

July 2021



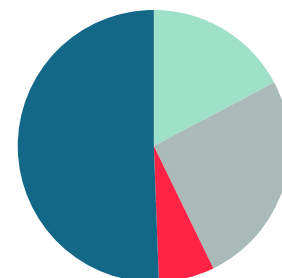
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	135,000	165,000	22.22%
Median Sale Price	121,500	150,000	23.46%
Median Percent of Selling Price to List Price	97.93%	98.06%	0.14%
Median Days on Market to Sale	97.00	9.00	-90.72%
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.

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 **23.46%** in July 2021 to \$150,000 versus the previous year at \$121,500.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 88.00 days or **90.72%** in July 2021 compared to last year's same month at **97.00** 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 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 Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

July 2021



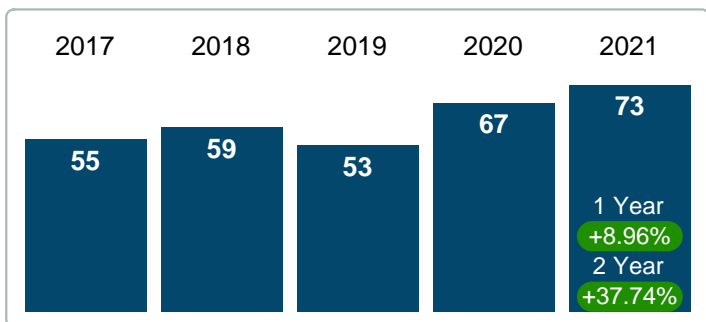
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



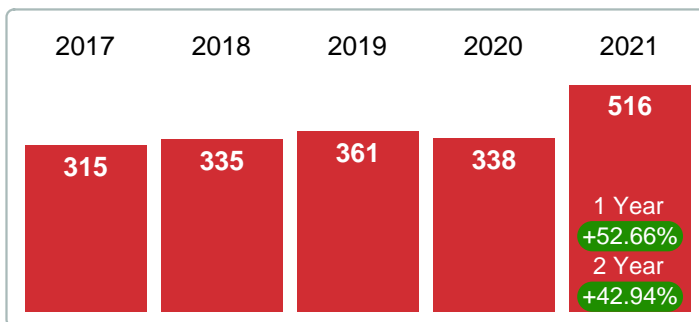
CLOSED LISTINGS

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

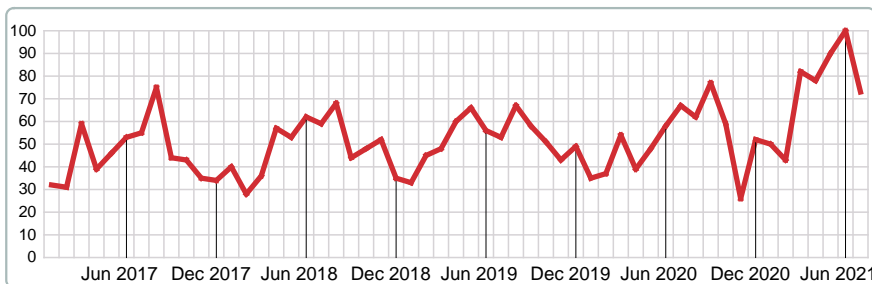
JULY



YEAR TO DATE (YTD)

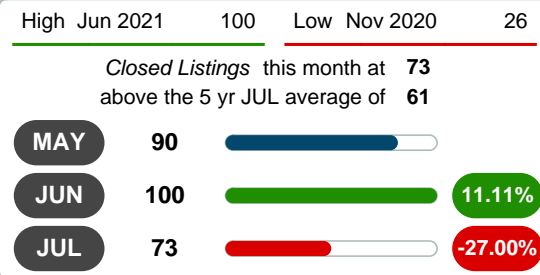


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 61



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.22%	8.5	3	2	1	0
\$50,001 - \$80,000	11	15.07%	7.0	5	6	0	0
\$80,001 - \$120,000	10	13.70%	9.5	3	7	0	0
\$120,001 - \$180,000	18	24.66%	12.5	4	10	4	0
\$180,001 - \$230,000	11	15.07%	3.0	2	9	0	0
\$230,001 - \$350,000	10	13.70%	28.5	1	3	5	1
\$350,001 and up	7	9.59%	5.0	0	1	6	0
Total Closed Units	73			18	38	16	1
Total Closed Volume	14,167,120	100%	9.0	2.05M	6.07M	5.75M	291.00K
Median Closed Price	\$150,000			\$90,500	\$142,500	\$301,000	\$291,000

