

# July 2021



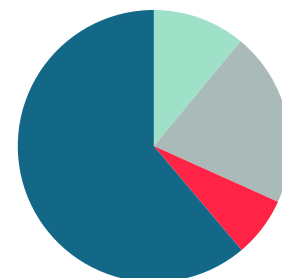
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	116	82	-29.31%
Pending Listings	120	154	28.33%
New Listings	74	184	148.65%
Average List Price	152,841	196,785	28.75%
Average Sale Price	146,201	188,483	28.92%
Average Percent of Selling Price to List Price	95.98%	95.69%	-0.30%
Average Days on Market to Sale	275.34	33.85	-87.70%
End of Month Inventory	292	455	55.82%
Months Supply of Inventory	3.74	5.03	34.42%



■ Closed (11.02%)  
■ Pending (20.70%)  
■ Other OffMarket (7.12%)  
■ Active (61.16%)

**Absorption:** Last 12 months, an Average of **90** Sales/Month  
**Active Inventory** as of July 31, 2021 = **455**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 rose **55.82%** to 455 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **5.03** 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 **28.92%** in July 2021 to \$188,483 versus the previous year at \$146,201.

#### Average Days on Market Shortens

The average number of **33.85** days that homes spent on the market before selling decreased by 241.49 days or **87.70%** in July 2021 compared to last year's same month at **275.34** 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 weak this month.

There were 184 New Listings in July 2021, up **148.65%** from last year at 74. Furthermore, there were 82 Closed Listings this month versus last year at 116, a **-29.31%** decrease.

Closed versus Listed trends yielded a **44.6%** ratio, down from previous year's, July 2020, at **156.8%**, a **71.57%** downswing. This will certainly create pressure on an increasing 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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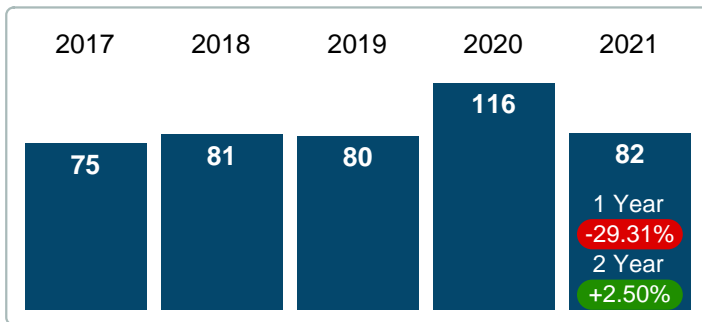
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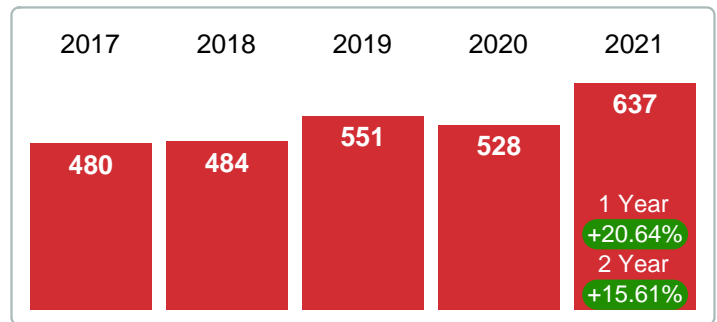
## CLOSED LISTINGS

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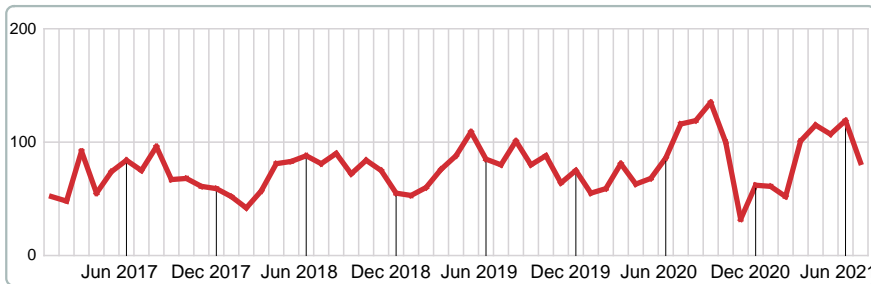
### JULY



### YEAR TO DATE (YTD)

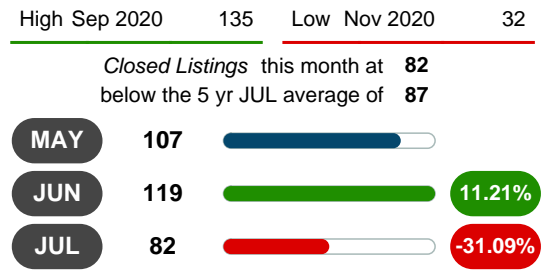


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 87



### 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	4	4.88%	63.3	4	0	0	0
\$25,001 - \$50,000	6	7.32%	46.7	3	2	1	0
\$50,001 - \$100,000	18	21.95%	31.0	8	10	0	0
\$100,001 - \$175,000	20	24.39%	26.5	5	12	3	0
\$175,001 - \$200,000	11	13.41%	23.0	3	7	1	0
\$200,001 - \$350,000	16	19.51%	31.4	4	6	5	1
\$350,001 and up	7	8.54%	57.3	1	1	5	0
<b>Total Closed Units</b>	<b>82</b>			<b>28</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>15,455,620</b>	<b>100%</b>	<b>33.9</b>	<b>3.97M</b>	<b>6.07M</b>	<b>5.12M</b>	<b>291.00K</b>
<b>Average Closed Price</b>	<b>\$188,483</b>			<b>\$141,774</b>	<b>\$159,813</b>	<b>\$341,470</b>	<b>\$291,000</b>

