

June 2021



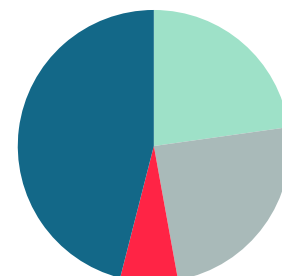
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	58	100	72.41%
Pending Listings	73	107	46.58%
New Listings	45	130	188.89%
Median List Price	146,750	179,450	22.28%
Median Sale Price	141,750	175,000	23.46%
Median Percent of Selling Price to List Price	97.35%	100.00%	2.72%
Median Days on Market to Sale	84.50	8.50	-89.94%
End of Month Inventory	74	202	172.97%
Months Supply of Inventory	1.50	3.08	105.60%



■ Closed (22.78%)
■ Pending (24.37%)
■ Other OffMarket (6.83%)
■ Active (46.01%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of June 30, 2021 = **202**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2021 rose **172.97%** to 202 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **3.08** 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 **23.46%** in June 2021 to \$175,000 versus the previous year at \$141,750.

Median Days on Market Shortens

The median number of **8.50** days that homes spent on the market before selling decreased by 76.00 days or **89.94%** in June 2021 compared to last year's same month at **84.50** DOM.

Sales Success for June 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 130 New Listings in June 2021, up **188.89%** from last year at 45. Furthermore, there were 100 Closed Listings this month versus last year at 58, a **72.41%** increase.

Closed versus Listed trends yielded a **76.9%** ratio, down from previous year's, June 2020, at **128.9%**, a **40.32%** 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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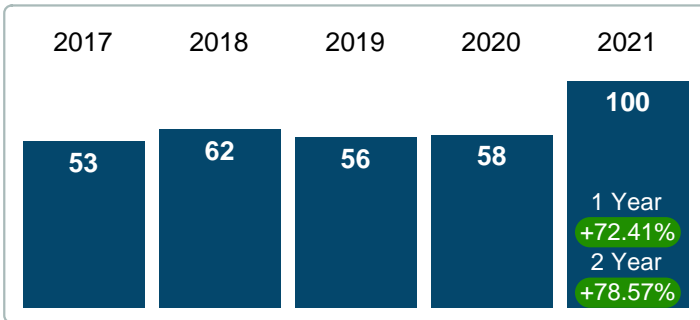
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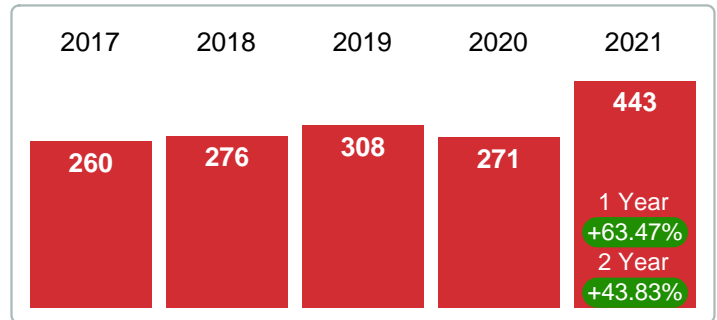
CLOSED LISTINGS

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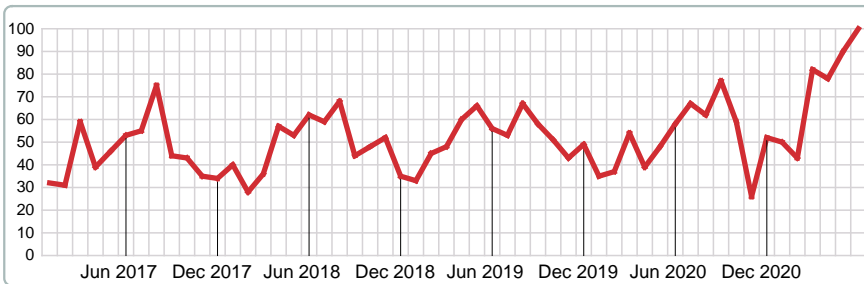
JUNE



YEAR TO DATE (YTD)

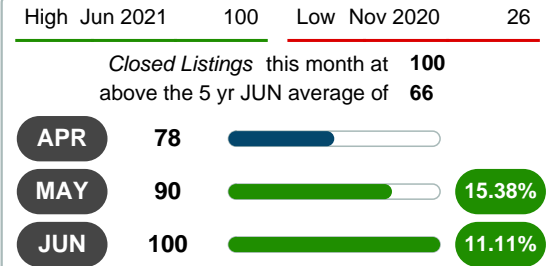


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 66



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	11	11.00%	8.0	7	4	0	0
\$50,001 - \$75,000	9	9.00%	30.0	3	4	2	0
\$75,001 - \$125,000	13	13.00%	4.0	4	8	1	0
\$125,001 - \$200,000	26	26.00%	9.0	4	19	3	0
\$200,001 - \$250,000	18	18.00%	3.5	1	9	8	0
\$250,001 - \$325,000	12	12.00%	16.5	0	6	4	2
\$325,001 and up	11	11.00%	53.0	1	4	5	1
Total Closed Units	100			20	54	23	3
Total Closed Volume	18,966,283	100%	8.5	2.13M	9.94M	5.82M	1.08M
Median Closed Price	\$175,000			\$78,250	\$171,000	\$228,000	\$325,000

