

# July 2021

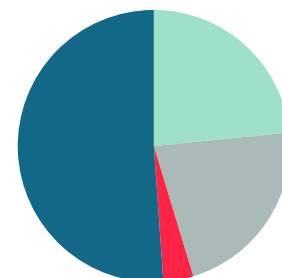
Area Delimited by County Of Creek



## 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%
Median List Price	147,000	168,000	14.29%
Median Sale Price	145,000	165,000	13.79%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	9.00	-35.71%
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.

#### 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 **13.79%** in July 2021 to \$165,000 versus the previous year at \$145,000.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 5.00 days or **35.71%** in July 2021 compared to last year's same month at **14.00** DOM.

#### Sales Success for July 2021 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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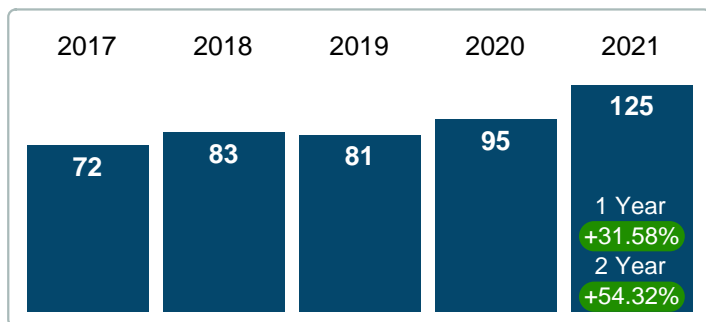
Area Delimited by County Of Creek



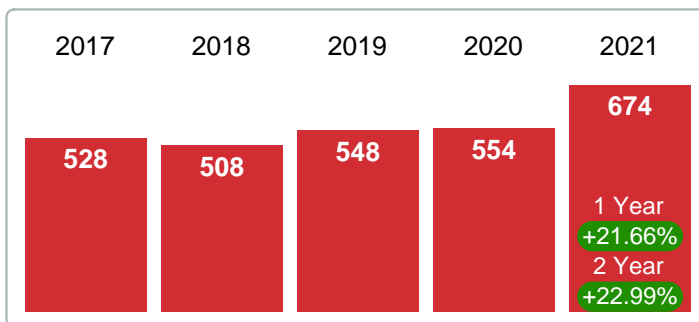
## CLOSED LISTINGS

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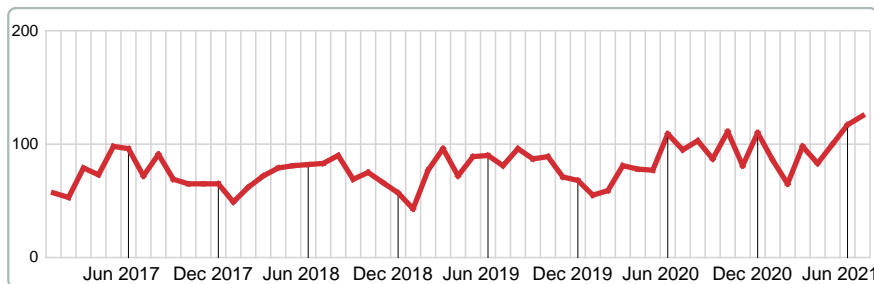
### JULY



### YEAR TO DATE (YTD)

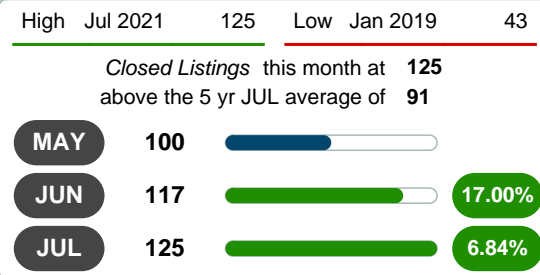


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 91



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	5.60%	26.0	2	5	0	0
\$25,001 - \$100,000	22	17.60%	32.0	11	8	2	1
\$100,001 - \$125,000	10	8.00%	5.5	3	7	0	0
\$125,001 - \$175,000	34	27.20%	5.5	2	31	1	0
\$175,001 - \$250,000	24	19.20%	6.5	1	20	2	1
\$250,001 - \$425,000	15	12.00%	6.0	3	6	5	1
\$425,001 and up	13	10.40%	24.0	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>9.0</b>	<b>4.07M</b>	<b>14.33M</b>	<b>4.17M</b>	<b>3.92M</b>
<b>Median Closed Price</b>	<b>\$165,000</b>			<b>\$92,250</b>	<b>\$165,000</b>	<b>\$267,000</b>	<b>\$510,000</b>

