

May 2021



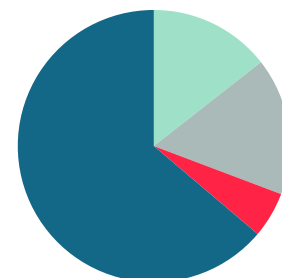
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	68	106	55.88%
Pending Listings	89	120	34.83%
New Listings	73	167	128.77%
Average List Price	130,556	205,035	57.05%
Average Sale Price	125,151	195,076	55.87%
Average Percent of Selling Price to List Price	94.13%	95.30%	1.24%
Average Days on Market to Sale	133.57	41.12	-69.21%
End of Month Inventory	355	469	32.11%
Months Supply of Inventory	4.74	5.19	9.46%



■ Closed (14.42%)
■ Pending (16.33%)
■ Other OffMarket (5.44%)
■ Active (63.81%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of May 31, 2021 = **469**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2021 rose **32.11%** to 469 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 **5.19** 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 **55.87%** in May 2021 to \$195,076 versus the previous year at \$125,151.

Average Days on Market Shortens

The average number of **41.12** days that homes spent on the market before selling decreased by 92.45 days or **69.21%** in May 2021 compared to last year's same month at **133.57** DOM.

Sales Success for May 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 167 New Listings in May 2021, up **128.77%** from last year at 73. Furthermore, there were 106 Closed Listings this month versus last year at 68, a **55.88%** increase.

Closed versus Listed trends yielded a **63.5%** ratio, down from previous year's, May 2020, at **93.2%**, a **31.86%** 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
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

May 2021



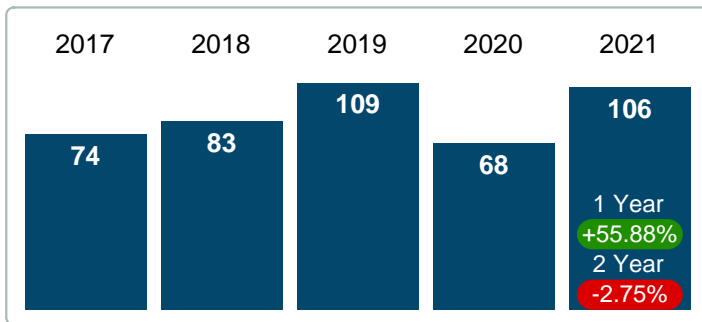
Area Delimited by Counties Carter, Love, Murray



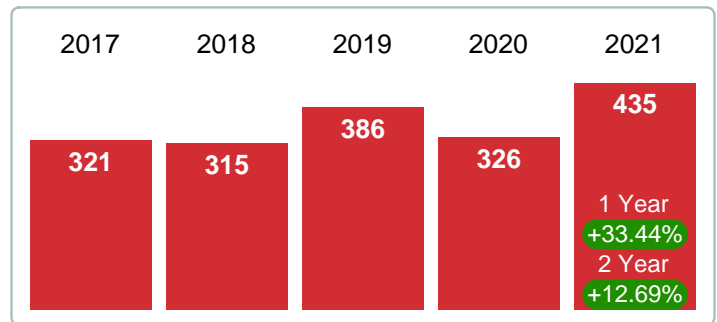
CLOSED LISTINGS

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

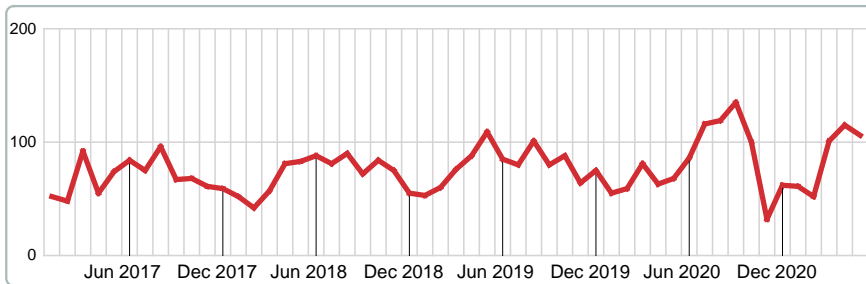
MAY



YEAR TO DATE (YTD)

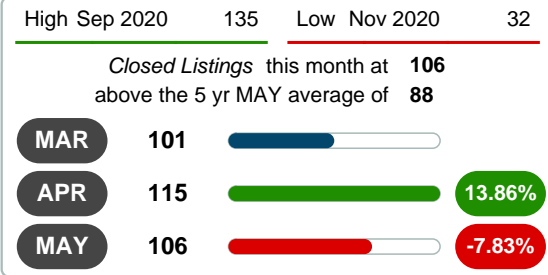


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 88



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	4	3.77%	85.0	4	0	0	0
\$25,001 - \$75,000	19	17.92%	25.8	14	5	0	0
\$75,001 - \$125,000	16	15.09%	26.6	6	10	0	0
\$125,001 - \$200,000	27	25.47%	41.1	4	16	6	1
\$200,001 - \$250,000	17	16.04%	47.4	3	8	6	0
\$250,001 - \$375,000	14	13.21%	54.1	4	4	6	0
\$375,001 and up	9	8.49%	47.8	4	3	2	0
Total Closed Units	106			39	46	20	1
Total Closed Volume	20,678,018	100%	41.1	6.93M	8.19M	5.36M	200.00K
Average Closed Price	\$195,076			\$177,640	\$178,014	\$268,071	\$200,000

