



# September 2021

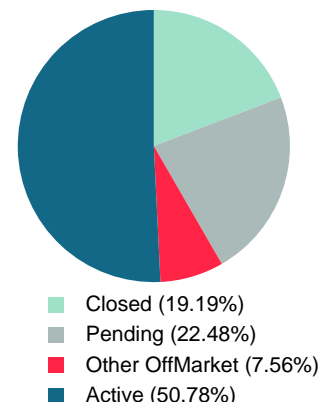
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	87	99	13.79%
Pending Listings	113	116	2.65%
New Listings	137	131	-4.38%
Median List Price	138,900	172,500	24.19%
Median Sale Price	138,900	167,400	20.52%
Median Percent of Selling Price to List Price	97.29%	100.00%	2.79%
Median Days on Market to Sale	13.00	9.00	-30.77%
End of Month Inventory	405	262	-35.31%
Months Supply of Inventory	5.00	2.66	-46.89%



**Absorption:** Last 12 months, an Average of **99** Sales/Month  
**Active Inventory** as of September 30, 2021 = **262**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 decreased **35.31%** to 262 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **2.66** 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 **20.52%** in September 2021 to \$167,400 versus the previous year at \$138,900.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 4.00 days or **30.77%** in September 2021 compared to last year's same month at **13.00** DOM.

#### Sales Success for September 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 131 New Listings in September 2021, down **4.38%** from last year at 137. Furthermore, there were 99 Closed Listings this month versus last year at 87, a **13.79%** increase.

Closed versus Listed trends yielded a **75.6%** ratio, up from previous year's, September 2020, at **63.5%**, a **19.01%** upswing. This will certainly create pressure on a decreasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



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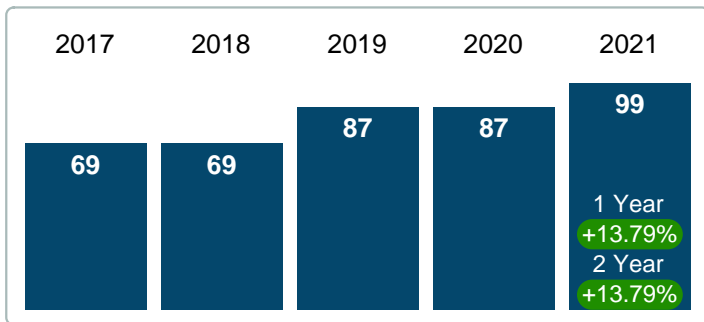
Area Delimited by County Of Creek



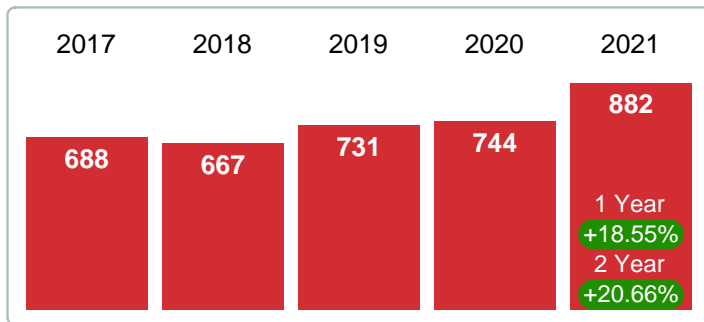
## CLOSED LISTINGS

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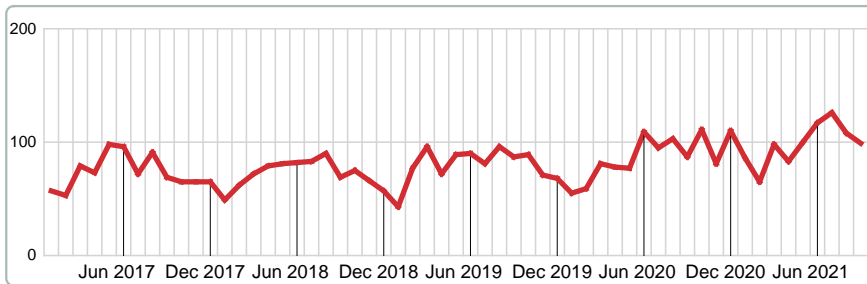
### SEPTEMBER