# July 2021



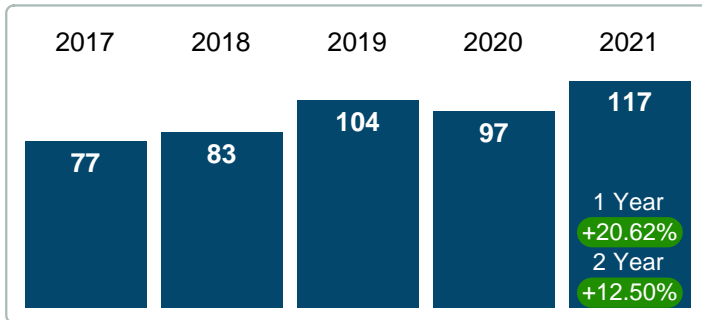
Area Delimited by County Of Creek



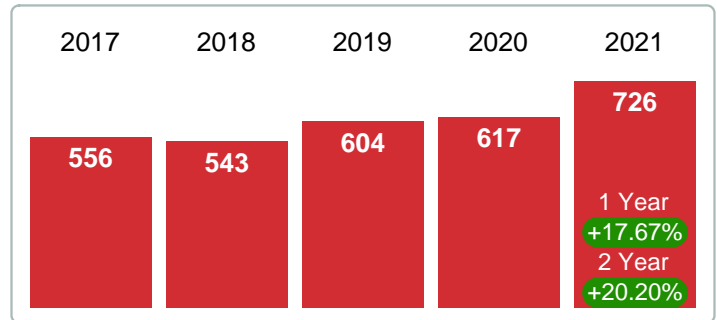
## PENDING LISTINGS

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

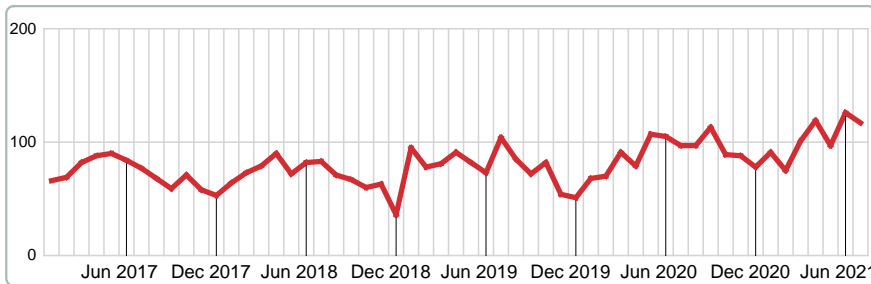
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 96

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		%	MDOM	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%	5.0	5	4	0	0
\$75,001 - \$100,000	11	9.40%	10.0	2	9	0	0
\$100,001 - \$175,000	42	35.90%	9.0	6	36	0	0
\$175,001 - \$250,000	20	17.09%	12.0	1	12	7	0
\$250,001 - \$375,000	15	12.82%	3.0	2	10	3	0
\$375,001 and up	13	11.11%	7.0	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>9.0</b>	<b>4.44M</b>	<b>12.42M</b>	<b>4.15M</b>	<b>1.69M</b>
<b>Median Listing Price</b>	<b>\$160,000</b>			<b>\$107,100</b>	<b>\$140,000</b>	<b>\$254,500</b>	<b>\$485,000</b>