May 2021



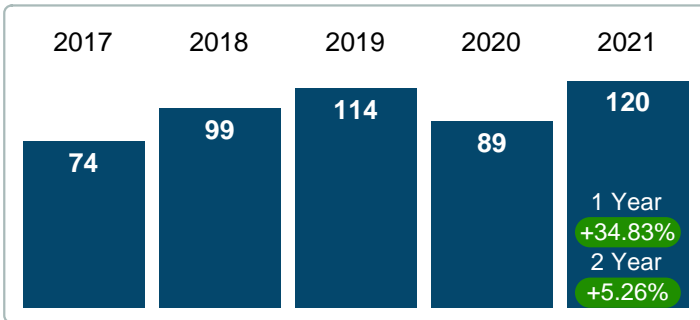
Area Delimited by Counties Carter, Love, Murray



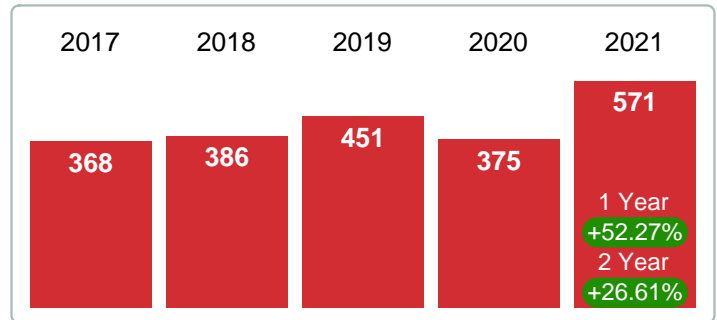
PENDING LISTINGS

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

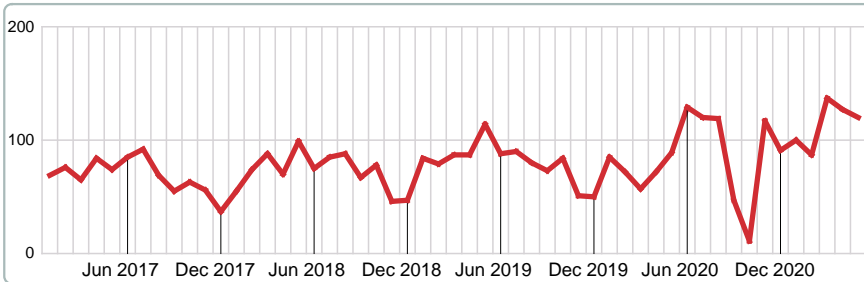
MAY



YEAR TO DATE (YTD)

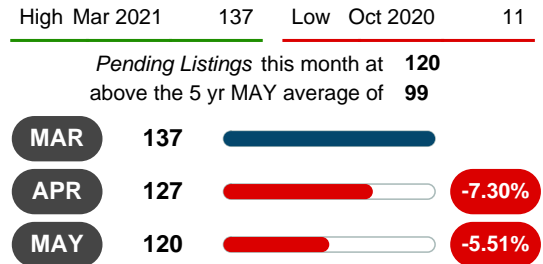


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99



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	10	8.33%	63.9	8	2	0	0
\$25,001 - \$50,000	11	9.17%	71.2	8	2	0	1
\$50,001 - \$75,000	19	15.83%	52.5	9	10	0	0
\$75,001 - \$150,000	31	25.83%	35.8	10	21	0	0
\$150,001 - \$225,000	18	15.00%	22.6	5	12	1	0
\$225,001 - \$375,000	20	16.67%	50.0	7	8	3	2
\$375,001 and up	11	9.17%	51.0	2	1	8	0
Total Pending Units	120			49	56	12	3
Total Pending Volume	19,952,350	100%	8.6	6.15M	8.05M	5.13M	629.90K
Average Listing Price	\$163,179			\$125,451	\$143,747	\$427,125	\$209,967

May 2021



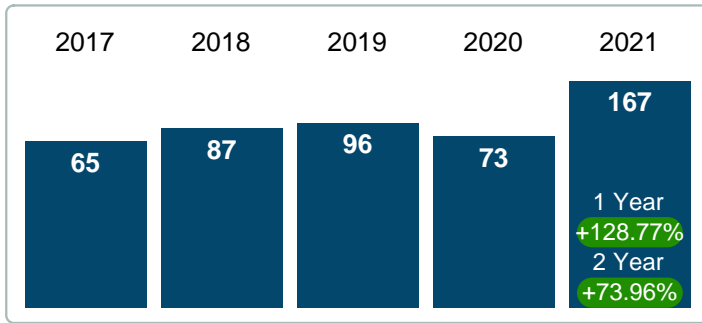
Area Delimited by Counties Carter, Love, Murray



