

# July 2021

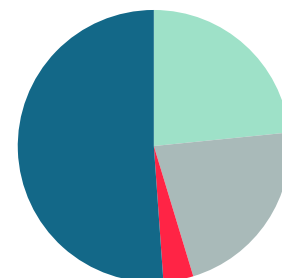
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	95	125	31.58%
Pending Listings	97	117	20.62%
New Listings	128	147	14.84%
Average List Price	155,606	218,125	40.18%
Average Sale Price	152,978	211,880	38.50%
Average Percent of Selling Price to List Price	97.18%	97.17%	-0.01%
Average Days on Market to Sale	35.35	25.80	-27.01%
End of Month Inventory	403	273	-32.26%
Months Supply of Inventory	5.01	2.81	-43.94%



■ Closed (23.41%)  
■ Pending (21.91%)  
■ Other OffMarket (3.56%)  
■ Active (51.12%)

**Absorption:** Last 12 months, an Average of **97** Sales/Month  
**Active Inventory** as of July 31, 2021 = **273**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **32.26%** to 273 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **2.81** 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 **38.50%** in July 2021 to \$211,880 versus the previous year at \$152,978.

#### Average Days on Market Shortens

The average number of **25.80** days that homes spent on the market before selling decreased by 9.55 days or **27.01%** in July 2021 compared to last year's same month at **35.35** DOM.

#### Sales Success for July 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 147 New Listings in July 2021, up **14.84%** from last year at 128. Furthermore, there were 125 Closed Listings this month versus last year at 95, a **31.58%** increase.

Closed versus Listed trends yielded a **85.0%** ratio, up from previous year's, July 2020, at **74.2%**, a **14.57%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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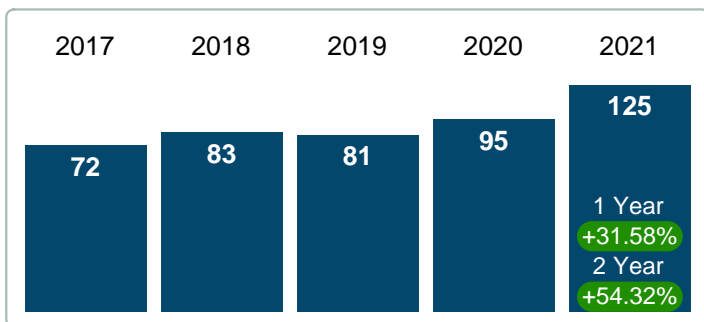
Area Delimited by County Of Creek



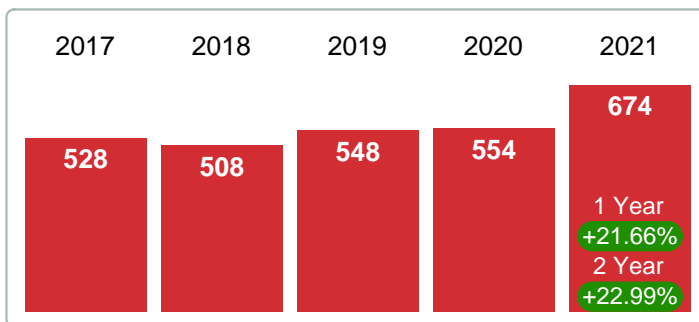
## CLOSED LISTINGS

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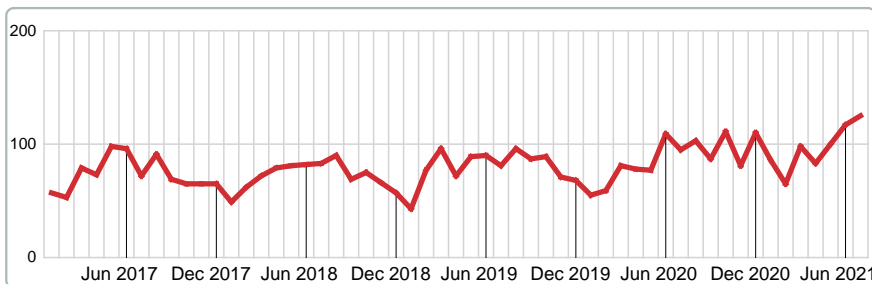
### JULY



### YEAR TO DATE (YTD)

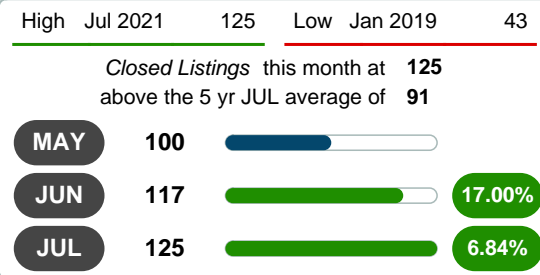


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 91



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	5.60%	27.3	2	5	0	0
\$25,001 - \$100,000	22	17.60%	65.3	11	8	2	1
\$100,001 - \$125,000	10	8.00%	12.8	3	7	0	0
\$125,001 - \$175,000	34	27.20%	16.6	2	31	1	0
\$175,001 - \$250,000	24	19.20%	13.3	1	20	2	1
\$250,001 - \$425,000	15	12.00%	16.3	3	6	5	1
\$425,001 and up	13	10.40%	26.2	2	4	3	4
<b>Total Closed Units</b>	<b>125</b>			<b>24</b>	<b>81</b>	<b>13</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>26,484,945</b>	<b>100%</b>	<b>25.8</b>	<b>4.07M</b>	<b>14.33M</b>	<b>4.17M</b>	<b>3.92M</b>
<b>Average Closed Price</b>	<b>\$211,880</b>			<b>\$169,433</b>	<b>\$176,902</b>	<b>\$320,692</b>	<b>\$560,071</b>

