

June 2021



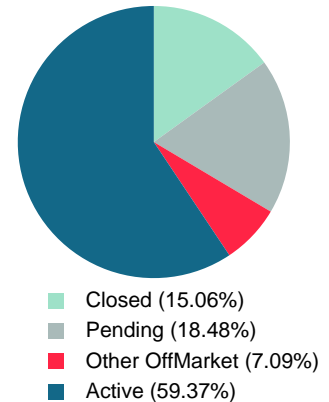
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	86	119	38.37%
Pending Listings	129	146	13.18%
New Listings	71	178	150.70%
Median List Price	150,000	169,000	12.67%
Median Sale Price	141,750	167,495	18.16%
Median Percent of Selling Price to List Price	96.72%	99.18%	2.55%
Median Days on Market to Sale	96.00	12.00	-87.50%
End of Month Inventory	338	469	38.76%
Months Supply of Inventory	4.51	5.03	11.60%



Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of June 30, 2021 = **469**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2021 rose **38.76%** to 469 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **5.03** 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 **18.16%** in June 2021 to \$167,495 versus the previous year at \$141,750.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 84.00 days or **87.50%** in June 2021 compared to last year's same month at **96.00** DOM.

Sales Success for June 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 178 New Listings in June 2021, up **150.70%** from last year at 71. Furthermore, there were 119 Closed Listings this month versus last year at 86, a **38.37%** increase.

Closed versus Listed trends yielded a **66.9%** ratio, down from previous year's, June 2020, at **121.1%**, a **44.81%** 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

June 2021



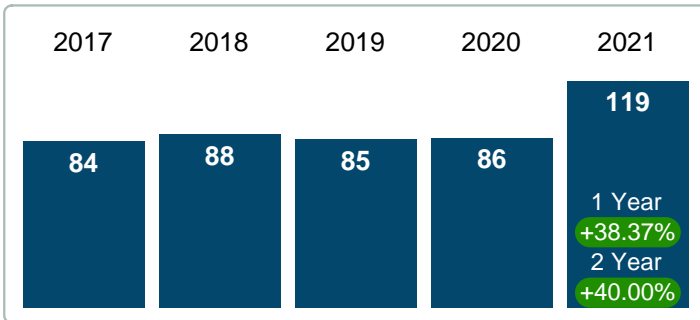
Area Delimited by Counties Carter, Love, Murray



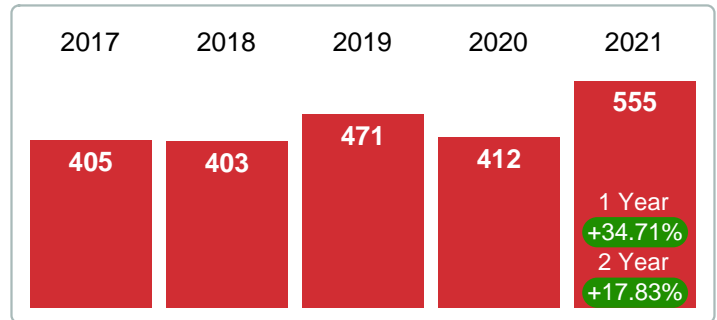
CLOSED LISTINGS

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

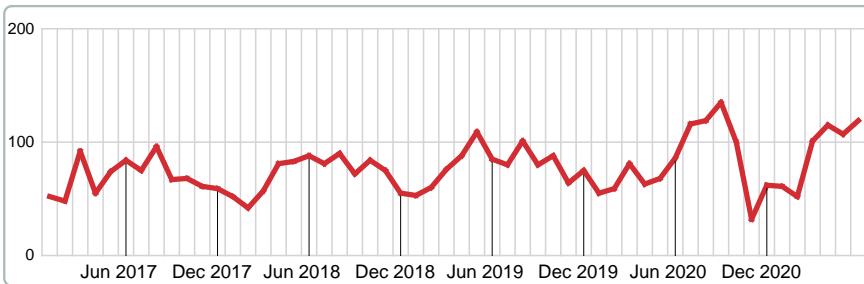
JUNE



YEAR TO DATE (YTD)

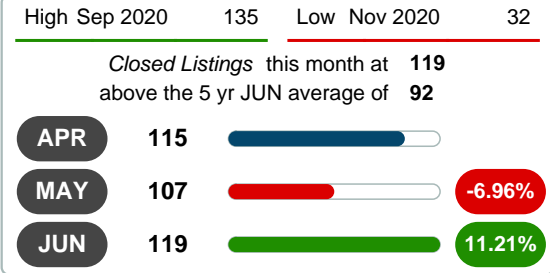


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 92



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.04%	44.5	5	1	0	0
\$25,001 - \$50,000	11	9.24%	9.0	8	3	0	0
\$50,001 - \$125,000	27	22.69%	9.0	12	12	3	0
\$125,001 - \$200,000	28	23.53%	9.0	6	19	3	0
\$200,001 - \$250,000	21	17.65%	4.0	4	9	8	0
\$250,001 - \$325,000	13	10.92%	17.0	1	6	4	2
\$325,001 and up	13	10.92%	53.0	3	4	5	1
Total Closed Units	119			39	54	23	3
Total Closed Volume	25,935,639	100%	12.0	9.10M	9.94M	5.82M	1.08M
Median Closed Price	\$167,495			\$85,000	\$171,000	\$228,000	\$325,000