June 2021



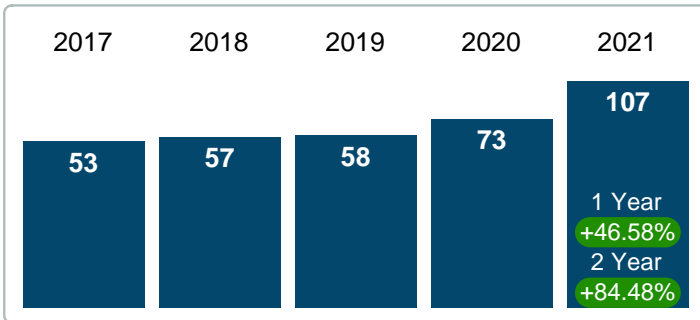
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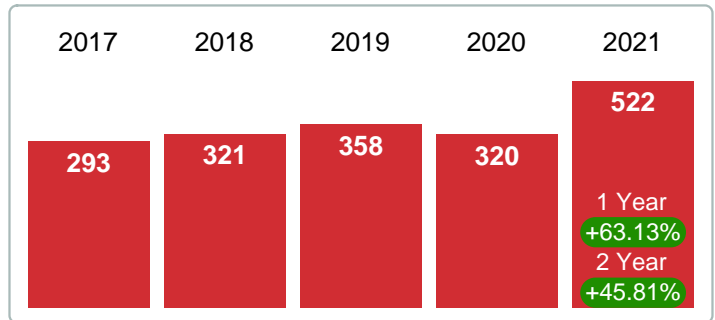
PENDING LISTINGS

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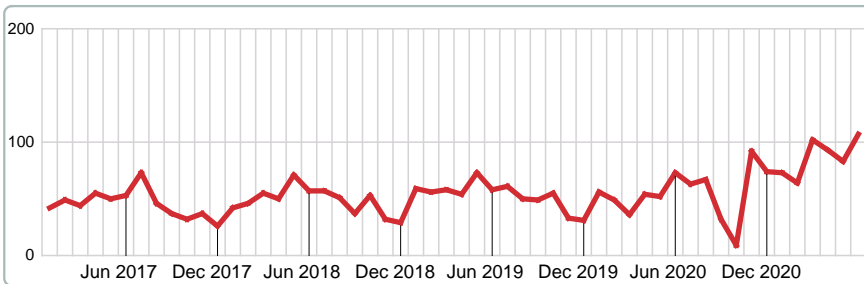
JUNE



YEAR TO DATE (YTD)

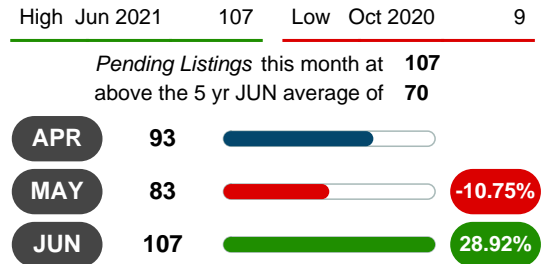


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 70



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	4	3.74%	42.5	4	0	0	0
\$50,001 - \$100,000	20	18.69%	9.0	11	9	0	0
\$100,001 - \$125,000	10	9.35%	7.5	2	7	1	0
\$125,001 - \$200,000	31	28.97%	5.0	3	22	6	0
\$200,001 - \$250,000	15	14.02%	4.0	2	8	5	0
\$250,001 - \$350,000	16	14.95%	9.5	2	6	8	0
\$350,001 and up	11	10.28%	14.0	0	3	7	1
Total Pending Units	107			24	55	27	1
Total Pending Volume	22,459,993	100%	8.0	2.79M	10.37M	8.62M	675.00K
Median Listing Price	\$179,000			\$80,450	\$167,495	\$269,000	\$675,000

