

June 2021



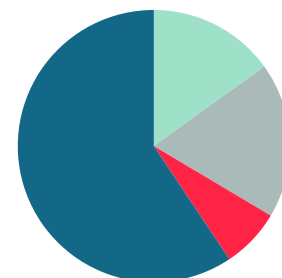
Area Delimited by Counties Carter, Love, Murray



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%
Average List Price	231,593	228,055	-1.53%
Average Sale Price	220,420	217,947	-1.12%
Average Percent of Selling Price to List Price	95.01%	96.11%	1.16%
Average Days on Market to Sale	184.84	40.99	-77.82%
End of Month Inventory	338	469	38.76%
Months Supply of Inventory	4.51	5.03	11.60%



■ Closed (15.06%)
■ Pending (18.48%)
■ Other OffMarket (7.09%)
■ Active (59.37%)

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.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.12%** in June 2021 to \$217,947 versus the previous year at \$220,420.

Average Days on Market Shortens

The average number of **40.99** days that homes spent on the market before selling decreased by 143.85 days or **77.82%** in June 2021 compared to last year's same month at **184.84** DOM.

Sales Success for June 2021 is Positive

Overall, with Average Prices falling 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.

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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

June 2021



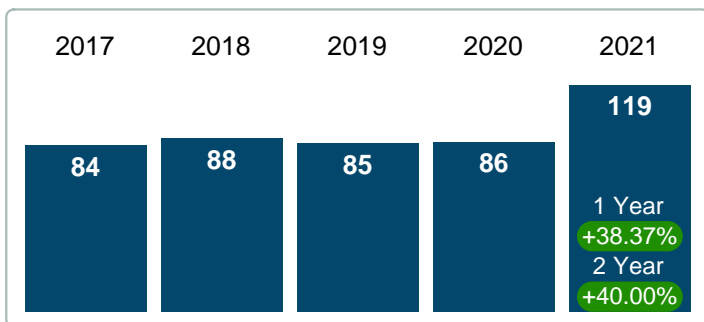
Area Delimited by Counties Carter, Love, Murray



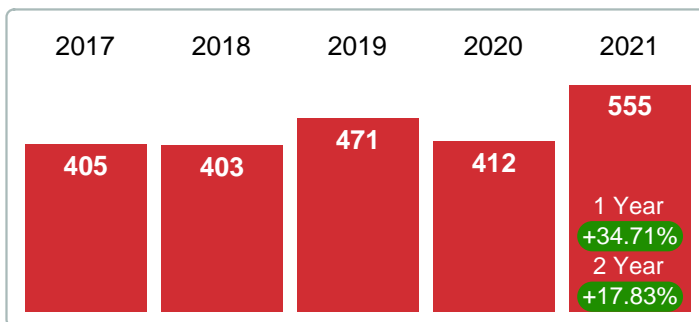
CLOSED LISTINGS

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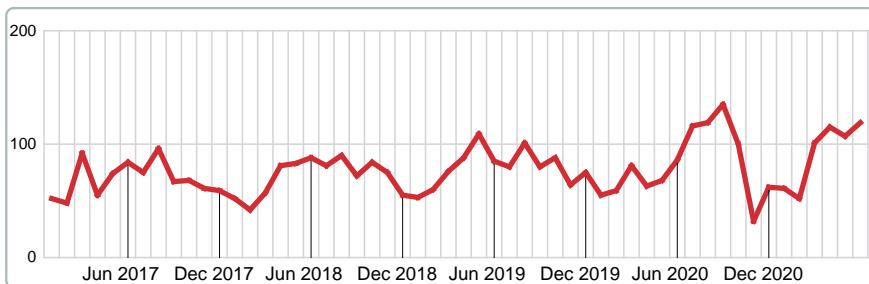
JUNE



YEAR TO DATE (YTD)

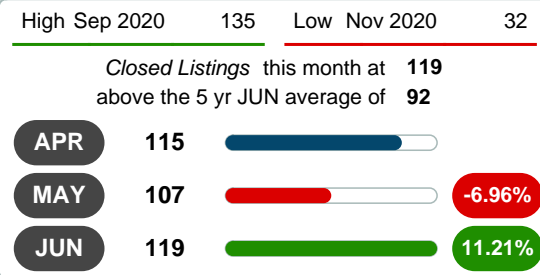


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 92



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.04%	53.5	5	1	0	0
\$25,001 - \$50,000	11	9.24%	30.5	8	3	0	0
\$50,001 - \$125,000	27	22.69%	54.4	12	12	3	0
\$125,001 - \$200,000	28	23.53%	27.0	6	19	3	0
\$200,001 - \$250,000	21	17.65%	36.4	4	9	8	0
\$250,001 - \$325,000	13	10.92%	37.2	1	6	4	2
\$325,001 and up	13	10.92%	57.8	3	4	5	1
Total Closed Units	119			39	54	23	3
Total Closed Volume	25,935,639	100%	41.0	9.10M	9.94M	5.82M	1.08M
Average Closed Price	\$217,947			\$233,253	\$183,995	\$253,133	\$360,333