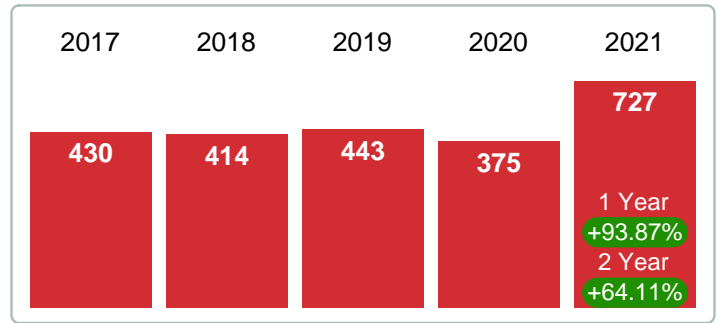
NEW LISTINGS

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

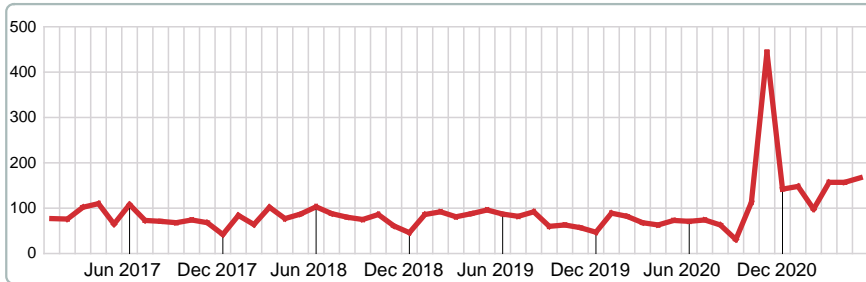
MAY



YEAR TO DATE (YTD)

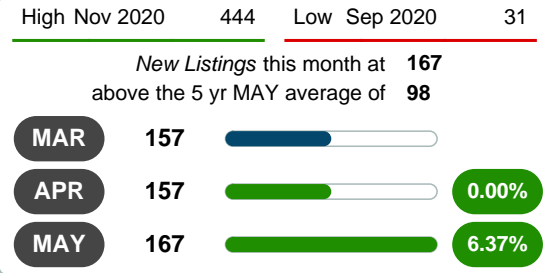


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 98



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	3	1.80%	3	0	0	0
\$25,001 - \$50,000	22	13.17%	20	1	0	1
\$50,001 - \$100,000	31	18.56%	17	14	0	0
\$100,001 - \$225,000	47	28.14%	18	24	5	0
\$225,001 - \$325,000	24	14.37%	8	9	4	3
\$325,001 - \$500,000	22	13.17%	8	6	5	3
\$500,001 and up	18	10.78%	8	5	4	1
Total New Listed Units	167		82	59	18	8
Total New Listed Volume	47,664,874	100%	21.50M	16.43M	6.64M	3.09M
Average New Listed Listing Price	\$180,265		\$262,214	\$278,394	\$369,064	\$386,863

May 2021



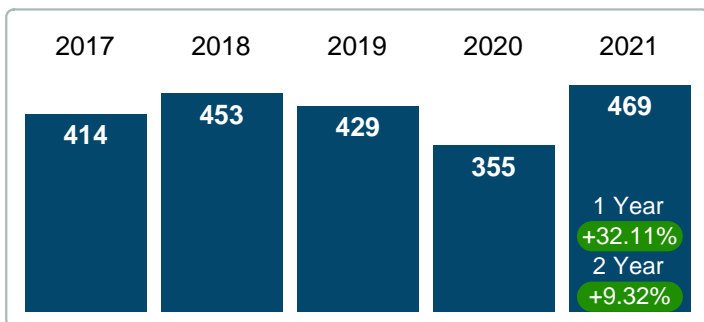
Area Delimited by Counties Carter, Love, Murray



