

March 2021

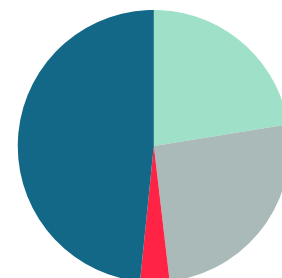
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	81	97	19.75%
Pending Listings	91	111	21.98%
New Listings	138	136	-1.45%
Average List Price	151,253	159,850	5.68%
Average Sale Price	143,063	158,628	10.88%
Average Percent of Selling Price to List Price	95.31%	100.43%	5.37%
Average Days on Market to Sale	48.07	36.99	-23.06%
End of Month Inventory	406	209	-48.52%
Months Supply of Inventory	5.19	2.28	-56.06%



■ Closed (22.45%)
■ Pending (25.69%)
■ Other OffMarket (3.47%)
■ Active (48.38%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of March 31, 2021 = **209**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **48.52%** to 209 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 **2.28** 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 **10.88%** in March 2021 to \$158,628 versus the previous year at \$143,063.

Average Days on Market Shortens

The average number of **36.99** days that homes spent on the market before selling decreased by 11.08 days or **23.06%** in March 2021 compared to last year's same month at **48.07** 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 136 New Listings in March 2021, down **1.45%** from last year at 138. Furthermore, there were 97 Closed Listings this month versus last year at 81, a **19.75%** increase.

Closed versus Listed trends yielded a **71.3%** ratio, up from previous year's, March 2020, at **58.7%**, a **21.51%** upswing. This will certainly create pressure on a decreasing 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

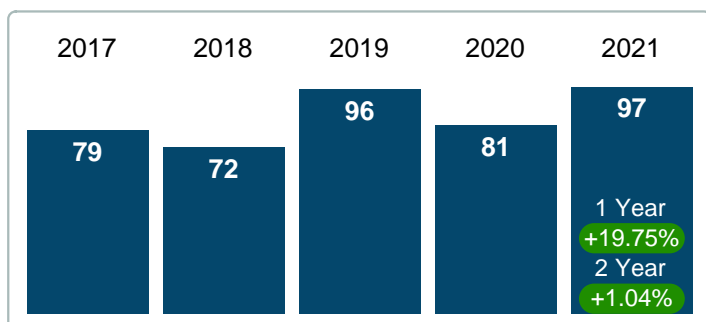
Area Delimited by County Of Creek



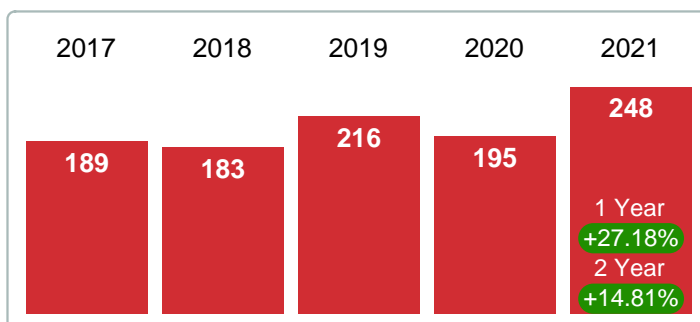
CLOSED LISTINGS

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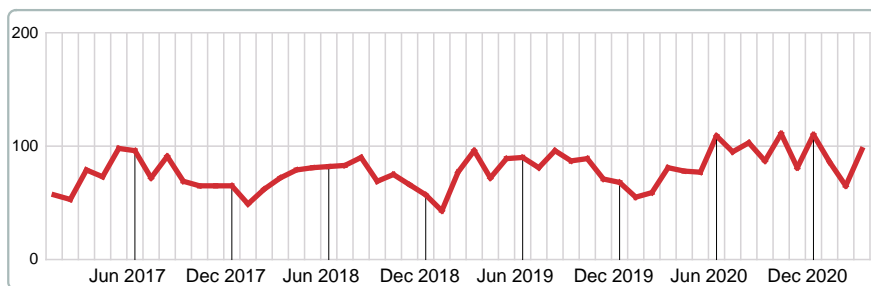
MARCH



YEAR TO DATE (YTD)

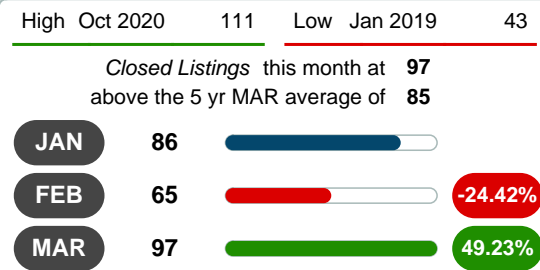


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 85



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	18	18.56%	75.2	12	5	1	0
\$50,001-\$75,000	7	7.22%	7.4	5	2	0	0
\$75,001-\$150,000	22	22.68%	28.2	9	10	3	0
\$150,001-\$200,000	27	27.84%	32.3	2	24	1	0
\$200,001-\$350,000	13	13.40%	17.5	0	9	2	2
\$350,001 and up	10	10.31%	46.3	1	3	5	1
Total Closed Units	97			29	53	12	3
Total Closed Volume	15,386,963	100%	37.0	2.47M	9.07M	2.86M	987.00K
Average Closed Price	\$158,628			\$85,157	\$171,130	\$238,376	\$329,000

