

April 2021



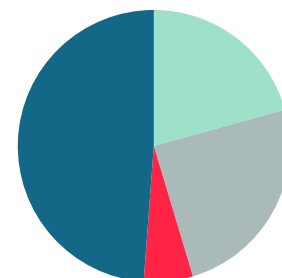
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	39	78	100.00%
Pending Listings	54	93	72.22%
New Listings	44	114	159.09%
Average List Price	133,156	258,424	94.08%
Average Sale Price	129,933	252,382	94.24%
Average Percent of Selling Price to List Price	96.40%	96.43%	0.03%
Average Days on Market to Sale	96.97	33.28	-65.68%
End of Month Inventory	110	184	67.27%
Months Supply of Inventory	2.17	3.15	44.87%



■ Closed (20.69%)
■ Pending (24.67%)
■ Other OffMarket (5.84%)
■ Active (48.81%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of April 30, 2021 = **184**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2021 rose **67.27%** to 184 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **3.15** 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 **94.24%** in April 2021 to \$252,382 versus the previous year at \$129,933.

Average Days on Market Shortens

The average number of **33.28** days that homes spent on the market before selling decreased by 63.69 days or **65.68%** in April 2021 compared to last year's same month at **96.97** 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 114 New Listings in April 2021, up **159.09%** from last year at 44. Furthermore, there were 78 Closed Listings this month versus last year at 39, a **100.00%** increase.

Closed versus Listed trends yielded a **68.4%** ratio, down from previous year's, April 2020, at **88.6%**, a **22.81%** downswing. This will certainly create pressure on an increasing Monthly 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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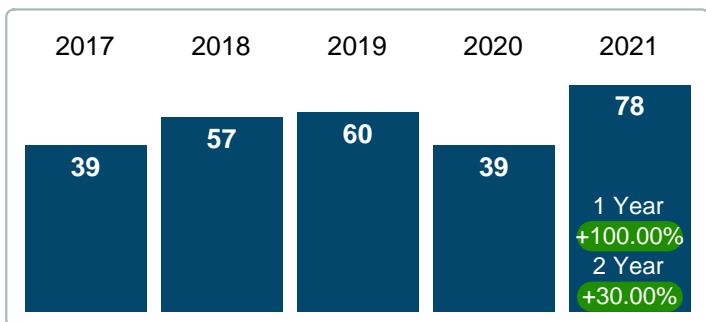
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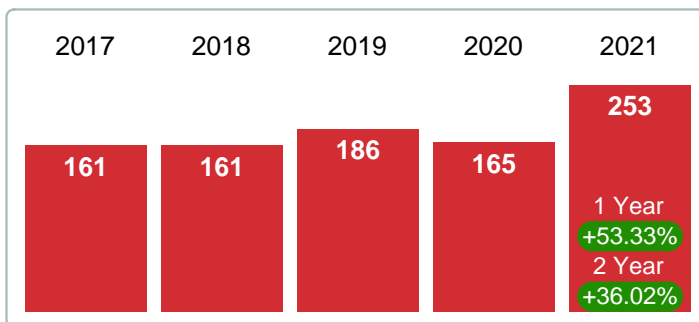
CLOSED LISTINGS

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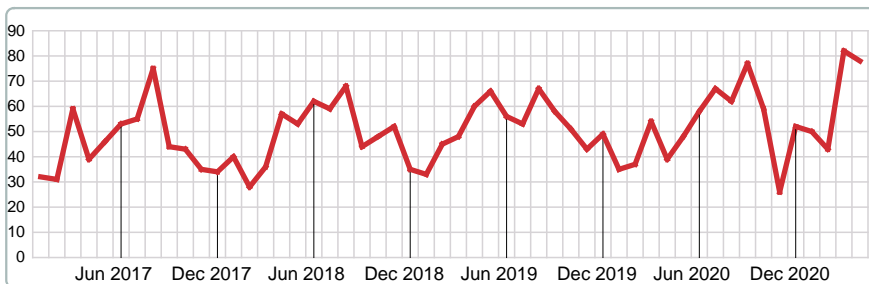
APRIL



YEAR TO DATE (YTD)

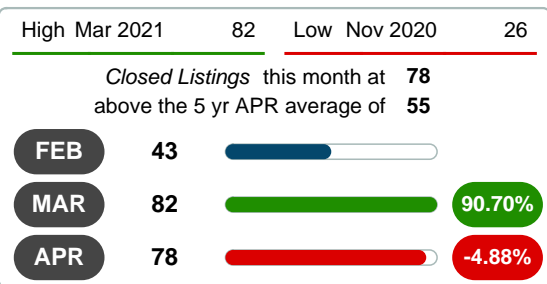


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.26%	26.5	5	3	0	0
\$50,001 - \$100,000	7	8.97%	20.3	3	3	1	0
\$100,001 - \$125,000	6	7.69%	43.0	2	3	1	0
\$125,001 - \$200,000	27	34.62%	30.6	3	19	5	0
\$200,001 - \$275,000	10	12.82%	13.4	0	6	2	2
\$275,001 - \$375,000	11	14.10%	40.6	2	6	3	0
\$375,001 and up	9	11.54%	64.0	0	0	4	5
Total Closed Units	78			15	40	16	7
Total Closed Volume	19,685,820	100%	33.3	1.79M	6.86M	6.11M	4.92M
Average Closed Price	\$252,382			\$119,460	\$171,590	\$381,723	\$703,250