# July 2021



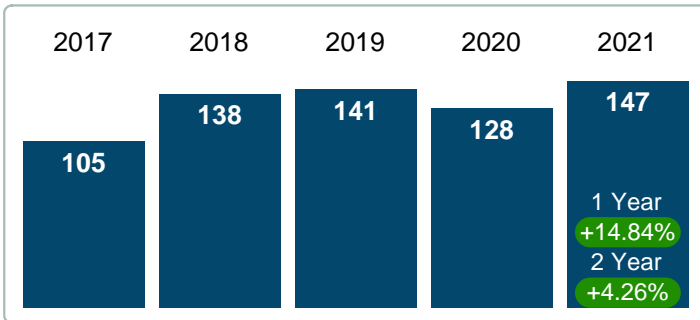
Area Delimited by County Of Creek



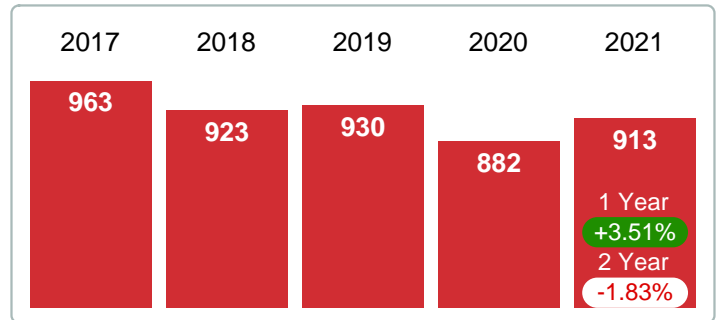
## NEW LISTINGS

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

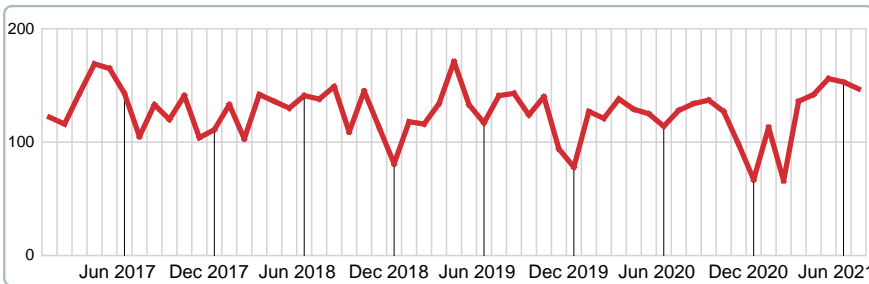
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

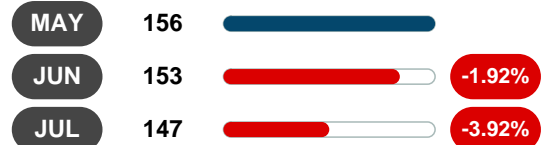


### 3 MONTHS

5 year JUL AVG = 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>Median New Listed Listing Price</b>	<b>\$172,500</b>		<b>\$114,950</b>	<b>\$157,000</b>	<b>\$340,000</b>	<b>\$540,250</b>

# July 2021



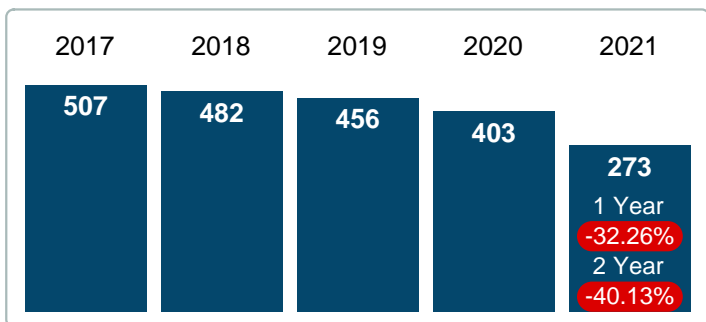
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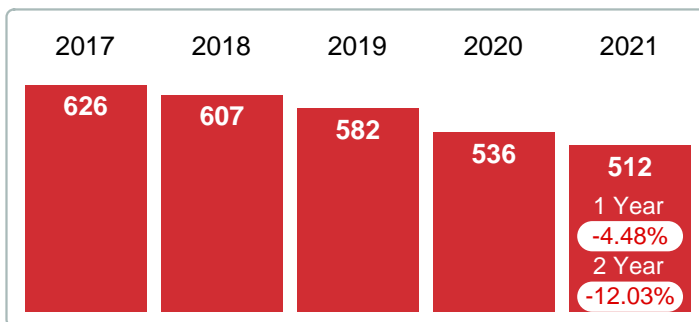
## ACTIVE INVENTORY

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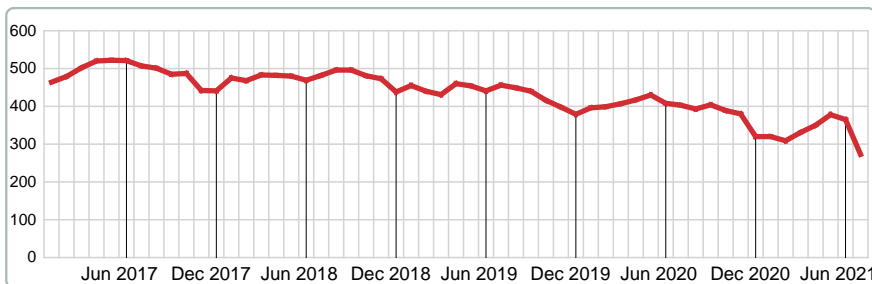
### END OF JULY



