

April 2021



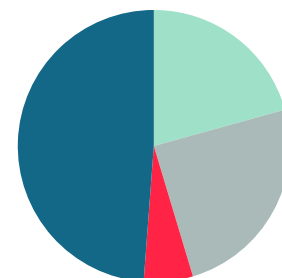
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	134,900	171,000	26.76%
Median Sale Price	138,500	172,500	24.55%
Median Percent of Selling Price to List Price	100.00%	98.50%	-1.50%
Median Days on Market to Sale	59.00	17.50	-70.34%
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.

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 **24.55%** in April 2021 to \$172,500 versus the previous year at \$138,500.

Median Days on Market Shortens

The median number of **17.50** days that homes spent on the market before selling decreased by 41.50 days or **70.34%** in April 2021 compared to last year's same month at **59.00** DOM.

Sales Success for April 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 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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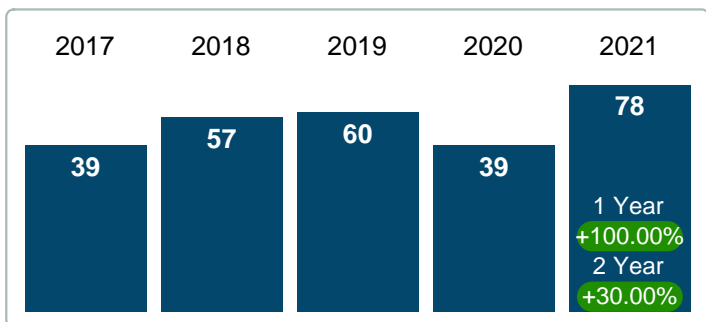
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



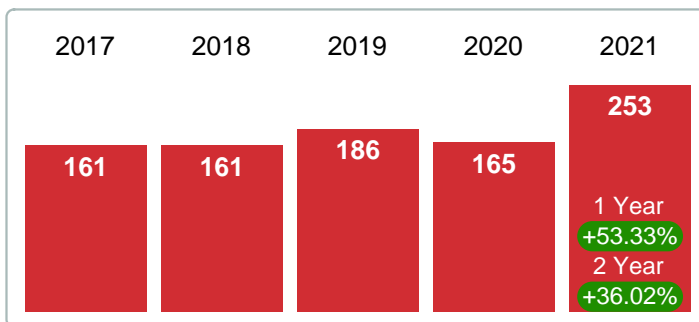
CLOSED LISTINGS

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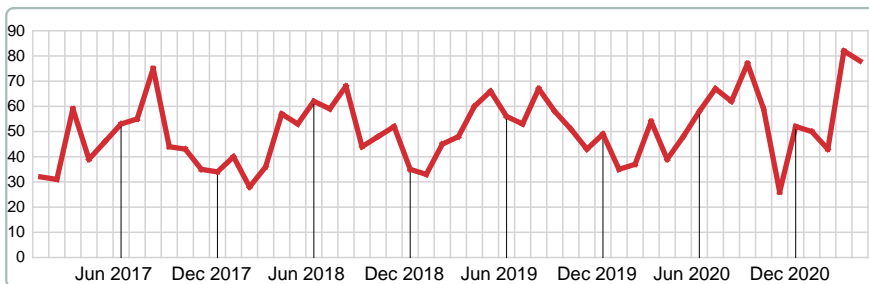
APRIL



YEAR TO DATE (YTD)

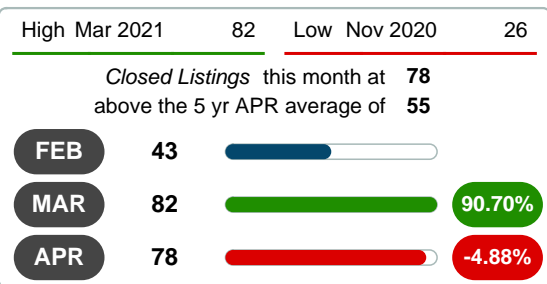


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.26%	8.5	5	3	0	0
\$50,001 - \$100,000	7	8.97%	4.0	3	3	1	0
\$100,001 - \$125,000	6	7.69%	40.0	2	3	1	0
\$125,001 - \$200,000	27	34.62%	18.0	3	19	5	0
\$200,001 - \$275,000	10	12.82%	4.5	0	6	2	2
\$275,001 - \$375,000	11	14.10%	18.0	2	6	3	0
\$375,001 and up	9	11.54%	60.0	0	0	4	5
Total Closed Units	78			15	40	16	7
Total Closed Volume	19,685,820	100%	17.5	1.79M	6.86M	6.11M	4.92M
Median Closed Price	\$172,500			\$86,000	\$162,750	\$242,000	\$649,500

