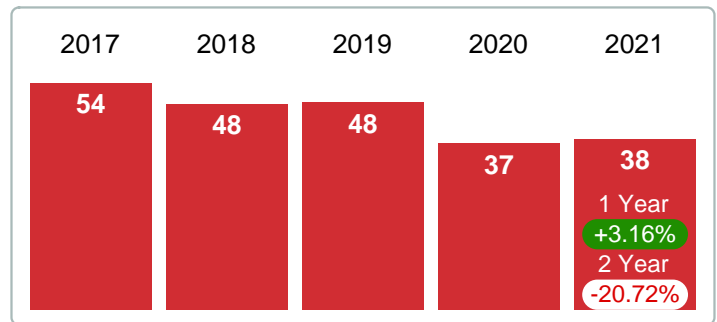
AVERAGE DAYS ON MARKET TO SALE

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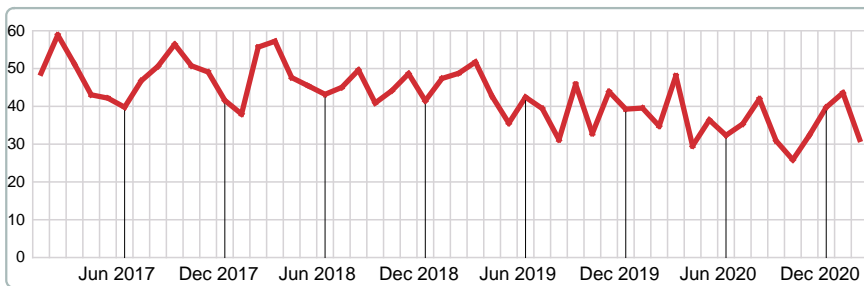
FEBRUARY



YEAR TO DATE (YTD)

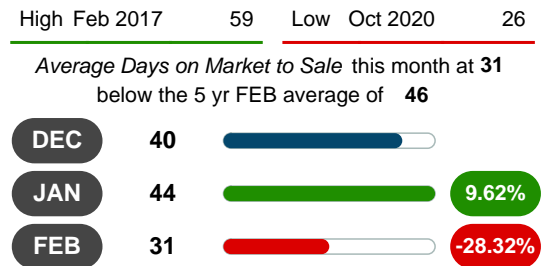


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



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
\$20,000 and less	7.69%	26	26	0	0	0
\$20,001 - \$50,000	12.31%	40	40	0	0	0
\$50,001 - \$100,000	15.38%	24	23	25	0	0
\$100,001 - \$160,000	26.15%	25	14	31	0	0
\$160,001 - \$180,000	15.38%	15	108	4	6	0
\$180,001 - \$250,000	12.31%	64	63	71	53	0
\$250,001 and up	10.77%	37	0	38	37	0
Average Closed DOM		31	34	28	37	0
Total Closed Units	100%	65	29	30	6	0
Total Closed Volume		9,042,675	2.42M	5.00M	1.63M	0.00B

February 2021

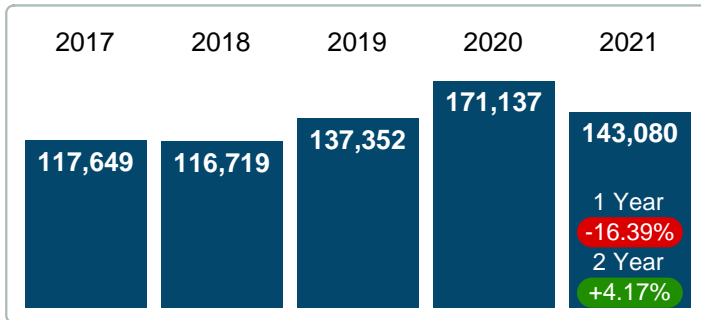
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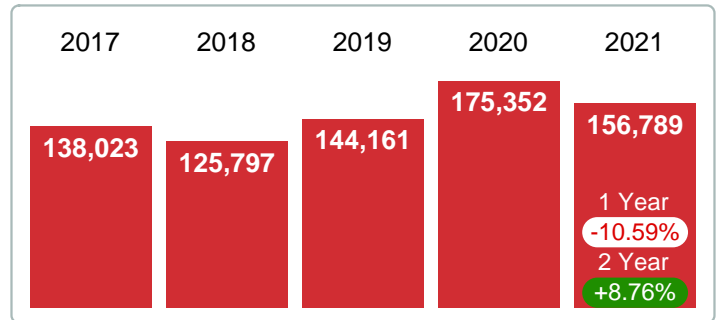
AVERAGE LIST PRICE AT CLOSING