June 2021



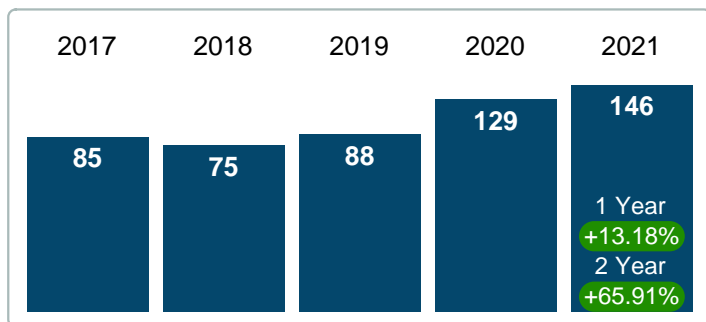
Area Delimited by Counties Carter, Love, Murray



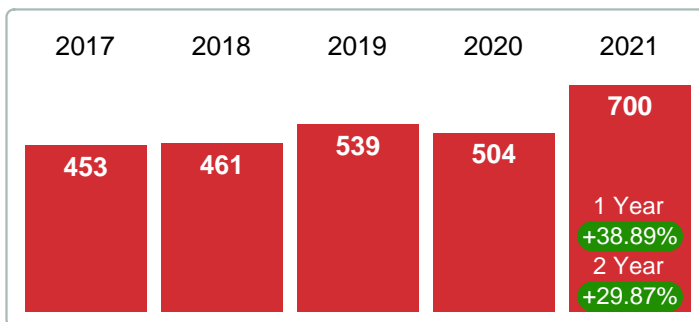
PENDING LISTINGS

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

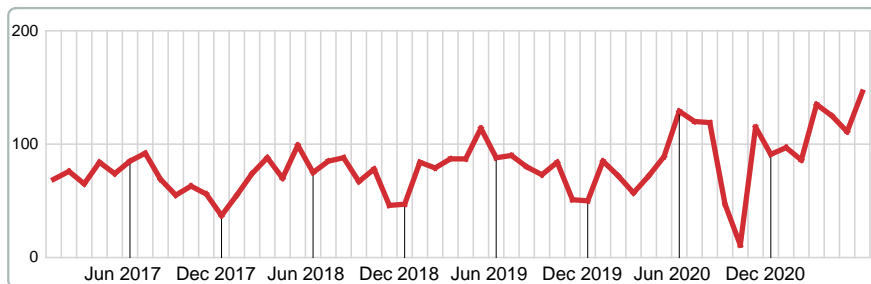
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105

High Jun 2021 146 Low Oct 2020 11

Pending Listings this month at 146
above the 5 yr JUN average of 105



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	15	10.27%	71.0	15	0	0	0
\$50,001 - \$75,000	10	6.85%	13.5	6	4	0	0
\$75,001 - \$125,000	27	18.49%	9.0	13	13	1	0
\$125,001 - \$200,000	36	24.66%	6.0	6	22	8	0
\$200,001 - \$250,000	21	14.38%	4.0	4	11	6	0
\$250,001 - \$350,000	21	14.38%	18.0	4	7	10	0
\$350,001 and up	16	10.96%	19.5	3	5	7	1
Total Pending Units	146			51	62	32	1
Total Pending Volume	30,752,800	100%	10.5	8.25M	12.12M	9.71M	675.00K
Median Listing Price	\$169,500			\$85,000	\$182,000	\$264,400	\$675,000

June 2021



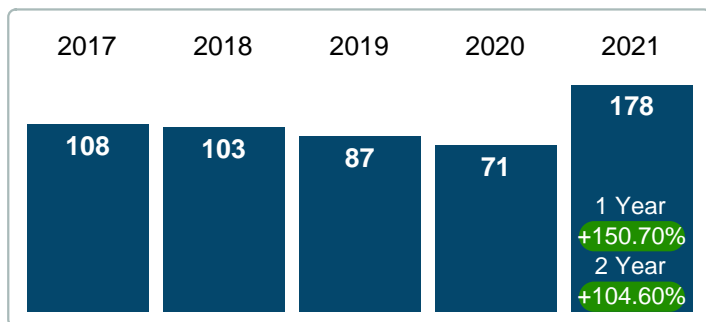
Area Delimited by Counties Carter, Love, Murray



