

July 2021



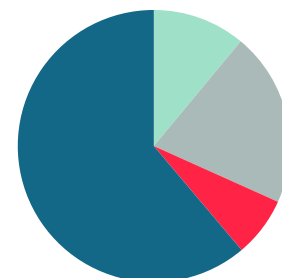
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	135,000	162,500	20.37%
Median Sale Price	123,250	150,000	21.70%
Median Percent of Selling Price to List Price	97.75%	97.73%	-0.02%
Median Days on Market to Sale	124.00	12.50	-89.92%
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.

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 **21.70%** in July 2021 to \$150,000 versus the previous year at \$123,250.

Median Days on Market Shortens

The median number of **12.50** days that homes spent on the market before selling decreased by 111.50 days or **89.92%** in July 2021 compared to last year's same month at **124.00** 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 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.

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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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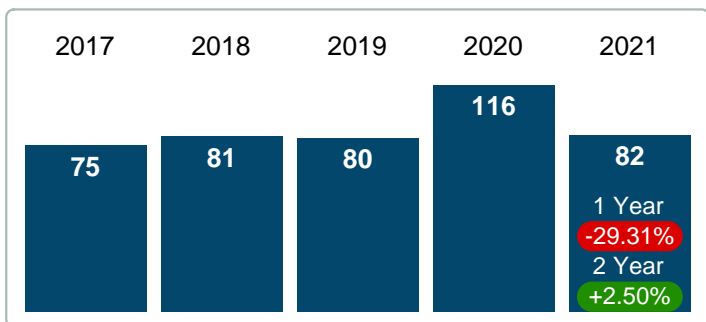
Area Delimited by Counties Carter, Love, Murray



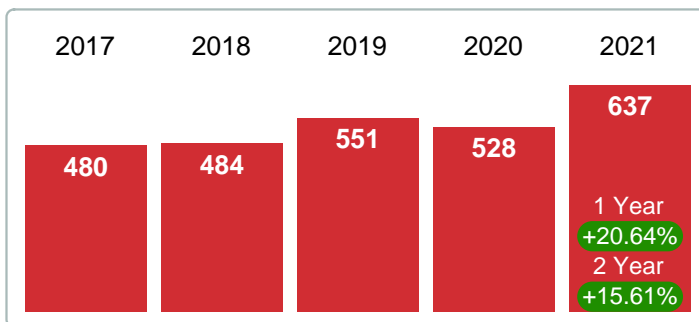
CLOSED LISTINGS

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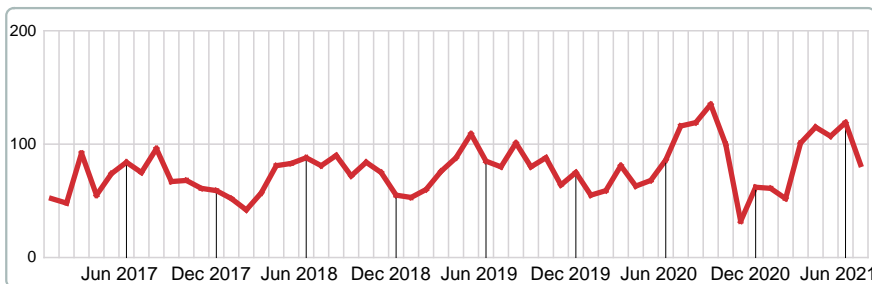
JULY



YEAR TO DATE (YTD)

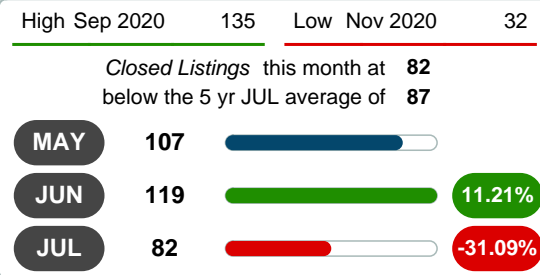


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 87



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.54%	85.0	4	2	1	0
\$40,001 - \$60,000	8	9.76%	8.0	5	3	0	0
\$60,001 - \$110,000	14	17.07%	6.5	7	7	0	0
\$110,001 - \$180,000	23	28.05%	14.0	6	13	4	0
\$180,001 - \$220,000	11	13.41%	4.0	3	8	0	0
\$220,001 - \$350,000	12	14.63%	28.5	2	4	5	1
\$350,001 and up	7	8.54%	36.0	1	1	5	0
Total Closed Units	82			28	38	15	1
Total Closed Volume	15,455,620	100%	12.5	3.97M	6.07M	5.12M	291.00K
Median Closed Price	\$150,000			\$90,500	\$142,500	\$265,000	\$291,000