March 2021



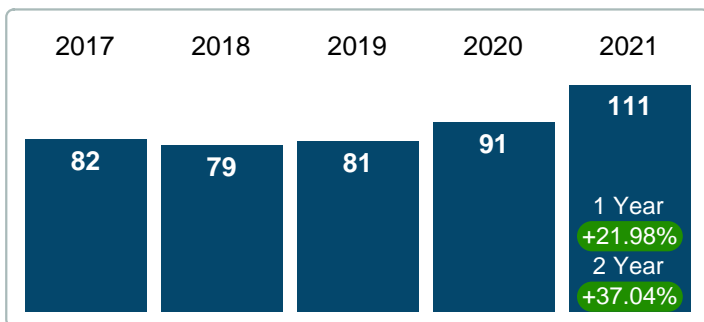
Area Delimited by County Of Creek



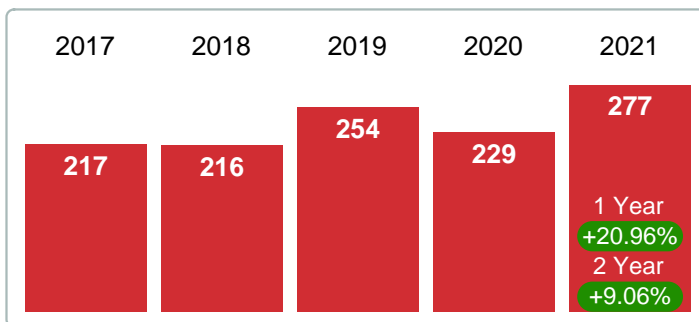
PENDING LISTINGS

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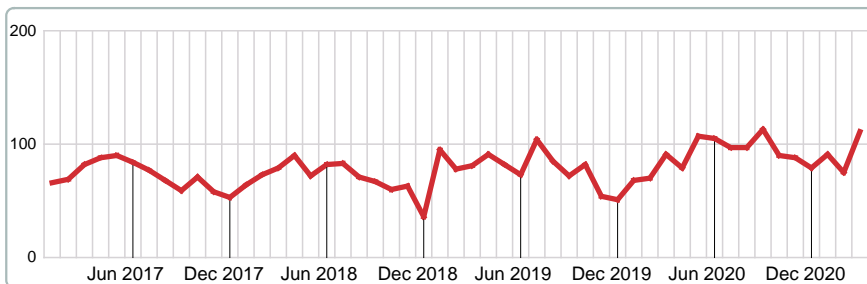
MARCH



YEAR TO DATE (YTD)

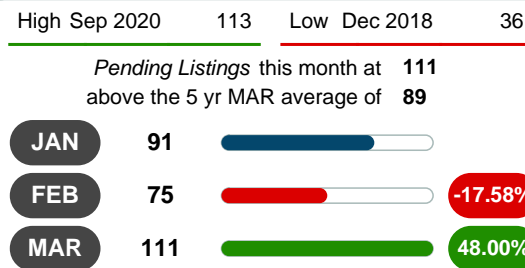


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 89



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.91%	90.0	10	1	0	0
\$40,001 - \$80,000	12	10.81%	51.5	5	5	2	0
\$80,001 - \$130,000	20	18.02%	24.8	10	9	1	0
\$130,001 - \$180,000	25	22.52%	19.1	3	20	2	0
\$180,001 - \$270,000	18	16.22%	52.1	5	9	4	0
\$270,001 - \$380,000	13	11.71%	45.8	3	2	7	1
\$380,001 and up	12	10.81%	21.1	3	4	4	1
Total Pending Units	111			39	50	20	2
Total Pending Volume	23,948,953	100%	41.8	6.53M	8.89M	7.72M	817.50K
Average Listing Price	\$98,593			\$167,352	\$177,752	\$385,855	\$408,750

