

July 2021



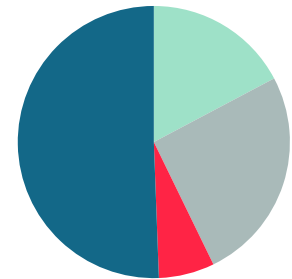
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	67	73	8.96%
Pending Listings	63	108	71.43%
New Listings	41	145	253.66%
Average List Price	128,369	199,600	55.49%
Average Sale Price	124,082	194,070	56.40%
Average Percent of Selling Price to List Price	95.65%	96.90%	1.31%
Average Days on Market to Sale	119.63	28.29	-76.35%
End of Month Inventory	51	214	319.61%
Months Supply of Inventory	1.01	3.24	221.06%



■ Closed (17.26%)
■ Pending (25.53%)
■ Other OffMarket (6.62%)
■ Active (50.59%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of July 31, 2021 = **214**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2021 rose **319.61%** to 214 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **3.24** 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 **56.40%** in July 2021 to \$194,070 versus the previous year at \$124,082.

Average Days on Market Shortens

The average number of **28.29** days that homes spent on the market before selling decreased by 91.34 days or **76.35%** in July 2021 compared to last year's same month at **119.63** 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 145 New Listings in July 2021, up **253.66%** from last year at 41. Furthermore, there were 73 Closed Listings this month versus last year at 67, a **8.96%** increase.

Closed versus Listed trends yielded a **50.3%** ratio, down from previous year's, July 2020, at **163.4%**, a **69.19%** 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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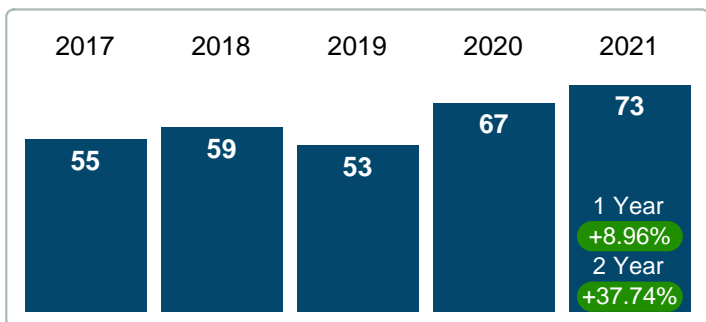
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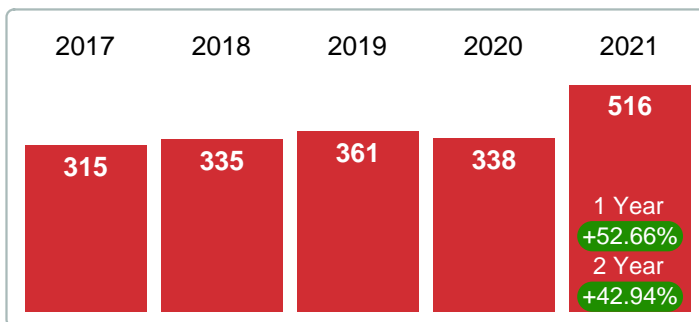
CLOSED LISTINGS

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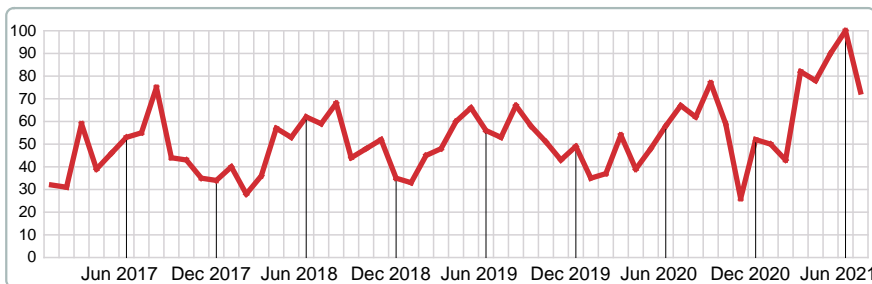
JULY



YEAR TO DATE (YTD)

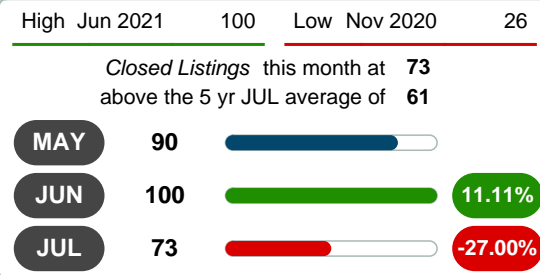


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 61



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	6	8.22%	46.7	3	2	1	0
\$50,001 - \$75,000	10	13.70%	33.2	4	6	0	0
\$75,001 - \$100,000	7	9.59%	30.4	3	4	0	0
\$100,001 - \$175,000	20	27.40%	26.5	5	12	3	0
\$175,001 - \$225,000	13	17.81%	11.4	2	10	1	0
\$225,001 - \$350,000	10	13.70%	28.4	1	3	5	1
\$350,001 and up	7	9.59%	39.9	0	1	6	0
Total Closed Units	73			18	38	16	1
Total Closed Volume	14,167,120	100%	28.3	2.05M	6.07M	5.75M	291.00K
Average Closed Price	\$194,070			\$114,010	\$159,813	\$359,441	\$291,000