# July 2021



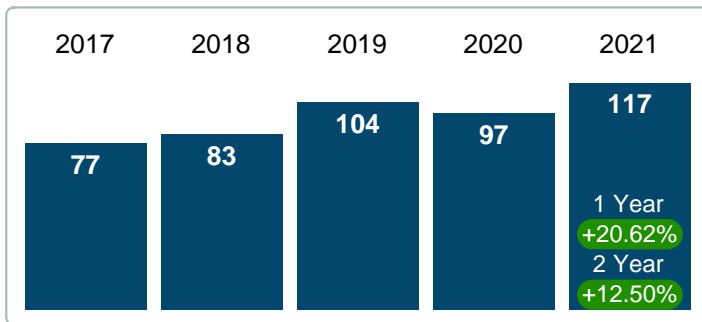
Area Delimited by County Of Creek



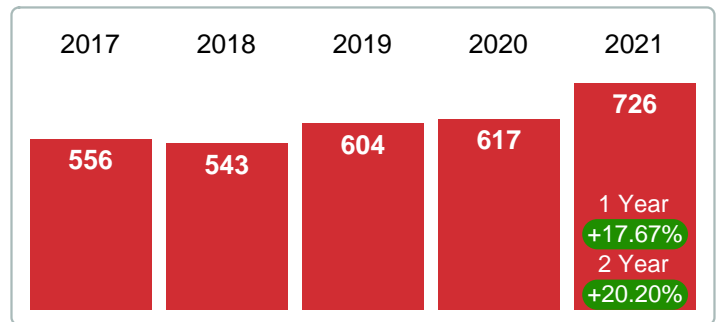
## PENDING LISTINGS

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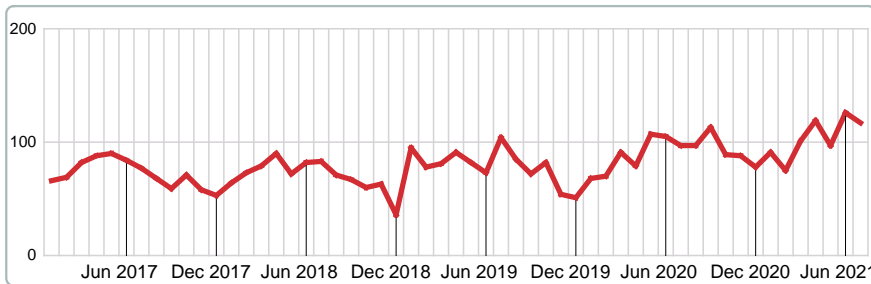
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

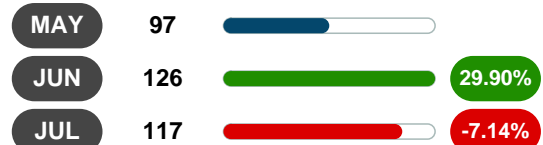


### 3 MONTHS

5 year JUL AVG = 96

High Jun 2021 126 Low Dec 2018 36

Pending Listings this month at 117 above the 5 yr JUL average of 96



### 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	7	5.98%	17.0	3	4	0	0
\$50,001 - \$75,000	9	7.69%	11.3	5	4	0	0
\$75,001 - \$100,000	11	9.40%	13.9	2	9	0	0
\$100,001 - \$175,000	42	35.90%	18.5	6	36	0	0
\$175,001 - \$250,000	20	17.09%	18.7	1	12	7	0
\$250,001 - \$375,000	15	12.82%	18.1	2	10	3	0
\$375,001 and up	13	11.11%	42.3	4	2	4	3
<b>Total Pending Units</b>	<b>117</b>			<b>23</b>	<b>77</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>22,704,368</b>	<b>100%</b>	<b>38.5</b>	<b>4.44M</b>	<b>12.42M</b>	<b>4.15M</b>	<b>1.69M</b>
<b>Average Listing Price</b>	<b>\$232,820</b>			<b>\$193,237</b>	<b>\$161,315</b>	<b>\$296,629</b>	<b>\$561,967</b>