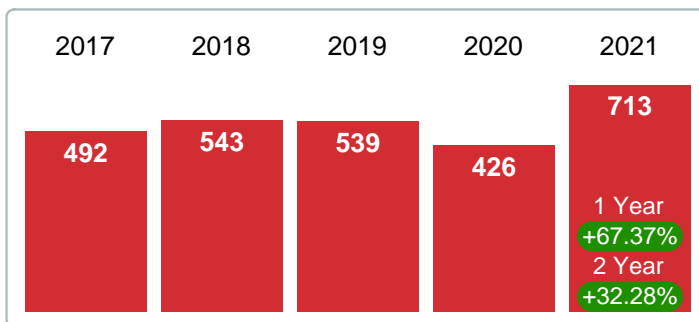
ACTIVE INVENTORY

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

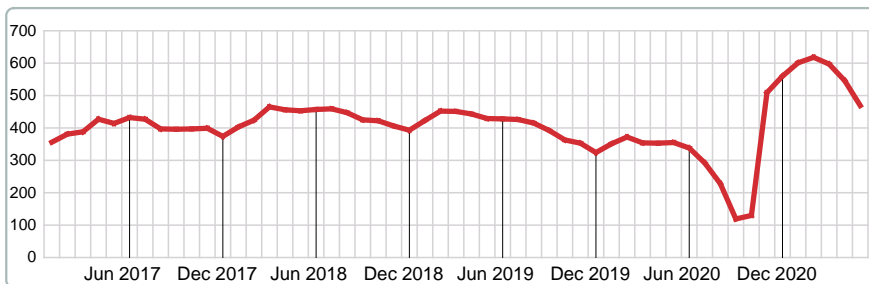
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 424

High Feb 2021 618 Low Sep 2020 119

Inventory this month at **469**
above the 5 yr MAY average of **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	60	12.79%	166.0	59	1	0	0
\$25,001-\$75,000	112	23.88%	99.8	99	11	2	0
\$75,001-\$225,000	113	24.09%	85.4	47	50	13	3
\$225,001-\$375,000	68	14.50%	75.5	37	17	9	5
\$375,001-\$875,000	65	13.86%	95.4	36	10	16	3
\$875,001 and up	51	10.87%	118.6	38	8	4	1
Total Active Inventory by Units			469	316	97	44	12
Total Active Inventory by Volume			174,275,306	121.99M	29.93M	17.54M	4.82M
Average Active Inventory Listing Price			\$371,589	\$386,042	\$308,557	\$398,572	\$401,567

May 2021



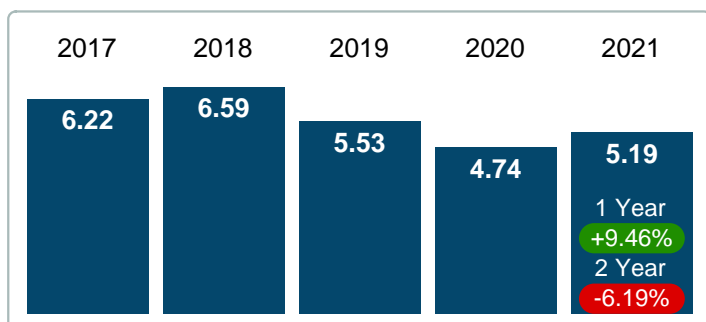
Area Delimited by Counties Carter, Love, Murray



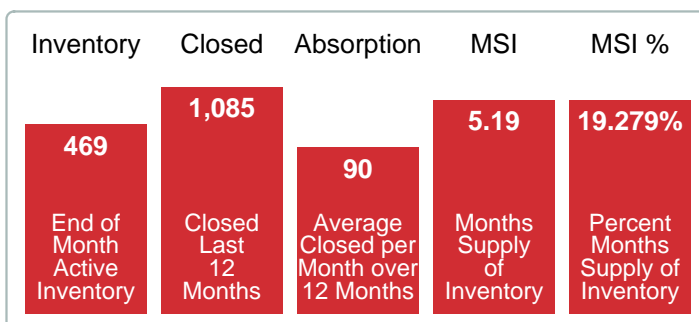
MONTHS SUPPLY of INVENTORY (MSI)