# July 2021



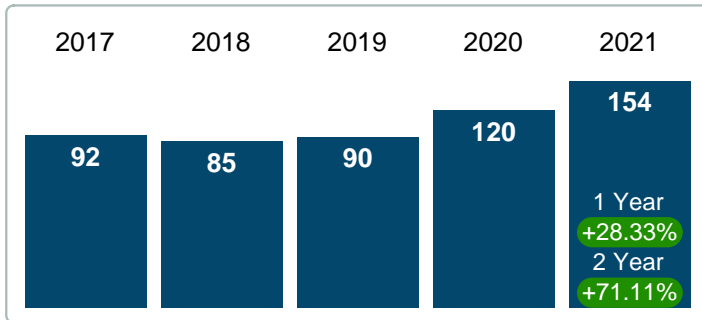
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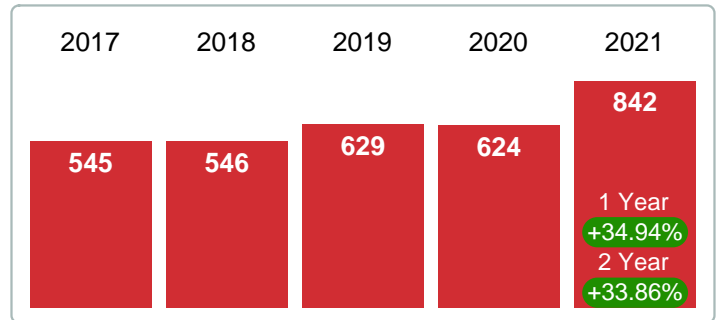
## PENDING LISTINGS

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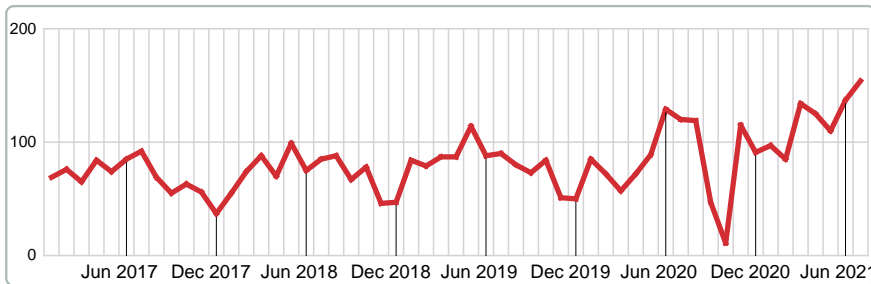
### JULY



### YEAR TO DATE (YTD)

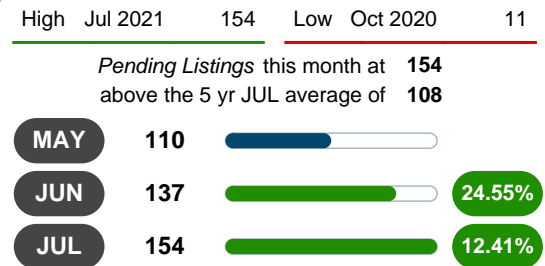


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 108



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	9.09%	53.2	13	1	0	0
\$40,001 - \$80,000	17	11.04%	37.2	12	3	2	0
\$80,001 - \$130,000	23	14.94%	36.3	9	12	1	1
\$130,001 - \$210,000	40	25.97%	31.2	7	27	5	1
\$210,001 - \$290,000	25	16.23%	27.8	1	18	5	1
\$290,001 - \$440,000	19	12.34%	32.9	1	10	6	2
\$440,001 and up	16	10.39%	43.4	10	1	4	1
<b>Total Pending Units</b>	<b>154</b>			<b>53</b>	<b>72</b>	<b>23</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>35,042,231</b>	<b>100%</b>	<b>28.7</b>	<b>11.12M</b>	<b>15.59M</b>	<b>6.66M</b>	<b>1.67M</b>
<b>Average Listing Price</b>	<b>\$124,053</b>			<b>\$209,794</b>	<b>\$216,519</b>	<b>\$289,602</b>	<b>\$278,817</b>