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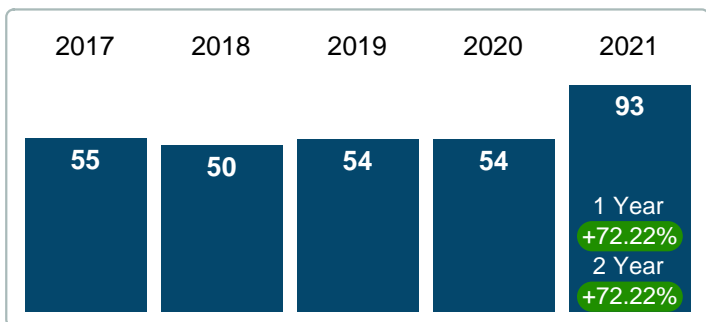
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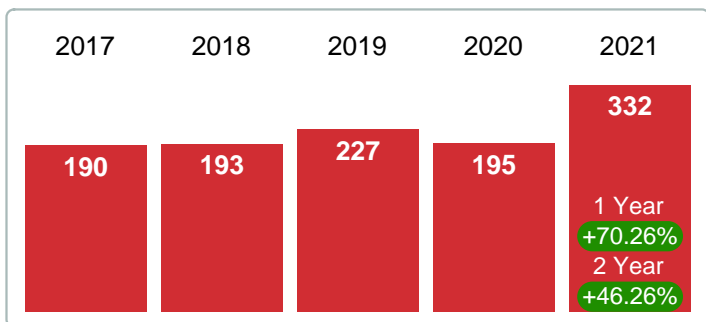
PENDING LISTINGS

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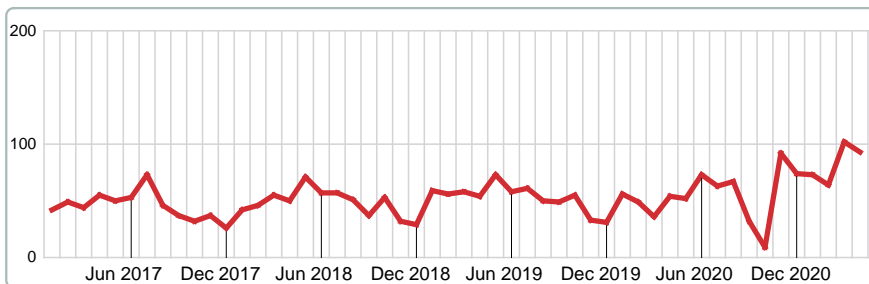
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 61

High Mar 2021 102 Low Oct 2020 9

Pending Listings this month at 93 above the 5 yr APR average of 61



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	8	8.60%	23.5	5	3	0	0
\$50,001 - \$75,000	7	7.53%	73.6	5	1	1	0
\$75,001 - \$125,000	15	16.13%	62.5	6	7	2	0
\$125,001 - \$200,000	27	29.03%	40.5	2	19	6	0
\$200,001 - \$275,000	13	13.98%	21.8	1	6	6	0
\$275,001 - \$350,000	13	13.98%	30.8	0	7	4	2
\$350,001 and up	10	10.75%	95.1	2	2	3	3
Total Pending Units	93			21	45	22	5
Total Pending Volume	18,703,600	100%	47.0	2.56M	8.48M	5.00M	2.67M
Average Listing Price	\$202,545			\$121,852	\$188,411	\$227,309	\$533,080

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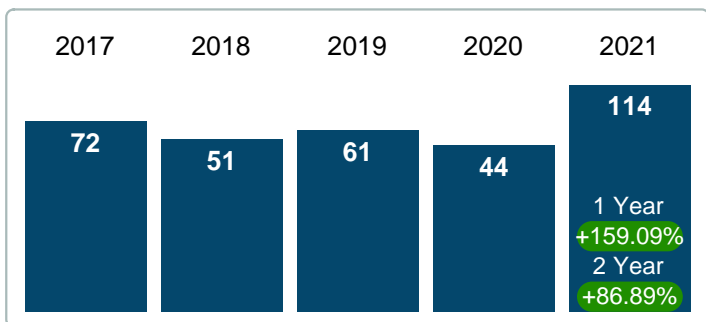
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



