

# June 2021



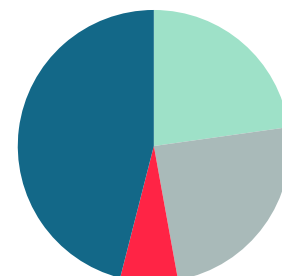
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	58	100	72.41%
Pending Listings	73	107	46.58%
New Listings	45	130	188.89%
Average List Price	184,191	194,112	5.39%
Average Sale Price	176,777	189,663	7.29%
Average Percent of Selling Price to List Price	96.23%	97.42%	1.23%
Average Days on Market to Sale	120.72	35.72	-70.41%
End of Month Inventory	74	202	172.97%
Months Supply of Inventory	1.50	3.08	105.60%



■ Closed (22.78%)  
■ Pending (24.37%)  
■ Other OffMarket (6.83%)  
■ Active (46.01%)

**Absorption:** Last 12 months, an Average of **66** Sales/Month  
**Active Inventory** as of June 30, 2021 = **202**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 rose **172.97%** to 202 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 **3.08** 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 **7.29%** in June 2021 to \$189,663 versus the previous year at \$176,777.

#### Average Days on Market Shortens

The average number of **35.72** days that homes spent on the market before selling decreased by 85.00 days or **70.41%** in June 2021 compared to last year's same month at **120.72** 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 130 New Listings in June 2021, up **188.89%** from last year at 45. Furthermore, there were 100 Closed Listings this month versus last year at 58, a **72.41%** increase.

Closed versus Listed trends yielded a **76.9%** ratio, down from previous year's, June 2020, at **128.9%**, a **40.32%** 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

# June 2021



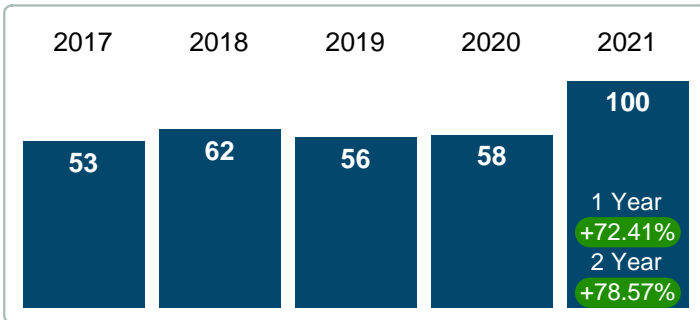
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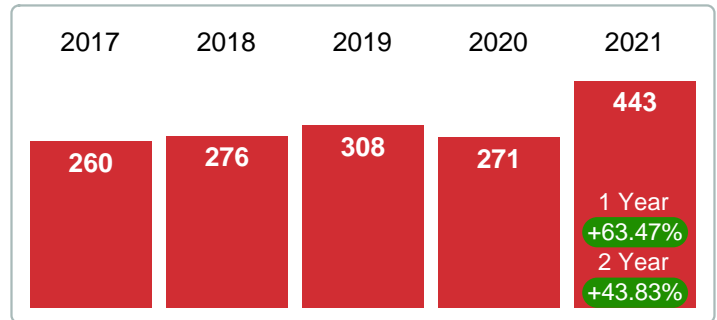
## CLOSED LISTINGS

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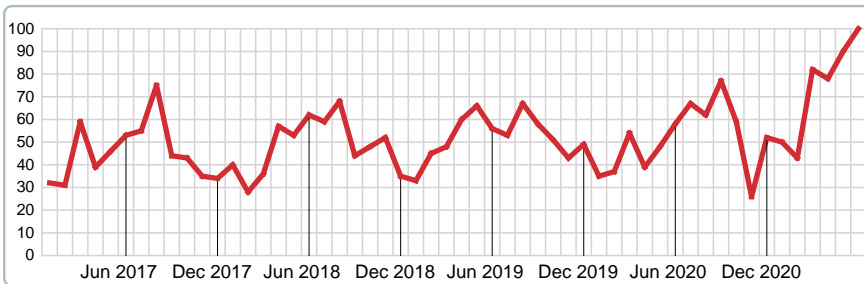
### JUNE



### YEAR TO DATE (YTD)

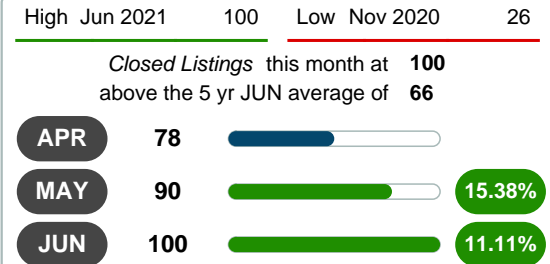


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 66



### 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	11	11.00%	16.7	7	4	0	0
\$50,001 - \$75,000	9	9.00%	71.7	3	4	2	0
\$75,001 - \$125,000	13	13.00%	36.3	4	8	1	0
\$125,001 - \$200,000	26	26.00%	24.3	4	19	3	0
\$200,001 - \$250,000	18	18.00%	34.9	1	9	8	0
\$250,001 - \$325,000	12	12.00%	31.3	0	6	4	2
\$325,001 and up	11	11.00%	57.9	1	4	5	1
<b>Total Closed Units</b>	<b>100</b>			<b>20</b>	<b>54</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>18,966,283</b>	<b>100%</b>	<b>35.7</b>	<b>2.13M</b>	<b>9.94M</b>	<b>5.82M</b>	<b>1.08M</b>
<b>Average Closed Price</b>	<b>\$189,663</b>			<b>\$106,375</b>	<b>\$183,995</b>	<b>\$253,133</b>	<b>\$360,333</b>