July 2021



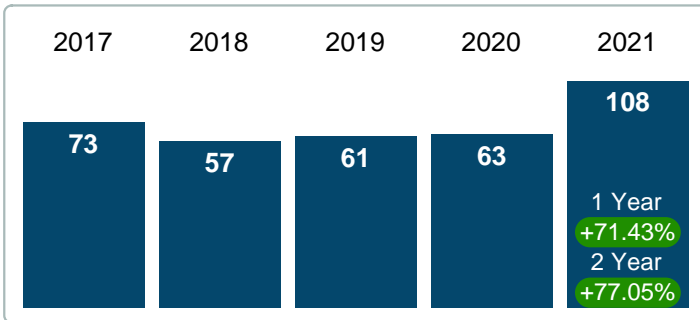
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



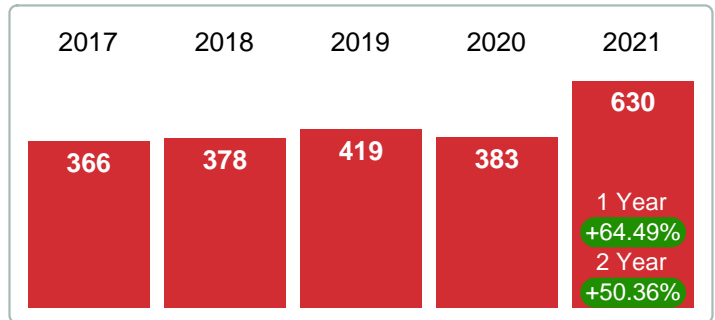
PENDING LISTINGS

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

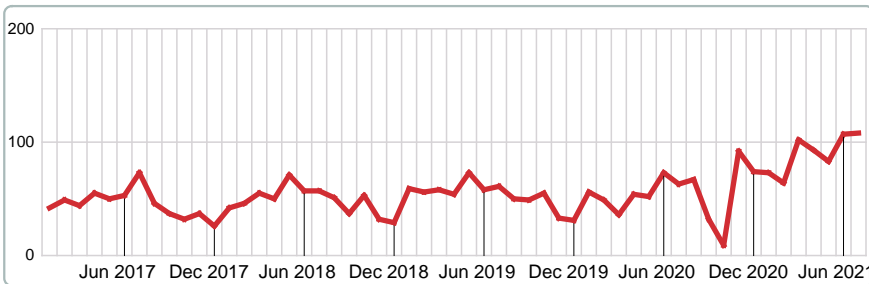
JULY



YEAR TO DATE (YTD)

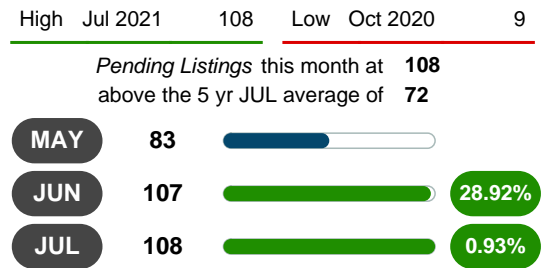


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.56%	7.0	3	1	2	0
\$50,001 - \$100,000	15	13.89%	7.0	8	6	0	1
\$100,001 - \$150,000	19	17.59%	7.0	5	11	3	0
\$150,001 - \$225,000	27	25.00%	6.0	1	23	3	0
\$225,001 - \$275,000	14	12.96%	14.0	0	11	2	1
\$275,001 - \$350,000	13	12.04%	7.0	0	9	3	1
\$350,001 and up	14	12.96%	21.0	2	2	8	2
Total Pending Units	108			19	63	21	5
Total Pending Volume	23,431,081	100%	7.5	3.22M	12.67M	6.04M	1.50M
Median Listing Price	\$189,450			\$89,000	\$195,000	\$279,000	\$299,000

July 2021



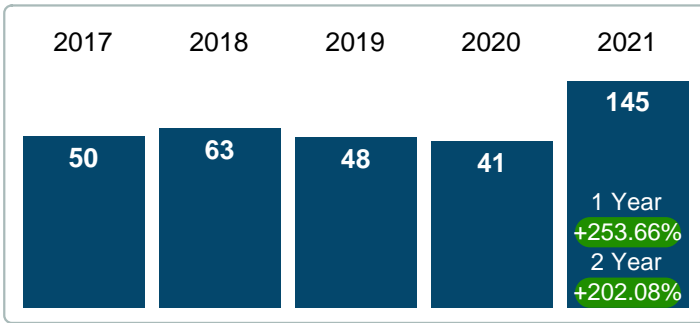
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



