

May 2021



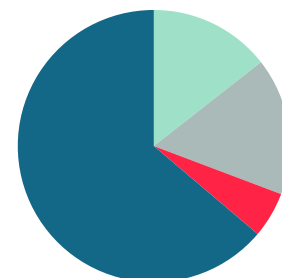
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	99,500	169,250	70.10%
Median Sale Price	99,000	162,500	64.14%
Median Percent of Selling Price to List Price	98.12%	100.00%	1.92%
Median Days on Market to Sale	101.00	13.00	-87.13%
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.

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 **64.14%** in May 2021 to \$162,500 versus the previous year at \$99,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 88.00 days or **87.13%** in May 2021 compared to last year's same month at **101.00** DOM.

Sales Success for May 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 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.

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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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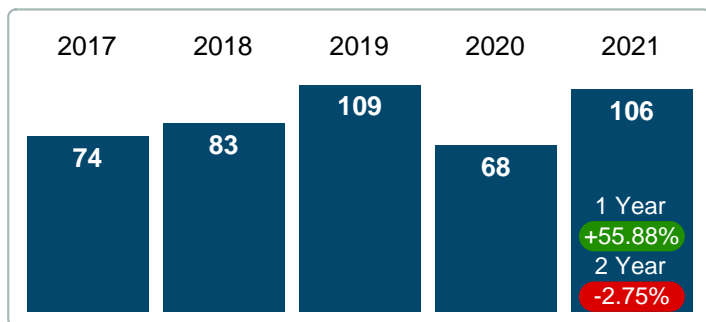
Area Delimited by Counties Carter, Love, Murray



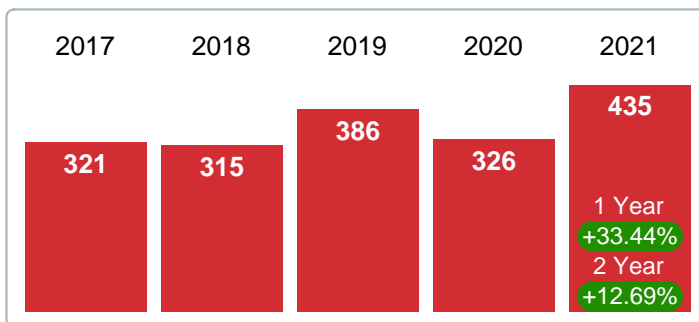
CLOSED LISTINGS

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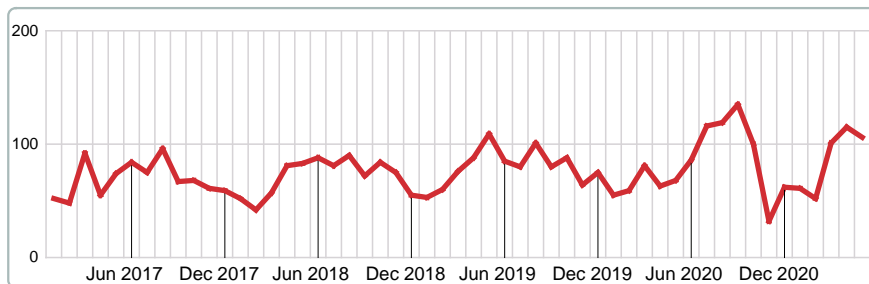
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 88

High Sep 2020: 135 | Low Nov 2020: 32

Closed Listings this month at **106**
above the 5 yr MAY average of **88**

MAR	101	<div style="width: 80%;"></div>
APR	115	<div style="width: 100%;"></div> 13.86%
MAY	106	<div style="width: 80%;"></div> -7.83%

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	4	3.77%	102.5	4	0	0	0
\$25,001 - \$75,000	19	17.92%	11.0	14	5	0	0
\$75,001 - \$125,000	16	15.09%	3.0	6	10	0	0
\$125,001 - \$200,000	27	25.47%	23.0	4	16	6	1
\$200,001 - \$250,000	17	16.04%	24.0	3	8	6	0
\$250,001 - \$375,000	14	13.21%	22.0	4	4	6	0
\$375,001 and up	9	8.49%	32.0	4	3	2	0
Total Closed Units	106			39	46	20	1
Total Closed Volume	20,678,018	100%	13.0	6.93M	8.19M	5.36M	200.00K
Median Closed Price	\$162,500			\$105,900	\$162,000	\$235,709	\$200,000