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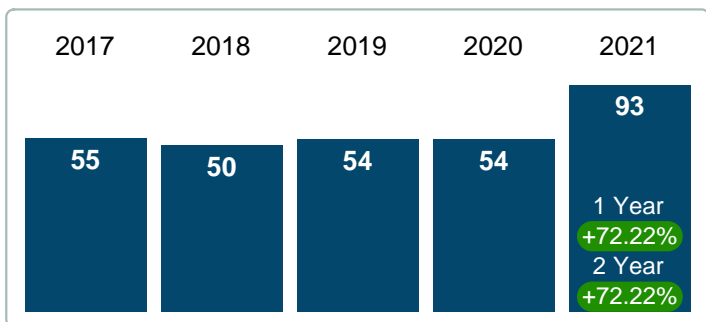
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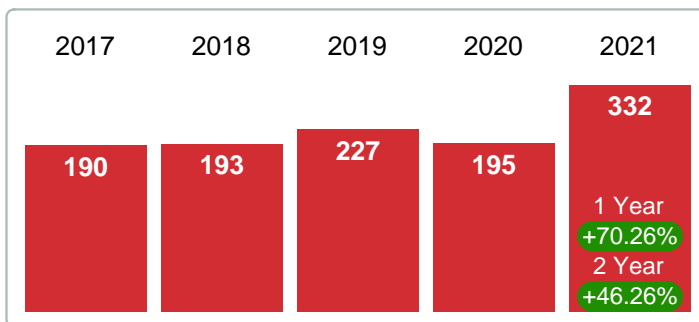
PENDING LISTINGS

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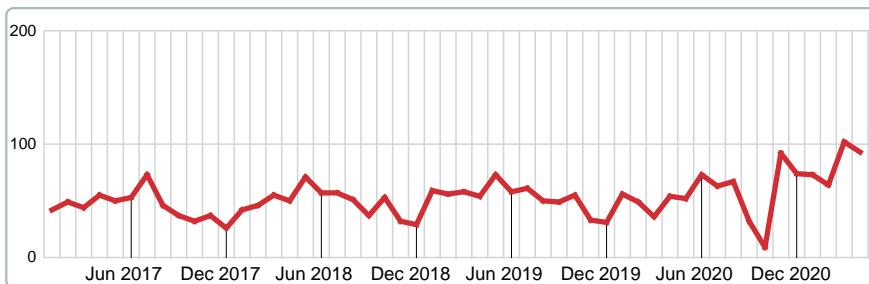
APRIL



YEAR TO DATE (YTD)

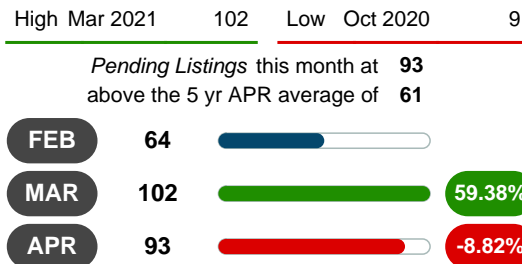


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 61



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	8	8.60%	12.5	5	3	0	0
\$50,001 - \$75,000	7	7.53%	23.0	5	1	1	0
\$75,001 - \$125,000	15	16.13%	11.0	6	7	2	0
\$125,001 - \$200,000	27	29.03%	14.0	2	19	6	0
\$200,001 - \$275,000	13	13.98%	4.0	1	6	6	0
\$275,001 - \$350,000	13	13.98%	16.0	0	7	4	2
\$350,001 and up	10	10.75%	106.5	2	2	3	3
Total Pending Units	93			21	45	22	5
Total Pending Volume	18,703,600	100%	15.0	2.56M	8.48M	5.00M	2.67M
Median Listing Price	\$175,000			\$82,500	\$177,000	\$222,250	\$495,000

