

May 2021



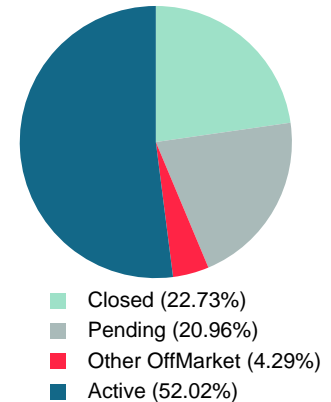
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	99,500	169,250	70.10%
Median Sale Price	99,000	172,450	74.19%
Median Percent of Selling Price to List Price	98.14%	100.00%	1.89%
Median Days on Market to Sale	99.50	12.00	-87.94%
End of Month Inventory	102	206	101.96%
Months Supply of Inventory	2.07	3.32	60.16%



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.

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 **74.19%** in May 2021 to \$172,450 versus the previous year at \$99,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 87.50 days or **87.94%** in May 2021 compared to last year's same month at **99.50** DOM.

Sales Success for May 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 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 Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

May 2021



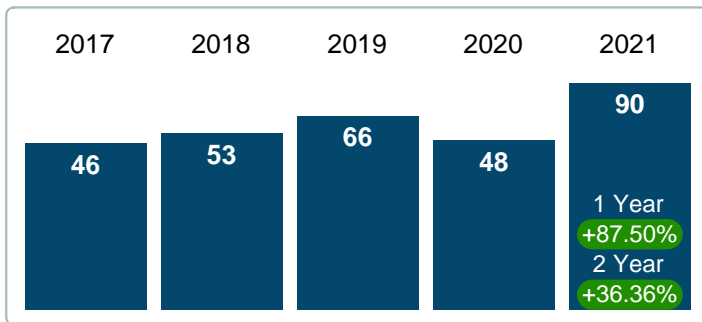
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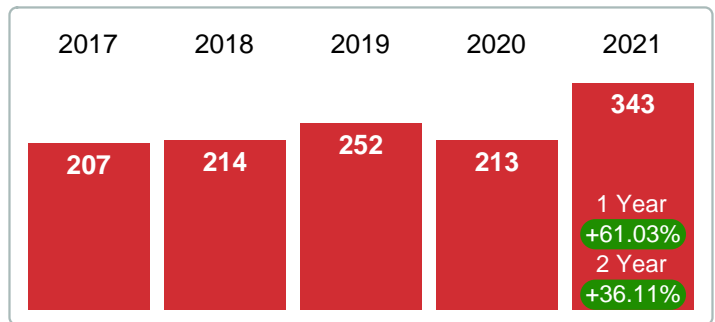
CLOSED LISTINGS

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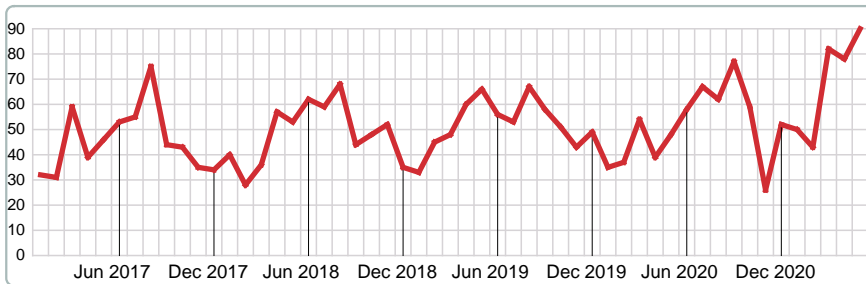
MAY



YEAR TO DATE (YTD)

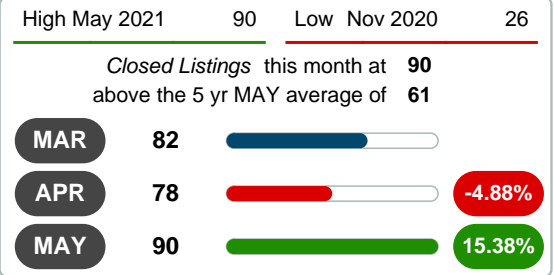


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.89%	18.5	7	1	0	0
\$50,001 - \$75,000	11	12.22%	4.0	7	4	0	0
\$75,001 - \$125,000	13	14.44%	3.0	3	10	0	0
\$125,001 - \$200,000	23	25.56%	23.0	0	16	6	1
\$200,001 - \$250,000	16	17.78%	23.0	2	8	6	0
\$250,001 - \$325,000	11	12.22%	10.0	2	4	5	0
\$325,001 and up	8	8.89%	22.0	2	3	3	0
Total Closed Units	90			23	46	20	1
Total Closed Volume	16,706,268	100%	12.0	2.96M	8.19M	5.36M	200.00K
Median Closed Price	\$172,450			\$72,500	\$162,000	\$235,709	\$200,000

