

# April 2021



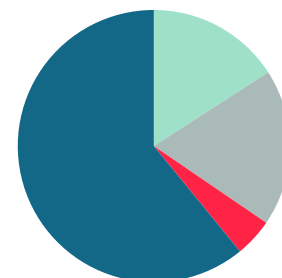
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	63	115	82.54%
Pending Listings	72	135	87.50%
New Listings	63	157	149.21%
Average List Price	178,952	247,623	38.37%
Average Sale Price	169,327	236,045	39.40%
Average Percent of Selling Price to List Price	95.46%	95.44%	-0.02%
Average Days on Market to Sale	209.19	37.08	-82.28%
End of Month Inventory	353	441	24.93%
Months Supply of Inventory	4.51	5.05	12.16%



■ Closed (15.88%)  
■ Pending (18.65%)  
■ Other OffMarket (4.56%)  
■ Active (60.91%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of April 30, 2021 = **441**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 rose **24.93%** to 441 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **5.05** 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 **39.40%** in April 2021 to \$236,045 versus the previous year at \$169,327.

#### Average Days on Market Shortens

The average number of **37.08** days that homes spent on the market before selling decreased by 172.11 days or **82.28%** in April 2021 compared to last year's same month at **209.19** DOM.

#### Sales Success for April 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 157 New Listings in April 2021, up **149.21%** from last year at 63. Furthermore, there were 115 Closed Listings this month versus last year at 63, a **82.54%** increase.

Closed versus Listed trends yielded a **73.2%** ratio, down from previous year's, April 2020, at **100.0%**, a **26.75%** 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

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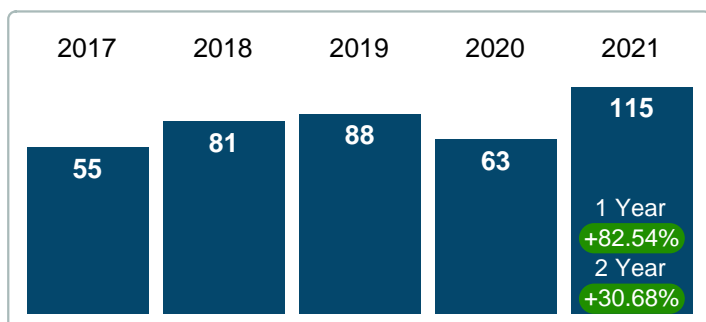
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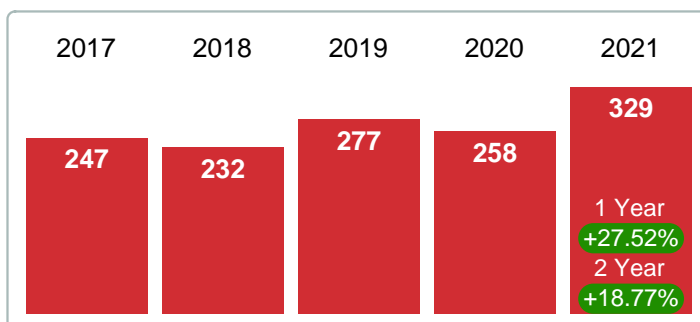
## CLOSED LISTINGS

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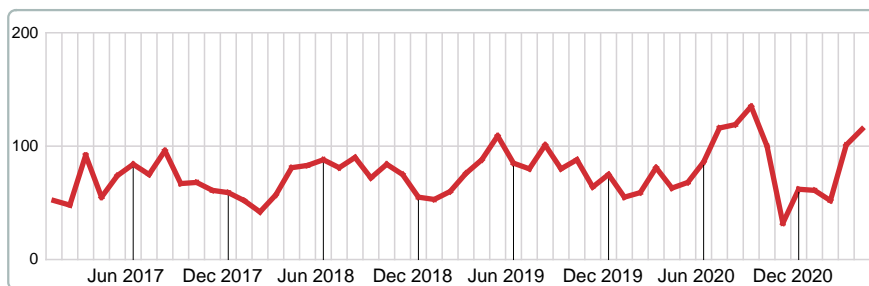
### APRIL



### YEAR TO DATE (YTD)

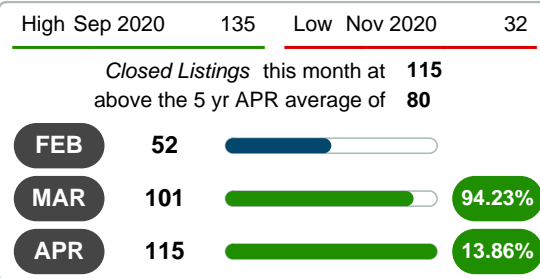


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 80



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.35%	46.0	4	1	0	0
\$25,001 - \$50,000	17	14.78%	39.5	15	2	0	0
\$50,001 - \$100,000	16	13.91%	28.0	12	3	1	0
\$100,001 - \$175,000	34	29.57%	37.2	11	19	4	0
\$175,001 - \$275,000	17	14.78%	11.5	2	9	4	2
\$275,001 - \$375,000	14	12.17%	42.4	5	6	3	0
\$375,001 and up	12	10.43%	71.8	3	0	4	5
<b>Total Closed Units</b>	<b>115</b>			<b>52</b>	<b>40</b>	<b>16</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>27,145,170</b>	<b>100%</b>	<b>37.1</b>	<b>9.25M</b>	<b>6.86M</b>	<b>6.11M</b>	<b>4.92M</b>
<b>Average Closed Price</b>	<b>\$236,045</b>			<b>\$177,909</b>	<b>\$171,590</b>	<b>\$381,723</b>	<b>\$703,250</b>

