

October 2021



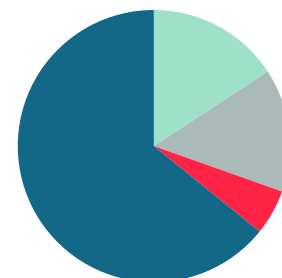
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	167,450	185,000	10.48%
Median Sale Price	167,000	185,500	11.08%
Median Percent of Selling Price to List Price	96.84%	98.99%	2.22%
Median Days on Market to Sale	86.50	10.00	-88.44%
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.

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 **11.08%** in October 2021 to \$185,500 versus the previous year at \$167,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 76.50 days or **88.44%** in October 2021 compared to last year's same month at **86.50** DOM.

Sales Success for October 2021 is Positive

Overall, with Median 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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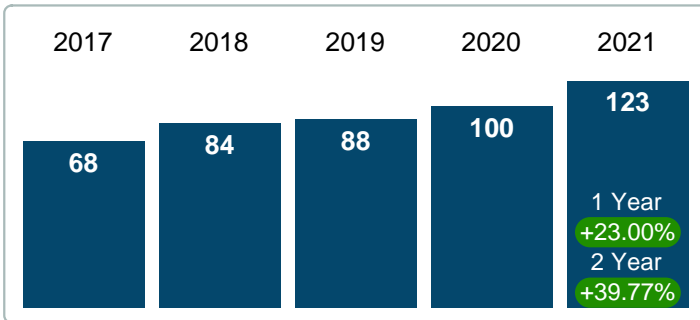
Area Delimited by Counties Carter, Love, Murray



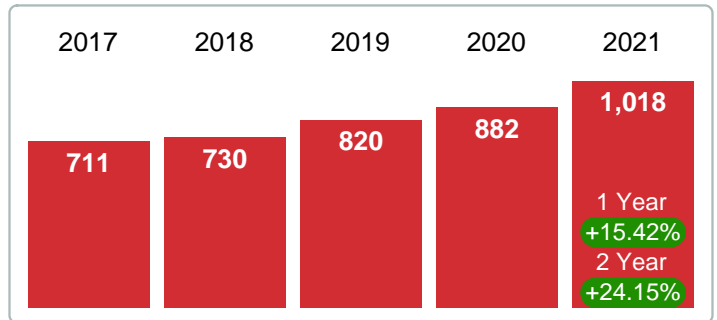
CLOSED LISTINGS

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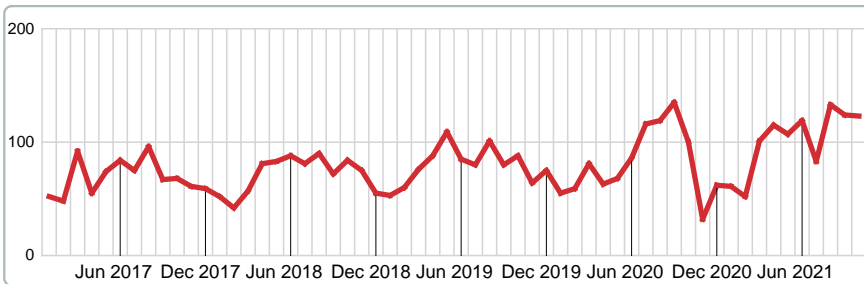
OCTOBER



YEAR TO DATE (YTD)

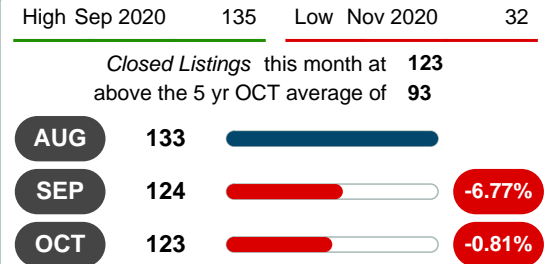


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	9.76%	247.0	11	1	0	0
\$25,001 - \$75,000	16	13.01%	11.0	14	2	0	0
\$75,001 - \$125,000	18	14.63%	7.5	7	10	1	0
\$125,001 - \$200,000	21	17.07%	5.0	5	13	3	0
\$200,001 - \$300,000	29	23.58%	10.0	6	16	7	0
\$300,001 - \$375,000	9	7.32%	7.0	1	5	2	1
\$375,001 and up	18	14.63%	18.0	7	5	4	2
Total Closed Units	123			51	52	17	3
Total Closed Volume	27,273,100	100%	10.0	10.55M	10.75M	4.78M	1.20M
Median Closed Price	\$185,500			\$85,000	\$200,500	\$267,000	\$438,250