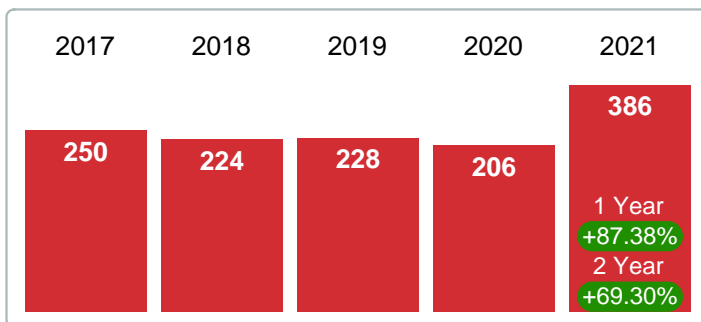
NEW LISTINGS

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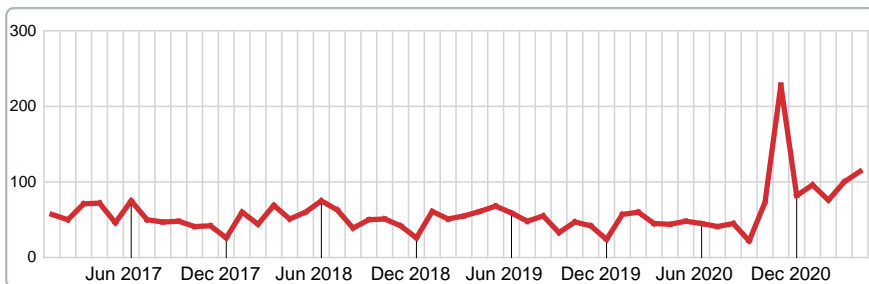
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 68

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 114
above the 5 yr APR average of 68



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.65%	10	1	0	0
\$50,001 - \$75,000	12	10.53%	5	6	1	0
\$75,001 - \$125,000	15	13.16%	5	7	2	1
\$125,001 - \$200,000	28	24.56%	2	20	5	1
\$200,001 - \$275,000	18	15.79%	1	10	6	1
\$275,001 - \$400,000	19	16.67%	2	11	5	1
\$400,001 and up	11	9.65%	0	3	7	1
Total New Listed Units	114		25	58	26	5
Total New Listed Volume	25,763,000	100%	2.66M	12.87M	8.88M	1.35M
Average New Listed Listing Price	\$177,711		\$106,200	\$221,903	\$341,681	\$270,780

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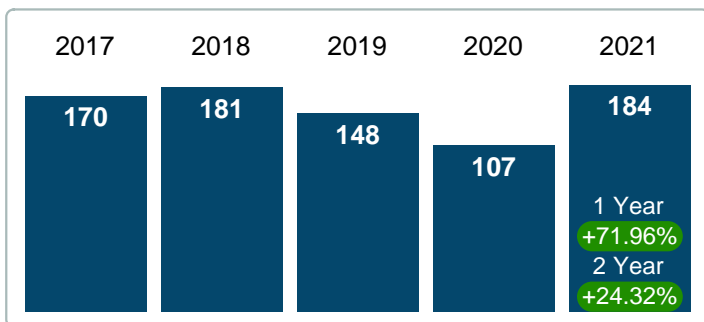
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



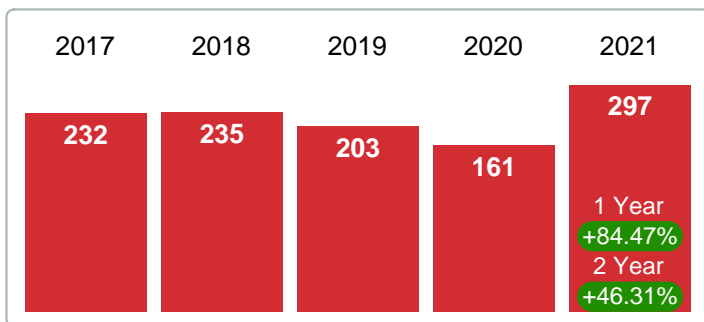
ACTIVE INVENTORY

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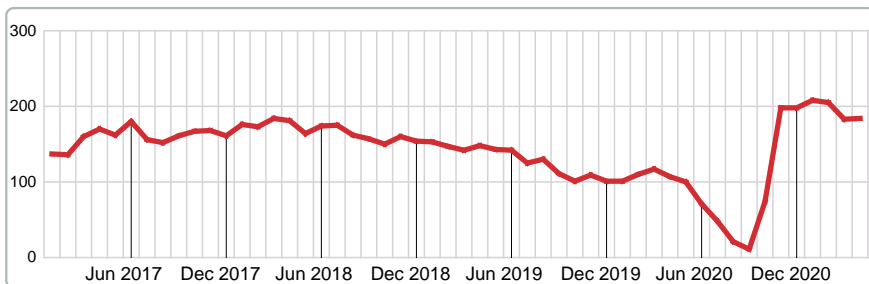
END OF APRIL