### ACTIVE DURING JULY

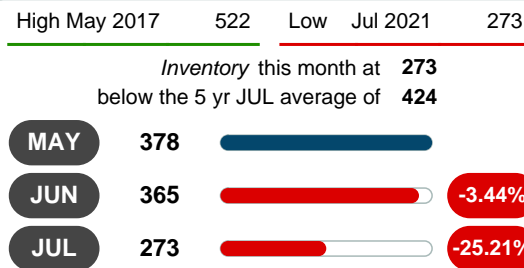


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 424



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	17	6.23%	122.0	16	1	0	0	
\$25,001 - \$50,000	27	9.89%	117.0	27	0	0	0	
\$50,001 - \$125,000	57	20.88%	67.0	45	11	1	0	
\$125,001 - \$200,000	63	23.08%	82.0	36	25	1	1	
\$200,001 - \$300,000	46	16.85%	43.5	22	15	8	1	
\$300,001 - \$625,000	36	13.19%	31.5	12	8	10	6	
\$625,001 and up	27	9.89%	68.0	11	4	6	6	
Total Active Inventory by Units		273		169	64	26	14	
Total Active Inventory by Volume		89,049,935	100%	61.0	44.85M	19.91M	13.72M	10.57M
Median Active Inventory Listing Price		\$169,000			\$125,000	\$180,000	\$437,000	\$611,000

# July 2021



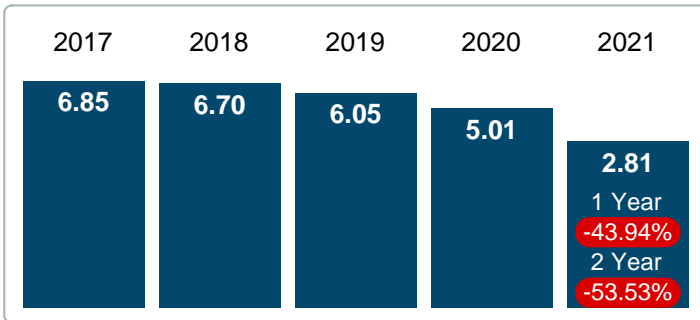
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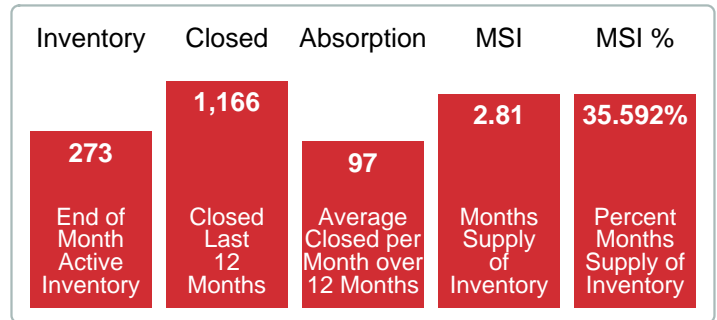
## MONTHS SUPPLY of INVENTORY (MSI)

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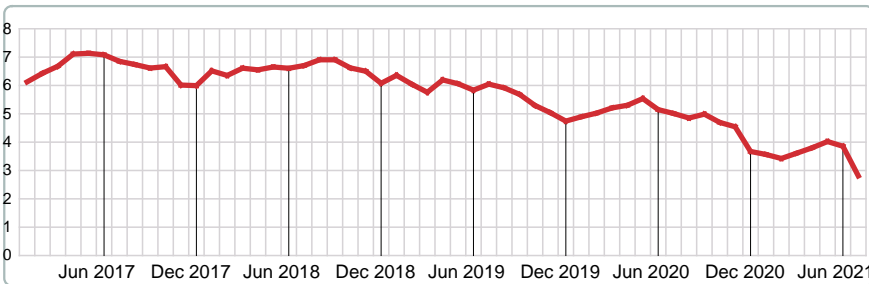
### MSI FOR JULY