May 2021



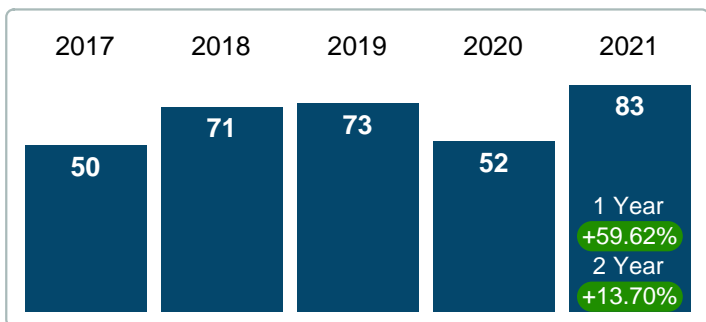
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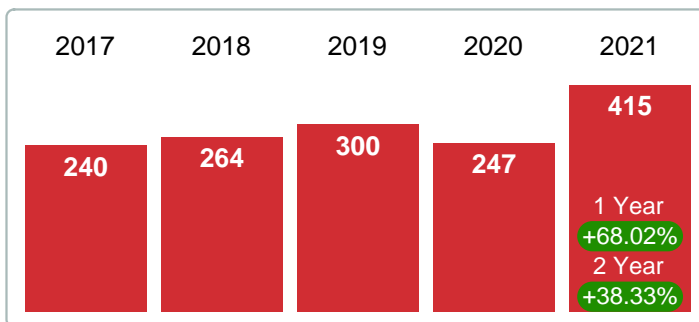
PENDING LISTINGS

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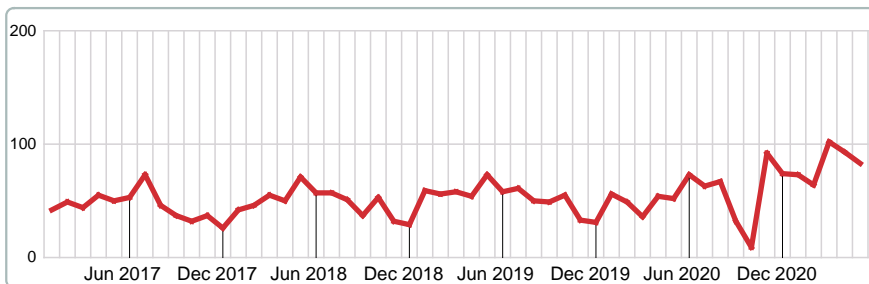
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66

High Mar 2021 102 Low Oct 2020 9

Pending Listings this month at **83**
above the 5 yr MAY average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.43%	54.0	3	4	0	0
\$40,001 - \$60,000	8	9.64%	9.5	4	3	0	1
\$60,001 - \$100,000	17	20.48%	4.0	5	12	0	0
\$100,001 - \$170,000	19	22.89%	9.0	5	14	0	0
\$170,001 - \$230,000	13	15.66%	6.0	2	10	1	0
\$230,001 - \$370,000	9	10.84%	19.0	1	4	3	1
\$370,001 and up	10	12.05%	14.0	1	1	8	0
Total Pending Units	83			21	48	12	2
Total Pending Volume	14,648,950	100%	12.0	2.47M	6.69M	5.13M	370.00K
Median Listing Price	\$128,500			\$85,000	\$120,000	\$397,450	\$185,000

May 2021



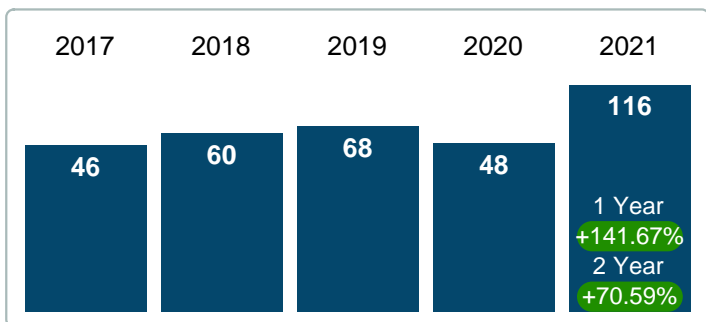
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