ACTIVE DURING APRIL

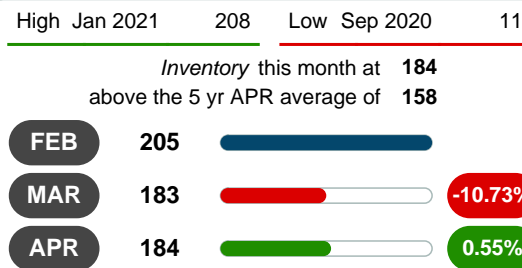


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 158



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	3.80%	81.9	3	4	0	0
\$25,001 - \$50,000	18	9.78%	88.3	13	3	2	0
\$50,001 - \$100,000	40	21.74%	86.7	15	23	2	0
\$100,001 - \$200,000	48	26.09%	62.9	5	37	3	3
\$200,001 - \$275,000	27	14.67%	71.1	4	16	6	1
\$275,001 - \$575,000	23	12.50%	44.8	1	11	8	3
\$575,001 and up	21	11.41%	73.6	1	6	12	2
Total Active Inventory by Units	184			42	100	33	9
Total Active Inventory by Volume	45,606,600	100%	71.4	4.95M	21.97M	14.29M	4.40M
Average Active Inventory Listing Price	\$247,862			\$117,760	\$219,668	\$433,030	\$489,322

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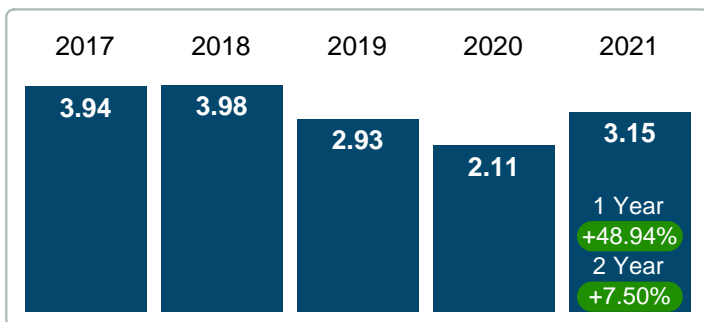
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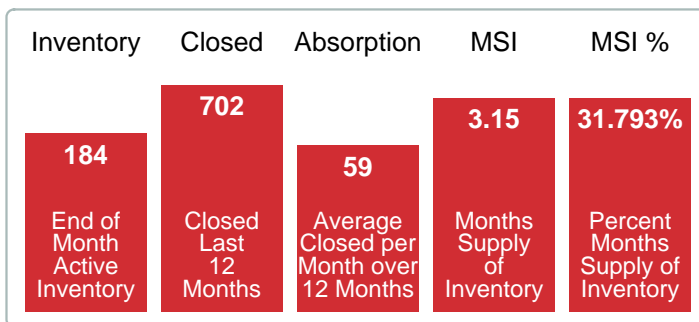
MONTHS SUPPLY of INVENTORY (MSI)

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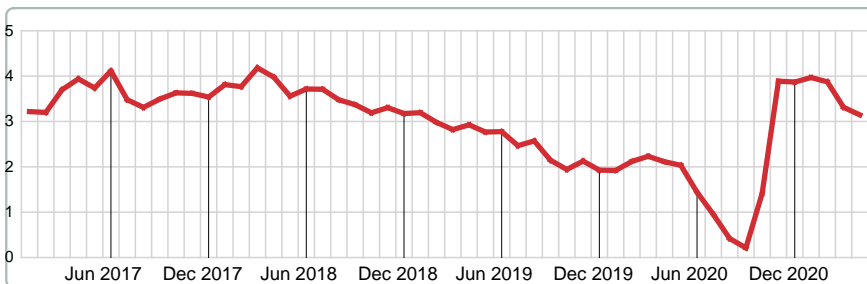
MSI FOR APRIL



INDICATORS FOR APRIL 2021

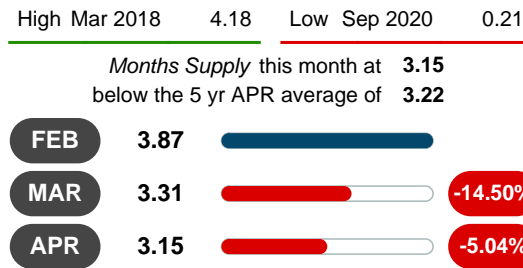


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.22



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
\$30,000 and less	11	5.98%	4.40	4.80	4.00	0.00	0.00
\$30,001 - \$60,000	25	13.59%	3.53	5.00	2.23	6.00	0.00
\$60,001 - \$110,000	33	17.93%	3.14	2.93	3.55	1.71	0.00
\$110,001 - \$210,000	45	24.46%	1.98	2.22	2.27	0.63	4.00
\$210,001 - \$290,000	28	15.22%	3.39	12.00	3.31	2.63	2.40
\$290,001 - \$580,000	23	12.50%	3.73	2.00	4.80	2.92	6.00
\$580,001 and up	19	10.33%	15.20	0.00	18.00	20.00	4.80
Market Supply of Inventory (MSI)			3.15	3.91	3.03	2.64	4.00
Total Active Inventory by Units		100%	3.15	42	100	33	9

