

August 2021

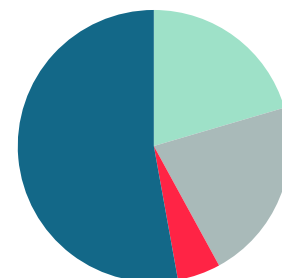
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	103	108	4.85%
Pending Listings	97	114	17.53%
New Listings	134	128	-4.48%
Average List Price	165,024	185,608	12.47%
Average Sale Price	159,749	182,788	14.42%
Average Percent of Selling Price to List Price	96.28%	97.90%	1.68%
Average Days on Market to Sale	41.96	20.03	-52.27%
End of Month Inventory	394	279	-29.19%
Months Supply of Inventory	4.86	2.86	-41.27%



■ Closed (20.45%)
■ Pending (21.59%)
■ Other OffMarket (5.11%)
■ Active (52.84%)

Absorption: Last 12 months, an Average of **98** Sales/Month
Active Inventory as of August 31, 2021 = **279**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **29.19%** to 279 existing homes available for sale. Over the last 12 months this area has had an average of 98 closed sales per month. This represents an unsold inventory index of **2.86** 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 **14.42%** in August 2021 to \$182,788 versus the previous year at \$159,749.

Average Days on Market Shortens

The average number of **20.03** days that homes spent on the market before selling decreased by 21.93 days or **52.27%** in August 2021 compared to last year's same month at **41.96** DOM.

Sales Success for August 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 128 New Listings in August 2021, down **4.48%** from last year at 134. Furthermore, there were 108 Closed Listings this month versus last year at 103, a **4.85%** increase.

Closed versus Listed trends yielded a **84.4%** ratio, up from previous year's, August 2020, at **76.9%**, a **9.77%** upswing. 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

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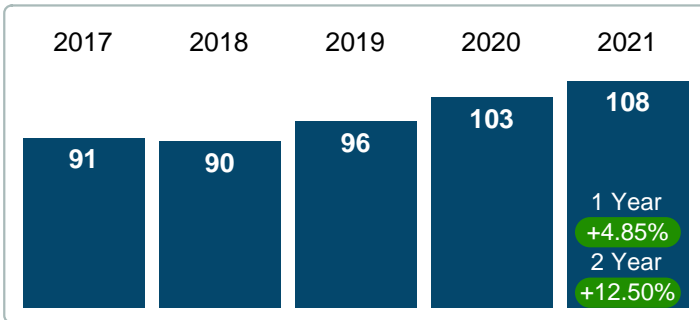
Area Delimited by County Of Creek



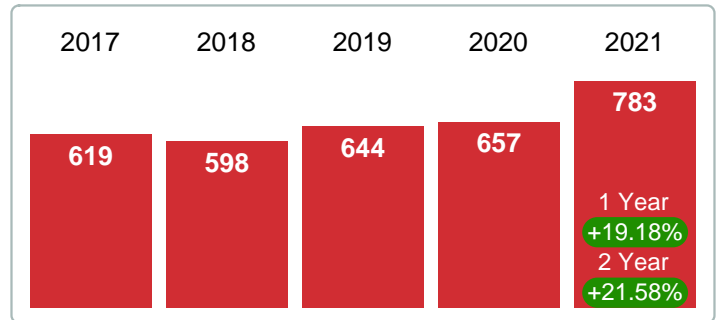
CLOSED LISTINGS

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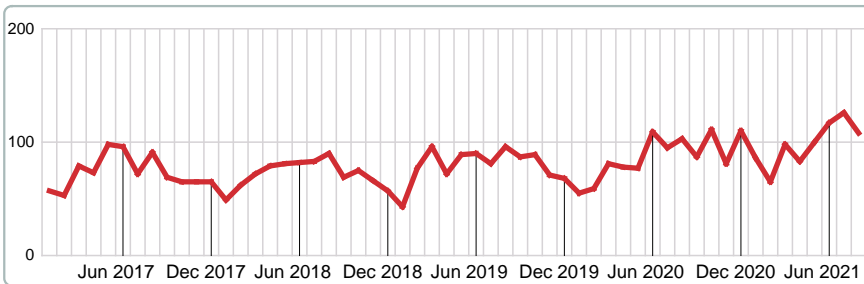
AUGUST



YEAR TO DATE (YTD)