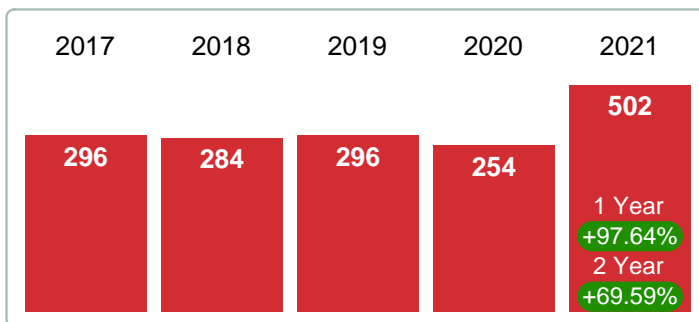
NEW LISTINGS

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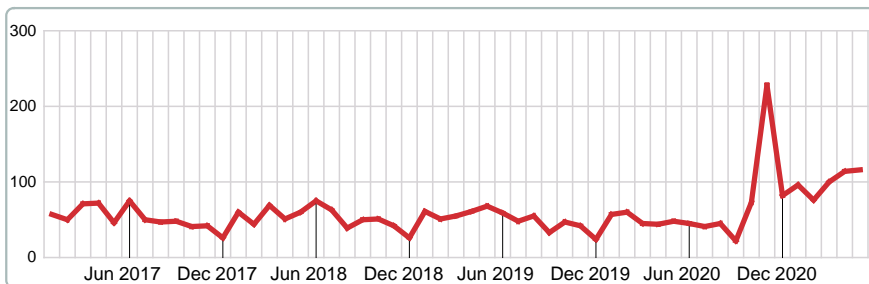
MAY



YEAR TO DATE (YTD)

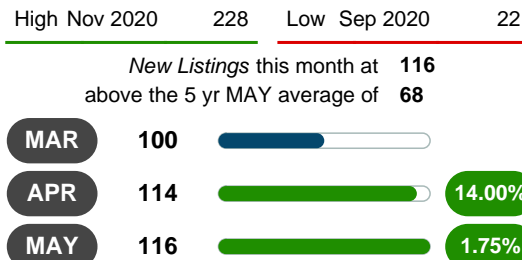


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$178,500		\$121,200	\$159,450	\$312,000	\$315,000

May 2021



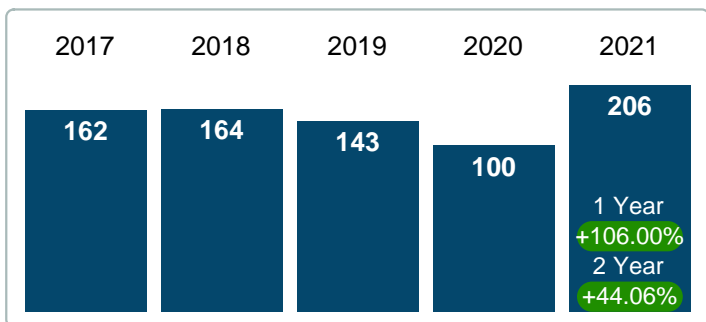
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



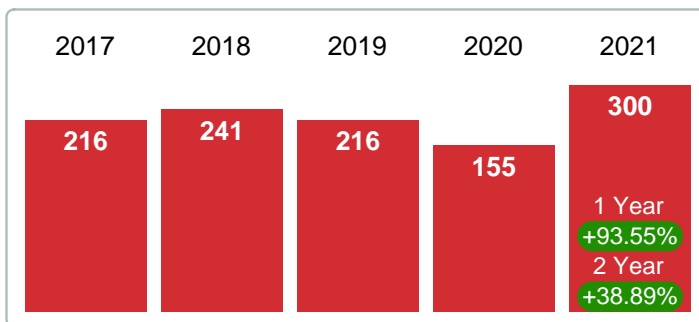
ACTIVE INVENTORY

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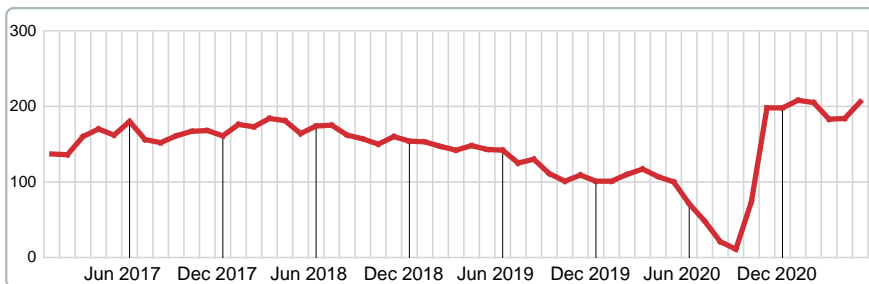
END OF MAY



