

June 2021

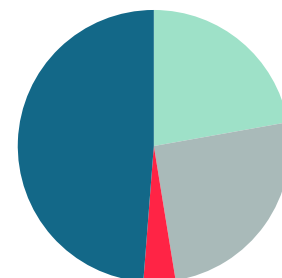
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	109	117	7.34%
Pending Listings	105	133	26.67%
New Listings	114	152	33.33%
Average List Price	166,085	211,495	27.34%
Average Sale Price	161,958	206,623	27.58%
Average Percent of Selling Price to List Price	97.21%	97.86%	0.67%
Average Days on Market to Sale	32.33	17.27	-46.57%
End of Month Inventory	406	257	-36.70%
Months Supply of Inventory	5.12	2.71	-47.01%



■ Closed (22.20%)
■ Pending (25.24%)
■ Other OffMarket (3.80%)
■ Active (48.77%)

Absorption: Last 12 months, an Average of **95** Sales/Month
Active Inventory as of June 30, 2021 = **257**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **36.70%** to 257 existing homes available for sale. Over the last 12 months this area has had an average of 95 closed sales per month. This represents an unsold inventory index of **2.71** 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 **27.58%** in June 2021 to \$206,623 versus the previous year at \$161,958.

Average Days on Market Shortens

The average number of **17.27** days that homes spent on the market before selling decreased by 15.06 days or **46.57%** in June 2021 compared to last year's same month at **32.33** DOM.

Sales Success for June 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 152 New Listings in June 2021, up **33.33%** from last year at 114. Furthermore, there were 117 Closed Listings this month versus last year at 109, a **7.34%** increase.

Closed versus Listed trends yielded a **77.0%** ratio, down from previous year's, June 2020, at **95.6%**, a **19.50%** downswing. This will certainly create pressure on a decreasing 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

June 2021



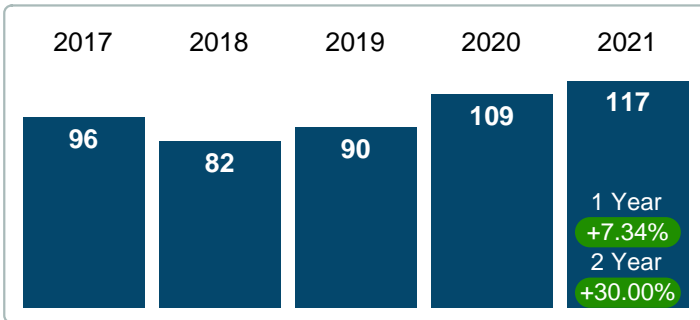
Area Delimited by County Of Creek



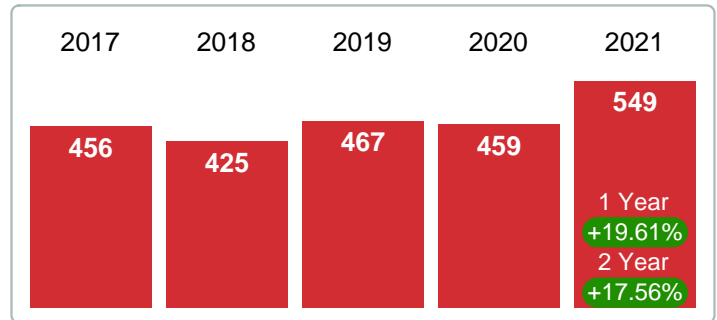
CLOSED LISTINGS

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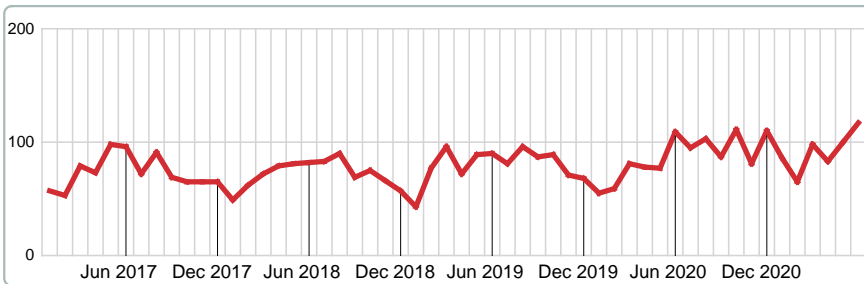
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

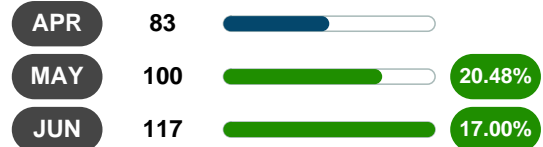


3 MONTHS

5 year JUN AVG = 99

High Jun 2021 117 Low Jan 2019 43

Closed Listings this month at 117
above the 5 yr JUN average of 99



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	10.26%	31.7	11	1	0	0
\$50,001 - \$75,000	11	9.40%	15.5	8	2	1	0
\$75,001 - \$125,000	19	16.24%	8.9	7	10	1	1
\$125,001 - \$175,000	21	17.95%	12.3	4	16	1	0
\$175,001 - \$250,000	21	17.95%	21.0	4	16	1	0
\$250,001 - \$375,000	21	17.95%	8.2	2	11	6	2
\$375,001 and up	12	10.26%	35.7	3	3	4	2
Total Closed Units	117			39	59	14	5
Total Closed Volume	24,174,936	100%	17.3	5.49M	11.55M	4.57M	2.57M
Average Closed Price	\$206,623			\$140,765	\$195,710	\$326,659	\$513,000