March 2021

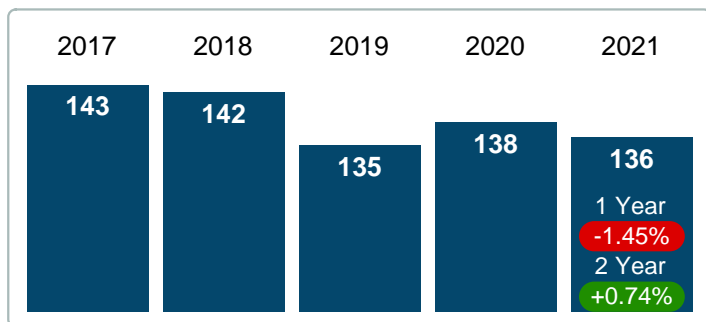
Area Delimited by County Of Creek



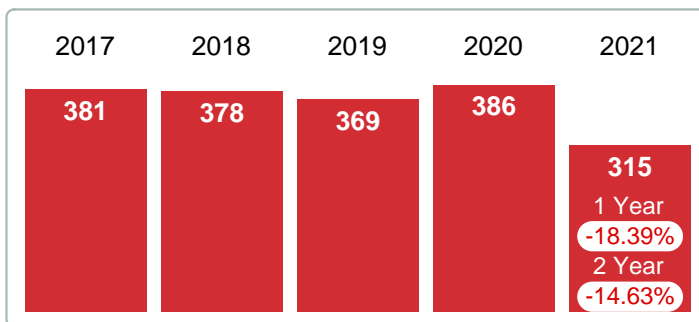
NEW LISTINGS

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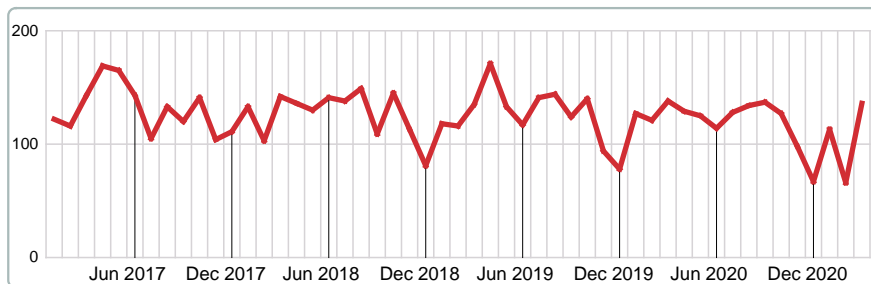
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 139

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 136
below the 5 yr MAR average of 139



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12	8.82%	9	3	0	0
\$20,001 - \$60,000	17	12.50%	17	0	0	0
\$60,001 - \$130,000	22	16.18%	10	10	2	0
\$130,001 - \$200,000	35	25.74%	8	23	4	0
\$200,001 - \$320,000	19	13.97%	7	10	2	0
\$320,001 - \$510,000	17	12.50%	6	4	4	3
\$510,001 and up	14	10.29%	4	1	6	3
Total New Listed Units	136		61	51	18	6
Total New Listed Volume	40,213,943	100%	18.31M	9.29M	9.50M	3.11M
Average New Listed Listing Price	\$117,912		\$300,150	\$182,170	\$527,867	\$518,750

March 2021

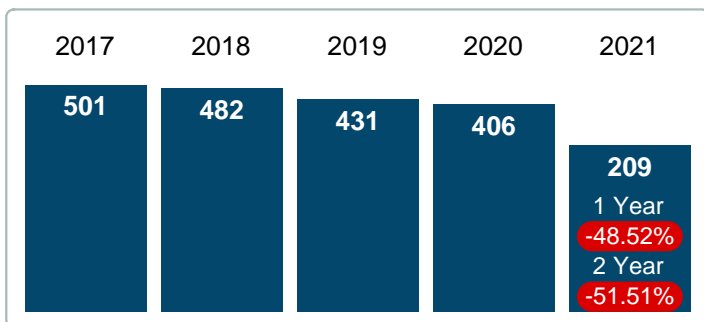
Area Delimited by County Of Creek



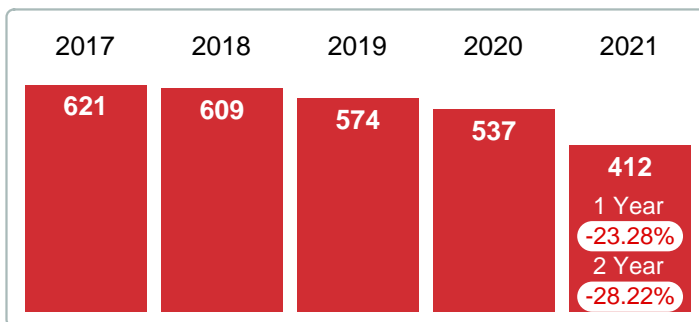
ACTIVE INVENTORY

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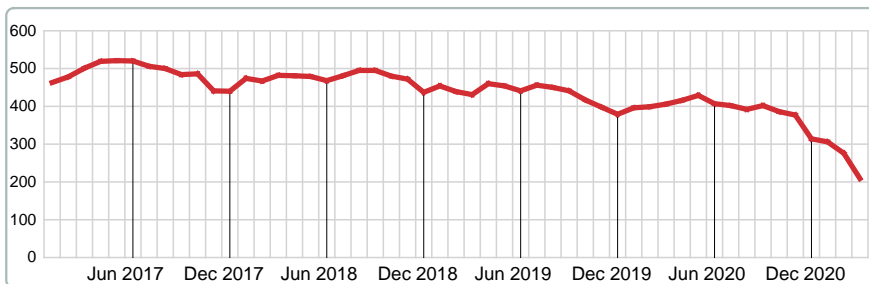
END OF MARCH