ACTIVE DURING MAY

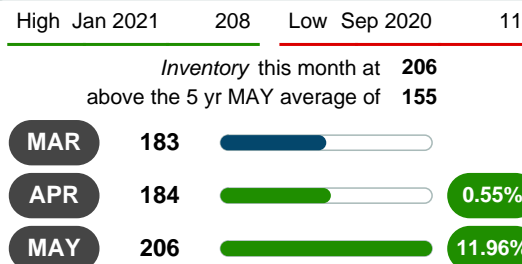


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 155



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	2.43%	134.0	3	2	0	0
\$25,001 - \$75,000	37	17.96%	84.0	23	11	2	1
\$75,001 - \$125,000	32	15.53%	61.5	10	20	1	1
\$125,001 - \$225,000	48	23.30%	47.0	5	32	8	3
\$225,001 - \$350,000	37	17.96%	33.0	6	17	10	4
\$350,001 - \$625,000	26	12.62%	40.0	2	12	8	4
\$625,001 and up	21	10.19%	42.0	3	8	9	1
Total Active Inventory by Units	206			52	102	38	14
Total Active Inventory by Volume	60,522,360	100%	52.0	10.29M	29.59M	15.64M	5.00M
Median Active Inventory Listing Price	\$178,750			\$74,000	\$175,000	\$320,000	\$267,450

May 2021



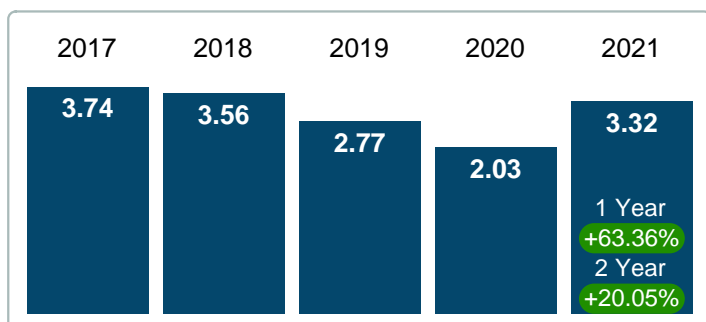
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



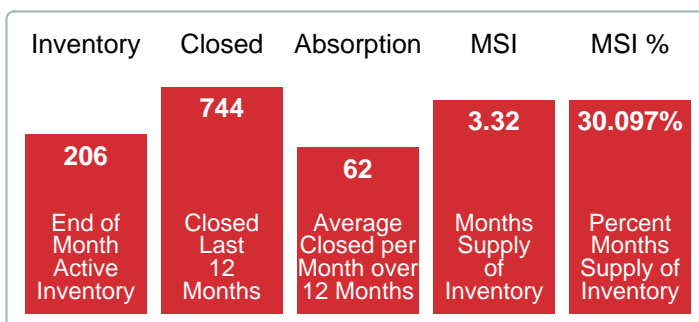
MONTHS SUPPLY of INVENTORY (MSI)

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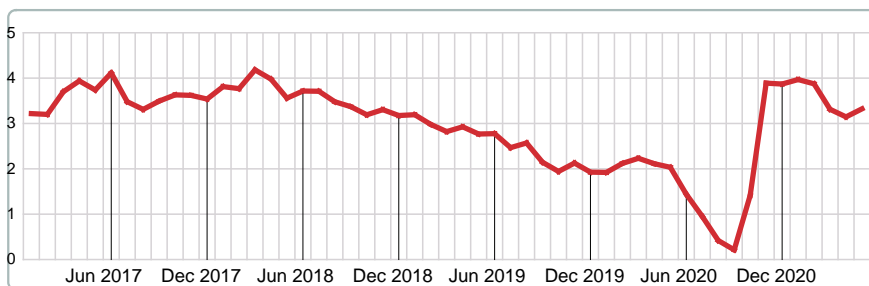
MSI FOR MAY