June 2021



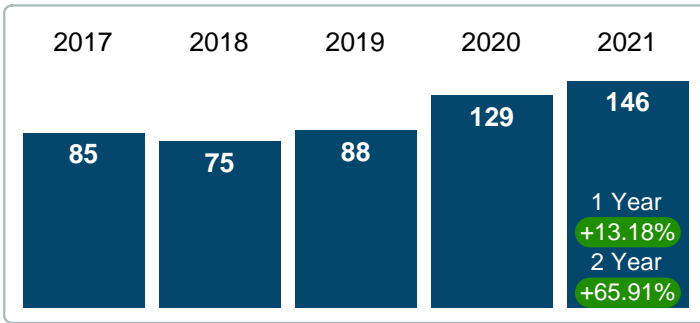
Area Delimited by Counties Carter, Love, Murray



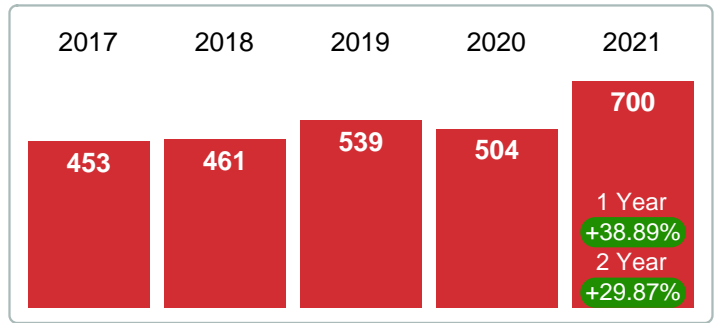
PENDING LISTINGS

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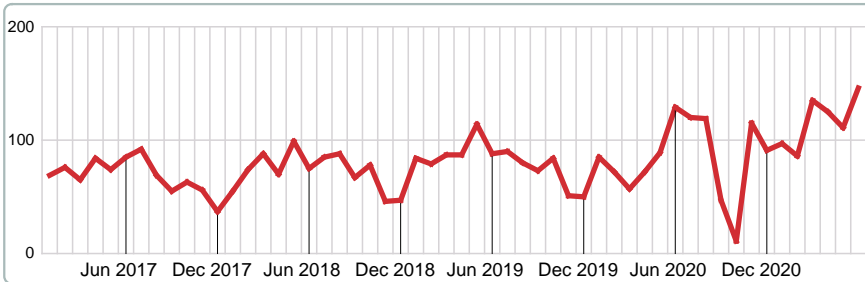
JUNE



YEAR TO DATE (YTD)

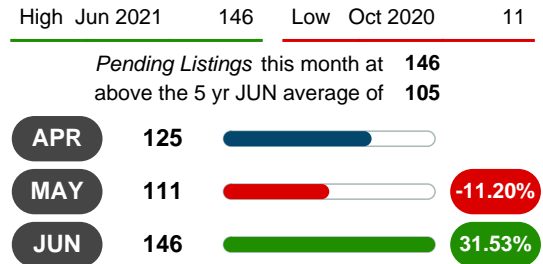


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 105



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	10.27%	101.1	15	0	0	0
\$50,001 - \$75,000	10	6.85%	61.7	6	4	0	0
\$75,001 - \$125,000	27	18.49%	37.3	13	13	1	0
\$125,001 - \$200,000	36	24.66%	17.2	6	22	8	0
\$200,001 - \$250,000	21	14.38%	39.6	4	11	6	0
\$250,001 - \$350,000	21	14.38%	39.6	4	7	10	0
\$350,001 and up	16	10.96%	51.4	3	5	7	1
Total Pending Units	146			51	62	32	1
Total Pending Volume	30,752,800	100%	50.9	8.25M	12.12M	9.71M	675.00K
Average Listing Price	\$199,014			\$161,681	\$195,490	\$303,491	\$675,000