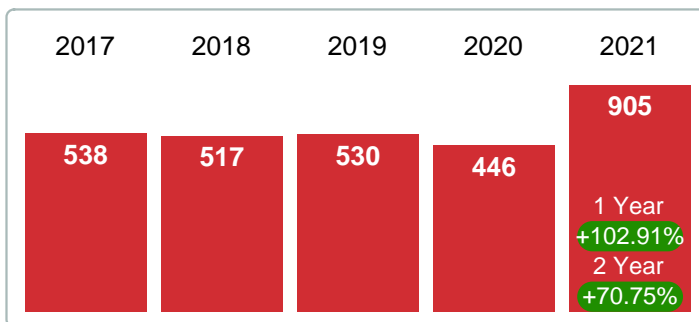
NEW LISTINGS

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

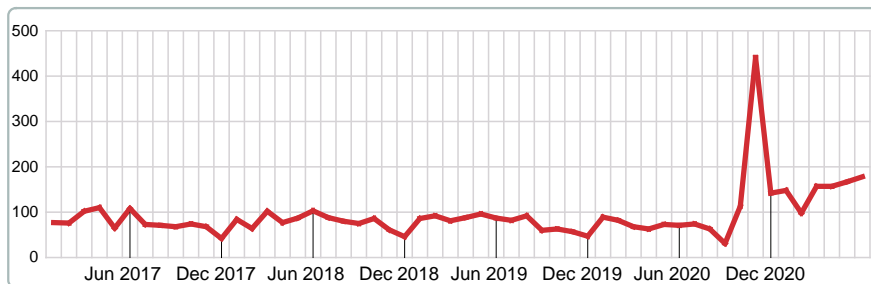
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 109

High Nov 2020 441 Low Sep 2020 31

New Listings this month at 178
above the 5 yr JUN average of 109



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	11	6.18%	11	0	0	0
\$25,001 - \$75,000	17	9.55%	12	4	1	0
\$75,001 - \$125,000	37	20.79%	23	11	2	1
\$125,001 - \$225,000	48	26.97%	11	29	7	1
\$225,001 - \$325,000	24	13.48%	3	11	10	0
\$325,001 - \$550,000	24	13.48%	11	7	6	0
\$550,001 and up	17	9.55%	8	4	2	3
Total New Listed Units	178		79	66	28	5
Total New Listed Volume	49,024,507	100%	22.12M	14.78M	8.32M	3.81M
Median New Listed Listing Price	\$182,500		\$114,900	\$189,000	\$264,450	\$675,000

June 2021



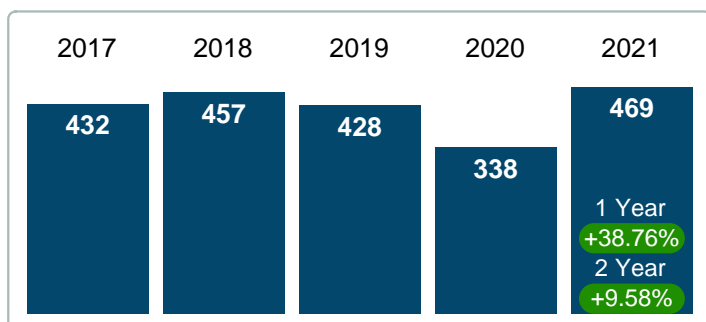
Area Delimited by Counties Carter, Love, Murray



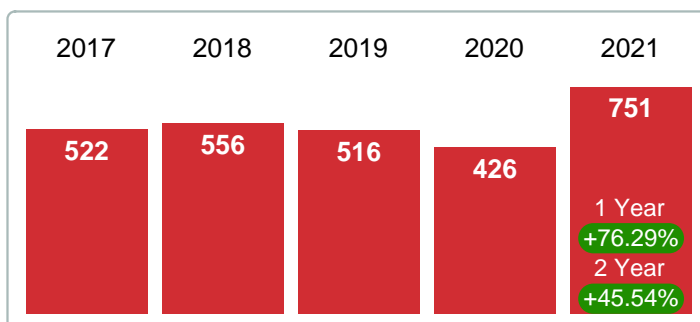
ACTIVE INVENTORY

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

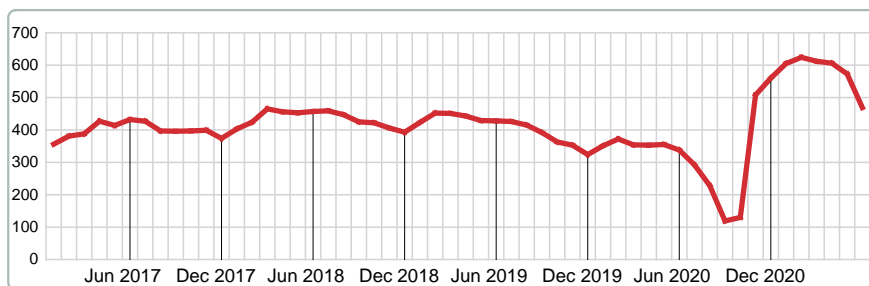
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

