

May 2021



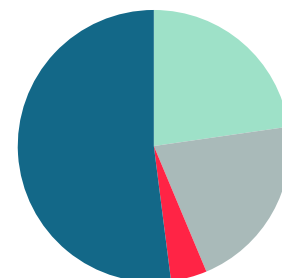
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	48	90	87.50%
Pending Listings	52	83	59.62%
New Listings	48	116	141.67%
Average List Price	125,677	191,899	52.69%
Average Sale Price	121,260	185,625	53.08%
Average Percent of Selling Price to List Price	95.07%	95.86%	0.83%
Average Days on Market to Sale	114.33	39.58	-65.38%
End of Month Inventory	102	206	101.96%
Months Supply of Inventory	2.07	3.32	60.16%



■ Closed (22.73%)
■ Pending (20.96%)
■ Other OffMarket (4.29%)
■ Active (52.02%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of May 31, 2021 = **206**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2021 rose **101.96%** to 206 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **3.32** 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 **53.08%** in May 2021 to \$185,625 versus the previous year at \$121,260.

Average Days on Market Shortens

The average number of **39.58** days that homes spent on the market before selling decreased by 74.76 days or **65.38%** in May 2021 compared to last year's same month at **114.33** DOM.

Sales Success for May 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 116 New Listings in May 2021, up **141.67%** from last year at 48. Furthermore, there were 90 Closed Listings this month versus last year at 48, a **87.50%** increase.

Closed versus Listed trends yielded a **77.6%** ratio, down from previous year's, May 2020, at **100.0%**, a **22.41%** 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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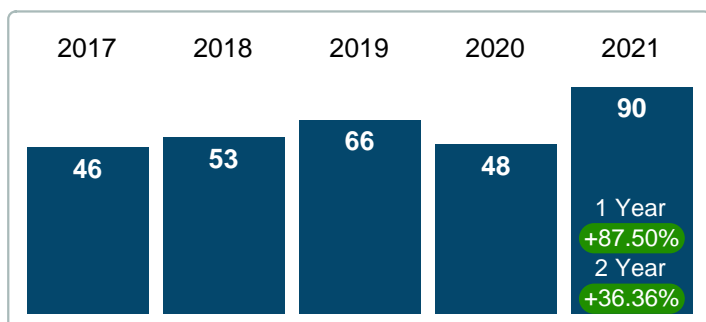
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



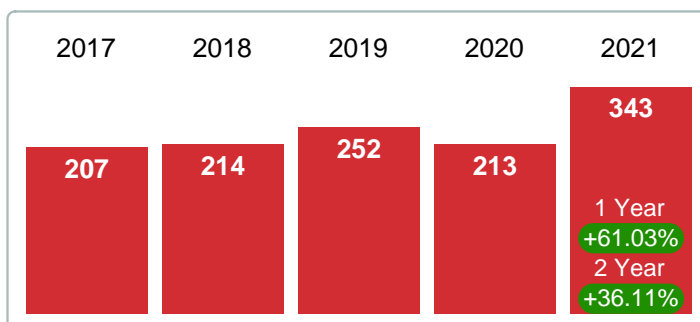
CLOSED LISTINGS

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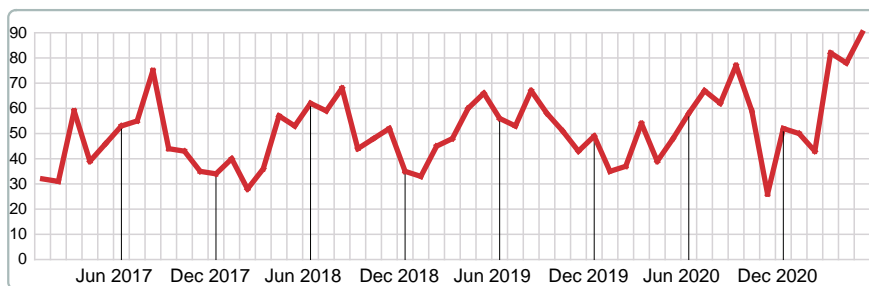
MAY



YEAR TO DATE (YTD)

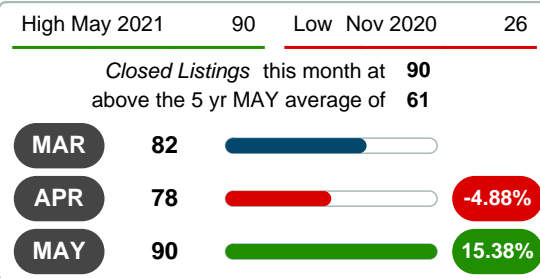


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61



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	8.89%	32.0	7	1	0	0
\$50,001 - \$75,000	11	12.22%	27.3	7	4	0	0
\$75,001 - \$125,000	13	14.44%	32.0	3	10	0	0
\$125,001 - \$200,000	23	25.56%	42.1	0	16	6	1
\$200,001 - \$250,000	16	17.78%	42.2	2	8	6	0
\$250,001 - \$325,000	11	12.22%	47.2	2	4	5	0
\$325,001 and up	8	8.89%	53.5	2	3	3	0
Total Closed Units	90			23	46	20	1
Total Closed Volume	16,706,268	100%	39.6	2.96M	8.19M	5.36M	200.00K
Average Closed Price	\$185,625			\$128,530	\$178,014	\$268,071	\$200,000