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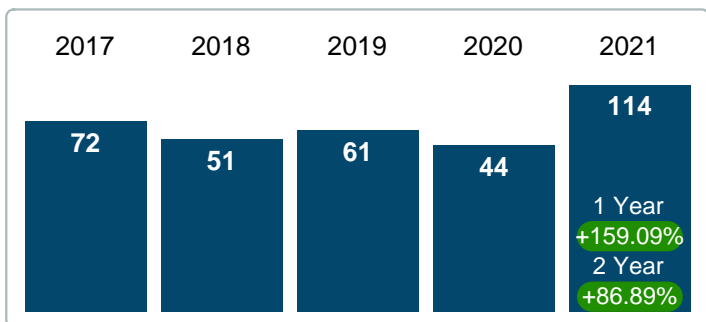
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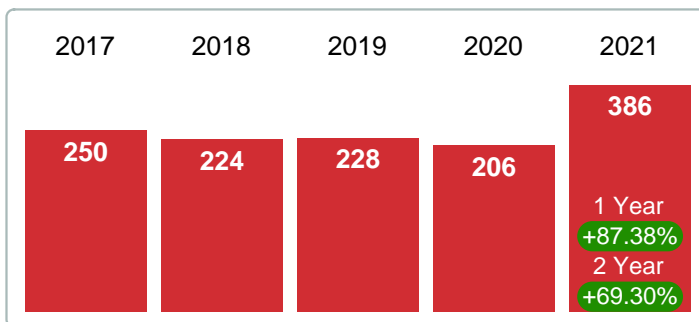
NEW LISTINGS

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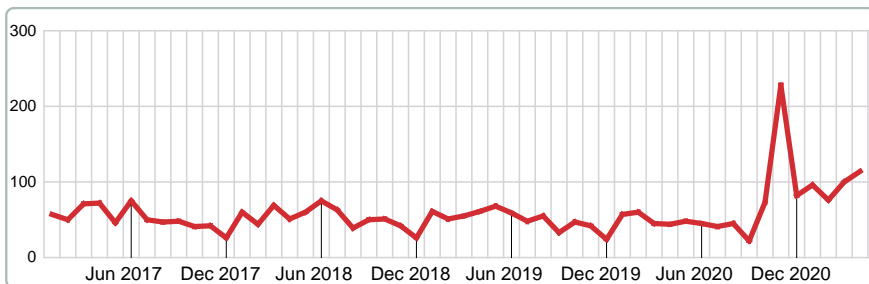
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

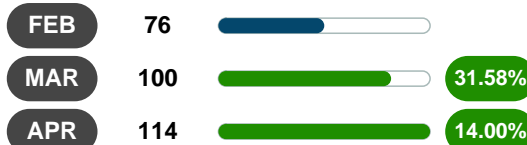


3 MONTHS

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
Median New Listed Listing Price	\$183,750		\$69,000	\$183,750	\$266,950	\$259,900

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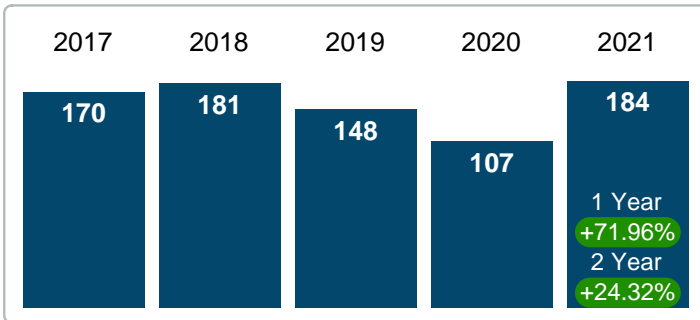
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



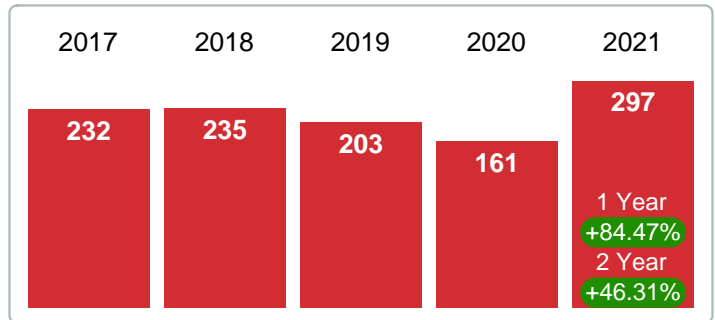
ACTIVE INVENTORY

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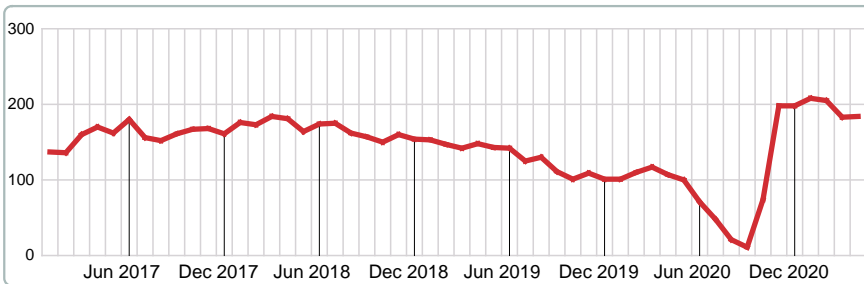
END OF APRIL