June 2021



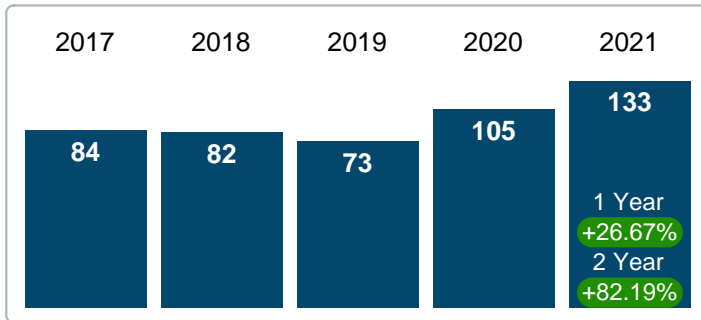
Area Delimited by County Of Creek



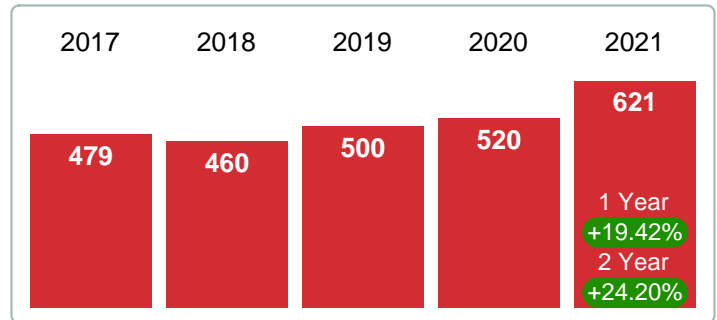
PENDING LISTINGS

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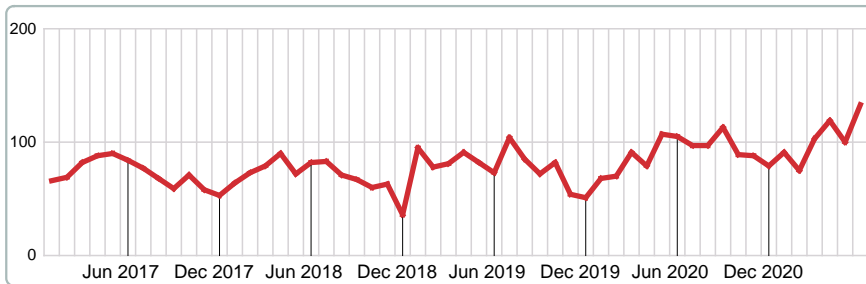
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 95

High Jun 2021 133 Low Dec 2018 36

Pending Listings this month at 133
above the 5 yr JUN average of 95



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	12	9.02%	56.4	8	4	0	0
\$50,001 - \$100,000	17	12.78%	35.5	9	6	2	0
\$100,001 - \$150,000	18	13.53%	17.9	4	13	0	1
\$150,001 - \$225,000	38	28.57%	15.8	1	34	3	0
\$225,001 - \$300,000	18	13.53%	11.6	3	7	7	1
\$300,001 - \$475,000	14	10.53%	31.6	2	5	5	2
\$475,001 and up	16	12.03%	33.5	2	4	5	5
Total Pending Units	133			29	73	22	9
Total Pending Volume	31,559,124	100%	25.1	4.47M	14.50M	7.73M	4.86M
Average Listing Price	\$223,236			\$154,046	\$198,563	\$351,495	\$540,422