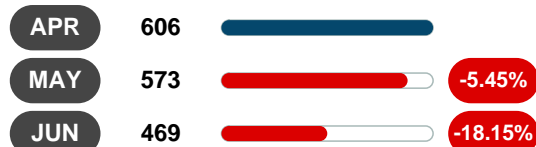


3 MONTHS

5 year JUN AVG = 425

High Feb 2021 624 Low Sep 2020 119

Inventory this month at 469
above the 5 yr JUN average of 425



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$0 and less	0	0.00%	19.5	0	0	0	0	
\$1-\$25,000	63	13.43%	226.0	62	1	0	0	
\$25,001-\$75,000	94	20.04%	96.0	83	8	3	0	
\$75,001-\$250,000	139	29.64%	49.0	65	57	13	4	
\$250,001-\$400,000	65	13.86%	56.0	37	16	8	4	
\$400,001-\$875,000	59	12.58%	78.0	33	11	12	3	
\$875,001 and up	49	10.45%	116.0	35	7	5	2	
Total Active Inventory by Units		469		315	100	41	13	
Total Active Inventory by Volume		171,751,188	100%	82.0	117.37M	30.33M	16.99M	7.06M
Median Active Inventory Listing Price		\$154,900			\$90,000	\$187,000	\$378,900	\$309,000

June 2021



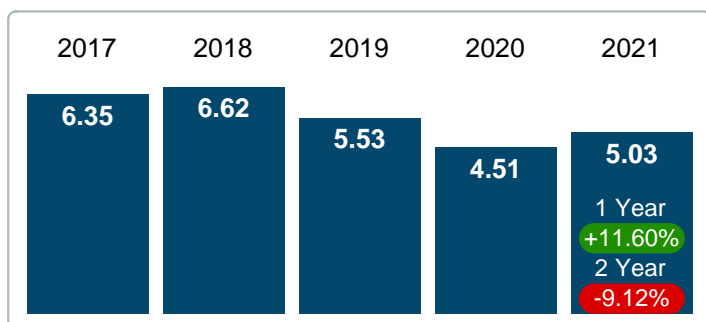
Area Delimited by Counties Carter, Love, Murray



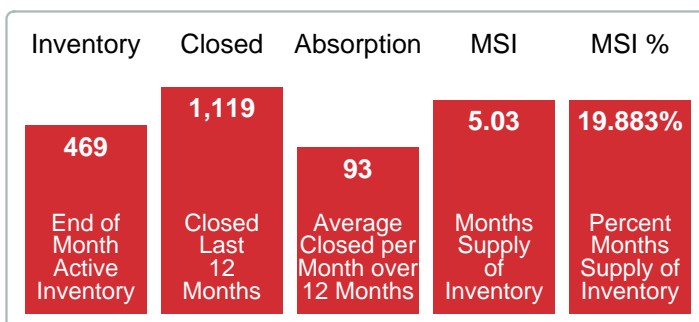
MONTHS SUPPLY of INVENTORY (MSI)

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

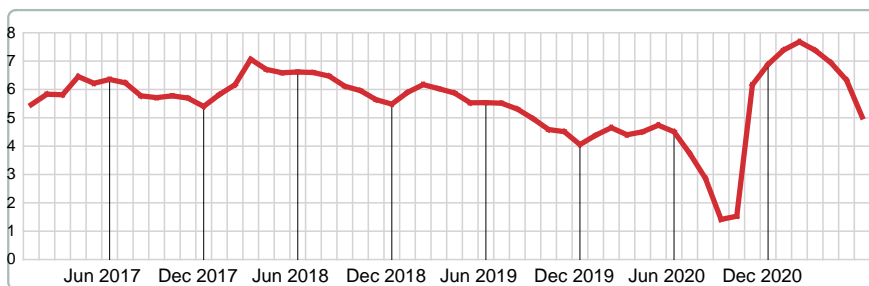
MSI FOR JUNE



INDICATORS FOR JUNE 2021

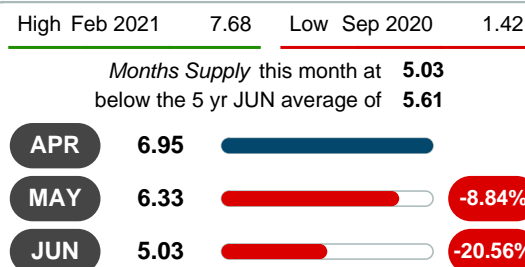


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.61



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$25,000	63	13.43%	11.81	12.83	2.00	0.00	0.00
\$25,001-\$75,000	94	20.04%	5.01	6.92	1.39	3.60	0.00
\$75,001-\$250,000	139	29.64%	2.81	5.45	2.05	1.54	3.20
\$250,001-\$400,000	65	13.86%	4.73	17.08	2.63	1.63	6.86
\$400,001-\$875,000	59	12.58%	12.42	26.40	8.80	7.20	5.14
\$875,001 and up	49	10.45%	39.20	46.67	28.00	60.00	12.00
Market Supply of Inventory (MSI)	5.03			9.57	2.40	2.58	4.73
Total Active Inventory by Units	469	100%	5.03	315	100	41	13