ACTIVE DURING APRIL

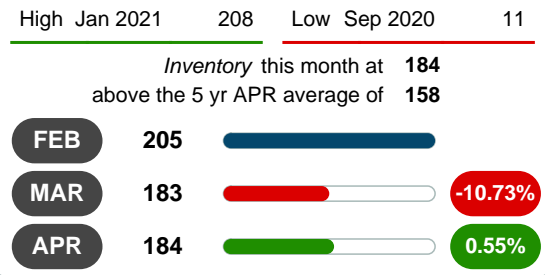


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 158



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	5.98%	103.0	6	5	0	0
\$30,001 - \$60,000	25	13.59%	53.0	15	8	2	0
\$60,001 - \$110,000	33	17.93%	100.0	10	21	2	0
\$110,001 - \$210,000	45	24.46%	35.0	5	34	3	3
\$210,001 - \$290,000	28	15.22%	49.5	4	16	7	1
\$290,001 - \$580,000	23	12.50%	30.0	1	10	9	3
\$580,001 and up	19	10.33%	55.0	1	6	10	2
Total Active Inventory by Units	184			42	100	33	9
Total Active Inventory by Volume	45,606,600	100%	51.0	4.95M	21.97M	14.29M	4.40M
Median Active Inventory Listing Price	\$148,450			\$62,500	\$138,950	\$379,000	\$325,000

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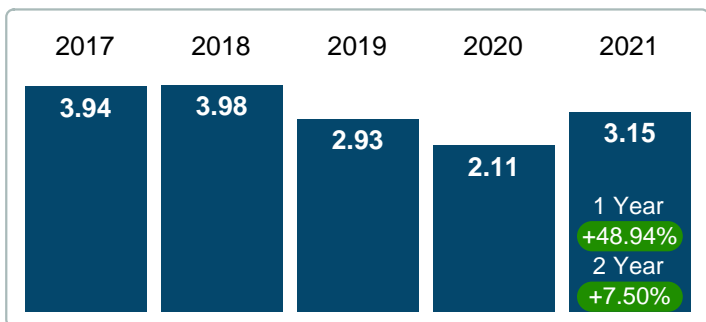
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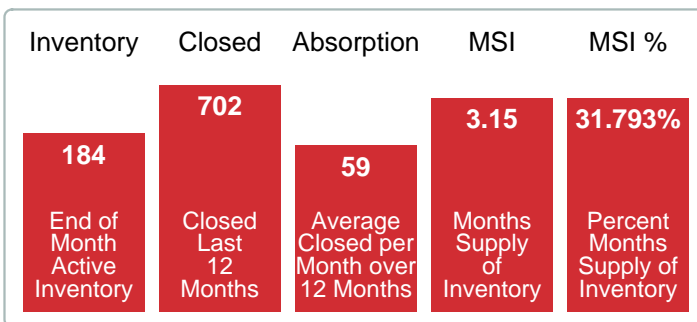
MONTHS SUPPLY of INVENTORY (MSI)

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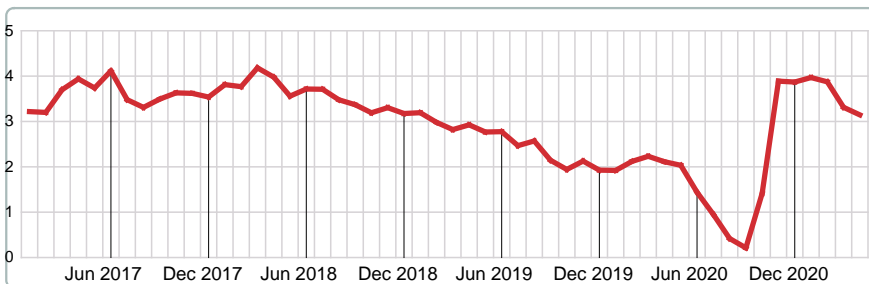
MSI FOR APRIL