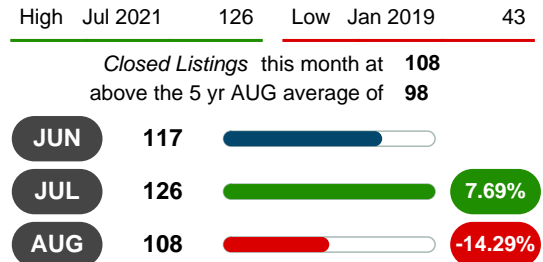


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98



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	9	8.33%	45.0	4	4	1	0
\$50,001 - \$75,000	11	10.19%	19.5	9	2	0	0
\$75,001 - \$100,000	17	15.74%	21.1	3	13	1	0
\$100,001 - \$175,000	28	25.93%	16.5	4	22	2	0
\$175,001 - \$250,000	17	15.74%	14.3	2	10	5	0
\$250,001 - \$350,000	14	12.96%	12.0	1	7	4	2
\$350,001 and up	12	11.11%	26.1	1	3	5	3
Total Closed Units	108			24	61	18	5
Total Closed Volume	19,741,095	100%	20.0	2.64M	9.92M	4.75M	2.44M
Average Closed Price	\$182,788			\$109,829	\$162,577	\$263,894	\$487,580

August 2021



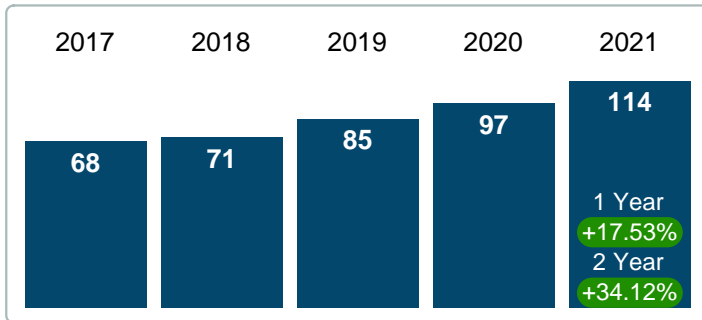
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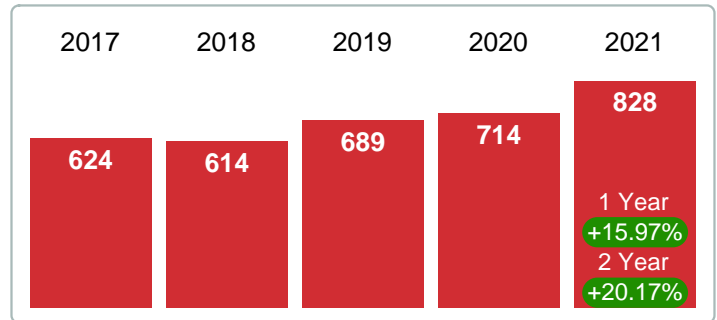
PENDING LISTINGS

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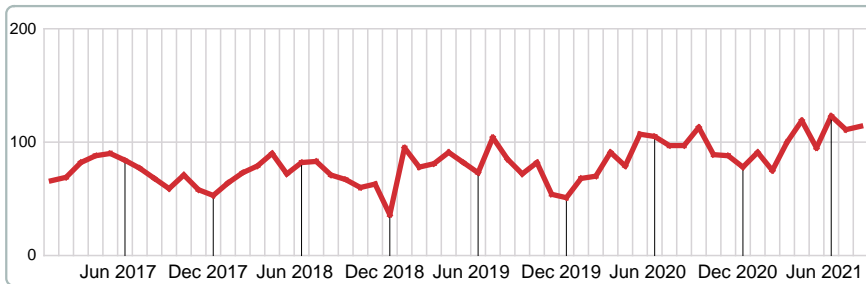
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 87

High Jun 2021 123 Low Dec 2018 36

Pending Listings this month at 114
above the 5 yr AUG average of 87



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	5	4.39%	67.8	4	1	0	0
\$50,001 - \$100,000	15	13.16%	36.3	8	7	0	0
\$100,001 - \$125,000	10	8.77%	17.2	5	3	1	1
\$125,001 - \$225,000	40	35.09%	20.5	4	31	4	1
\$225,001 - \$275,000	16	14.04%	16.7	1	12	3	0
\$275,001 - \$525,000	16	14.04%	34.0	2	7	7	0
\$525,001 and up	12	10.53%	45.3	2	2	5	3
Total Pending Units	114			26	63	20	5
Total Pending Volume	28,668,380	100%	44.3	6.08M	12.67M	7.72M	2.20M
Average Listing Price	\$222,264			\$233,858	\$201,147	\$385,818	\$439,900