June 2021



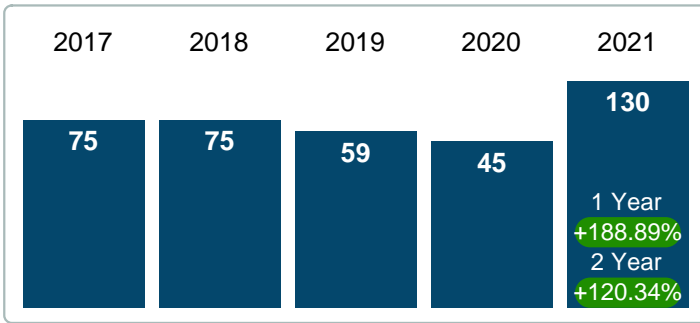
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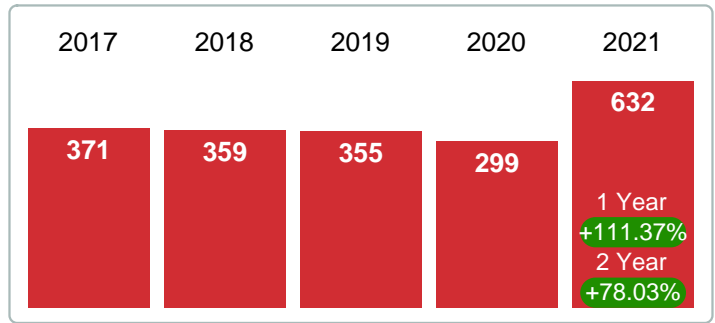
NEW LISTINGS

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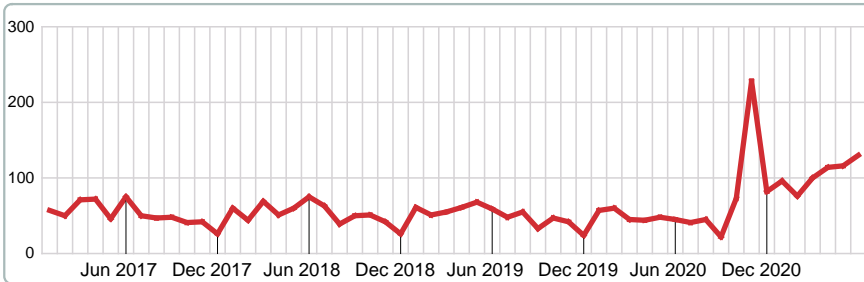
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YEAR TO DATE (YTD)

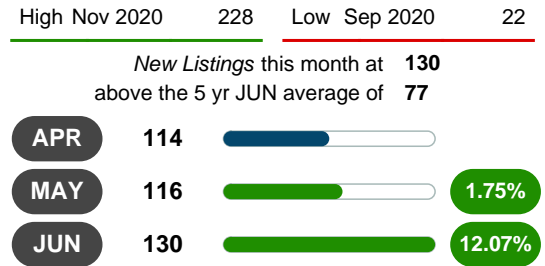


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 77



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	10	7.69%	7	3	0	0
\$50,001 - \$100,000	19	14.62%	12	5	1	1
\$100,001 - \$125,000	14	10.77%	6	6	2	0
\$125,001 - \$200,000	35	26.92%	5	24	5	1
\$200,001 - \$275,000	21	16.15%	0	13	8	0
\$275,001 - \$450,000	19	14.62%	2	9	8	0
\$450,001 and up	12	9.23%	0	5	4	3
Total New Listed Units	130		32	65	28	5
Total New Listed Volume	29,179,483	100%	3.37M	14.33M	8.17M	3.31M
Median New Listed Listing Price	\$182,500		\$89,500	\$189,000	\$264,450	\$675,000

June 2021



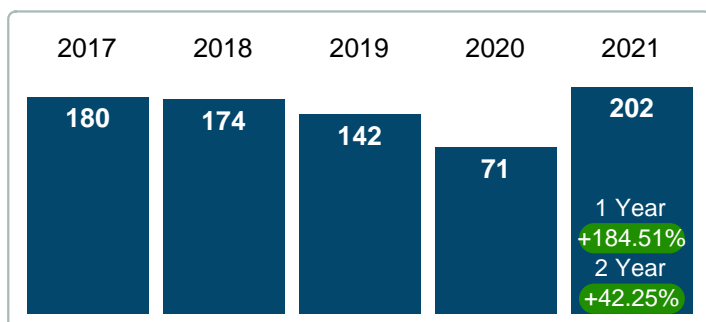
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



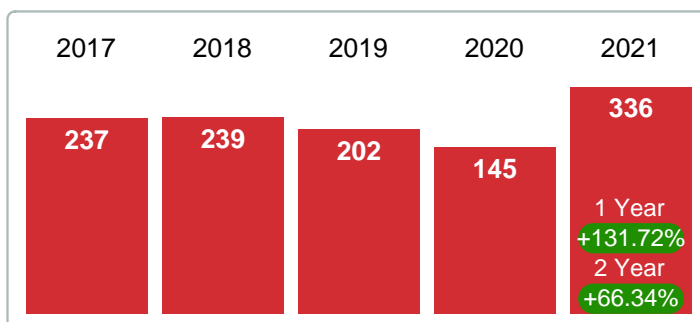
ACTIVE INVENTORY

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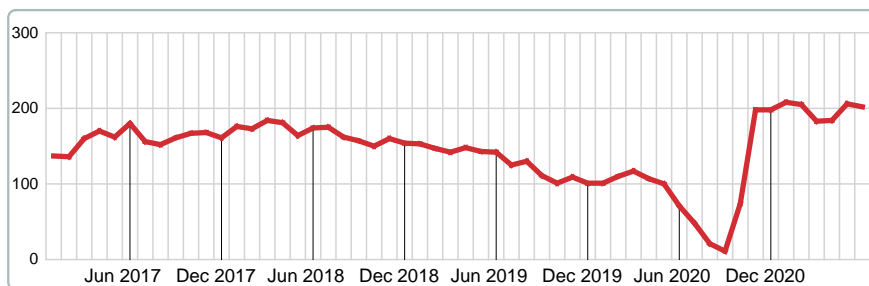
END OF JUNE