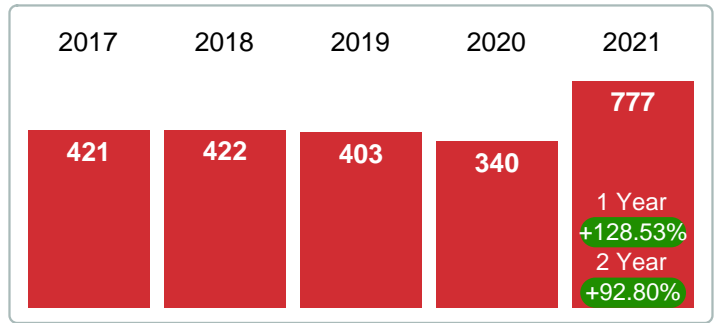
NEW LISTINGS

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

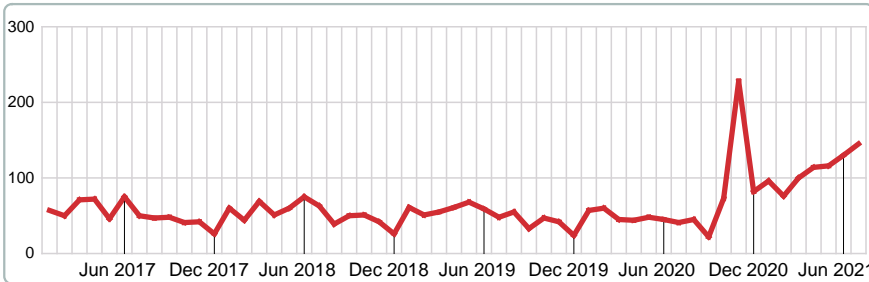
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

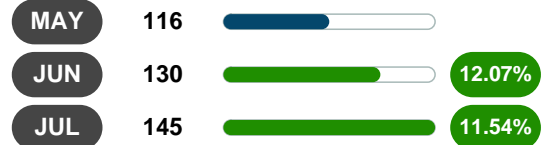


3 MONTHS

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	100%	4.44M	17.21M	8.22M	623.90K
Median New Listed Listing Price	\$189,000		\$82,500	\$198,000	\$278,500	\$311,950

July 2021



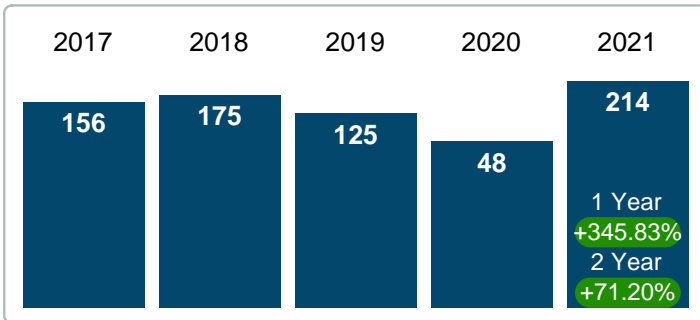
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