June 2021



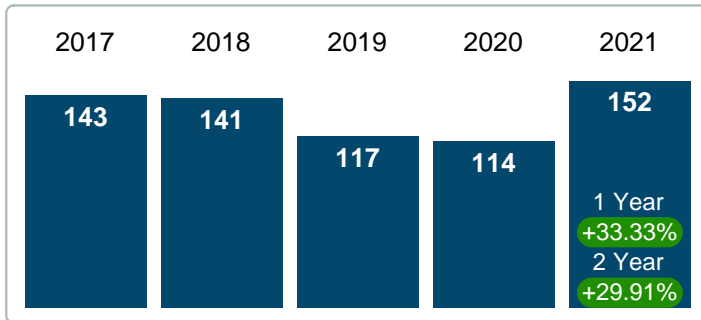
Area Delimited by County Of Creek



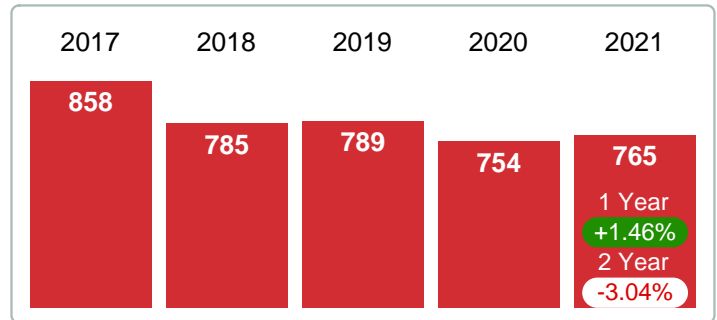
NEW LISTINGS

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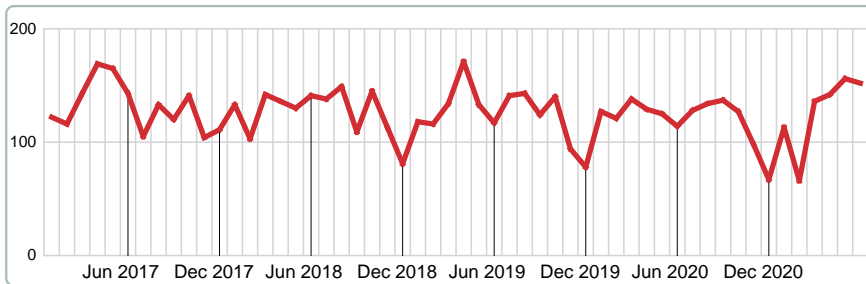
JUNE



YEAR TO DATE (YTD)

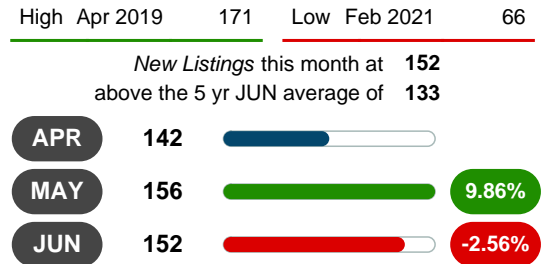


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 133



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	14	9.21%	8	6	0	0
\$50,001 - \$100,000	15	9.87%	5	9	1	0
\$100,001 - \$150,000	24	15.79%	4	19	0	1
\$150,001 - \$200,000	36	23.68%	2	29	5	0
\$200,001 - \$275,000	24	15.79%	4	13	7	0
\$275,001 - \$475,000	24	15.79%	6	10	6	2
\$475,001 and up	15	9.87%	2	3	6	4
Total New Listed Units	152		31	89	25	7
Total New Listed Volume	41,206,114	100%	5.56M	17.53M	10.44M	7.68M
Average New Listed Listing Price	\$335,405		\$179,396	\$196,939	\$417,496	\$1,097,129

June 2021



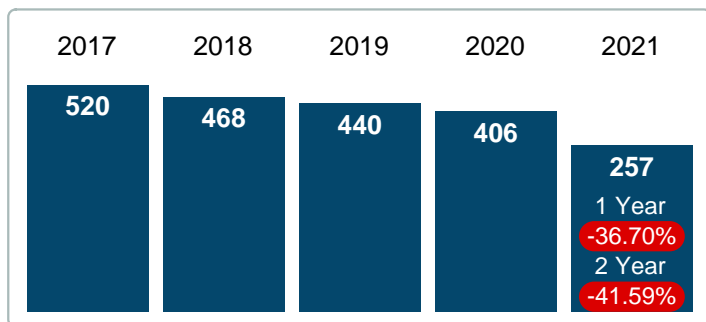
Area Delimited by County Of Creek



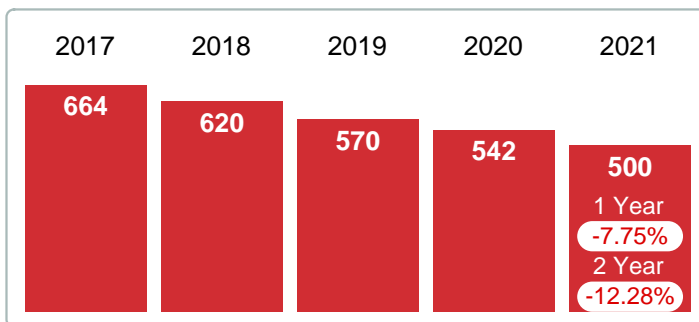
ACTIVE INVENTORY

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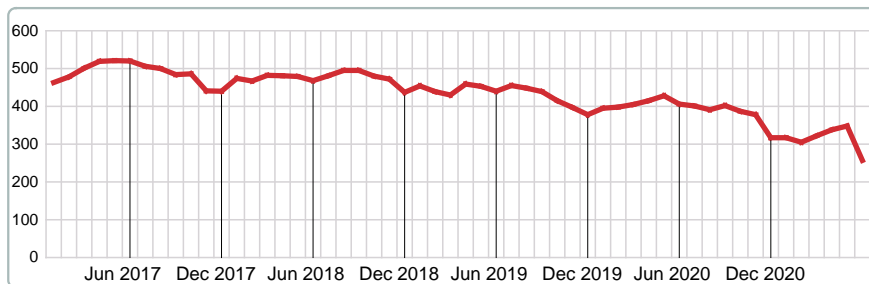
END OF JUNE