### YEAR TO DATE (YTD)

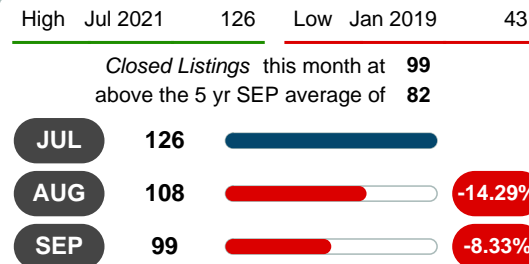


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 82



### 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	8	8.08%	5.5	6	2	0	0
\$50,001 - \$100,000	10	10.10%	17.5	4	6	0	0
\$100,001 - \$125,000	5	5.05%	20.0	1	3	1	0
\$125,001 - \$175,000	33	33.33%	5.0	5	28	0	0
\$175,001 - \$250,000	20	20.20%	6.5	0	14	6	0
\$250,001 - \$450,000	13	13.13%	9.0	3	5	5	0
\$450,001 and up	10	10.10%	17.5	1	1	4	4
<b>Total Closed Units</b>	<b>99</b>			<b>20</b>	<b>59</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>20,309,274</b>	<b>100%</b>	<b>9.0</b>	<b>3.03M</b>	<b>10.06M</b>	<b>4.85M</b>	<b>2.37M</b>
<b>Median Closed Price</b>	<b>\$167,400</b>			<b>\$99,250</b>	<b>\$165,000</b>	<b>\$261,500</b>	<b>\$594,950</b>



# September 2021

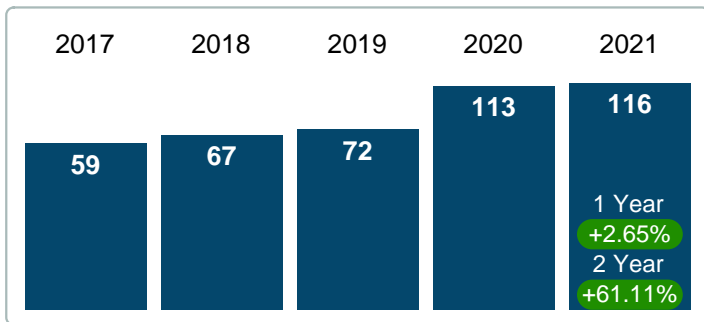
Area Delimited by County Of Creek



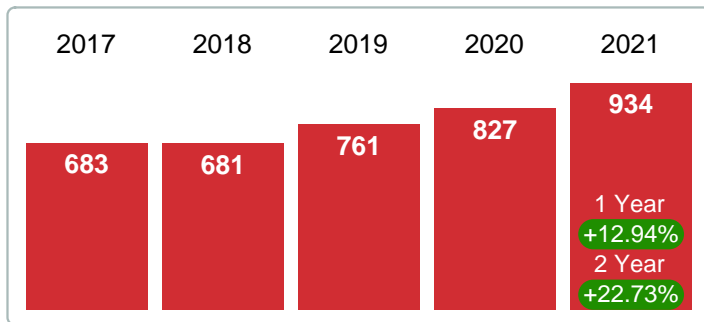
## PENDING LISTINGS

Report produced on Oct 12, 2021 for MLS Technology Inc.

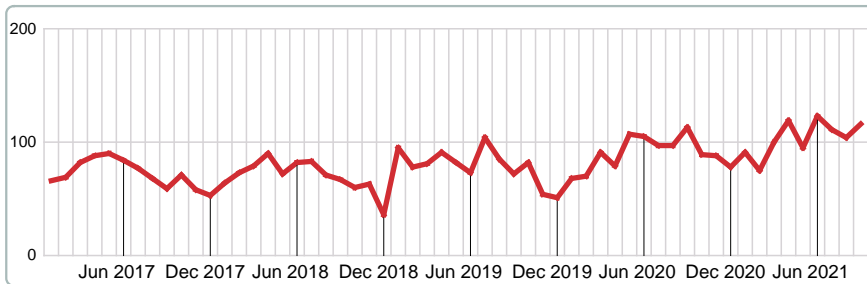
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 85