October 2021



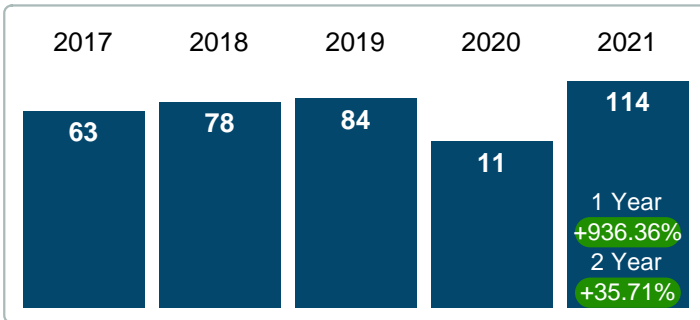
Area Delimited by Counties Carter, Love, Murray



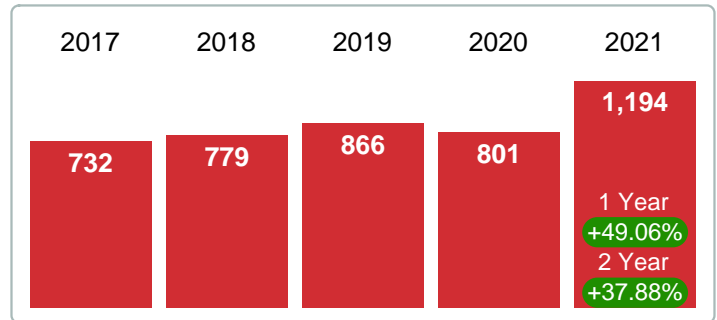
PENDING LISTINGS

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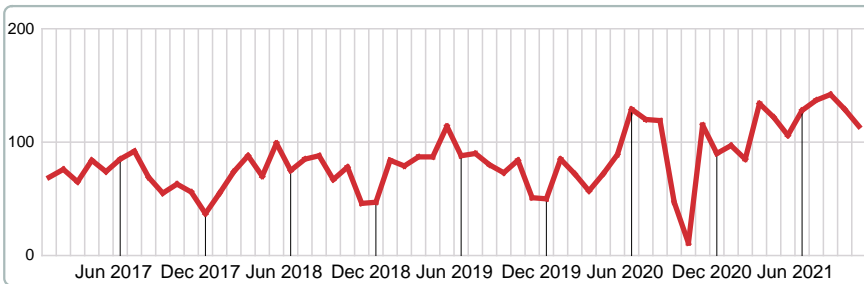
OCTOBER



YEAR TO DATE (YTD)

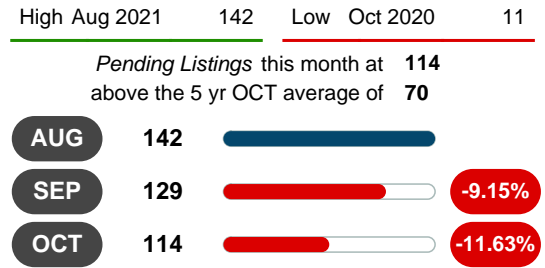


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.89%	334.0	9	0	0	0
\$25,001 - \$75,000	12	10.53%	16.5	8	3	0	1
\$75,001 - \$125,000	22	19.30%	10.0	11	11	0	0
\$125,001 - \$225,000	25	21.93%	18.0	5	18	2	0
\$225,001 - \$300,000	22	19.30%	53.5	5	9	8	0
\$300,001 - \$425,000	11	9.65%	36.0	4	2	4	1
\$425,001 and up	13	11.40%	51.0	4	5	3	1
Total Pending Units	114			46	48	17	3
Total Pending Volume	29,240,150	100%	29.0	10.88M	10.25M	6.87M	1.24M
Median Listing Price	\$187,500			\$114,950	\$184,500	\$299,000	\$324,900