# June 2021



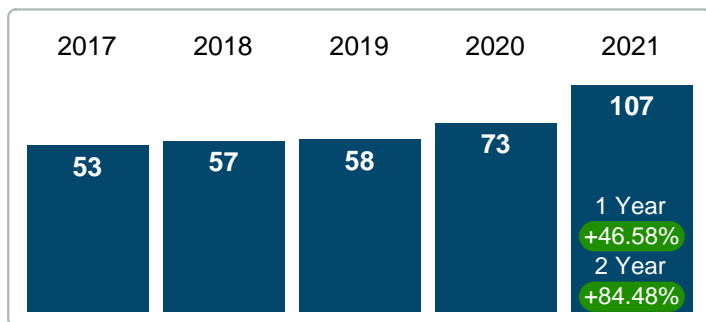
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



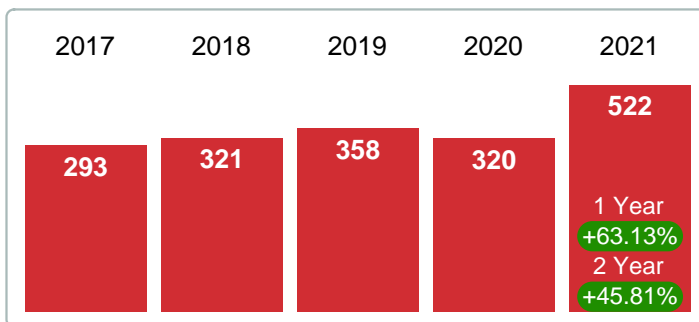
## PENDING LISTINGS

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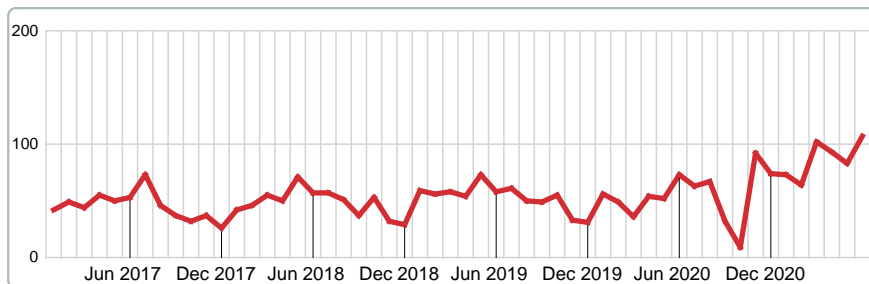
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

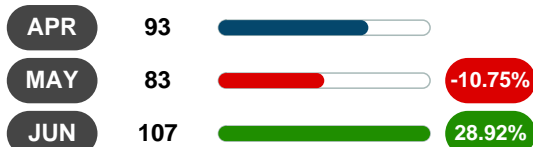


### 3 MONTHS

5 year JUN AVG = 70

High Jun 2021 107 Low Oct 2020 9

Pending Listings this month at 107 above the 5 yr JUN average of 70



### 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	4	3.74%	35.0	4	0	0	0
\$50,001 - \$100,000	20	18.69%	50.9	11	9	0	0
\$100,001 - \$125,000	10	9.35%	25.6	2	7	1	0
\$125,001 - \$200,000	31	28.97%	15.1	3	22	6	0
\$200,001 - \$250,000	15	14.02%	33.2	2	8	5	0
\$250,001 - \$350,000	16	14.95%	31.0	2	6	8	0
\$350,001 and up	11	10.28%	28.0	0	3	7	1
<b>Total Pending Units</b>	<b>107</b>			<b>24</b>	<b>55</b>	<b>27</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>22,459,993</b>	<b>100%</b>	<b>29.8</b>	<b>2.79M</b>	<b>10.37M</b>	<b>8.62M</b>	<b>675.00K</b>
<b>Average Listing Price</b>	<b>\$208,241</b>			<b>\$116,167</b>	<b>\$188,618</b>	<b>\$319,371</b>	<b>\$675,000</b>

# June 2021



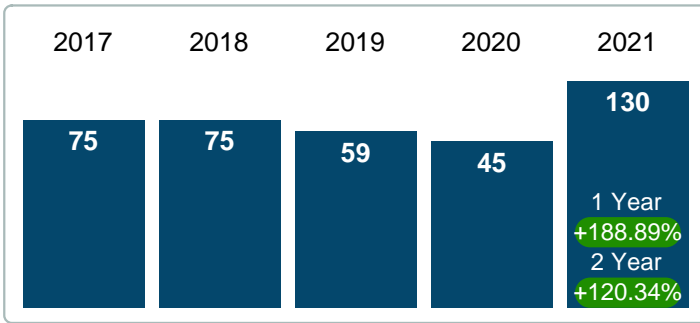
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



