

October 2021



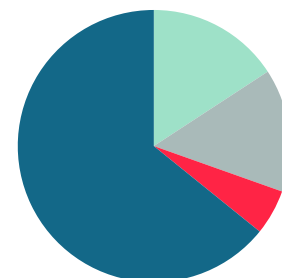
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	100	123	23.00%
Pending Listings	11	114	936.36%
New Listings	113	138	22.12%
Average List Price	206,681	227,373	10.01%
Average Sale Price	198,398	221,733	11.76%
Average Percent of Selling Price to List Price	93.95%	96.54%	2.77%
Average Days on Market to Sale	169.84	44.02	-74.08%
End of Month Inventory	130	500	284.62%
Months Supply of Inventory	1.53	5.40	253.14%



■ Closed (15.79%)
■ Pending (14.63%)
■ Other OffMarket (5.39%)
■ Active (64.18%)

Absorption: Last 12 months, an Average of **93** Sales/Month
Active Inventory as of October 31, 2021 = **500**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **284.62%** to 500 existing homes available for sale. Over the last 12 months this area has had an average of 93 closed sales per month. This represents an unsold inventory index of **5.40** 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 **11.76%** in October 2021 to \$221,733 versus the previous year at \$198,398.

Average Days on Market Shortens

The average number of **44.02** days that homes spent on the market before selling decreased by 125.82 days or **74.08%** in October 2021 compared to last year's same month at **169.84** DOM.

Sales Success for October 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 138 New Listings in October 2021, up **22.12%** from last year at 113. Furthermore, there were 123 Closed Listings this month versus last year at 100, a **23.00%** increase.

Closed versus Listed trends yielded a **89.1%** ratio, up from previous year's, October 2020, at **88.5%**, a **0.72%** upswing. 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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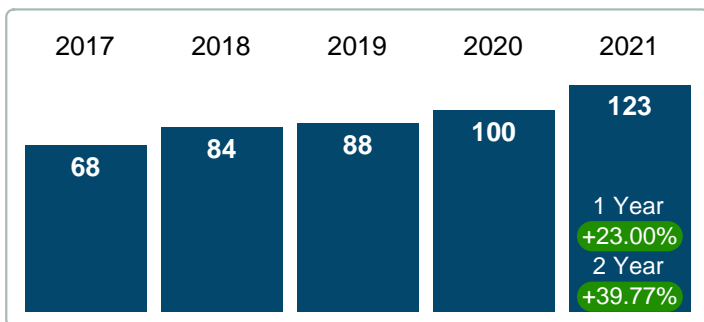
Area Delimited by Counties Carter, Love, Murray



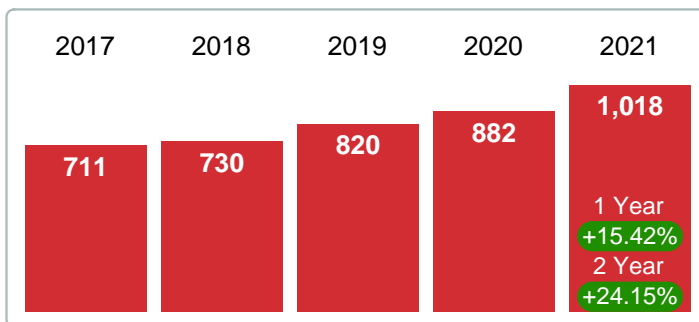
CLOSED LISTINGS

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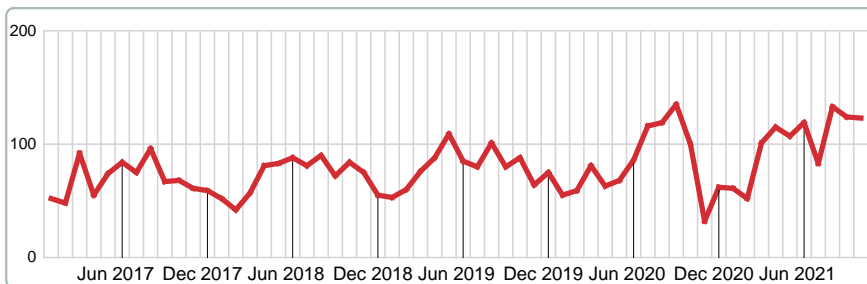
OCTOBER



YEAR TO DATE (YTD)