October 2021



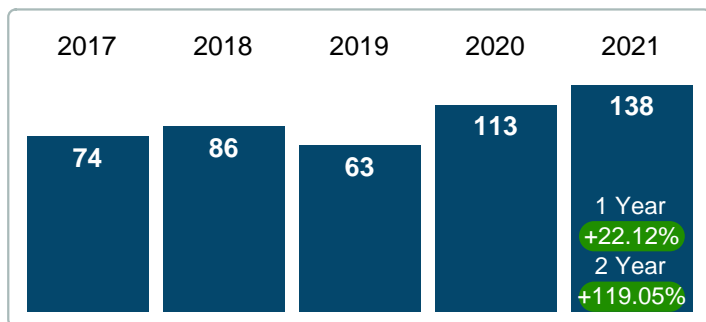
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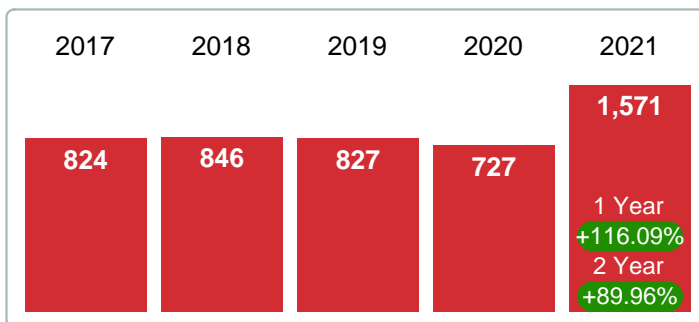
NEW LISTINGS

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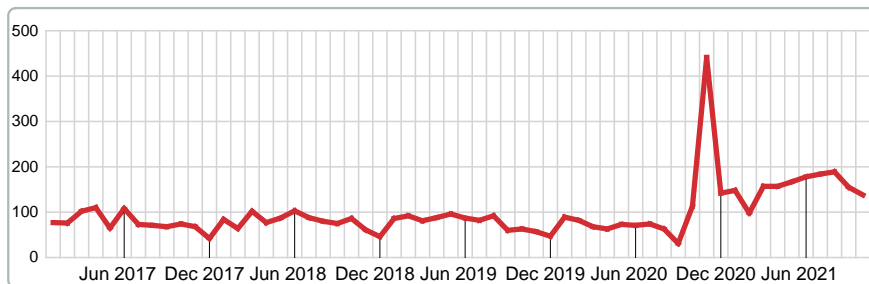
OCTOBER



YEAR TO DATE (YTD)

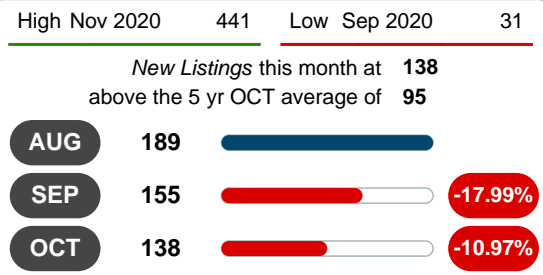


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 95



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
Median New Listed Listing Price	\$169,000		\$124,500	\$169,000	\$274,500	\$394,000

October 2021



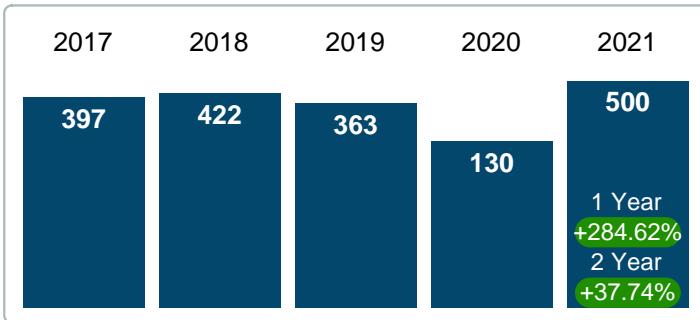
Area Delimited by Counties Carter, Love, Murray



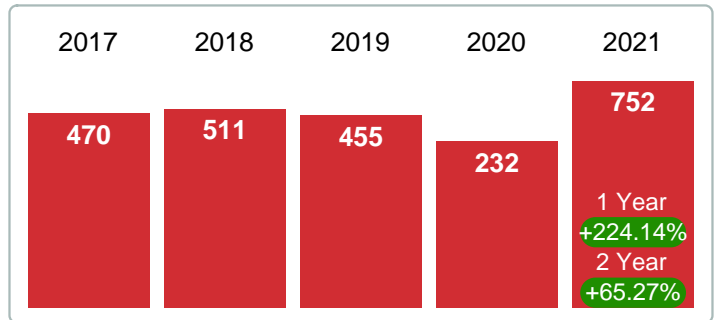
ACTIVE INVENTORY

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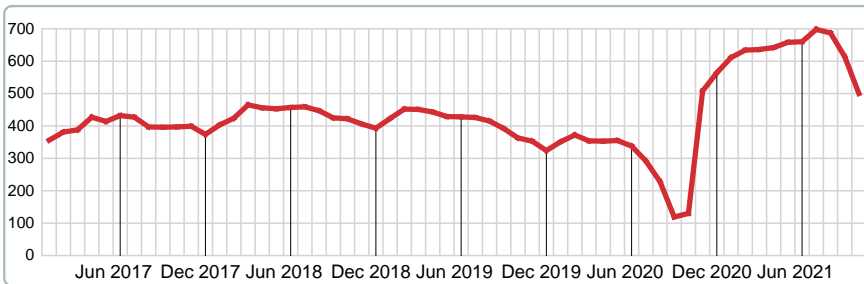
END OF OCTOBER