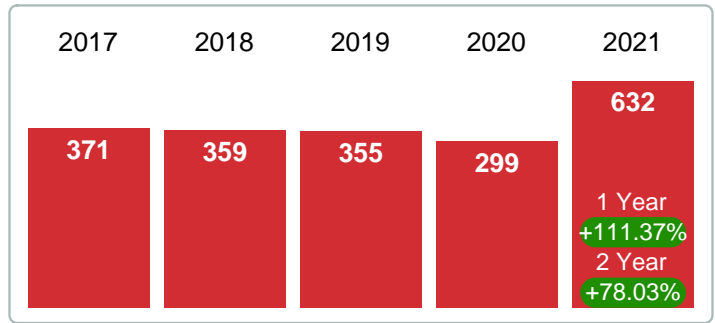
## NEW LISTINGS

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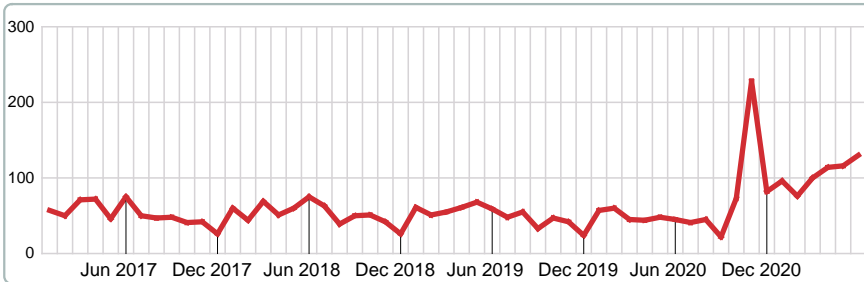
### JUNE



### YEAR TO DATE (YTD)

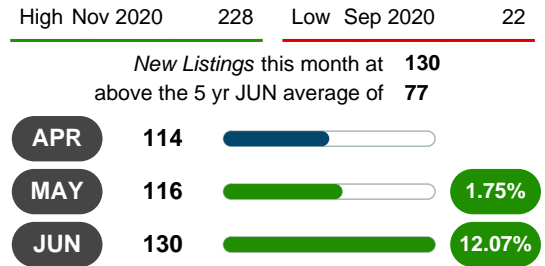


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 77



### 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	7.69%	7	3	0	0
\$50,001 - \$100,000	19	14.62%	12	5	1	1
\$100,001 - \$125,000	14	10.77%	6	6	2	0
\$125,001 - \$200,000	35	26.92%	5	24	5	1
\$200,001 - \$275,000	21	16.15%	0	13	8	0
\$275,001 - \$450,000	19	14.62%	2	9	8	0
\$450,001 and up	12	9.23%	0	5	4	3
<b>Total New Listed Units</b>	<b>130</b>		<b>32</b>	<b>65</b>	<b>28</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>29,179,483</b>	<b>100%</b>	<b>3.37M</b>	<b>14.33M</b>	<b>8.17M</b>	<b>3.31M</b>
<b>Average New Listed Listing Price</b>	<b>\$209,578</b>		<b>\$105,294</b>	<b>\$220,423</b>	<b>\$291,736</b>	<b>\$662,800</b>

# June 2021



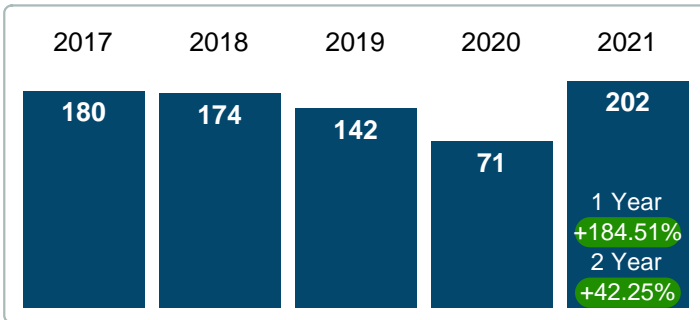
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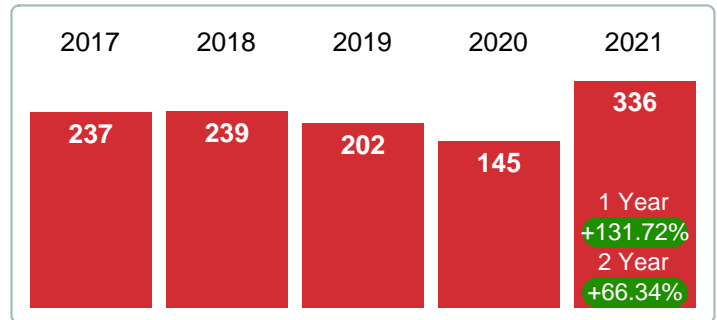
## ACTIVE INVENTORY