# July 2021



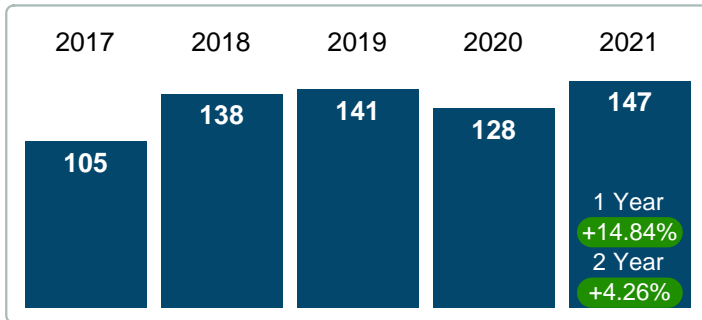
Area Delimited by County Of Creek



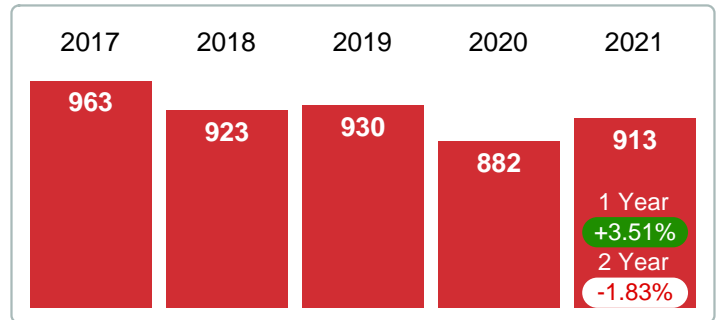
## NEW LISTINGS

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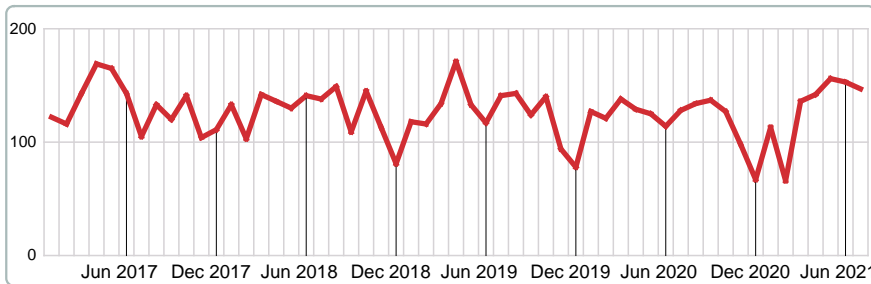
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

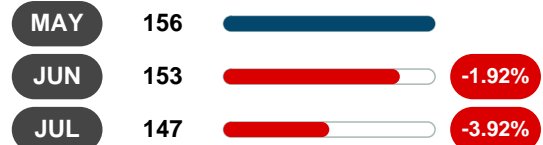


### 3 MONTHS

5 year JUL AVG = 132

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 147  
above the 5 yr JUL average of 132



### 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	9	6.12%	8	1	0	0
\$50,001 - \$100,000	24	16.33%	11	13	0	0
\$100,001 - \$125,000	19	12.93%	10	9	0	0
\$125,001 - \$225,000	39	26.53%	10	25	4	0
\$225,001 - \$300,000	23	15.65%	4	12	7	0
\$300,001 - \$450,000	18	12.24%	4	6	6	2
\$450,001 and up	15	10.20%	5	1	5	4
<b>Total New Listed Units</b>	<b>147</b>		<b>52</b>	<b>67</b>	<b>22</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>39,015,013</b>	<b>100%</b>	<b>13.37M</b>	<b>13.80M</b>	<b>7.77M</b>	<b>4.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$273,000</b>		<b>\$257,130</b>	<b>\$205,971</b>	<b>\$353,355</b>	<b>\$678,400</b>

# July 2021

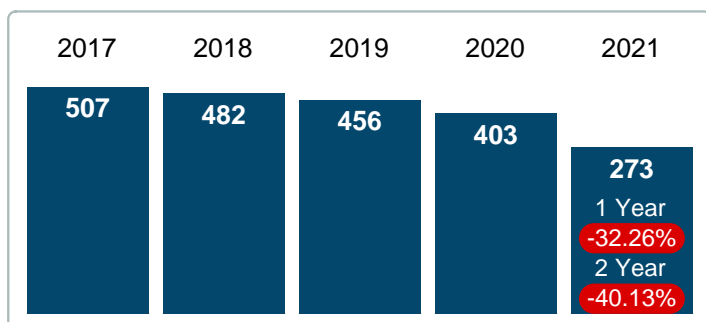
Area Delimited by County Of Creek



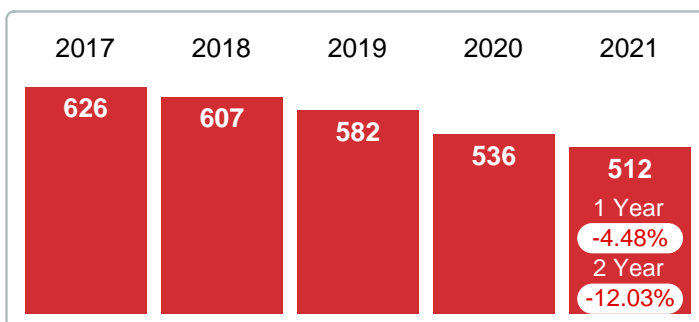
## ACTIVE INVENTORY

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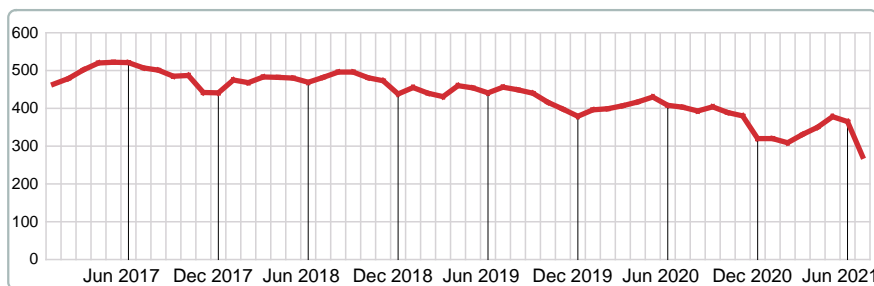
### END OF JULY