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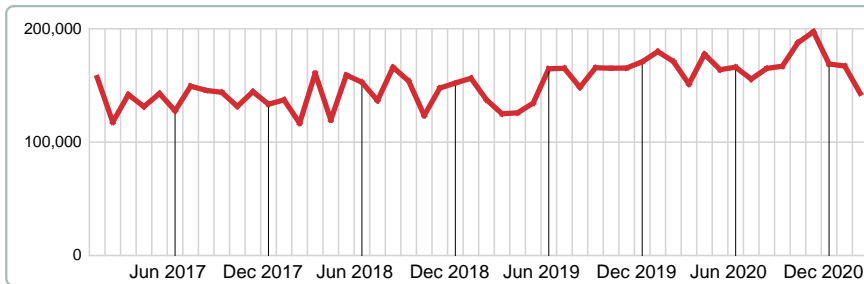
FEBRUARY



YEAR TO DATE (YTD)

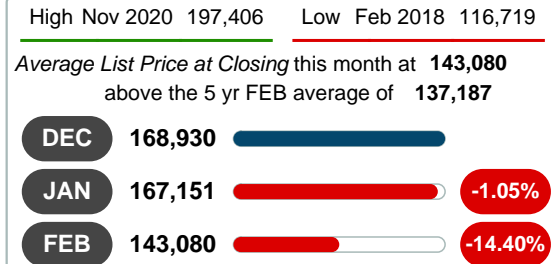


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 137,187



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
\$20,000 and less	7.69%	13,855	13,855	0	0	0
\$20,001 - \$50,000	10.77%	40,057	41,550	0	0	0
\$50,001 - \$100,000	20.00%	80,238	76,532	84,250	0	0
\$100,001 - \$160,000	23.08%	137,420	122,567	141,118	0	0
\$160,001 - \$180,000	15.38%	173,860	179,900	171,275	157,000	0
\$180,001 - \$250,000	10.77%	227,629	262,833	222,967	217,500	0
\$250,001 and up	12.31%	314,269	0	280,063	364,967	0
Average List Price		143,080	88,437	168,288	281,150	0
Total Closed Units	100%	143,080	29	30	6	0
Total Closed Volume		9,300,215	2.56M	5.05M	1.69M	0.00B

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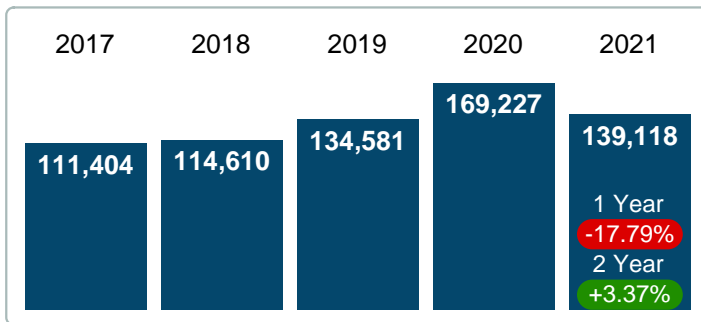
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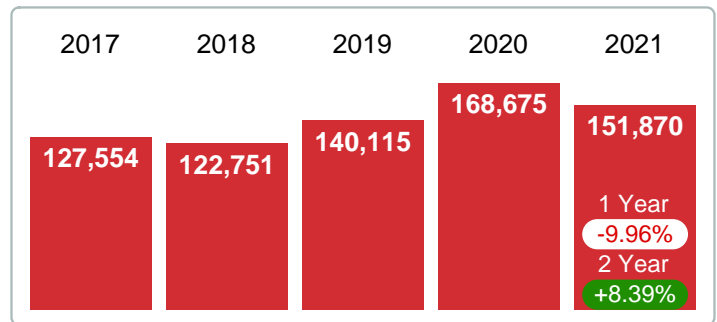
AVERAGE SOLD PRICE AT CLOSING

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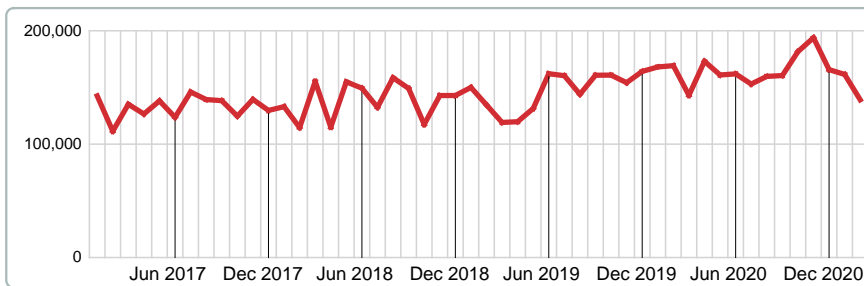
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