# April 2021



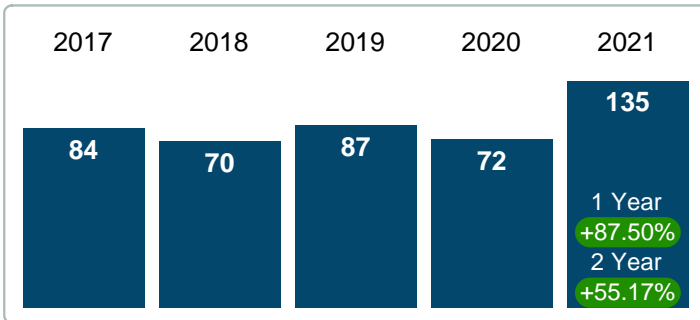
Area Delimited by Counties Carter, Love, Murray



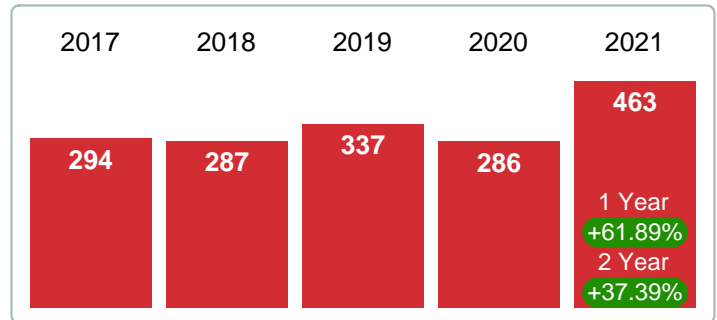
## PENDING LISTINGS

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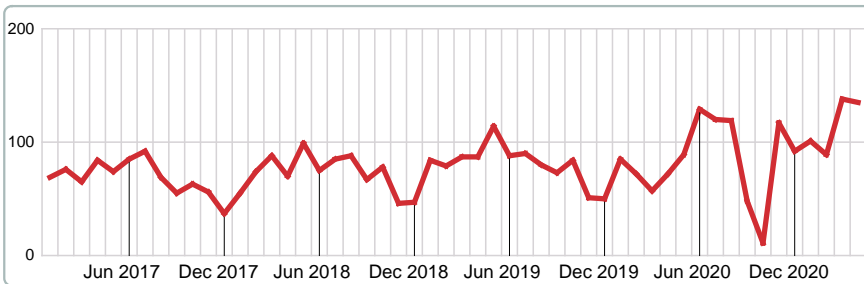
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 90

High Mar 2021 138 Low Oct 2020 11

Pending Listings this month at 135  
above the 5 yr APR average of 90



### 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	3.70%	58.4	3	2	0	0
\$25,001 - \$75,000	21	15.56%	58.7	17	3	1	0
\$75,001 - \$125,000	22	16.30%	62.8	11	9	2	0
\$125,001 - \$200,000	33	24.44%	38.1	6	21	6	0
\$200,001 - \$275,000	17	12.59%	32.6	2	9	6	0
\$275,001 - \$450,000	25	18.52%	45.2	7	9	7	2
\$450,001 and up	12	8.89%	91.3	7	1	1	3
<b>Total Pending Units</b>	<b>135</b>			<b>53</b>	<b>54</b>	<b>23</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>35,723,040</b>	<b>100%</b>	<b>58.5</b>	<b>17.21M</b>	<b>10.21M</b>	<b>5.63M</b>	<b>2.67M</b>
<b>Average Listing Price</b>	<b>\$369,787</b>			<b>\$324,784</b>	<b>\$189,154</b>	<b>\$244,774</b>	<b>\$533,080</b>