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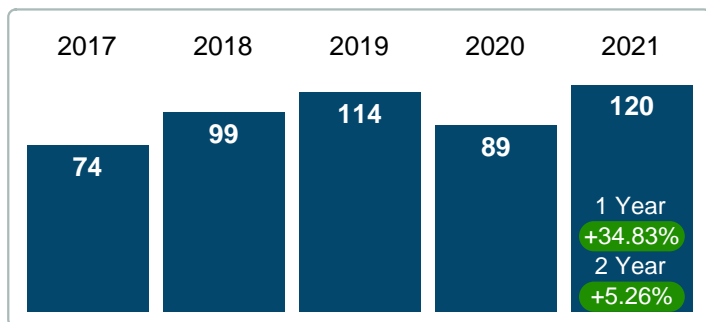
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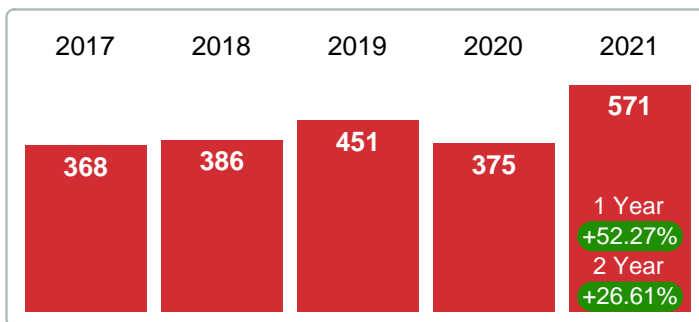
PENDING LISTINGS

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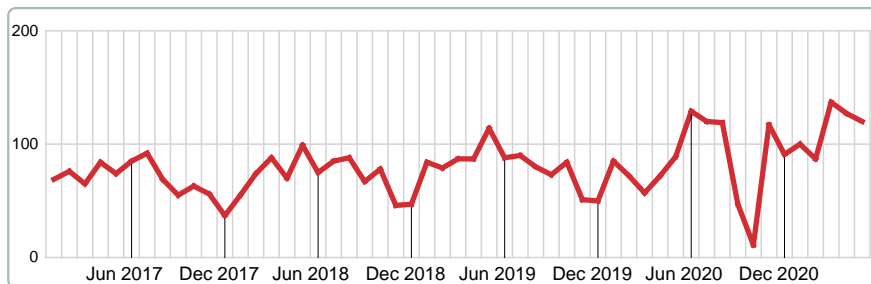
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99

High Mar 2021 137 Low Oct 2020 11

Pending Listings this month at 120
above the 5 yr MAY average of 99



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.17%	54.0	9	2	0	0
\$30,001 - \$60,000	19	15.83%	14.0	12	6	0	1
\$60,001 - \$90,000	15	12.50%	26.0	6	9	0	0
\$90,001 - \$170,000	30	25.00%	10.0	9	21	0	0
\$170,001 - \$230,000	16	13.33%	5.0	5	10	1	0
\$230,001 - \$370,000	16	13.33%	27.0	4	7	3	2
\$370,001 and up	13	10.83%	14.0	4	1	8	0
Total Pending Units	120			49	56	12	3
Total Pending Volume	19,952,350	100%	16.0	6.15M	8.05M	5.13M	629.90K
Median Listing Price	\$126,250			\$75,000	\$123,500	\$397,450	\$259,900

May 2021



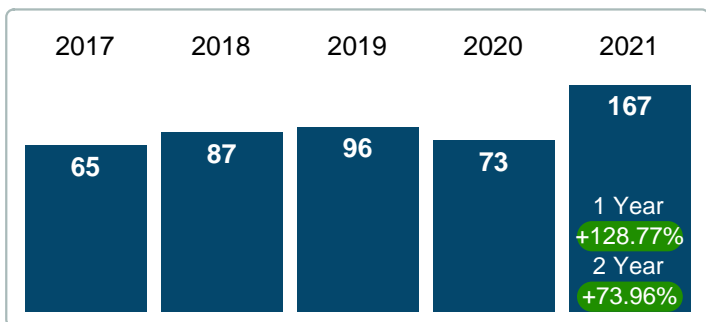
Area Delimited by Counties Carter, Love, Murray