June 2021



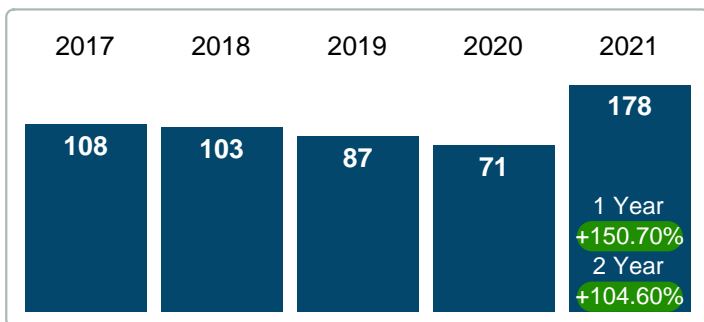
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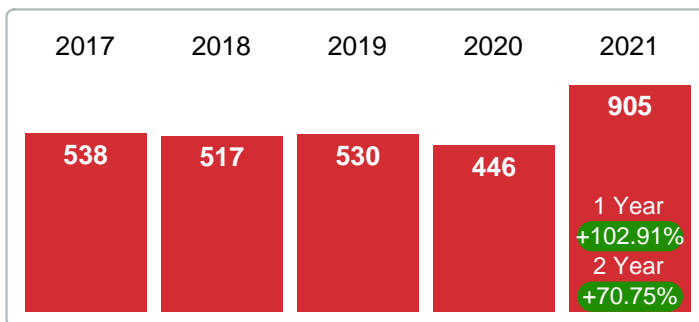
NEW LISTINGS

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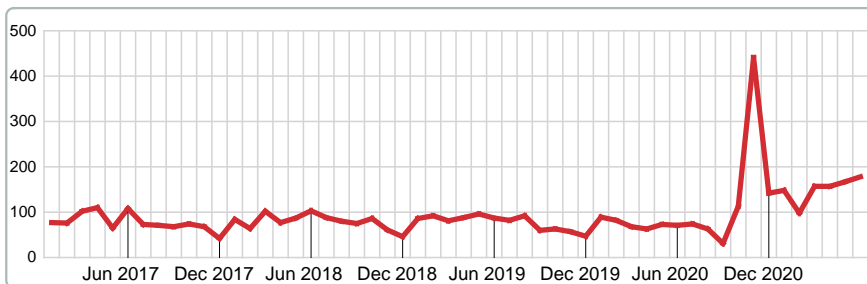
JUNE



YEAR TO DATE (YTD)

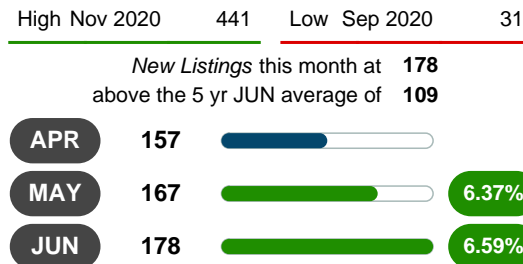


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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
Average New Listed Listing Price	\$206,919		\$279,951	\$223,877	\$297,126	\$762,600

June 2021



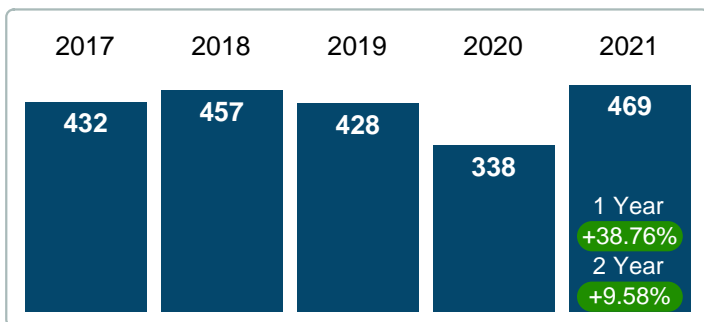
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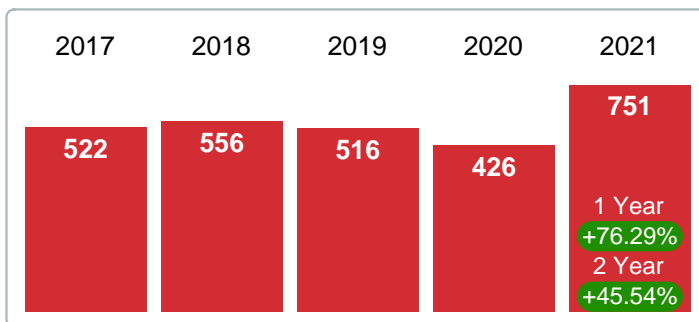
ACTIVE INVENTORY