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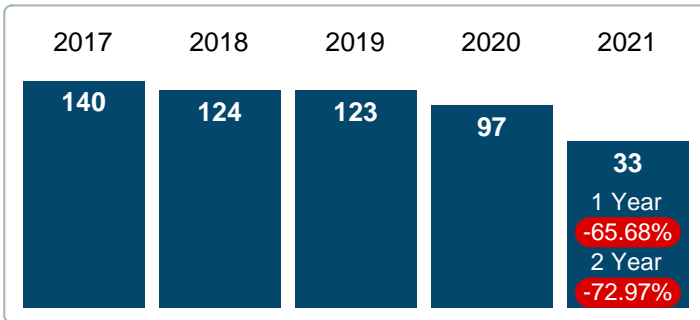
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



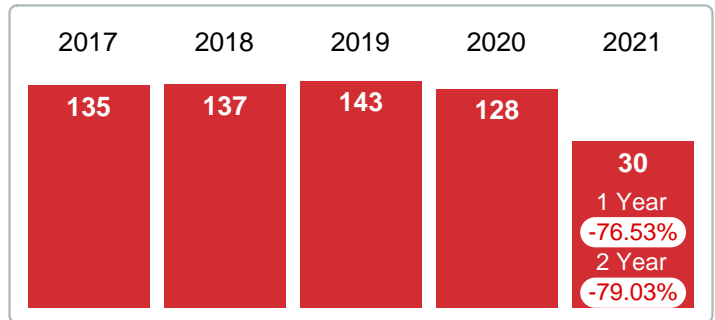
AVERAGE DAYS ON MARKET TO SALE

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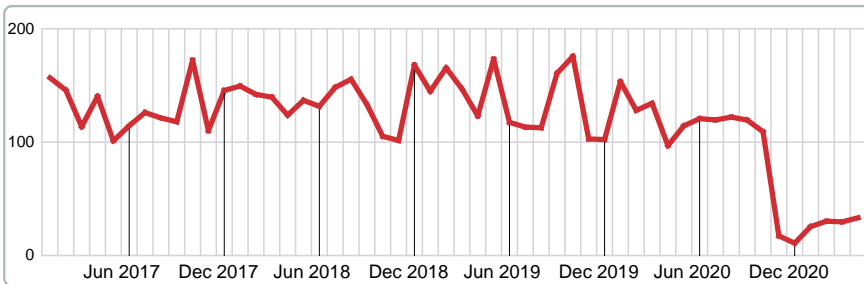
APRIL



YEAR TO DATE (YTD)

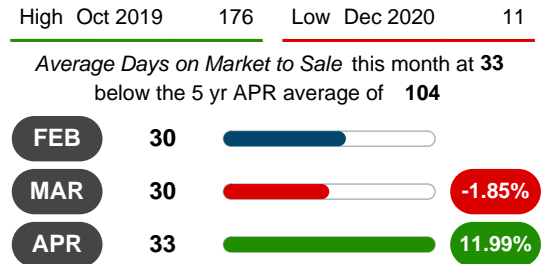


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 104



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
\$50,000 and less	10.26%	27	39	6	0	0
\$50,001 - \$100,000	8.97%	20	7	23	51	0
\$100,001 - \$125,000	7.69%	43	58	12	105	0
\$125,001 - \$200,000	34.62%	31	11	36	23	0
\$200,001 - \$275,000	12.82%	13	0	20	3	3
\$275,001 - \$375,000	14.10%	41	84	32	29	0
\$375,001 and up	11.54%	64	0	0	25	96
Average Closed DOM		33				
Total Closed Units		78				
Total Closed Volume		19,685,820				
			36	28	29	69
	100%	33	15	40	16	7
			1.79M	6.86M	6.11M	4.92M

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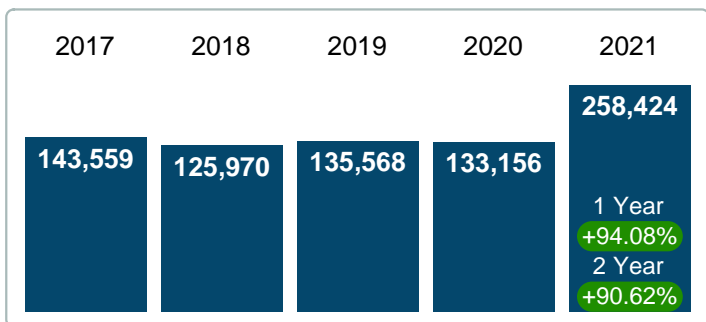
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