# July 2021



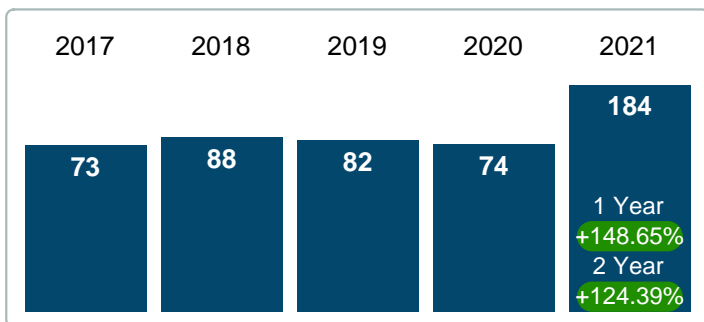
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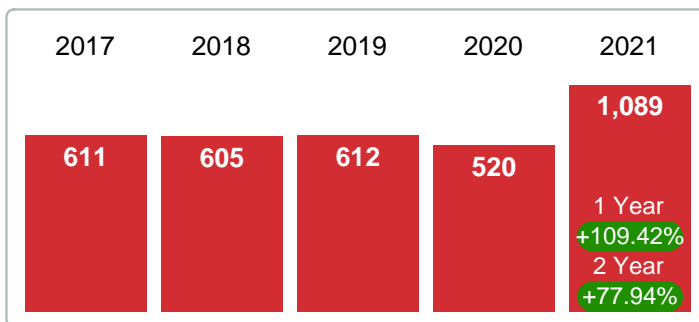
## NEW LISTINGS

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

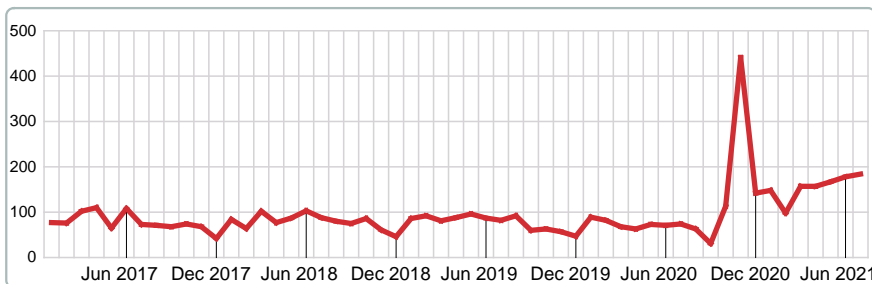
### JULY



### YEAR TO DATE (YTD)

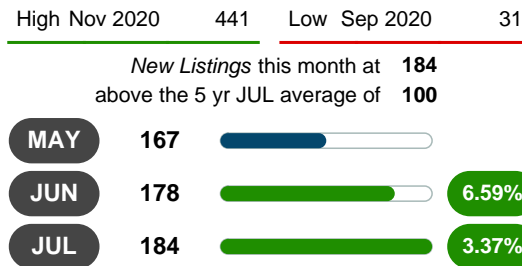


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 100



### 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	17	9.24%	12	4	1	0
\$50,001 - \$90,000	21	11.41%	15	6	0	0
\$90,001 - \$140,000	24	13.04%	10	11	3	0
\$140,001 - \$230,000	49	26.63%	13	32	4	0
\$230,001 - \$320,000	30	16.30%	4	17	8	1
\$320,001 - \$420,000	23	12.50%	4	10	8	1
\$420,001 and up	20	10.87%	12	4	4	0
<b>Total New Listed Units</b>	<b>184</b>		<b>70</b>	<b>84</b>	<b>28</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>45,703,139</b>	<b>100%</b>	<b>18.93M</b>	<b>17.86M</b>	<b>8.27M</b>	<b>648.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$137,464</b>		<b>\$270,371</b>	<b>\$212,634</b>	<b>\$295,282</b>	<b>\$324,000</b>

# July 2021



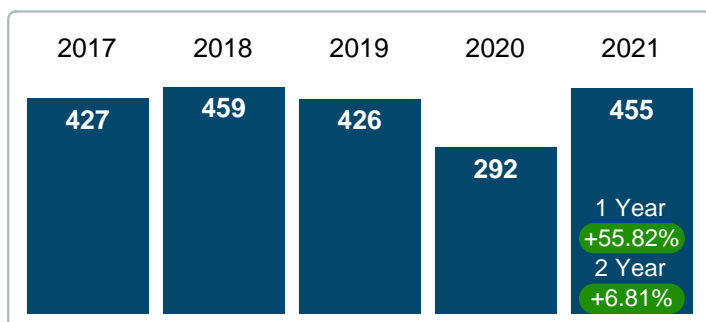
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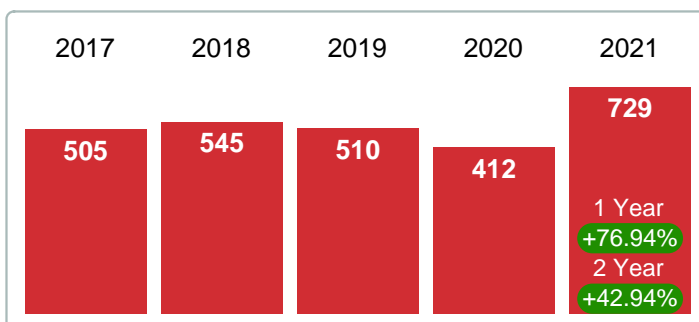
## ACTIVE INVENTORY