June 2021



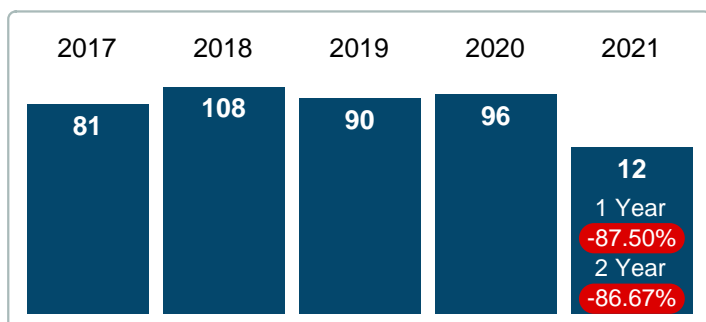
Area Delimited by Counties Carter, Love, Murray



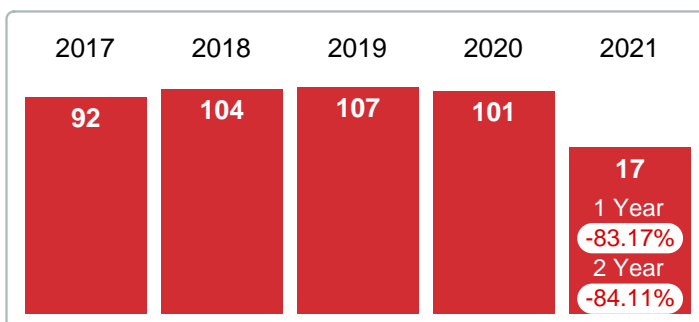
MEDIAN DAYS ON MARKET TO SALE

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

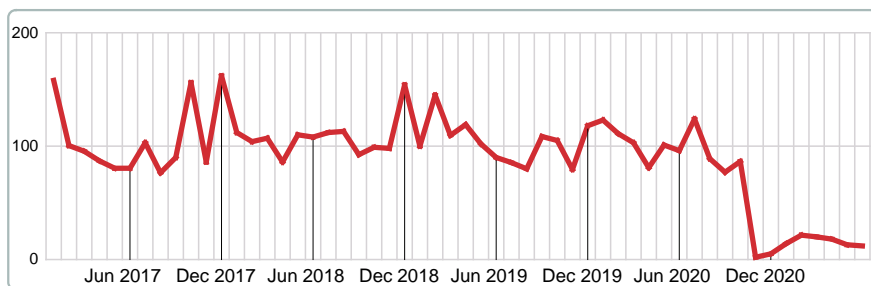
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

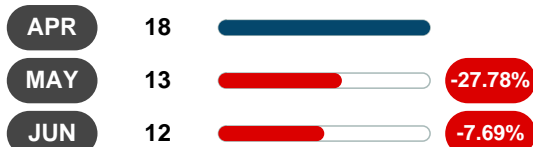


3 MONTHS

5 year JUN AVG = 77

High Dec 2017 162 Low Nov 2020 2

Median Days on Market to Sale this month at 12 below the 5 yr JUN average of 77



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
\$25,000 and less	5.04%	45	54	31	0	0
\$25,001 - \$50,000	9.24%	9	26	8	0	0
\$50,001 - \$125,000	22.69%	9	11	5	109	0
\$125,001 - \$200,000	23.53%	9	6	10	14	0
\$200,001 - \$250,000	17.65%	4	58	4	3	0
\$250,001 - \$325,000	10.92%	17	108	15	12	83
\$325,001 and up	10.92%	53	30	34	53	160
Median Closed DOM		12	30	9	6	138
Total Closed Units	100%	12.0	39	54	23	3
Total Closed Volume		25,935,639	9.10M	9.94M	5.82M	1.08M

June 2021



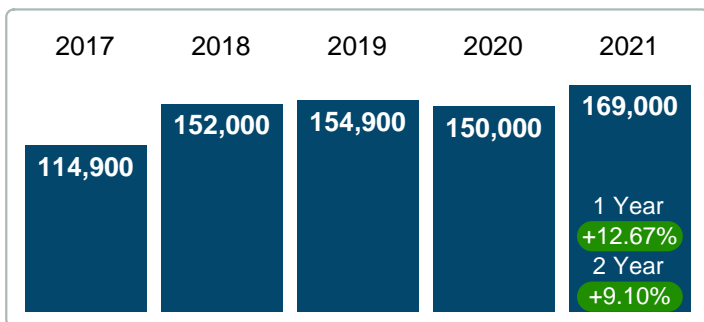
Area Delimited by Counties Carter, Love, Murray