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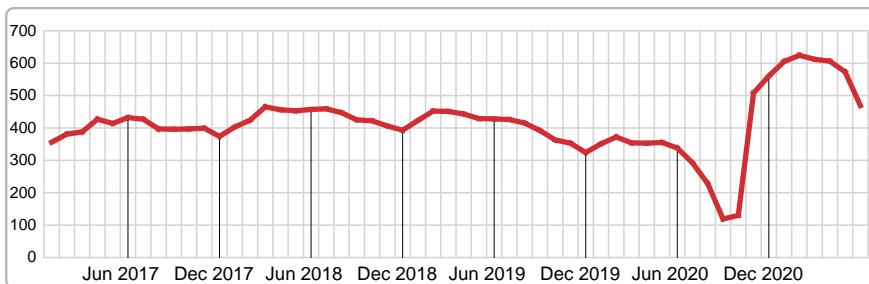
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

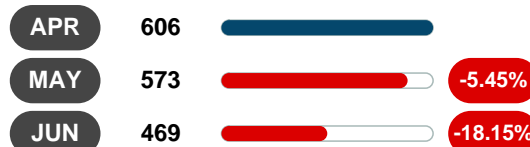


3 MONTHS

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		%	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	63	13.43%	167.6	62	1	0	0
\$25,001-\$75,000	94	20.04%	117.9	83	8	3	0
\$75,001-\$250,000	139	29.64%	74.6	65	57	13	4
\$250,001-\$400,000	65	13.86%	91.8	37	16	8	4
\$400,001-\$875,000	59	12.58%	105.0	33	11	12	3
\$875,001 and up	49	10.45%	126.8	35	7	5	2
Total Active Inventory by Units	469			315	100	41	13
Total Active Inventory by Volume	171,751,188	100%	107.4	117.37M	30.33M	16.99M	7.06M
Average Active Inventory Listing Price	\$366,207			\$372,604	\$303,258	\$414,499	\$543,131

June 2021



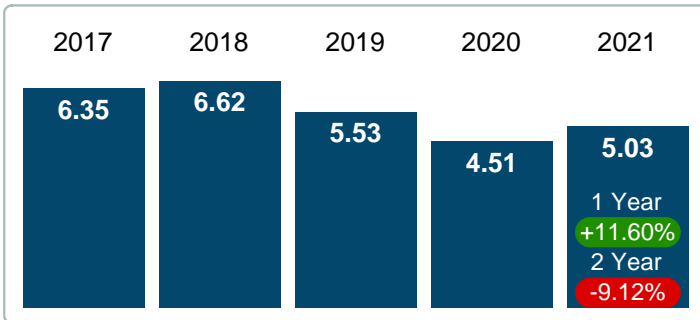
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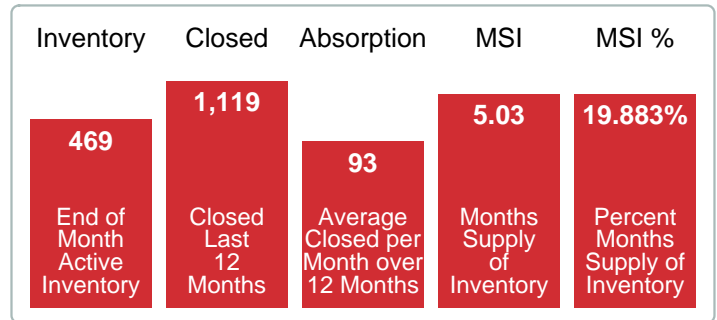
MONTHS SUPPLY of INVENTORY (MSI)

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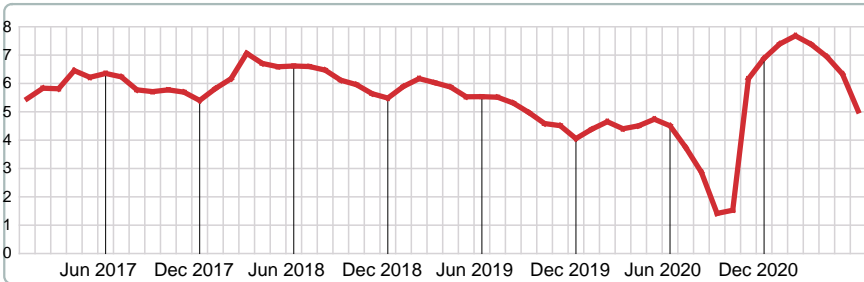
MSI FOR JUNE