ACTIVE DURING JUNE

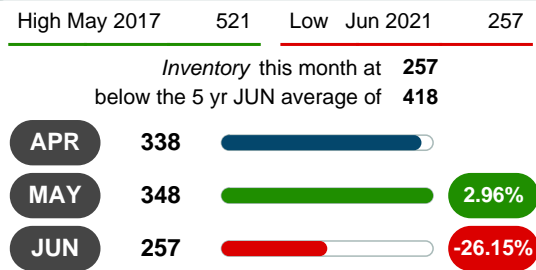


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 418



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	18	7.00%	65.8	14	4	0	0
\$25,001 - \$50,000	27	10.51%	112.9	25	2	0	0
\$50,001 - \$100,000	41	15.95%	117.8	30	11	0	0
\$100,001 - \$175,000	66	25.68%	69.5	33	30	2	1
\$175,001 - \$275,000	47	18.29%	60.0	18	21	8	0
\$275,001 - \$550,000	32	12.45%	62.2	18	8	3	3
\$550,001 and up	26	10.12%	74.8	9	4	7	6
Total Active Inventory by Units	257			147	80	20	10
Total Active Inventory by Volume	77,409,685	100%	79.4	38.46M	18.97M	10.25M	9.73M
Average Active Inventory Listing Price	\$301,205			\$261,635	\$237,121	\$512,305	\$973,360

June 2021



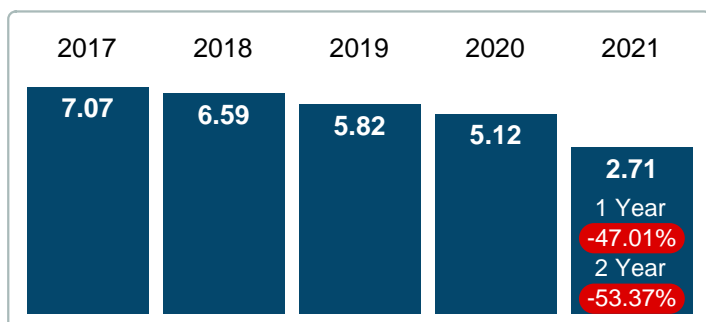
Area Delimited by County Of Creek



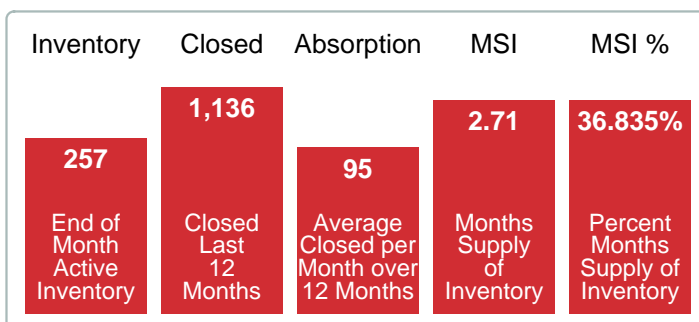
MONTHS SUPPLY of INVENTORY (MSI)

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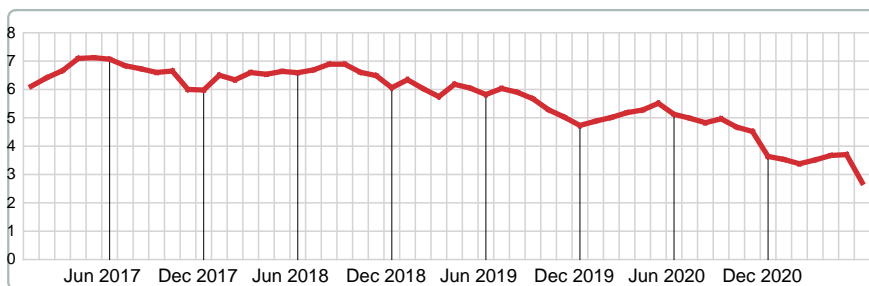
MSI FOR JUNE