INDICATORS FOR MAY 2021

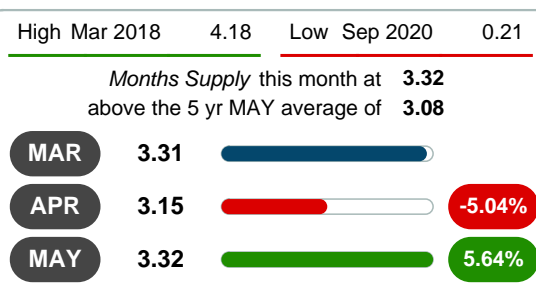


5 YEAR MARKET ACTIVITY TRENDS



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

May 2021



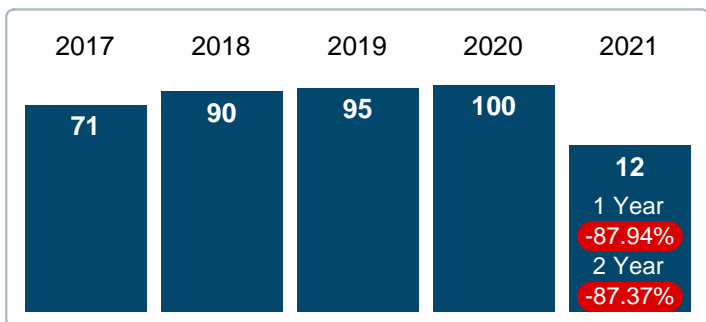
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



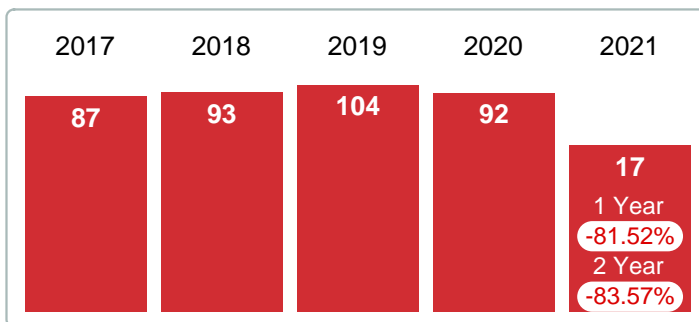
MEDIAN DAYS ON MARKET TO SALE

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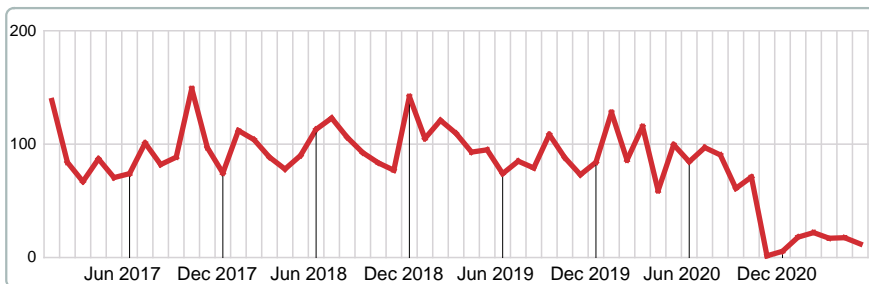
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 73

High Oct 2017 149 Low Nov 2020 2

Median Days on Market to Sale this month at 12 below the 5 yr MAY average of 73



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	8.89%	19	23	11	0	0
\$50,001 - \$75,000	12.22%	4	1	36	0	0
\$75,001 - \$125,000	14.44%	3	3	4	0	0
\$125,001 - \$200,000	25.56%	23	0	18	70	8
\$200,001 - \$250,000	17.78%	23	57	23	48	0
\$250,001 - \$325,000	12.22%	10	1	21	63	0
\$325,001 and up	8.89%	22	155	6	4	0
Median Closed DOM		12	4	14	66	8
Total Closed Units	100%	12.0	23	46	20	1
Total Closed Volume		16,706,268	2.96M	8.19M	5.36M	200.00K

May 2021



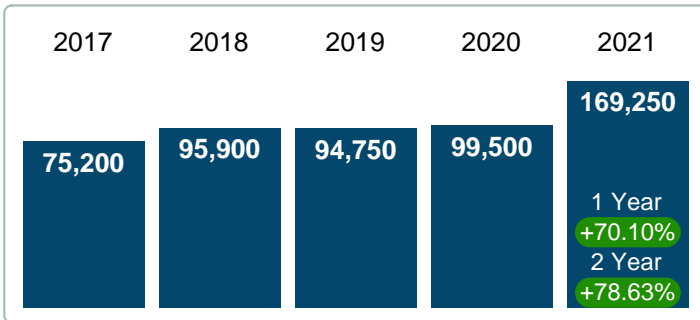
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