July 2021



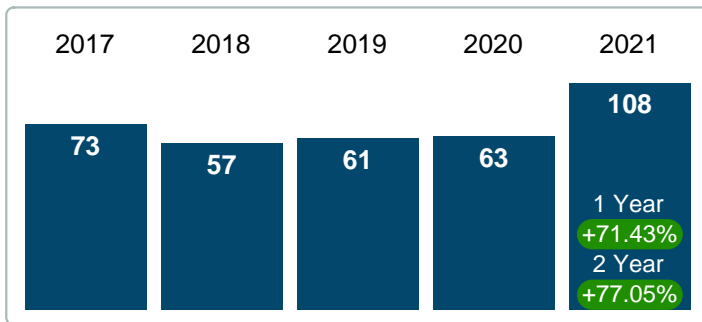
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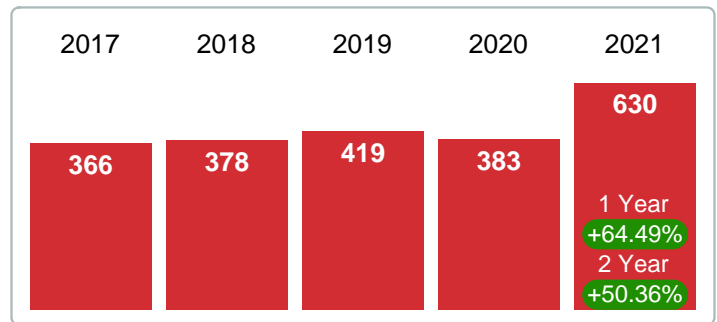
PENDING LISTINGS

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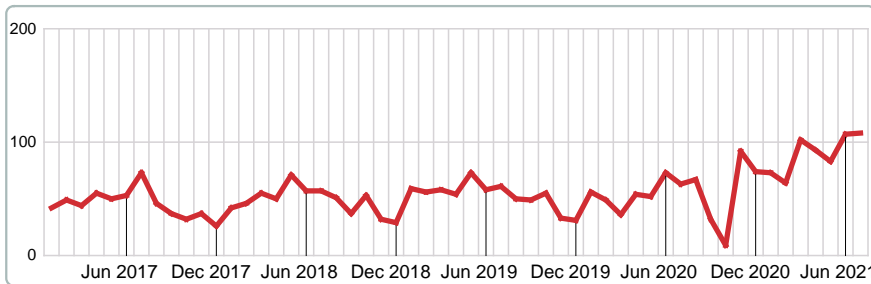
JULY



YEAR TO DATE (YTD)

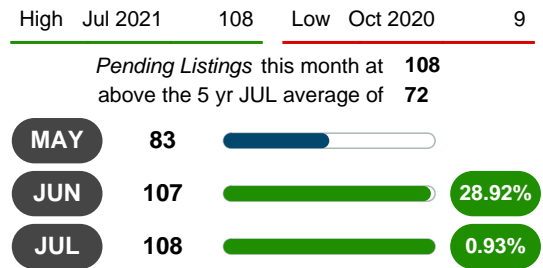


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



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	6	5.56%	39.2	3	1	2	0
\$50,001 - \$100,000	15	13.89%	27.2	8	6	0	1
\$100,001 - \$150,000	19	17.59%	27.2	5	11	3	0
\$150,001 - \$225,000	27	25.00%	26.4	1	23	3	0
\$225,001 - \$275,000	14	12.96%	24.8	0	11	2	1
\$275,001 - \$350,000	13	12.04%	16.8	0	9	3	1
\$350,001 and up	14	12.96%	34.4	2	2	8	2
Total Pending Units	108			19	63	21	5
Total Pending Volume	23,431,081	100%	26.7	3.22M	12.67M	6.04M	1.50M
Average Listing Price	\$217,186			\$169,607	\$201,186	\$287,426	\$299,580

July 2021



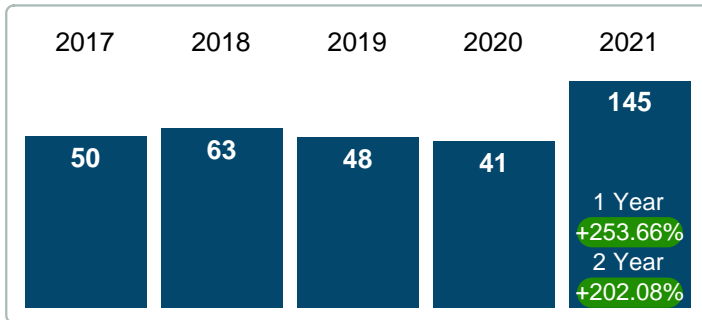
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