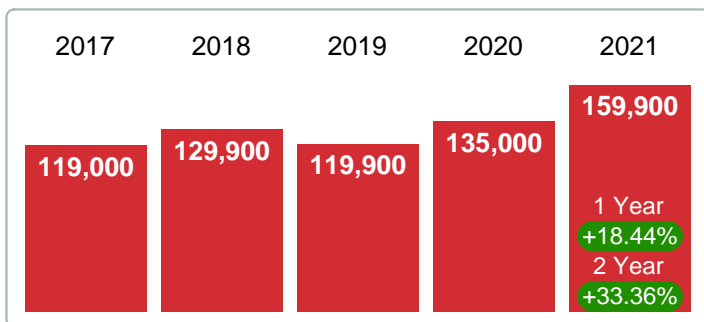
MEDIAN LIST PRICE AT CLOSING

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

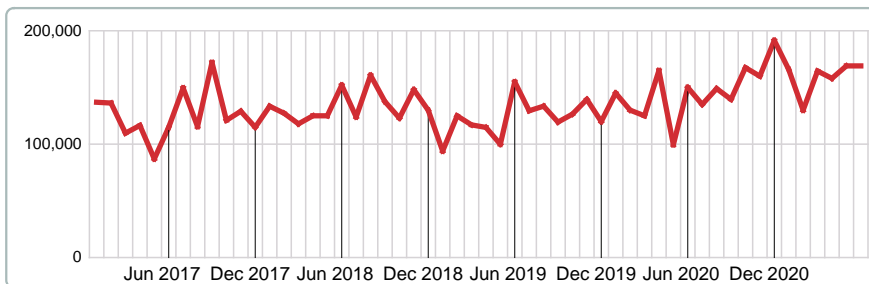
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

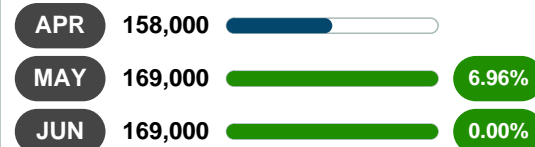


3 MONTHS

5 year JUN AVG = 148,160

High Dec 2020 191,450 Low May 2017 87,000

Median List Price at Closing this month at **169,000**
above the 5 yr JUN average of **148,160**



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
\$25,000 and less	5	4.20%	24,600	25,000	21,300	0	0
\$25,001 - \$50,000	10	8.40%	39,000	39,000	43,950	0	0
\$50,001 - \$125,000	26	21.85%	77,900	74,950	99,000	75,900	0
\$125,001 - \$200,000	34	28.57%	168,248	147,450	171,950	196,950	0
\$200,001 - \$250,000	18	15.13%	226,250	230,229	225,000	227,500	0
\$250,001 - \$325,000	13	10.92%	299,000	325,000	289,450	292,450	324,950
\$325,001 and up	13	10.92%	450,000	1,886,040	404,950	450,000	495,000
Median List Price			169,000	85,000	176,950	239,000	325,000
Total Closed Units		100%	169,000	39	54	23	3
Total Closed Volume			27,138,530	9.92M	10.08M	6.00M	1.14M

June 2021



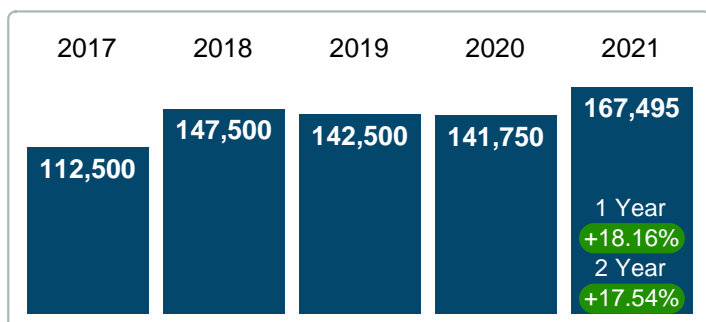
Area Delimited by Counties Carter, Love, Murray