ACTIVE DURING MARCH

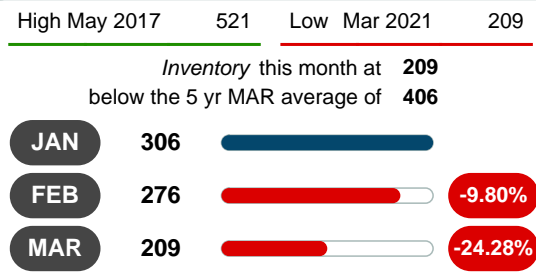


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 406



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	7.18%	36.6	14	1	0	0
\$25,001 - \$50,000	26	12.44%	66.0	26	0	0	0
\$50,001 - \$100,000	37	17.70%	116.0	33	3	1	0
\$100,001 - \$175,000	52	24.88%	122.0	28	22	1	1
\$175,001 - \$275,000	30	14.35%	132.1	19	9	2	0
\$275,001 - \$525,000	26	12.44%	101.4	18	3	3	2
\$525,001 and up	23	11.00%	98.0	8	2	6	7
Total Active Inventory by Units			209	146	40	13	10
Total Active Inventory by Volume			55,223,310	33.80M	7.77M	7.46M	6.19M
Average Active Inventory Listing Price			\$264,226	\$231,502	\$194,324	\$574,108	\$618,770

March 2021

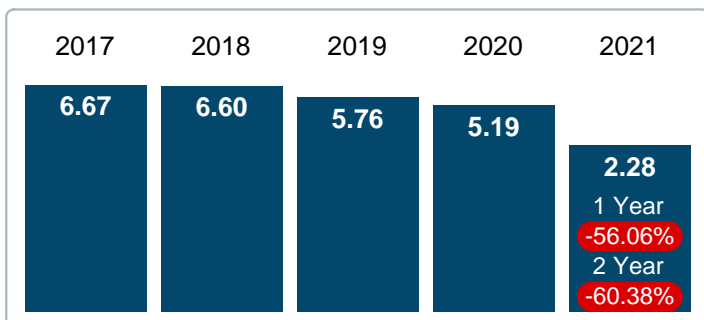
Area Delimited by County Of Creek



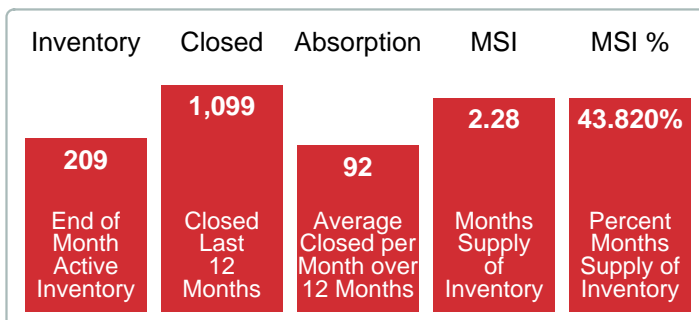
MONTHS SUPPLY of INVENTORY (MSI)

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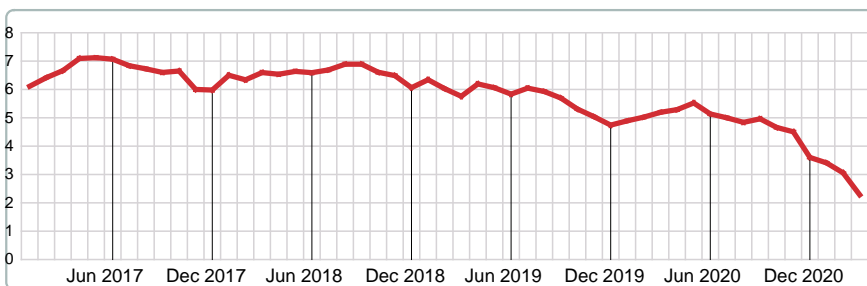
MSI FOR MARCH