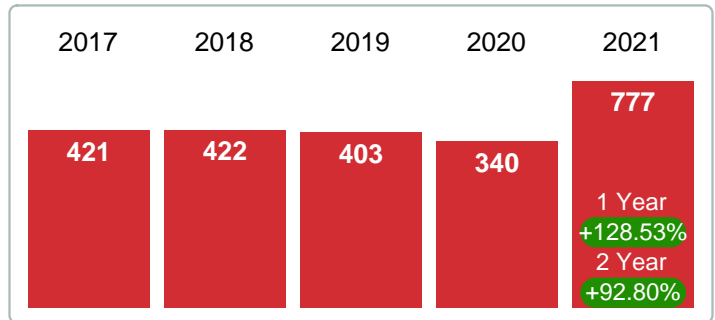
NEW LISTINGS

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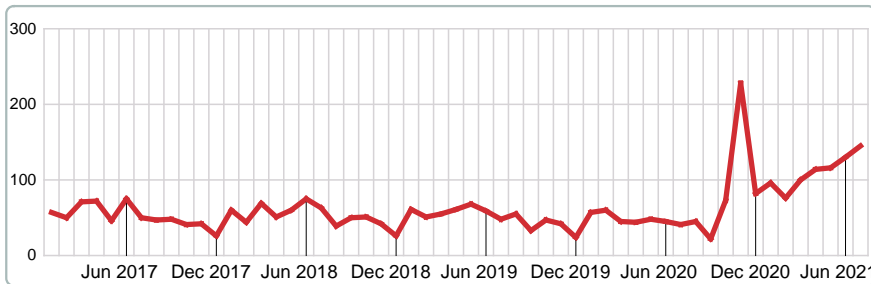
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 69

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **145**
above the 5 yr JUL average of **69**



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	10	6.90%	5				4				1				0			
\$50,001 - \$75,000	11	7.59%	7				4				0				0			
\$75,001 - \$125,000	22	15.17%	10				11				1				0			
\$125,001 - \$225,000	43	29.66%	6				30				7				0			
\$225,001 - \$275,000	21	14.48%	1				15				5				0			
\$275,001 - \$375,000	23	15.86%	0				14				7				2			
\$375,001 and up	15	10.34%	2				5				8				0			
Total New Listed Units	145		31				83				29				2			
Total New Listed Volume	30,491,054		4.44M				17.21M				8.22M				623.90K			
Average New Listed Listing Price	\$215,395		\$143,122				\$207,309				\$283,576				\$311,950			

July 2021



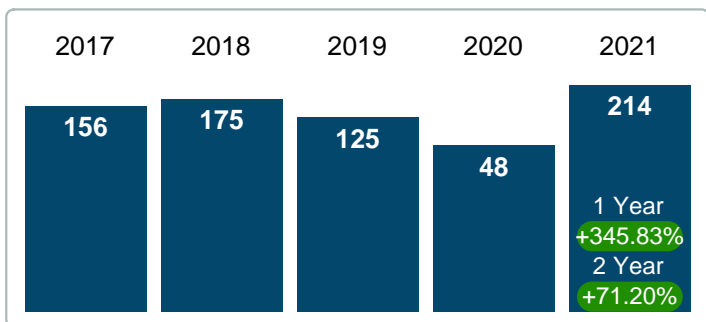
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



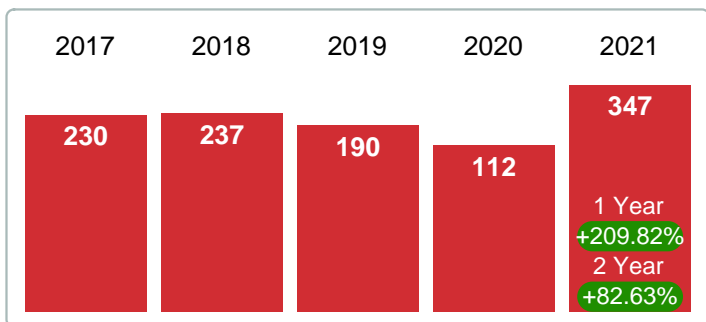
ACTIVE INVENTORY

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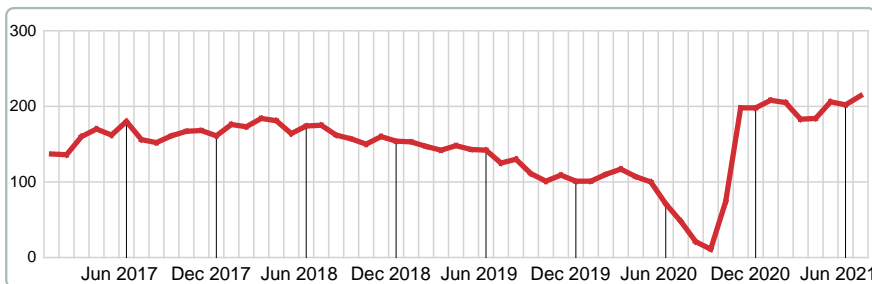
END OF JULY