INDICATORS FOR JUNE 2021

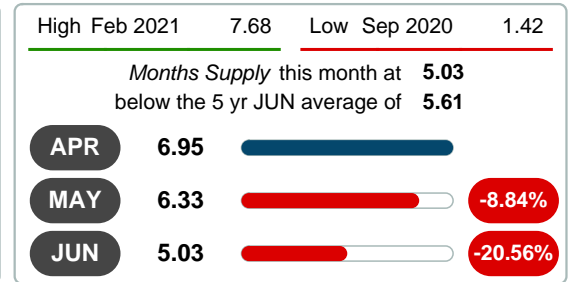


5 YEAR MARKET ACTIVITY TRENDS



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		100%	5.03	315	100	41	13

June 2021



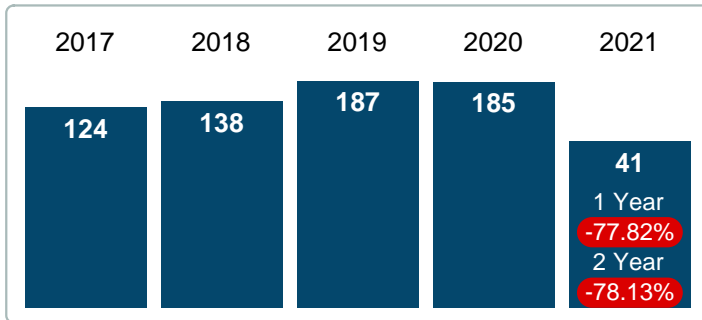
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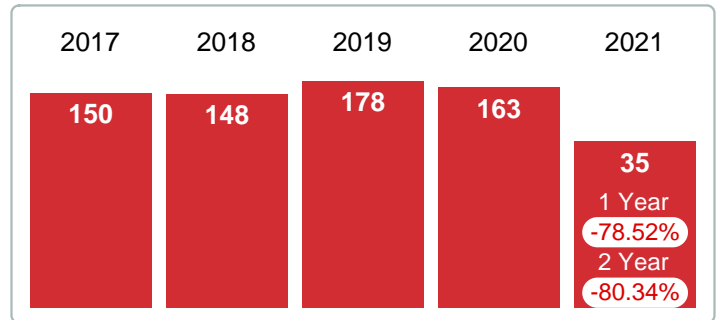
AVERAGE DAYS ON MARKET TO SALE

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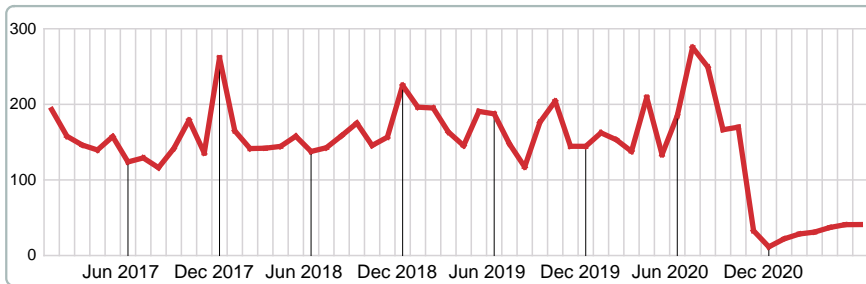
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

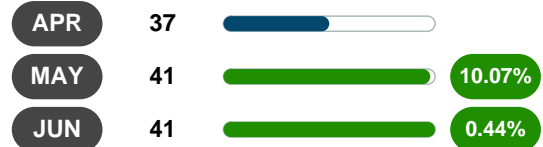


3 MONTHS

5 year JUN AVG = 135

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 41 below the 5 yr JUN 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	6	5.04%	54	58	31	0	
\$25,001 - \$50,000	11	9.24%	30	39	7	0	
\$50,001 - \$125,000	27	22.69%	54	48	49	101	
\$125,001 - \$200,000	28	23.53%	27	29	29	12	
\$200,001 - \$250,000	21	17.65%	36	62	37	23	
\$250,001 - \$325,000	13	10.92%	37	108	21	22	
\$325,001 and up	13	10.92%	58	42	52	51	
Average Closed DOM		41		47	34	38	
Total Closed Units		119	100%	41	39	54	23
Total Closed Volume		25,935,639			9.10M	9.94M	5.82M