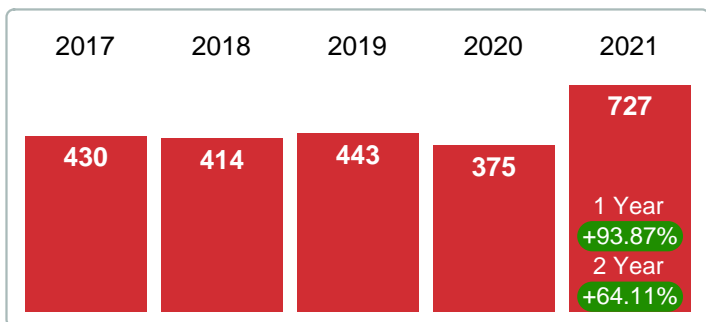
NEW LISTINGS

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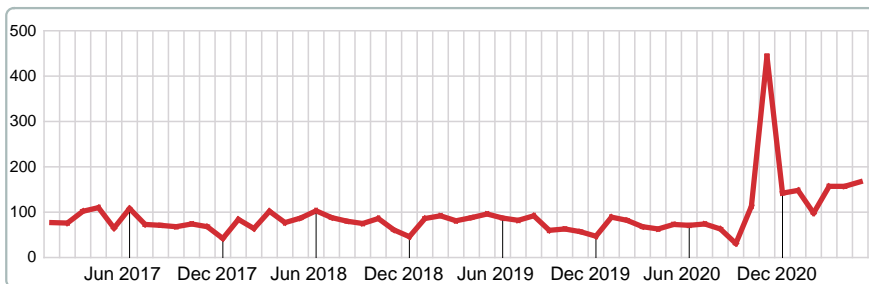
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

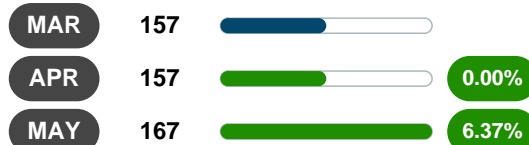


3 MONTHS

5 year MAY AVG = 98

High Nov 2020 444 Low Sep 2020 31

New Listings this month at **167**
above the 5 yr MAY average of **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
Median New Listed Listing Price	\$169,000		\$110,825	\$169,000	\$312,000	\$342,000

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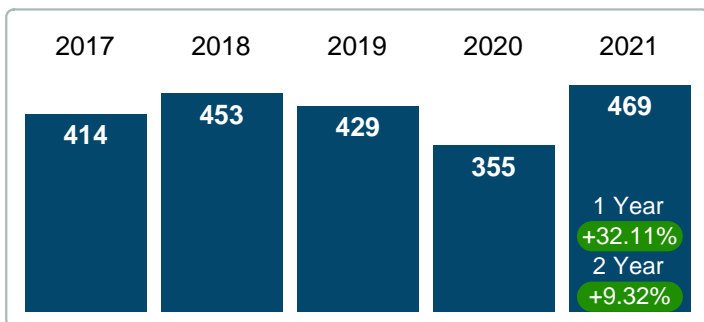
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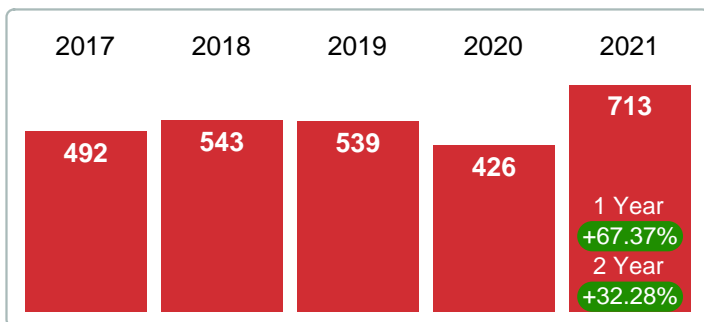
ACTIVE INVENTORY