# April 2021



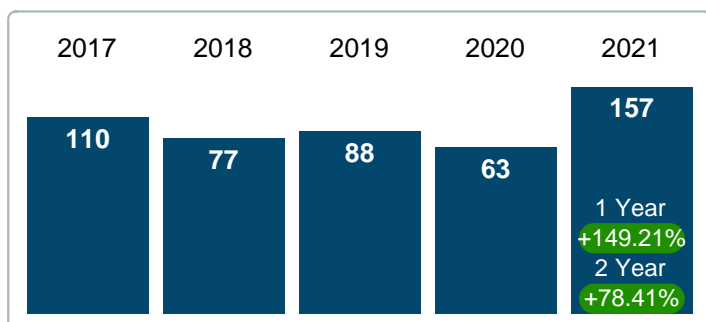
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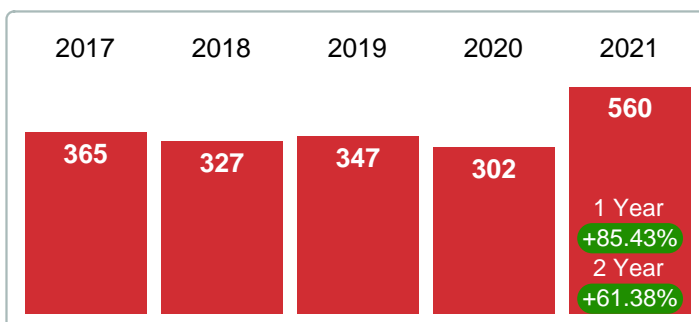
## NEW LISTINGS

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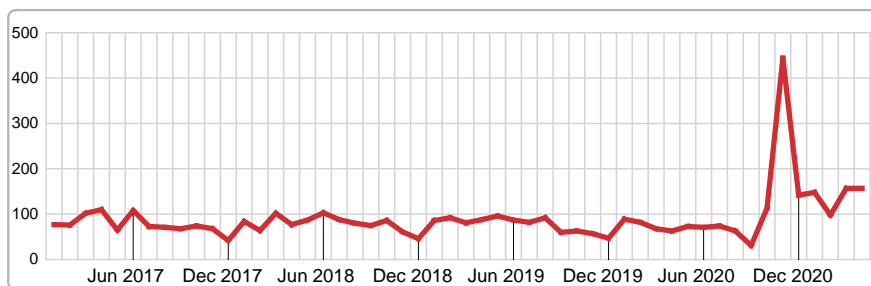
### APRIL



### YEAR TO DATE (YTD)

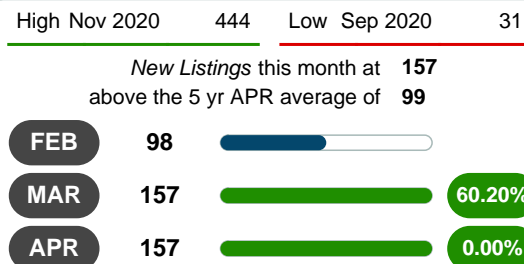


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 99



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	5.10%	7	1	0	0
\$25,001 - \$50,000	17	10.83%	17	0	0	0
\$50,001 - \$100,000	28	17.83%	16	9	3	0
\$100,001 - \$200,000	44	28.03%	12	25	5	2
\$200,001 - \$275,000	20	12.74%	4	9	6	1
\$275,001 - \$550,000	25	15.92%	4	12	7	2
\$550,001 and up	15	9.55%	8	2	5	0
<b>Total New Listed Units</b>	<b>157</b>		<b>68</b>	<b>58</b>	<b>26</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>41,664,150</b>	<b>100%</b>	<b>17.82M</b>	<b>13.21M</b>	<b>9.28M</b>	<b>1.35M</b>
<b>Average New Listed Listing Price</b>	<b>\$159,583</b>		<b>\$262,120</b>	<b>\$227,764</b>	<b>\$356,762</b>	<b>\$270,780</b>

# April 2021



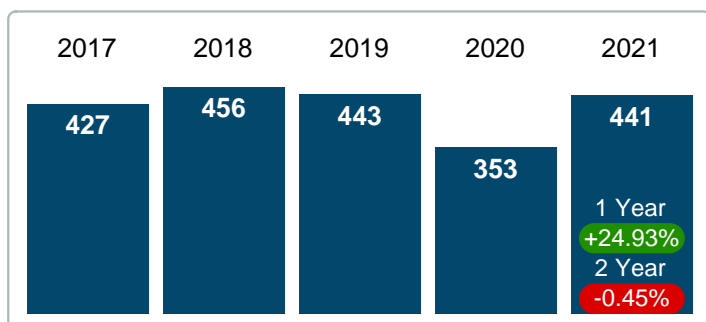
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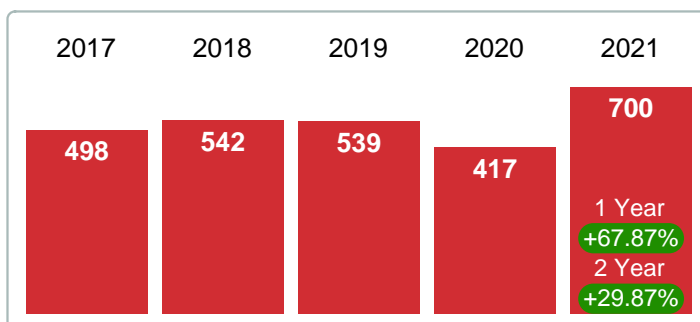
## ACTIVE INVENTORY