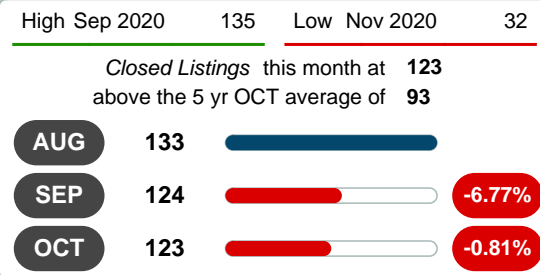


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	9.76%	204.5	11	1	0	0
\$25,001 - \$75,000	16	13.01%	34.5	14	2	0	0
\$75,001 - \$125,000	18	14.63%	13.4	7	10	1	0
\$125,001 - \$200,000	21	17.07%	15.0	5	13	3	0
\$200,001 - \$300,000	29	23.58%	26.2	6	16	7	0
\$300,001 - \$375,000	9	7.32%	31.9	1	5	2	1
\$375,001 and up	18	14.63%	44.8	7	5	4	2
Total Closed Units	123			51	52	17	3
Total Closed Volume	27,273,100	100%	44.0	10.55M	10.75M	4.78M	1.20M
Average Closed Price	\$221,733			\$206,913	\$206,663	\$280,929	\$399,417

October 2021



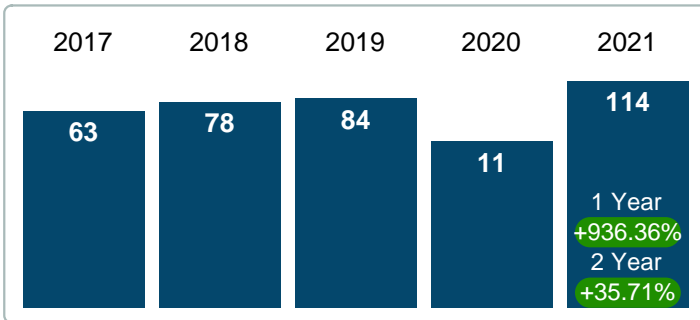
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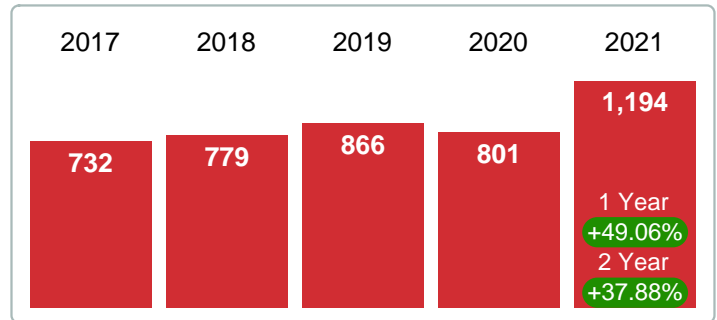
PENDING LISTINGS

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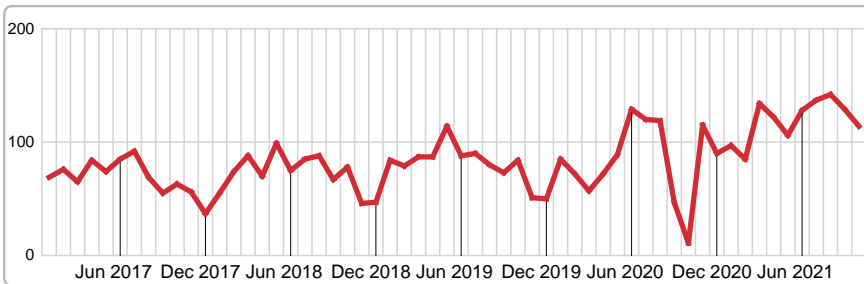
OCTOBER



YEAR TO DATE (YTD)

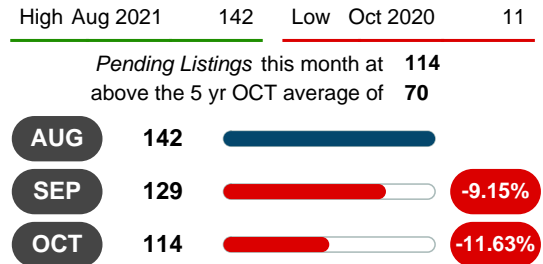


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.89%	248.9	9	0	0	0
\$25,001 - \$75,000	12	10.53%	72.8	8	3	0	1
\$75,001 - \$125,000	22	19.30%	27.4	11	11	0	0
\$125,001 - \$225,000	25	21.93%	32.2	5	18	2	0
\$225,001 - \$300,000	22	19.30%	56.7	5	9	8	0
\$300,001 - \$425,000	11	9.65%	51.9	4	2	4	1
\$425,001 and up	13	11.40%	58.2	4	5	3	1
Total Pending Units	114			46	48	17	3
Total Pending Volume	29,240,150	100%	128.0	10.88M	10.25M	6.87M	1.24M
Average Listing Price	\$323,029			\$236,457	\$213,619	\$404,091	\$413,300