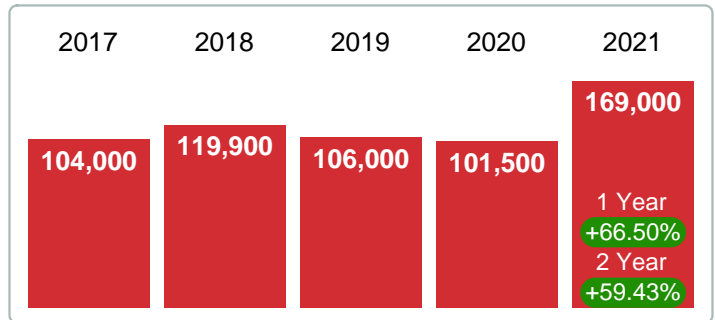
MEDIAN LIST PRICE AT CLOSING

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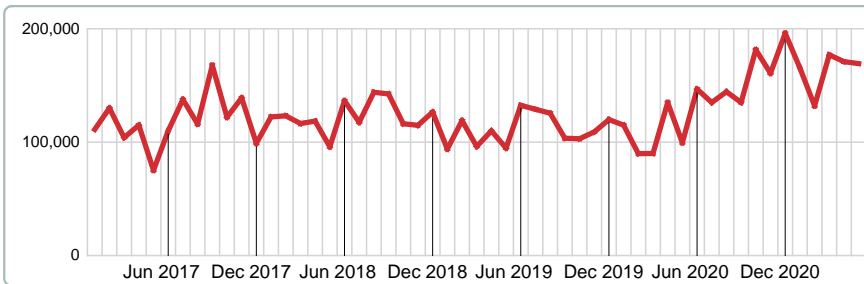
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

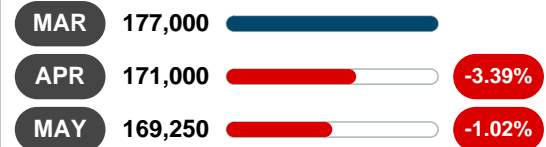


3 MONTHS

5 year MAY AVG = 106,920

High Dec 2020 196,000 Low May 2017 75,200

Median List Price at Closing this month at **169,250**
above the 5 yr MAY average of **106,920**



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	6.67%	45,000	45,000	35,000	0	0
\$50,001 - \$75,000	12.22%	59,900	59,900	60,000	0	0
\$75,001 - \$125,000	16.67%	106,000	104,950	106,000	0	0
\$125,001 - \$200,000	22.22%	169,000	0	169,000	162,000	189,900
\$200,001 - \$250,000	20.00%	227,000	239,750	222,500	226,500	0
\$250,001 - \$325,000	13.33%	279,450	300,000	279,900	279,000	0
\$325,001 and up	8.89%	479,000	454,500	499,000	509,700	0
Median List Price		169,250	74,000	169,000	232,950	189,900
Total Closed Units	100%	169,250	23	46	20	1
Total Closed Volume		17,270,950	3.12M	8.49M	5.47M	189.90K

May 2021



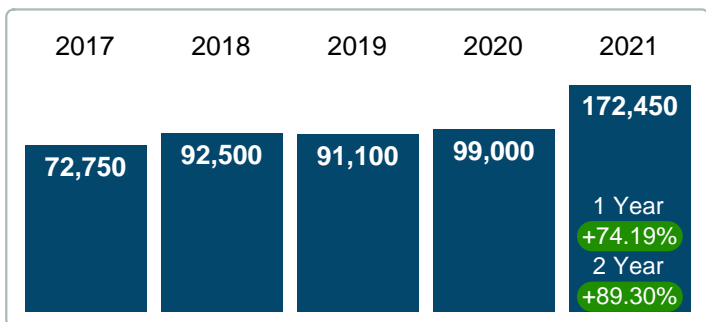
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