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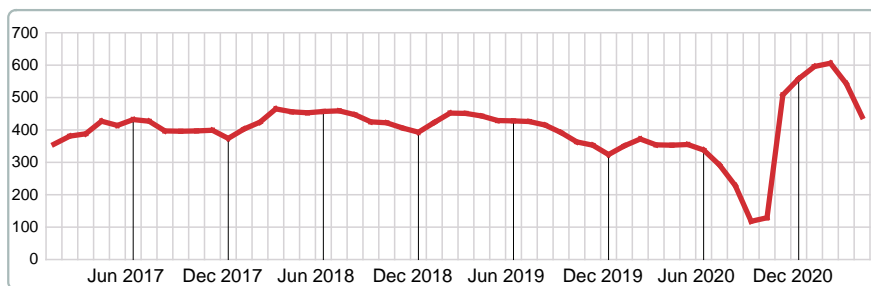
### END OF APRIL



### ACTIVE DURING APRIL

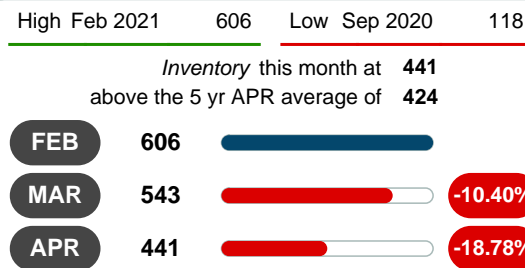


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 424



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$25,000	67	15.19%	127.8	65	2	0	0
\$25,001-\$50,000	73	16.55%	99.2	65	6	2	0
\$50,001-\$200,000	134	30.39%	86.6	67	58	6	3
\$200,001-\$375,000	62	14.06%	86.8	32	20	7	3
\$375,001-\$900,000	61	13.83%	93.7	38	10	12	1
\$900,001 and up	44	9.98%	112.7	36	3	3	2
Total Active Inventory by Units		441		303	99	30	9
Total Active Inventory by Volume		166,323,525	100%	125.51M	23.60M	12.79M	4.43M
Average Active Inventory Listing Price		\$377,151		\$414,221	\$238,384	\$426,193	\$492,089

# April 2021



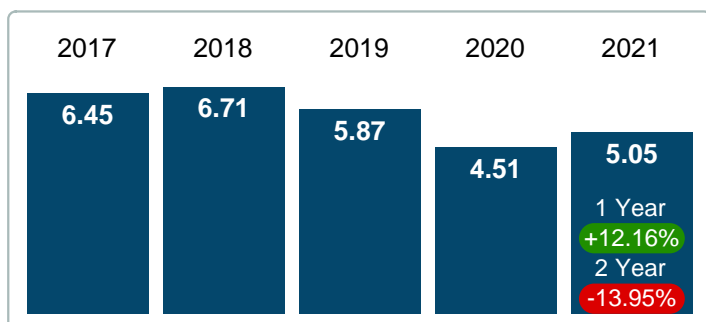
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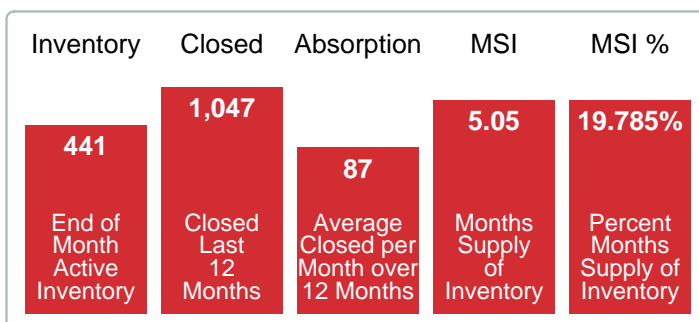
## MONTHS SUPPLY of INVENTORY (MSI)

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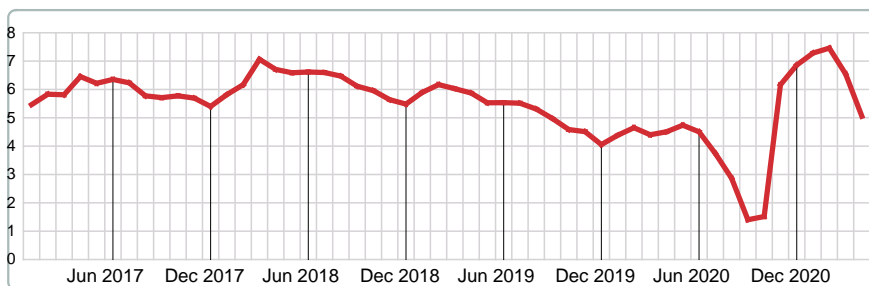
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