### ACTIVE DURING JULY

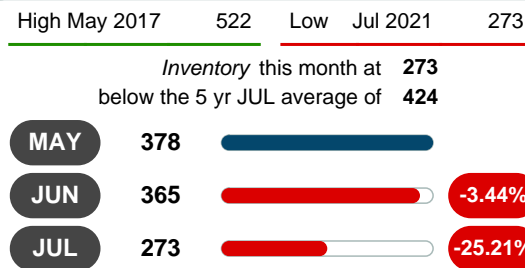


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 424



### 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	17	6.23%	101.8	16	1	0	0
\$25,001 - \$50,000	27	9.89%	127.5	27	0	0	0
\$50,001 - \$125,000	57	20.88%	103.9	45	11	1	0
\$125,001 - \$200,000	63	23.08%	84.3	36	25	1	1
\$200,001 - \$300,000	46	16.85%	63.8	22	15	8	1
\$300,001 - \$625,000	36	13.19%	51.7	12	8	10	6
\$625,001 and up	27	9.89%	74.4	11	4	6	6
<b>Total Active Inventory by Units</b>	<b>273</b>			<b>169</b>	<b>64</b>	<b>26</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>89,049,935</b>	<b>100%</b>	<b>85.0</b>	<b>44.85M</b>	<b>19.91M</b>	<b>13.72M</b>	<b>10.57M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$326,190</b>			<b>\$265,391</b>	<b>\$311,040</b>	<b>\$527,742</b>	<b>\$755,071</b>

# July 2021



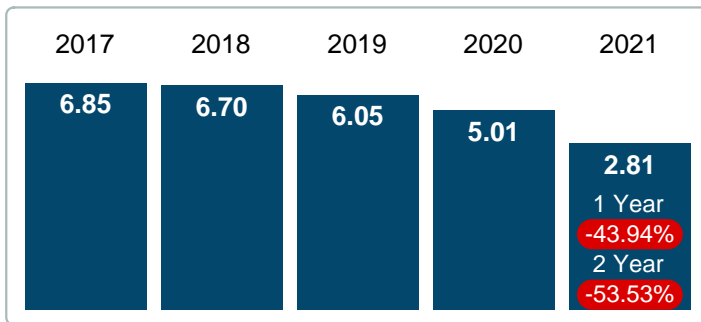
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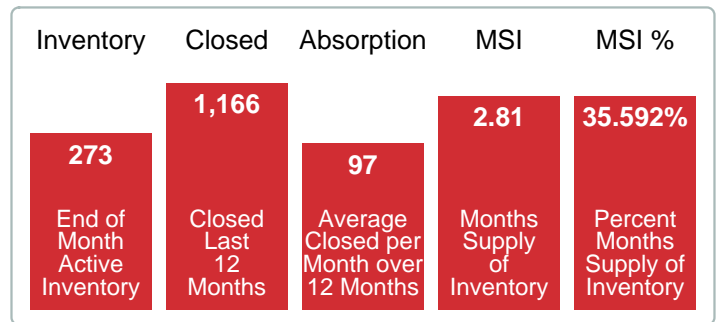
## MONTHS SUPPLY of INVENTORY (MSI)

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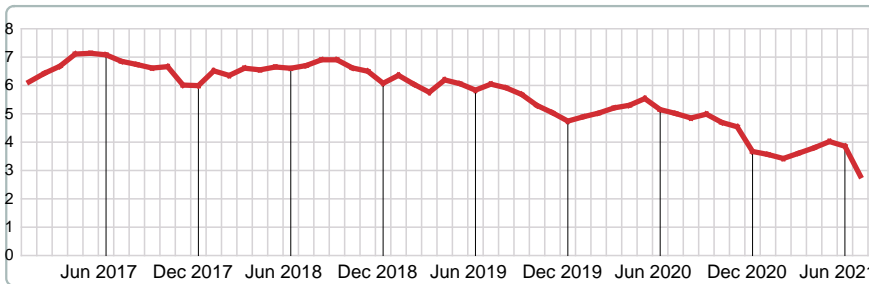
### MSI FOR JULY