INDICATORS FOR MARCH 2021

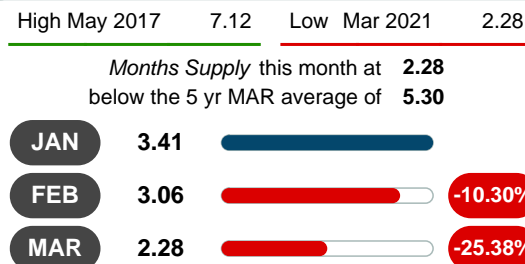


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.30



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	21	10.05%	2.52	3.48	0.50	0.00	0.00
\$30,001 - \$50,000	20	9.57%	4.07	5.45	0.00	0.00	0.00
\$50,001 - \$100,000	37	17.70%	2.22	3.92	0.43	1.20	0.00
\$100,001 - \$170,000	48	22.97%	1.64	5.03	0.93	0.43	3.00
\$170,001 - \$280,000	36	17.22%	1.75	9.86	0.79	0.52	0.00
\$280,001 - \$530,000	26	12.44%	2.62	19.20	1.09	0.65	2.29
\$530,001 and up	21	10.05%	10.96	24.00	4.00	9.00	12.00
Market Supply of Inventory (MSI)			2.28	5.51	0.82	1.00	2.93
Total Active Inventory by Units		100%	2.28	146	40	13	10

March 2021

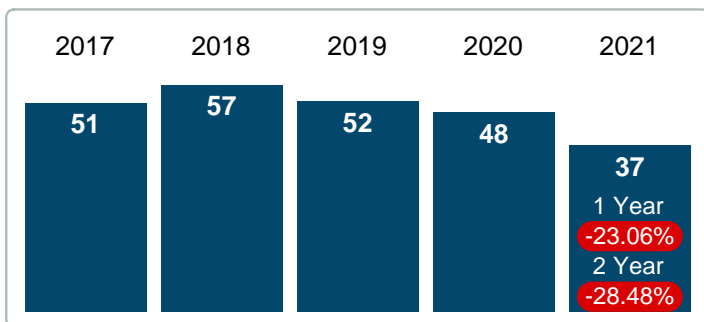
Area Delimited by County Of Creek



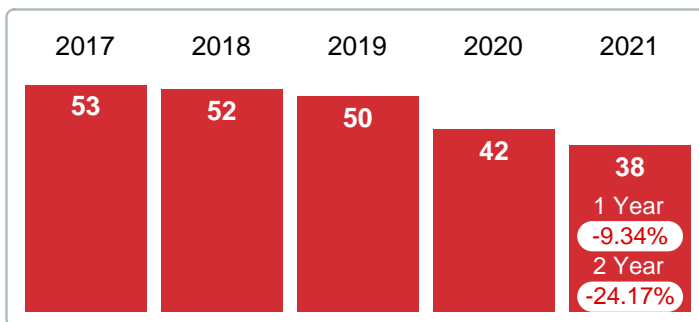
AVERAGE DAYS ON MARKET TO SALE

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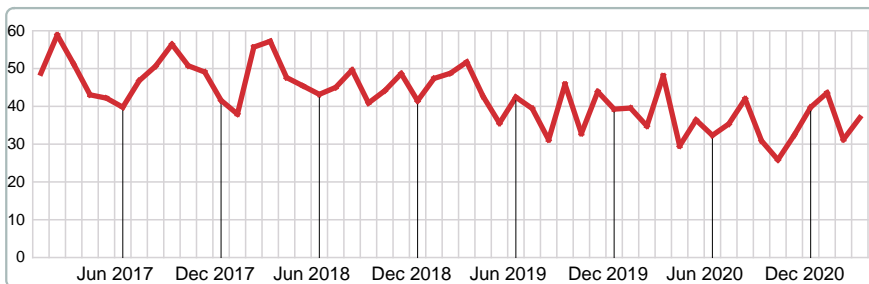
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

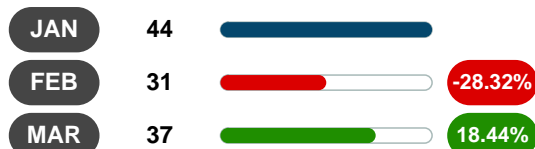


3 MONTHS

5 year MAR AVG = 49

High Feb 2017 59 Low Oct 2020 26

Average Days on Market to Sale this month at 37 below the 5 yr MAR average of 49



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	18	18.56%	75	105	16	14	0
\$50,001-\$75,000	7	7.22%	7	6	12	0	0
\$75,001-\$150,000	22	22.68%	28	31	20	47	0
\$150,001-\$200,000	27	27.84%	32	69	31	1	0
\$200,001-\$350,000	13	13.40%	17	0	10	5	64
\$350,001 and up	10	10.31%	46	1	35	42	150
Average Closed DOM	37			59	23	31	93
Total Closed Units	97	100%	37	29	53	12	3
Total Closed Volume	15,386,963			2.47M	9.07M	2.86M	987.00K