May 2021



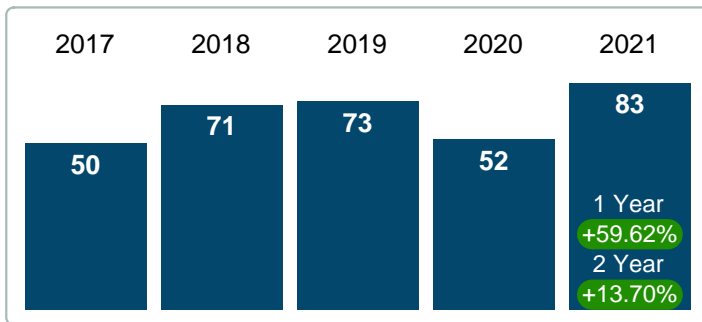
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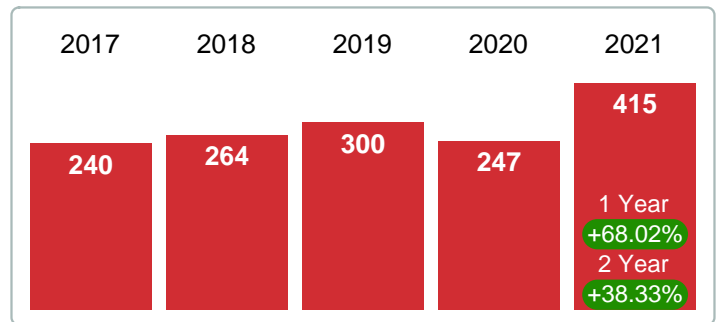
PENDING LISTINGS

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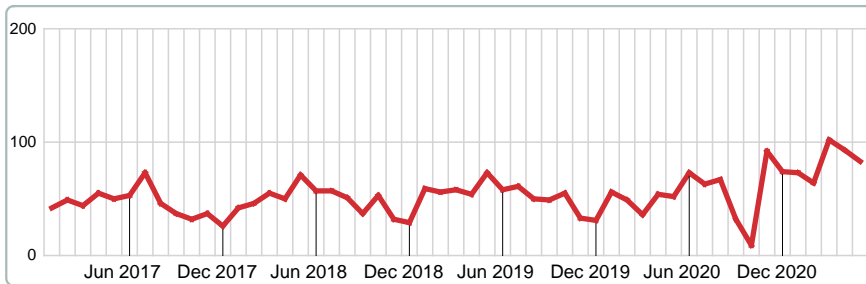
MAY



YEAR TO DATE (YTD)

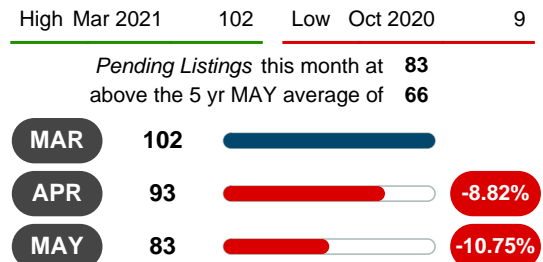


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.82%	52.3	2	2	0	0
\$25,001 - \$50,000	5	6.02%	72.0	2	2	0	1
\$50,001 - \$100,000	23	27.71%	41.0	8	15	0	0
\$100,001 - \$150,000	15	18.07%	32.7	4	11	0	0
\$150,001 - \$225,000	16	19.28%	23.5	3	12	1	0
\$225,001 - \$375,000	11	13.25%	46.7	2	5	3	1
\$375,001 and up	9	10.84%	45.4	0	1	8	0
Total Pending Units	83			21	48	12	2
Total Pending Volume	14,648,950	100%	39.2	2.47M	6.69M	5.13M	370.00K
Average Listing Price	\$182,298			\$117,476	\$139,301	\$427,125	\$185,000