### INDICATORS FOR JULY 2021

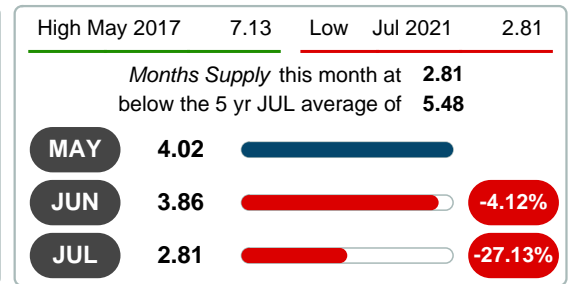


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.48



### 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	17	6.23%	2.65	3.76	0.50	0.00	0.00
\$25,001 - \$50,000	27	9.89%	4.21	5.59	0.00	0.00	0.00
\$50,001 - \$125,000	57	20.88%	2.14	3.65	0.90	0.75	0.00
\$125,001 - \$200,000	63	23.08%	2.07	8.00	1.07	0.40	12.00
\$200,001 - \$300,000	46	16.85%	3.35	11.48	1.84	2.74	1.33
\$300,001 - \$625,000	36	13.19%	3.22	10.29	2.40	2.26	2.67
\$625,001 and up	27	9.89%	11.17	18.86	6.00	12.00	9.00
Market Supply of Inventory (MSI)			2.81	5.71	1.25	2.17	3.05
Total Active Inventory by Units		100%	273	169	64	26	14

# July 2021



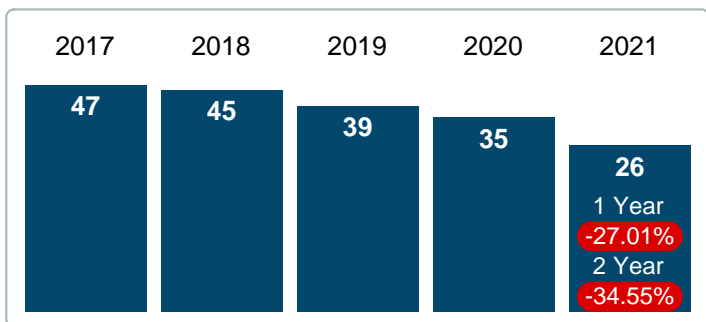
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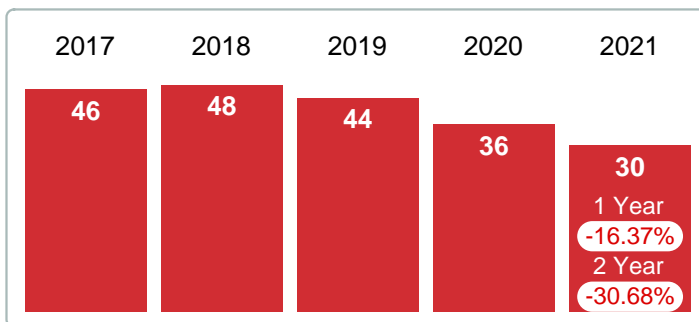
## AVERAGE DAYS ON MARKET TO SALE

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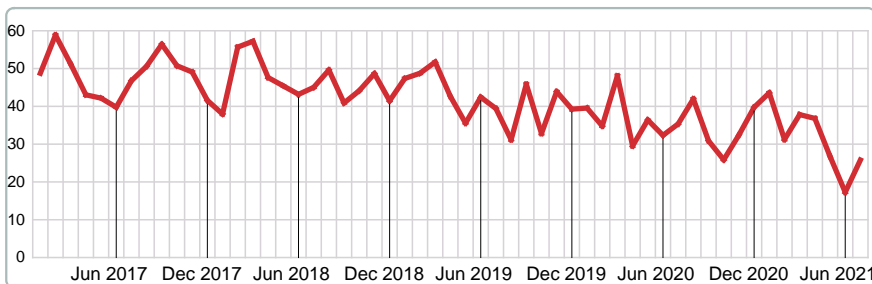
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

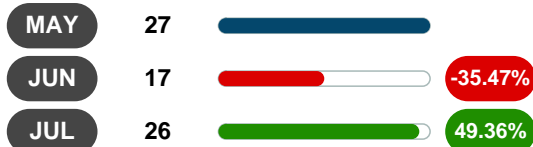


### 3 MONTHS

5 year JUL AVG = 38

High Feb 2017 59 Low Jun 2021 17

Average Days on Market to Sale this month at 26 below the 5 yr JUL average of 38



### 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
\$25,000 and less	5.60%	27	45	20	0	0
\$25,001 - \$100,000	17.60%	65	61	62	124	23
\$100,001 - \$125,000	8.00%	13	25	7	0	0
\$125,001 - \$175,000	27.20%	17	119	10	8	0
\$175,001 - \$250,000	19.20%	13	106	8	20	9
\$250,001 - \$425,000	12.00%	16	35	11	12	11
\$425,001 and up	10.40%	26	37	14	51	15
<b>Average Closed DOM</b>		<b>26</b>	<b>57</b>	<b>16</b>	<b>39</b>	<b>15</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>24</b>	<b>81</b>	<b>13</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>26,484,945</b>	<b>4.07M</b>	<b>14.33M</b>	<b>4.17M</b>	<b>3.92M</b>