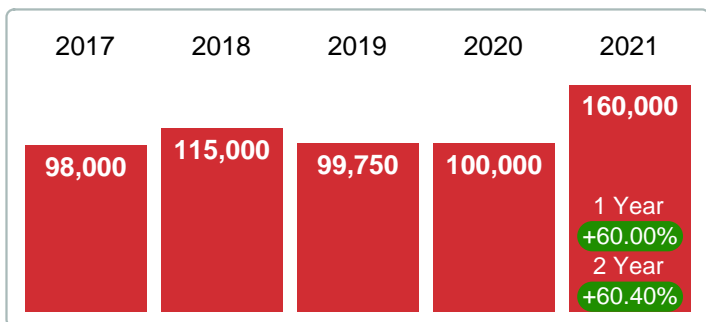
MEDIAN SOLD PRICE AT CLOSING

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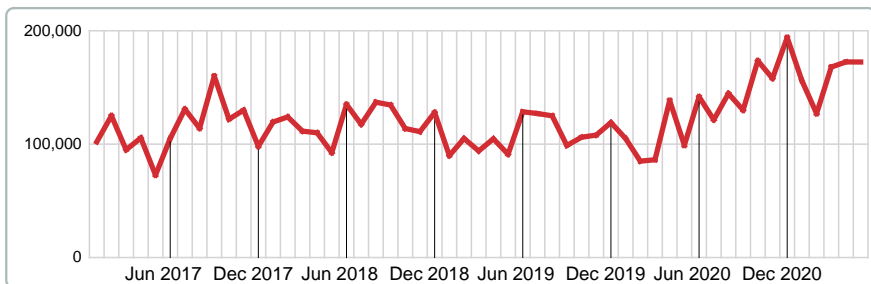
MAY



YEAR TO DATE (YTD)

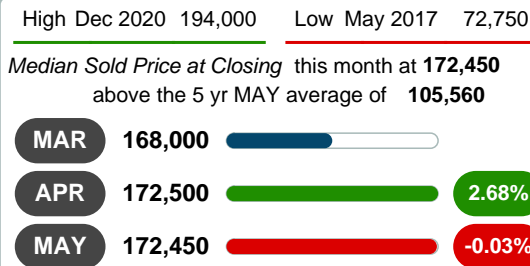


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 105,560



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	8.89%	34,500	35,000	27,000	0	0
\$50,001 - \$75,000	12.22%	60,000	70,000	59,000	0	0
\$75,001 - \$125,000	14.44%	110,000	110,000	109,575	0	0
\$125,001 - \$200,000	25.56%	165,000	0	162,000	164,950	200,000
\$200,001 - \$250,000	17.78%	224,500	239,750	220,000	224,450	0
\$250,001 - \$325,000	12.22%	279,900	300,000	282,450	279,000	0
\$325,001 and up	8.89%	442,000	412,000	435,000	509,700	0
Median Sold Price		172,450	72,500	162,000	235,709	200,000
Total Closed Units	100%	172,450	23	46	20	1
Total Closed Volume		16,706,268	2.96M	8.19M	5.36M	200.00K

May 2021



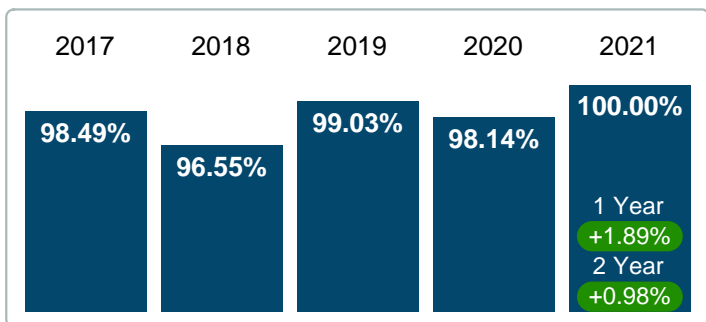
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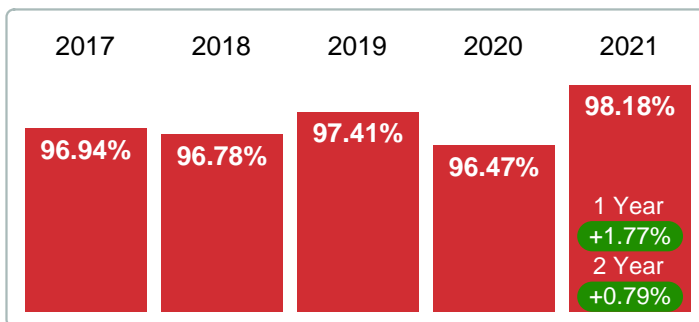
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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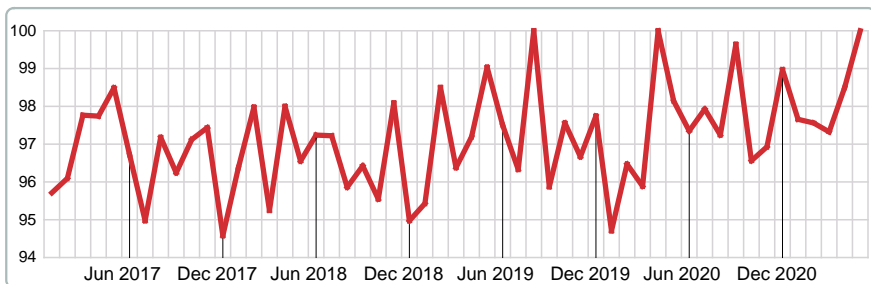
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