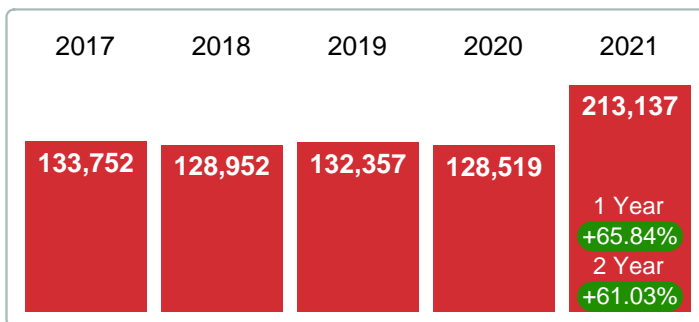
AVERAGE LIST PRICE AT CLOSING

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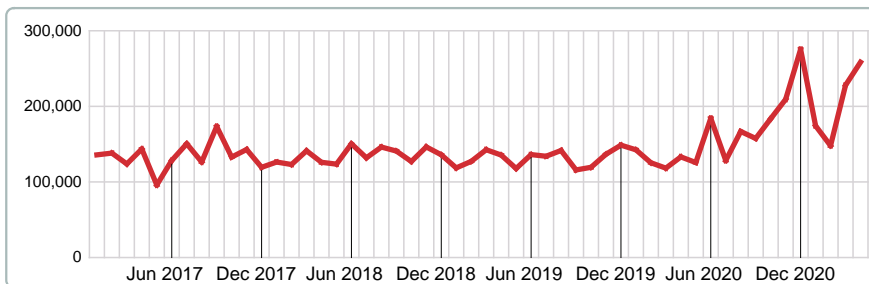
APRIL



YEAR TO DATE (YTD)

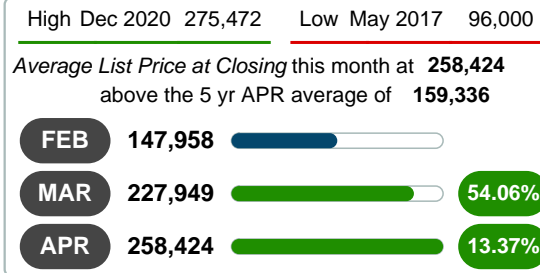


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 159,336



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
\$50,000 and less	7	8.97%	39,686	41,580	42,967	0	0
\$50,001 - \$100,000	8	10.26%	78,988	75,667	88,967	89,900	0
\$100,001 - \$125,000	5	6.41%	112,560	109,450	111,000	139,000	0
\$125,001 - \$200,000	27	34.62%	161,067	174,967	160,611	171,660	0
\$200,001 - \$275,000	10	12.82%	230,800	0	231,333	237,500	249,500
\$275,001 - \$375,000	12	15.38%	323,033	361,250	311,150	336,000	0
\$375,001 and up	9	11.54%	905,711	0	0	923,475	891,500
Average List Price			258,424	126,747	175,882	391,506	708,071
Total Closed Units		100%	258,424	15	40	16	7
Total Closed Volume			20,157,099	1.90M	7.04M	6.26M	4.96M

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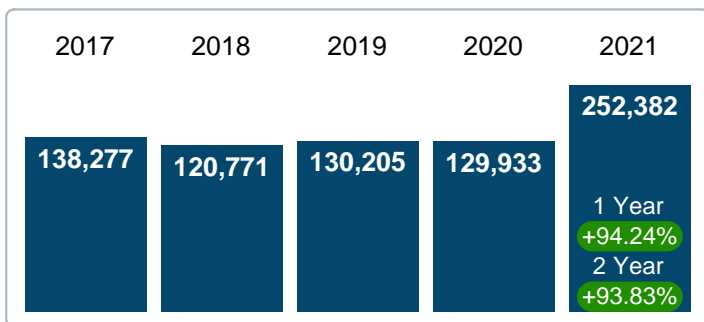
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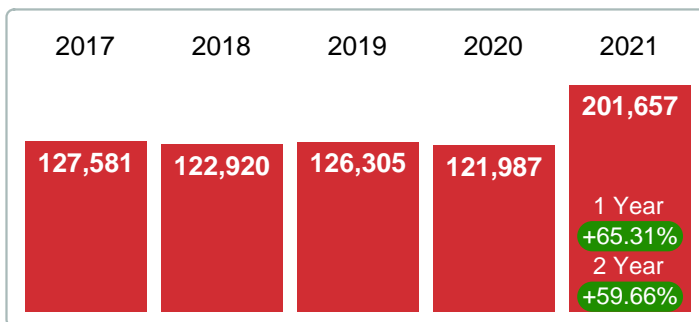
AVERAGE SOLD PRICE AT CLOSING