INDICATORS FOR APRIL 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.22

High Mar 2018 4.18 Low Sep 2020 0.21

Months Supply this month at 3.15 below the 5 yr APR average of 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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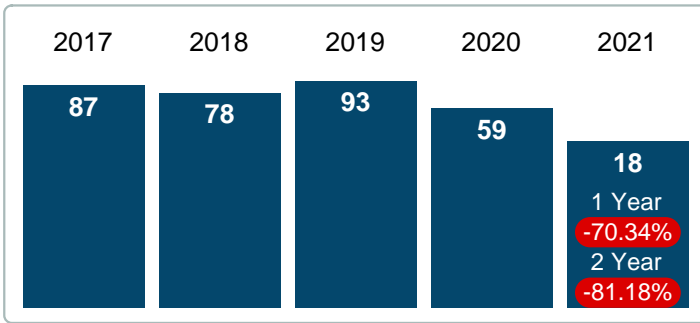
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



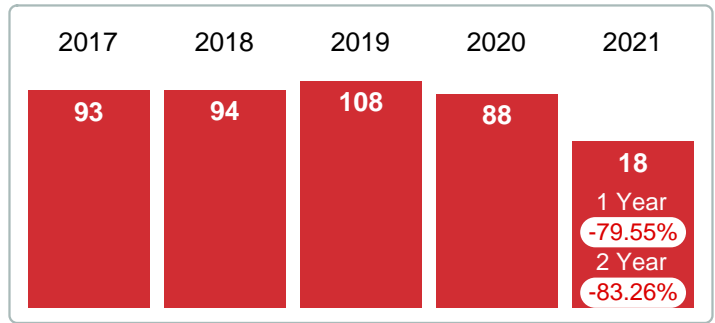
MEDIAN DAYS ON MARKET TO SALE

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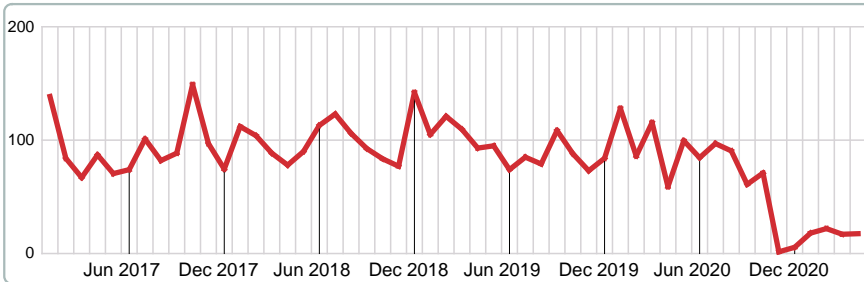
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

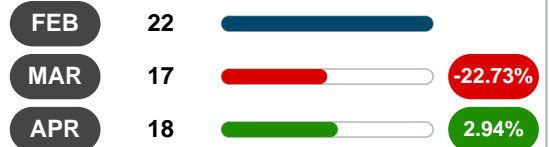


3 MONTHS

5 year APR AVG = 67

High Oct 2017 149 Low Nov 2020 2

Median Days on Market to Sale this month at 18 below the 5 yr APR average of 67



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
\$50,000 and less	10.26%	9	18	3	0	0
\$50,001 - \$100,000	8.97%	4	4	3	51	0
\$100,001 - \$125,000	7.69%	40	58	8	105	0
\$125,001 - \$200,000	34.62%	18	6	30	3	0
\$200,001 - \$275,000	12.82%	5	0	12	3	3
\$275,001 - \$375,000	14.10%	18	84	9	18	0
\$375,001 and up	11.54%	60	0	0	28	80
Median Closed DOM		18	18	11	23	79
Total Closed Units	100%	78	15	40	16	7
Total Closed Volume		19,685,820	1.79M	6.86M	6.11M	4.92M

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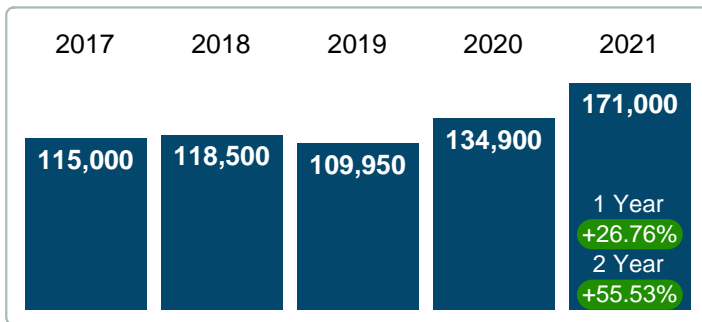
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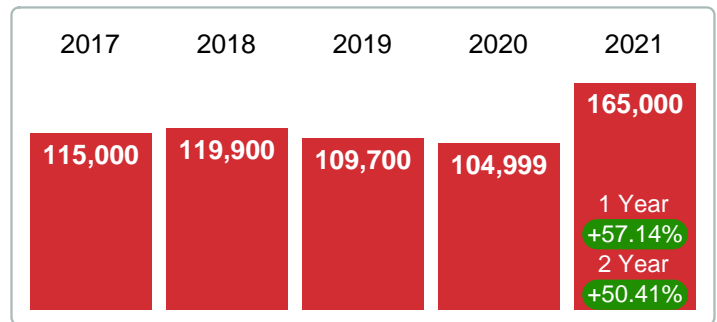
MEDIAN LIST PRICE AT CLOSING