August 2021



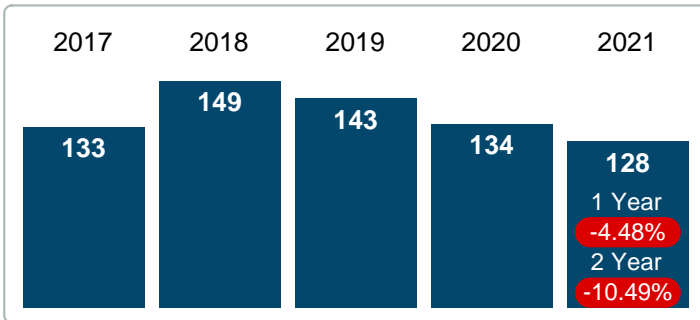
Area Delimited by County Of Creek



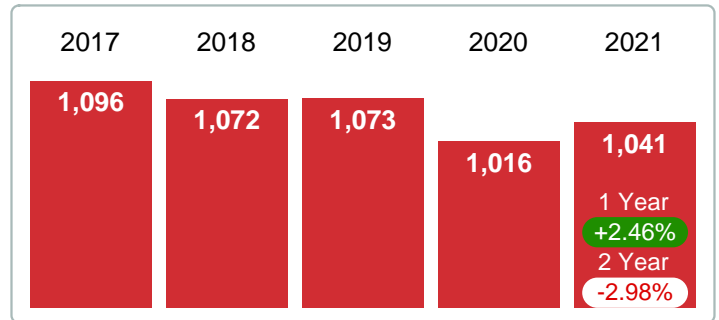
NEW LISTINGS

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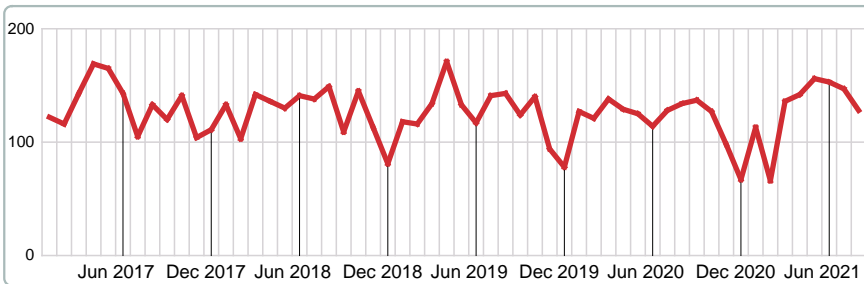
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

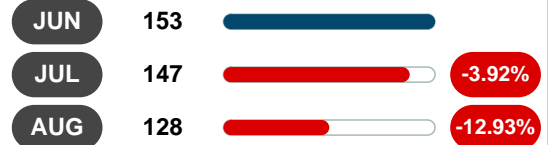


3 MONTHS

5 year AUG AVG = 137

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 128
 below the 5 yr AUG average of 137



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	7.03%	6	2	1	0
\$60,001 - \$120,000	14	10.94%	8	5	1	0
\$120,001 - \$140,000	16	12.50%	3	12	0	1
\$140,001 - \$240,000	40	31.25%	6	28	5	1
\$240,001 - \$310,000	20	15.63%	1	14	5	0
\$310,001 - \$540,000	18	14.06%	1	7	7	3
\$540,001 and up	11	8.59%	4	3	3	1
Total New Listed Units	128		29	71	22	6
Total New Listed Volume	35,949,474	100%	9.43M	15.50M	7.44M	3.58M
Average New Listed Listing Price	\$1,298		\$325,124	\$218,312	\$337,998	\$597,467

August 2021



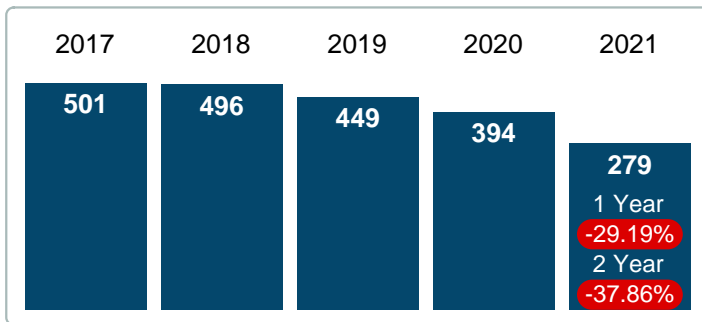
Area Delimited by County Of Creek



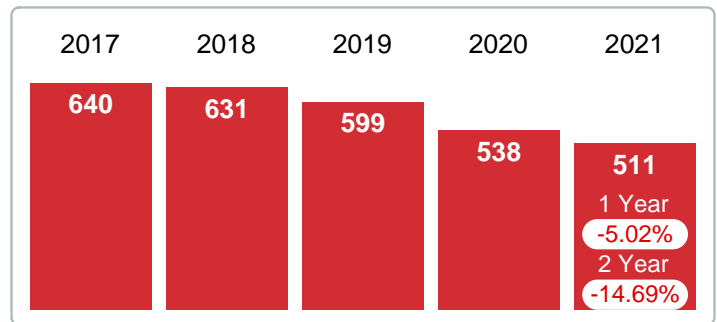
ACTIVE INVENTORY

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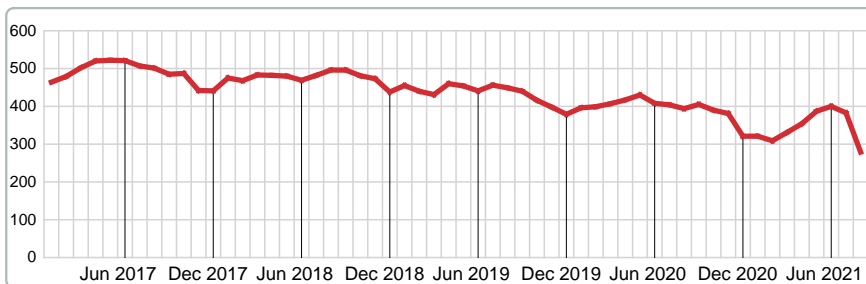
END OF AUGUST