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

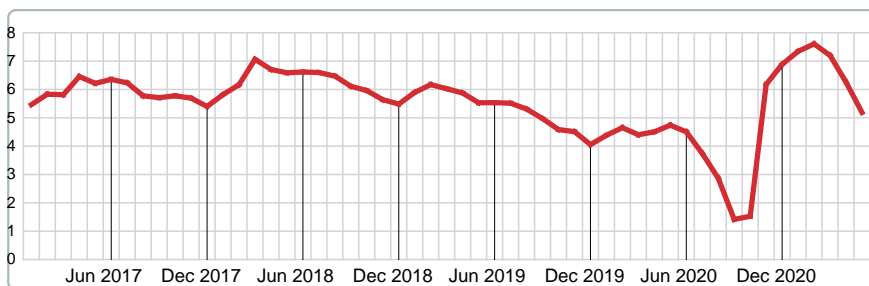
MSI FOR MAY



INDICATORS FOR MAY 2021

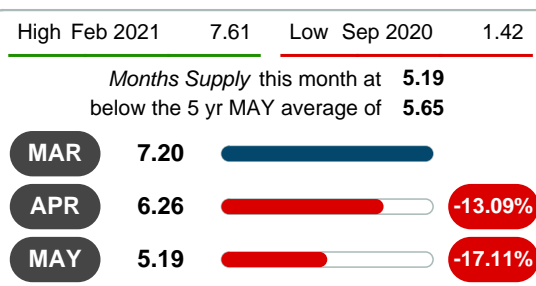


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.65



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	3.41%	10.67	12.00	0.00	0.00	0.00
\$10,001 - \$30,000	51	10.87%	9.13	10.29	3.27	0.00	0.00
\$30,001 - \$70,000	103	21.96%	7.14	10.05	1.71	6.00	0.00
\$70,001 - \$240,000	121	25.80%	2.51	4.14	1.99	1.65	3.20
\$240,001 - \$390,000	68	14.50%	5.07	16.62	2.92	2.08	9.60
\$390,001 - \$890,000	59	12.58%	9.70	20.40	6.00	6.00	4.00
\$890,001 and up	51	10.87%	43.71	65.14	32.00	48.00	4.00
Market Supply of Inventory (MSI)			5.19	9.88	2.44	2.79	4.24
Total Active Inventory by Units		100%	5.19	316	97	44	12

May 2021



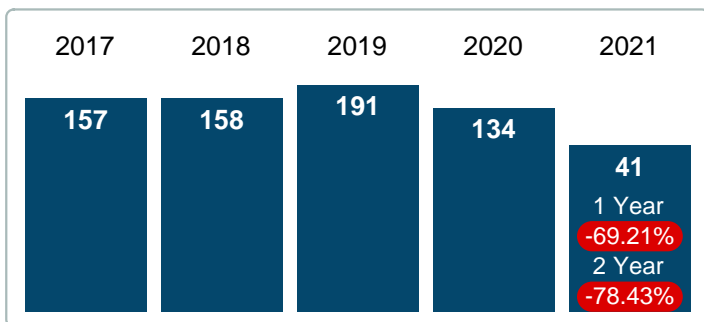
Area Delimited by Counties Carter, Love, Murray



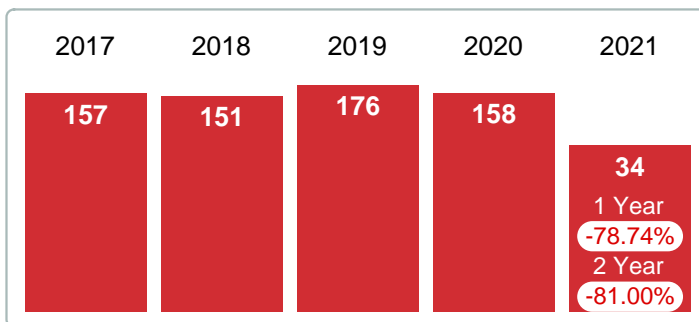
AVERAGE DAYS ON MARKET TO SALE

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

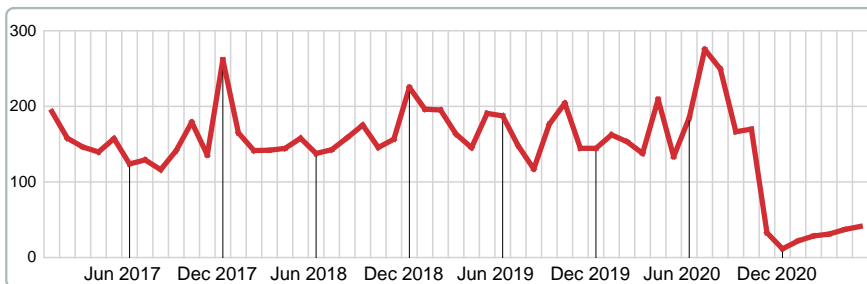
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

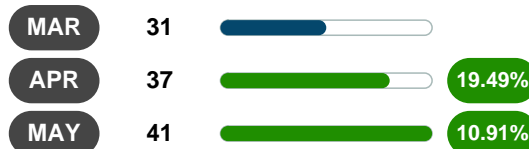


3 MONTHS

5 year MAY AVG = 136

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 41 below the 5 yr MAY average of 136



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	3.77%	85	85	0	0	0
\$25,001 - \$75,000	17.92%	26	21	40	0	0
\$75,001 - \$125,000	15.09%	27	3	41	0	0
\$125,001 - \$200,000	25.47%	41	36	36	65	8
\$200,001 - \$250,000	16.04%	47	81	32	51	0
\$250,001 - \$375,000	13.21%	54	43	48	65	0
\$375,001 and up	8.49%	48	95	15	3	0
Average Closed DOM		41	41	36	55	8
Total Closed Units	106	100%	39	46	20	1
Total Closed Volume	20,678,018		6.93M	8.19M	5.36M	200.00K