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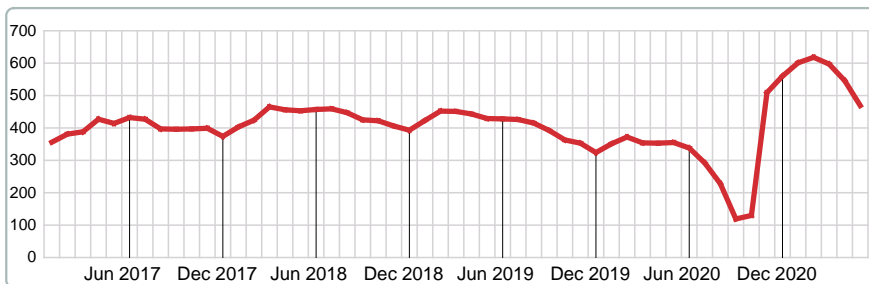
END OF MAY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	16	3.41%	164.5	16	0	0	0
\$10,001 - \$30,000	51	10.87%	199.0	48	3	0	0
\$30,001 - \$70,000	103	21.96%	66.0	93	8	2	0
\$70,001 - \$240,000	121	25.80%	56.0	51	52	14	4
\$240,001 - \$390,000	68	14.50%	58.5	36	19	9	4
\$390,001 - \$890,000	59	12.58%	77.0	34	7	15	3
\$890,001 and up	51	10.87%	110.0	38	8	4	1
Total Active Inventory by Units		469		316	97	44	12
Total Active Inventory by Volume		174,275,306	100%	121.99M	29.93M	17.54M	4.82M
Median Active Inventory Listing Price		\$149,000		\$76,950	\$179,900	\$293,000	\$319,000

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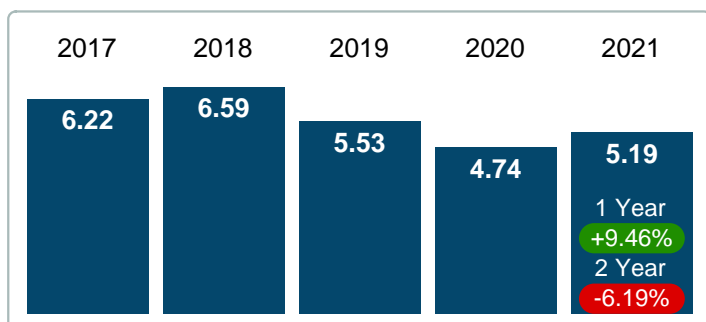
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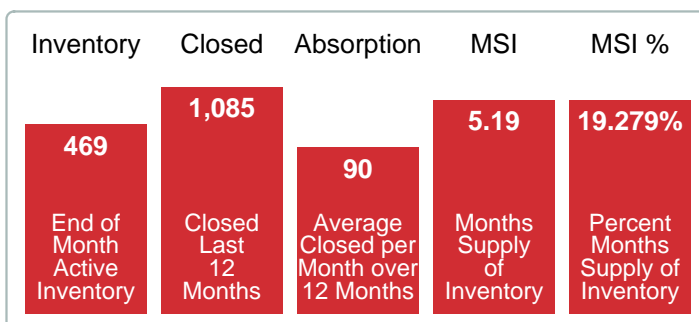
MONTHS SUPPLY of INVENTORY (MSI)

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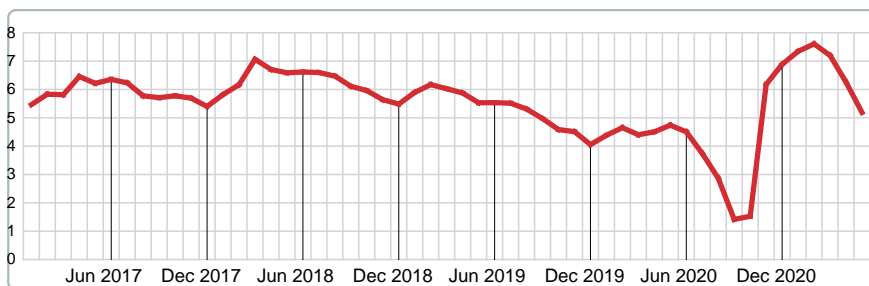
MSI FOR MAY