October 2021



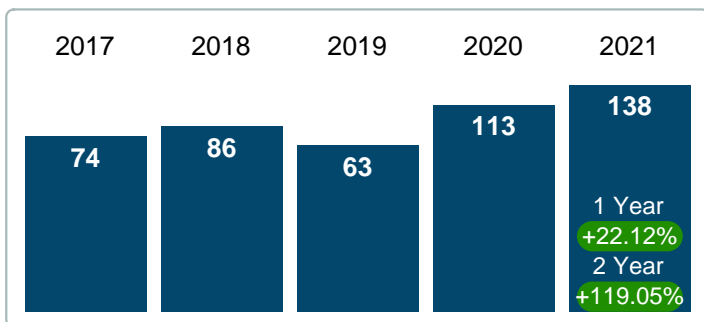
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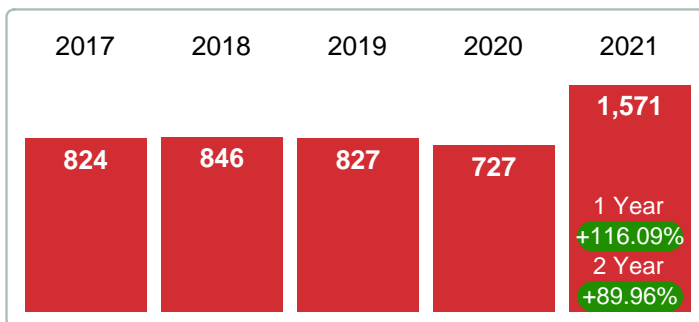
NEW LISTINGS

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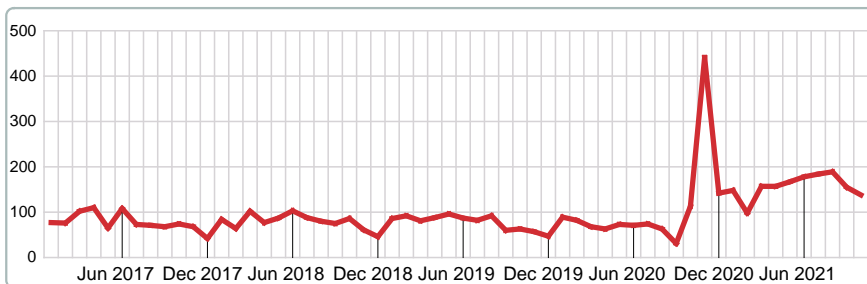
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

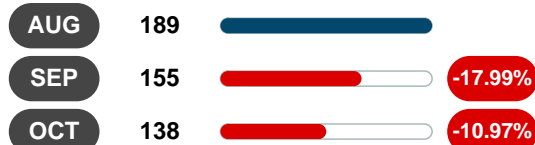


3 MONTHS

5 year OCT AVG = 95

High Nov 2020 441 Low Sep 2020 31

New Listings this month at **138**
above the 5 yr OCT average of **95**



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	12	8.70%	11	1	0	0
\$50,001 - \$75,000	8	5.80%	5	3	0	0
\$75,001 - \$125,000	29	21.01%	12	15	0	2
\$125,001 - \$200,000	34	24.64%	4	22	7	1
\$200,001 - \$325,000	21	15.22%	6	10	5	0
\$325,001 - \$550,000	21	15.22%	6	10	3	2
\$550,001 and up	13	9.42%	5	3	2	3
Total New Listed Units	138		49	64	17	8
Total New Listed Volume	43,105,699	100%	19.26M	14.09M	5.44M	4.32M
Average New Listed Listing Price	\$486,357		\$392,971	\$220,119	\$319,982	\$540,350

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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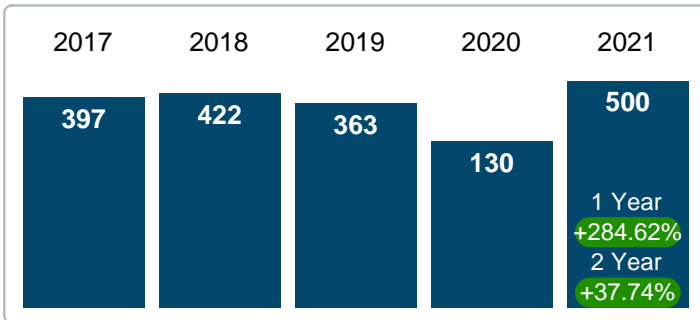
Area Delimited by Counties Carter, Love, Murray