### INDICATORS FOR JULY 2021

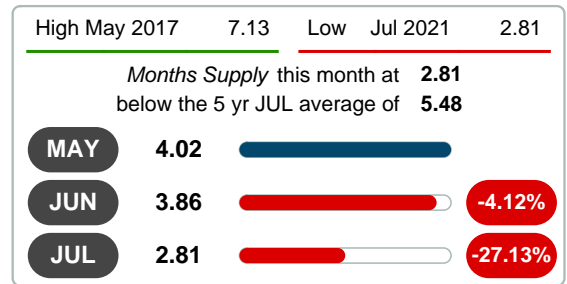


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

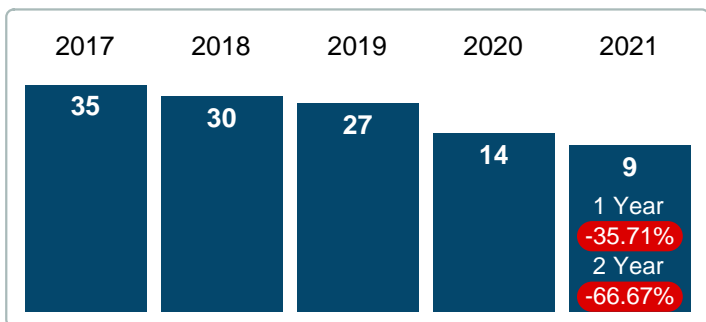
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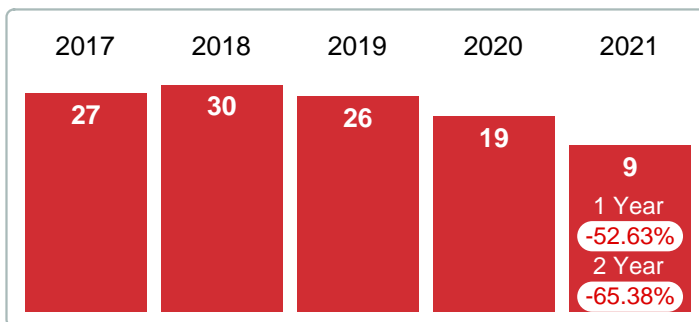
## MEDIAN DAYS ON MARKET TO SALE

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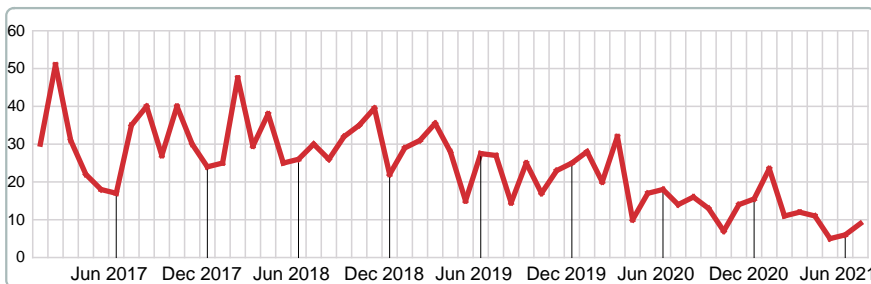
### JULY



### YEAR TO DATE (YTD)

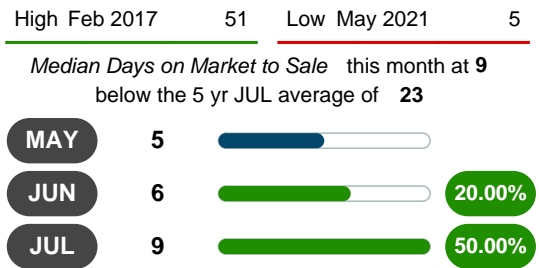


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 23



### 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
\$25,000 and less	5.60%	26	45	26	0	0
\$25,001 - \$100,000	17.60%	32	32	30	124	23
\$100,001 - \$125,000	8.00%	6	8	3	0	0
\$125,001 - \$175,000	27.20%	6	119	5	8	0
\$175,001 - \$250,000	19.20%	7	106	5	20	9
\$250,001 - \$425,000	12.00%	6	14	6	2	11
\$425,001 and up	10.40%	24	37	11	71	15
<b>Median Closed DOM</b>		<b>9</b>				
<b>Total Closed Units</b>		<b>125</b>				
<b>Total Closed Volume</b>		<b>26,484,945</b>				
			<b>31</b>	<b>6</b>	<b>9</b>	<b>11</b>
			<b>24</b>	<b>81</b>	<b>13</b>	<b>7</b>
			<b>4.07M</b>	<b>14.33M</b>	<b>4.17M</b>	<b>3.92M</b>