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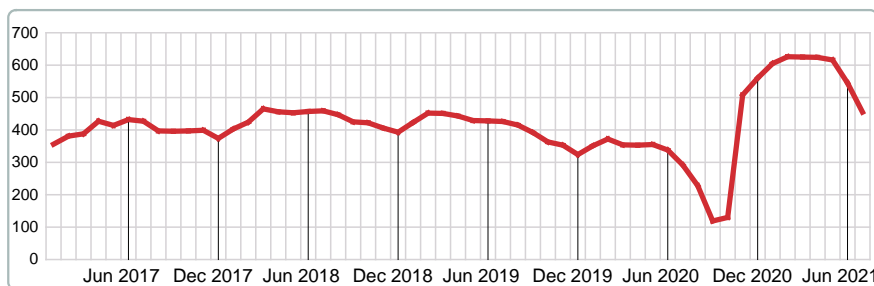
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

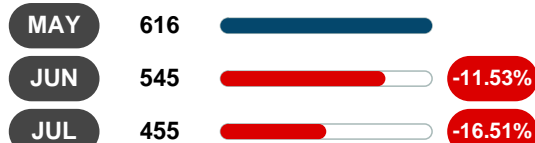


### 3 MONTHS

5 year JUL AVG = 412

High Feb 2021 626 Low Sep 2020 119

Inventory this month at 455  
above the 5 yr JUL average of 412



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	58	12.75%	189.4	56	2	0	0
\$25,001-\$75,000	96	21.10%	139.1	81	13	2	0
\$75,001-\$225,000	115	25.27%	80.3	65	39	9	2
\$225,001-\$375,000	76	16.70%	82.2	36	27	10	3
\$375,001-\$850,000	65	14.29%	109.0	35	15	14	1
\$850,001 and up	45	9.89%	140.2	35	5	2	3
Total Active Inventory by Units			455	308	101	37	9
Total Active Inventory by Volume			162,910,646	113.91M	28.88M	14.11M	6.01M
Average Active Inventory Listing Price			\$358,045	\$369,852	\$285,894	\$381,435	\$667,533

# July 2021



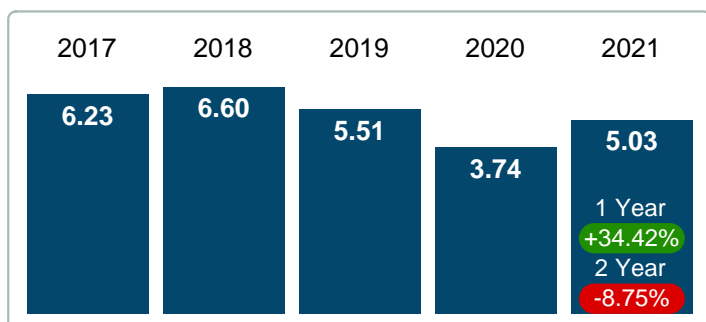
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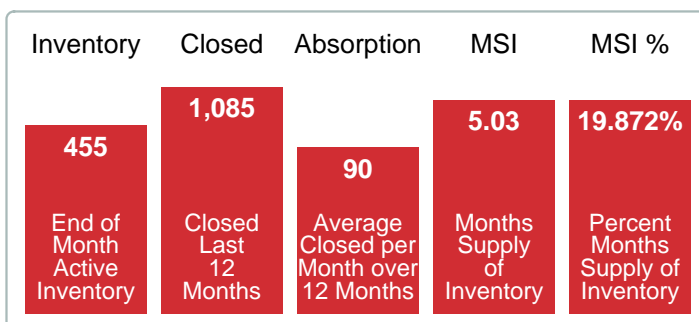
## MONTHS SUPPLY of INVENTORY (MSI)

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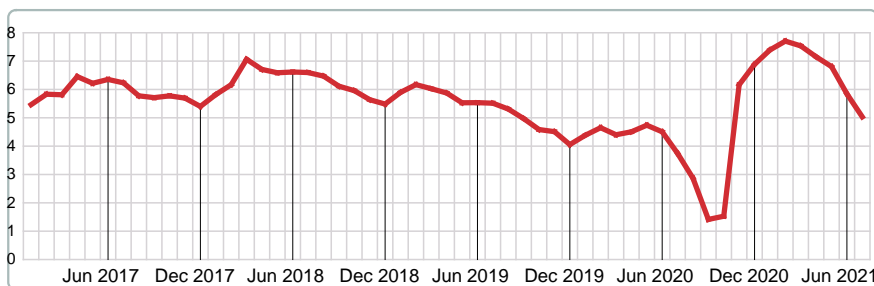
### MSI FOR JULY