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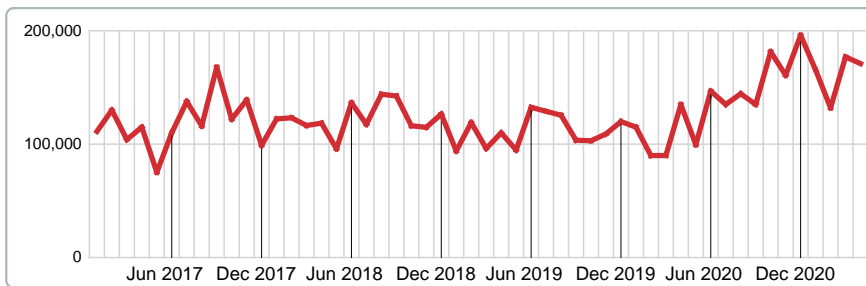
APRIL



YEAR TO DATE (YTD)

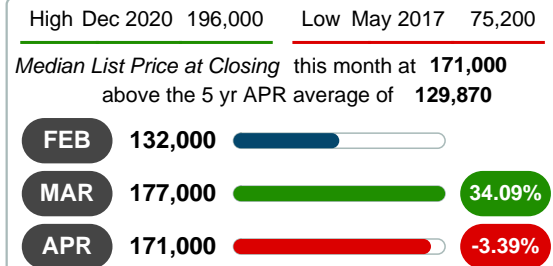


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 129,870



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
\$50,000 and less	8.97%	37,000	35,450	49,900	0	0
\$50,001 - \$100,000	10.26%	84,000	83,000	78,500	89,900	0
\$100,001 - \$125,000	6.41%	110,000	119,900	109,950	0	0
\$125,001 - \$200,000	34.62%	159,900	149,950	165,000	159,700	0
\$200,001 - \$275,000	12.82%	227,000	225,000	225,000	237,500	249,500
\$275,001 - \$375,000	15.38%	321,950	361,250	304,999	349,000	0
\$375,001 and up	11.54%	649,500	0	0	409,500	650,000
Median List Price		171,000	85,000	169,450	237,500	649,500
Total Closed Units	100%	171,000	15	40	16	7
Total Closed Volume		20,157,099	1.90M	7.04M	6.26M	4.96M

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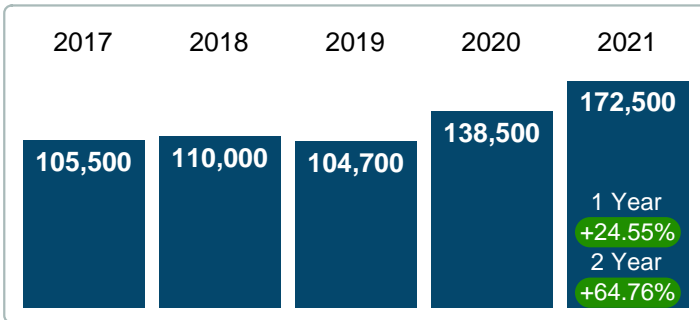
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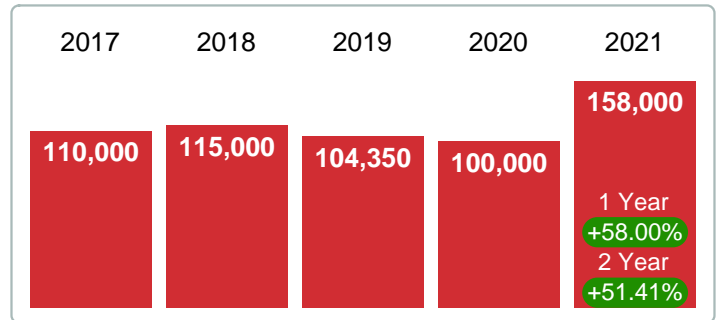
MEDIAN SOLD PRICE AT CLOSING