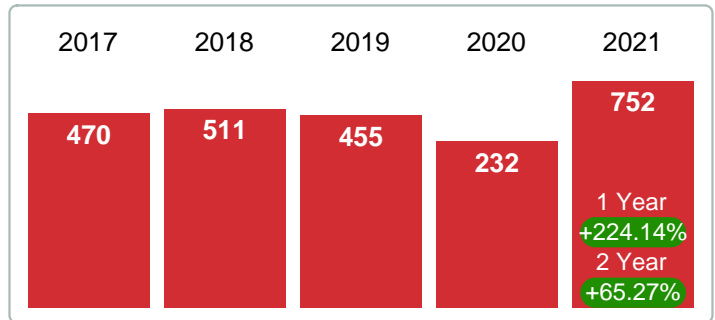
ACTIVE INVENTORY

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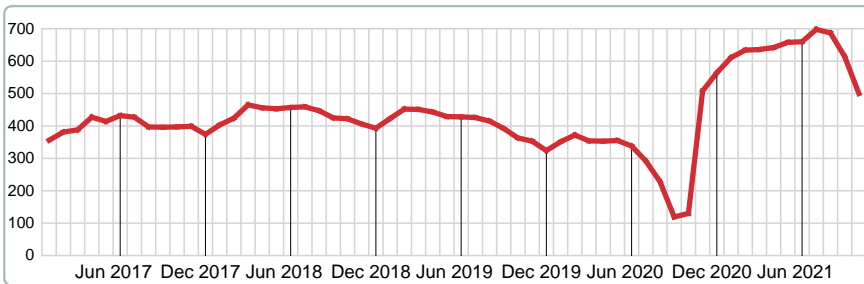
END OF OCTOBER



ACTIVE DURING OCTOBER

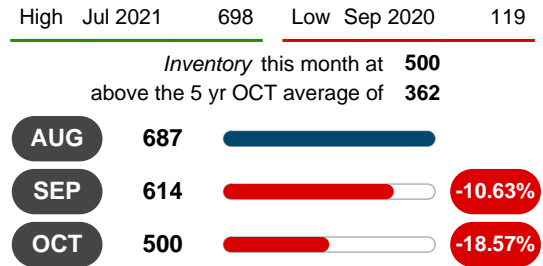


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 362



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	51	10.20%	236.1	49	2	0	0			
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0			
\$25,001 - \$100,000	131	26.20%	114.2	102	25	2	2			
\$100,001 - \$225,000	123	24.60%	74.6	49	63	9	2			
\$225,001 - \$400,000	83	16.60%	123.7	46	21	12	4			
\$400,001 - \$850,000	62	12.40%	125.4	33	16	9	4			
\$850,001 and up	50	10.00%	164.8	31	6	5	8			
Total Active Inventory by Units				500		310	133	37	20	
Total Active Inventory by Volume				181,197,944	100%	124.9	109.58M	34.11M	22.60M	14.91M
Average Active Inventory Listing Price				\$362,396			\$353,481	\$256,452	\$610,819	\$745,520

October 2021



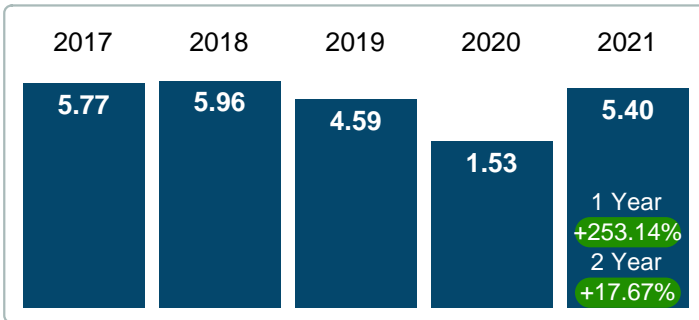
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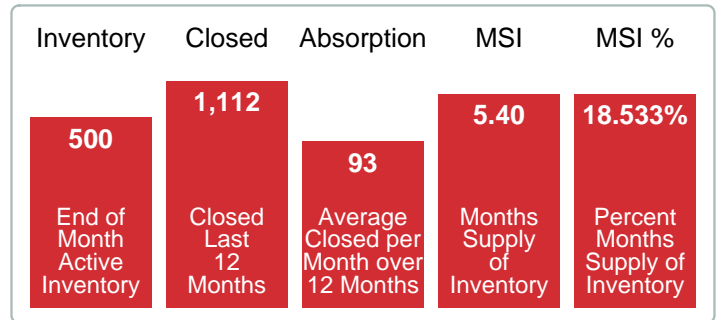
MONTHS SUPPLY of INVENTORY (MSI)

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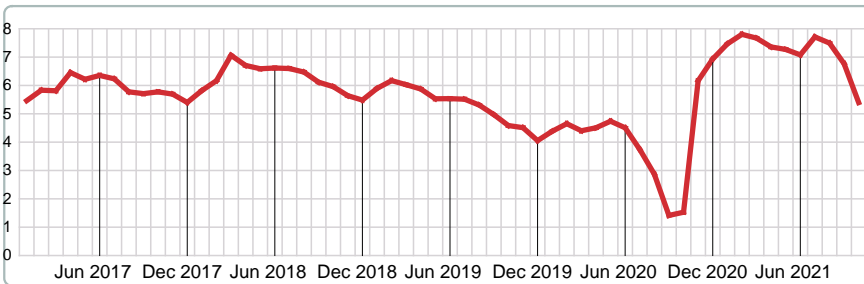
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