May 2021



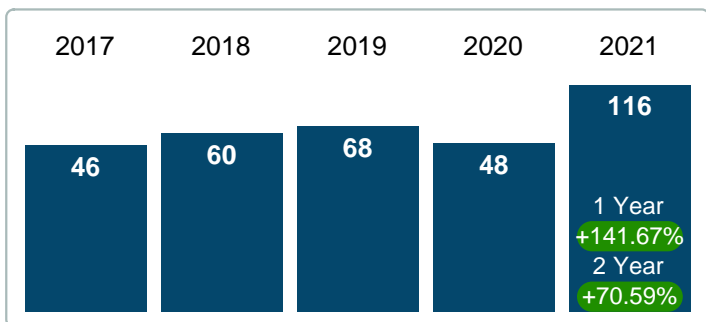
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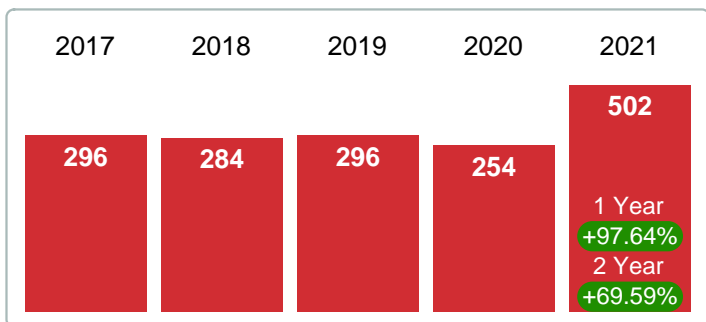
NEW LISTINGS

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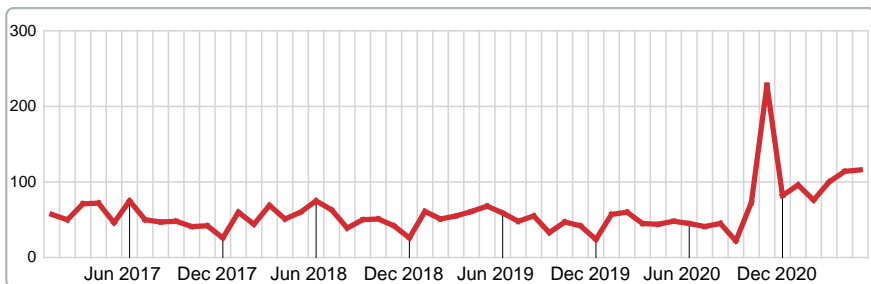
MAY



YEAR TO DATE (YTD)

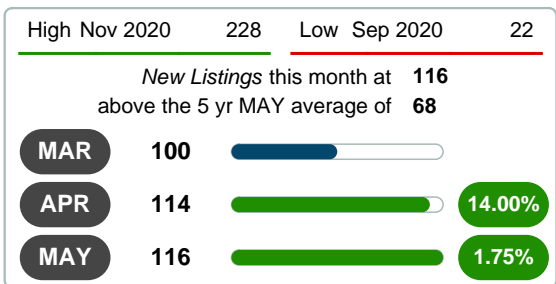


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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	6	5.17%	4	1	0	1
\$50,001 - \$75,000	12	10.34%	5	7	0	0
\$75,001 - \$125,000	20	17.24%	7	13	0	0
\$125,001 - \$225,000	31	26.72%	8	17	5	1
\$225,001 - \$350,000	21	18.10%	3	11	5	2
\$350,001 - \$500,000	14	12.07%	3	4	4	3
\$500,001 and up	12	10.34%	2	5	4	1
Total New Listed Units	116		32	58	18	8
Total New Listed Volume	33,298,210	100%	8.04M	15.76M	6.50M	3.00M
Average New Listed Listing Price	\$209,866		\$251,100	\$271,747	\$361,187	\$375,038

May 2021



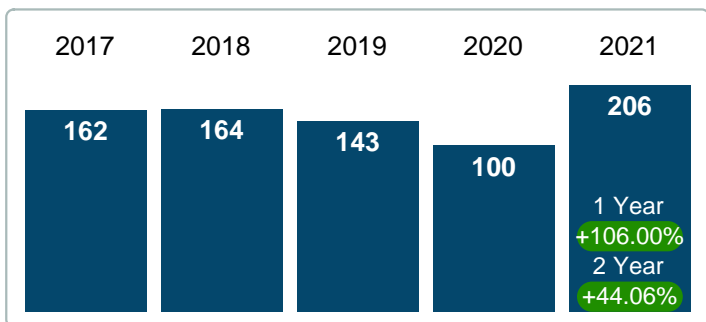
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