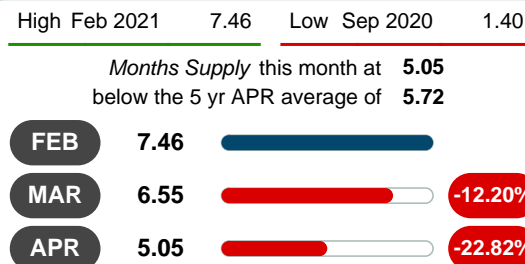


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.72



### 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
\$10,000 and less	16	3.63%	10.11	11.29	0.00	0.00	0.00
\$10,001 - \$30,000	59	13.38%	10.41	12.00	3.69	0.00	0.00
\$30,001 - \$60,000	78	17.69%	6.12	8.08	2.09	6.00	0.00
\$60,001 - \$210,000	122	27.66%	2.85	5.08	2.30	1.01	3.00
\$210,001 - \$380,000	64	14.51%	3.64	11.29	2.36	1.55	4.50
\$380,001 - \$900,000	58	13.15%	10.09	26.82	8.31	4.00	1.33
\$900,001 and up	44	9.98%	40.62	72.00	12.00	36.00	8.00
Market Supply of Inventory (MSI)			5.05	9.91	2.55	2.00	3.18
Total Active Inventory by Units		100%	5.05	303	99	30	9

# April 2021



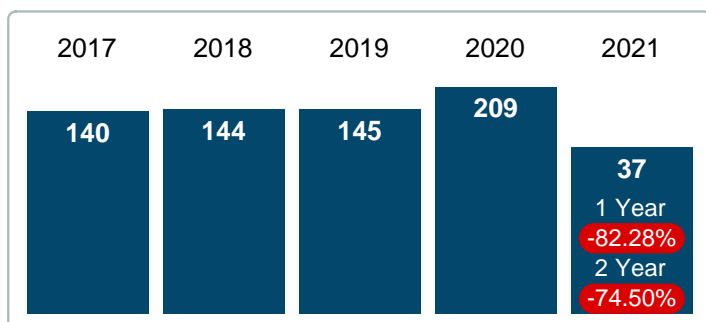
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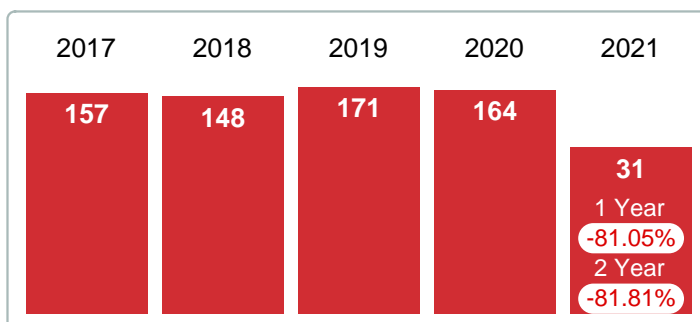
## AVERAGE DAYS ON MARKET TO SALE

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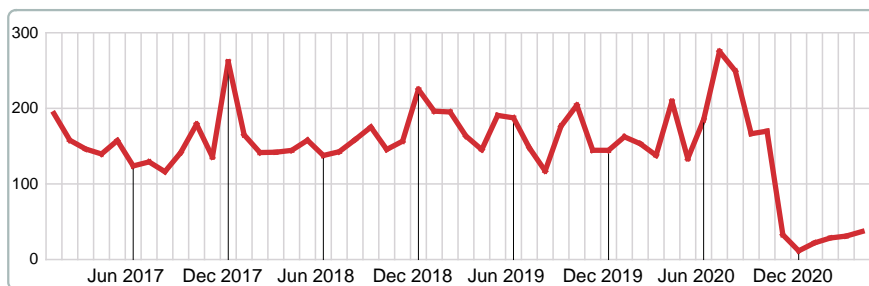
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

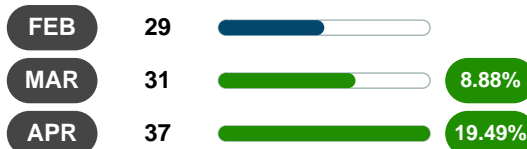


### 3 MONTHS

5 year APR AVG = 135

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 37 below the 5 yr APR average of 135



### 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
\$25,000 and less	4.35%	46	54	13	0	0
\$25,001 - \$50,000	14.78%	39	44	2	0	0
\$50,001 - \$100,000	13.91%	28	27	23	51	0
\$100,001 - \$175,000	29.57%	37	33	36	54	0
\$175,001 - \$275,000	14.78%	11	12	17	3	3
\$275,001 - \$375,000	12.17%	42	63	32	29	0
\$375,001 and up	10.43%	72	95	0	25	96
<b>Average Closed DOM</b>		<b>37</b>	<b>42</b>	<b>28</b>	<b>29</b>	<b>69</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>37</b>	<b>52</b>	<b>40</b>	<b>16</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>27,145,170</b>	<b>9.25M</b>	<b>6.86M</b>	<b>6.11M</b>	<b>4.92M</b>