### INDICATORS FOR JULY 2021

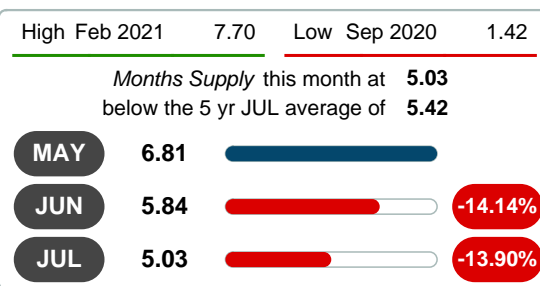


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.42



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$25,000	58	12.75%	12.21	12.92	4.80	0.00	0.00
\$25,001-\$75,000	96	21.10%	5.41	7.15	2.36	2.67	0.00
\$75,001-\$225,000	115	25.27%	2.66	6.29	1.55	1.29	2.67
\$225,001-\$375,000	76	16.70%	4.43	12.71	3.52	1.71	3.60
\$375,001-\$850,000	65	14.29%	10.68	24.71	8.18	6.46	1.50
\$850,001 and up	45	9.89%	30.00	42.00	30.00	8.00	12.00
Market Supply of Inventory (MSI)	5.03			9.91	2.48	2.31	3.38
Total Active Inventory by Units	455	100%	5.03	308	101	37	9

# July 2021



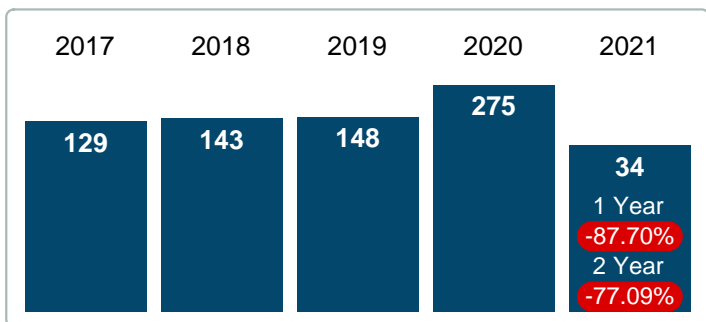
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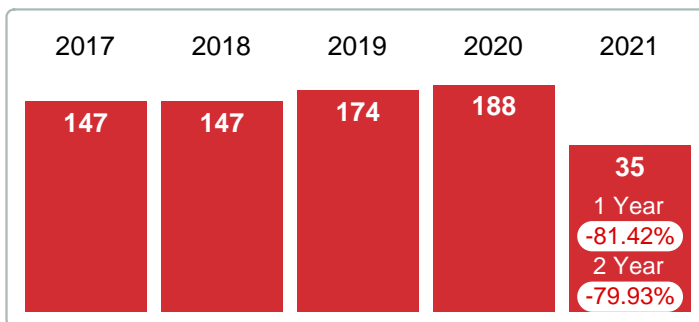
## AVERAGE DAYS ON MARKET TO SALE

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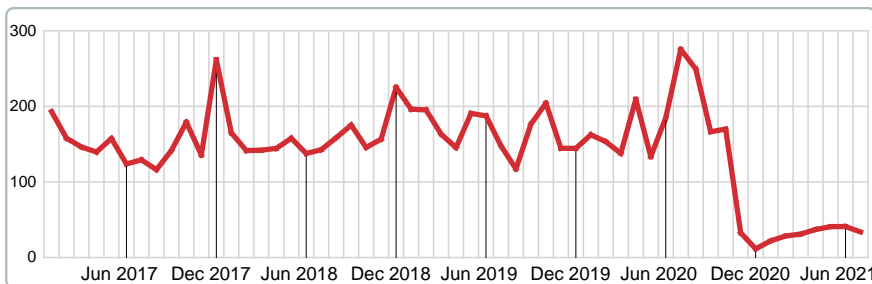
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

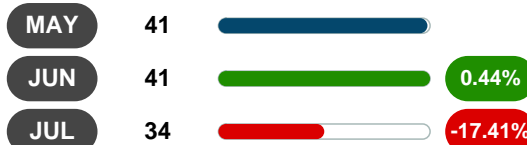


### 3 MONTHS

5 year JUL AVG = 146

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 34 below the 5 yr JUL average of 146



### 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	4.88%	63	63	0	0	0
\$25,001 - \$50,000	7.32%	47	6	89	85	0
\$50,001 - \$100,000	21.95%	31	12	47	0	0
\$100,001 - \$175,000	24.39%	26	19	28	34	0
\$175,001 - \$200,000	13.41%	23	52	3	74	0
\$200,001 - \$350,000	19.51%	31	53	11	38	29
\$350,001 and up	8.54%	57	123	82	39	0
<b>Average Closed DOM</b>		<b>34</b>	<b>34</b>	<b>30</b>	<b>43</b>	<b>29</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>82</b>	<b>28</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,455,620</b>	<b>3.97M</b>	<b>6.07M</b>	<b>5.12M</b>	<b>291.00K</b>