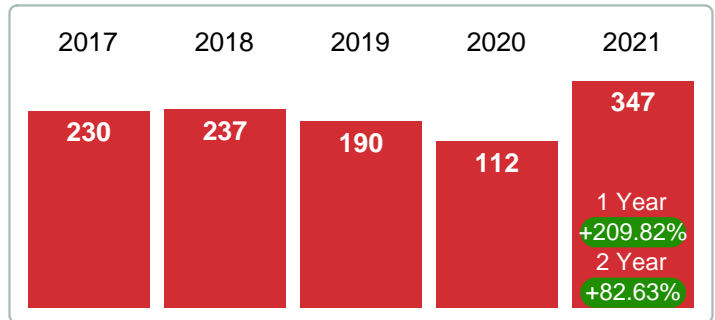
ACTIVE INVENTORY

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

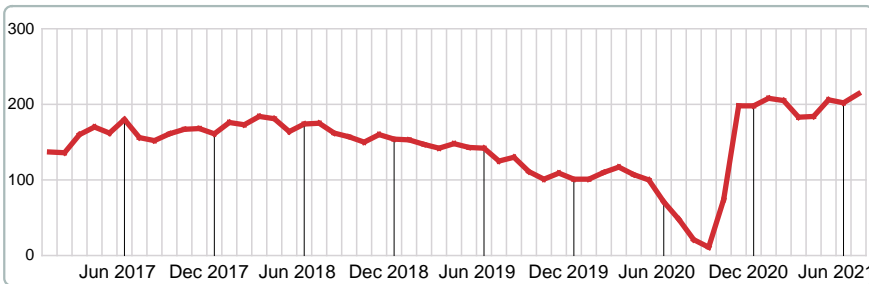
END OF JULY



ACTIVE DURING JULY

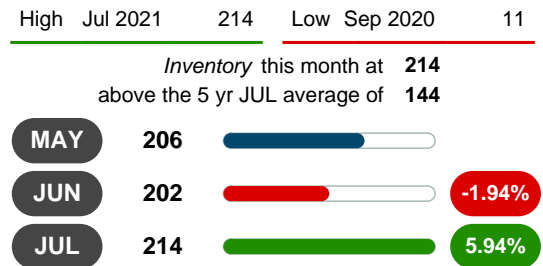


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 144



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	3.27%	60.0	4	3	0	0
\$25,001 - \$75,000	32	14.95%	60.0	17	12	2	1
\$75,001 - \$125,000	34	15.89%	47.5	18	13	3	0
\$125,001 - \$225,000	47	21.96%	63.0	8	29	7	3
\$225,001 - \$325,000	37	17.29%	37.0	3	22	9	3
\$325,001 - \$575,000	35	16.36%	37.0	1	22	11	1
\$575,001 and up	22	10.28%	100.0	2	7	10	3
Total Active Inventory by Units	214			53	108	42	11
Total Active Inventory by Volume	60,404,023	100%	57.5	8.63M	30.91M	15.19M	5.68M
Median Active Inventory Listing Price	\$189,250			\$90,000	\$217,650	\$312,450	\$275,000

July 2021



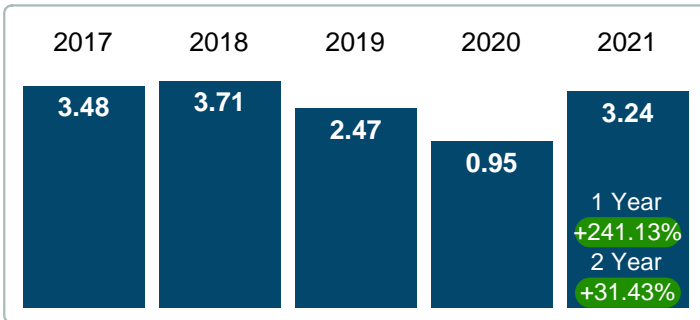
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



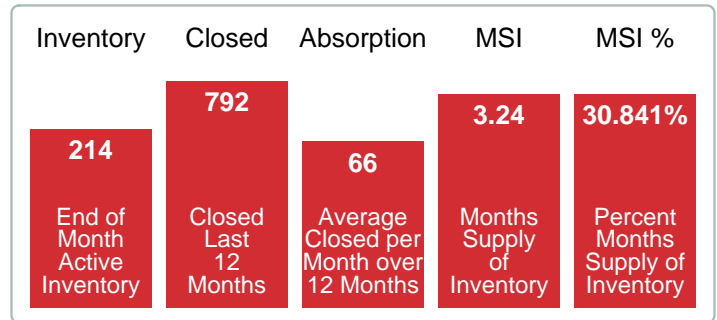
MONTHS SUPPLY of INVENTORY (MSI)