# April 2021



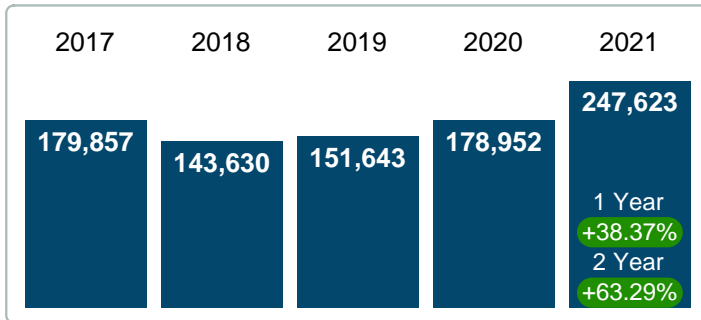
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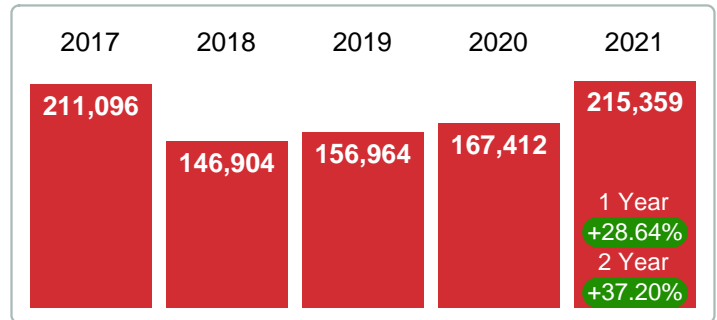
## AVERAGE LIST PRICE AT CLOSING

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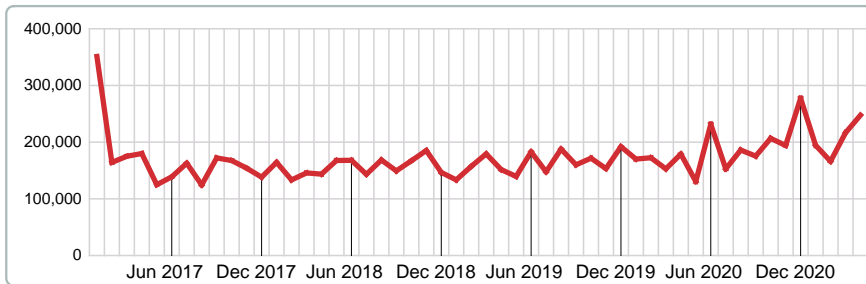
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

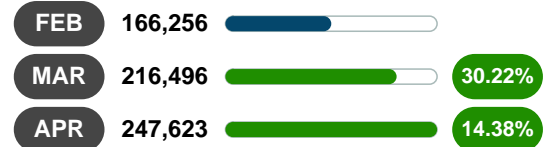


### 3 MONTHS

5 year APR AVG = 180,341

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **247,623**  
above the 5 yr APR average of **180,341**



### 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	
\$25,000 and less	2	1.74%	11,250	22,625	29,000	0	
\$25,001 - \$50,000	18	15.65%	39,793	42,225	49,950	0	
\$50,001 - \$100,000	18	15.65%	74,344	73,190	88,967	89,900	
\$100,001 - \$175,000	30	26.09%	144,057	150,573	149,005	154,100	
\$175,001 - \$275,000	19	16.52%	212,728	360,718	215,722	213,975	
\$275,001 - \$375,000	15	13.04%	324,453	342,580	311,150	336,000	
\$375,001 and up	13	11.30%	1,013,031	1,509,333	0	923,475	
<b>Average List Price</b>		<b>247,623</b>		<b>196,554</b>	<b>175,882</b>	<b>391,506</b>	<b>708,071</b>
<b>Total Closed Units</b>		<b>115</b>	<b>100%</b>	<b>247,623</b>	<b>52</b>	<b>40</b>	<b>16</b>
<b>Total Closed Volume</b>		<b>28,476,699</b>			<b>10.22M</b>	<b>7.04M</b>	<b>6.26M</b>



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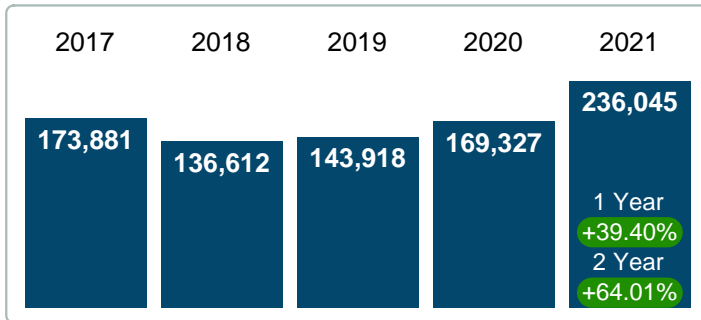
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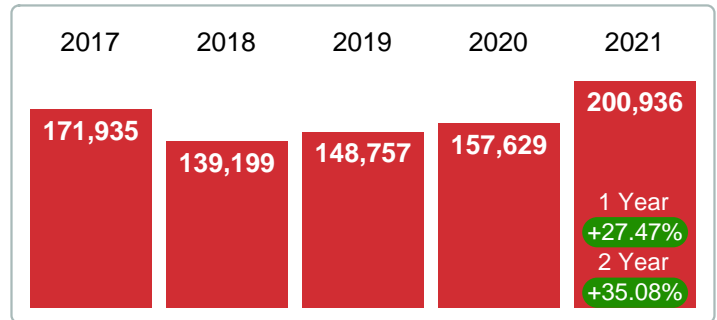
## AVERAGE SOLD PRICE AT CLOSING