July 2021



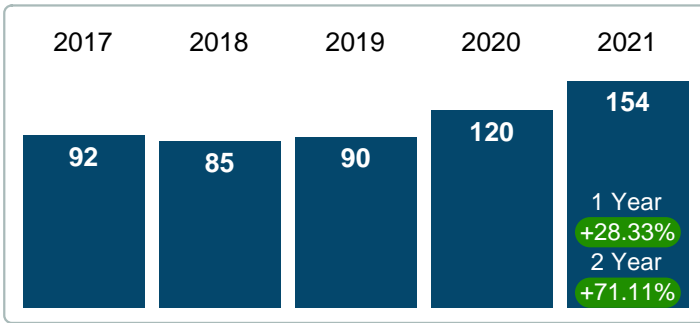
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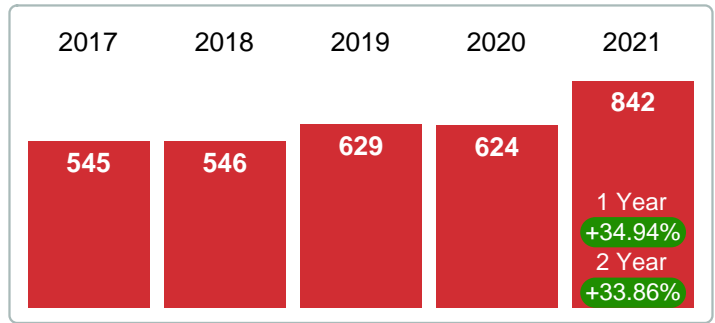
PENDING LISTINGS

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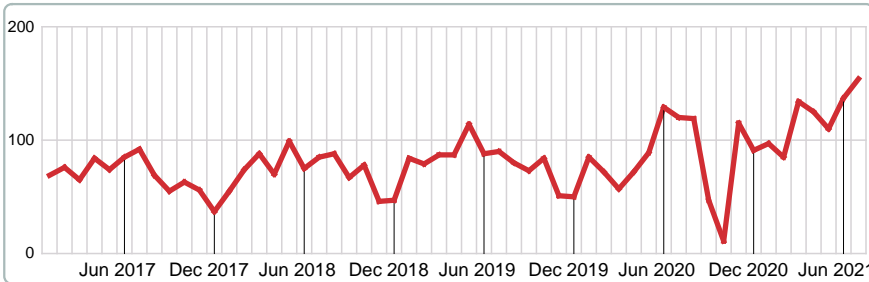
JULY



YEAR TO DATE (YTD)

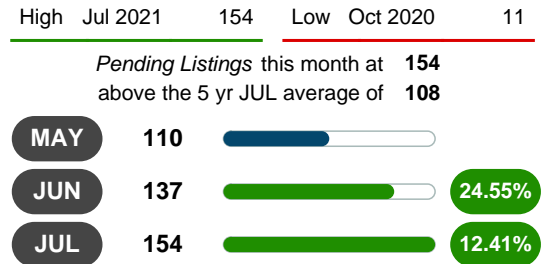


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 108



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	7.79%	29.0	11	1	0	0
\$25,001 - \$75,000	16	10.39%	9.5	11	3	2	0
\$75,001 - \$125,000	23	14.94%	17.0	12	10	0	1
\$125,001 - \$200,000	40	25.97%	7.0	7	26	6	1
\$200,001 - \$275,000	23	14.94%	10.0	1	18	3	1
\$275,001 - \$425,000	24	15.58%	11.5	1	13	8	2
\$425,001 and up	16	10.39%	14.5	10	1	4	1
Total Pending Units	154			53	72	23	6
Total Pending Volume	35,042,231	100%	11.5	11.12M	15.59M	6.66M	1.67M
Median Listing Price	\$179,000			\$89,900	\$192,450	\$279,000	\$279,450