# July 2021



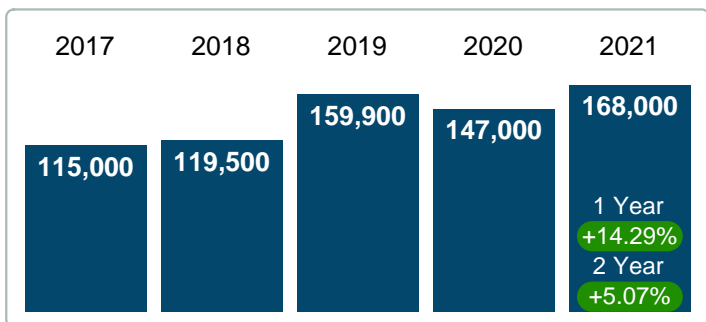
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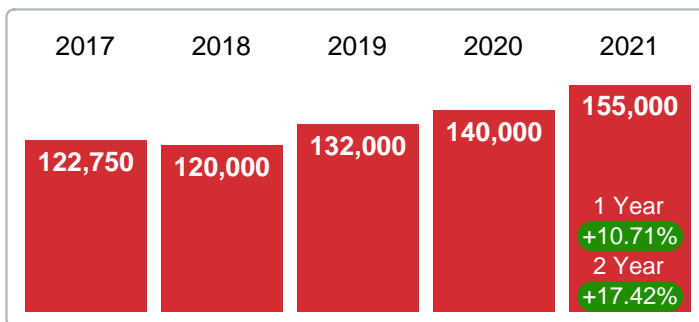
## MEDIAN LIST PRICE AT CLOSING

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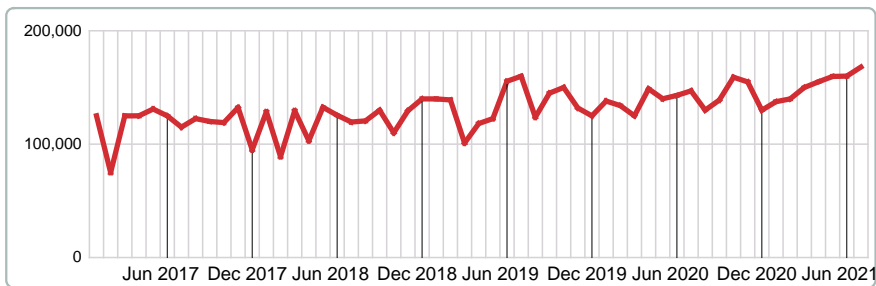
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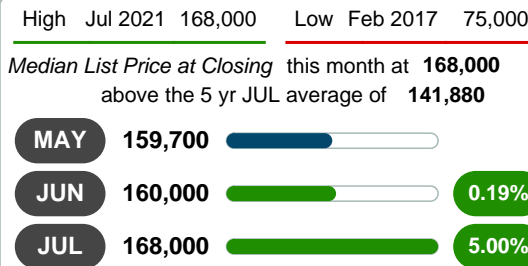


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 141,880



### 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
\$25,000 and less	6	4.80%	1,450	12,998	1,450	0	0
\$25,001 - \$100,000	21	16.80%	60,000	57,200	55,000	75,950	0
\$100,001 - \$125,000	12	9.60%	119,450	115,950	120,500	0	0
\$125,001 - \$175,000	31	24.80%	159,900	164,500	159,900	151,000	135,000
\$175,001 - \$250,000	29	23.20%	200,000	194,750	198,750	246,400	239,900
\$250,001 - \$425,000	12	9.60%	314,950	360,000	307,450	320,000	305,000
\$425,001 and up	14	11.20%	612,500	700,000	562,500	515,000	849,500
Median List Price			168,000	101,750	165,000	250,000	510,000
Total Closed Units		100%	168,000	24	81	13	7
Total Closed Volume			27,265,640	4.50M	14.47M	4.31M	3.99M



# July 2021

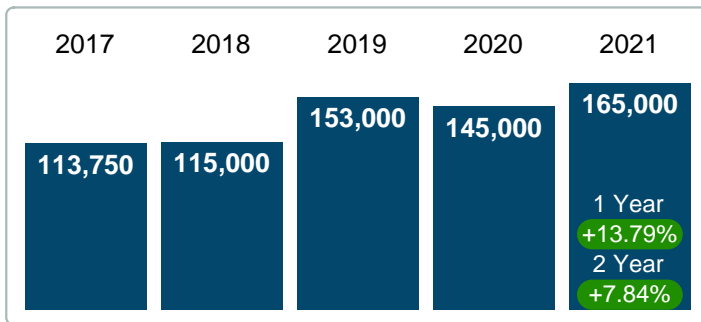
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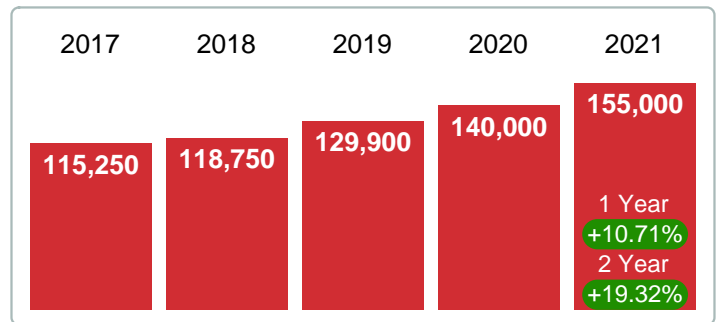
## MEDIAN SOLD PRICE AT CLOSING