ACTIVE DURING JUNE

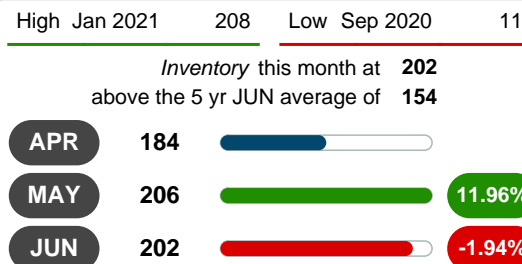


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 154



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	2.48%	96.0	3	2	0	0
\$25,001 - \$75,000	27	13.37%	77.0	17	6	3	1
\$75,001 - \$125,000	35	17.33%	32.0	17	15	2	1
\$125,001 - \$250,000	60	29.70%	55.5	8	40	9	3
\$250,001 - \$350,000	26	12.87%	43.0	2	15	6	3
\$350,001 - \$625,000	29	14.36%	41.0	0	15	11	3
\$625,001 and up	20	9.90%	69.0	2	7	8	3
Total Active Inventory by Units			202	49	100	39	14
Total Active Inventory by Volume			60,163,550	8.28M	29.78M	15.55M	6.55M
Median Active Inventory Listing Price			\$187,000	\$89,000	\$202,000	\$345,000	\$267,450

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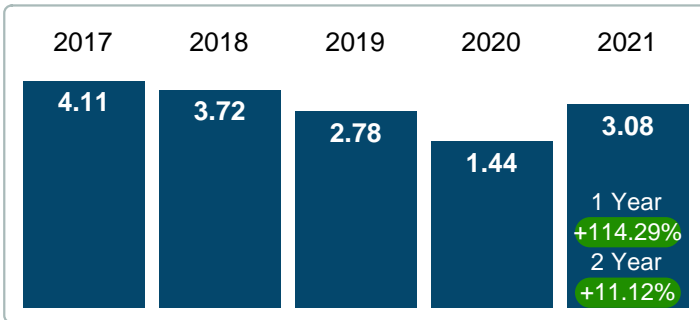
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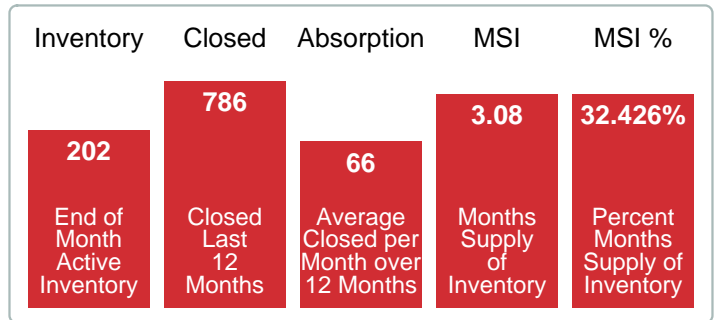
MONTHS SUPPLY of INVENTORY (MSI)

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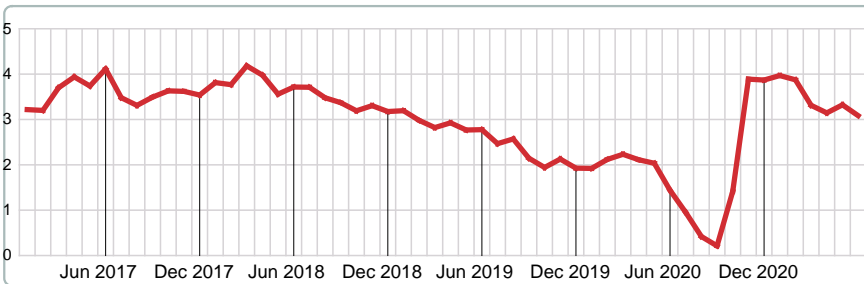
MSI FOR JUNE