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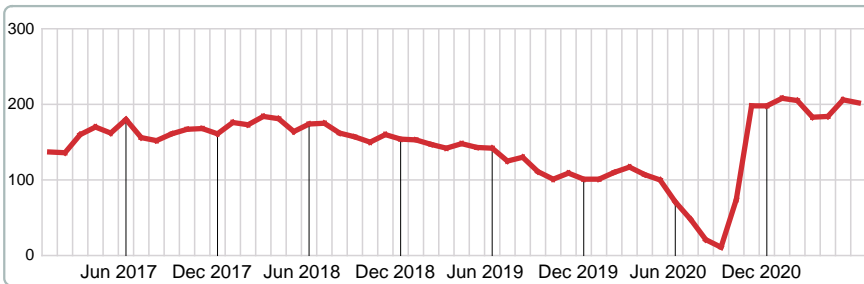
### END OF JUNE



### ACTIVE DURING JUNE

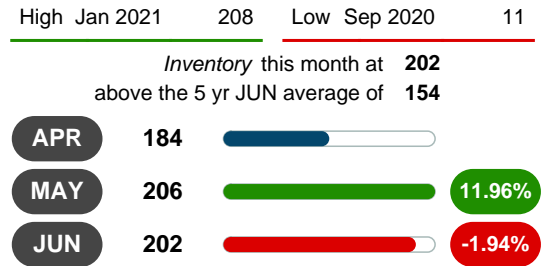


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 154



## 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	5	2.48%	123.4	3	2	0	0
\$25,001 - \$75,000	27	13.37%	91.3	17	6	3	1
\$75,001 - \$125,000	35	17.33%	67.8	17	15	2	1
\$125,001 - \$250,000	60	29.70%	68.0	8	40	9	3
\$250,001 - \$350,000	26	12.87%	63.1	2	15	6	3
\$350,001 - \$625,000	29	14.36%	59.1	0	15	11	3
\$625,001 and up	20	9.90%	85.2	2	7	8	3
<b>Total Active Inventory by Units</b>	<b>202</b>			<b>49</b>	<b>100</b>	<b>39</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>60,163,550</b>	<b>100%</b>	<b>72.2</b>	<b>8.28M</b>	<b>29.78M</b>	<b>15.55M</b>	<b>6.55M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$297,839</b>			<b>\$169,045</b>	<b>\$297,827</b>	<b>\$398,678</b>	<b>\$467,800</b>

# June 2021



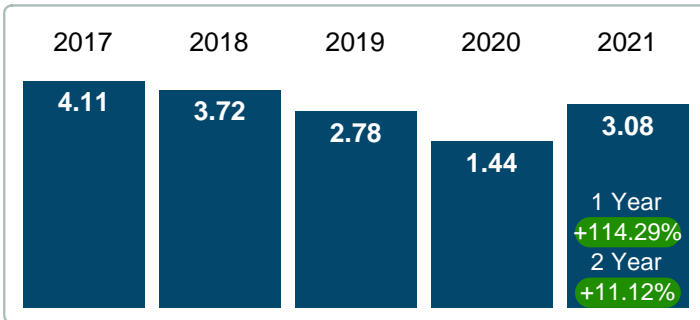
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



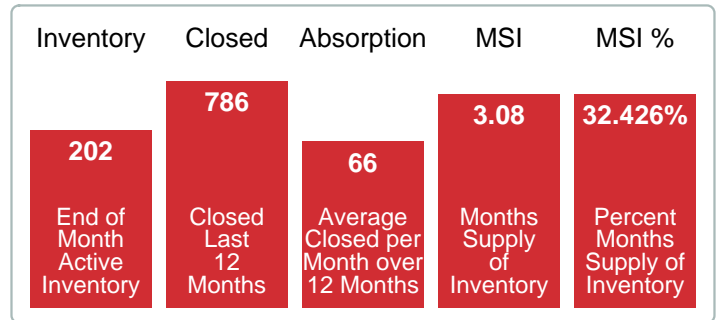
## MONTHS SUPPLY of INVENTORY (MSI)

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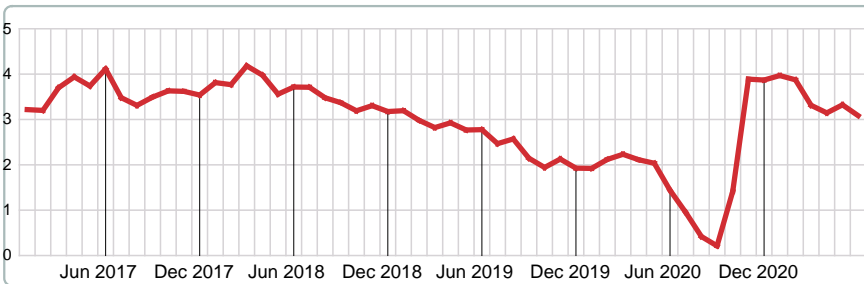
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