May 2021



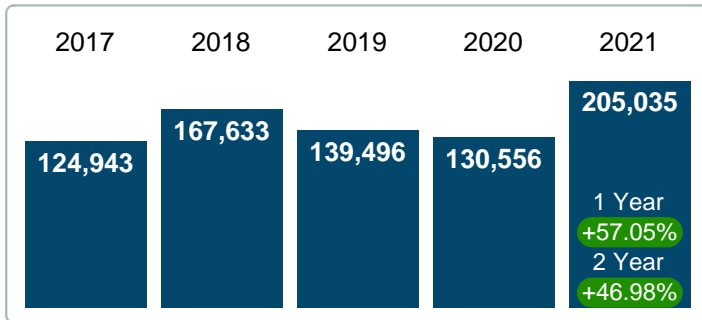
Area Delimited by Counties Carter, Love, Murray



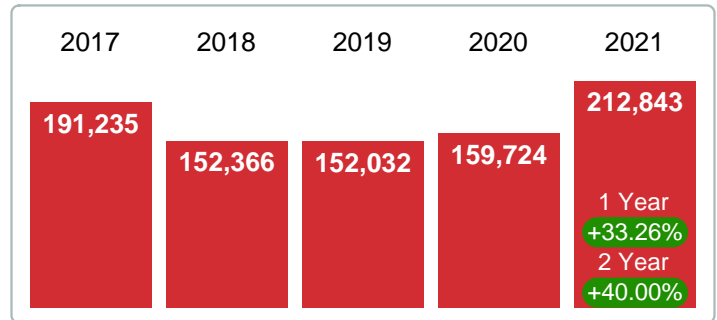
AVERAGE LIST PRICE AT CLOSING

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

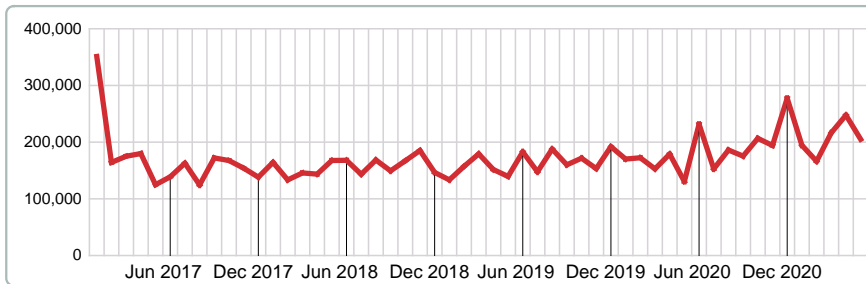
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

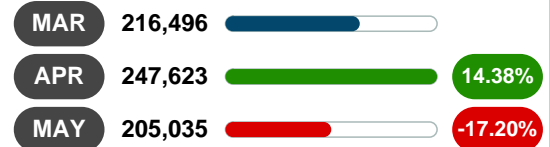


3 MONTHS

5 year MAY AVG = 153,533

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

Average List Price at Closing this month at **205,035** above the 5 yr MAY average of **153,533**



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	3.77%	20,000	20,000	0	0	0
\$25,001 - \$75,000	16.04%	55,235	59,064	59,800	0	0
\$75,001 - \$125,000	16.98%	105,328	103,000	109,100	0	0
\$125,001 - \$200,000	20.75%	165,118	199,312	168,613	179,317	189,900
\$200,001 - \$250,000	19.81%	228,521	243,167	229,813	227,950	0
\$250,001 - \$375,000	12.26%	295,746	343,500	297,225	309,283	0
\$375,001 and up	10.38%	594,777	788,250	459,317	586,350	0
Average List Price		205,035	194,324	184,634	273,600	189,900
Total Closed Units	106	100%	39	46	20	1
Total Closed Volume	21,733,698		7.58M	8.49M	5.47M	189.90K

May 2021



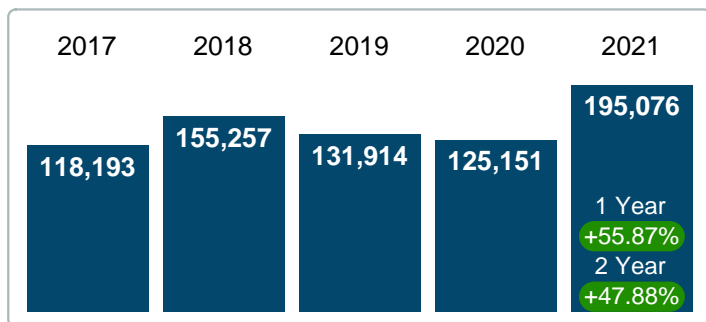
Area Delimited by Counties Carter, Love, Murray