INDICATORS FOR JUNE 2021

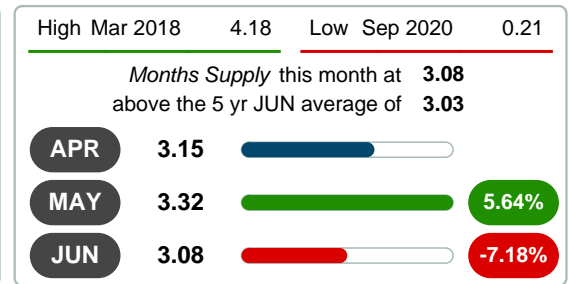


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.03



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
\$25,000 and less	5	2.48%	3.53	3.27	4.00	0.00	0.00
\$25,001 - \$75,000	27	13.37%	2.35	3.29	1.13	3.60	6.00
\$75,001 - \$125,000	35	17.33%	3.00	4.98	2.22	1.50	6.00
\$125,001 - \$250,000	60	29.70%	2.17	3.69	2.16	1.46	3.60
\$250,001 - \$350,000	26	12.87%	3.22	4.80	3.83	1.80	7.20
\$350,001 - \$625,000	29	14.36%	7.10	0.00	11.25	6.00	7.20
\$625,001 and up	20	9.90%	18.46	0.00	21.00	24.00	7.20
Market Supply of Inventory (MSI)			3.08	3.89	2.73	2.82	5.79
Total Active Inventory by Units		100%	3.08	49	100	39	14

June 2021



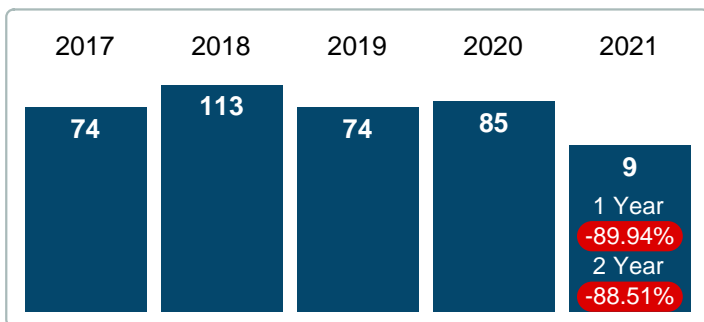
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



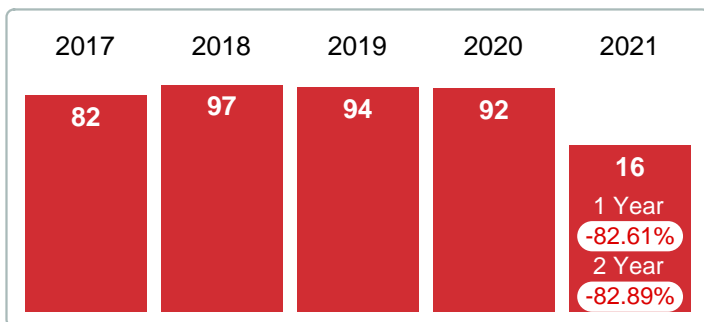
MEDIAN DAYS ON MARKET TO SALE

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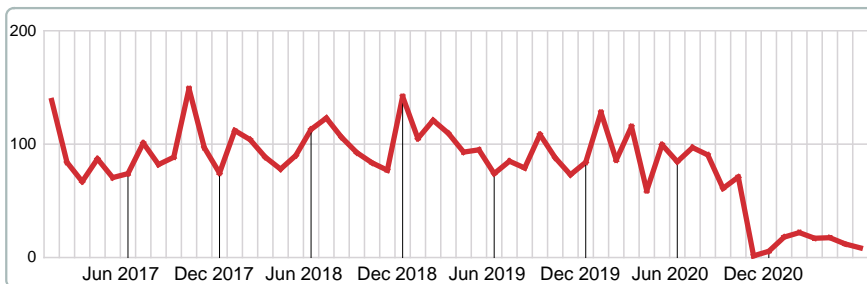
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

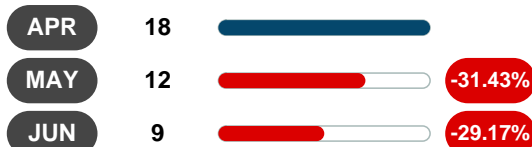


3 MONTHS

5 year JUN AVG = 71

High Oct 2017 149 Low Nov 2020 2

Median Days on Market to Sale this month at 9 below the 5 yr JUN average of 71



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	11.00%	8	8	9	0	0
\$50,001 - \$75,000	9.00%	30	12	116	98	0
\$75,001 - \$125,000	13.00%	4	5	4	109	0
\$125,001 - \$200,000	26.00%	9	6	10	14	0
\$200,001 - \$250,000	18.00%	4	112	4	3	0
\$250,001 - \$325,000	12.00%	17	0	15	12	83
\$325,001 and up	11.00%	53	12	34	53	160
Median Closed DOM		9	9	9	6	138
Total Closed Units	100%	8.5	20	54	23	3
Total Closed Volume			2.13M	9.94M	5.82M	1.08M