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

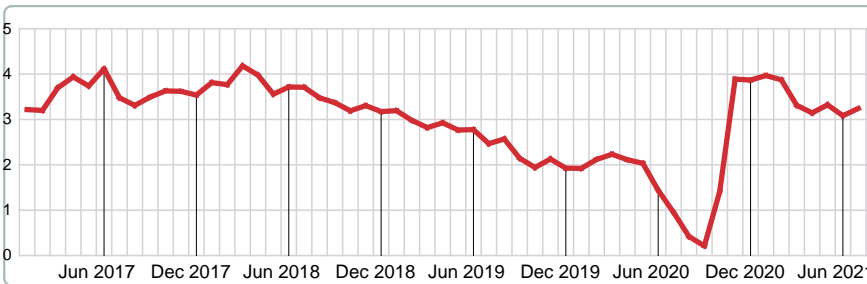
MSI FOR JULY



INDICATORS FOR JULY 2021

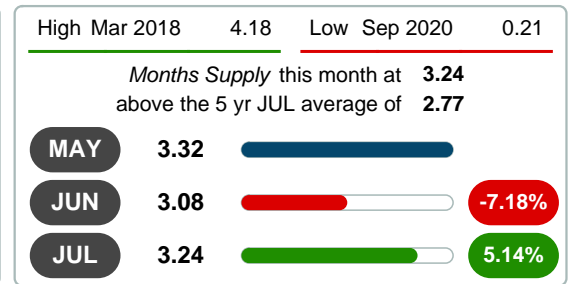


5 YEAR MARKET ACTIVITY TRENDS



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		100%	3.24	53	108	42	11

July 2021



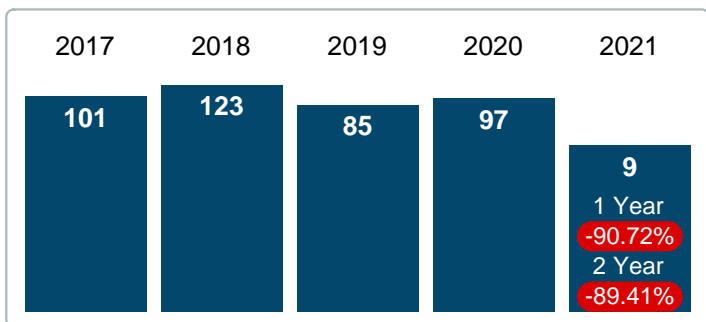
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



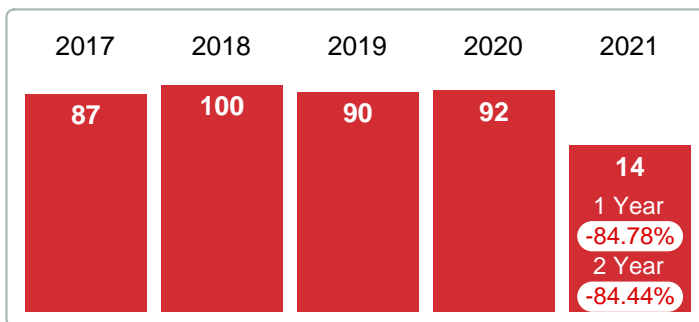
MEDIAN DAYS ON MARKET TO SALE

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

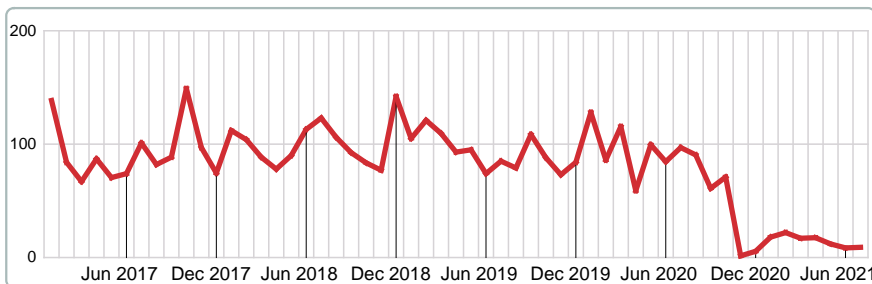
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 83

High Oct 2017 149 Low Nov 2020 2

Median Days on Market to Sale this month at 9 below the 5 yr JUL average of 83



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
\$50,000 and less	8.22%	9	7	89	85	0
\$50,001 - \$80,000	15.07%	7	5	17	0	0
\$80,001 - \$120,000	13.70%	10	5	37	0	0
\$120,001 - \$180,000	24.66%	13	4	13	50	0
\$180,001 - \$230,000	15.07%	3	17	3	0	0
\$230,001 - \$350,000	13.70%	29	14	19	45	29
\$350,001 and up	9.59%	5	0	82	4	0
Median Closed DOM		9	6	10	39	29
Total Closed Units	100%	73	18	38	16	1
Total Closed Volume		14,167,120	2.05M	6.07M	5.75M	291.00K

July 2021



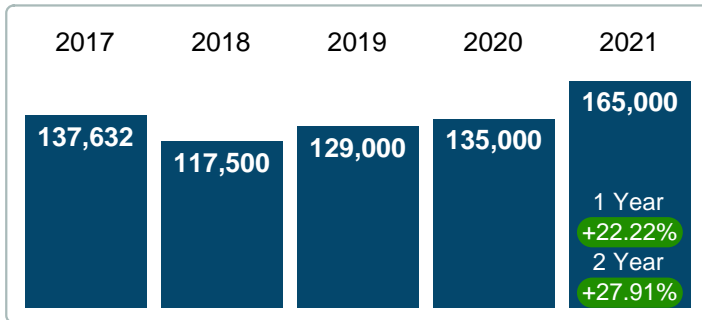
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