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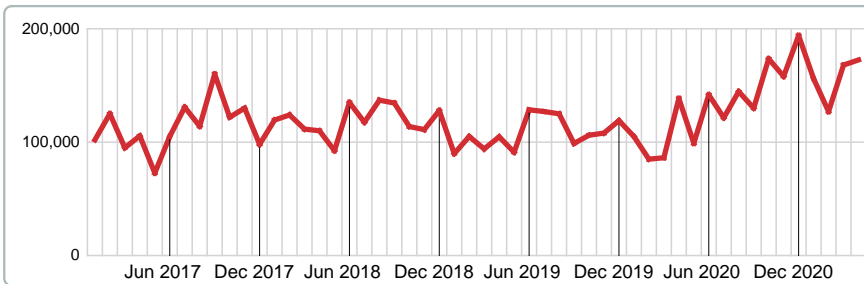
APRIL



YEAR TO DATE (YTD)

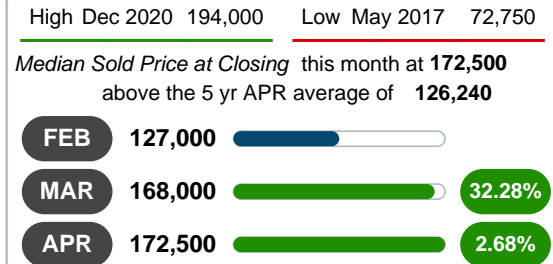


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 126,240



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
\$50,000 and less	10.26%	35,250	33,500	45,000	0	0
\$50,001 - \$100,000	8.97%	85,000	85,000	91,500	81,000	0
\$100,001 - \$125,000	7.69%	110,000	107,250	110,000	120,000	0
\$125,001 - \$200,000	34.62%	160,000	159,900	160,000	160,000	0
\$200,001 - \$275,000	12.82%	230,875	0	217,500	242,000	242,125
\$275,001 - \$375,000	14.10%	309,000	352,500	292,750	350,000	0
\$375,001 and up	11.54%	649,500	0	0	414,000	655,000
Median Sold Price		172,500	86,000	162,750	242,000	649,500
Total Closed Units		78	15	40	16	7
Total Closed Volume		19,685,820	1.79M	6.86M	6.11M	4.92M

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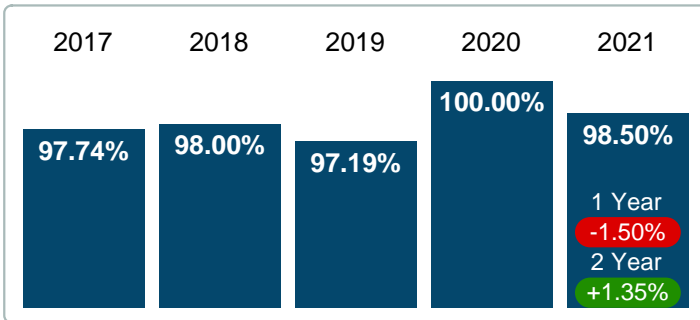
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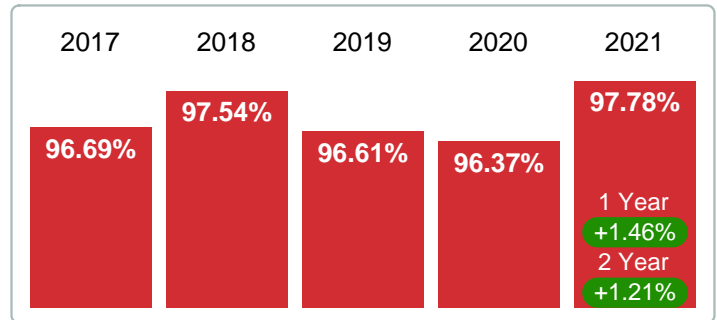
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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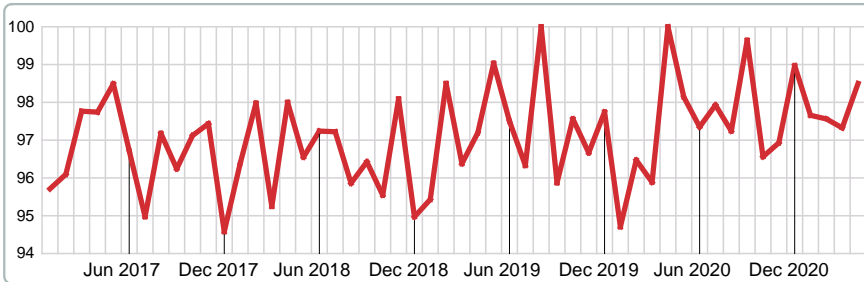
APRIL