June 2021



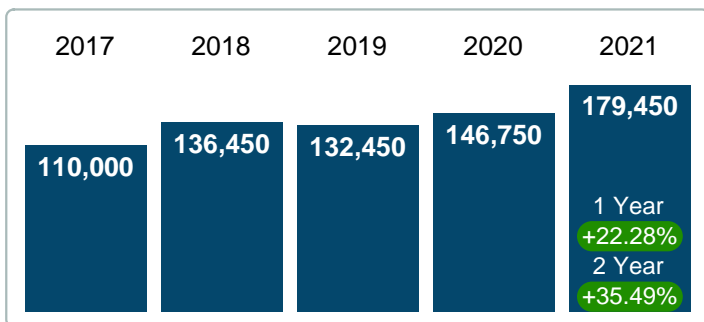
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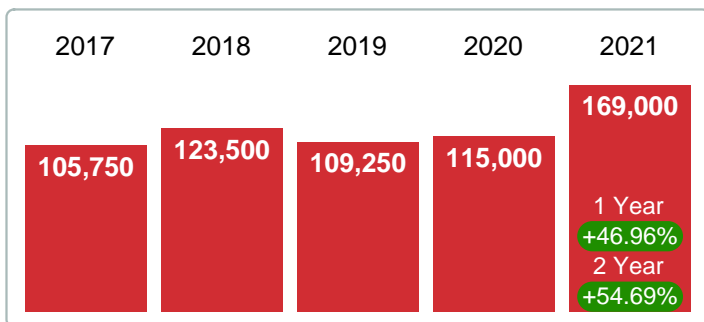
MEDIAN LIST PRICE AT CLOSING

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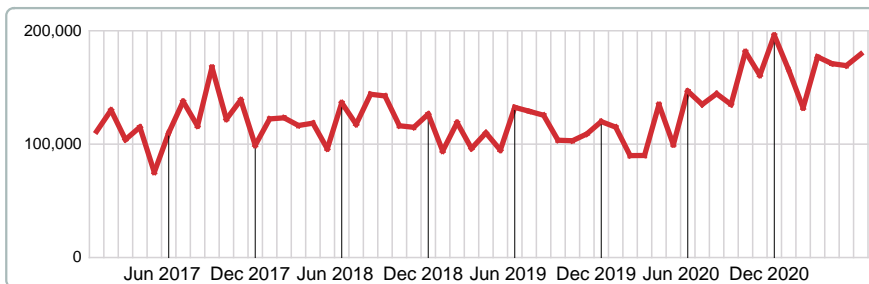
JUNE



YEAR TO DATE (YTD)

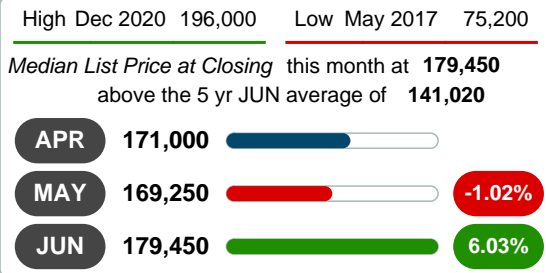


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 141,020



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	10	38,450	39,000	31,250	0	0
\$50,001 - \$75,000	8	62,500	60,000	67,250	55,000	0
\$75,001 - \$125,000	13	99,000	91,500	104,500	87,450	0
\$125,001 - \$200,000	31	169,000	145,000	171,950	196,950	0
\$200,001 - \$250,000	15	227,500	250,000	225,000	227,500	0
\$250,001 - \$325,000	12	294,450	0	289,450	292,450	324,950
\$325,001 and up	11	424,900	399,000	404,950	450,000	495,000
Median List Price		179,450	82,450	176,950	239,000	325,000
Total Closed Units		100	20	54	23	3
Total Closed Volume		19,411,233	2.19M	10.08M	6.00M	1.14M

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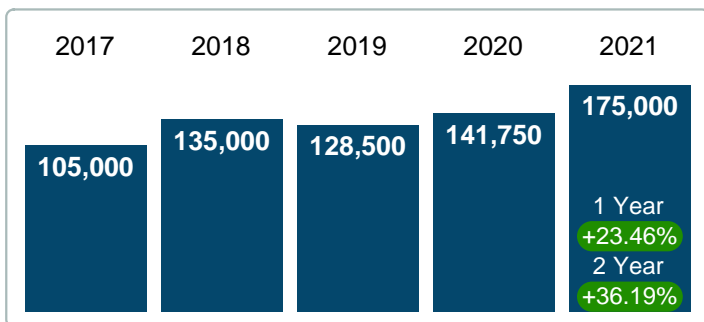
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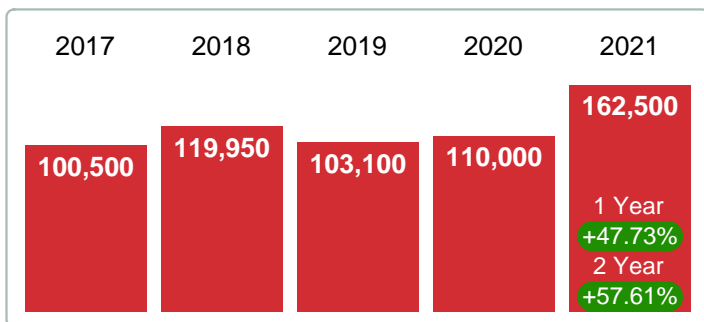
MEDIAN SOLD PRICE AT CLOSING