July 2021



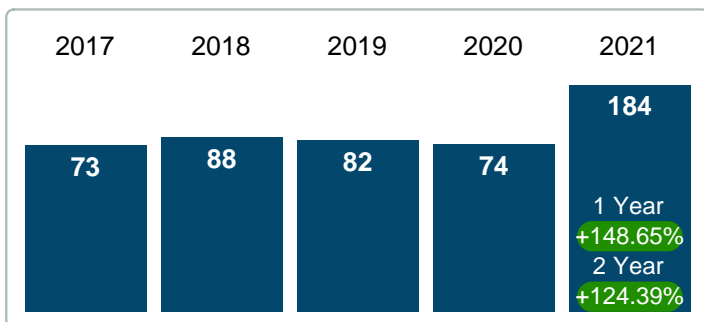
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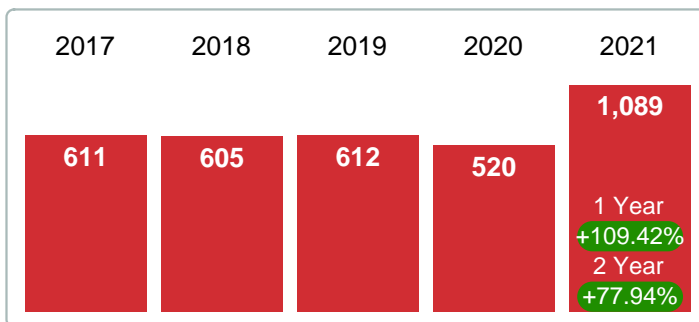
NEW LISTINGS

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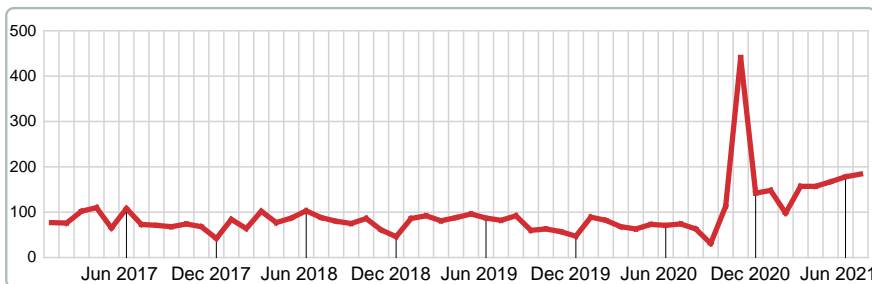
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 100

High Nov 2020 441 Low Sep 2020 31

New Listings this month at **184**
above the 5 yr JUL average of **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 - \$75,000	11	5.98%	7	4	0	0
\$75,001 - \$125,000	26	14.13%	16	9	1	0
\$125,001 - \$225,000	53	28.80%	14	33	6	0
\$225,001 - \$325,000	36	19.57%	5	22	8	1
\$325,001 - \$425,000	23	12.50%	4	9	9	1
\$425,001 and up	18	9.78%	12	3	3	0
Total New Listed Units	184		70	84	28	2
Total New Listed Volume	45,703,139	100%	18.93M	17.86M	8.27M	648.00K
Median New Listed Listing Price	\$189,900		\$128,891	\$199,700	\$278,750	\$324,000

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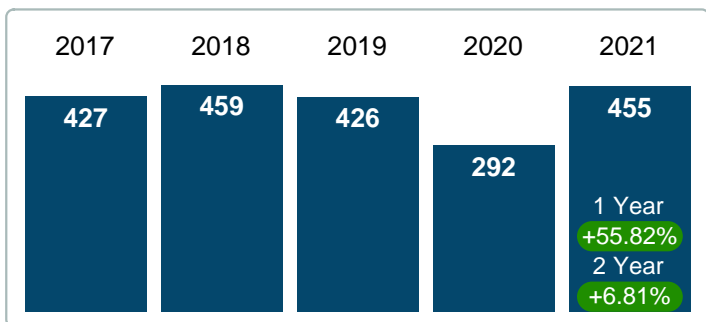
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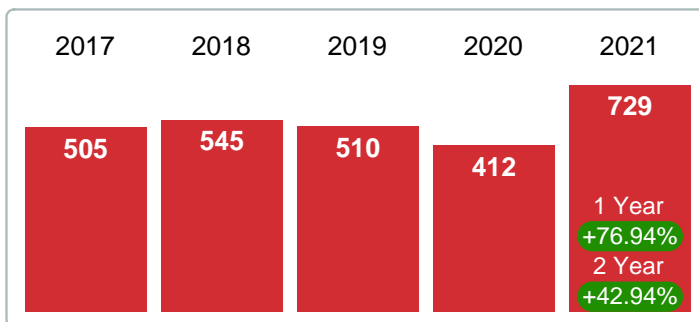
ACTIVE INVENTORY