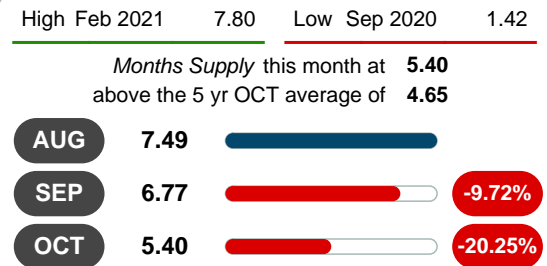


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.65



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	51	10.20%	10.74	12.00	3.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$100,000	131	26.20%	5.78	7.70	3.00	2.40	8.00
\$100,001 - \$225,000	123	24.60%	3.30	5.55	2.80	1.64	4.80
\$225,001 - \$400,000	83	16.60%	4.00	12.55	2.17	1.85	4.36
\$400,001 - \$850,000	62	12.40%	11.10	22.00	16.00	3.86	5.33
\$850,001 and up	50	10.00%	30.00	28.62	72.00	20.00	32.00
Market Supply of Inventory (MSI)			5.40	9.56	3.15	2.40	7.74
Total Active Inventory by Units		100%	5.40	310	133	37	20

October 2021



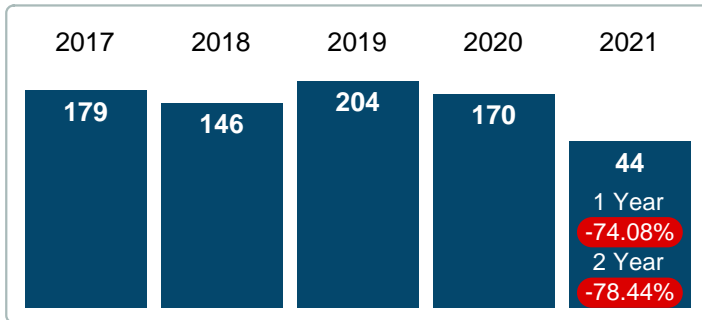
Area Delimited by Counties Carter, Love, Murray



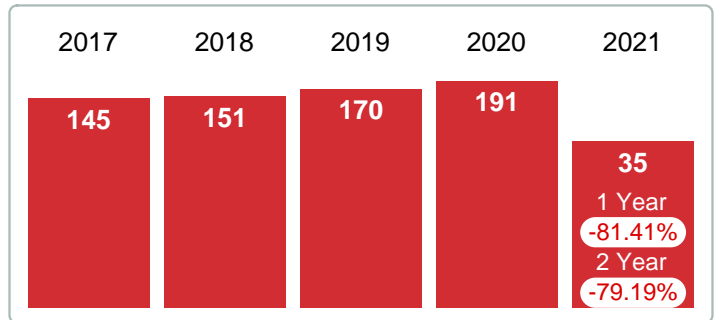
AVERAGE DAYS ON MARKET TO SALE

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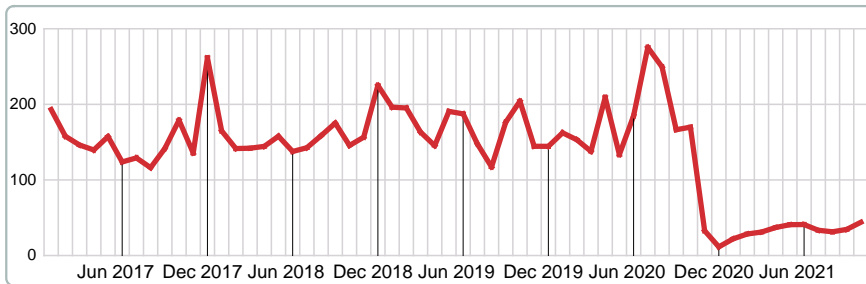
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

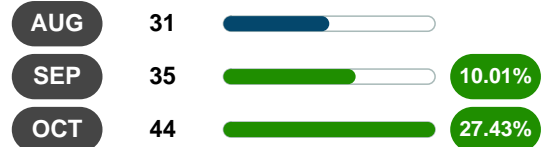


3 MONTHS

5 year OCT AVG = 149

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 44 below the 5 yr OCT average of 149



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
\$25,000 and less	9.76%	205	194	318	0	0
\$25,001 - \$75,000	13.01%	35	34	41	0	0
\$75,001 - \$125,000	14.63%	13	19	10	10	0
\$125,001 - \$200,000	17.07%	15	35	8	11	0
\$200,001 - \$300,000	23.58%	26	69	16	13	0
\$300,001 - \$375,000	7.32%	32	129	15	10	63
\$375,001 and up	14.63%	45	78	16	20	51
Average Closed DOM		44	78	20	14	55
Total Closed Units	100%	44	51	52	17	3
Total Closed Volume		27,273,100	10.55M	10.75M	4.78M	1.20M