ACTIVE DURING JULY

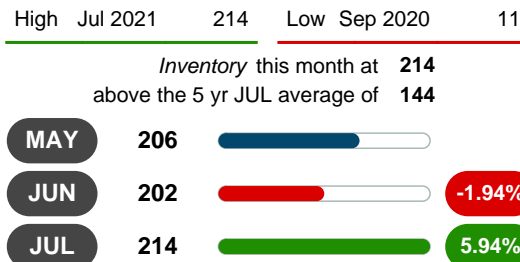


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 144



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	7	3.27%	99.3	4	3	0	0
\$25,001 - \$75,000	32	14.95%	83.8	17	12	2	1
\$75,001 - \$125,000	34	15.89%	62.9	18	13	3	0
\$125,001 - \$225,000	47	21.96%	73.8	8	29	7	3
\$225,001 - \$325,000	37	17.29%	56.9	3	22	9	3
\$325,001 - \$575,000	35	16.36%	49.2	1	22	11	1
\$575,001 and up	22	10.28%	120.0	2	7	10	3
Total Active Inventory by Units	214			53	108	42	11
Total Active Inventory by Volume	60,404,023	100%	72.2	8.63M	30.91M	15.19M	5.68M
Average Active Inventory Listing Price	\$282,262			\$162,810	\$286,215	\$361,636	\$515,927

July 2021



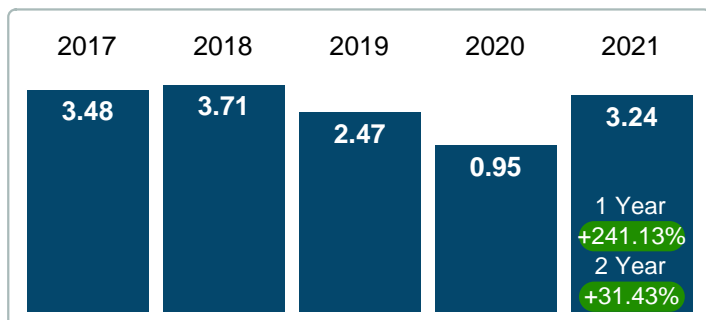
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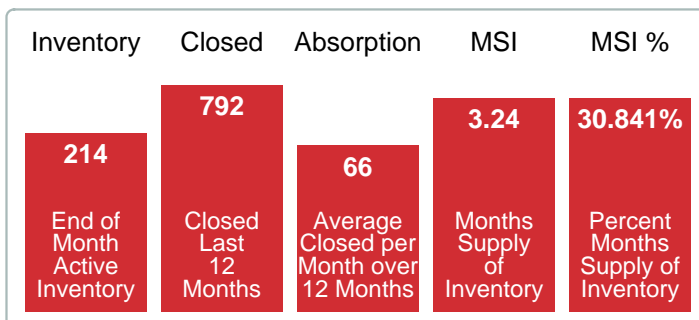
MONTHS SUPPLY of INVENTORY (MSI)

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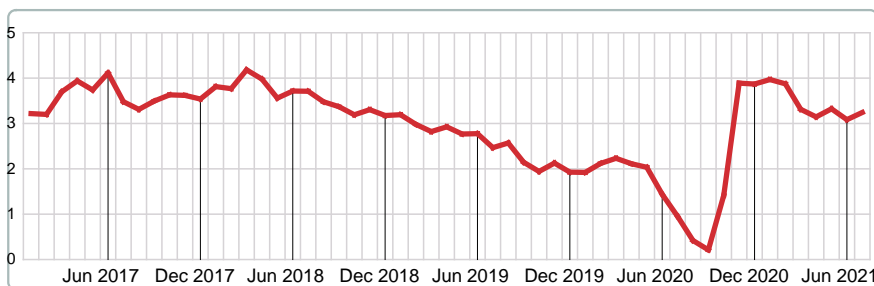
MSI FOR JULY