ACTIVE DURING AUGUST

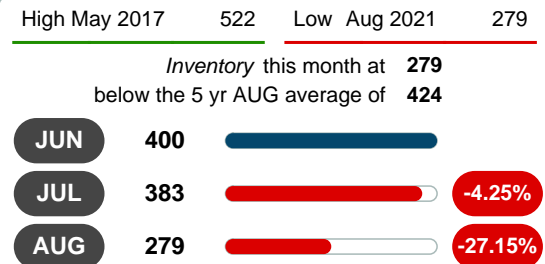


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 424



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	16	5.73%	89.6	15	1	0	0
\$25,001 - \$75,000	43	15.41%	105.7	37	5	1	0
\$75,001 - \$125,000	38	13.62%	143.3	26	11	1	0
\$125,001 - \$200,000	67	24.01%	86.6	35	26	5	1
\$200,001 - \$300,000	53	19.00%	61.4	19	21	12	1
\$300,001 - \$575,000	35	12.54%	57.1	11	11	8	5
\$575,001 and up	27	9.68%	85.9	11	5	6	5
Total Active Inventory by Units	279			154	80	33	12
Total Active Inventory by Volume	87,554,089	100%	88.9	41.89M	21.80M	14.11M	9.75M
Average Active Inventory Listing Price	\$313,814			\$272,036	\$272,508	\$427,461	\$812,808

August 2021



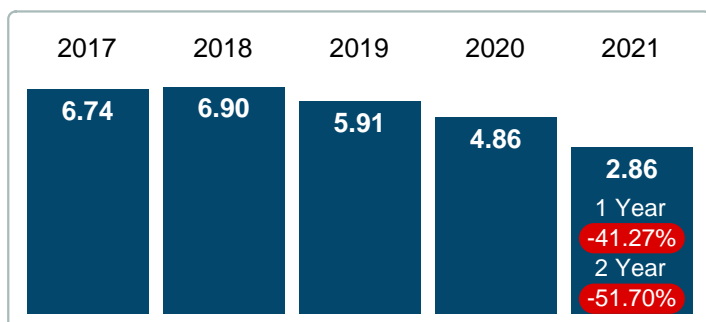
Area Delimited by County Of Creek



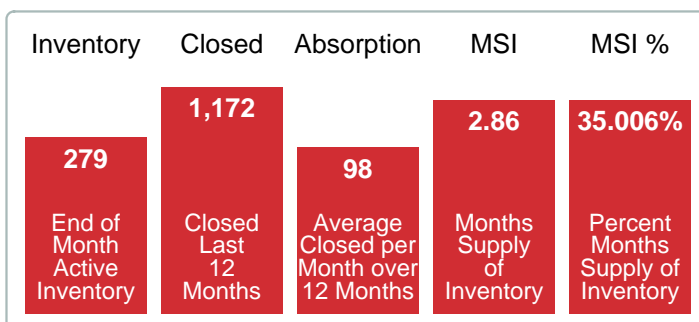
MONTHS SUPPLY of INVENTORY (MSI)

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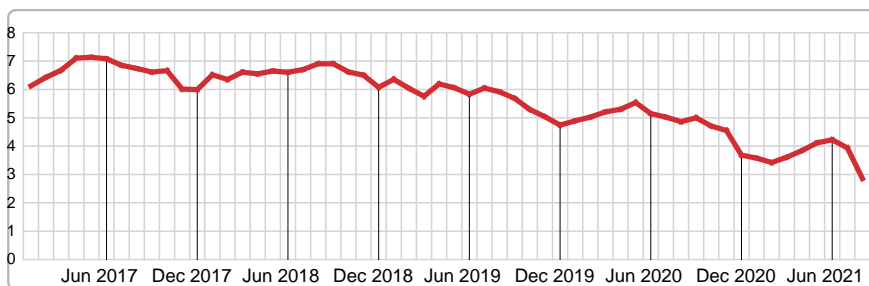
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