March 2021

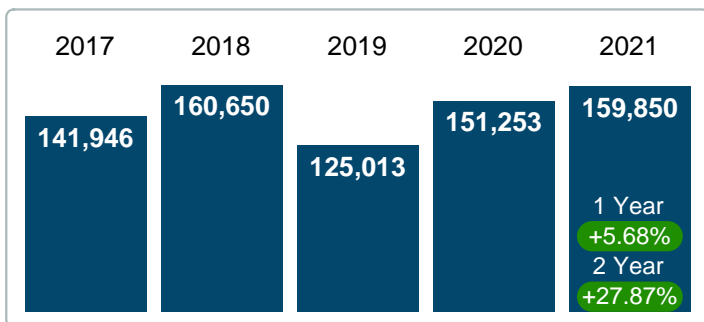
Area Delimited by County Of Creek



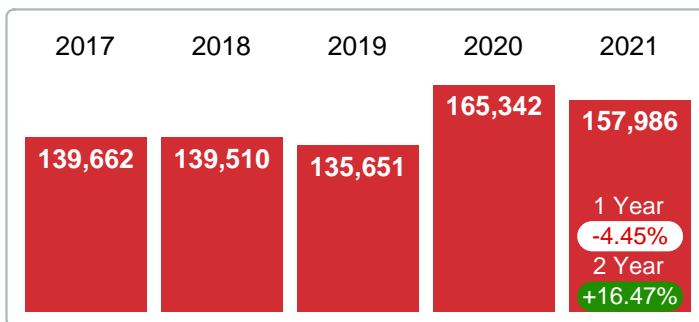
AVERAGE LIST PRICE AT CLOSING

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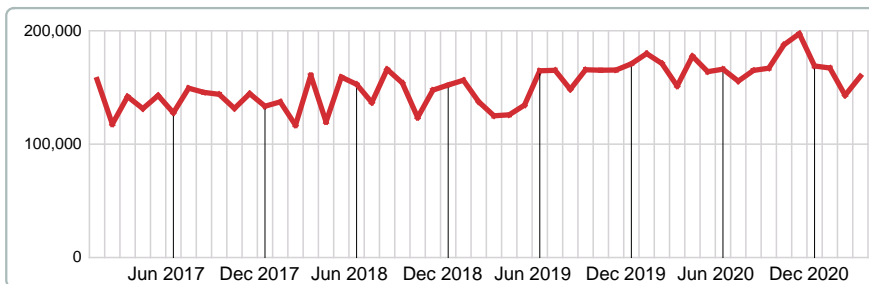
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

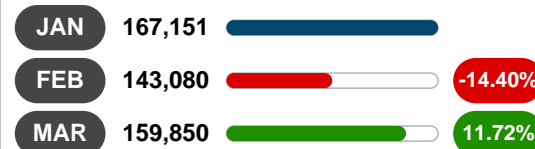


3 MONTHS

5 year MAR AVG = 147,742

High Nov 2020 197,406 Low Feb 2018 116,719

Average List Price at Closing this month at **159,850**
above the 5 yr MAR average of **147,742**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	16	16.49%	20,970	30,534	19,713	1,515	0
\$50,001-\$75,000	9	9.28%	64,295	67,560	68,950	0	0
\$75,001-\$150,000	25	25.77%	107,026	89,672	121,090	93,267	0
\$150,001-\$200,000	24	24.74%	172,746	183,000	171,242	160,000	0
\$200,001-\$350,000	13	13.40%	266,662	0	261,411	212,500	274,450
\$350,001 and up	10	10.31%	430,309	650,000	406,871	399,494	435,000
Average List Price			159,850	87,147	172,273	238,649	327,967
Total Closed Units		100%	159,850	29	53	12	3
Total Closed Volume			15,505,417	2.53M	9.13M	2.86M	983.90K

March 2021

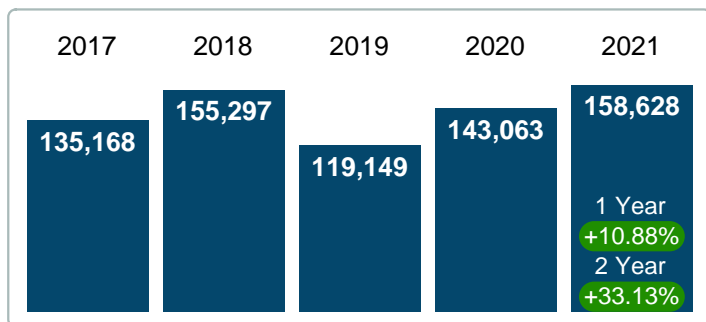
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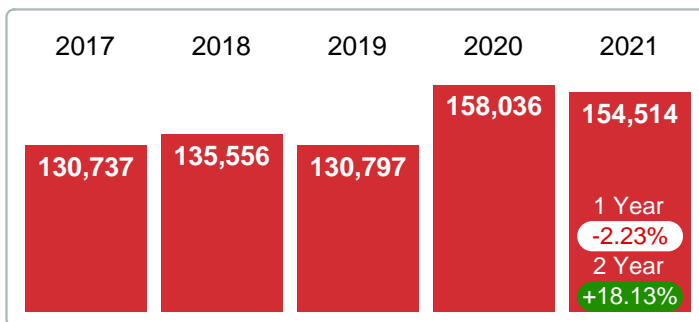
AVERAGE SOLD PRICE AT CLOSING