INDICATORS FOR JUNE 2021

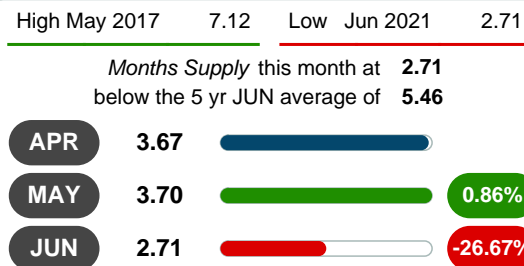


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.46



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
\$30,000 and less	23	8.95%	2.91	3.35	2.18	0.00	0.00
\$30,001 - \$60,000	31	12.06%	4.23	4.84	3.20	0.00	0.00
\$60,001 - \$110,000	41	15.95%	2.25	2.73	1.98	0.92	0.00
\$110,001 - \$180,000	64	24.90%	2.10	6.09	1.21	1.38	2.00
\$180,001 - \$270,000	37	14.40%	2.32	7.20	1.55	1.95	0.00
\$270,001 - \$560,000	36	14.01%	2.86	14.25	2.45	0.63	1.66
\$560,001 and up	25	9.73%	11.11	18.00	6.86	12.00	8.57
Market Supply of Inventory (MSI)			2.71	4.94	1.67	1.61	2.22
Total Active Inventory by Units		100%	257	147	80	20	10

June 2021



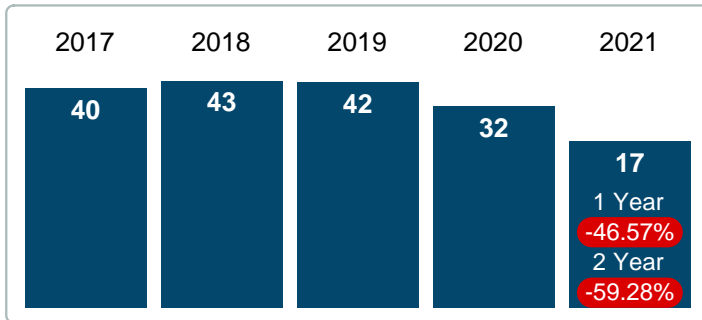
Area Delimited by County Of Creek



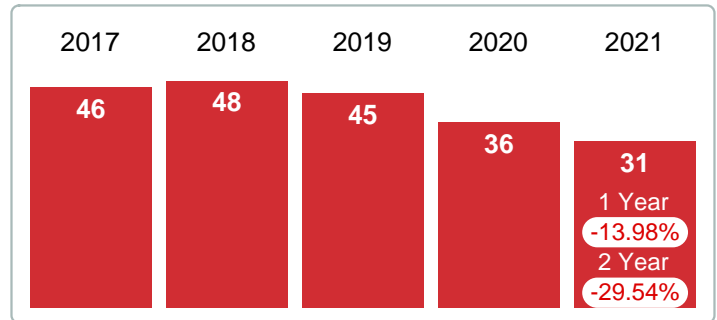
AVERAGE DAYS ON MARKET TO SALE

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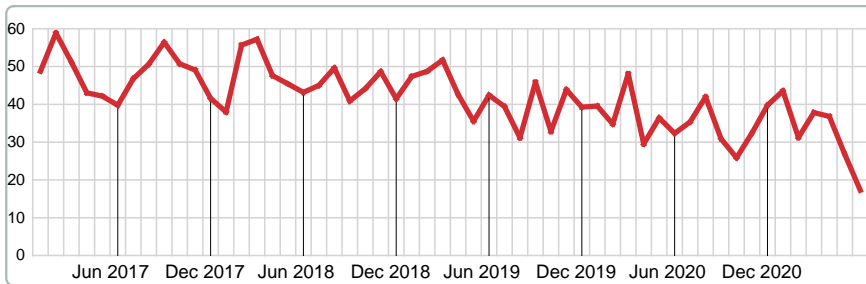
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

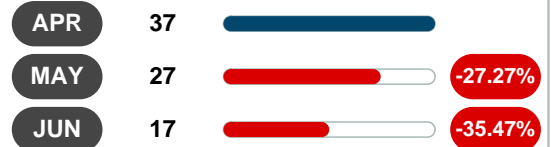


3 MONTHS

5 year JUN AVG = 35

High Feb 2017 59 Low Jun 2021 17

Average Days on Market to Sale this month at 17 below the 5 yr JUN average of 35



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
\$50,000 and less	10.26%	32	32	24	0	0
\$50,001 - \$75,000	9.40%	15	19	11	1	0
\$75,001 - \$125,000	16.24%	9	7	10	5	14
\$125,001 - \$175,000	17.95%	12	11	13	6	0
\$175,001 - \$250,000	17.95%	21	16	24	2	0
\$250,001 - \$375,000	17.95%	8	3	9	5	20
\$375,001 and up	10.26%	36	15	53	2	108
Average Closed DOM		17	18	17	4	54
Total Closed Units	100%	17	39	59	14	5
Total Closed Volume		24,174,936	5.49M	11.55M	4.57M	2.57M