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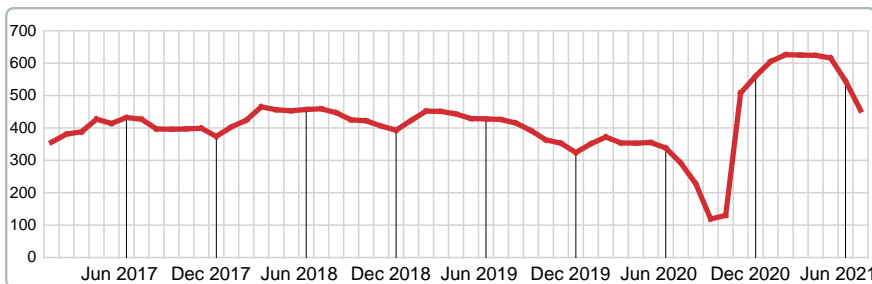
END OF JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	14.5	0	0	0	0
\$1-\$25,000	58	12.75%	257.0	56	2	0	0
\$25,001-\$75,000	96	21.10%	127.0	81	13	2	0
\$75,001-\$225,000	115	25.27%	57.0	65	39	9	2
\$225,001-\$375,000	76	16.70%	57.5	36	27	10	3
\$375,001-\$850,000	65	14.29%	81.0	35	15	14	1
\$850,001 and up	45	9.89%	104.0	35	5	2	3
Total Active Inventory by Units	455			308	101	37	9
Total Active Inventory by Volume	162,910,646	100%	88.0	113.91M	28.88M	14.11M	6.01M
Median Active Inventory Listing Price	\$159,000			\$96,500	\$219,000	\$329,900	\$349,000

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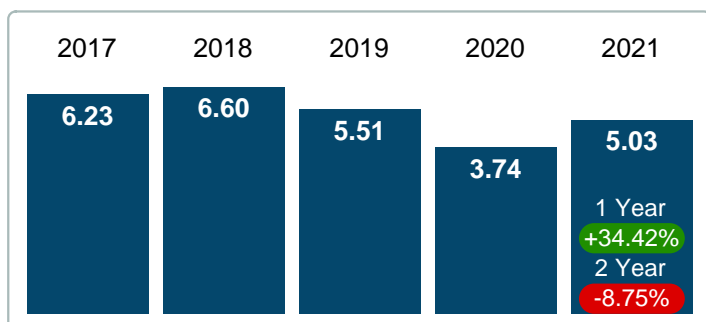
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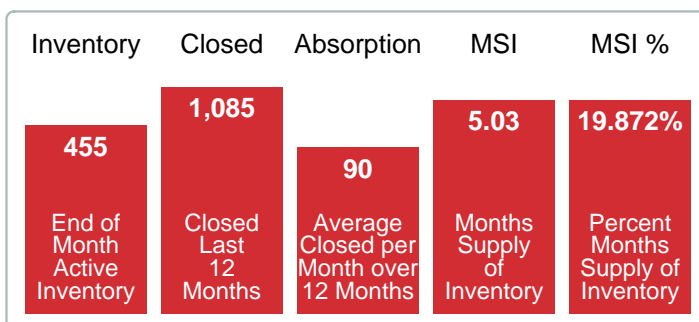
MONTHS SUPPLY of INVENTORY (MSI)

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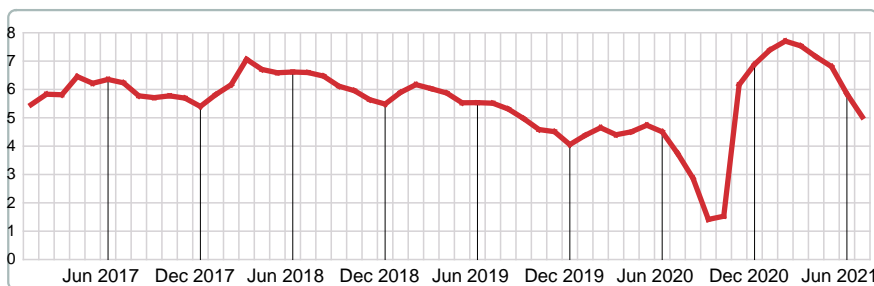
MSI FOR JULY



INDICATORS FOR JULY 2021



5 YEAR MARKET ACTIVITY TRENDS

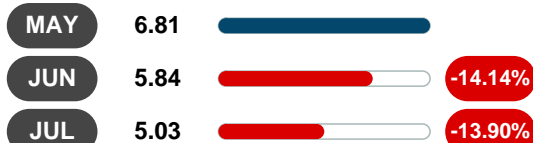


3 MONTHS

5 year JUL AVG = 5.42

High Feb 2021 7.70 Low Sep 2020 1.42

Months Supply this month at 5.03 below the 5 yr JUL average of 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