INDICATORS FOR MAY 2021

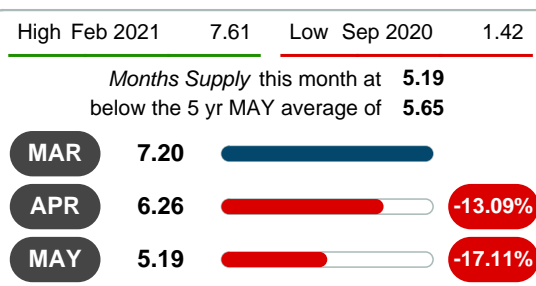


5 YEAR MARKET ACTIVITY TRENDS



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

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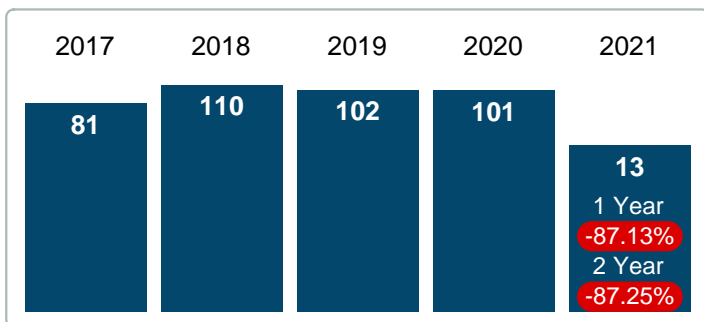
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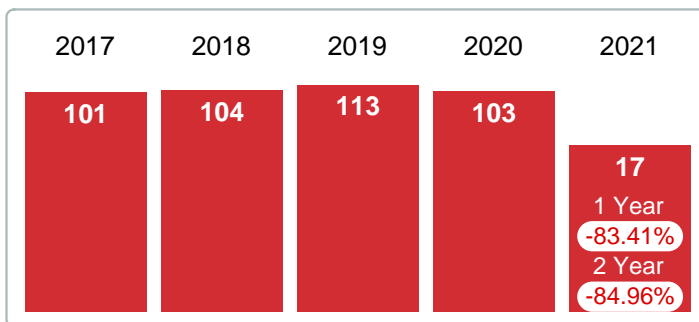
MEDIAN DAYS ON MARKET TO SALE

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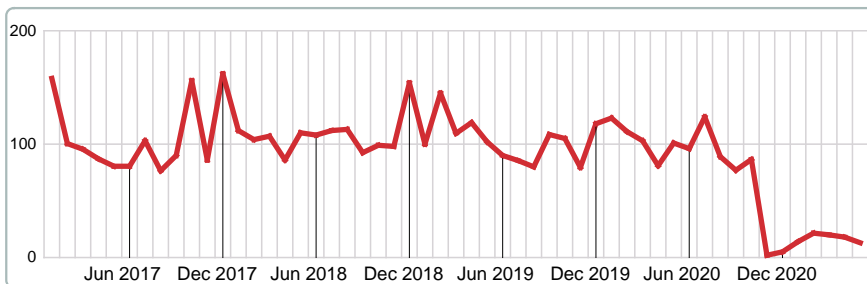
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

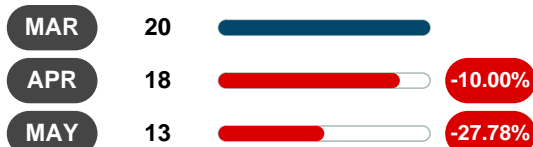


3 MONTHS

5 year MAY AVG = 81

High Dec 2017 162 Low Nov 2020 2

Median Days on Market to Sale this month at 13 below the 5 yr MAY average of 81



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	3.77%	103	103	0	0	0	
\$25,001 - \$75,000	17.92%	11	8	11	0	0	
\$75,001 - \$125,000	15.09%	3	3	4	0	0	
\$125,001 - \$200,000	25.47%	23	29	18	70	8	
\$200,001 - \$250,000	16.04%	24	109	23	48	0	
\$250,001 - \$375,000	13.21%	22	1	21	66	0	
\$375,001 and up	8.49%	32	100	6	3	0	
Median Closed DOM		13					
Total Closed Units	106	100%	13.0				
Total Closed Volume	20,678,018			11	14	66	8
				39	46	20	1
				6.93M	8.19M	5.36M	200.00K

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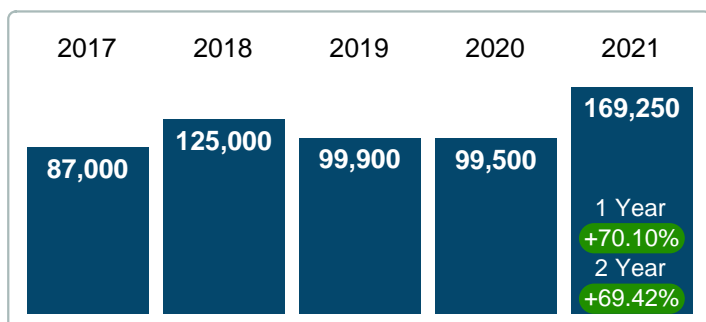
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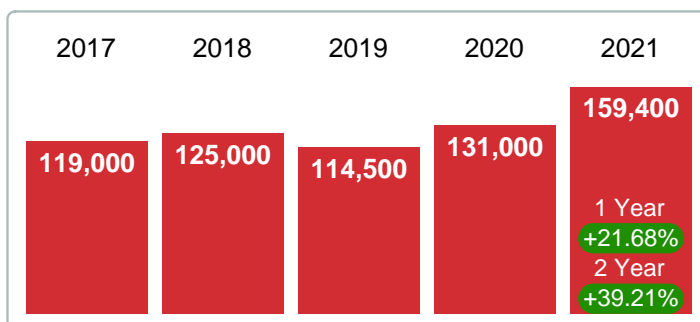
MEDIAN LIST PRICE AT CLOSING