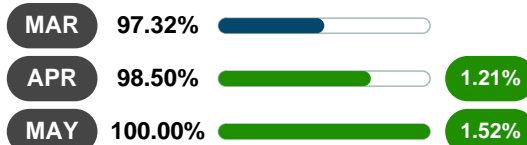


3 MONTHS

5 year MAY AVG = 98.44%

High May 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.44%**



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	8.89%	76.35%	75.56%	77.14%	0.00%	0.00%
\$50,001 - \$75,000	11	12.22%	100.00%	100.00%	94.05%	0.00%	0.00%
\$75,001 - \$125,000	13	14.44%	100.00%	102.61%	98.73%	0.00%	0.00%
\$125,001 - \$200,000	23	25.56%	100.00%	0.00%	100.00%	97.34%	105.32%
\$200,001 - \$250,000	16	17.78%	100.00%	100.00%	100.00%	99.80%	0.00%
\$250,001 - \$325,000	11	12.22%	98.94%	100.00%	96.21%	98.94%	0.00%
\$325,001 and up	8	8.89%	99.24%	90.74%	96.01%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	97.64%	99.66%	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

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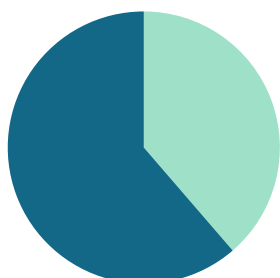
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

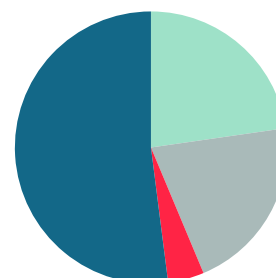


Inventory
 New Listings
116 = 38.67%
 Start Inventory
184
 Total Inventory Units
300
 Volume
\$78,904,810

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%
Median List Price	99,500	169,250	70.10%	101,500	169,000	66.50%
Median Sale Price	99,000	172,450	74.19%	100,000	160,000	60.00%
Median Percent of Selling Price to List Price	98.14%	100.00%	1.89%	96.47%	98.18%	1.77%
Median Days on Market to Sale	99.50	12.00	-87.94%	92.00	17.00	-81.52%
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

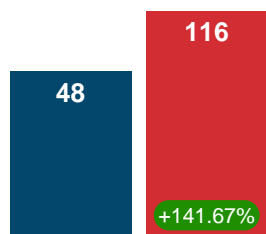
Inventory on May 31, 2021 = **206**

2020 2021

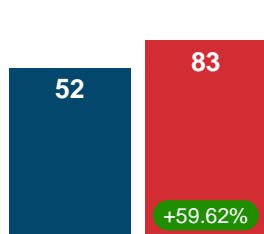
MAY MARKET

MEDIAN PRICES

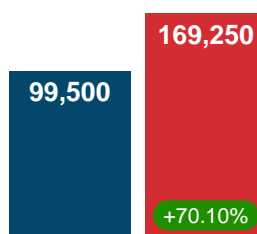
New Listings



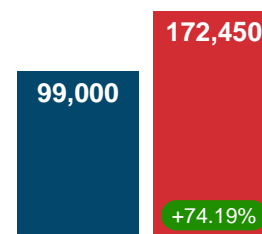
Pending Listings



List Price



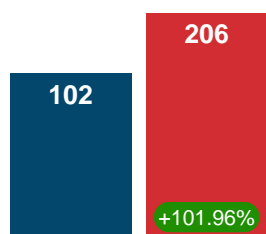
Sale Price



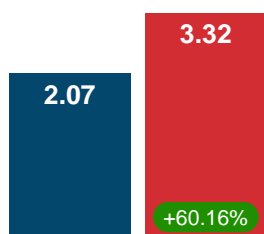
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

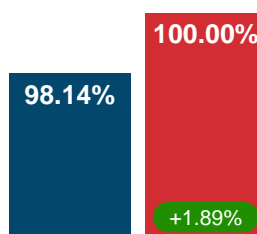
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