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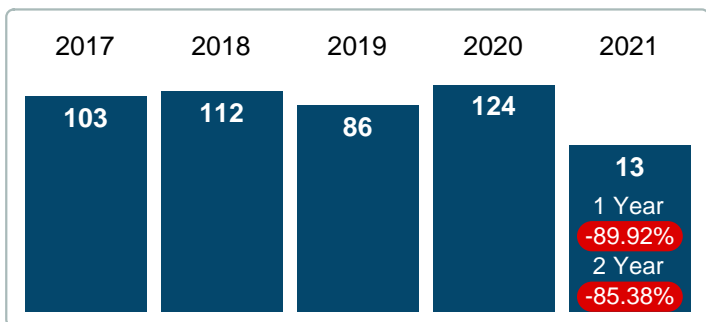
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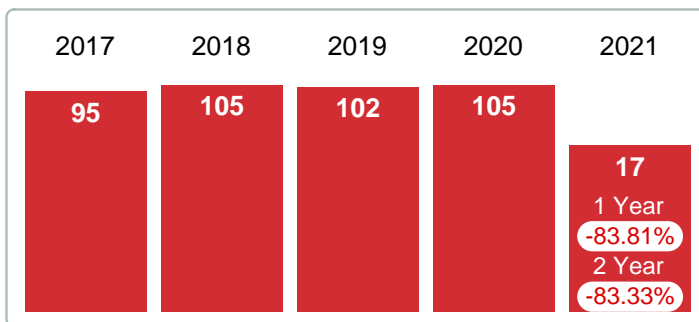
MEDIAN DAYS ON MARKET TO SALE

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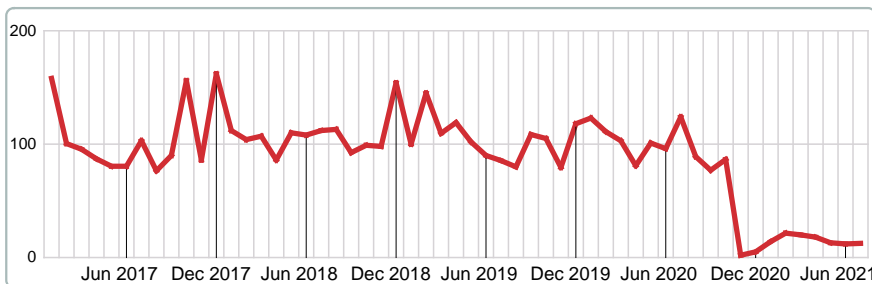
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 87

High Dec 2017 162 Low Nov 2020 2

Median Days on Market to Sale this month at 13 below the 5 yr JUL average of 87



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
\$40,000 and less	8.54%	85	65	89	85	0
\$40,001 - \$60,000	9.76%	8	7	26	0	0
\$60,001 - \$110,000	17.07%	7	5	37	0	0
\$110,001 - \$180,000	28.05%	14	23	11	50	0
\$180,001 - \$220,000	13.41%	4	23	3	0	0
\$220,001 - \$350,000	14.63%	29	24	11	45	29
\$350,001 and up	8.54%	36	123	82	5	0
Median Closed DOM		13				
Total Closed Units	100%	12.5	28	38	15	1
Total Closed Volume		15,455,620	3.97M	6.07M	5.12M	291.00K

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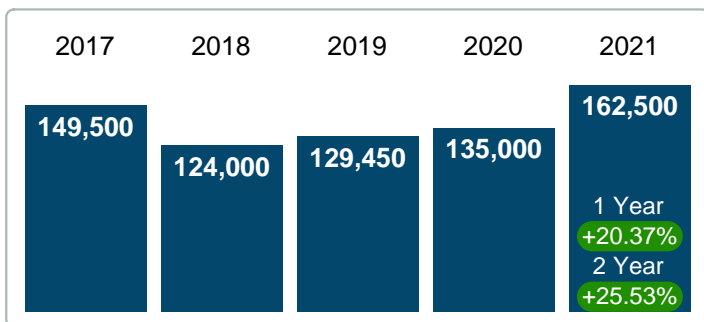
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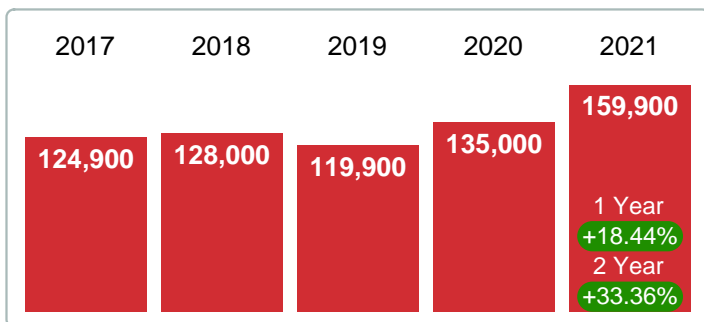
MEDIAN LIST PRICE AT CLOSING