ACTIVE DURING OCTOBER

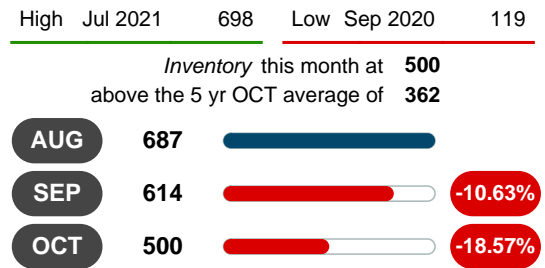


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 362



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	51	10.20%	336.0	49	2	0	0
\$25,001 - \$25,000	0	0.00%	336.0	0	0	0	0
\$25,001 - \$100,000	131	26.20%	80.0	102	25	2	2
\$100,001 - \$225,000	123	24.60%	53.0	49	63	9	2
\$225,001 - \$400,000	83	16.60%	98.0	46	21	12	4
\$400,001 - \$850,000	62	12.40%	90.5	33	16	9	4
\$850,001 and up	50	10.00%	140.0	31	6	5	8
Total Active Inventory by Units			500	310	133	37	20
Total Active Inventory by Volume			181,197,944	109.58M	34.11M	22.60M	14.91M
Median Active Inventory Listing Price			\$155,500	\$111,500	\$169,500	\$314,900	\$614,000

October 2021



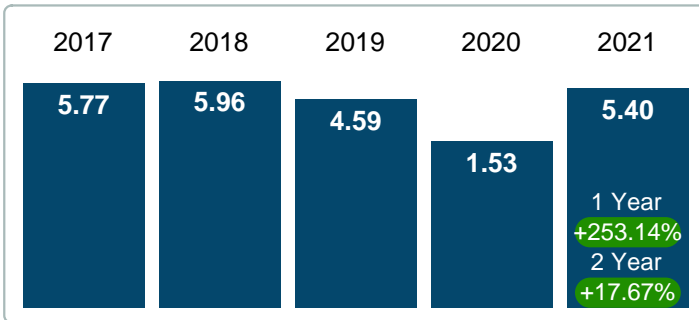
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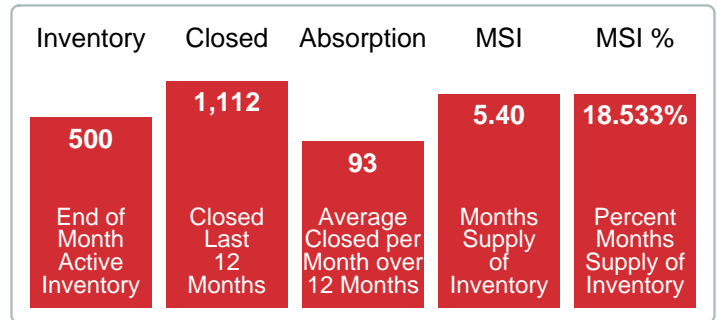
MONTHS SUPPLY of INVENTORY (MSI)

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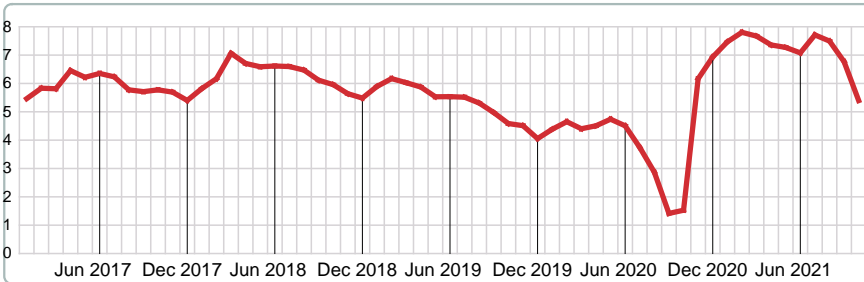
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