# July 2021

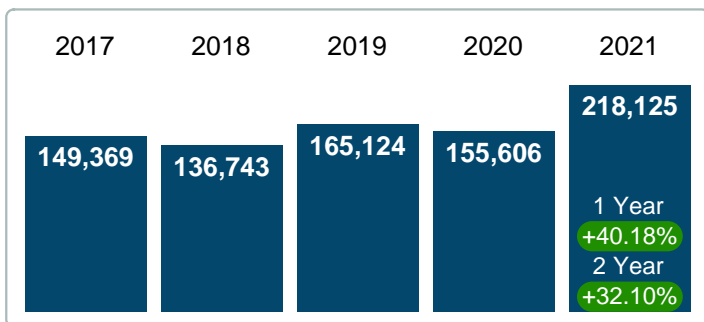
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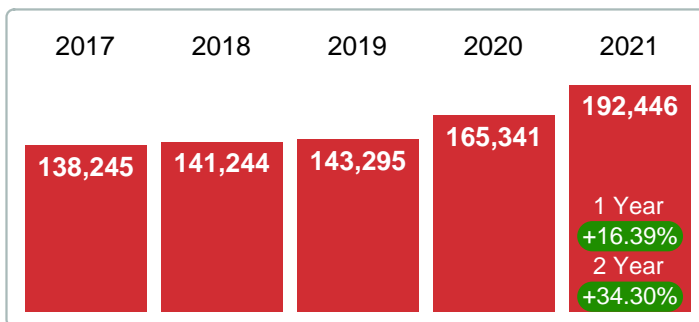
## AVERAGE LIST PRICE AT CLOSING

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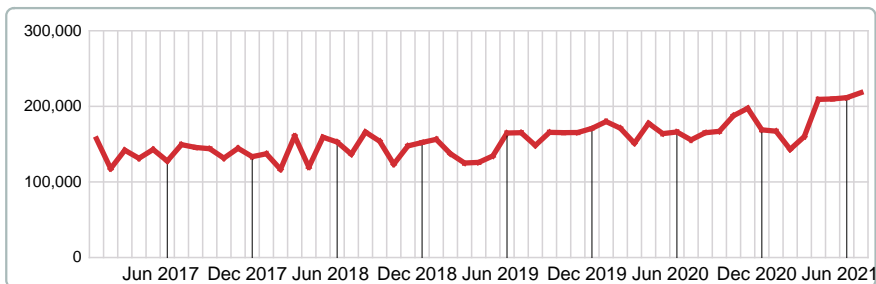
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 164,993

High Jul 2021 218,125 Low Feb 2018 116,719

Average List Price at Closing this month at **218,125** above the 5 yr JUL average of **164,993**

- MAY 209,783
- JUN 211,495 0.82%
- JUL 218,125 3.13%

### 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
\$25,000 and less <span>6</span>	4.80%	9,008	12,998	11,510	0	0
\$25,001 - \$100,000 <span>21</span>	16.80%	60,576	64,514	63,256	75,950	135,000
\$100,001 - \$125,000 <span>12</span>	9.60%	118,233	113,967	120,057	0	0
\$125,001 - \$175,000 <span>31</span>	24.80%	155,980	179,500	156,819	151,000	0
\$175,001 - \$250,000 <span>29</span>	23.20%	209,124	195,000	204,625	242,450	239,900
\$250,001 - \$425,000 <span>12</span>	9.60%	328,567	406,667	315,633	303,360	305,000
\$425,001 and up <span>14</span>	11.20%	691,279	825,000	553,750	667,967	827,250
<b>Average List Price</b>		<b>218,125</b>	<b>187,564</b>	<b>178,601</b>	<b>331,423</b>	<b>569,843</b>
<b>Total Closed Units</b>		<b>125</b>	<b>24</b>	<b>81</b>	<b>13</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>27,265,640</b>	<b>4.50M</b>	<b>14.47M</b>	<b>4.31M</b>	<b>3.99M</b>



# July 2021

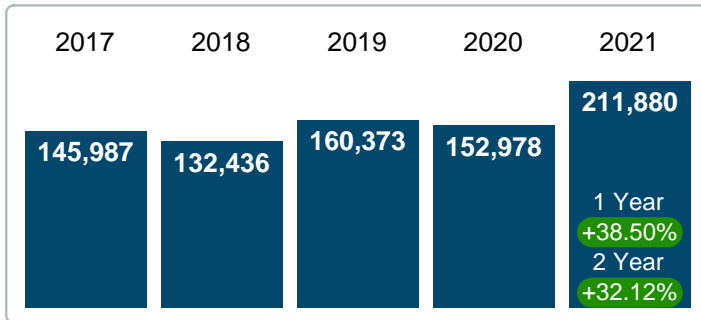
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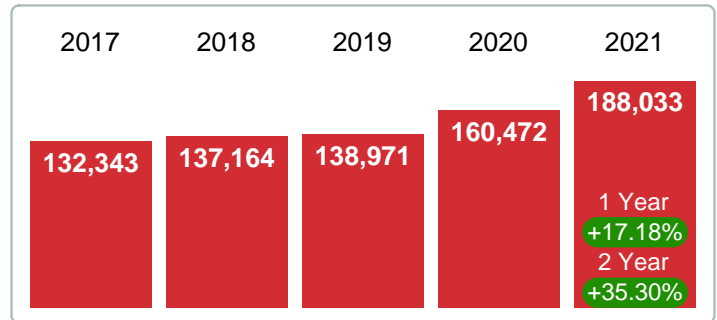
## AVERAGE SOLD PRICE AT CLOSING