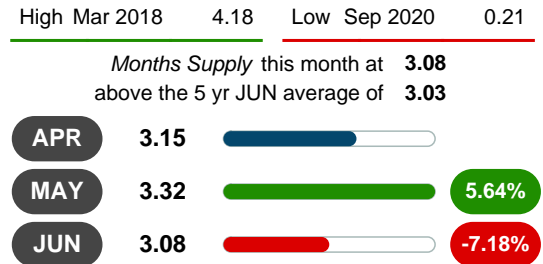


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 3.03



### 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	5	2.48%	3.53	3.27	4.00	0.00	0.00
\$25,001 - \$75,000	27	13.37%	2.35	3.29	1.13	3.60	6.00
\$75,001 - \$125,000	35	17.33%	3.00	4.98	2.22	1.50	6.00
\$125,001 - \$250,000	60	29.70%	2.17	3.69	2.16	1.46	3.60
\$250,001 - \$350,000	26	12.87%	3.22	4.80	3.83	1.80	7.20
\$350,001 - \$625,000	29	14.36%	7.10	0.00	11.25	6.00	7.20
\$625,001 and up	20	9.90%	18.46	0.00	21.00	24.00	7.20
Market Supply of Inventory (MSI)			3.08	3.89	2.73	2.82	5.79
Total Active Inventory by Units		100%	3.08	49	100	39	14

# June 2021



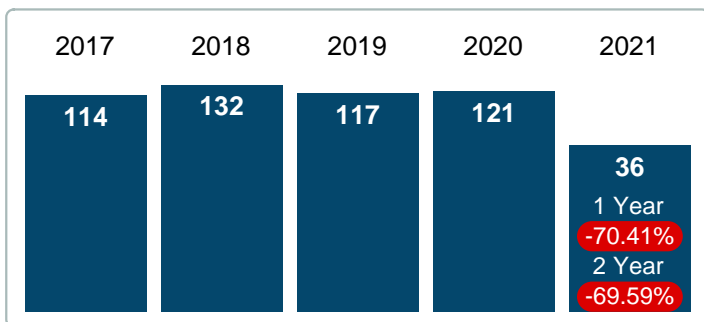
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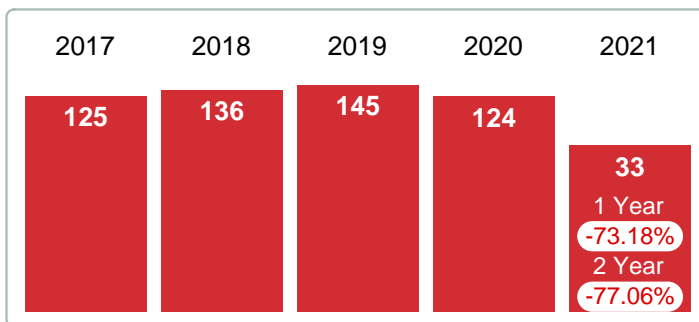
## AVERAGE DAYS ON MARKET TO SALE

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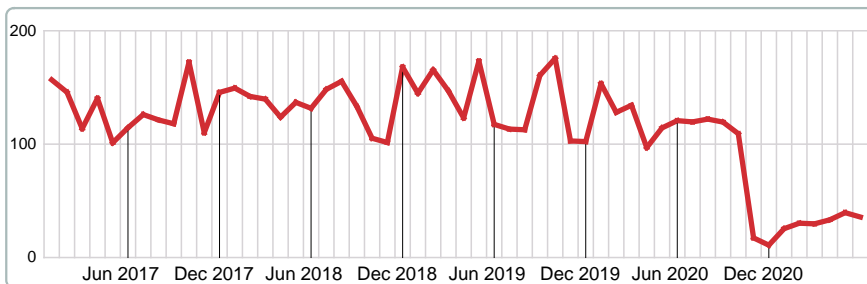
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

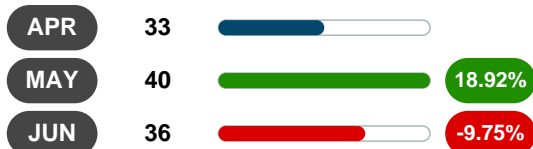


### 3 MONTHS

5 year JUN AVG = 104

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 36 below the 5 yr JUN average of 104



### 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	11.00%	17	19	13	0	0
\$50,001 - \$75,000	9.00%	72	17	100	98	0
\$75,001 - \$125,000	13.00%	36	43	24	109	0
\$125,001 - \$200,000	26.00%	24	12	29	12	0
\$200,001 - \$250,000	18.00%	35	112	37	23	0
\$250,001 - \$325,000	12.00%	31	0	21	22	83
\$325,001 and up	11.00%	58	12	52	51	160
Average Closed DOM		36	26	34	38	108
Total Closed Units	100%	36	20	54	23	3
Total Closed Volume		18,966,283	2.13M	9.94M	5.82M	1.08M