INDICATORS FOR JULY 2021

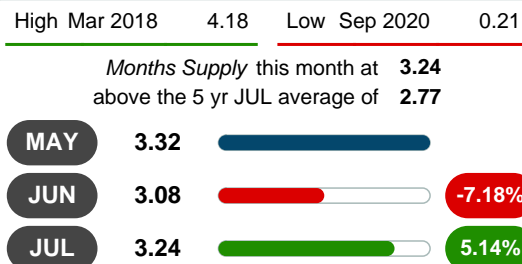


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.77



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	7	3.27%	5.25	4.36	7.20	0.00	0.00
\$25,001 - \$75,000	32	14.95%	2.87	3.34	2.32	2.67	6.00
\$75,001 - \$125,000	34	15.89%	2.94	5.27	1.93	2.40	0.00
\$125,001 - \$225,000	47	21.96%	1.97	4.17	1.75	1.40	7.20
\$225,001 - \$325,000	37	17.29%	3.39	3.60	4.06	2.30	4.00
\$325,001 - \$575,000	35	16.36%	6.36	1.50	14.67	3.77	2.40
\$575,001 and up	22	10.28%	13.89	0.00	14.00	15.00	7.20
Market Supply of Inventory (MSI)	3.24			4.13	2.97	2.90	4.71
Total Active Inventory by Units	214	100%	3.24	53	108	42	11

July 2021



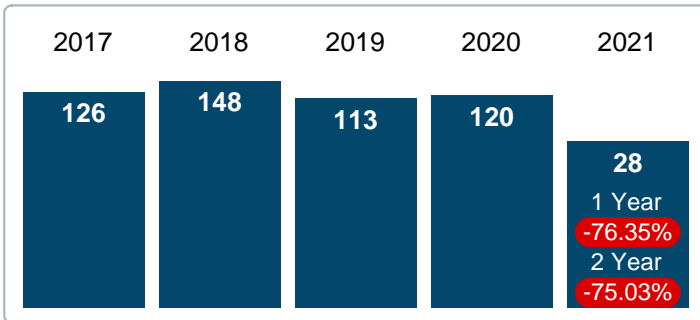
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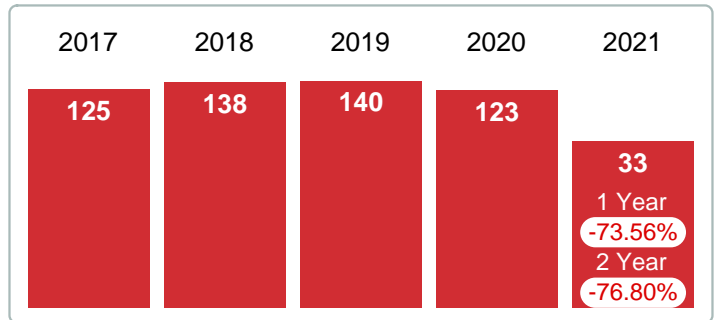
AVERAGE DAYS ON MARKET TO SALE

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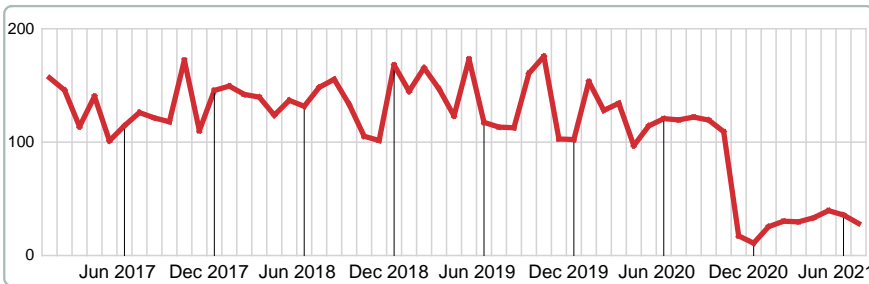
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

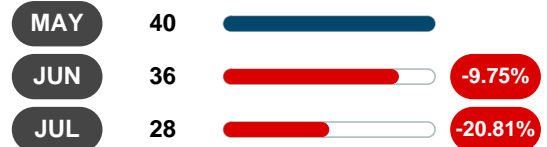


3 MONTHS

5 year JUL AVG = 107

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 28 below the 5 yr JUL average of 107



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	8.22%	47	6	89	85	0
\$50,001 - \$75,000	13.70%	33	16	45	0	0
\$75,001 - \$100,000	9.59%	30	5	50	0	0
\$100,001 - \$175,000	27.40%	26	19	28	34	0
\$175,001 - \$225,000	17.81%	11	17	4	74	0
\$225,001 - \$350,000	13.70%	28	14	16	38	29
\$350,001 and up	9.59%	40	0	82	33	0
Average Closed DOM		28	13	30	41	29
Total Closed Units	100%	28	18	38	16	1
Total Closed Volume		14,167,120	2.05M	6.07M	5.75M	291.00K