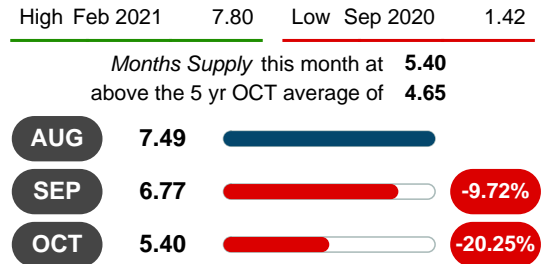


5 YEAR MARKET ACTIVITY TRENDS



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

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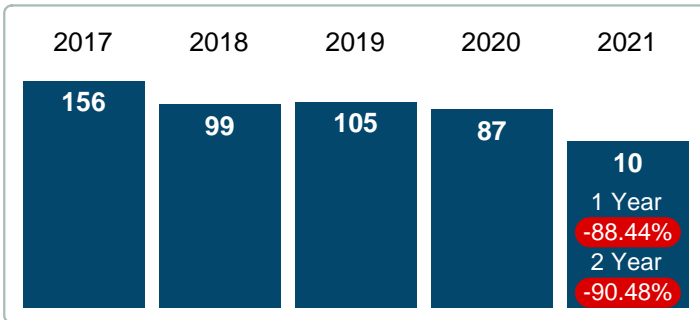
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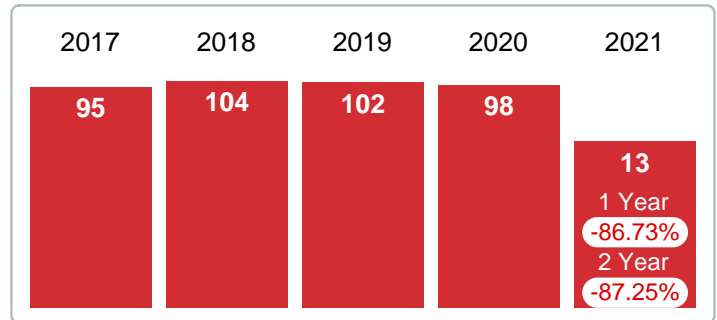
MEDIAN DAYS ON MARKET TO SALE

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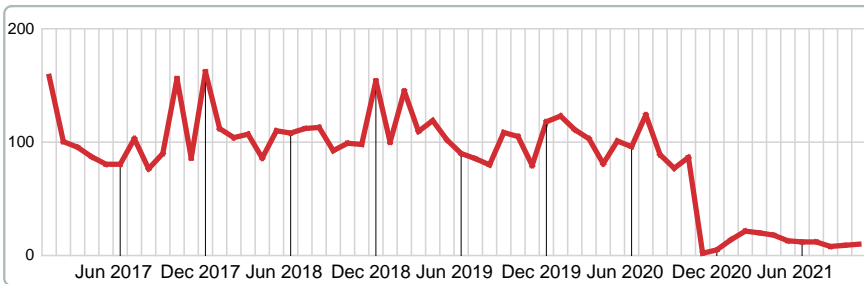
OCTOBER



YEAR TO DATE (YTD)

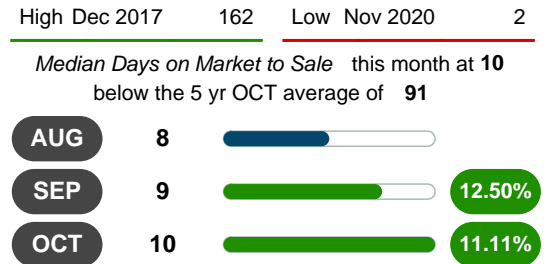


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 91



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
\$25,000 and less	9.76%	247	214	318	0	0
\$25,001 - \$75,000	13.01%	11	11	41	0	0
\$75,001 - \$125,000	14.63%	8	8	4	10	0
\$125,001 - \$200,000	17.07%	5	9	3	7	0
\$200,001 - \$300,000	23.58%	10	49	4	11	0
\$300,001 - \$375,000	7.32%	7	129	6	10	63
\$375,001 and up	14.63%	18	19	8	18	51
Median Closed DOM		10	34	5	11	63
Total Closed Units	100%	123	51	52	17	3
Total Closed Volume		27,273,100	10.55M	10.75M	4.78M	1.20M