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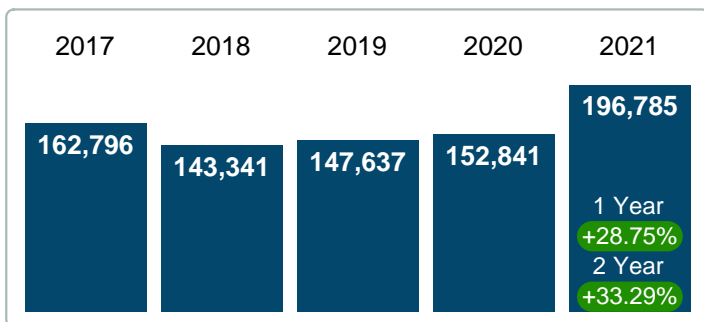
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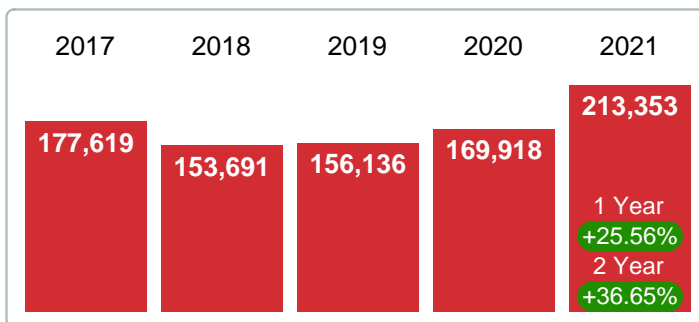
## AVERAGE LIST PRICE AT CLOSING

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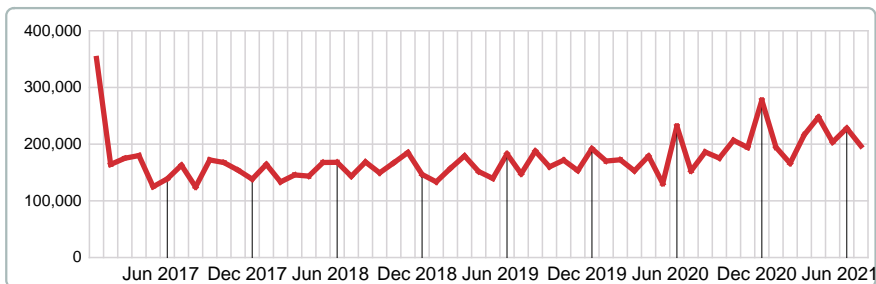
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

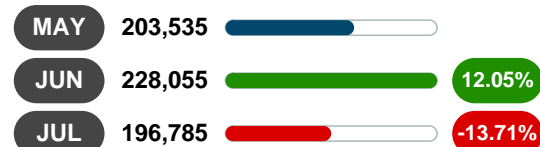


### 3 MONTHS

5 year JUL AVG = 160,680

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **196,785**  
above the 5 yr JUL average of **160,680**



### 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	4.88%	15,825	15,825	0	0	0
\$25,001 - \$50,000	4.88%	43,125	48,333	45,200	45,000	0
\$50,001 - \$100,000	21.95%	68,272	72,475	77,870	0	0
\$100,001 - \$175,000	28.05%	145,373	138,216	146,267	163,300	0
\$175,001 - \$200,000	12.20%	189,530	209,800	183,829	199,900	0
\$200,001 - \$350,000	15.85%	275,200	333,050	248,633	304,400	297,000
\$350,001 and up	12.20%	585,520	894,000	849,900	599,000	0
<b>Average List Price</b>		<b>196,785</b>	<b>154,814</b>	<b>164,547</b>	<b>350,120</b>	<b>297,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>196,785</b>	<b>28</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>16,136,381</b>	<b>4.33M</b>	<b>6.25M</b>	<b>5.25M</b>	<b>297.00K</b>



# July 2021



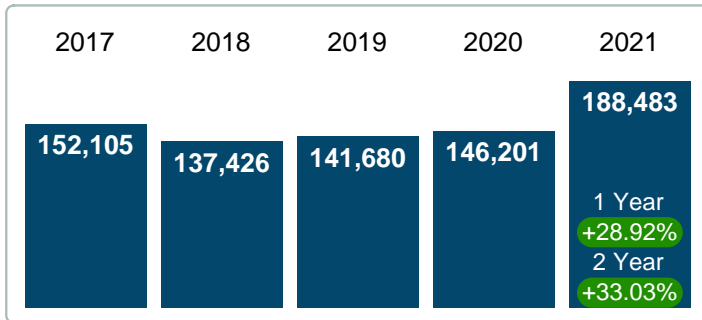
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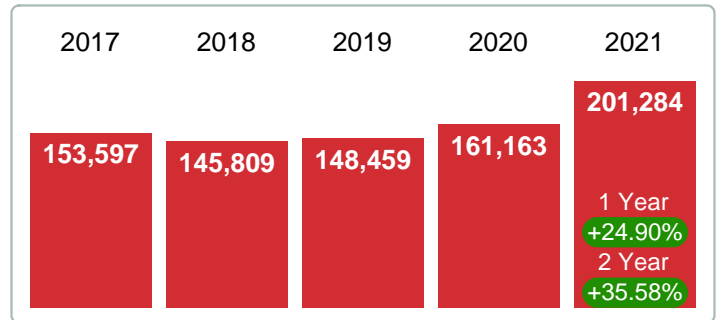
## AVERAGE SOLD PRICE AT CLOSING