October 2021



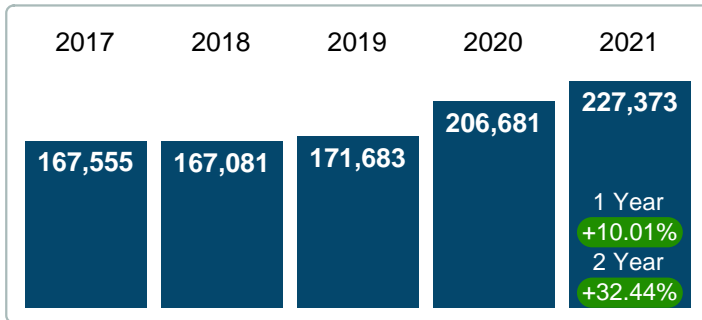
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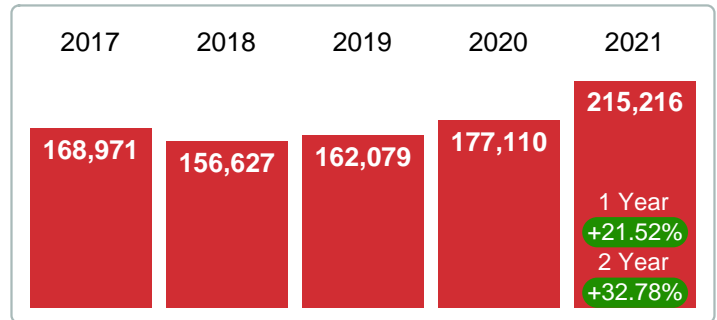
AVERAGE LIST PRICE AT CLOSING

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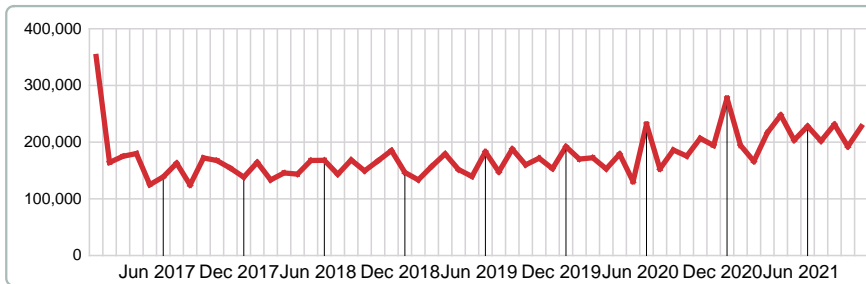
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

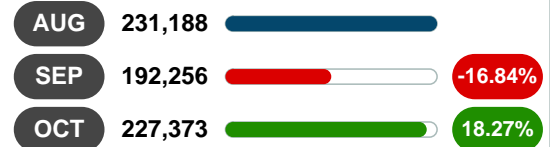


3 MONTHS

5 year OCT AVG = 188,075

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **227,373**
above the 5 yr OCT average of **188,075**



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
\$25,000 and less	9.76%	16,200	15,855	20,000	0	0
\$25,001 - \$75,000	9.76%	50,742	60,564	47,000	0	0
\$75,001 - \$125,000	17.89%	103,073	109,971	104,130	134,900	0
\$125,001 - \$200,000	18.70%	166,626	154,480	168,215	154,000	0
\$200,001 - \$300,000	22.76%	249,731	263,983	235,217	257,271	0
\$300,001 - \$375,000	4.88%	350,300	397,000	340,200	344,900	355,000
\$375,001 and up	16.26%	598,463	918,364	423,980	430,975	449,950
Average List Price		227,373	215,175	210,125	283,029	418,300
Total Closed Units	100%	227,373	51	52	17	3
Total Closed Volume		27,966,825	10.97M	10.93M	4.81M	1.25M

October 2021



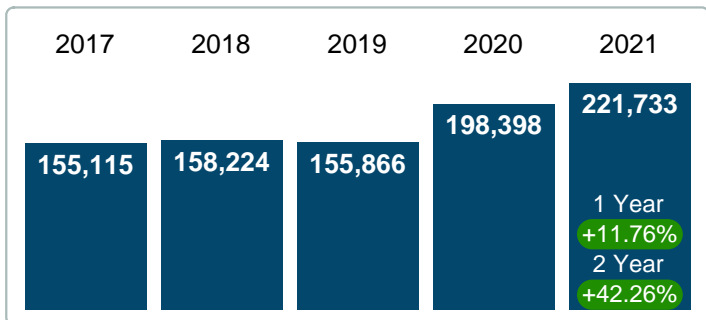
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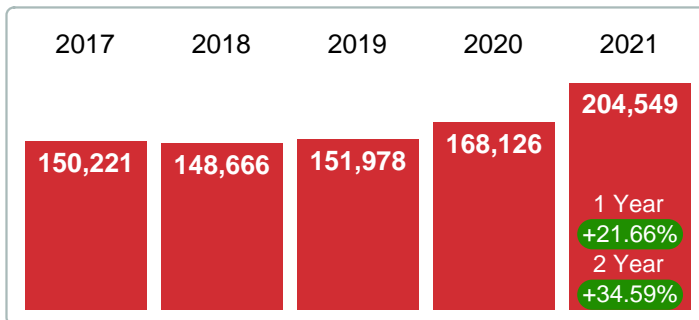
AVERAGE SOLD PRICE AT CLOSING