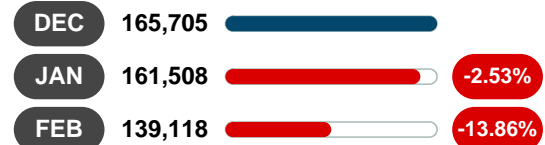


3 MONTHS

5 year FEB AVG = 133,788

High Nov 2020 193,840 Low Feb 2017 111,404

Average Sold Price at Closing this month at **139,118**
above the 5 yr FEB average of **133,788**



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
\$20,000 and less	7.69%	12,515	12,515	0	0	0
\$20,001 - \$50,000	12.31%	39,188	39,188	0	0	0
\$50,001 - \$100,000	15.38%	75,450	69,333	84,625	0	0
\$100,001 - \$160,000	26.15%	132,412	121,500	138,364	0	0
\$160,001 - \$180,000	15.38%	171,980	176,000	172,475	164,000	0
\$180,001 - \$250,000	12.31%	225,000	240,000	219,000	211,500	0
\$250,001 and up	10.77%	305,900	0	275,350	346,633	0
Average Sold Price		139,118	83,347	166,623	271,150	0
Total Closed Units	100%	139,118	29	30	6	
Total Closed Volume		9,042,675	2.42M	5.00M	1.63M	0.00B

February 2021

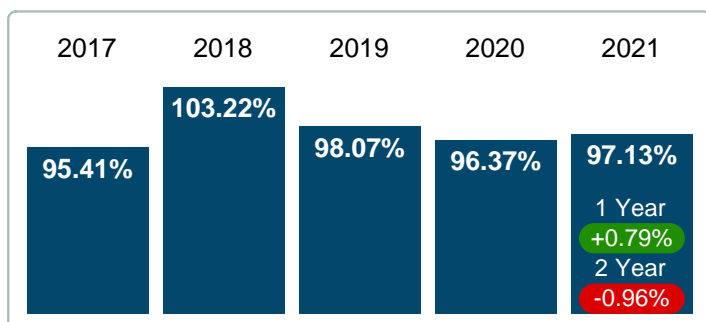
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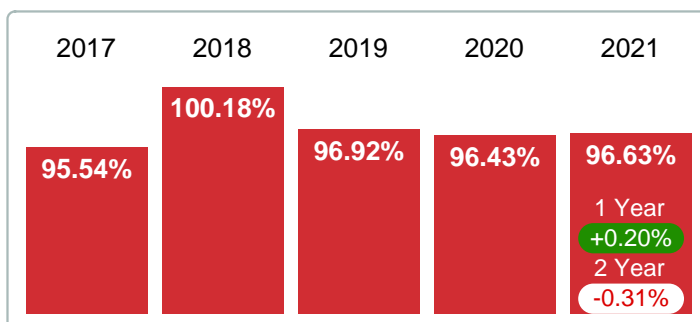
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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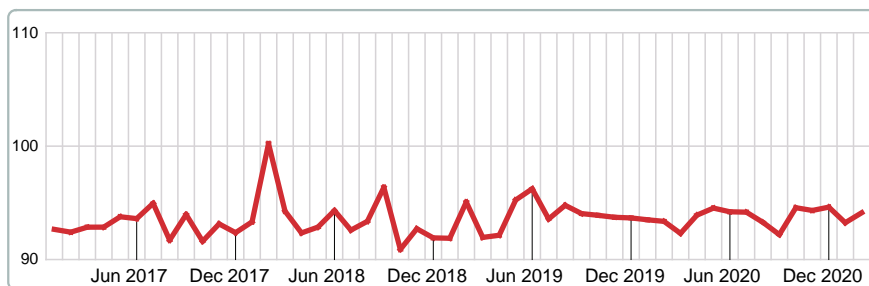
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

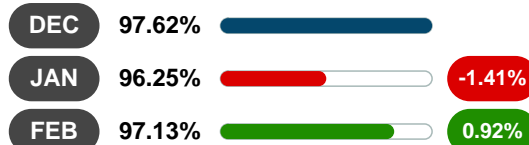


3 MONTHS

5 year FEB AVG = 98.04%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **97.13%**
below the 5 yr FEB average of **98.04%**