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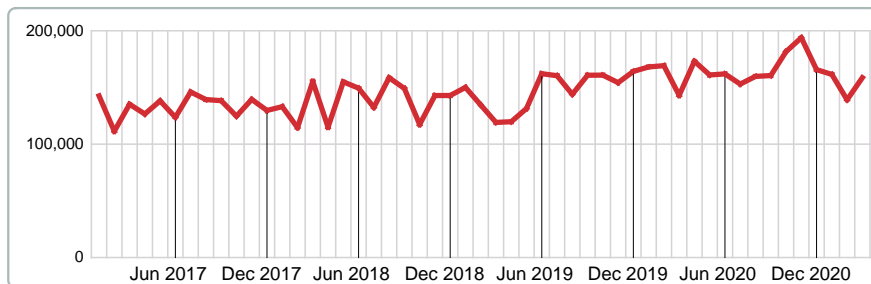
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

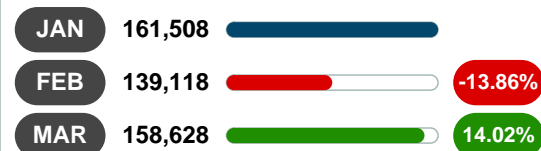


3 MONTHS

5 year MAR AVG = 142,261

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

Average Sold Price at Closing this month at **158,628** above the 5 yr MAR average of **142,261**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	18	18.56%	20,722	25,500	13,098	1,515	0
\$50,001-\$75,000	7	7.22%	65,271	66,580	62,000	0	0
\$75,001-\$150,000	22	22.68%	105,752	92,294	122,590	90,000	0
\$150,001-\$200,000	27	27.84%	169,611	175,000	169,563	160,000	0
\$200,001-\$350,000	13	13.40%	258,569	0	262,933	224,000	273,500
\$350,001 and up	10	10.31%	428,961	650,000	406,204	396,200	440,000
Average Sold Price			158,628	85,157	171,130	238,376	329,000
Total Closed Units		100%	158,628	29	53	12	3
Total Closed Volume			15,386,963	2.47M	9.07M	2.86M	987.00K

March 2021

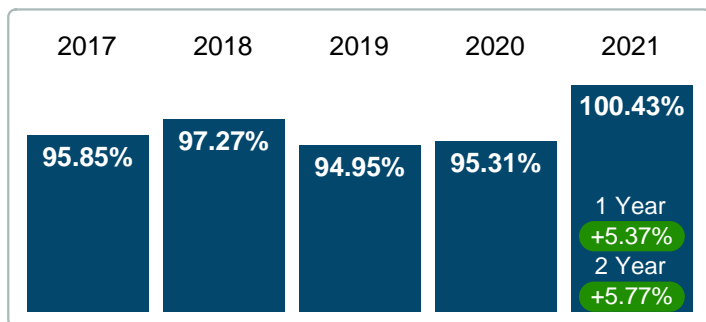
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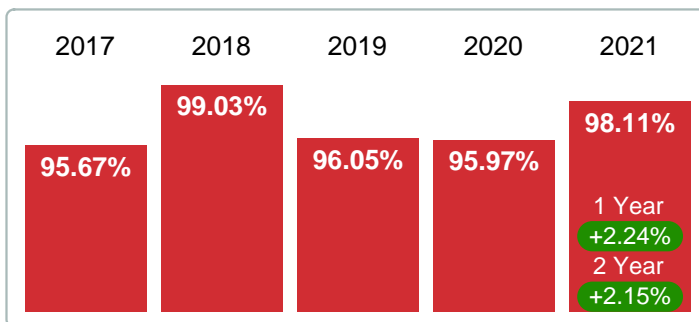
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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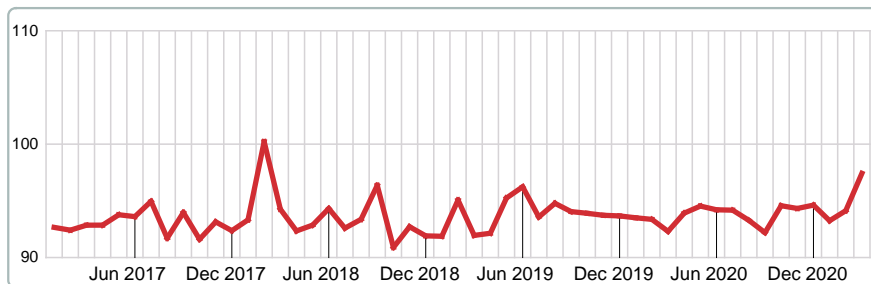
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