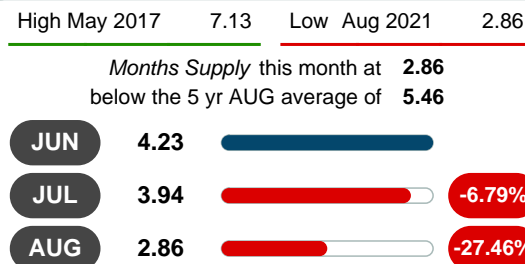


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$25,000 and less	16	5.73%	2.56	3.67	0.50	0.00	0.00
\$25,001 - \$75,000	43	15.41%	3.09	3.76	1.54	1.50	0.00
\$75,001 - \$125,000	38	13.62%	2.01	3.63	1.06	1.09	0.00
\$125,001 - \$200,000	67	24.01%	2.18	8.40	1.09	2.00	12.00
\$200,001 - \$300,000	53	19.00%	3.83	9.91	2.65	3.60	1.50
\$300,001 - \$575,000	35	12.54%	3.09	8.80	3.07	1.81	2.40
\$575,001 and up	27	9.68%	9.82	16.50	7.50	12.00	5.45
Market Supply of Inventory (MSI)			2.86	5.30	1.55	2.64	2.77
Total Active Inventory by Units		100%	279	154	80	33	12

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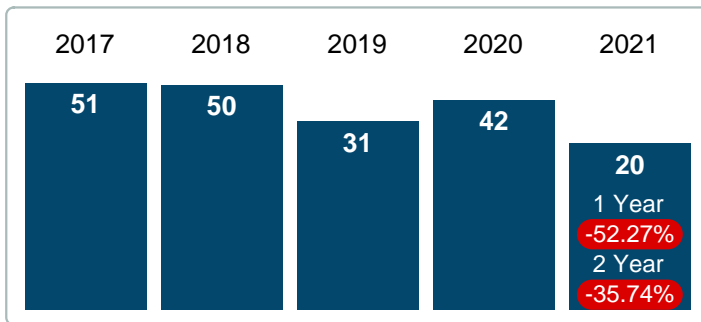
Area Delimited by County Of Creek



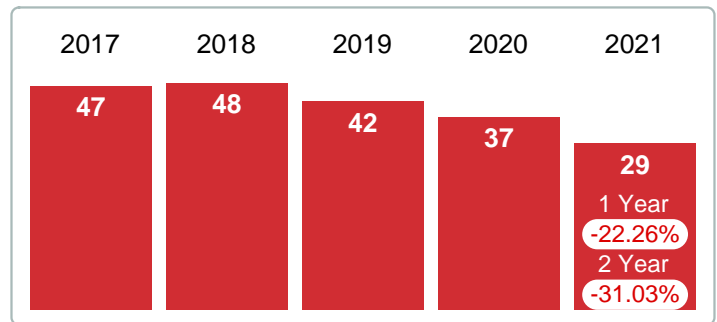
AVERAGE DAYS ON MARKET TO SALE

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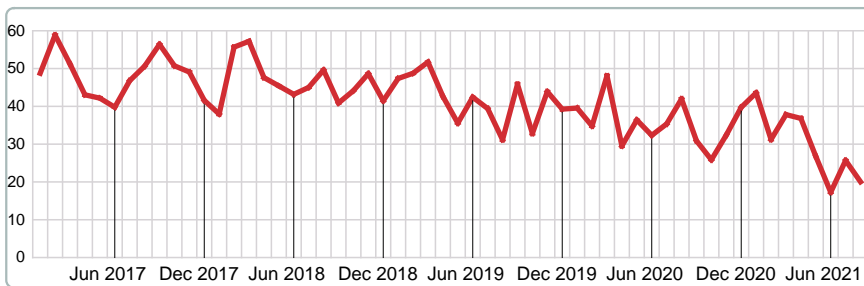
AUGUST



YEAR TO DATE (YTD)

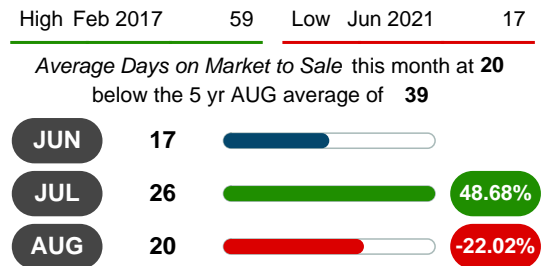


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 39



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	8.33%	45	84	15	10	0	
\$50,001 - \$75,000	10.19%	19	19	21	0	0	
\$75,001 - \$100,000	15.74%	21	9	24	17	0	
\$100,001 - \$175,000	25.93%	16	20	16	10	0	
\$175,001 - \$250,000	15.74%	14	4	20	7	0	
\$250,001 - \$350,000	12.96%	12	4	11	15	14	
\$350,001 and up	11.11%	26	1	82	9	6	
Average Closed DOM		20					
Total Closed Units	108	100%	20				
Total Closed Volume	19,741,095			2.64M	9.92M	4.75M	2.44M