High Jun 2021 123 Low Dec 2018 36

Pending Listings this month at 116  
above the 5 yr SEP average of 85



### 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	11	9.48%	89.0	8	1	2	0
\$50,001 - \$100,000	15	12.93%	10.0	10	4	1	0
\$100,001 - \$125,000	8	6.90%	7.0	5	3	0	0
\$125,001 - \$225,000	38	32.76%	12.5	7	30	1	0
\$225,001 - \$275,000	14	12.07%	13.5	0	6	8	0
\$275,001 - \$375,000	16	13.79%	22.5	4	10	2	0
\$375,001 and up	14	12.07%	31.5	4	3	5	2
<b>Total Pending Units</b>	<b>116</b>			<b>38</b>	<b>57</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>24,644,674</b>	<b>100%</b>	<b>16.0</b>	<b>5.70M</b>	<b>11.97M</b>	<b>5.85M</b>	<b>1.12M</b>
<b>Median Listing Price</b>	<b>\$192,450</b>			<b>\$103,250</b>	<b>\$200,000</b>	<b>\$269,500</b>	<b>\$559,500</b>



# September 2021

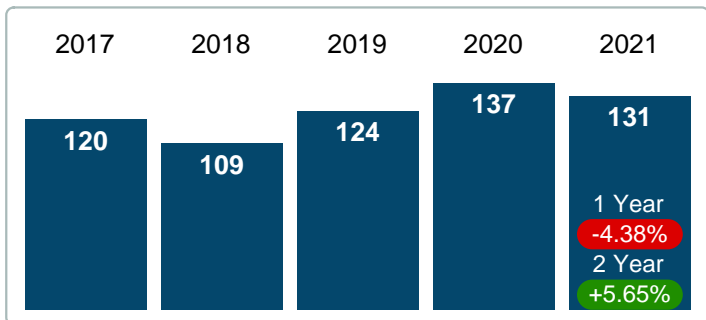
Area Delimited by County Of Creek



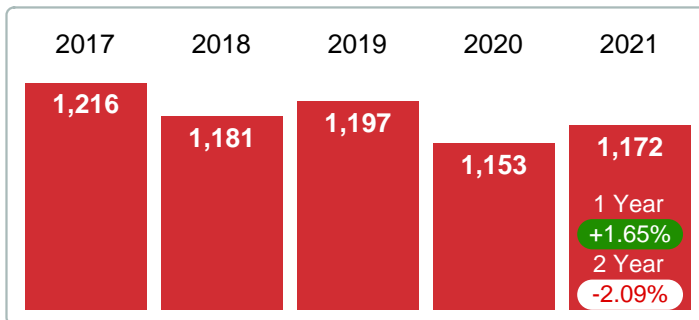
## NEW LISTINGS

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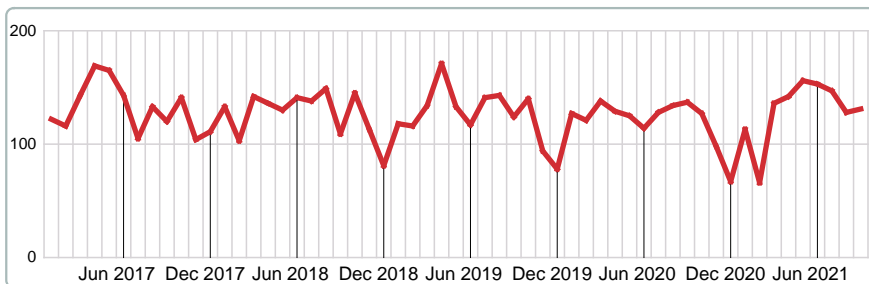
### SEPTEMBER



### YEAR TO DATE (YTD)

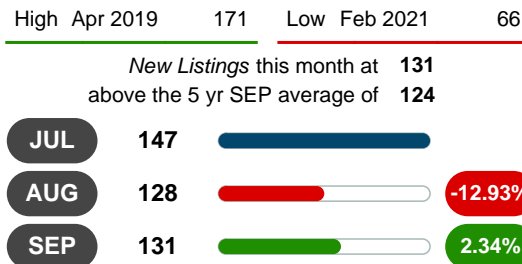


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 124



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.58%	4	1	1	0
\$25,001 - \$75,000	21	16.03%	20	0	1	0
\$75,001 - \$100,000	15	11.45%	12	1	2	0
\$100,001 - \$175,000	31	23.66%	15	13	3	0
\$175,001 - \$250,000	29	22.14%	9	16	4	0
\$250,001 - \$375,000	16	12.21%	5	4	7	0
\$375,001 and up	13	9.92%	2	3	7	1
<b>Total New Listed Units</b>	<b>131</b>		<b>67</b>	<b>38</b>	<b>25</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>29,392,586</b>	<b>100%</b>	<b>8.24M</b>	<b>10.14M</b>	<b>10.43M</b>	<b>579.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$159,000</b>		<b>\$88,500</b>	<b>\$189,900</b>	<b>\$267,900</b>	<b>\$579,000</b>