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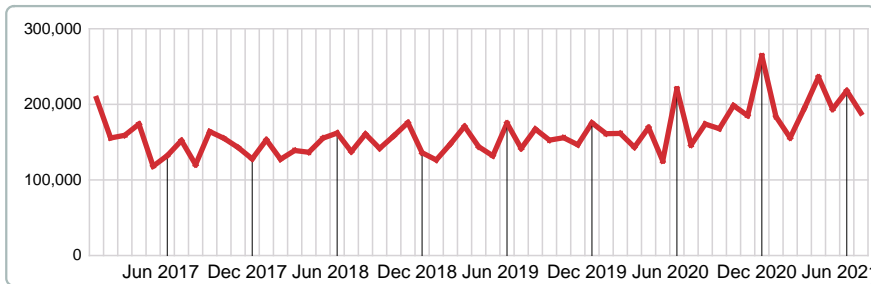
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

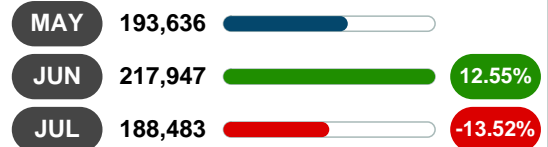


### 3 MONTHS

5 year JUL AVG = 153,179

High Dec 2020 264,222 Low May 2017 118,193

Average Sold Price at Closing this month at **188,483** above the 5 yr JUL average of **153,179**



### 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	4.88%	14,375	14,375	0	0	0
\$25,001 - \$50,000	7.32%	41,667	47,500	36,250	35,000	0
\$50,001 - \$100,000	21.95%	72,944	71,375	74,200	0	0
\$100,001 - \$175,000	24.39%	141,049	134,836	138,824	160,300	0
\$175,001 - \$200,000	13.41%	184,091	181,500	185,786	180,000	0
\$200,001 - \$350,000	19.51%	271,219	280,000	244,500	292,300	291,000
\$350,001 and up	8.54%	664,236	860,000	825,000	592,930	0
<b>Average Sold Price</b>		<b>188,483</b>	<b>141,774</b>	<b>159,813</b>	<b>341,470</b>	<b>291,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,483</b>	<b>28</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,455,620</b>	<b>3.97M</b>	<b>6.07M</b>	<b>5.12M</b>	<b>291.00K</b>

# July 2021



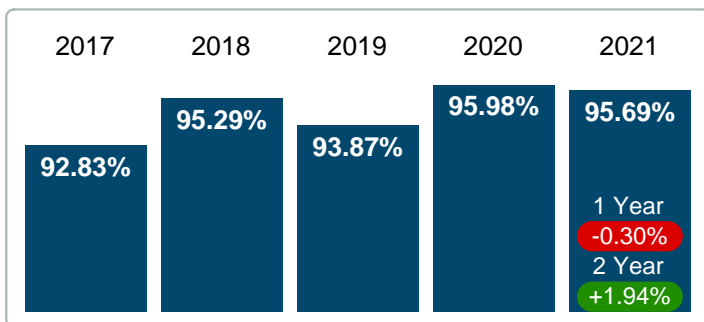
Area Delimited by Counties Carter, Love, Murray



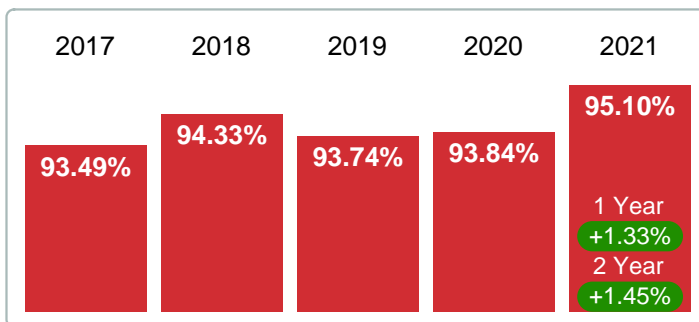
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

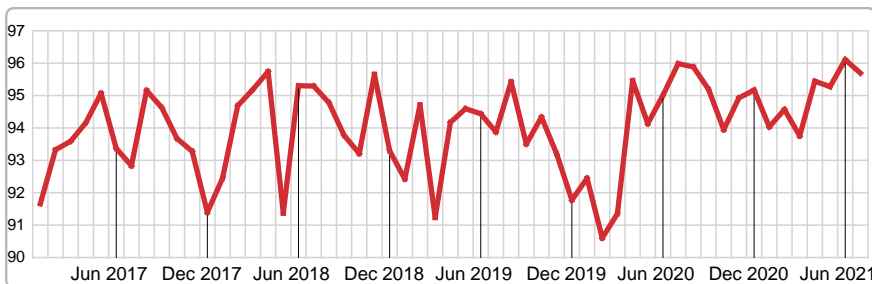
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