YEAR TO DATE (YTD)

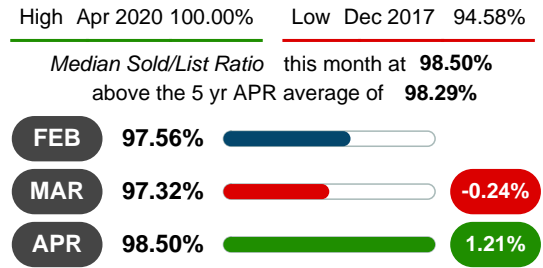


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 98.29%



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
\$50,000 and less	8	10.26%	88.10%	84.75%	90.00%	0.00%	0.00%
\$50,001 - \$100,000	7	8.97%	100.00%	100.00%	100.00%	90.10%	0.00%
\$100,001 - \$125,000	6	7.69%	97.34%	98.43%	98.18%	86.33%	0.00%
\$125,001 - \$200,000	27	34.62%	98.88%	100.00%	98.88%	97.87%	0.00%
\$200,001 - \$275,000	10	12.82%	99.13%	0.00%	97.94%	101.84%	97.04%
\$275,001 - \$375,000	11	14.10%	97.14%	97.48%	96.12%	100.29%	0.00%
\$375,001 and up	9	11.54%	100.00%	0.00%	0.00%	99.26%	100.00%
Median Sold/List Ratio		98.50%		100.00%	97.70%	99.26%	100.00%
Total Closed Units		78	100%	15	40	16	7
Total Closed Volume		19,685,820		1.79M	6.86M	6.11M	4.92M

April 2021



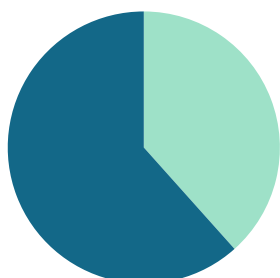
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

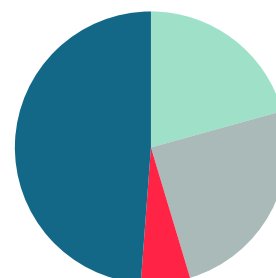


Inventory
 New Listings
114 = 38.38%
 Start Inventory
183
 Total Inventory Units
297
 Volume
\$72,339,650

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%
Median List Price	134,900	171,000	26.76%	104,999	165,000	57.14%
Median Sale Price	138,500	172,500	24.55%	100,000	158,000	58.00%
Median Percent of Selling Price to List Price	100.00%	98.50%	-1.50%	96.37%	97.78%	1.46%
Median Days on Market to Sale	59.00	17.50	-70.34%	88.00	18.00	-79.55%
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

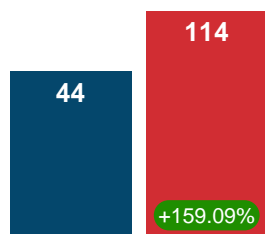
Inventory on April 30, 2021 = **184**

2020 **2021**

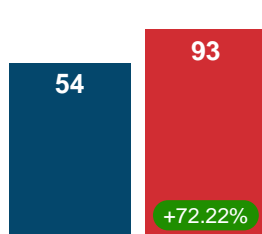
APRIL MARKET

MEDIAN PRICES

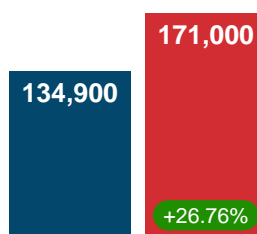
New Listings



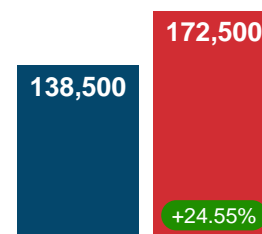
Pending Listings



List Price



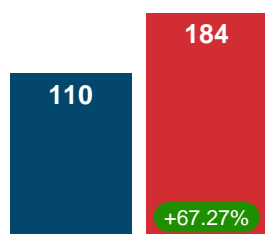
Sale Price



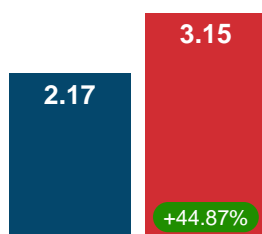
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

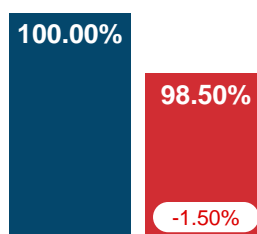
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