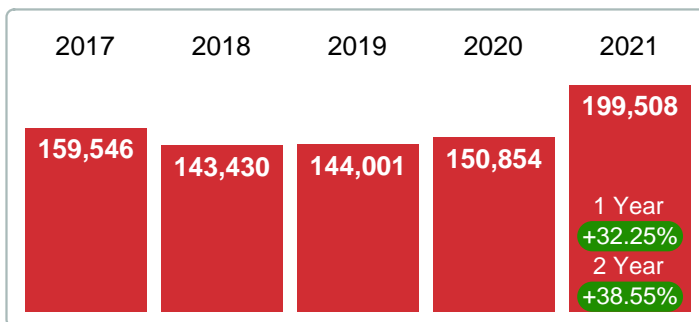
AVERAGE SOLD PRICE AT CLOSING

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

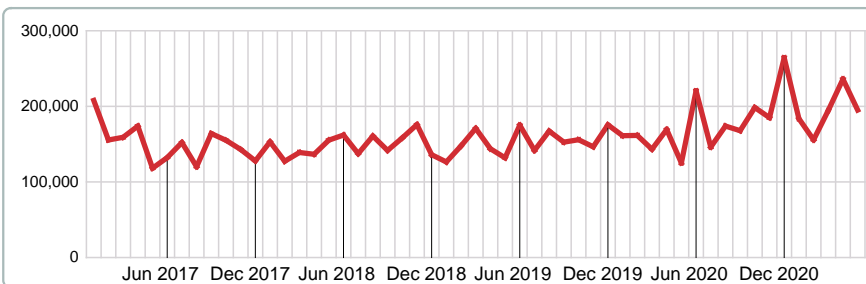
MAY



YEAR TO DATE (YTD)

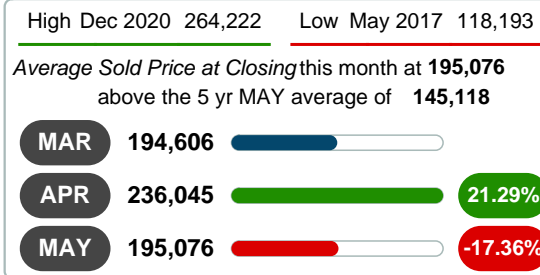


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 145,118



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	3.77%	18,125	0	0	0
\$25,001 - \$75,000	19	17.92%	53,075	53,900	0	0
\$75,001 - \$125,000	16	15.09%	106,150	104,615	0	0
\$125,001 - \$200,000	27	25.47%	160,250	164,475	168,567	200,000
\$200,001 - \$250,000	17	16.04%	228,833	226,813	225,386	0
\$250,001 - \$375,000	14	13.21%	322,500	281,725	304,167	0
\$375,001 and up	9	8.49%	714,500	433,333	586,350	0
Average Sold Price		195,076	177,640	178,014	268,071	200,000
Total Closed Units		106	39	46	20	1
Total Closed Volume		20,678,018	6.93M	8.19M	5.36M	200.00K

May 2021



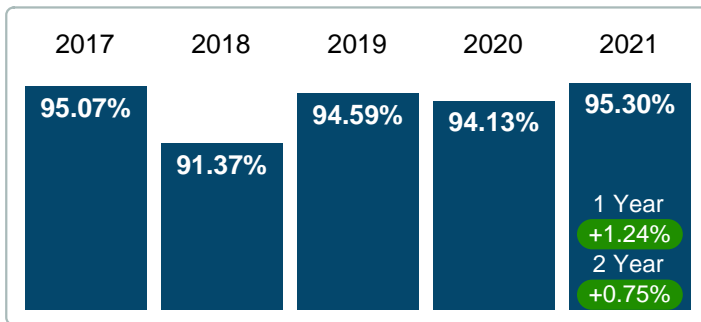
Area Delimited by Counties Carter, Love, Murray



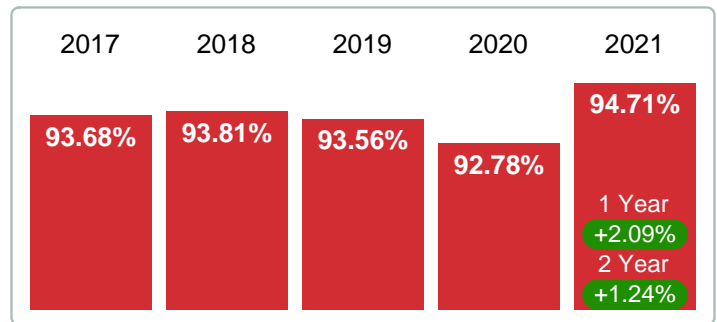
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

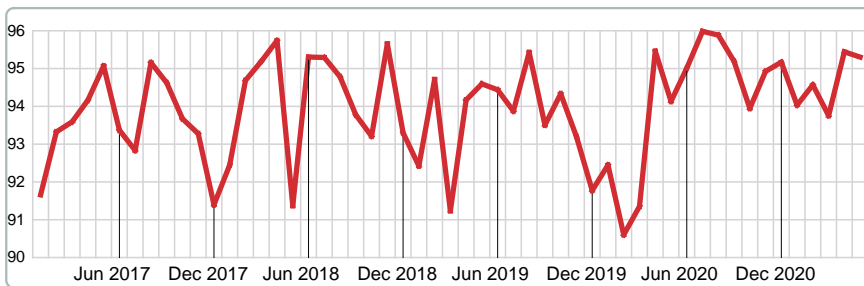
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