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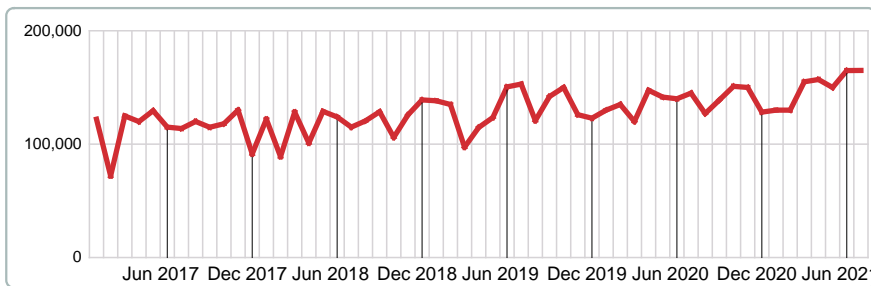
### JULY



### YEAR TO DATE (YTD)

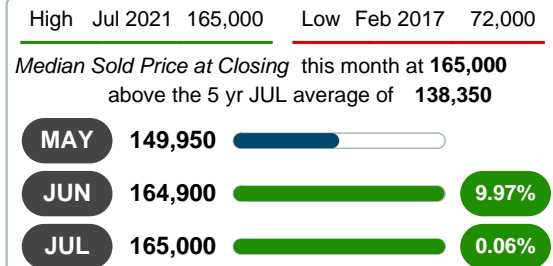


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 138,350



### 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
\$25,000 and less	7	5.60%	1,495	9,548	1,495	0
\$25,001 - \$100,000	22	17.60%	64,450	64,900	49,750	72,000
\$100,001 - \$125,000	10	8.00%	115,000	115,000	115,000	0
\$125,001 - \$175,000	34	27.20%	162,000	148,500	162,000	146,000
\$175,001 - \$250,000	24	19.20%	214,500	192,500	212,000	232,500
\$250,001 - \$425,000	15	12.00%	311,500	400,000	302,000	305,000
\$425,001 and up	13	10.40%	650,000	725,000	530,000	515,000
Median Sold Price		165,000		92,250	165,000	267,000
Total Closed Units		125	100%	24	81	13
Total Closed Volume		26,484,945	165,000	4.07M	14.33M	4.17M

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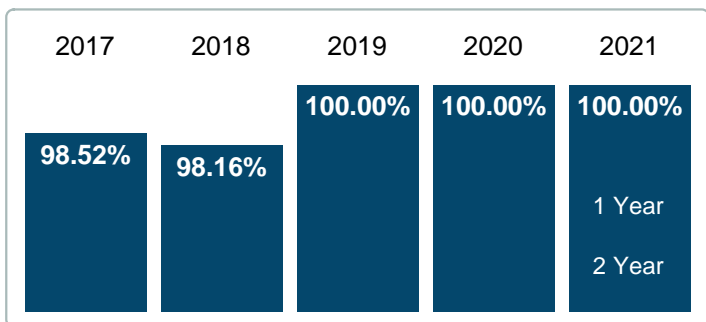
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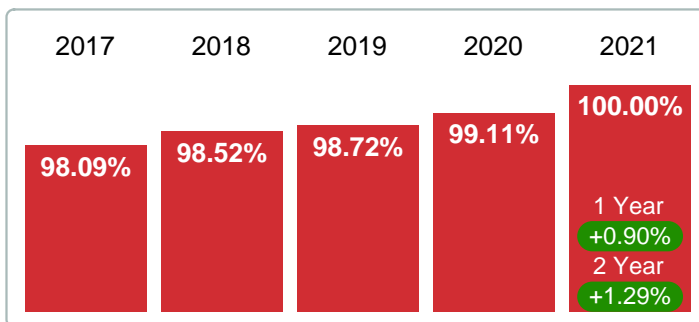
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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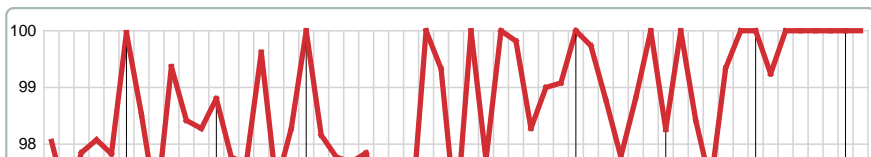
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 99.34%