July 2021



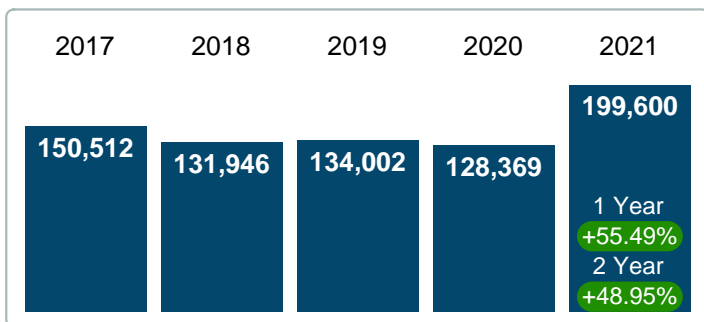
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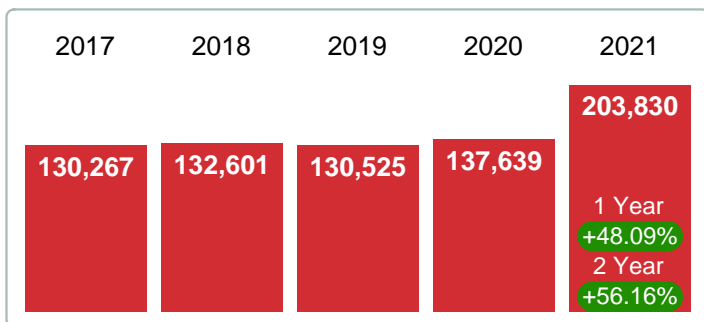
AVERAGE LIST PRICE AT CLOSING

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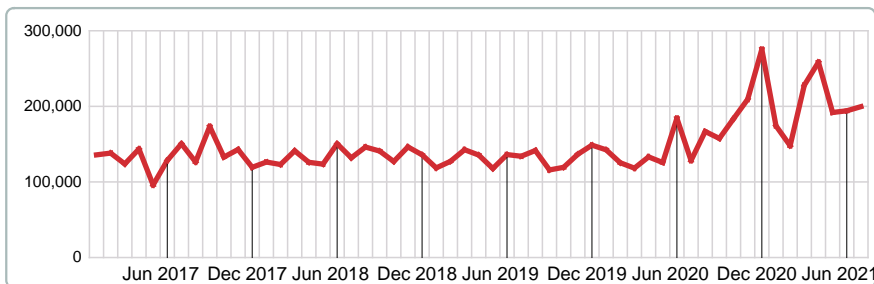
JULY



YEAR TO DATE (YTD)

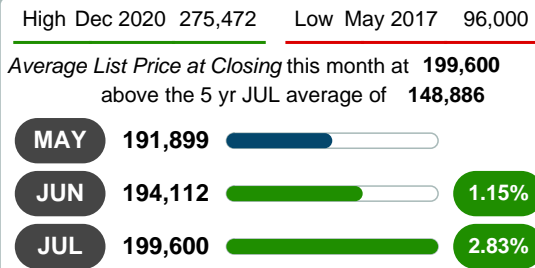


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 148,886



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	4	5.48%	36,875	40,000	45,200	45,000	0	
\$50,001 - \$75,000	13	17.81%	63,777	67,475	63,717	0	0	
\$75,001 - \$100,000	4	5.48%	86,200	84,967	99,100	0	0	
\$100,001 - \$175,000	23	31.51%	145,373	138,216	146,267	163,300	0	
\$175,001 - \$225,000	11	15.07%	194,109	214,750	192,070	199,900	0	
\$225,001 - \$350,000	9	12.33%	282,544	374,800	285,967	304,400	297,000	
\$350,001 and up	9	12.33%	580,856	0	849,900	604,000	0	
Average List Price		199,600		118,899	164,547	367,550	297,000	
Total Closed Units		73	100%	199,600	18	38	16	1
Total Closed Volume		14,570,781			2.14M	6.25M	5.88M	297.00K

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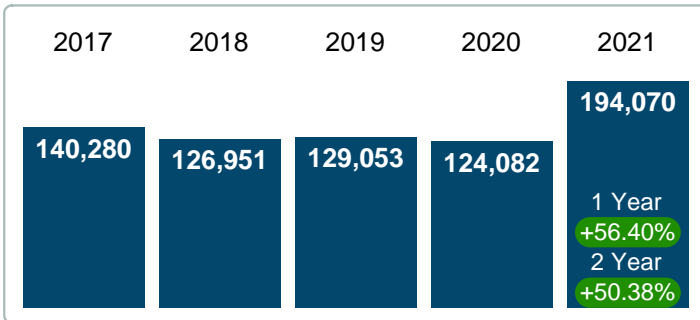
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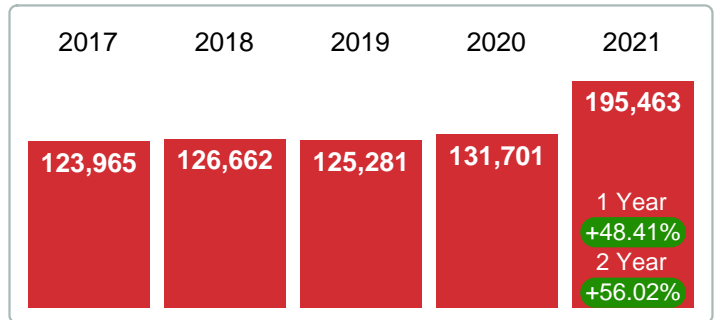
AVERAGE SOLD PRICE AT CLOSING