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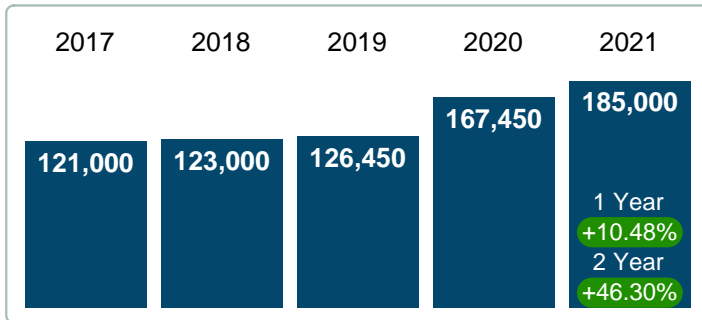
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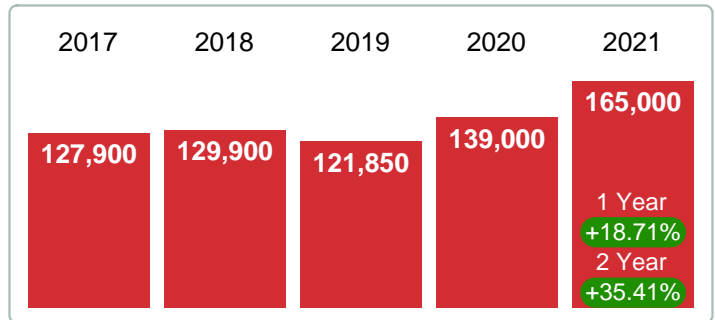
MEDIAN LIST PRICE AT CLOSING

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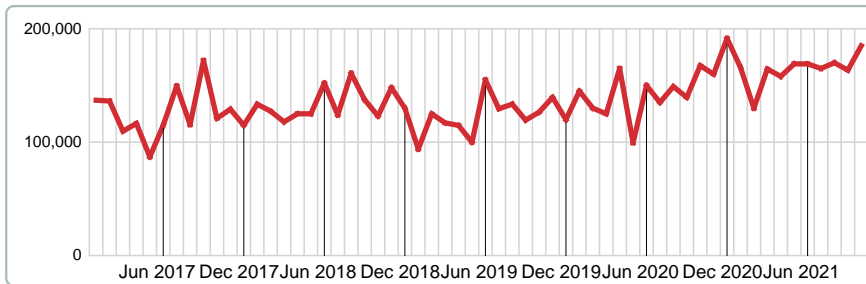
OCTOBER



YEAR TO DATE (YTD)

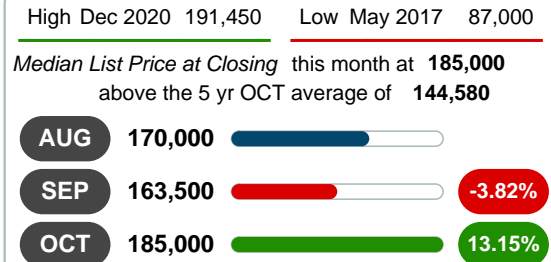


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 144,580



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
\$25,000 and less	12	9.76%	17,000	17,000	20,000	0	0
\$25,001 - \$75,000	12	9.76%	56,000	56,000	47,000	0	0
\$75,001 - \$125,000	22	17.89%	99,950	105,000	99,450	0	0
\$125,001 - \$200,000	23	18.70%	167,000	159,450	169,500	135,000	0
\$200,001 - \$300,000	28	22.76%	245,000	225,000	243,975	271,500	0
\$300,001 - \$375,000	6	4.88%	352,500	350,000	353,500	344,900	355,000
\$375,001 and up	20	16.26%	414,500	550,000	397,500	414,500	449,950
Median List Price			185,000	95,000	199,450	274,000	449,900
Total Closed Units		100%	185,000	51	52	17	3
Total Closed Volume			27,966,825	10.97M	10.93M	4.81M	1.25M

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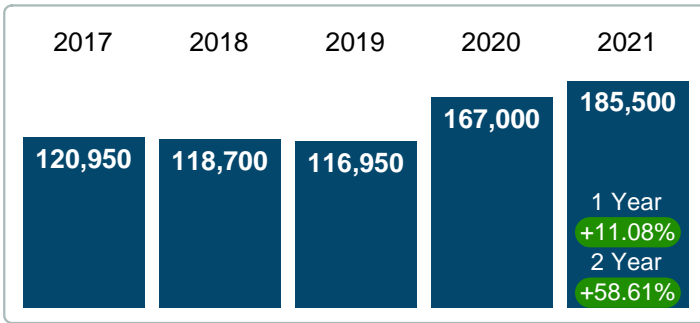
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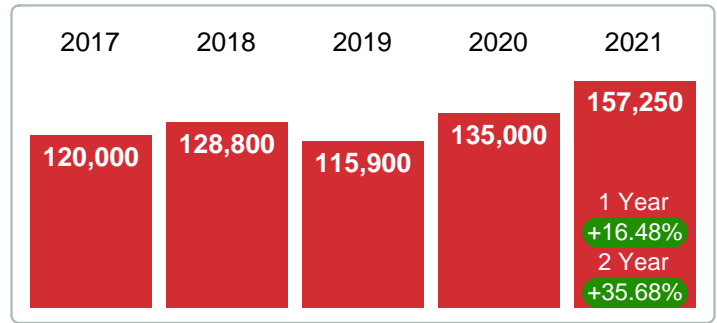
MEDIAN SOLD PRICE AT CLOSING