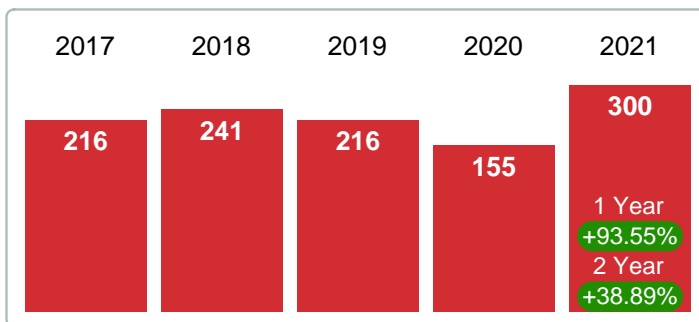
ACTIVE INVENTORY

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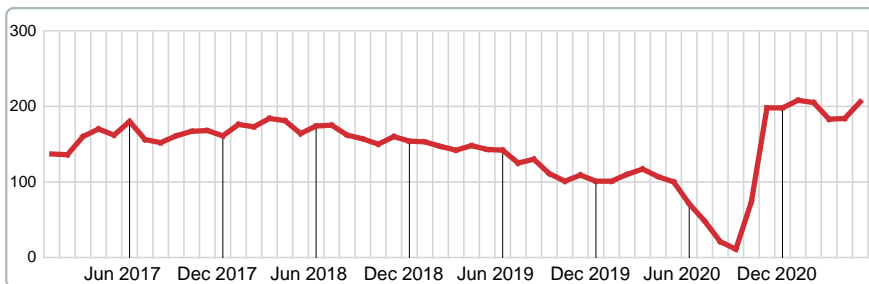
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

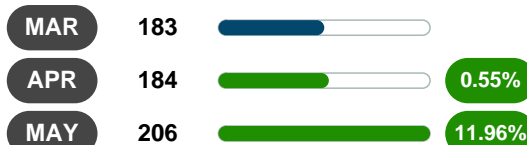


3 MONTHS

5 year MAY AVG = 155

High Jan 2021 208 Low Sep 2020 11

Inventory this month at 206
above the 5 yr MAY average of 155



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	5	2.43%	121.2	3	2	0	0
\$25,001 - \$75,000	37	17.96%	102.5	23	11	2	1
\$75,001 - \$125,000	32	15.53%	83.4	10	20	1	1
\$125,001 - \$225,000	48	23.30%	65.5	5	32	8	3
\$225,001 - \$350,000	37	17.96%	53.0	6	17	10	4
\$350,001 - \$625,000	26	12.62%	53.7	2	12	8	4
\$625,001 and up	21	10.19%	66.8	3	8	9	1
Total Active Inventory by Units			206	52	102	38	14
Total Active Inventory by Volume			60,522,360	10.29M	29.59M	15.64M	5.00M
Average Active Inventory Listing Price			\$293,798	\$197,840	\$290,114	\$411,549	\$357,443

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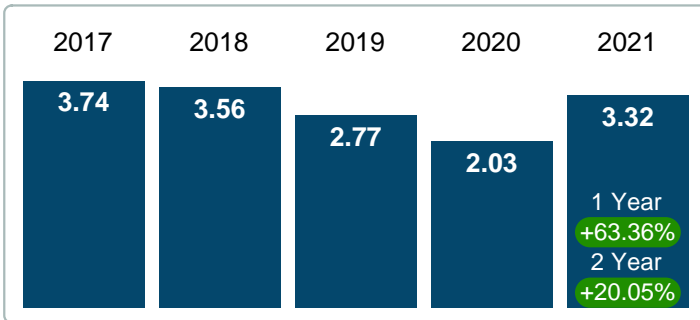
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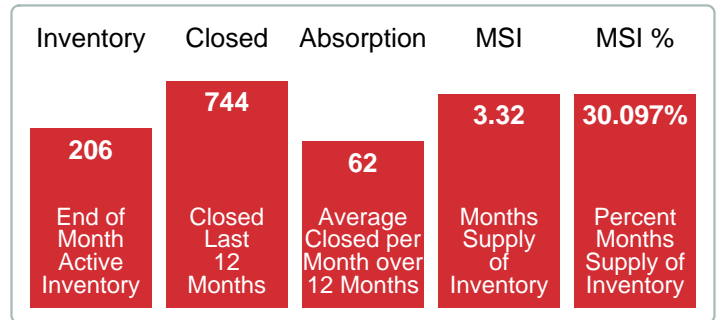
MONTHS SUPPLY of INVENTORY (MSI)

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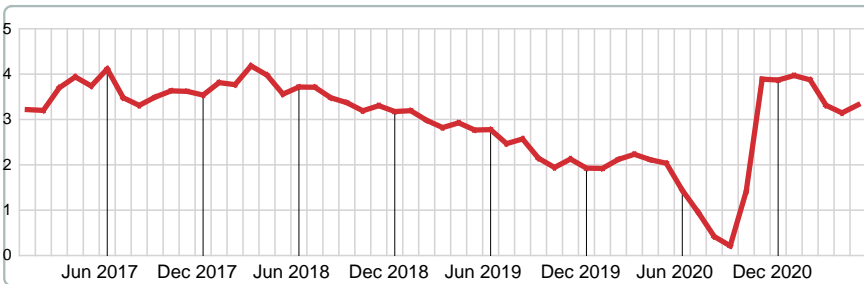
MSI FOR MAY