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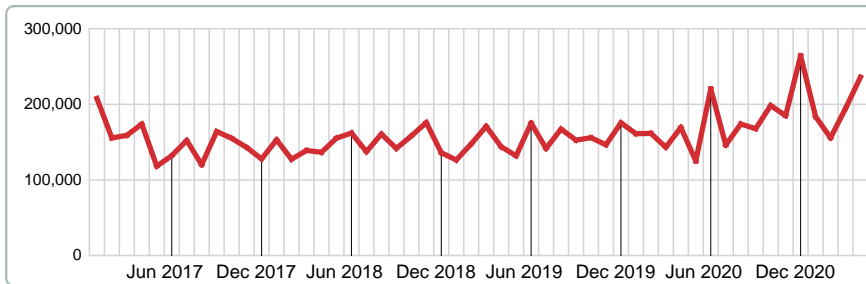
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

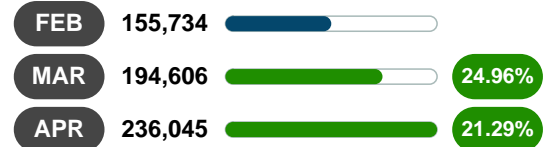


### 3 MONTHS

5 year APR AVG = 171,957

High Dec 2020 264,222 Low May 2017 118,193

Average Sold Price at Closing this month at **236,045** above the 5 yr APR average of **171,957**



### 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
\$25,000 and less	4.35%	16,800	14,750	25,000	0	0
\$25,001 - \$50,000	14.78%	40,288	39,393	47,000	0	0
\$50,001 - \$100,000	13.91%	74,050	70,859	84,500	81,000	0
\$100,001 - \$175,000	29.57%	144,779	142,036	146,268	145,250	0
\$175,001 - \$275,000	14.78%	221,341	251,573	212,944	214,725	242,125
\$275,001 - \$375,000	12.17%	319,000	336,100	299,250	330,000	0
\$375,001 and up	10.43%	1,003,348	1,335,000	0	899,168	887,700
<b>Average Sold Price</b>		<b>236,045</b>	<b>177,909</b>	<b>171,590</b>	<b>381,723</b>	<b>703,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>236,045</b>	<b>52</b>	<b>40</b>	<b>16</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>27,145,170</b>	<b>9.25M</b>	<b>6.86M</b>	<b>6.11M</b>	<b>4.92M</b>

# April 2021



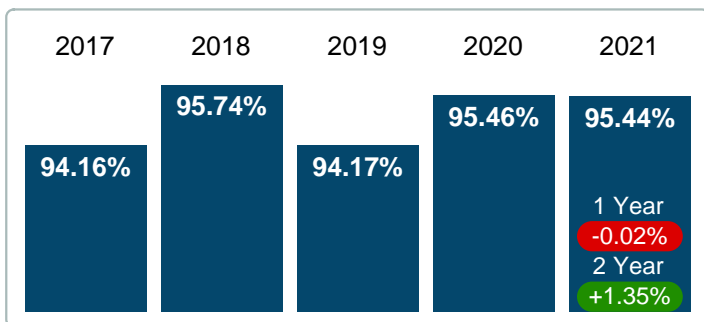
Area Delimited by Counties Carter, Love, Murray



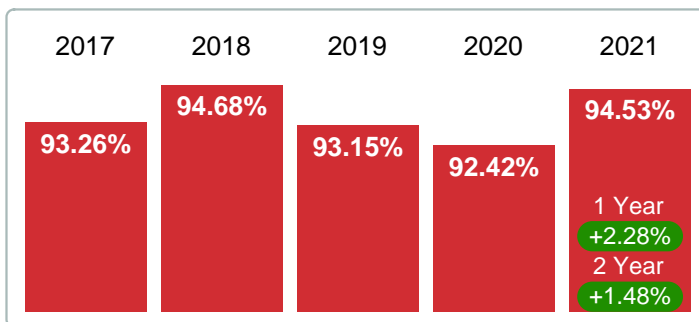
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

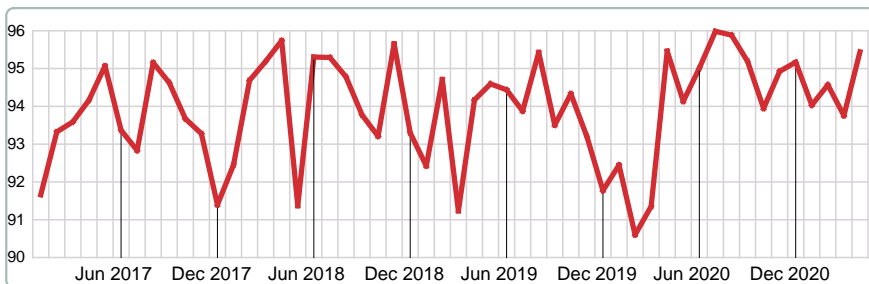
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