# June 2021



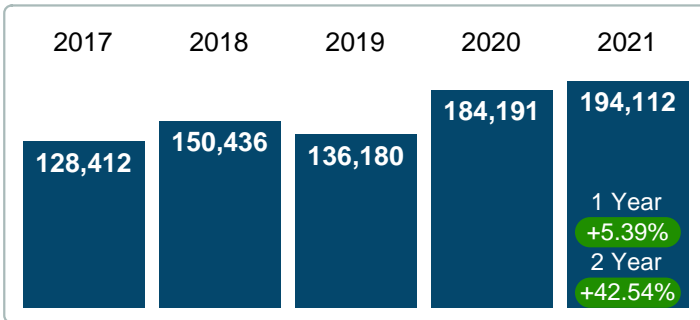
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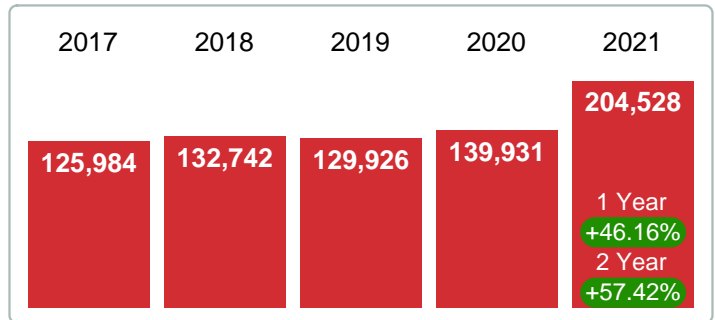
## AVERAGE LIST PRICE AT CLOSING

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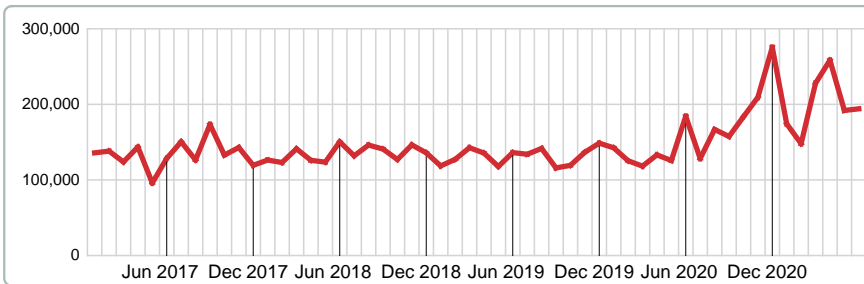
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

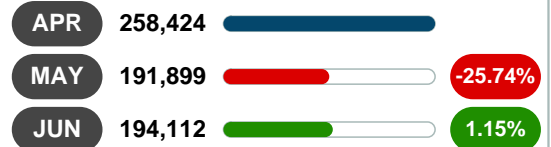


### 3 MONTHS

5 year JUN AVG = 158,666

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **194,112** above the 5 yr JUN average of **158,666**



### 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	10	10.00%	36,040	41,343	32,625	0	
\$50,001 - \$75,000	8	8.00%	64,238	71,600	66,125	65,450	
\$75,001 - \$125,000	13	13.00%	99,138	103,875	110,500	99,000	
\$125,001 - \$200,000	31	31.00%	167,656	155,500	167,055	180,667	
\$200,001 - \$250,000	15	15.00%	226,172	250,000	219,547	222,121	
\$250,001 - \$325,000	12	12.00%	296,500	0	289,633	288,450	
\$325,001 and up	11	11.00%	463,655	399,000	477,225	459,460	
<b>Average List Price</b>		<b>194,112</b>		<b>109,535</b>	<b>186,586</b>	<b>260,868</b>	<b>381,633</b>
<b>Total Closed Units</b>		<b>100</b>	<b>100%</b>	<b>194,112</b>	<b>20</b>	<b>54</b>	<b>23</b>
<b>Total Closed Volume</b>		<b>19,411,233</b>		<b>2.19M</b>	<b>10.08M</b>	<b>6.00M</b>	<b>1.14M</b>



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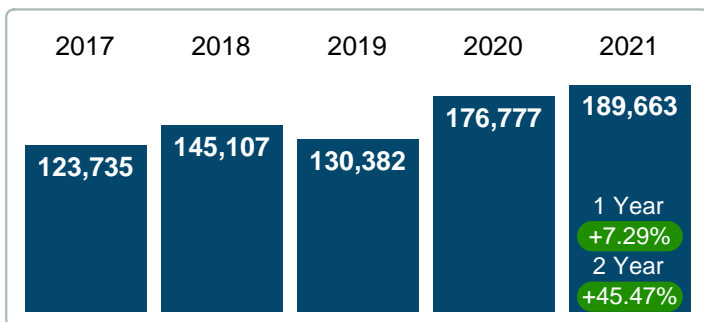
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