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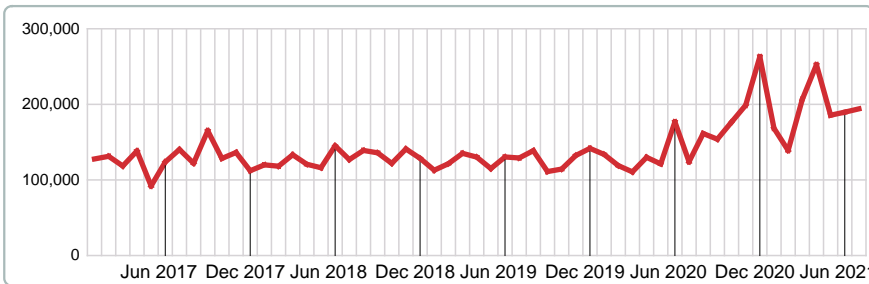
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

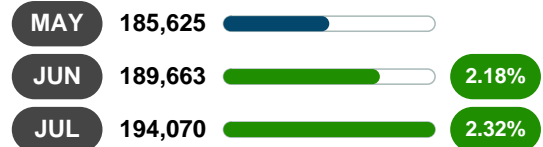


3 MONTHS

5 year JUL AVG = 142,887

High Dec 2020 262,997 Low May 2017 92,064

Average Sold Price at Closing this month at **194,070** above the 5 yr JUL average of **142,887**



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	8.22%	37,500	39,167	36,250	35,000	0
\$50,001 - \$75,000	13.70%	62,810	63,750	62,183	0	0
\$75,001 - \$100,000	9.59%	89,986	87,000	92,225	0	0
\$100,001 - \$175,000	27.40%	141,049	134,836	138,824	160,300	0
\$175,001 - \$225,000	17.81%	194,615	197,250	195,550	180,000	0
\$225,001 - \$350,000	13.70%	291,450	350,000	270,667	292,300	291,000
\$350,001 and up	9.59%	631,236	0	825,000	598,942	0
Average Sold Price		194,070	114,010	159,813	359,441	291,000
Total Closed Units	100%	194,070	18	38	16	1
Total Closed Volume		14,167,120	2.05M	6.07M	5.75M	291.00K

July 2021



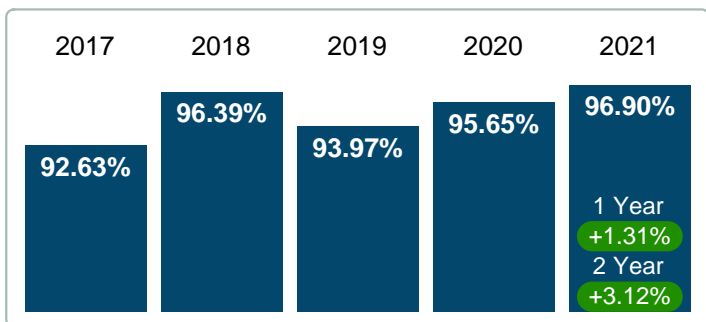
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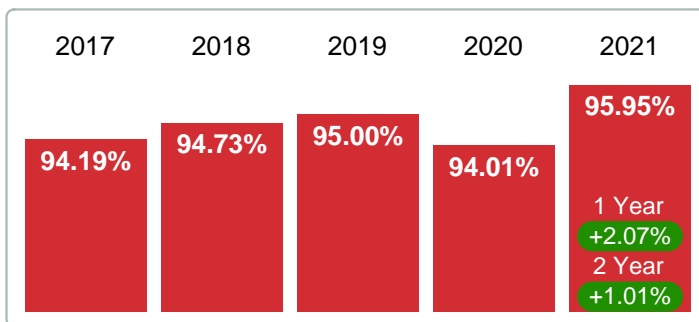
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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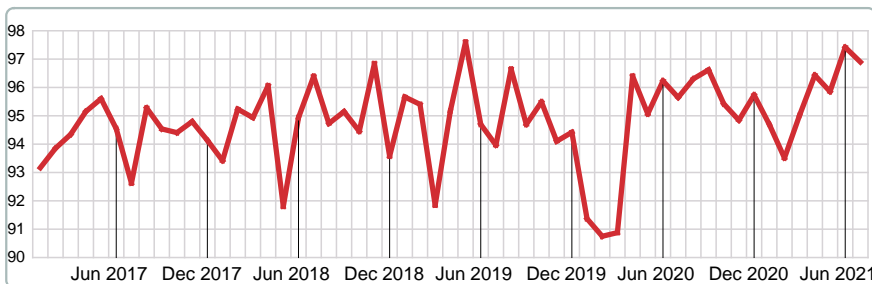
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