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
\$20,000 and less	5	7.69%	92.36%	92.36%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	8	12.31%	94.43%	94.43%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	10	15.38%	95.77%	92.60%	100.54%	0.00%	0.00%
\$100,001 - \$160,000	17	26.15%	99.01%	99.80%	98.57%	0.00%	0.00%
\$160,001 - \$180,000	10	15.38%	100.80%	97.83%	100.71%	104.46%	0.00%
\$180,001 - \$250,000	8	12.31%	95.65%	91.96%	98.32%	97.16%	0.00%
\$250,001 and up	7	10.77%	97.46%	0.00%	98.33%	96.30%	0.00%
Average Sold/List Ratio		97.10%		94.67%	99.35%	97.95%	0.00%
Total Closed Units		65	100%	29	30	6	
Total Closed Volume		9,042,675		2.42M	5.00M	1.63M	0.00B

February 2021

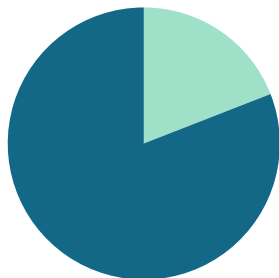
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

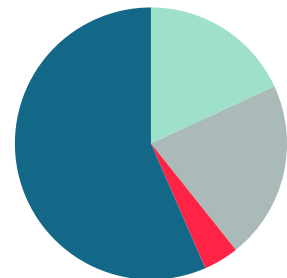


Inventory
 New Listings
66 = 19.08%
 Start Inventory
280
 Total Inventory Units
346
 Volume
\$67,531,992

Market Activity

Closed Sales
65 = 18.11%
 Pending Sales
76 = 21.17%
 Other Off Market
15 = 4.18%
 Active Inventory
203 = 56.55%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	65	10.17%	114	151	32.46%
Pending Sales	68	76	11.76%	136	167	22.79%
New Listings	120	66	-45.00%	247	179	-27.53%
Average List Price	171,137	143,080	-16.39%	175,352	156,789	-10.59%
Average Sale Price	169,227	139,118	-17.79%	168,675	151,870	-9.96%
Average Percent of Selling Price to List Price	96.37%	97.13%	0.79%	96.43%	96.63%	0.20%
Average Days on Market to Sale	34.80	31.23	-10.25%	37.09	38.26	3.16%
Monthly Inventory	398	203	-48.99%	398	203	-48.99%
Months Supply of Inventory	5.01	2.25	-55.12%	5.01	2.25	-55.12%

Absorption: Last 12 months, an Average of **90** Sales/Month

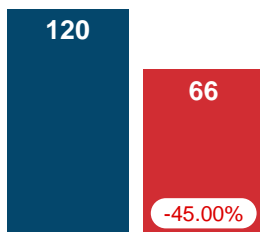
Inventory on February 28, 2021 = **203**

2020 **2021**

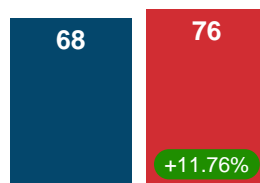
FEBRUARY MARKET

AVERAGE PRICES

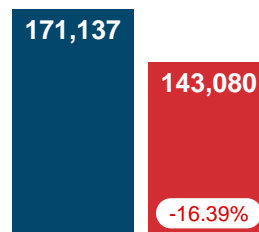
New Listings



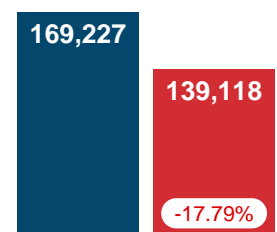
Pending Listings



List Price



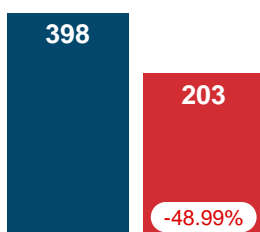
Sale Price



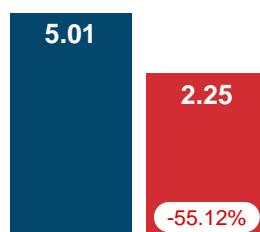
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

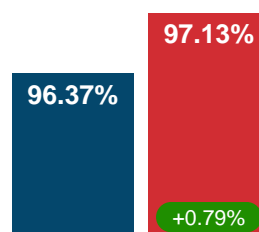
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