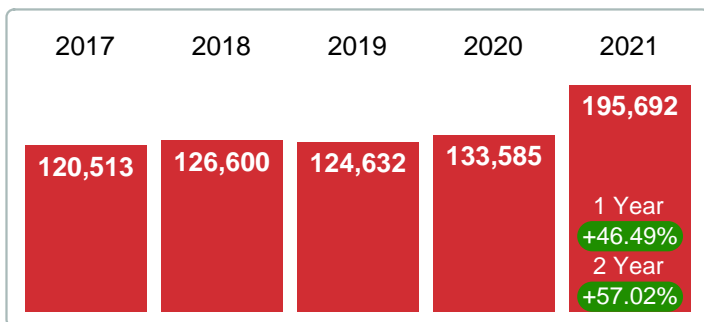
## AVERAGE SOLD PRICE AT CLOSING

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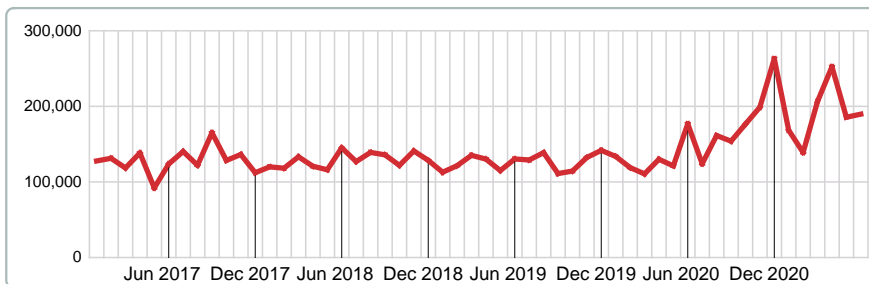
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

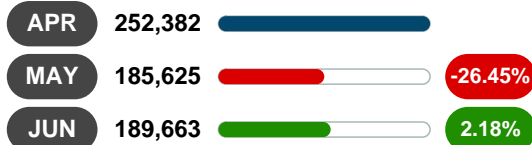


### 3 MONTHS

5 year JUN AVG = 153,133

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

Average Sold Price at Closing this month at **189,663** above the 5 yr JUN average of **153,133**



### 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	11	11.00%	36,127	38,071	32,725	0	
\$50,001 - \$75,000	9	9.00%	61,722	65,500	58,750	62,000	
\$75,001 - \$125,000	13	13.00%	103,865	102,250	106,906	86,000	
\$125,001 - \$200,000	26	26.00%	164,579	151,375	165,476	176,500	
\$200,001 - \$250,000	18	18.00%	220,794	250,000	218,236	220,021	
\$250,001 - \$325,000	12	12.00%	292,783	0	287,733	285,250	
\$325,001 and up	11	11.00%	445,127	400,000	470,000	436,280	
<b>Average Sold Price</b>		<b>189,663</b>		<b>106,375</b>	<b>183,995</b>	<b>253,133</b>	<b>360,333</b>
<b>Total Closed Units</b>		<b>100</b>	<b>100%</b>	<b>189,663</b>	<b>20</b>	<b>54</b>	<b>23</b>
<b>Total Closed Volume</b>		<b>18,966,283</b>			<b>2.13M</b>	<b>9.94M</b>	<b>5.82M</b>

# June 2021



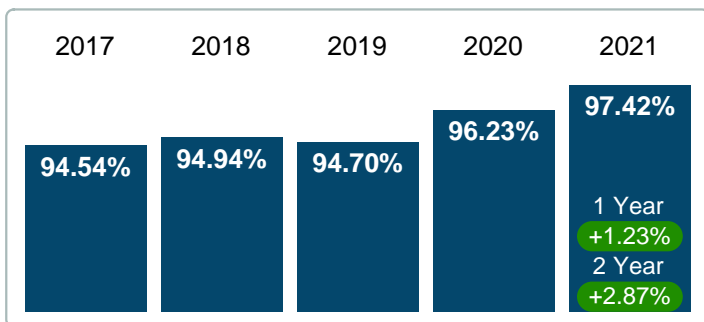
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



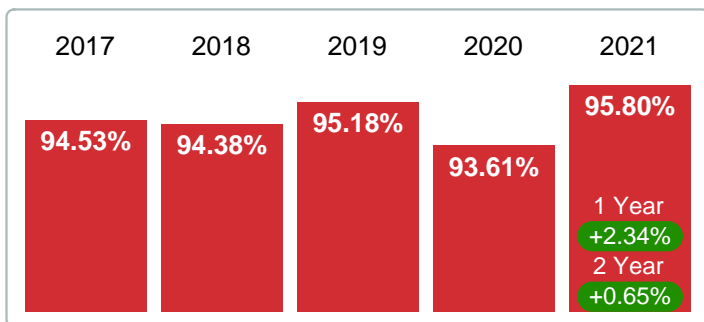
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

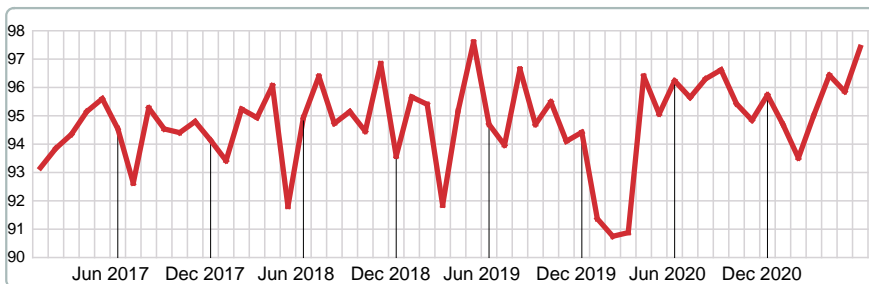
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