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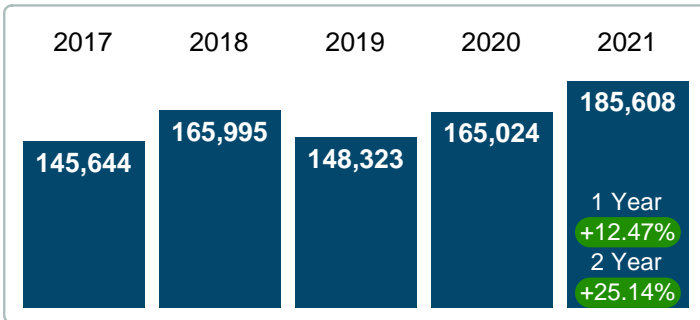
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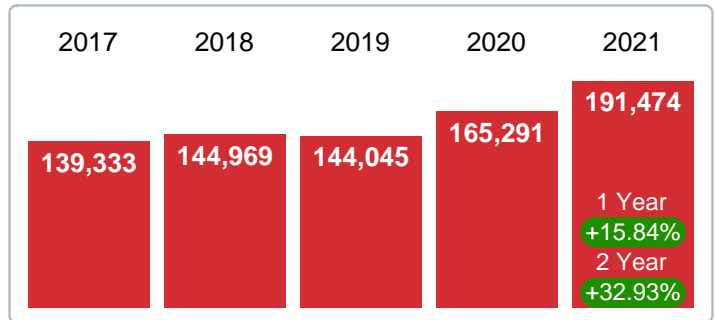
AVERAGE LIST PRICE AT CLOSING

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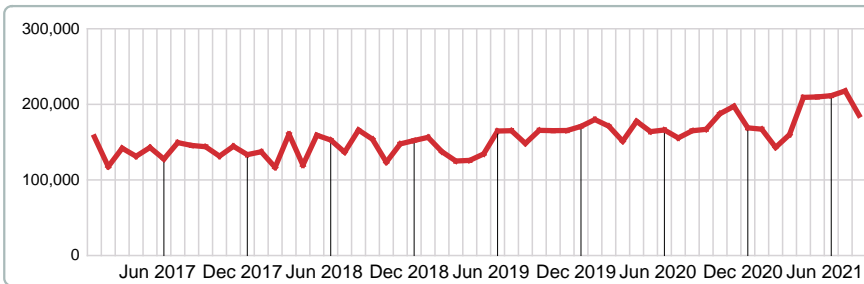
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

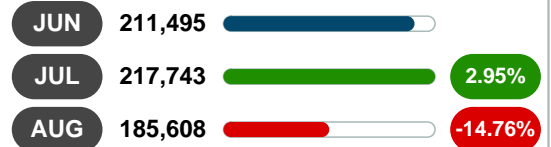


3 MONTHS

5 year AUG AVG = 162,119

High Jul 2021 217,743 Low Feb 2018 116,719

Average List Price at Closing this month at **185,608**
above the 5 yr AUG average of **162,119**



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	8	7.41%	14,049	31,913	10,786	1,500	0	
\$50,001 - \$75,000	10	9.26%	62,385	70,283	60,700	0	0	
\$75,001 - \$100,000	15	13.89%	89,093	91,633	92,554	100,000	0	
\$100,001 - \$175,000	31	28.70%	133,426	125,500	139,391	165,000	0	
\$175,001 - \$250,000	17	15.74%	212,459	227,500	208,870	227,700	0	
\$250,001 - \$350,000	13	12.04%	294,723	325,000	291,286	307,000	367,900	
\$350,001 and up	14	12.96%	456,686	400,000	481,333	411,740	576,667	
Average List Price		185,608		113,213	164,034	269,817	493,160	
Total Closed Units		108	100%	185,608	24	61	18	5
Total Closed Volume		20,045,645			2.72M	10.01M	4.86M	2.47M

August 2021



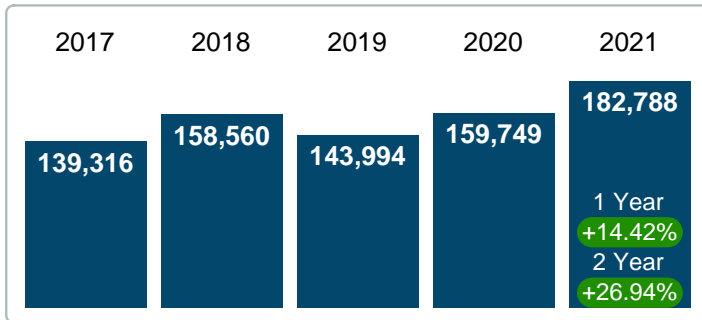
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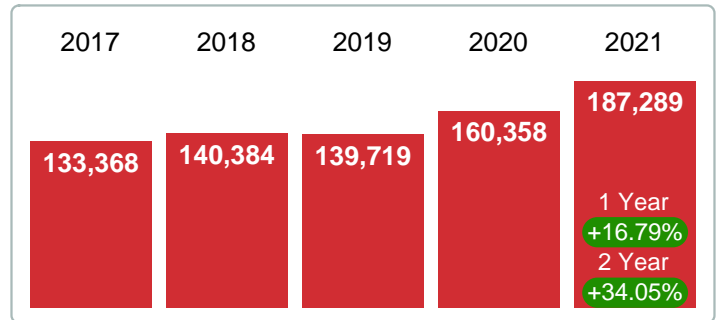
AVERAGE SOLD PRICE AT CLOSING