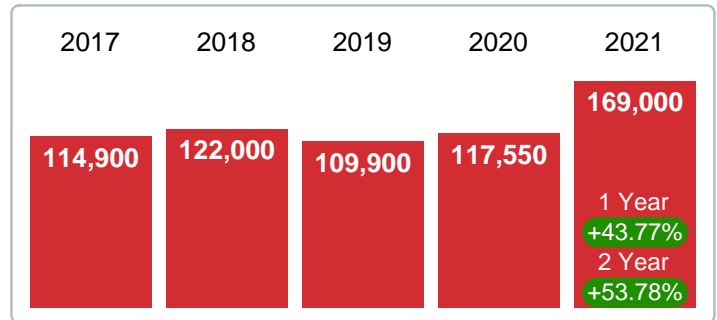
MEDIAN LIST PRICE AT CLOSING

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

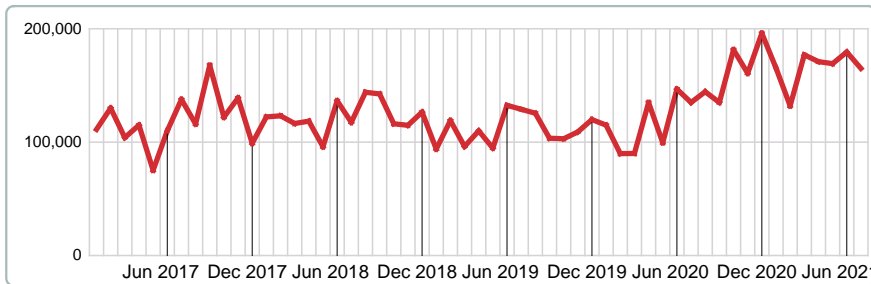
JULY



YEAR TO DATE (YTD)

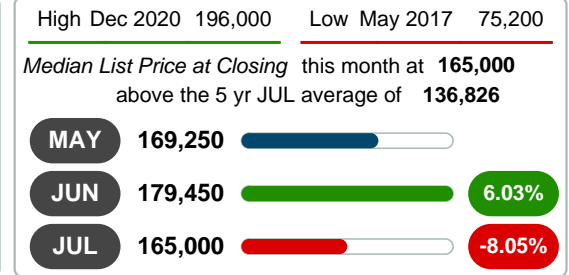


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136,826



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
\$50,000 and less	4	41,250	32,500	37,500	45,000	0
\$50,001 - \$75,000	13	63,000	63,000	62,400	0	0
\$75,001 - \$100,000	4	87,450	85,000	89,900	0	0
\$100,001 - \$175,000	23	148,500	132,781	154,500	175,000	0
\$175,001 - \$225,000	11	189,000	184,500	189,000	199,900	0
\$225,001 - \$350,000	9	279,000	245,000	298,000	274,500	297,000
\$350,001 and up	9	495,000	374,800	849,900	495,000	0
Median List Price		165,000	87,450	157,450	312,000	297,000
Total Closed Units		73	18	38	16	1
Total Closed Volume		14,570,781	2.14M	6.25M	5.88M	297.00K

July 2021



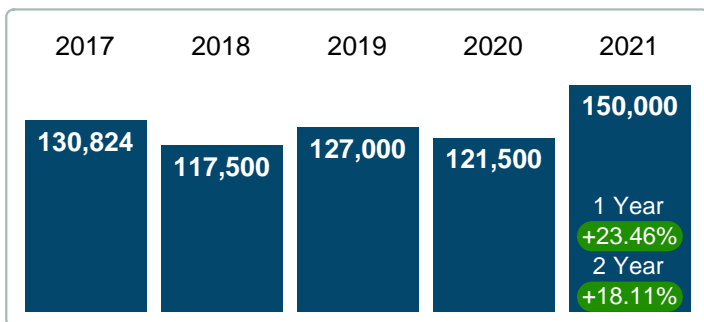
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