June 2021



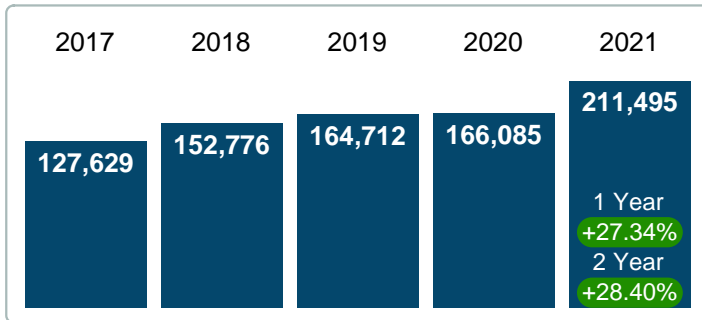
Area Delimited by County Of Creek



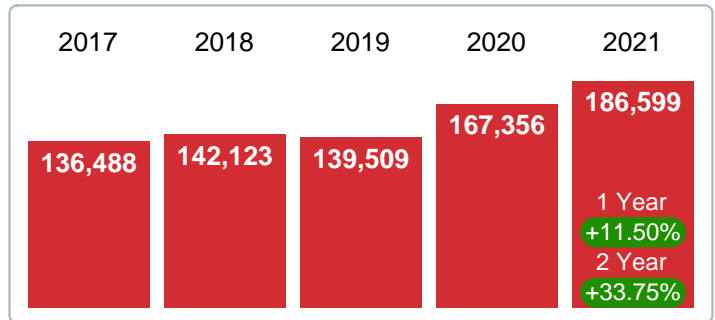
AVERAGE LIST PRICE AT CLOSING

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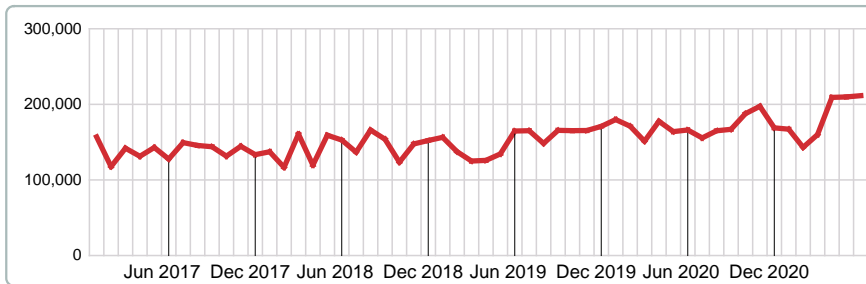
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

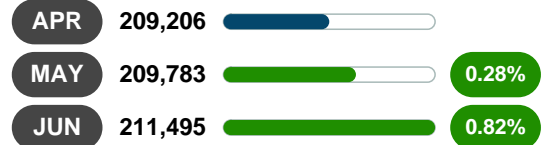


3 MONTHS

5 year JUN AVG = 164,539

High Jun 2021 211,495 Low Feb 2018 116,719

Average List Price at Closing this month at **211,495**
above the 5 yr JUN average of **164,539**



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
\$50,000 and less	9.40%	36,553	42,385	845	0	0
\$50,001 - \$75,000	9.40%	65,500	69,213	62,450	66,900	0
\$75,001 - \$125,000	16.24%	106,179	100,929	123,050	82,000	150,000
\$125,001 - \$175,000	17.95%	148,824	138,575	148,100	179,900	0
\$175,001 - \$250,000	20.51%	203,613	222,350	192,700	195,000	0
\$250,001 - \$375,000	16.24%	313,928	298,950	300,794	317,833	325,000
\$375,001 and up	10.26%	635,692	634,833	550,800	544,125	947,450
Average List Price		211,495	145,450	199,495	329,093	538,980
Total Closed Units	100%	211,495	39	59	14	5
Total Closed Volume		24,744,919	5.67M	11.77M	4.61M	2.69M

June 2021



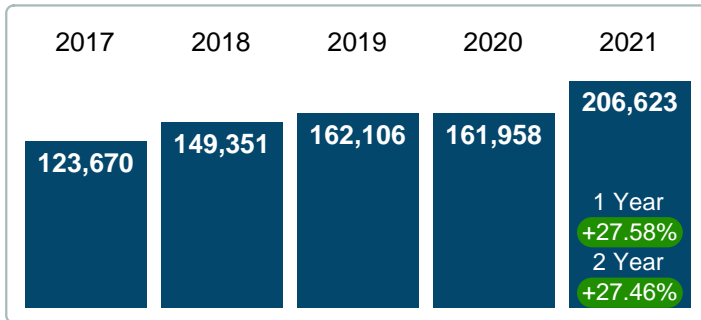
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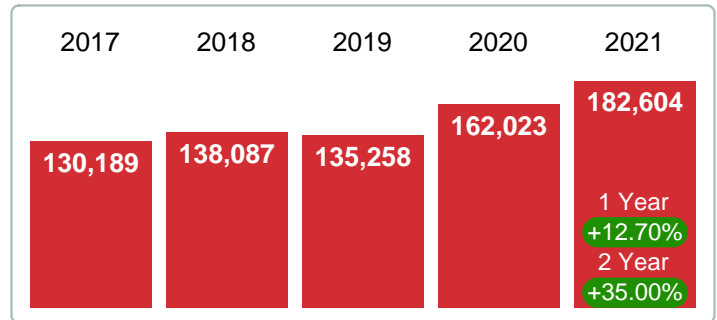
AVERAGE SOLD PRICE AT CLOSING