June 2021



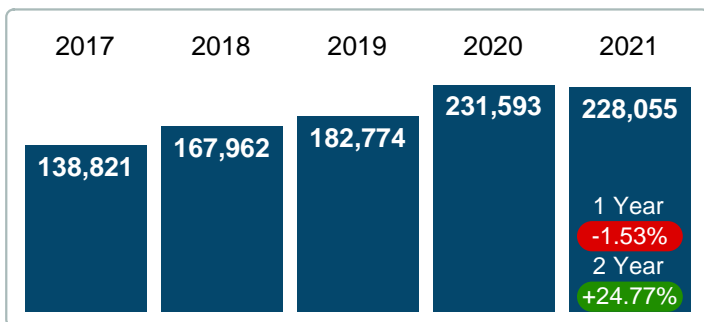
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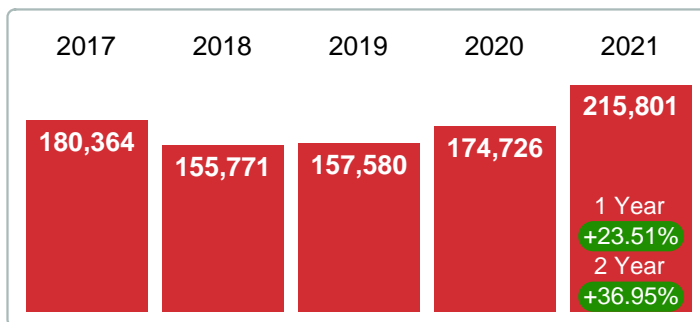
AVERAGE LIST PRICE AT CLOSING

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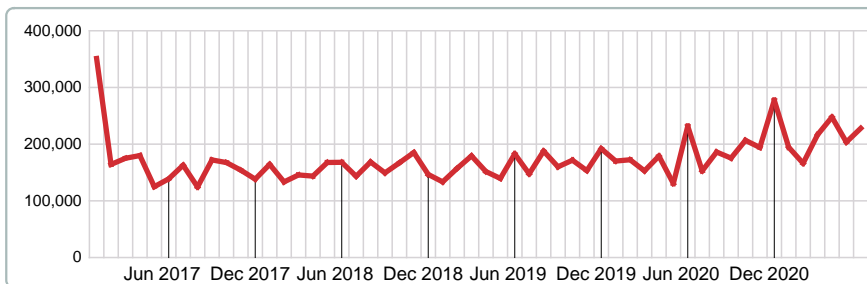
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

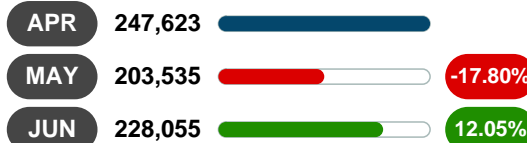


3 MONTHS

5 year JUN AVG = 189,841

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

Average List Price at Closing this month at **228,055**
above the 5 yr JUN average of **189,841**



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	5	4.20%	19,820	22,680	18,000	0	0
\$25,001 - \$50,000	10	8.40%	39,030	45,000	37,500	0	0
\$50,001 - \$125,000	26	21.85%	82,142	86,942	95,708	76,633	0
\$125,001 - \$200,000	34	28.57%	165,654	153,650	167,055	180,667	0
\$200,001 - \$250,000	18	15.13%	225,669	229,864	219,547	222,121	0
\$250,001 - \$325,000	13	10.92%	298,692	325,000	289,633	288,450	324,950
\$325,001 and up	13	10.92%	841,242	2,078,313	477,225	459,460	495,000
Average List Price			228,055	254,308	186,586	260,868	381,633
Total Closed Units		100%	228,055	39	54	23	3
Total Closed Volume				9.92M	10.08M	6.00M	1.14M

June 2021



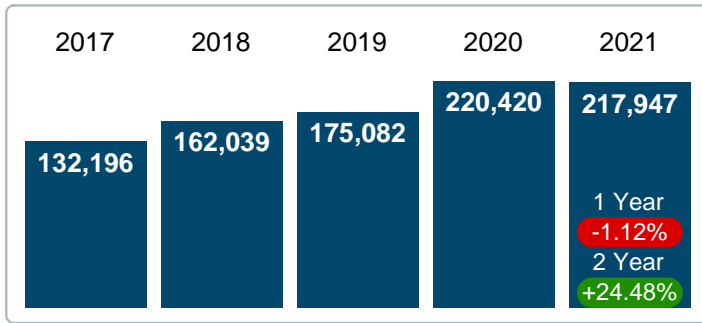
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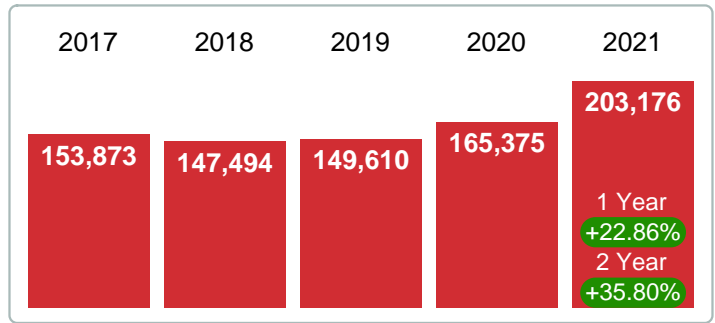
AVERAGE SOLD PRICE AT CLOSING