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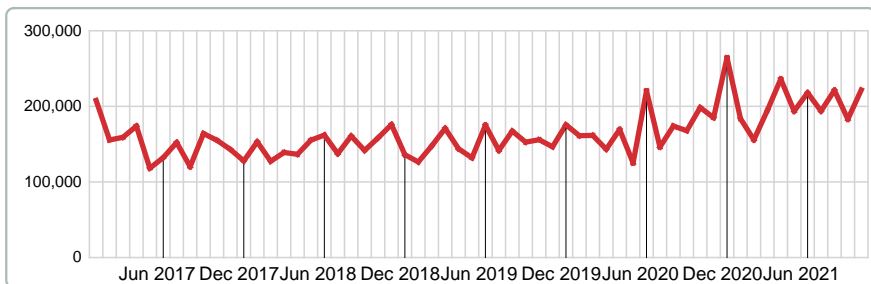
OCTOBER



YEAR TO DATE (YTD)

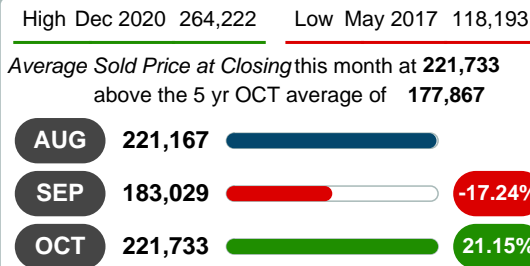


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 177,867



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
\$25,000 and less	9.76%	15,396	14,977	20,000	0	0
\$25,001 - \$75,000	13.01%	51,531	53,179	40,000	0	0
\$75,001 - \$125,000	14.63%	104,978	107,286	101,360	125,000	0
\$125,001 - \$200,000	17.07%	163,043	156,200	167,838	153,667	0
\$200,001 - \$300,000	23.58%	242,497	247,333	235,219	254,986	0
\$300,001 - \$375,000	7.32%	329,267	335,000	324,700	342,450	320,000
\$375,001 and up	14.63%	608,586	898,900	412,800	430,000	439,125
Average Sold Price		221,733	206,913	206,663	280,929	399,417
Total Closed Units	100%	221,733	51	52	17	3
Total Closed Volume		27,273,100	10.55M	10.75M	4.78M	1.20M

October 2021



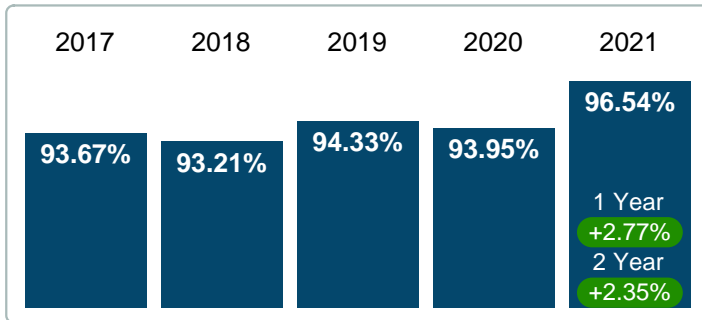
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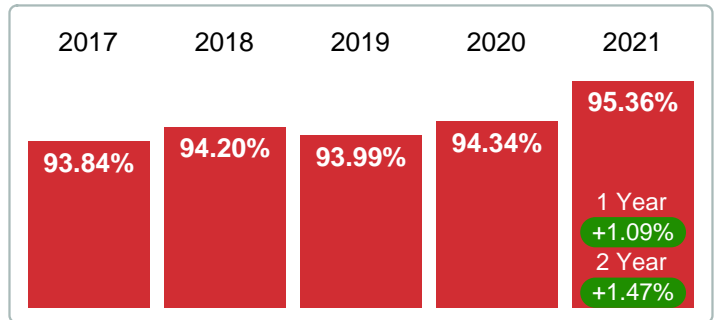
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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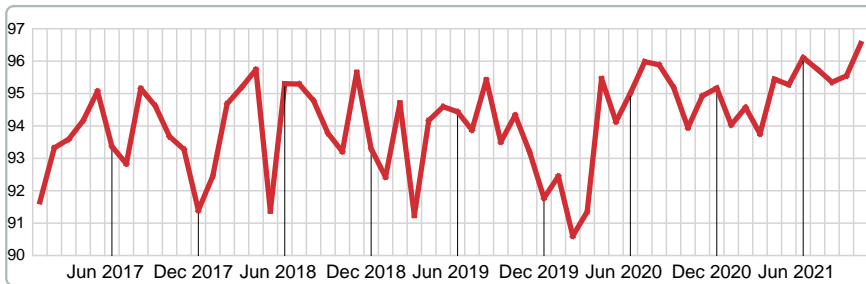
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