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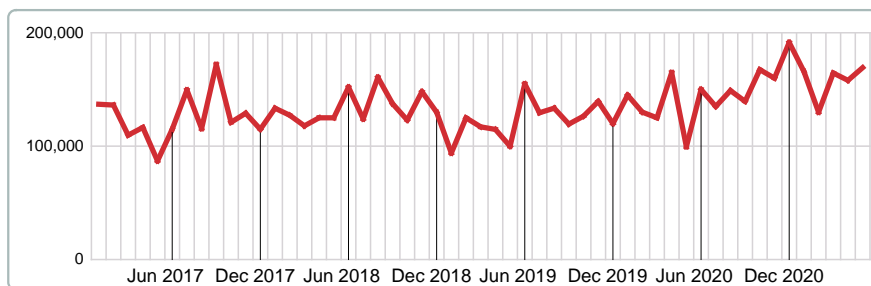
MAY



YEAR TO DATE (YTD)

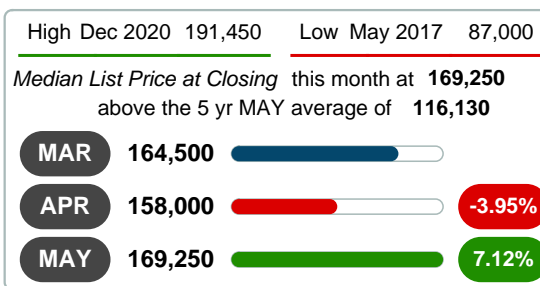


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 116,130



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	4	20,750	20,750	0	0	0
\$25,001 - \$75,000	17	55,000	52,000	57,500	0	0
\$75,001 - \$125,000	18	108,000	110,000	106,000	0	0
\$125,001 - \$200,000	22	169,000	166,000	169,000	162,000	189,900
\$200,001 - \$250,000	21	229,000	249,000	222,500	226,500	0
\$250,001 - \$375,000	13	279,900	315,000	279,900	279,000	0
\$375,001 and up	11	499,950	534,000	499,000	509,700	0
Median List Price		169,250	99,900	169,000	232,950	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

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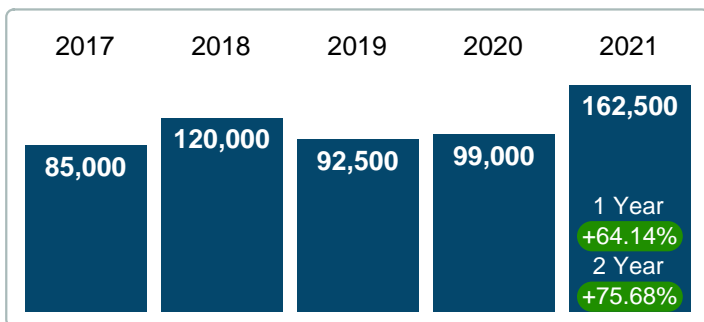
Area Delimited by Counties Carter, Love, Murray