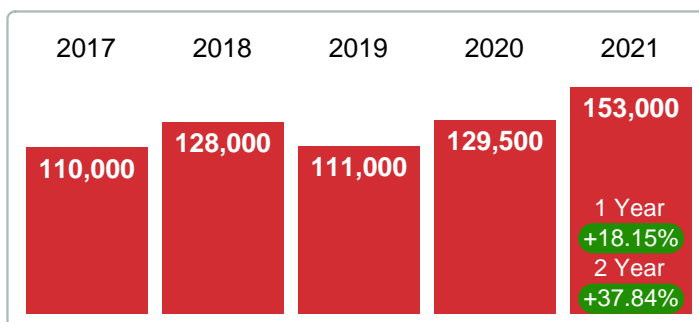
MEDIAN SOLD PRICE AT CLOSING

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

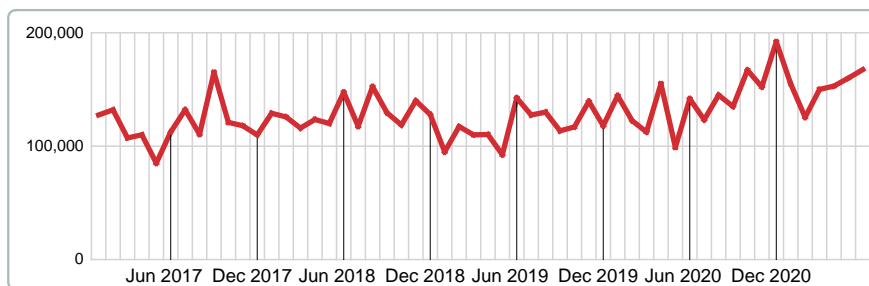
JUNE



YEAR TO DATE (YTD)

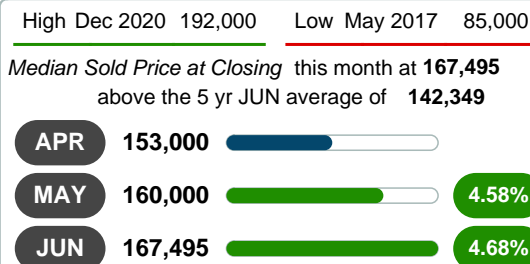


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 142,349



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		
\$25,000 and less	6	5.04%	19,375	20,000	18,000	0		
\$25,001 - \$50,000	11	9.24%	38,500	42,750	37,900	0		
\$50,001 - \$125,000	27	22.69%	85,000	78,250	97,500	72,500		
\$125,001 - \$200,000	28	23.53%	161,250	147,500	167,495	185,000		
\$200,001 - \$250,000	21	17.65%	220,000	222,729	220,000	217,950		
\$250,001 - \$325,000	13	10.92%	290,000	315,000	282,500	287,500		
\$325,001 and up	13	10.92%	425,000	938,149	392,500	425,000		
Median Sold Price		167,495		85,000	171,000	228,000	325,000	
Total Closed Units		119	100%	167,495	39	54	23	3
Total Closed Volume		25,935,639			9.10M	9.94M	5.82M	1.08M

June 2021



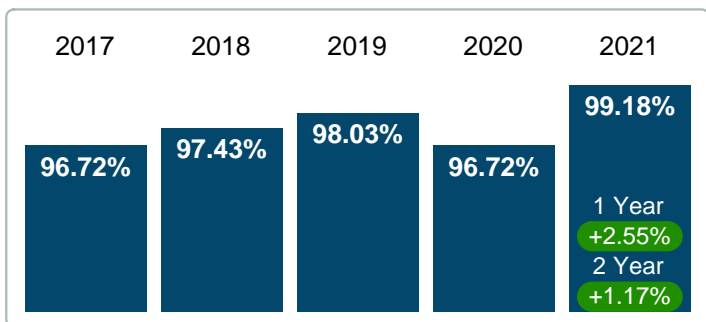
Area Delimited by Counties Carter, Love, Murray



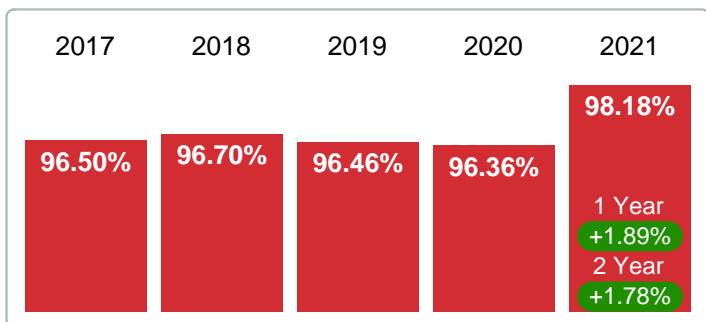
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

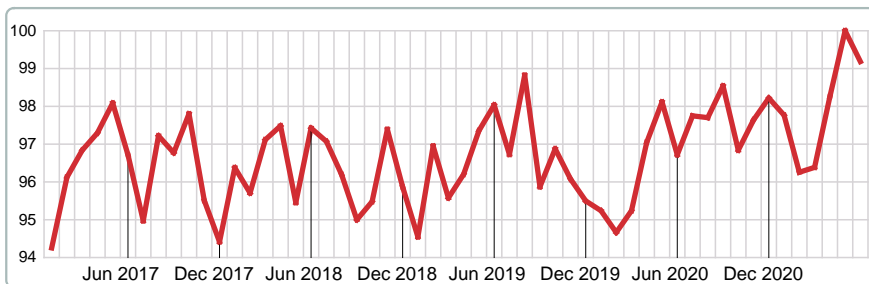
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