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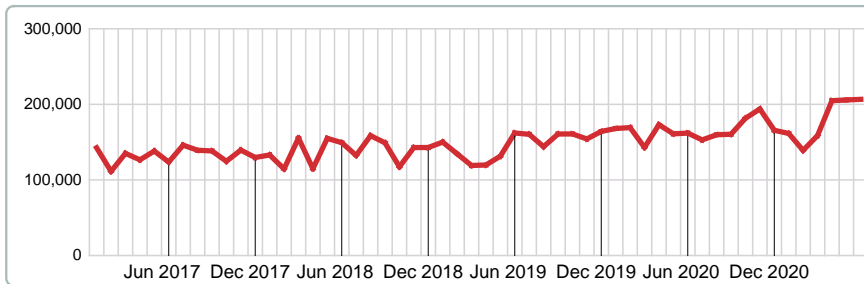
JUNE



YEAR TO DATE (YTD)

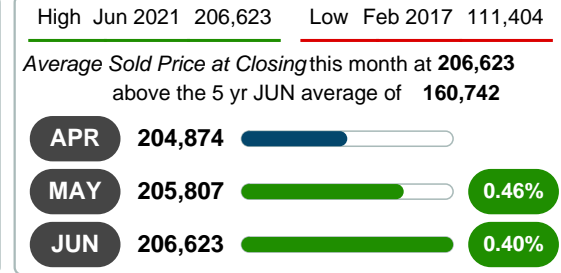


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 160,742



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
\$50,000 and less	10.26%	35,646	38,809	850	0	0
\$50,001 - \$75,000	9.40%	65,445	63,738	70,000	70,000	0
\$75,001 - \$125,000	16.24%	106,200	101,329	110,300	80,500	125,000
\$125,001 - \$175,000	17.95%	149,217	143,063	149,144	175,000	0
\$175,001 - \$250,000	17.95%	196,399	212,500	192,461	195,000	0
\$250,001 - \$375,000	17.95%	299,193	281,000	291,121	312,288	322,500
\$375,001 and up	10.26%	622,375	619,833	545,000	544,750	897,500
Average Sold Price		206,623	140,765	195,710	326,659	513,000
Total Closed Units	100%	206,623	39	59	14	5
Total Closed Volume		24,174,936	5.49M	11.55M	4.57M	2.57M

June 2021



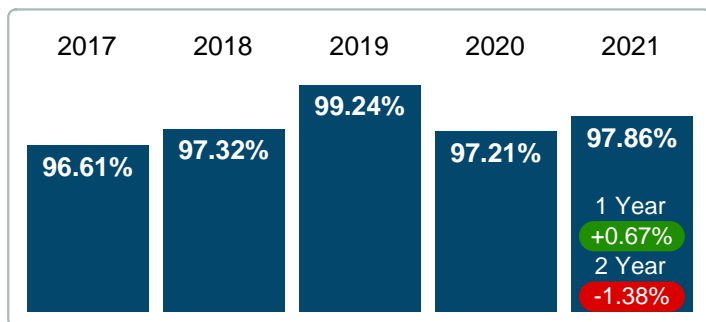
Area Delimited by County Of Creek



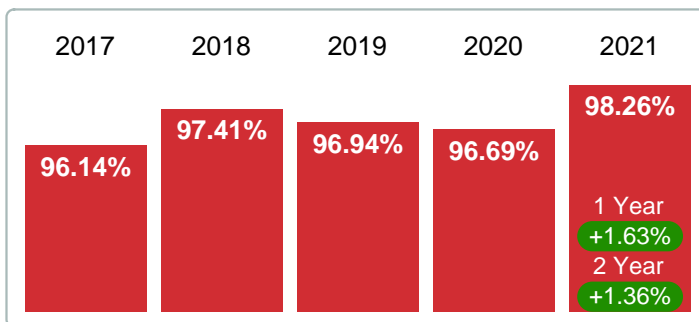
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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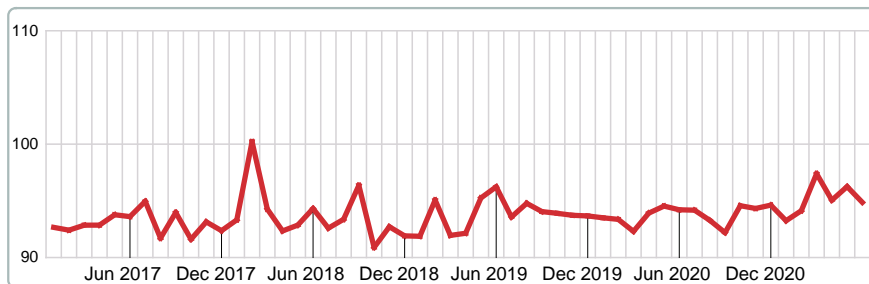
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