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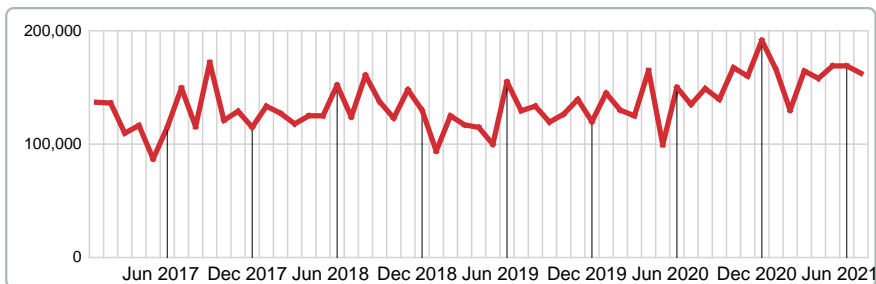
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

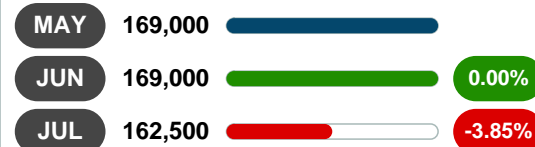


3 MONTHS

5 year JUL AVG = 140,090

High Dec 2020 191,450 Low May 2017 87,000

Median List Price at Closing this month at **162,500**
above the 5 yr JUL average of **140,090**



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	4.88%	18,250	18,250	0	0	0
\$25,001 - \$50,000	4.88%	45,000	45,000	37,500	45,000	0
\$50,001 - \$100,000	21.95%	66,700	69,000	64,900	0	0
\$100,001 - \$175,000	28.05%	148,500	132,781	154,500	175,000	0
\$175,001 - \$200,000	12.20%	187,000	189,750	185,000	199,900	0
\$200,001 - \$350,000	15.85%	270,000	249,900	239,900	274,500	297,000
\$350,001 and up	12.20%	437,000	374,800	849,900	437,000	0
Median List Price		162,500	87,450	157,450	279,000	297,000
Total Closed Units	100%	162,500	28	38	15	1
Total Closed Volume		16,136,381	4.33M	6.25M	5.25M	297.00K

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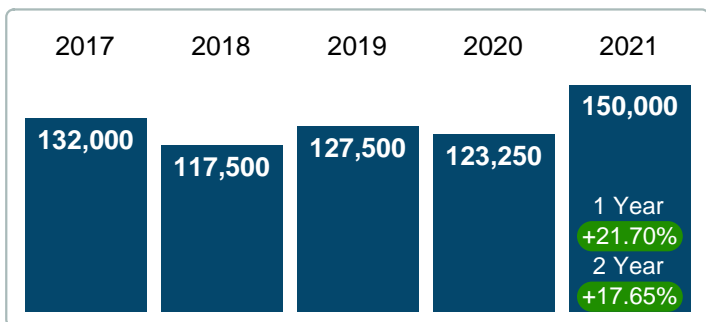
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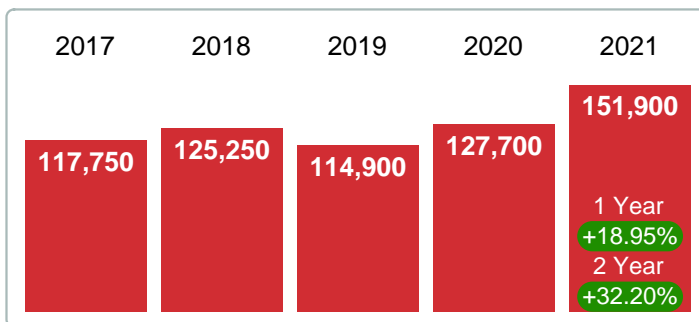
MEDIAN SOLD PRICE AT CLOSING