INDICATORS FOR MAY 2021

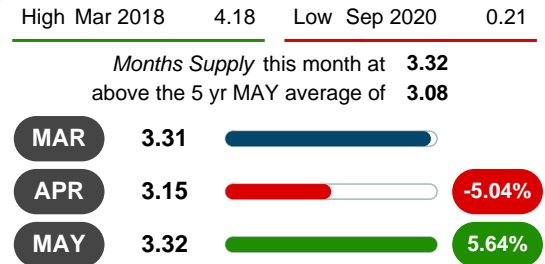


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.08



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	2.43%	3.53	3.60	3.43	0.00	0.00
\$25,001 - \$75,000	37	17.96%	3.47	4.84	2.16	3.00	6.00
\$75,001 - \$125,000	32	15.53%	2.70	2.86	2.96	0.71	6.00
\$125,001 - \$225,000	48	23.30%	2.12	3.33	2.05	1.63	4.50
\$225,001 - \$350,000	37	17.96%	3.52	7.20	3.29	2.50	8.00
\$350,001 - \$625,000	26	12.62%	6.93	4.00	10.29	4.57	12.00
\$625,001 and up	21	10.19%	18.00	0.00	32.00	18.00	2.40
Market Supply of Inventory (MSI)			3.32	4.36	2.95	2.87	6.22
Total Active Inventory by Units		100%	3.32	52	102	38	14

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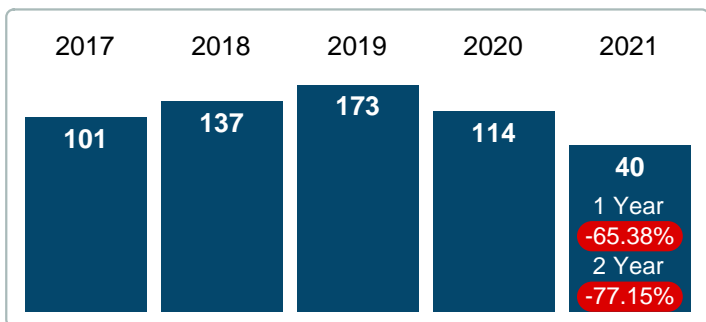
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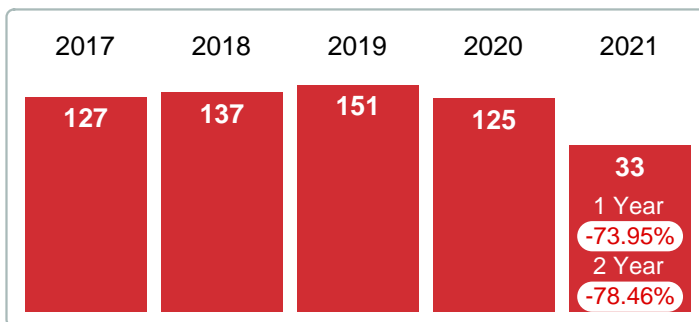
AVERAGE DAYS ON MARKET TO SALE

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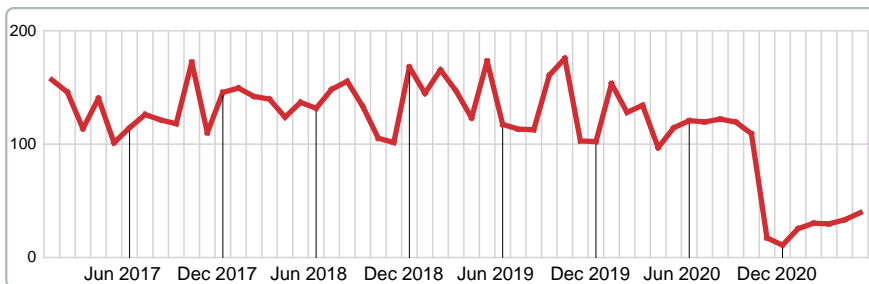
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

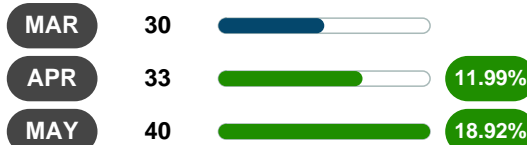


3 MONTHS

5 year MAY AVG = 113

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 40 below the 5 yr MAY average of 113



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	8.89%	32	35	11	0	0
\$50,001 - \$75,000	12.22%	27	16	47	0	0
\$75,001 - \$125,000	14.44%	32	3	41	0	0
\$125,001 - \$200,000	25.56%	42	0	36	65	8
\$200,001 - \$250,000	17.78%	42	57	32	51	0
\$250,001 - \$325,000	12.22%	47	1	48	65	0
\$325,001 and up	8.89%	54	155	15	24	0
Average Closed DOM		40	34	36	55	8
Total Closed Units	100%	40	23	46	20	1
Total Closed Volume		16,706,268	2.96M	8.19M	5.36M	200.00K