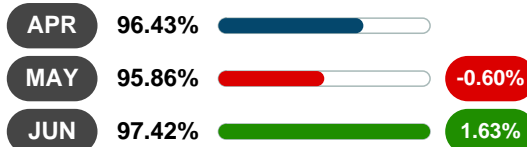


### 3 MONTHS

5 year JUN AVG = 95.57%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.42%**  
above the 5 yr JUN average of **95.57%**



## 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	11	11.00%	95.74%	91.60%	102.99%	0.00%	0.00%
\$50,001 - \$75,000	9	9.00%	91.03%	91.54%	88.87%	94.58%	0.00%
\$75,001 - \$125,000	13	13.00%	97.11%	98.81%	97.54%	86.87%	0.00%
\$125,001 - \$200,000	26	26.00%	98.81%	97.43%	99.23%	98.00%	0.00%
\$200,001 - \$250,000	18	18.00%	99.47%	100.00%	99.67%	99.18%	0.00%
\$250,001 - \$325,000	12	12.00%	99.46%	0.00%	99.83%	98.95%	99.40%
\$325,001 and up	11	11.00%	95.81%	100.25%	98.25%	94.55%	87.88%
Average Sold/List Ratio		97.40%		95.05%	98.56%	97.04%	95.56%
Total Closed Units		100	100%	20	54	23	3
Total Closed Volume		18,966,283		2.13M	9.94M	5.82M	1.08M

# June 2021



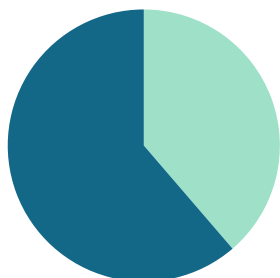
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

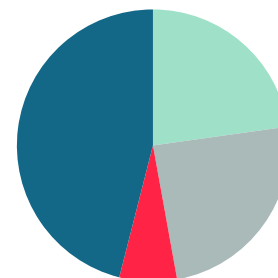


**Inventory**  
 New Listings  
**130 = 38.69%**  
 Start Inventory  
**206**  
 Total Inventory Units  
**336**  
 Volume  
**\$89,701,843**

### Market Activity

Closed Sales  
**100 = 22.78%**  
 Pending Sales  
**107 = 24.37%**  
 Other Off Market  
**30 = 6.83%**  
 Active Inventory  
**202 = 46.01%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	58	100	72.41%	271	443	63.47%
Pending Sales	73	107	46.58%	320	522	63.13%
New Listings	45	130	188.89%	299	632	111.37%
Average List Price	184,191	194,112	5.39%	139,931	204,528	46.16%
Average Sale Price	176,777	189,663	7.29%	133,585	195,692	46.49%
Average Percent of Selling Price to List Price	96.23%	97.42%	1.23%	93.61%	95.80%	2.34%
Average Days on Market to Sale	120.72	35.72	-70.41%	124.09	33.28	-73.18%
Monthly Inventory	74	202	172.97%	74	202	172.97%
Months Supply of Inventory	1.50	3.08	105.60%	1.50	3.08	105.60%

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

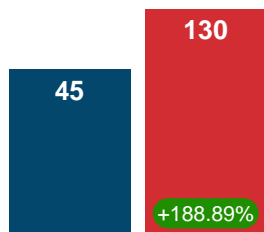
**Inventory** on June 30, 2021 = **202**

**2020** **2021**

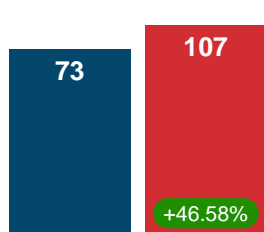
### JUNE MARKET

### AVERAGE PRICES

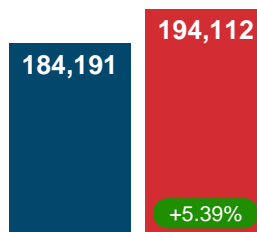
#### New Listings



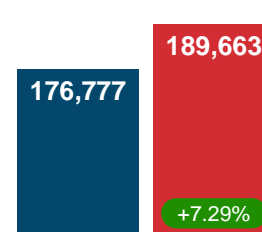
#### Pending Listings



#### List Price



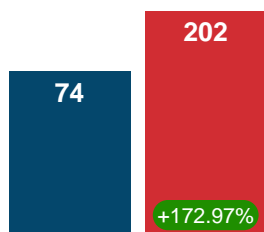
#### Sale Price



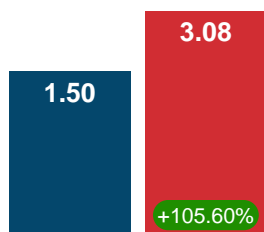
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

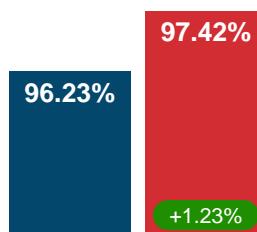
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