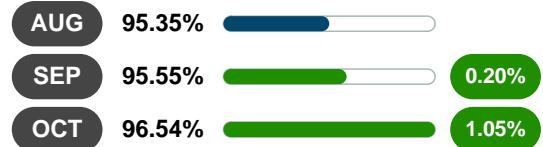


3 MONTHS

5 year OCT AVG = 94.34%

High Oct 2021 96.54% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **96.54%**
above the 5 yr OCT average of **94.34%**



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
\$25,000 and less	12	9.76%	94.39%	93.88%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	16	13.01%	88.57%	89.05%	85.23%	0.00%	0.00%
\$75,001 - \$125,000	18	14.63%	97.07%	97.23%	97.39%	92.66%	0.00%
\$125,001 - \$200,000	21	17.07%	100.08%	101.25%	99.69%	99.83%	0.00%
\$200,001 - \$300,000	29	23.58%	98.72%	94.68%	100.00%	99.27%	0.00%
\$300,001 - \$375,000	9	7.32%	94.98%	84.38%	96.36%	99.26%	90.14%
\$375,001 and up	18	14.63%	97.69%	96.73%	97.35%	99.84%	97.59%
Average Sold/List Ratio		96.50%		94.03%	98.25%	99.11%	95.11%
Total Closed Units		123	100%	51	52	17	3
Total Closed Volume		27,273,100		10.55M	10.75M	4.78M	1.20M

October 2021



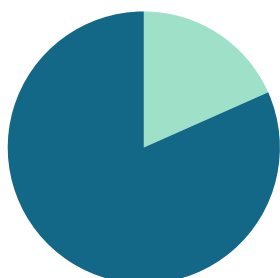
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

INVENTORY

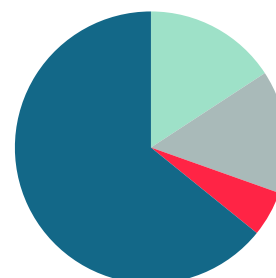


Inventory
 New Listings
138 = 18.35%
 Start Inventory
614
 Total Inventory Units
752
 Volume
\$244,147,794

Market Activity

Closed Sales
123 = 15.79%
 Pending Sales
114 = 14.63%
 Other Off Market
42 = 5.39%
 Active Inventory
500 = 64.18%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	100	123	23.00%	882	1,018	15.42%
Pending Sales	11	114	936.36%	801	1,194	49.06%
New Listings	113	138	22.12%	727	1,571	116.09%
Average List Price	206,681	227,373	10.01%	177,110	215,216	21.52%
Average Sale Price	198,398	221,733	11.76%	168,126	204,549	21.66%
Average Percent of Selling Price to List Price	93.95%	96.54%	2.77%	94.34%	95.36%	1.09%
Average Days on Market to Sale	169.84	44.02	-74.08%	190.90	35.48	-81.41%
Monthly Inventory	130	500	284.62%	130	500	284.62%
Months Supply of Inventory	1.53	5.40	253.14%	1.53	5.40	253.14%

Absorption: Last 12 months, an Average of **93** Sales/Month

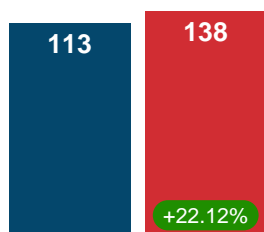
Inventory on October 31, 2021 = **500**

2020 **2021**

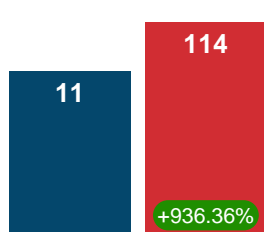
OCTOBER MARKET

AVERAGE PRICES

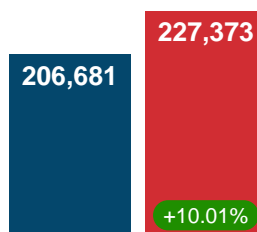
New Listings



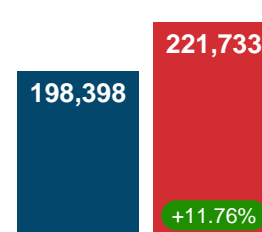
Pending Listings



List Price



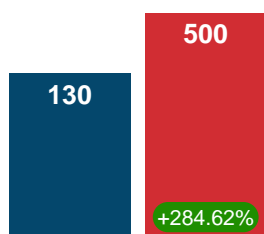
Sale Price



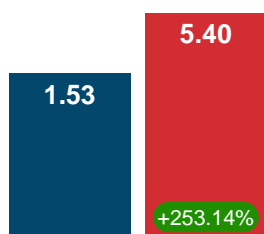
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

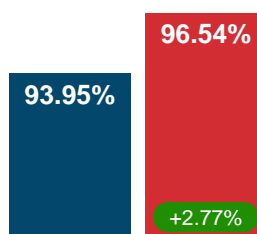
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