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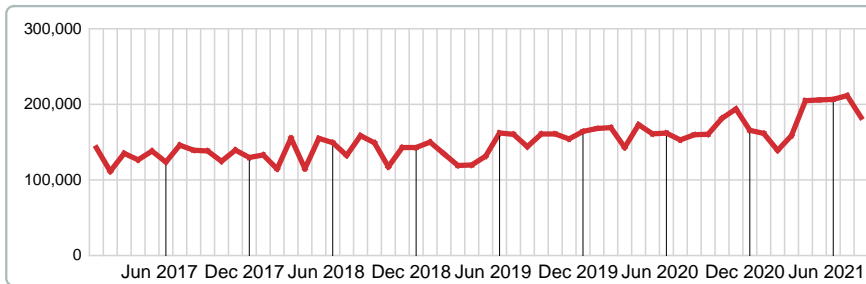
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

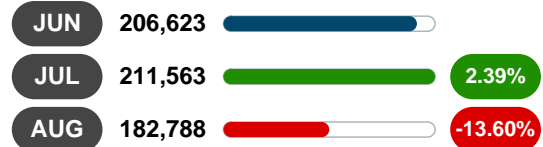


3 MONTHS

5 year AUG AVG = 156,881

High Jul 2021 211,563 Low Feb 2017 111,404

Average Sold Price at Closing this month at **182,788**
above the 5 yr AUG average of **156,881**



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	8.33%	15,844	27,188	7,936	2,100	0
\$50,001 - \$75,000	10.19%	62,141	62,461	60,700	0	0
\$75,001 - \$100,000	15.74%	88,041	89,667	87,900	85,000	0
\$100,001 - \$175,000	25.93%	137,304	122,750	138,341	155,000	0
\$175,001 - \$250,000	15.74%	216,235	227,500	211,500	221,200	0
\$250,001 - \$350,000	12.96%	307,054	350,000	295,836	296,500	345,950
\$350,001 and up	11.11%	466,583	400,000	464,000	412,200	582,000
Average Sold Price		182,788	109,829	162,577	263,894	487,580
Total Closed Units	100%	108	24	61	18	5
Total Closed Volume		19,741,095	2.64M	9.92M	4.75M	2.44M

August 2021



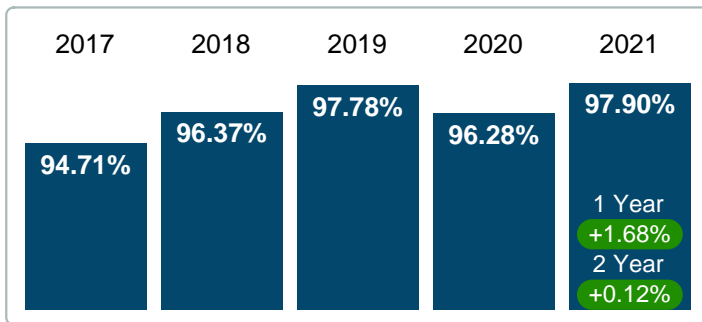
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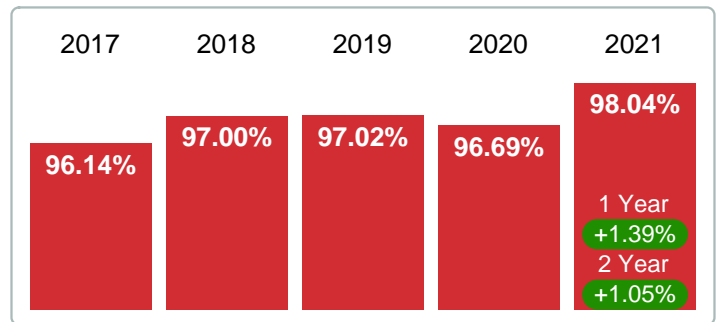
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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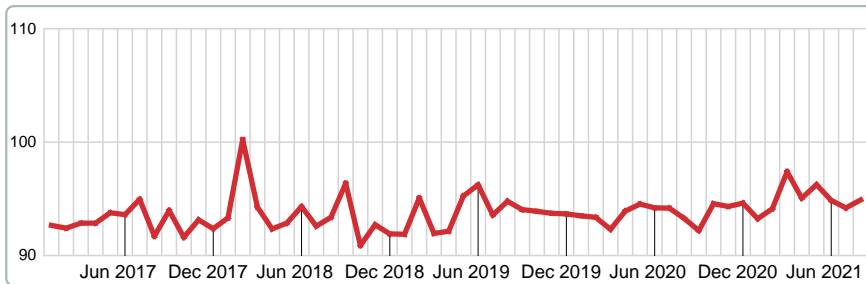
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