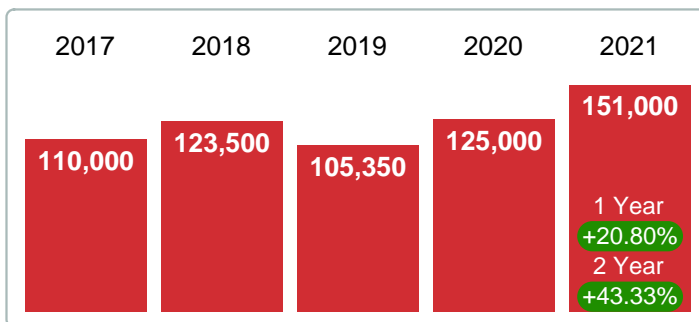
MEDIAN SOLD PRICE AT CLOSING

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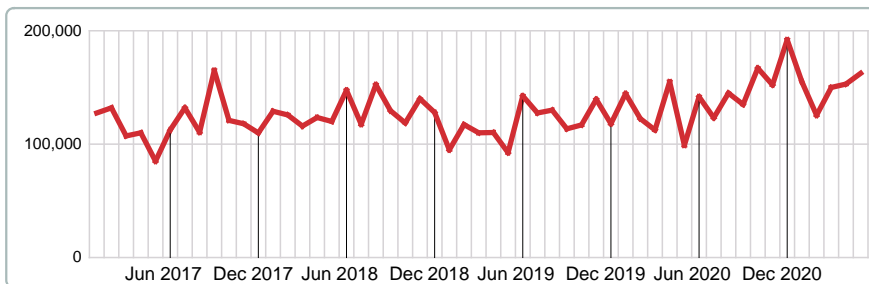
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

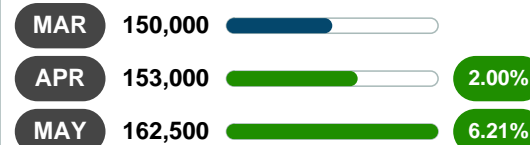


3 MONTHS

5 year MAY AVG = 111,800

High Dec 2020 192,000 Low May 2017 85,000

Median Sold Price at Closing this month at **162,500**
above the 5 yr MAY average of **111,800**



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	3.77%	18,250	18,250	0	0	0
\$25,001 - \$75,000	17.92%	52,000	50,450	58,000	0	0
\$75,001 - \$125,000	15.09%	110,000	110,000	109,575	0	0
\$125,001 - \$200,000	25.47%	160,000	154,500	162,000	164,950	200,000
\$200,001 - \$250,000	16.04%	220,000	229,500	220,000	224,450	0
\$250,001 - \$375,000	13.21%	290,000	320,000	282,450	293,000	0
\$375,001 and up	8.49%	509,700	579,500	435,000	586,350	0
Median Sold Price		162,500	105,900	162,000	235,709	200,000
Total Closed Units	100%	106	39	46	20	1
Total Closed Volume		20,678,018	6.93M	8.19M	5.36M	200.00K

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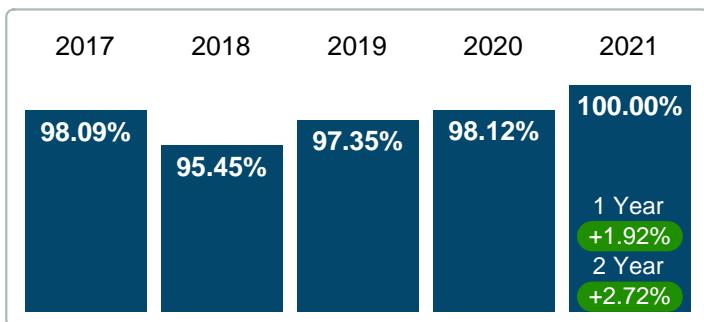
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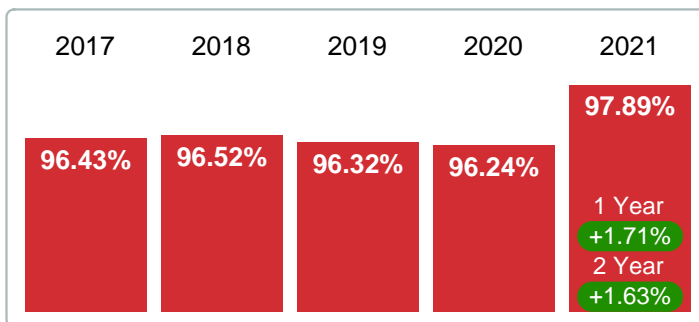
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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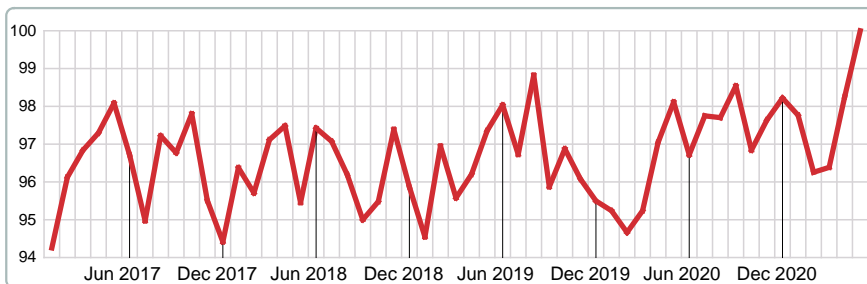
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