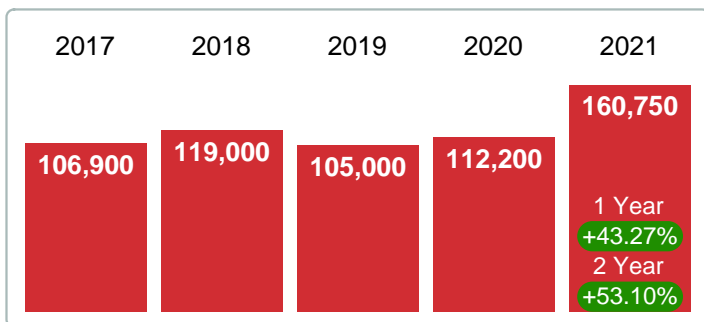
MEDIAN SOLD PRICE AT CLOSING

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

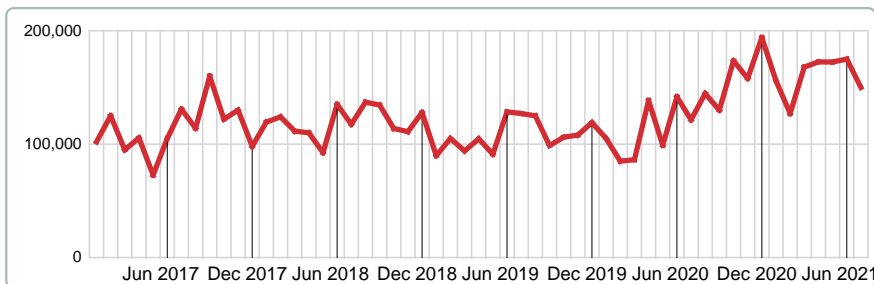
JULY



YEAR TO DATE (YTD)

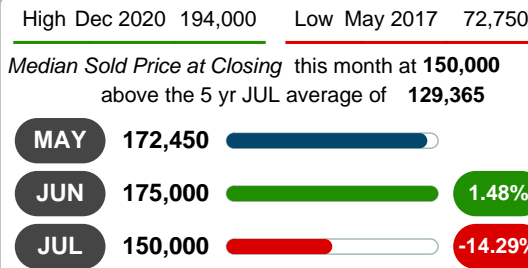


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 129,365



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
\$50,000 and less	8.22%	36,750	47,500	36,250	35,000	0
\$50,001 - \$80,000	15.07%	63,000	68,000	60,050	0	0
\$80,001 - \$120,000	13.70%	99,000	92,000	100,000	0	0
\$120,001 - \$180,000	24.66%	150,000	141,391	146,500	170,000	0
\$180,001 - \$230,000	15.07%	189,000	197,250	189,000	0	0
\$230,001 - \$350,000	13.70%	280,500	350,000	270,000	265,000	291,000
\$350,001 and up	9.59%	629,000	0	825,000	568,325	0
Median Sold Price		150,000	90,500	142,500	301,000	291,000
Total Closed Units	100%	150,000	18	38	16	1
Total Closed Volume		14,167,120	2.05M	6.07M	5.75M	291.00K

July 2021



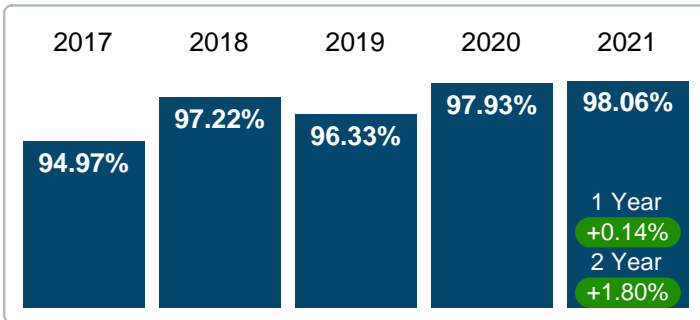
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



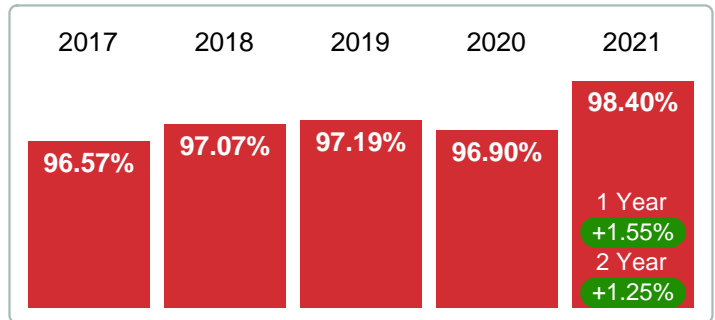
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

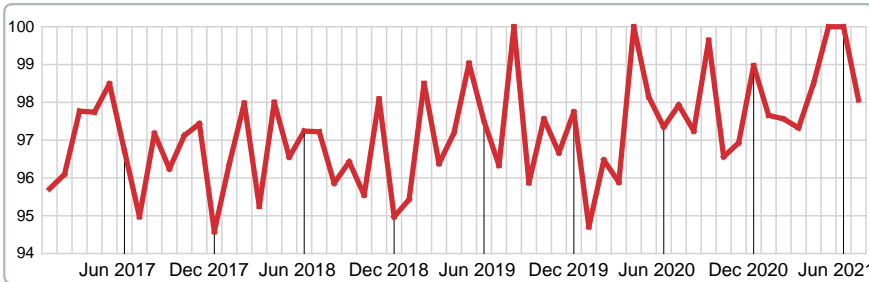
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