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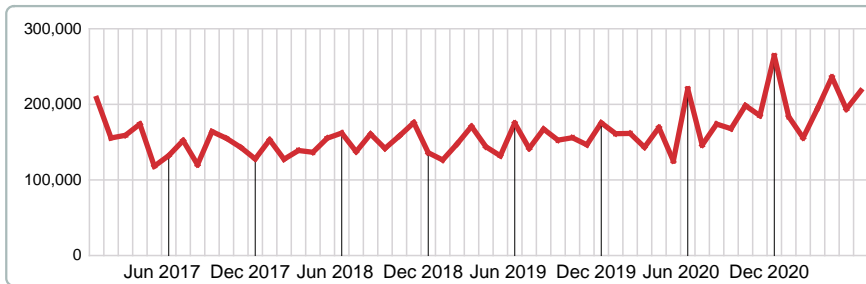
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 181,537

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

Average Sold Price at Closing this month at 217,947 above the 5 yr JUN average of 181,537



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	5.04%	18,292	18,350	18,000	0	0
\$25,001 - \$50,000	9.24%	41,082	42,375	37,633	0	0
\$50,001 - \$125,000	22.69%	84,250	81,208	90,854	70,000	0
\$125,001 - \$200,000	23.53%	162,770	147,333	165,476	176,500	0
\$200,001 - \$250,000	17.65%	220,416	226,114	218,236	220,021	0
\$250,001 - \$325,000	10.92%	294,492	315,000	287,733	285,250	323,000
\$325,001 and up	10.92%	775,735	1,862,716	470,000	436,280	435,000
Average Sold Price		217,947	233,253	183,995	253,133	360,333
Total Closed Units	100%	217,947	39	54	23	3
Total Closed Volume		25,935,639	9.10M	9.94M	5.82M	1.08M

June 2021



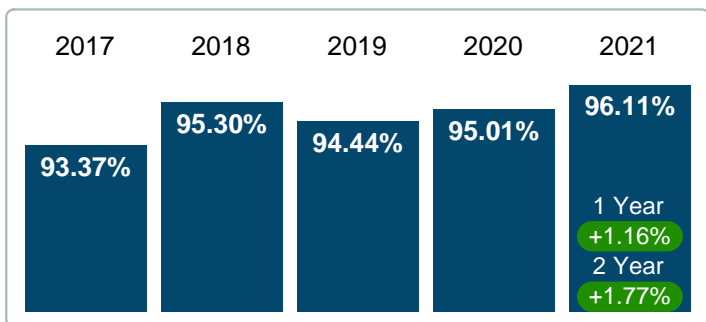
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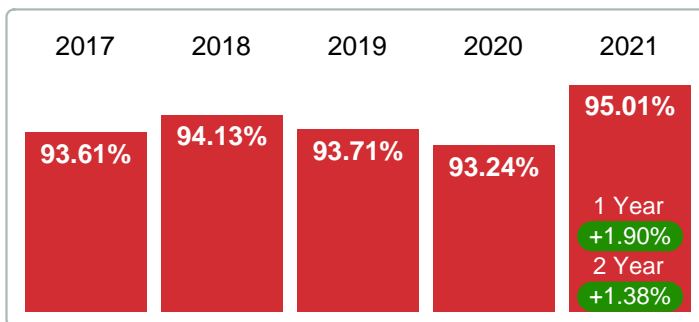
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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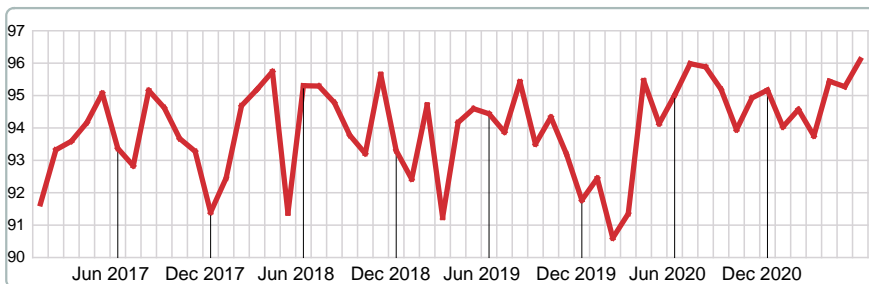
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