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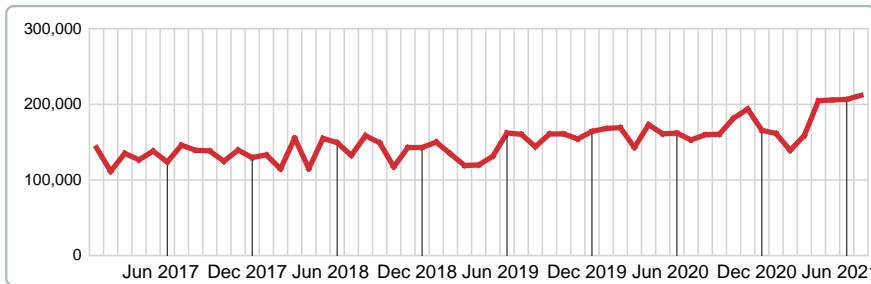
### JULY



### YEAR TO DATE (YTD)

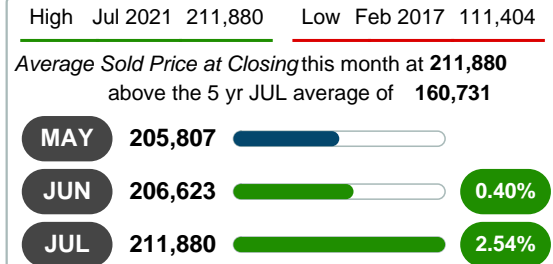


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 160,731



### 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
\$25,000 and less	7	5.60%	9,216	9,548	9,084	0
\$25,001 - \$100,000	22	17.60%	62,268	60,900	57,000	72,000
\$100,001 - \$125,000	10	8.00%	114,450	113,967	114,657	0
\$125,001 - \$175,000	34	27.20%	155,857	148,500	156,649	146,000
\$175,001 - \$250,000	24	19.20%	210,521	192,500	207,250	232,500
\$250,001 - \$425,000	15	12.00%	319,693	365,333	312,317	302,800
\$425,001 and up	13	10.40%	673,769	725,000	537,500	633,333
Average Sold Price		211,880		169,433	176,902	320,692
Total Closed Units		125	100%	24	81	13
Total Closed Volume		26,484,945	211,880	4.07M	14.33M	4.17M
				560,071	7	3.92M

# July 2021

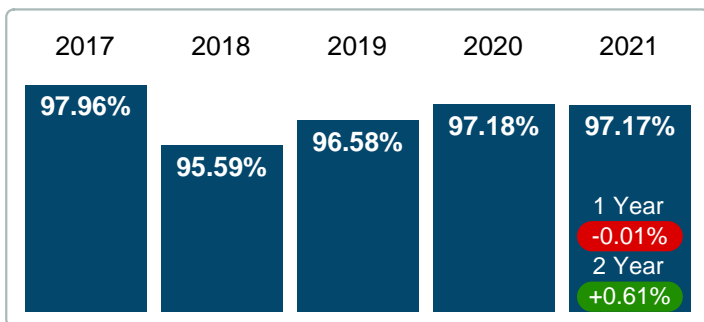
Area Delimited by County Of Creek



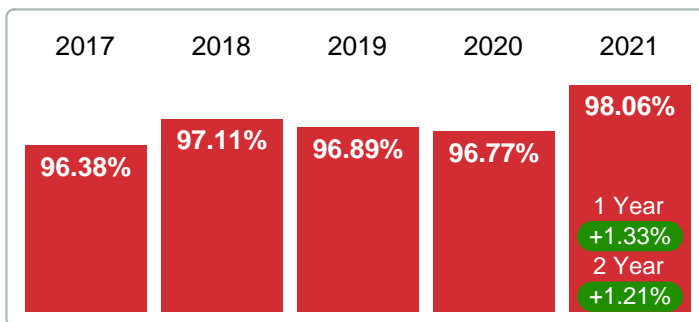
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

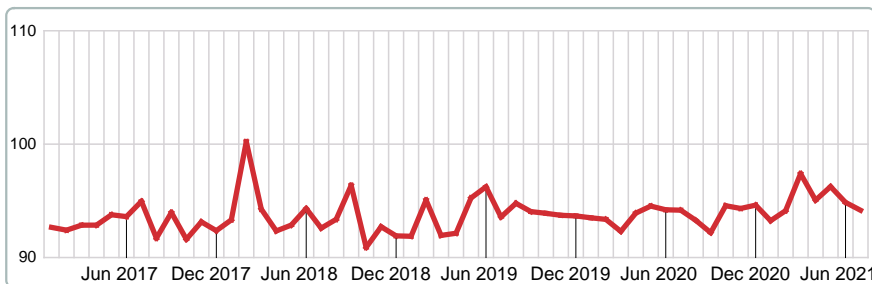
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