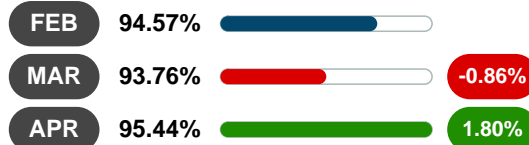


### 3 MONTHS

5 year APR AVG = 94.99%

High Jul 2020 95.98% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **95.44%** equal to 5 yr APR average of **94.99%**



### 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
\$25,000 and less	5	4.35%	75.07%	72.29%	86.21%	0.00%	0.00%
\$25,001 - \$50,000	17	14.78%	94.32%	94.35%	94.10%	0.00%	0.00%
\$50,001 - \$100,000	16	13.91%	96.49%	97.08%	96.23%	90.10%	0.00%
\$100,001 - \$175,000	34	29.57%	96.93%	95.68%	98.26%	93.99%	0.00%
\$175,001 - \$275,000	17	14.78%	96.45%	77.92%	98.79%	100.16%	97.04%
\$275,001 - \$375,000	14	12.17%	97.39%	98.09%	96.24%	98.51%	0.00%
\$375,001 and up	12	10.43%	96.23%	86.60%	0.00%	99.20%	99.62%
Average Sold/List Ratio		95.40%		92.85%	97.42%	97.44%	98.88%
Total Closed Units		115	100%	52	40	16	7
Total Closed Volume		27,145,170		9.25M	6.86M	6.11M	4.92M

# April 2021



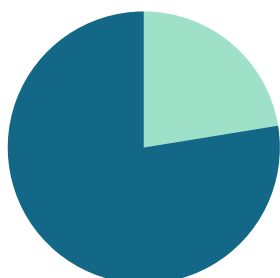
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

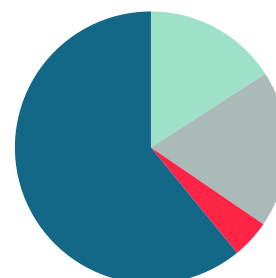


**Inventory**  
 New Listings  
**157 = 22.43%**  
 Start Inventory  
**543**  
 Total Inventory Units  
**700**  
 Volume  
**\$234,485,414**

### Market Activity

Closed Sales  
**115 = 15.88%**  
 Pending Sales  
**135 = 18.65%**  
 Other Off Market  
**33 = 4.56%**  
 Active Inventory  
**441 = 60.91%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	115	82.54%	258	329	27.52%
Pending Sales	72	135	87.50%	286	463	61.89%
New Listings	63	157	149.21%	302	560	85.43%
Average List Price	178,952	247,623	38.37%	167,412	215,359	28.64%
Average Sale Price	169,327	236,045	39.40%	157,629	200,936	27.47%
Average Percent of Selling Price to List Price	95.46%	95.44%	-0.02%	92.42%	94.53%	2.28%
Average Days on Market to Sale	209.19	37.08	-82.28%	164.00	31.07	-81.05%
Monthly Inventory	353	441	24.93%	353	441	24.93%
Months Supply of Inventory	4.51	5.05	12.16%	4.51	5.05	12.16%

**Absorption:** Last 12 months, an Average of **87** Sales/Month

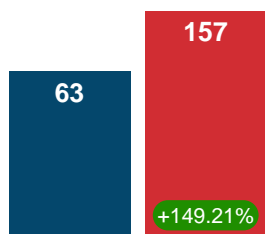
**Inventory** on April 30, 2021 = **441**

**2020** **2021**

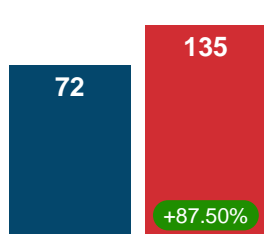
### APRIL MARKET

### AVERAGE PRICES

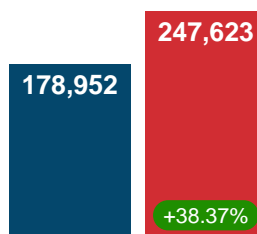
#### New Listings



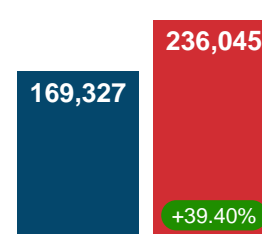
#### Pending Listings



#### List Price



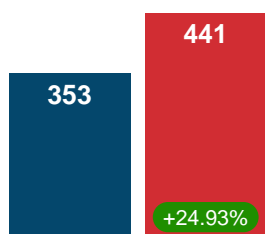
#### Sale Price



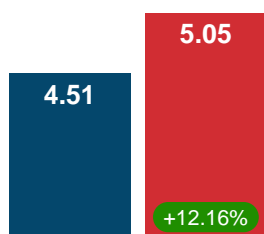
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

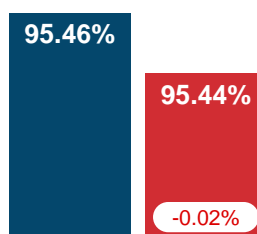
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