May 2021



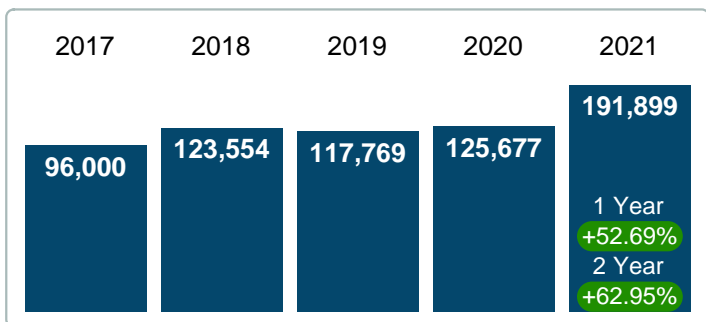
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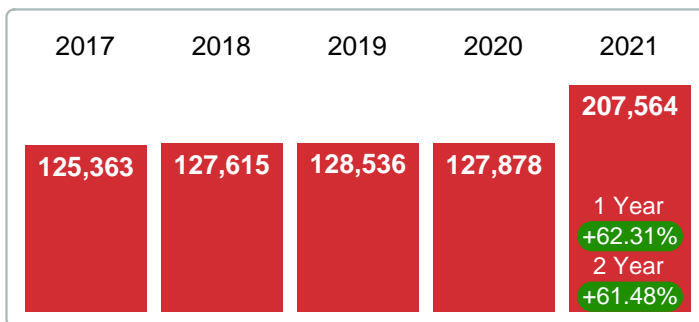
AVERAGE LIST PRICE AT CLOSING

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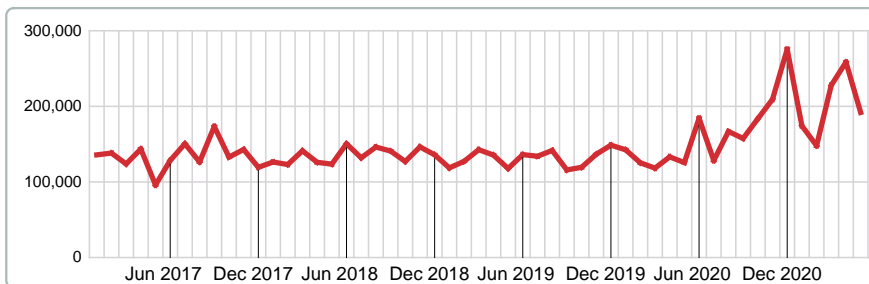
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 130,980

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **191,899**
above the 5 yr MAY average of **130,980**

- MAR** 227,949
- APR** 258,424 +13.37%
- MAY** 191,899 -25.74%

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	6.67%	40,133	45,371	35,000	0	0
\$50,001 - \$75,000	12.22%	61,700	69,971	66,000	0	0
\$75,001 - \$125,000	16.67%	106,527	106,667	109,100	0	0
\$125,001 - \$200,000	22.22%	165,030	0	168,613	179,317	189,900
\$200,001 - \$250,000	20.00%	226,872	239,750	229,813	227,950	0
\$250,001 - \$325,000	13.33%	294,142	300,000	297,225	295,160	0
\$325,001 and up	8.89%	479,944	454,500	459,317	517,533	0
Average List Price		191,899	135,474	184,634	273,600	189,900
Total Closed Units	100%	191,899	23	46	20	1
Total Closed Volume		17,270,950	3.12M	8.49M	5.47M	189.90K

May 2021



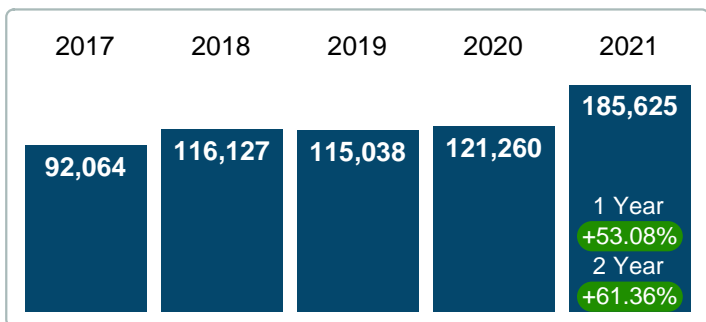
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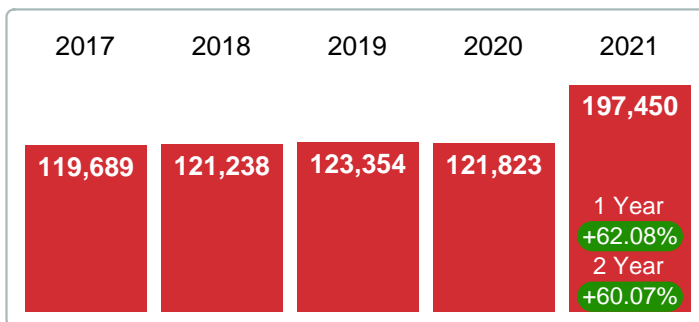
AVERAGE SOLD PRICE AT CLOSING