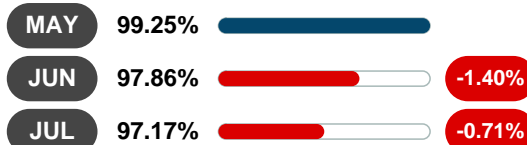


### 3 MONTHS

5 year JUL AVG = 96.89%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **97.17%**  
equal to 5 yr JUL average of **96.89%**



### 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
\$25,000 and less	<b>7</b>	5.60%	89.65%	86.14%	91.06%	0.00%	0.00%
\$25,001 - \$100,000	<b>22</b>	17.60%	92.26%	96.04%	88.76%	94.51%	74.07%
\$100,001 - \$125,000	<b>10</b>	8.00%	96.93%	100.03%	95.60%	0.00%	0.00%
\$125,001 - \$175,000	<b>34</b>	27.20%	99.19%	83.94%	100.26%	96.69%	0.00%
\$175,001 - \$250,000	<b>24</b>	19.20%	100.97%	98.72%	101.44%	95.83%	104.21%
\$250,001 - \$425,000	<b>15</b>	12.00%	98.22%	90.83%	98.95%	100.99%	102.13%
\$425,001 and up	<b>13</b>	10.40%	96.19%	88.53%	97.08%	96.36%	99.01%
Average Sold/List Ratio		97.20%		93.54%	98.19%	97.80%	96.64%
Total Closed Units		125	100%	24	81	13	7
Total Closed Volume		26,484,945		4.07M	14.33M	4.17M	3.92M

# July 2021

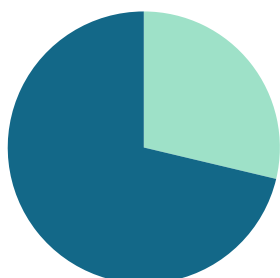
Area Delimited by County Of Creek



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

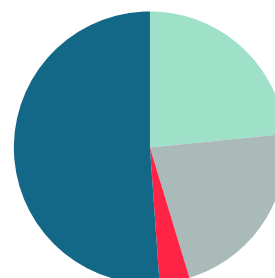


**Inventory**  
 New Listings  
**147 = 28.71%**  
 Start Inventory  
**365**  
 Total Inventory Units  
**512**  
 Volume  
**\$138,577,443**

### Market Activity

Closed Sales  
**125 = 23.41%**  
 Pending Sales  
**117 = 21.91%**  
 Other Off Market  
**19 = 3.56%**  
 Active Inventory  
**273 = 51.12%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	95	125	31.58%	554	674	21.66%
Pending Sales	97	117	20.62%	617	726	17.67%
New Listings	128	147	14.84%	882	913	3.51%
Average List Price	155,606	218,125	40.18%	165,341	192,446	16.39%
Average Sale Price	152,978	211,880	38.50%	160,472	188,033	17.18%
Average Percent of Selling Price to List Price	97.18%	97.17%	-0.01%	96.77%	98.06%	1.33%
Average Days on Market to Sale	35.35	25.80	-27.01%	36.30	30.36	-16.37%
Monthly Inventory	403	273	-32.26%	403	273	-32.26%
Months Supply of Inventory	5.01	2.81	-43.94%	5.01	2.81	-43.94%

**Absorption:** Last 12 months, an Average of **97** Sales/Month

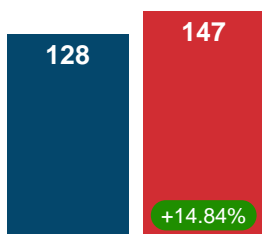
**Inventory** on July 31, 2021 = **273**

**2020** **2021**

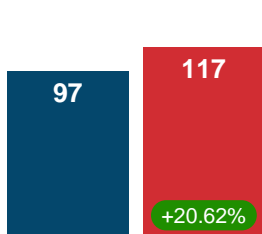
### JULY MARKET

### AVERAGE PRICES

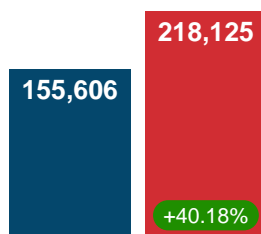
#### New Listings



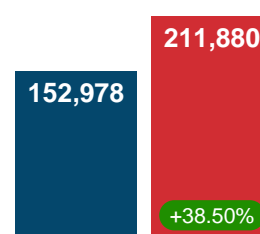
#### Pending Listings



#### List Price



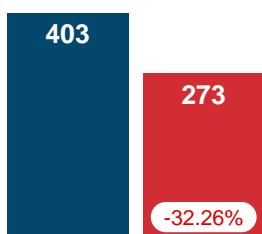
#### Sale Price



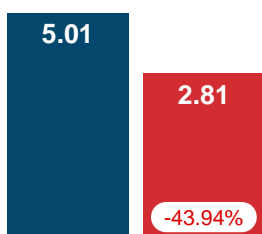
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

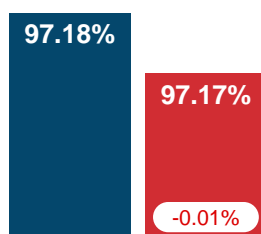
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