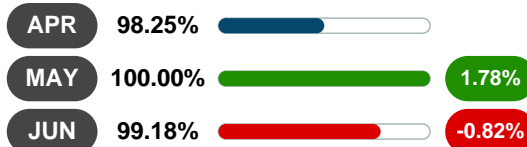


3 MONTHS

5 year JUN AVG = 97.62%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **99.18%**
above the 5 yr JUN average of **97.62%**



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
\$25,000 and less	6	5.04%	81.81%	80.00%	100.00%	0.00%	0.00%
\$25,001 \$50,000	11	9.24%	96.25%	94.28%	100.00%	0.00%	0.00%
\$50,001 \$125,000	27	22.69%	94.95%	95.07%	95.45%	93.64%	0.00%
\$125,001 \$200,000	28	23.53%	100.00%	97.53%	100.00%	100.00%	0.00%
\$200,001 \$250,000	21	17.65%	100.00%	100.00%	100.00%	100.00%	0.00%
\$250,001 \$325,000	13	10.92%	98.80%	96.92%	98.68%	99.01%	99.40%
\$325,001 and up	13	10.92%	96.99%	100.25%	99.43%	94.44%	87.88%
Median Sold/List Ratio		99.18%		95.24%	100.00%	99.18%	98.80%
Total Closed Units		119	100%	39	54	23	3
Total Closed Volume		25,935,639		9.10M	9.94M	5.82M	1.08M

June 2021



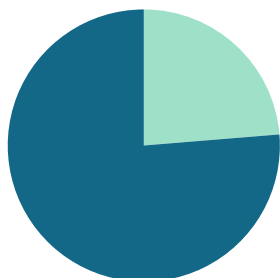
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

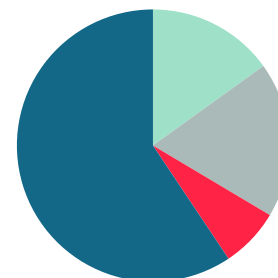


Inventory
 New Listings
178 = 23.70%
 Start Inventory
573
 Total Inventory Units
751
 Volume
\$247,247,178

Market Activity

Closed Sales
119 = 15.06%
 Pending Sales
146 = 18.48%
 Other Off Market
56 = 7.09%
 Active Inventory
469 = 59.37%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	86	119	38.37%	412	555	34.71%
Pending Sales	129	146	13.18%	504	700	38.89%
New Listings	71	178	150.70%	446	905	102.91%
Median List Price	150,000	169,000	12.67%	135,000	159,900	18.44%
Median Sale Price	141,750	167,495	18.16%	129,500	153,000	18.15%
Median Percent of Selling Price to List Price	96.72%	99.18%	2.55%	96.36%	98.18%	1.89%
Median Days on Market to Sale	96.00	12.00	-87.50%	101.00	17.00	-83.17%
Monthly Inventory	338	469	38.76%	338	469	38.76%
Months Supply of Inventory	4.51	5.03	11.60%	4.51	5.03	11.60%

Absorption: Last 12 months, an Average of **93** Sales/Month

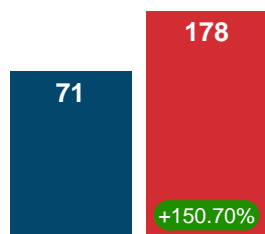
Inventory on June 30, 2021 = **469**

2020 **2021**

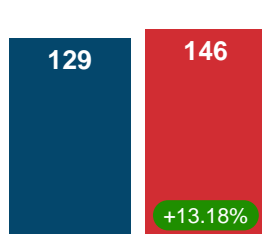
JUNE MARKET

MEDIAN PRICES

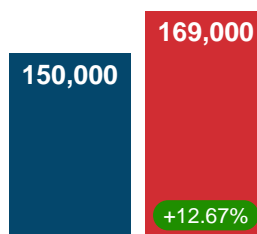
New Listings



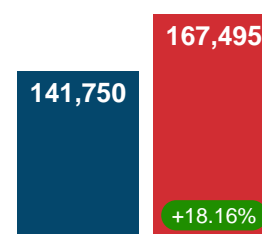
Pending Listings



List Price



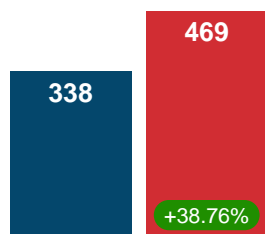
Sale Price



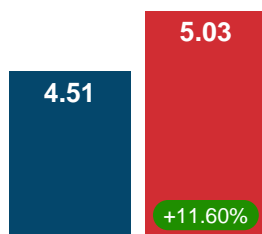
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

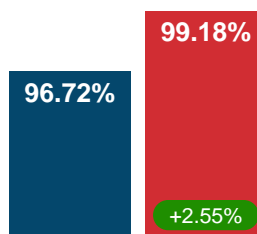
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