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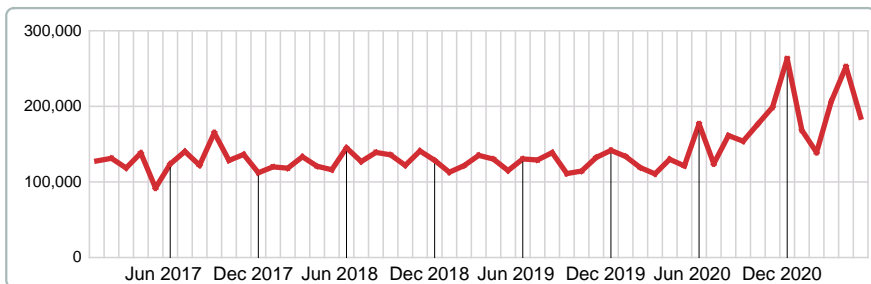
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 126,023

High Dec 2020 262,997 Low May 2017 92,064

Average Sold Price at Closing this month at **185,625**
above the 5 yr MAY average of **126,023**

- MAR** 206,540
- APR** 252,382 (+22.20%)
- MAY** 185,625 (-26.45%)

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	8.89%	35,975	37,257	27,000	0	0
\$50,001 - \$75,000	12.22%	63,682	65,429	60,625	0	0
\$75,001 - \$125,000	14.44%	106,158	111,300	104,615	0	0
\$125,001 - \$200,000	25.56%	167,087	0	164,475	168,567	200,000
\$200,001 - \$250,000	17.78%	227,895	239,750	226,813	225,386	0
\$250,001 - \$325,000	12.22%	288,809	300,000	281,725	290,000	0
\$325,001 and up	8.89%	458,963	412,000	433,333	515,900	0
Average Sold Price		185,625	128,530	178,014	268,071	200,000
Total Closed Units	100%	185,625	23	46	20	1
Total Closed Volume		16,706,268	2.96M	8.19M	5.36M	200.00K

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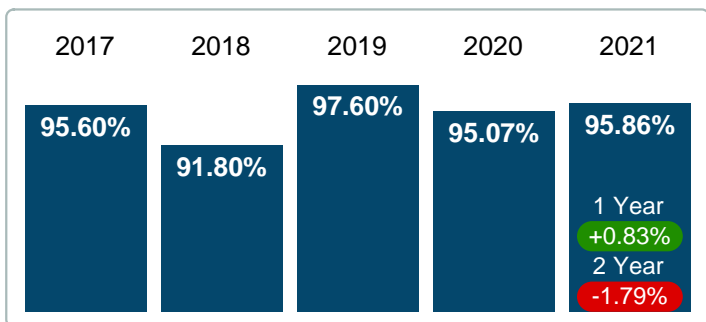
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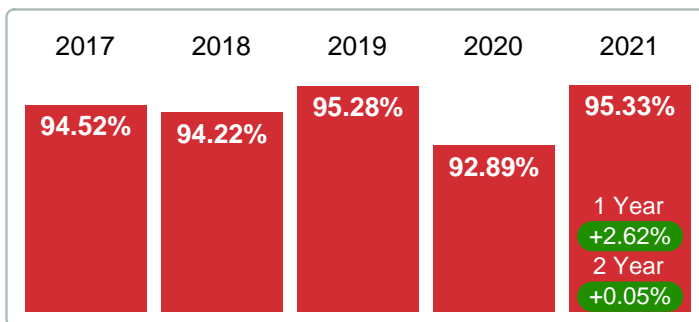
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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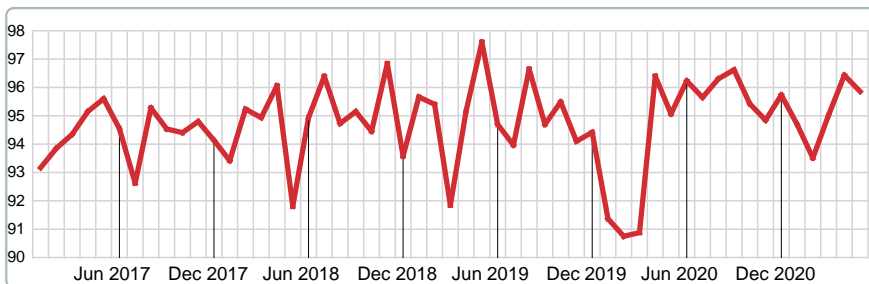
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