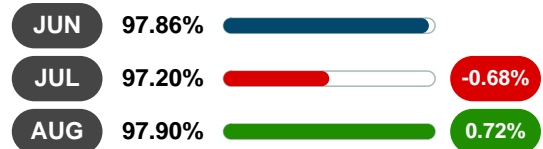


3 MONTHS

5 year AUG AVG = 96.61%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **97.90%**
above the 5 yr AUG average of **96.61%**



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	9	8.33%	95.83%	87.76%	92.86%	140.00%	0.00%
\$50,001 - \$75,000	11	10.19%	92.70%	91.08%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	17	15.74%	95.75%	98.05%	96.04%	85.00%	0.00%
\$100,001 - \$175,000	28	25.93%	99.08%	97.81%	99.78%	93.94%	0.00%
\$175,001 - \$250,000	17	15.74%	100.14%	100.00%	101.51%	97.44%	0.00%
\$250,001 - \$350,000	14	12.96%	99.67%	107.69%	101.55%	97.05%	94.31%
\$350,001 and up	12	11.11%	99.31%	100.00%	95.59%	100.17%	101.37%
Average Sold/List Ratio		97.90%		94.32%	98.82%	99.39%	98.55%
Total Closed Units		108	100%	24	61	18	5
Total Closed Volume		19,741,095		2.64M	9.92M	4.75M	2.44M

August 2021

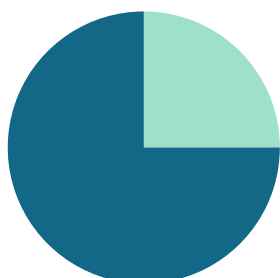
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

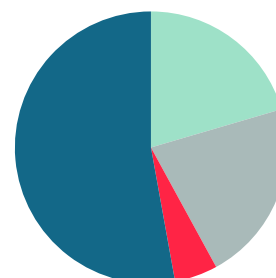


Inventory
 New Listings
128 = 25.00%
 Start Inventory
384
 Total Inventory Units
512
 Volume
\$144,363,864

Market Activity

Closed Sales
108 = 20.45%
 Pending Sales
114 = 21.59%
 Other Off Market
27 = 5.11%
 Active Inventory
279 = 52.84%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	103	108	4.85%	657	783	19.18%
Pending Sales	97	114	17.53%	714	828	15.97%
New Listings	134	128	-4.48%	1,016	1,041	2.46%
Average List Price	165,024	185,608	12.47%	165,291	191,474	15.84%
Average Sale Price	159,749	182,788	14.42%	160,358	187,289	16.79%
Average Percent of Selling Price to List Price	96.28%	97.90%	1.68%	96.69%	98.04%	1.39%
Average Days on Market to Sale	41.96	20.03	-52.27%	37.19	28.91	-22.26%
Monthly Inventory	394	279	-29.19%	394	279	-29.19%
Months Supply of Inventory	4.86	2.86	-41.27%	4.86	2.86	-41.27%

Absorption: Last 12 months, an Average of **98** Sales/Month

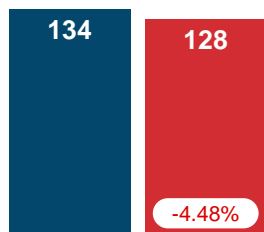
Inventory on August 31, 2021 = **279**

2020 **2021**

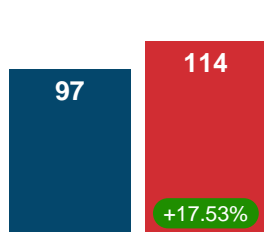
AUGUST MARKET

AVERAGE PRICES

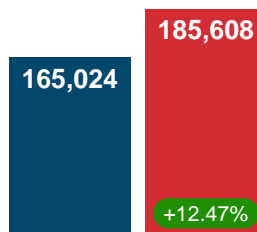
New Listings



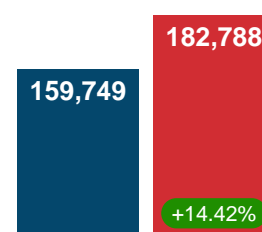
Pending Listings



List Price



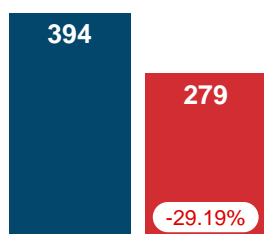
Sale Price



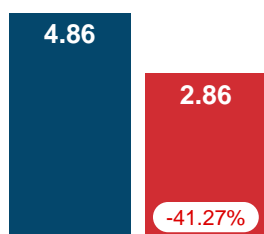
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

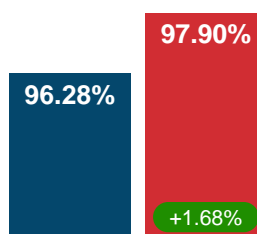
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