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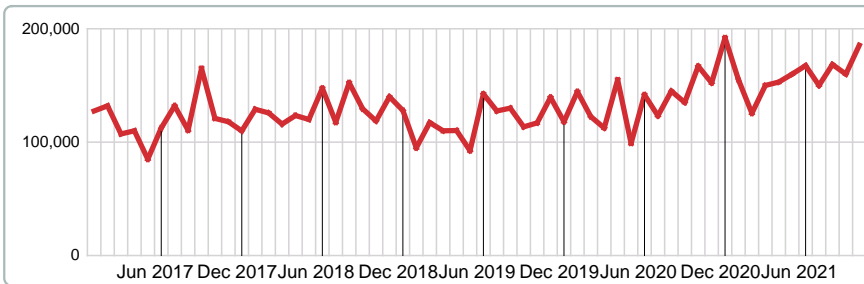
OCTOBER



YEAR TO DATE (YTD)

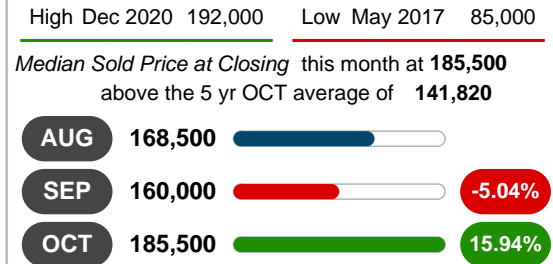


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 141,820



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
\$25,000 and less	9.76%	16,500	16,500	20,000	0	0
\$25,001 - \$75,000	13.01%	52,500	55,250	40,000	0	0
\$75,001 - \$125,000	14.63%	105,550	110,000	98,000	125,000	0
\$125,001 - \$200,000	17.07%	160,000	155,000	165,000	135,000	0
\$200,001 - \$300,000	23.58%	241,500	242,500	236,500	259,000	0
\$300,001 - \$375,000	7.32%	325,000	335,000	309,000	342,450	320,000
\$375,001 and up	14.63%	431,625	570,000	385,000	417,500	439,125
Median Sold Price		185,500	85,000	200,500	267,000	438,250
Total Closed Units	100%	185,500	51	52	17	3
Total Closed Volume		27,273,100	10.55M	10.75M	4.78M	1.20M

October 2021



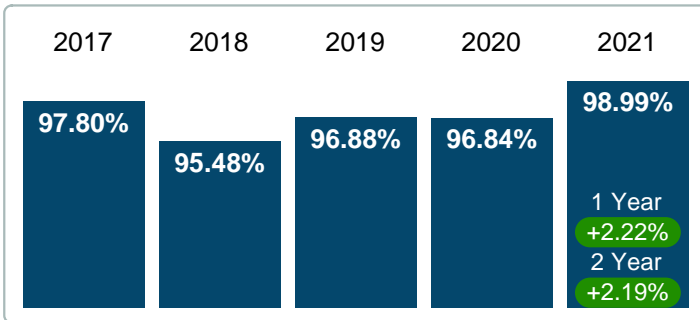
Area Delimited by Counties Carter, Love, Murray



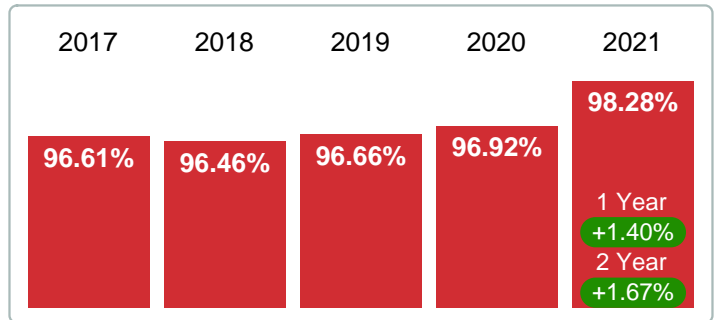
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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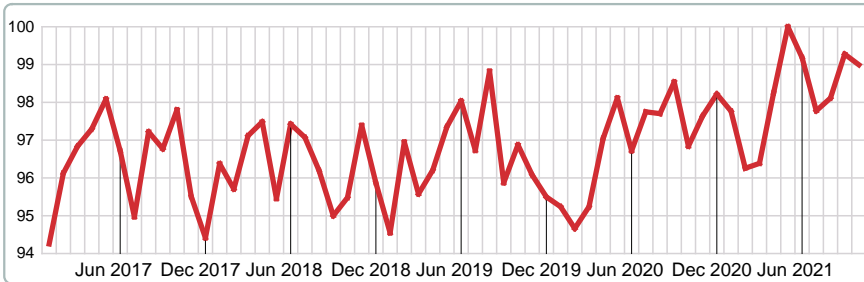
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