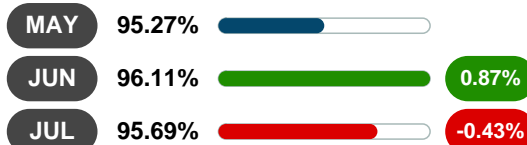


### 3 MONTHS

5 year JUL AVG = 94.74%

High Jun 2021 96.11% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **95.69%** above the 5 yr JUL average of **94.74%**



### 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	4	4.88%	89.02%	89.02%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	7.32%	89.78%	99.16%	81.72%	77.78%	0.00%
\$50,001 - \$100,000	18	21.95%	97.55%	98.14%	97.08%	0.00%	0.00%
\$100,001 - \$175,000	20	24.39%	96.46%	97.49%	95.57%	98.33%	0.00%
\$175,001 - \$200,000	11	13.41%	96.69%	88.11%	101.31%	90.05%	0.00%
\$200,001 - \$350,000	16	19.51%	94.42%	83.94%	99.20%	96.35%	97.98%
\$350,001 and up	7	8.54%	98.95%	96.20%	97.07%	99.87%	0.00%
Average Sold/List Ratio		95.70%		93.66%	96.91%	96.26%	97.98%
Total Closed Units		82	100%	28	38	15	1
Total Closed Volume		15,455,620		3.97M	6.07M	5.12M	291.00K

# July 2021



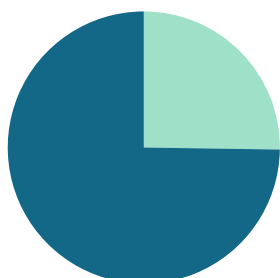
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

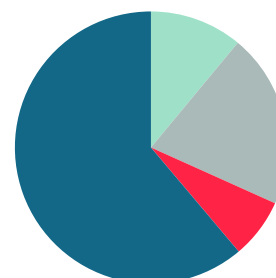


**Inventory**  
 New Listings  
**184 = 25.24%**  
 Start Inventory  
**545**  
 Total Inventory Units  
**729**  
 Volume  
**\$231,094,627**

### Market Activity

Closed Sales  
**82 = 11.02%**  
 Pending Sales  
**154 = 20.70%**  
 Other Off Market  
**53 = 7.12%**  
 Active Inventory  
**455 = 61.16%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	116	82	-29.31%	528	637	20.64%
Pending Sales	120	154	28.33%	624	842	34.94%
New Listings	74	184	148.65%	520	1,089	109.42%
Average List Price	152,841	196,785	28.75%	169,918	213,353	25.56%
Average Sale Price	146,201	188,483	28.92%	161,163	201,284	24.90%
Average Percent of Selling Price to List Price	95.98%	95.69%	-0.30%	93.84%	95.10%	1.33%
Average Days on Market to Sale	275.34	33.85	-87.70%	187.94	34.92	-81.42%
Monthly Inventory	292	455	55.82%	292	455	55.82%
Months Supply of Inventory	3.74	5.03	34.42%	3.74	5.03	34.42%

**Absorption:** Last 12 months, an Average of **90** Sales/Month

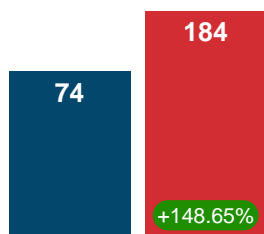
**Inventory** on July 31, 2021 = **455**

**2020** **2021**

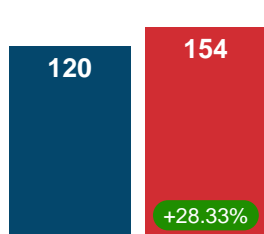
### JULY MARKET

### AVERAGE PRICES

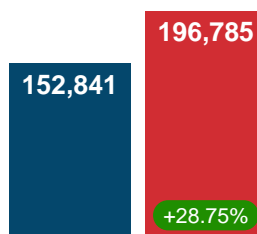
#### New Listings



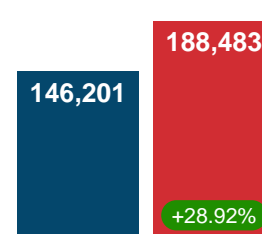
#### Pending Listings



#### List Price



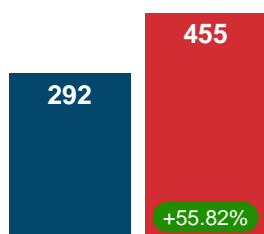
#### Sale Price



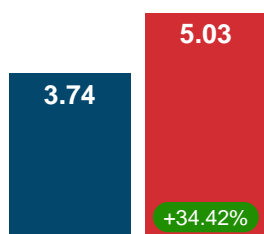
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

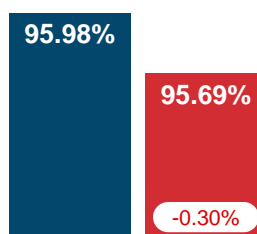
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