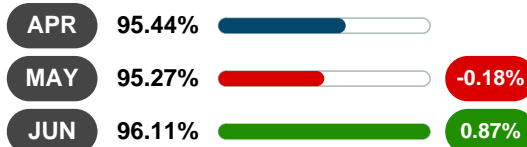


3 MONTHS

5 year JUN AVG = 94.85%

High Jun 2021 96.11% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **96.11%**
above the 5 yr JUN average of **94.85%**



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	6	5.04%	82.48%	78.98%	100.00%	0.00%	0.00%
\$25,001 - \$50,000	11	9.24%	97.24%	94.71%	103.98%	0.00%	0.00%
\$50,001 - \$125,000	27	22.69%	93.78%	93.35%	94.65%	92.01%	0.00%
\$125,001 - \$200,000	28	23.53%	98.38%	95.91%	99.23%	98.00%	0.00%
\$200,001 - \$250,000	21	17.65%	99.23%	98.33%	99.67%	99.18%	0.00%
\$250,001 - \$325,000	13	10.92%	99.27%	96.92%	99.83%	98.95%	99.40%
\$325,001 and up	13	10.92%	93.17%	85.86%	98.25%	94.55%	87.88%
Average Sold/List Ratio		96.10%		92.21%	98.56%	97.04%	95.56%
Total Closed Units	119	100%	96.10%	39	54	23	3
Total Closed Volume	25,935,639			9.10M	9.94M	5.82M	1.08M

June 2021



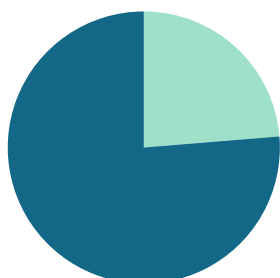
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

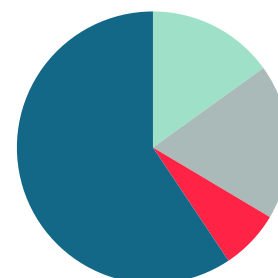


Inventory
 New Listings
178 = 23.70%
 Start Inventory
573
 Total Inventory Units
751
 Volume
\$247,247,178

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%
Average List Price	231,593	228,055	-1.53%	174,726	215,801	23.51%
Average Sale Price	220,420	217,947	-1.12%	165,375	203,176	22.86%
Average Percent of Selling Price to List Price	95.01%	96.11%	1.16%	93.24%	95.01%	1.90%
Average Days on Market to Sale	184.84	40.99	-77.82%	163.33	35.08	-78.52%
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

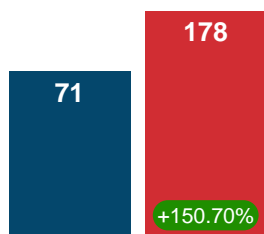
Inventory on June 30, 2021 = 469

2020 **2021**

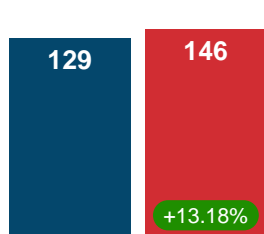
JUNE MARKET

AVERAGE PRICES

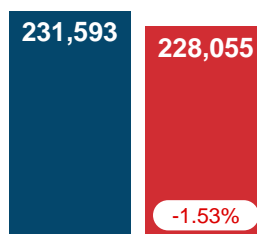
New Listings



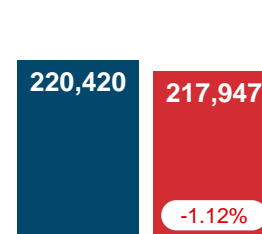
Pending Listings



List Price



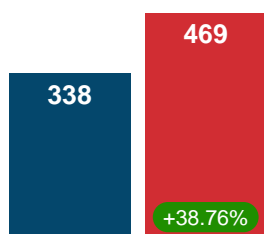
Sale Price



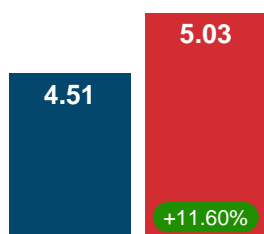
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

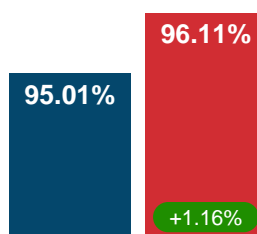
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