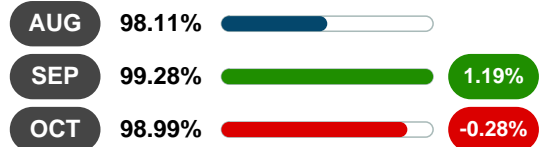


3 MONTHS

5 year OCT AVG = 97.20%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **98.99%**
above the 5 yr OCT average of **97.20%**



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
\$25,000 and less	12	9.76%	97.06%	97.06%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	16	13.01%	89.57%	91.37%	85.23%	0.00%	0.00%
\$75,001 - \$125,000	18	14.63%	98.39%	100.00%	98.39%	92.66%	0.00%
\$125,001 - \$200,000	21	17.07%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$300,000	29	23.58%	100.00%	96.18%	100.00%	100.00%	0.00%
\$300,001 - \$375,000	9	7.32%	100.00%	84.38%	100.00%	99.26%	90.14%
\$375,001 and up	18	14.63%	98.83%	100.00%	98.17%	100.00%	97.59%
Median Sold/List Ratio		98.99%		97.06%	100.00%	100.00%	97.39%
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



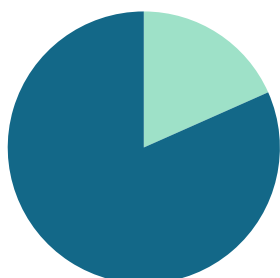
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

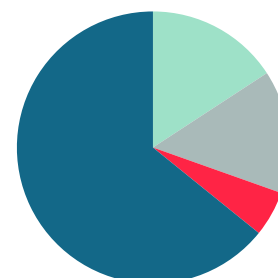


Inventory
 New Listings
138 = 18.35%
 Start Inventory
614
 Total Inventory Units
752
 Volume
\$244,147,794

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%
Median List Price	167,450	185,000	10.48%	139,000	165,000	18.71%
Median Sale Price	167,000	185,500	11.08%	135,000	157,250	16.48%
Median Percent of Selling Price to List Price	96.84%	98.99%	2.22%	96.92%	98.28%	1.40%
Median Days on Market to Sale	86.50	10.00	-88.44%	98.00	13.00	-86.73%
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

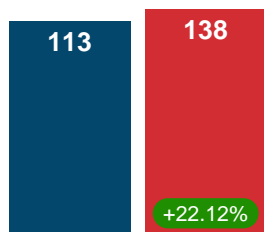
Inventory on October 31, 2021 = **500**

2020 **2021**

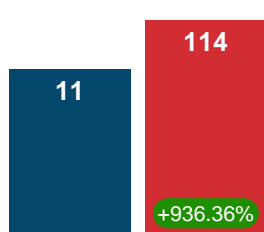
OCTOBER MARKET

MEDIAN PRICES

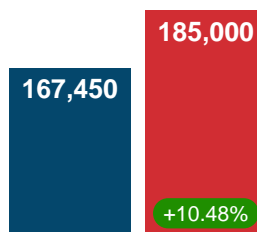
New Listings



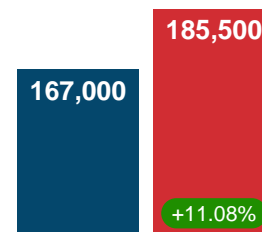
Pending Listings



List Price



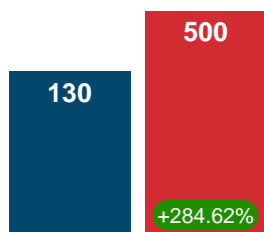
Sale Price



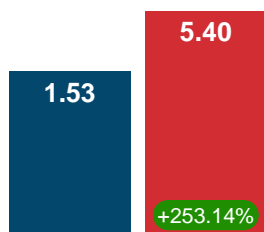
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

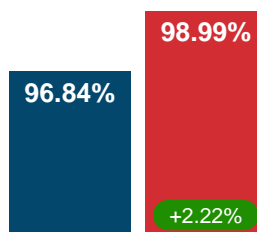
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