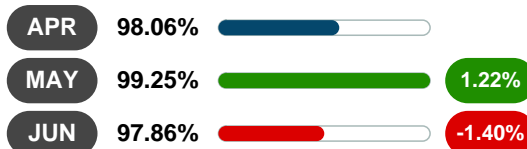


3 MONTHS

5 year JUN AVG = 97.65%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **97.86%**
equal to 5 yr JUN average of **97.65%**



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
\$50,000 and less	12	10.26%	93.04%	92.36%	100.59%	0.00%	0.00%
\$50,001 - \$75,000	11	9.40%	97.52%	92.23%	115.13%	104.63%	0.00%
\$75,001 - \$125,000	19	16.24%	95.41%	100.70%	92.63%	98.17%	83.33%
\$125,001 - \$175,000	21	17.95%	101.45%	103.62%	101.16%	97.28%	0.00%
\$175,001 - \$250,000	21	17.95%	99.24%	96.12%	99.97%	100.00%	0.00%
\$250,001 - \$375,000	21	17.95%	97.48%	94.56%	96.99%	98.62%	99.67%
\$375,001 and up	12	10.26%	98.87%	98.01%	99.47%	100.31%	96.37%
Average Sold/List Ratio		97.90%		95.92%	98.99%	99.50%	95.09%
Total Closed Units		117	100%	39	59	14	5
Total Closed Volume		24,174,936		5.49M	11.55M	4.57M	2.57M

June 2021

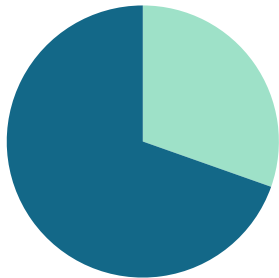
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

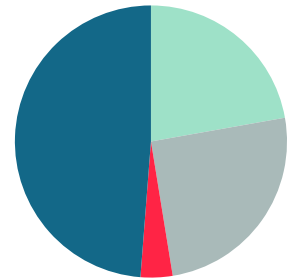


Inventory
 New Listings
152 = 30.40%
 Start Inventory
348
 Total Inventory Units
500
 Volume
\$131,835,149

Market Activity

Closed Sales
117 = 22.20%
 Pending Sales
133 = 25.24%
 Other Off Market
20 = 3.80%
 Active Inventory
257 = 48.77%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	109	117	7.34%	459	549	19.61%
Pending Sales	105	133	26.67%	520	621	19.42%
New Listings	114	152	33.33%	754	765	1.46%
Average List Price	166,085	211,495	27.34%	167,356	186,599	11.50%
Average Sale Price	161,958	206,623	27.58%	162,023	182,604	12.70%
Average Percent of Selling Price to List Price	97.21%	97.86%	0.67%	96.69%	98.26%	1.63%
Average Days on Market to Sale	32.33	17.27	-46.57%	36.50	31.40	-13.98%
Monthly Inventory	406	257	-36.70%	406	257	-36.70%
Months Supply of Inventory	5.12	2.71	-47.01%	5.12	2.71	-47.01%

Absorption: Last 12 months, an Average of **95** Sales/Month

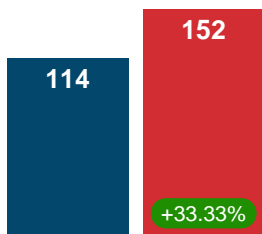
Inventory on June 30, 2021 = **257**

2020 **2021**

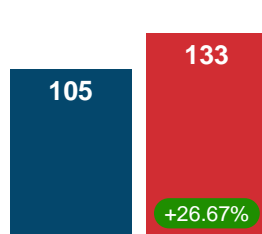
JUNE MARKET

AVERAGE PRICES

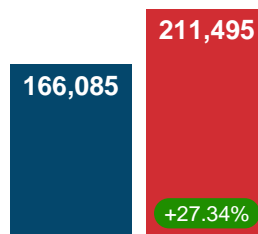
New Listings



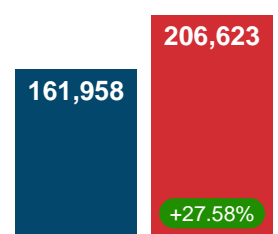
Pending Listings



List Price



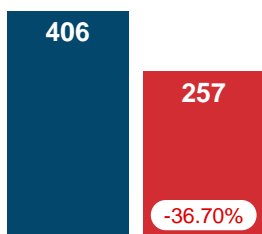
Sale Price



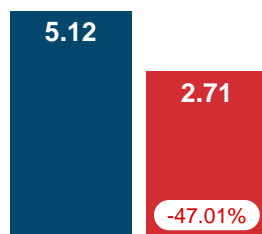
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

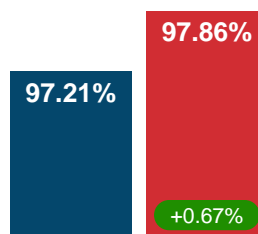
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