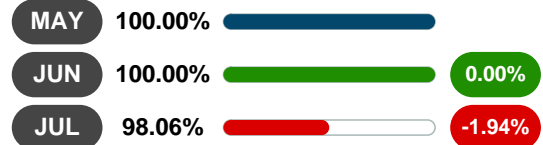


3 MONTHS

5 year JUL AVG = 96.90%

High Jun 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **98.06%**
above the 5 yr JUL average of **96.90%**



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
\$50,000 and less	6	8.22%	88.52%	100.00%	81.72%	77.78%	0.00%
\$50,001 - \$80,000	11	15.07%	98.31%	100.00%	96.60%	0.00%	0.00%
\$80,001 - \$120,000	10	13.70%	100.00%	102.34%	100.00%	0.00%	0.00%
\$120,001 - \$180,000	18	24.66%	97.43%	98.11%	97.43%	97.14%	0.00%
\$180,001 - \$230,000	11	15.07%	100.00%	92.86%	100.00%	0.00%	0.00%
\$230,001 - \$350,000	10	13.70%	95.46%	93.38%	95.94%	94.98%	97.98%
\$350,001 and up	7	9.59%	100.00%	0.00%	97.07%	100.00%	0.00%
Median Sold/List Ratio		98.06%		100.00%	98.01%	98.27%	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



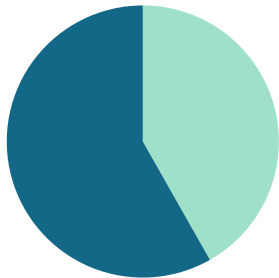
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

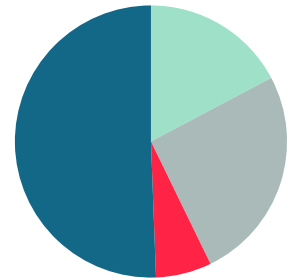


Inventory
 New Listings
145 = 41.79%
 Start Inventory
202
 Total Inventory Units
347
 Volume
\$90,654,604

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%
Median List Price	135,000	165,000	22.22%	117,550	169,000	43.77%
Median Sale Price	121,500	150,000	23.46%	112,200	160,750	43.27%
Median Percent of Selling Price to List Price	97.93%	98.06%	0.14%	96.90%	98.40%	1.55%
Median Days on Market to Sale	97.00	9.00	-90.72%	92.00	14.00	-84.78%
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

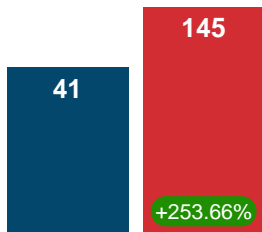
Inventory on July 31, 2021 = **214**

2020 **2021**

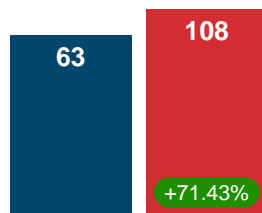
JULY MARKET

MEDIAN PRICES

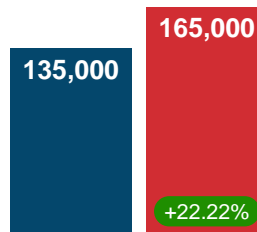
New Listings



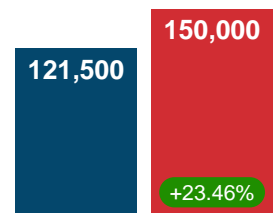
Pending Listings



List Price



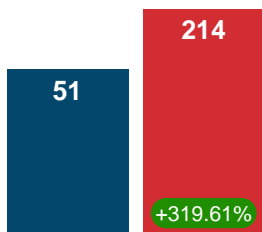
Sale Price



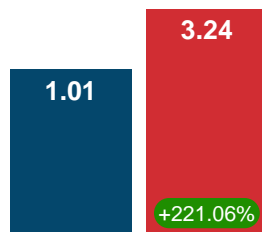
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

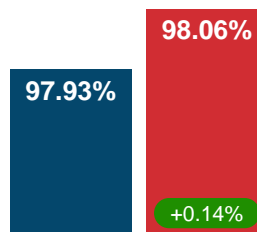
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