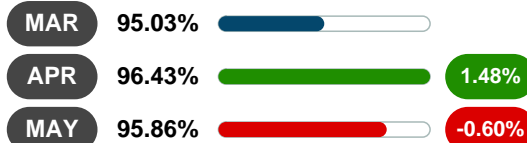


3 MONTHS

5 year MAY AVG = 95.19%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.86%** above the 5 yr MAY average of **95.19%**



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	8.89%	82.19%	82.91%	77.14%	0.00%	0.00%
\$50,001 - \$75,000	11	12.22%	94.33%	95.17%	92.86%	0.00%	0.00%
\$75,001 - \$125,000	13	14.44%	97.81%	104.69%	95.75%	0.00%	0.00%
\$125,001 - \$200,000	23	25.56%	97.39%	0.00%	97.64%	95.42%	105.32%
\$200,001 - \$250,000	16	17.78%	98.97%	100.00%	98.84%	98.79%	0.00%
\$250,001 - \$325,000	11	12.22%	97.44%	100.00%	95.03%	98.34%	0.00%
\$325,001 and up	8	8.89%	95.62%	90.74%	94.92%	99.57%	0.00%
Average Sold/List Ratio		95.90%		93.14%	96.17%	97.78%	105.32%
Total Closed Units		90	100%	23	46	20	1
Total Closed Volume		16,706,268		2.96M	8.19M	5.36M	200.00K

May 2021



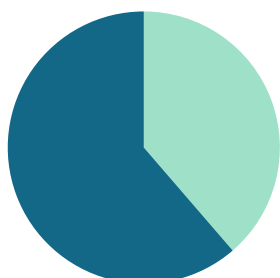
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

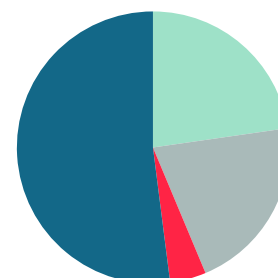


Inventory
 New Listings
116 = 38.67%
 Start Inventory
184
 Total Inventory Units
300
 Volume
\$78,904,810

Market Activity

Closed Sales
90 = 22.73%
 Pending Sales
83 = 20.96%
 Other Off Market
17 = 4.29%
 Active Inventory
206 = 52.02%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	48	90	87.50%	213	343	61.03%
Pending Sales	52	83	59.62%	247	415	68.02%
New Listings	48	116	141.67%	254	502	97.64%
Average List Price	125,677	191,899	52.69%	127,878	207,564	62.31%
Average Sale Price	121,260	185,625	53.08%	121,823	197,450	62.08%
Average Percent of Selling Price to List Price	95.07%	95.86%	0.83%	92.89%	95.33%	2.62%
Average Days on Market to Sale	114.33	39.58	-65.38%	125.00	32.56	-73.95%
Monthly Inventory	102	206	101.96%	102	206	101.96%
Months Supply of Inventory	2.07	3.32	60.16%	2.07	3.32	60.16%

Absorption: Last 12 months, an Average of **62** Sales/Month

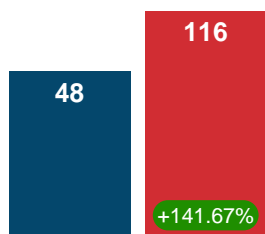
Inventory on May 31, 2021 = **206**

2020 **2021**

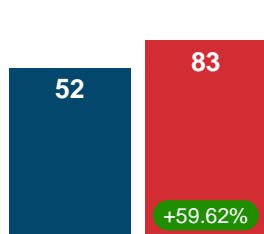
MAY MARKET

AVERAGE PRICES

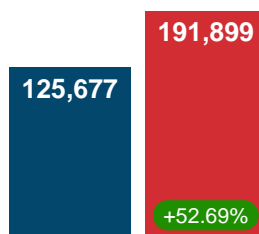
New Listings



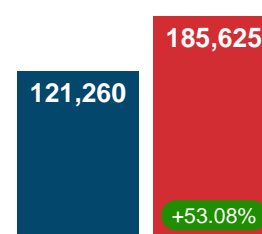
Pending Listings



List Price



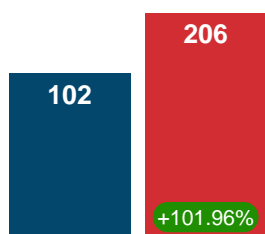
Sale Price



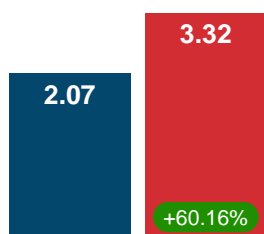
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

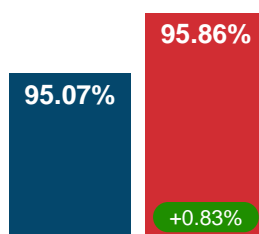
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