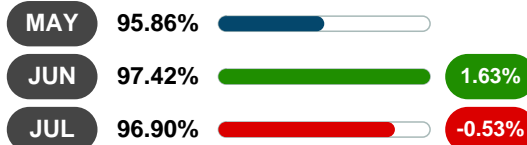


3 MONTHS

5 year JUL AVG = 95.11%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.90%** above the 5 yr JUL average of **95.11%**



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	<div style="width: 8.22%;"></div> 6	8.22%	89.78%	99.16%	81.72%	77.78%	0.00%
\$50,001 - \$75,000	<div style="width: 13.70%;"></div> 10	13.70%	96.37%	94.52%	97.61%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 9.59%;"></div> 7	9.59%	98.88%	102.35%	96.28%	0.00%	0.00%
\$100,001 - \$175,000	<div style="width: 27.40%;"></div> 20	27.40%	96.46%	97.49%	95.57%	98.33%	0.00%
\$175,001 - \$225,000	<div style="width: 17.81%;"></div> 13	17.81%	99.66%	92.86%	101.99%	90.05%	0.00%
\$225,001 - \$350,000	<div style="width: 13.70%;"></div> 10	13.70%	95.76%	93.38%	94.83%	96.35%	97.98%
\$350,001 and up	<div style="width: 9.59%;"></div> 7	9.59%	99.49%	0.00%	97.07%	99.90%	0.00%
Average Sold/List Ratio		96.90%		97.18%	96.91%	96.50%	97.98%
Total Closed Units		73	100%	18	38	16	1
Total Closed Volume		14,167,120		2.05M	6.07M	5.75M	291.00K

July 2021



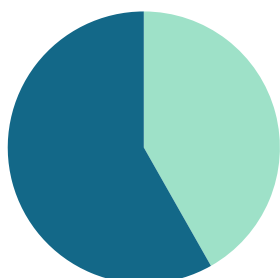
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

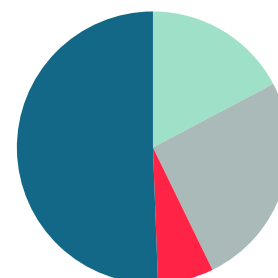


Inventory
 New Listings
145 = 41.79%
 Start Inventory
202
 Total Inventory Units
347
 Volume
\$90,654,604

Market Activity

Closed Sales
73 = 17.26%
 Pending Sales
108 = 25.53%
 Other Off Market
28 = 6.62%
 Active Inventory
214 = 50.59%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	67	73	8.96%	338	516	52.66%
Pending Sales	63	108	71.43%	383	630	64.49%
New Listings	41	145	253.66%	340	777	128.53%
Average List Price	128,369	199,600	55.49%	137,639	203,830	48.09%
Average Sale Price	124,082	194,070	56.40%	131,701	195,463	48.41%
Average Percent of Selling Price to List Price	95.65%	96.90%	1.31%	94.01%	95.95%	2.07%
Average Days on Market to Sale	119.63	28.29	-76.35%	123.20	32.57	-73.56%
Monthly Inventory	51	214	319.61%	51	214	319.61%
Months Supply of Inventory	1.01	3.24	221.06%	1.01	3.24	221.06%

Absorption: Last 12 months, an Average of **66** Sales/Month

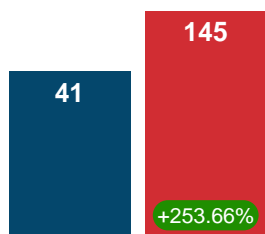
Inventory on July 31, 2021 = **214**

2020 **2021**

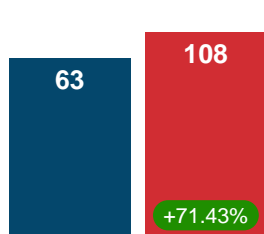
JULY MARKET

AVERAGE PRICES

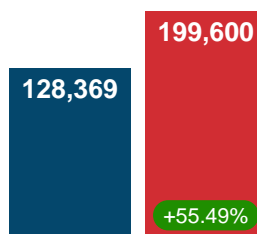
New Listings



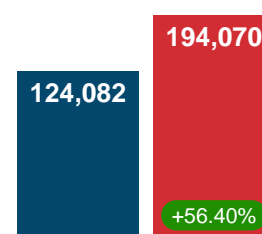
Pending Listings



List Price



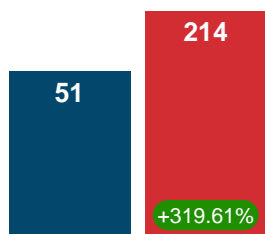
Sale Price



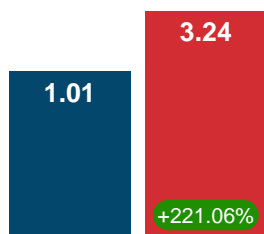
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

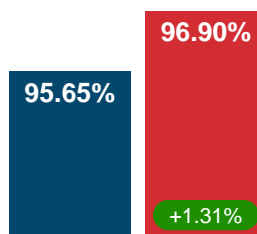
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