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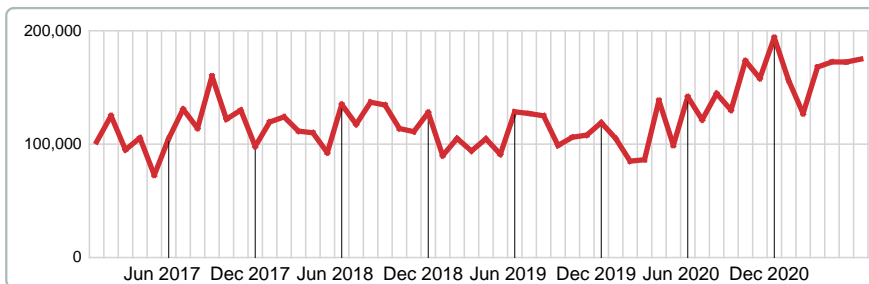
JUNE



YEAR TO DATE (YTD)

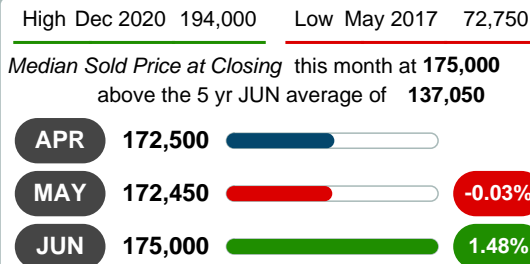


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 137,050



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	11	11.00%	36,000	36,000	33,950	0	
\$50,001 - \$75,000	9	9.00%	60,000	70,000	57,500	62,000	
\$75,001 - \$125,000	13	13.00%	100,000	101,500	104,875	86,000	
\$125,001 - \$200,000	26	26.00%	164,998	152,500	167,495	185,000	
\$200,001 - \$250,000	18	18.00%	220,000	250,000	220,000	217,950	
\$250,001 - \$325,000	12	12.00%	287,500	0	282,500	287,500	
\$325,001 and up	11	11.00%	400,000	400,000	392,500	425,000	
Median Sold Price		175,000		78,250	171,000	228,000	325,000
Total Closed Units		100	100%	20	54	23	3
Total Closed Volume		18,966,283		2.13M	9.94M	5.82M	1.08M

June 2021



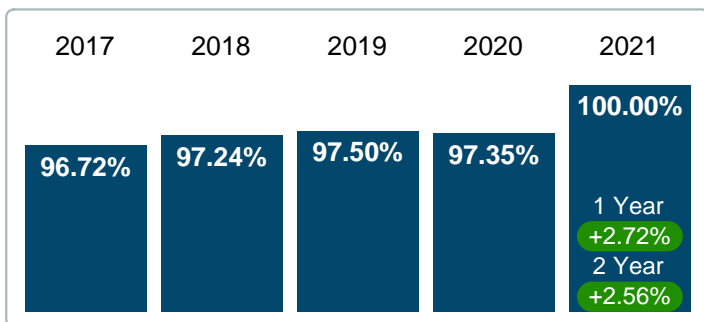
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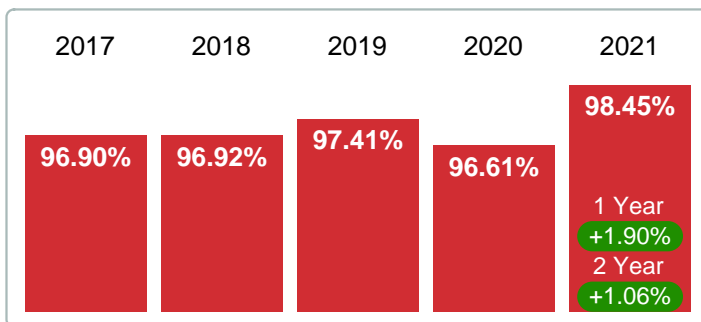
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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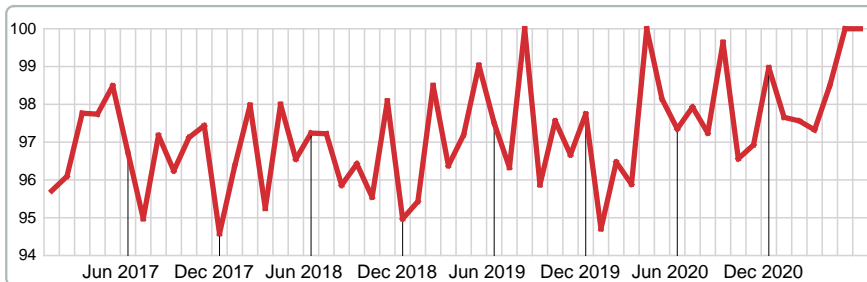
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