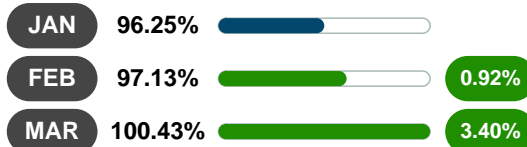


3 MONTHS

5 year MAR AVG = 96.76%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **100.43%** above the 5 yr MAR average of **96.76%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	18	18.56%	88.86%	86.78%	91.61%	100.00%	0.00%
\$50,001-\$75,000	7	7.22%	96.47%	98.70%	90.92%	0.00%	0.00%
\$75,001-\$150,000	22	22.68%	101.29%	103.50%	100.67%	96.73%	0.00%
\$150,001-\$200,000	27	27.84%	108.41%	95.45%	109.84%	100.00%	0.00%
\$200,001-\$350,000	13	13.40%	101.16%	0.00%	100.41%	106.05%	99.67%
\$350,001 and up	10	10.31%	99.61%	100.00%	99.81%	99.11%	101.15%
Average Sold/List Ratio		100.40%		95.08%	103.51%	99.82%	100.16%
Total Closed Units		97	100%	29	53	12	3
Total Closed Volume		15,386,963		2.47M	9.07M	2.86M	987.00K

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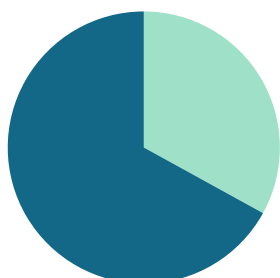
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

INVENTORY

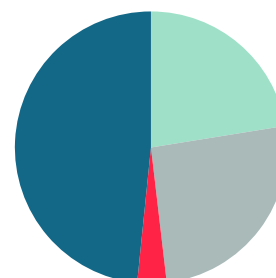


Inventory
 New Listings
136 = 33.01%
 Start Inventory
276
 Total Inventory Units
412
 Volume
\$96,541,177

Market Activity

Closed Sales
97 = 22.45%
 Pending Sales
111 = 25.69%
 Other Off Market
15 = 3.47%
 Active Inventory
209 = 48.38%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	81	97	19.75%	195	248	27.18%
Pending Sales	91	111	21.98%	229	277	20.96%
New Listings	138	136	-1.45%	386	315	-18.39%
Average List Price	151,253	159,850	5.68%	165,342	157,986	-4.45%
Average Sale Price	143,063	158,628	10.88%	158,036	154,514	-2.23%
Average Percent of Selling Price to List Price	95.31%	100.43%	5.37%	95.97%	98.11%	2.24%
Average Days on Market to Sale	48.07	36.99	-23.06%	41.65	37.76	-9.34%
Monthly Inventory	406	209	-48.52%	406	209	-48.52%
Months Supply of Inventory	5.19	2.28	-56.06%	5.19	2.28	-56.06%

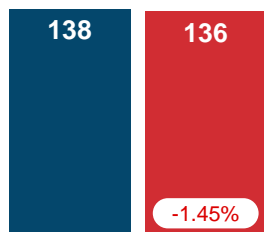
Absorption: Last 12 months, an Average of **92** Sales/Month

Inventory on March 31, 2021 = **209** **2020** **2021**

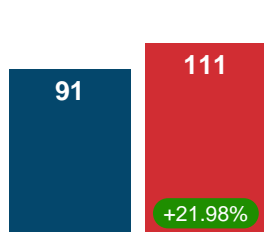
MARCH MARKET

AVERAGE PRICES

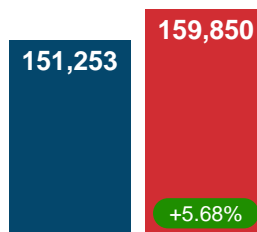
New Listings



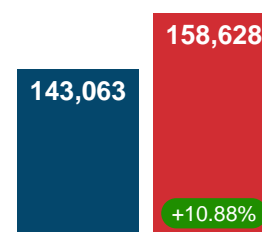
Pending Listings



List Price



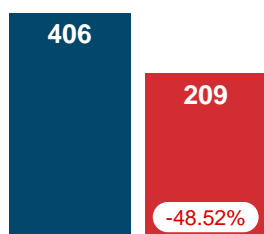
Sale Price



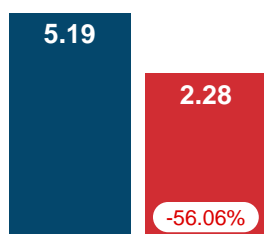
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

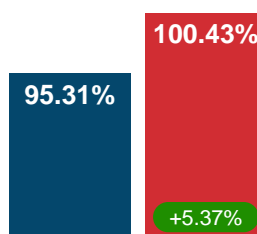
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