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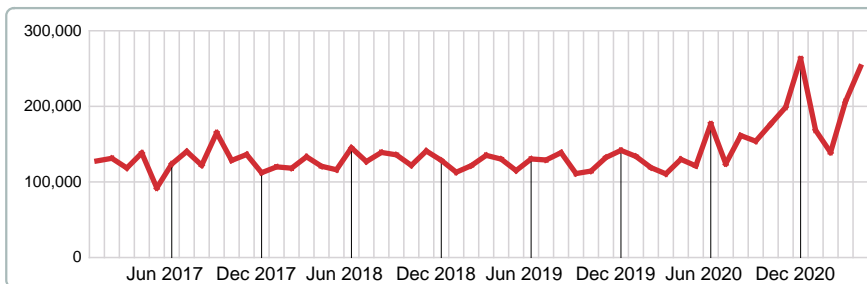
APRIL



YEAR TO DATE (YTD)

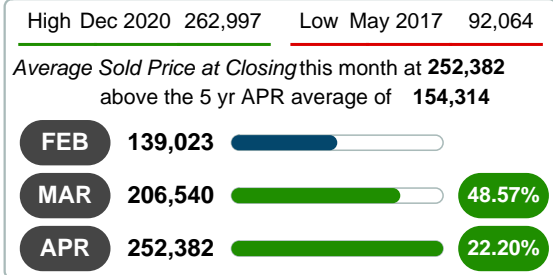


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 154,314



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
\$50,000 and less	10.26%	35,813	33,500	39,667	0	0
\$50,001 - \$100,000	8.97%	80,643	76,667	84,500	81,000	0
\$100,001 - \$125,000	7.69%	110,417	107,250	109,333	120,000	0
\$125,001 - \$200,000	34.62%	159,756	158,300	158,032	167,180	0
\$200,001 - \$275,000	12.82%	233,325	0	227,500	242,000	242,125
\$275,001 - \$375,000	14.10%	317,318	352,500	299,250	330,000	0
\$375,001 and up	11.54%	892,797	0	0	899,168	887,700
Average Sold Price		252,382	119,460	171,590	381,723	703,250
Total Closed Units	100%	252,382	15	40	16	7
Total Closed Volume		19,685,820	1.79M	6.86M	6.11M	4.92M

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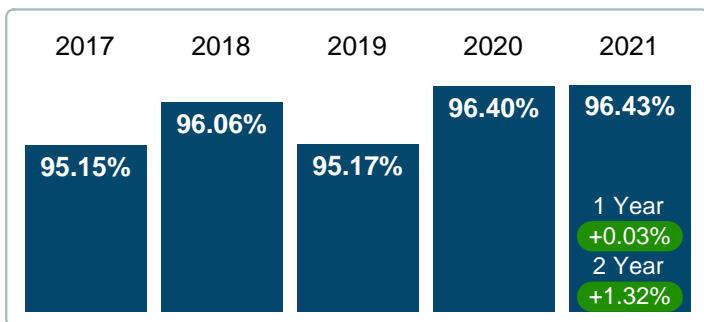
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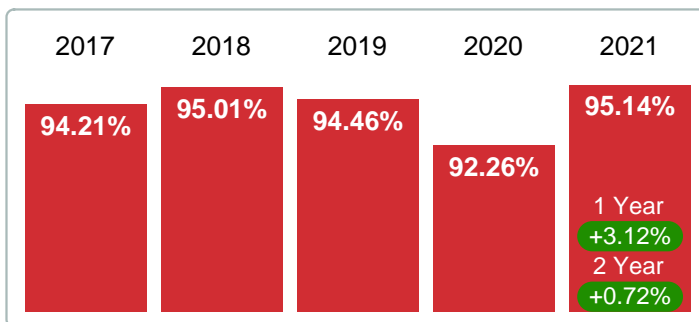
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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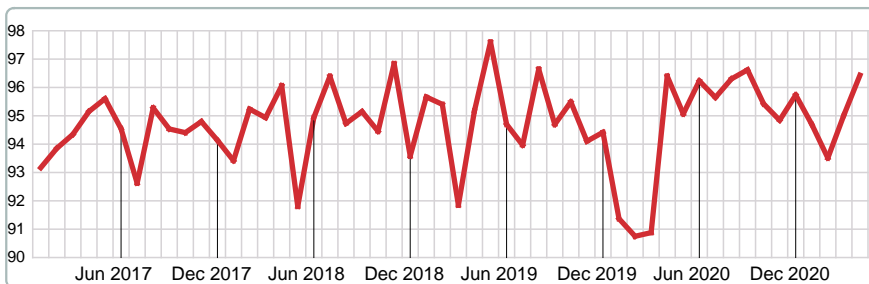
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