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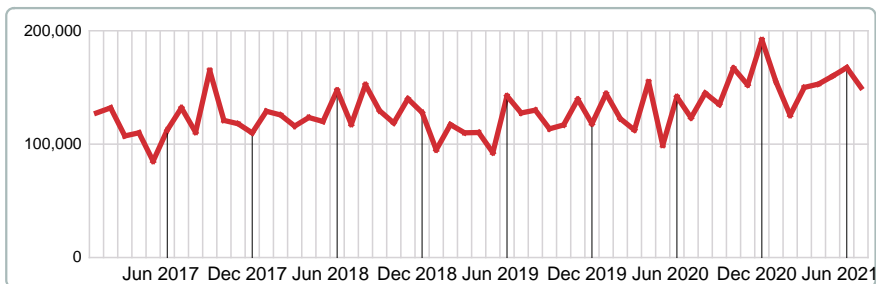
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

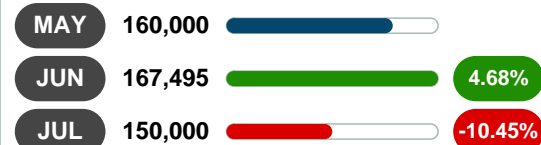


3 MONTHS

5 year JUL AVG = 130,050

High Dec 2020 192,000 Low May 2017 85,000

Median Sold Price at Closing this month at 150,000 above the 5 yr JUL average of 130,050



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
\$40,000 and less	8.54%	20,000	16,000	36,250	35,000	0
\$40,001 - \$60,000	9.76%	55,000	50,000	58,000	0	0
\$60,001 - \$110,000	17.07%	80,500	80,000	81,000	0	0
\$110,001 - \$180,000	28.05%	150,000	153,750	142,000	170,000	0
\$180,001 - \$220,000	13.41%	189,000	210,000	188,500	0	0
\$220,001 - \$350,000	14.63%	280,500	345,000	252,500	265,000	291,000
\$350,001 and up	8.54%	825,000	860,000	825,000	507,650	0
Median Sold Price		150,000	90,500	142,500	265,000	291,000
Total Closed Units	100%	150,000	28	38	15	1
Total Closed Volume		15,455,620	3.97M	6.07M	5.12M	291.00K

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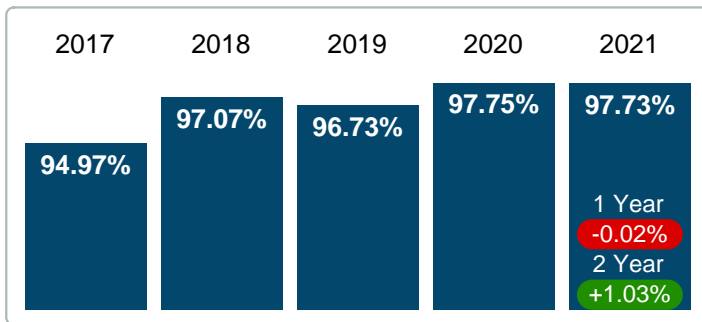
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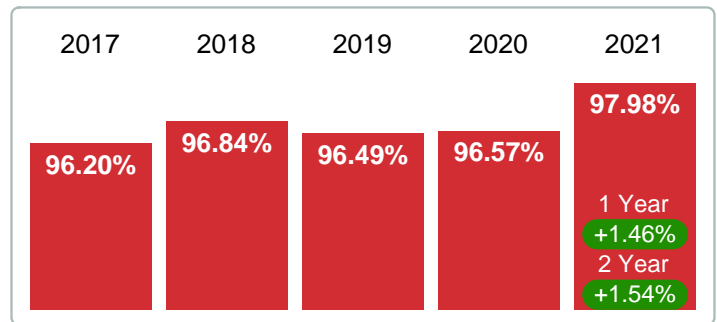
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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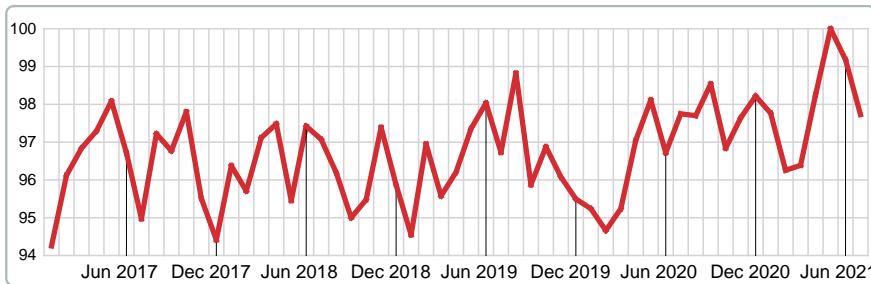
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