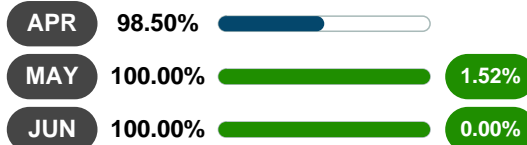


3 MONTHS

5 year JUN AVG = 97.76%

High Jun 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **97.76%**



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	11	11.00%	92.31%	89.74%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	9	9.00%	91.67%	91.67%	89.00%	94.58%	0.00%
\$75,001 - \$125,000	13	13.00%	100.00%	97.62%	100.00%	86.87%	0.00%
\$125,001 - \$200,000	26	26.00%	100.00%	97.53%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	18	18.00%	100.00%	100.00%	100.00%	100.00%	0.00%
\$250,001 - \$325,000	12	12.00%	99.24%	0.00%	98.68%	99.01%	99.40%
\$325,001 and up	11	11.00%	96.99%	100.25%	99.43%	94.44%	87.88%
Median Sold/List Ratio		100.00%		95.07%	100.00%	99.18%	98.80%
Total Closed Units		100	100%	20	54	23	3
Total Closed Volume		18,966,283		2.13M	9.94M	5.82M	1.08M

June 2021



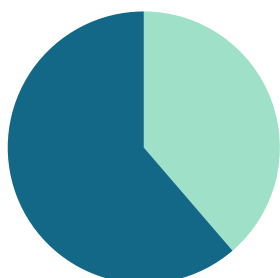
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

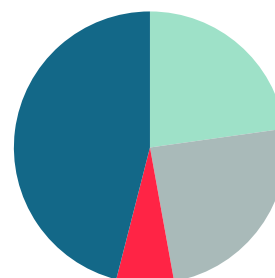


Inventory
 New Listings
130 = 38.69%
 Start Inventory
206
 Total Inventory Units
336
 Volume
\$89,701,843

Market Activity

Closed Sales
100 = 22.78%
 Pending Sales
107 = 24.37%
 Other Off Market
30 = 6.83%
 Active Inventory
202 = 46.01%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	58	100	72.41%	271	443	63.47%
Pending Sales	73	107	46.58%	320	522	63.13%
New Listings	45	130	188.89%	299	632	111.37%
Median List Price	146,750	179,450	22.28%	115,000	169,000	46.96%
Median Sale Price	141,750	175,000	23.46%	110,000	162,500	47.73%
Median Percent of Selling Price to List Price	97.35%	100.00%	2.72%	96.61%	98.45%	1.90%
Median Days on Market to Sale	84.50	8.50	-89.94%	92.00	16.00	-82.61%
Monthly Inventory	74	202	172.97%	74	202	172.97%
Months Supply of Inventory	1.50	3.08	105.60%	1.50	3.08	105.60%

Absorption: Last 12 months, an Average of **66** Sales/Month

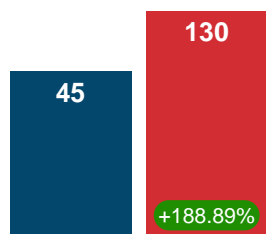
Inventory on June 30, 2021 = **202**

2020 **2021**

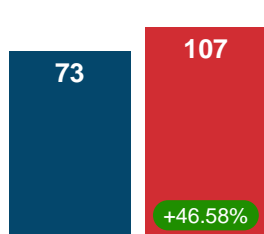
JUNE MARKET

MEDIAN PRICES

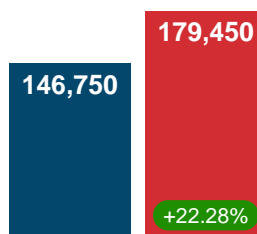
New Listings



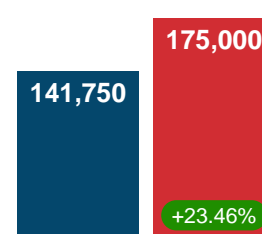
Pending Listings



List Price



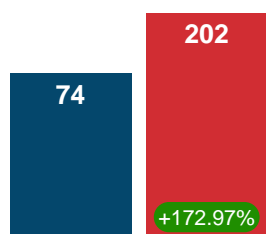
Sale Price



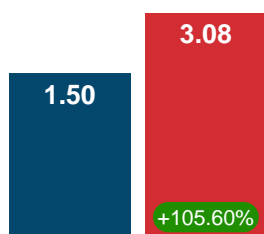
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

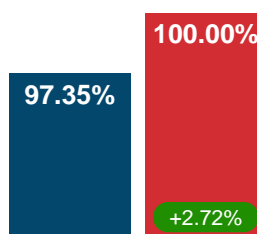
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