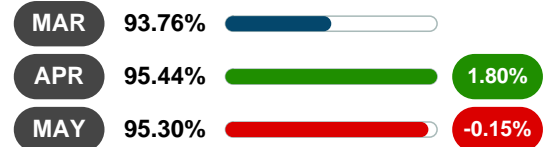


3 MONTHS

5 year MAY AVG = 94.09%

High Jul 2020 95.98% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **95.30%** above the 5 yr MAY average of **94.09%**



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	4	3.77%	89.40%	89.40%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	19	17.92%	90.19%	90.36%	89.71%	0.00%	0.00%
\$75,001 - \$125,000	16	15.09%	98.62%	103.42%	95.75%	0.00%	0.00%
\$125,001 - \$200,000	27	25.47%	95.31%	83.31%	97.64%	95.42%	105.32%
\$200,001 - \$250,000	17	16.04%	98.02%	94.27%	98.84%	98.79%	0.00%
\$250,001 - \$375,000	14	13.21%	96.59%	95.42%	95.03%	98.40%	0.00%
\$375,001 and up	9	8.49%	95.70%	94.13%	94.92%	100.00%	0.00%
Average Sold/List Ratio		95.30%		92.75%	96.17%	97.78%	105.32%
Total Closed Units	106	100%	95.30%	39	46	20	1
Total Closed Volume	20,678,018			6.93M	8.19M	5.36M	200.00K

May 2021



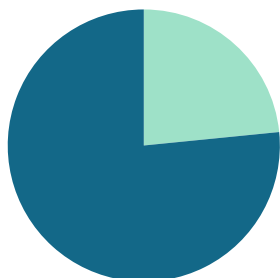
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

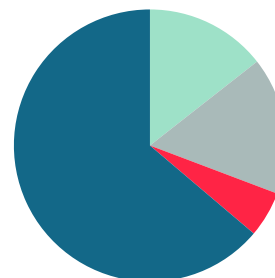


Inventory
 New Listings
167 = 23.42%
 Start Inventory
546
 Total Inventory Units
713
 Volume
\$237,077,704

Market Activity

Closed Sales
106 = 14.42%
 Pending Sales
120 = 16.33%
 Other Off Market
40 = 5.44%
 Active Inventory
469 = 63.81%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	68	106	55.88%	326	435	33.44%
Pending Sales	89	120	34.83%	375	571	52.27%
New Listings	73	167	128.77%	375	727	93.87%
Average List Price	130,556	205,035	57.05%	159,724	212,843	33.26%
Average Sale Price	125,151	195,076	55.87%	150,854	199,508	32.25%
Average Percent of Selling Price to List Price	94.13%	95.30%	1.24%	92.78%	94.71%	2.09%
Average Days on Market to Sale	133.57	41.12	-69.21%	157.65	33.52	-78.74%
Monthly Inventory	355	469	32.11%	355	469	32.11%
Months Supply of Inventory	4.74	5.19	9.46%	4.74	5.19	9.46%

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

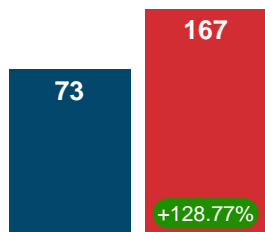
Inventory on May 31, 2021 = **469**

2020 **2021**

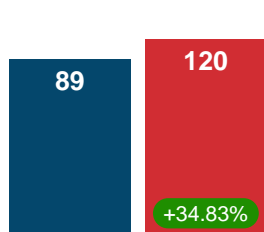
MAY MARKET

AVERAGE PRICES

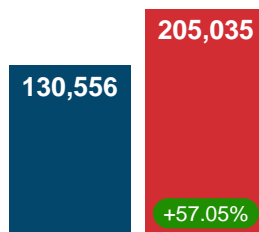
New Listings



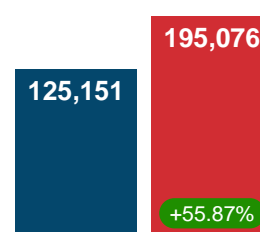
Pending Listings



List Price



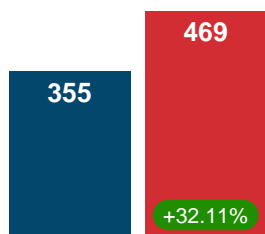
Sale Price



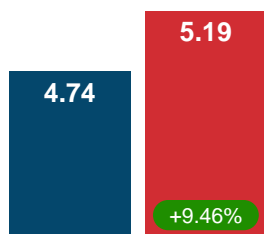
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

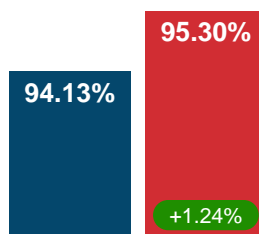
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