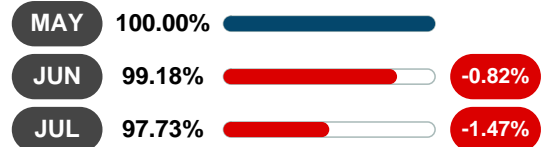


3 MONTHS

5 year JUL AVG = 96.85%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **97.73%**
 above the 5 yr JUL average of **96.85%**



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
\$40,000 and less	7	8.54%	85.71%	87.59%	81.72%	77.78%	0.00%
\$40,001 - \$60,000	8	9.76%	95.38%	100.00%	92.45%	0.00%	0.00%
\$60,001 - \$110,000	14	17.07%	100.00%	100.00%	100.00%	0.00%	0.00%
\$110,001 - \$180,000	23	28.05%	97.09%	95.84%	97.78%	97.14%	0.00%
\$180,001 - \$220,000	11	13.41%	100.00%	85.71%	100.00%	0.00%	0.00%
\$220,001 - \$350,000	12	14.63%	95.46%	93.59%	96.95%	94.98%	97.98%
\$350,001 and up	7	8.54%	98.86%	96.20%	97.07%	100.00%	0.00%
Median Sold/List Ratio		97.73%		95.83%	98.01%	97.68%	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



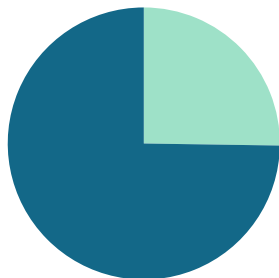
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

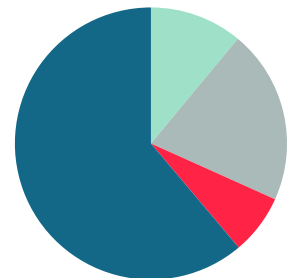


Inventory
 New Listings
184 = 25.24%
 Start Inventory
545
 Total Inventory Units
729
 Volume
\$231,094,627

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%
Median List Price	135,000	162,500	20.37%	135,000	159,900	18.44%
Median Sale Price	123,250	150,000	21.70%	127,700	151,900	18.95%
Median Percent of Selling Price to List Price	97.75%	97.73%	-0.02%	96.57%	97.98%	1.46%
Median Days on Market to Sale	124.00	12.50	-89.92%	105.00	17.00	-83.81%
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

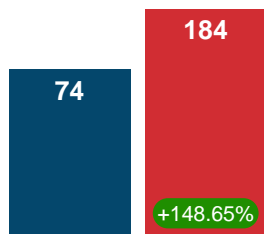
Inventory on July 31, 2021 = **455**

2020 **2021**

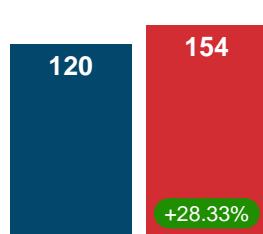
JULY MARKET

MEDIAN PRICES

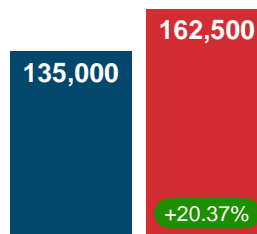
New Listings



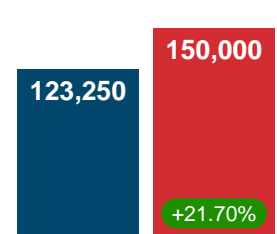
Pending Listings



List Price



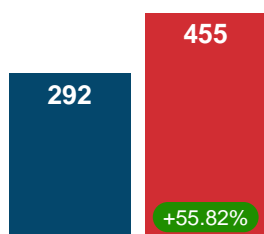
Sale Price



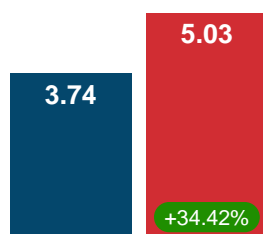
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

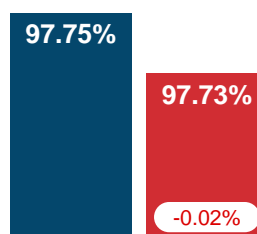
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