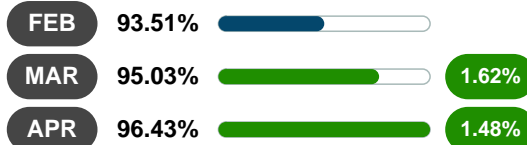


3 MONTHS

5 year APR AVG = 95.84%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.43%**
equal to 5 yr APR average of **95.84%**



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	
\$50,000 and less	8	10.26%	84.37%	80.12%	91.47%	0.00%	0.00%	
\$50,001 - \$100,000	7	8.97%	97.49%	101.20%	96.23%	90.10%	0.00%	
\$100,001 - \$125,000	6	7.69%	96.46%	98.43%	98.53%	86.33%	0.00%	
\$125,001 - \$200,000	27	34.62%	97.58%	92.59%	98.44%	97.32%	0.00%	
\$200,001 - \$275,000	10	12.82%	98.80%	0.00%	98.37%	101.84%	97.04%	
\$275,001 - \$375,000	11	14.10%	97.09%	97.48%	96.24%	98.51%	0.00%	
\$375,001 and up	9	11.54%	99.44%	0.00%	0.00%	99.20%	99.62%	
Average Sold/List Ratio		96.40%		91.59%	97.42%	97.44%	98.88%	
Total Closed Units		78	100%	96.40%	15	40	16	7
Total Closed Volume		19,685,820			1.79M	6.86M	6.11M	4.92M

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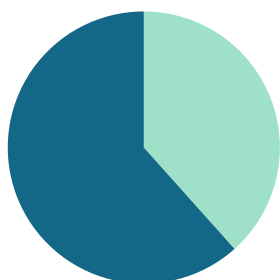
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

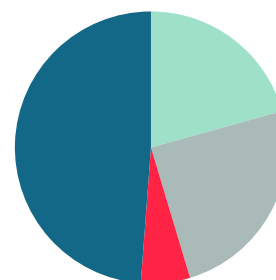


Inventory
 New Listings
114 = 38.38%
 Start Inventory
183
 Total Inventory Units
297
 Volume
\$72,339,650

Market Activity

Closed Sales
78 = 20.69%
 Pending Sales
93 = 24.67%
 Other Off Market
22 = 5.84%
 Active Inventory
184 = 48.81%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	39	78	100.00%	165	253	53.33%
Pending Sales	54	93	72.22%	195	332	70.26%
New Listings	44	114	159.09%	206	386	87.38%
Average List Price	133,156	258,424	94.08%	128,519	213,137	65.84%
Average Sale Price	129,933	252,382	94.24%	121,987	201,657	65.31%
Average Percent of Selling Price to List Price	96.40%	96.43%	0.03%	92.26%	95.14%	3.12%
Average Days on Market to Sale	96.97	33.28	-65.68%	128.11	30.07	-76.53%
Monthly Inventory	110	184	67.27%	110	184	67.27%
Months Supply of Inventory	2.17	3.15	44.87%	2.17	3.15	44.87%

Absorption: Last 12 months, an Average of **59** Sales/Month

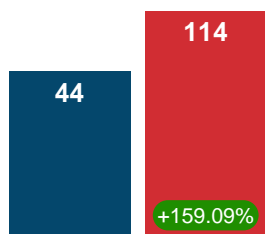
Inventory on April 30, 2021 = **184**

2020 **2021**

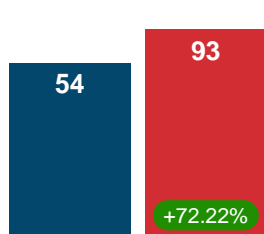
APRIL MARKET

AVERAGE PRICES

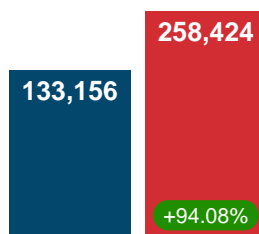
New Listings



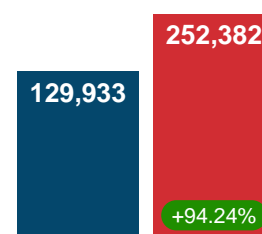
Pending Listings



List Price



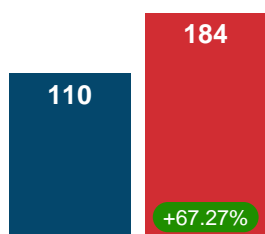
Sale Price



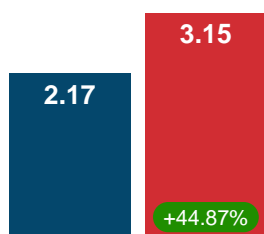
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

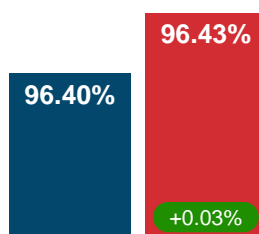
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