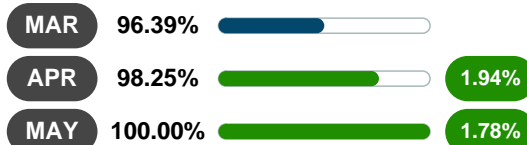


3 MONTHS

5 year MAY AVG = 97.80%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAY average of **97.80%**



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	4	3.77%	88.06%	88.06%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	19	17.92%	94.55%	100.00%	93.55%	0.00%	0.00%
\$75,001 - \$125,000	16	15.09%	100.00%	101.30%	98.73%	0.00%	0.00%
\$125,001 - \$200,000	27	25.47%	100.00%	84.68%	100.00%	97.34%	105.32%
\$200,001 - \$250,000	17	16.04%	100.00%	100.00%	100.00%	99.80%	0.00%
\$250,001 - \$375,000	14	13.21%	98.82%	100.00%	96.21%	98.82%	0.00%
\$375,001 and up	9	8.49%	99.78%	96.60%	96.01%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	97.64%	99.66%	105.32%
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



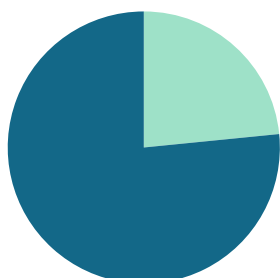
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

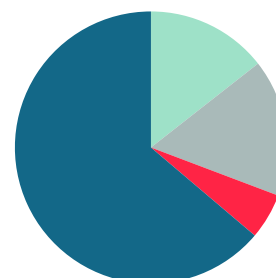


Inventory
 New Listings
167 = 23.42%
 Start Inventory
546
 Total Inventory Units
713
 Volume
\$237,077,704

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%
Median List Price	99,500	169,250	70.10%	131,000	159,400	21.68%
Median Sale Price	99,000	162,500	64.14%	125,000	151,000	20.80%
Median Percent of Selling Price to List Price	98.12%	100.00%	1.92%	96.24%	97.89%	1.71%
Median Days on Market to Sale	101.00	13.00	-87.13%	102.50	17.00	-83.41%
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

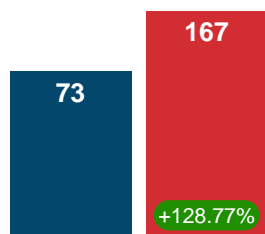
Inventory on May 31, 2021 = **469**

2020 **2021**

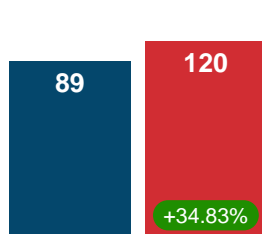
MAY MARKET

MEDIAN PRICES

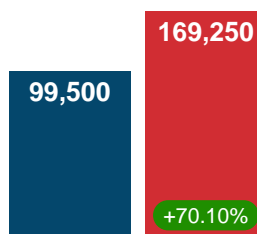
New Listings



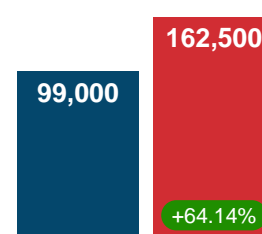
Pending Listings



List Price



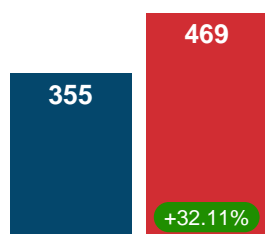
Sale Price



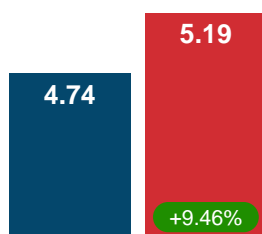
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

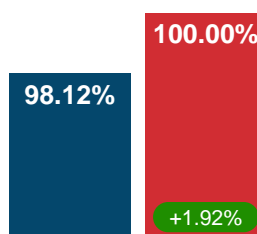
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