High Jul 2021 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.34%**

MAY 100.00% ✓  
JUN 100.00% ✓  
JUL 100.00% ✓

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	5.60%	100.00%	86.14%	100.00%	0.00%	0.00%
\$25,001 - \$100,000	22	17.60%	93.90%	100.00%	90.09%	94.51%	74.07%
\$100,001 - \$125,000	10	8.00%	95.77%	100.00%	95.45%	0.00%	0.00%
\$125,001 - \$175,000	34	27.20%	99.33%	83.94%	100.00%	96.69%	0.00%
\$175,001 - \$250,000	24	19.20%	100.03%	98.72%	101.00%	95.83%	104.21%
\$250,001 - \$425,000	15	12.00%	100.00%	92.50%	100.00%	100.00%	102.13%
\$425,001 and up	13	10.40%	98.60%	88.53%	98.70%	99.00%	99.30%
Median Sold/List Ratio		100.00%		98.60%	100.00%	99.00%	100.00%
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

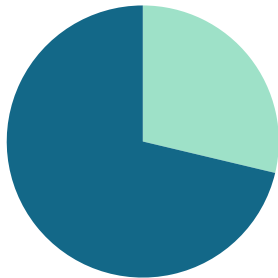
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

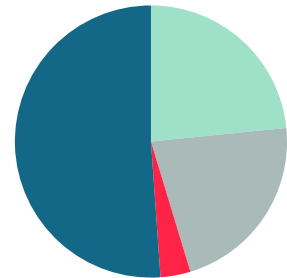


**Inventory**  
 New Listings  
**147 = 28.71%**  
 Start Inventory  
**365**  
 Total Inventory Units  
**512**  
 Volume  
**\$138,577,443**

### 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%
Median List Price	147,000	168,000	14.29%	140,000	155,000	10.71%
Median Sale Price	145,000	165,000	13.79%	140,000	155,000	10.71%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.11%	100.00%	0.90%
Median Days on Market to Sale	14.00	9.00	-35.71%	19.00	9.00	-52.63%
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%

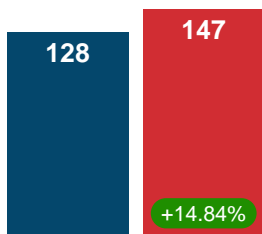
**Absorption:** Last 12 months, an Average of **97** Sales/Month

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

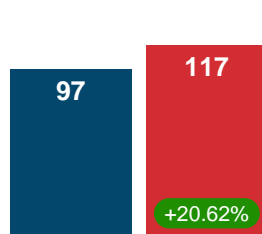
**2020** **2021**

### JULY MARKET

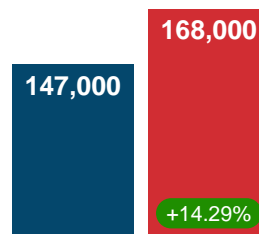
#### New Listings



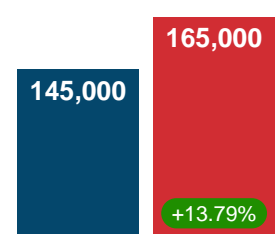
#### Pending Listings



#### List Price

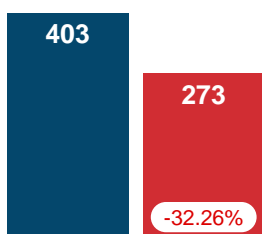


#### Sale Price

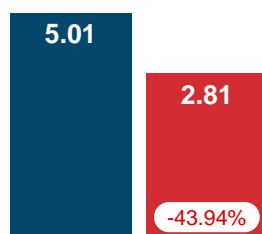


### INVENTORY

#### Active Inventory



#### Monthly Supply of Inventory



### MEDIAN SOLD/LIST RATIO & DOM

#### Sale/List Ratio

+0.00%

#### Days on Market