# September 2021

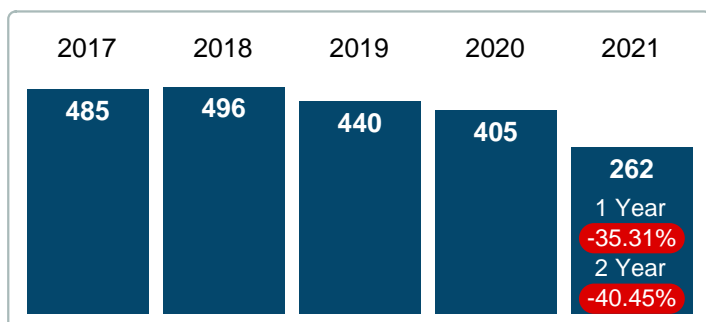
Area Delimited by County Of Creek



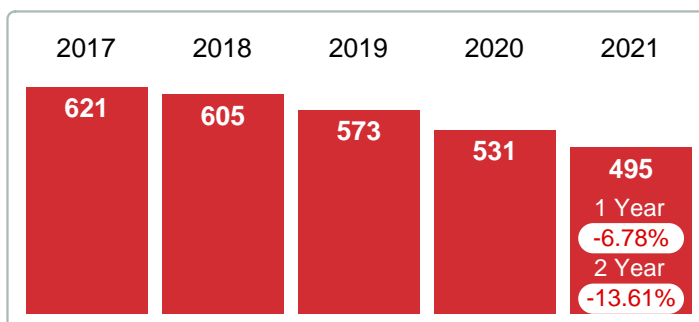
## ACTIVE INVENTORY

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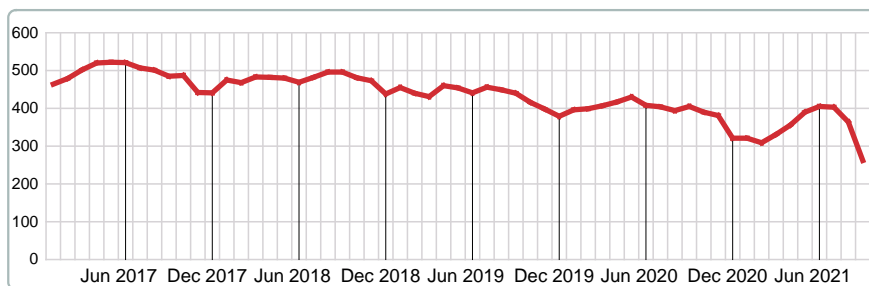
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

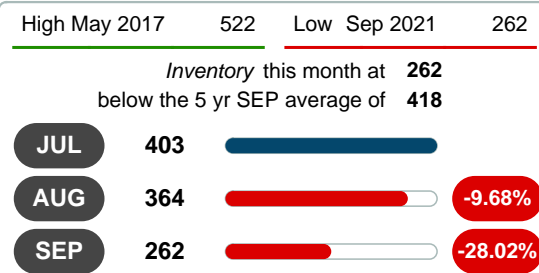


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 418



### 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	14	5.34%	45.5	12	1	1	0
\$25,001 - \$75,000	45	17.18%	63.0	43	2	0	0
\$75,001 - \$125,000	39	14.89%	52.0	29	8	2	0
\$125,001 - \$175,000	46	17.56%	55.0	26	16	4	0
\$175,001 - \$275,000	54	20.61%	50.0	25	17	12	0
\$275,001 - \$625,000	37	14.12%	64.0	14	7	10	6
\$625,001 and up	27	10.31%	72.0	9	6	8	4
Total Active Inventory by Units		262		158	57	37	10
Total Active Inventory by Volume		79,338,571	100%	33.58M	18.97M	17.77M	9.02M
Median Active Inventory Listing Price		\$159,950		\$122,450	\$195,000	\$275,000	\$544,500



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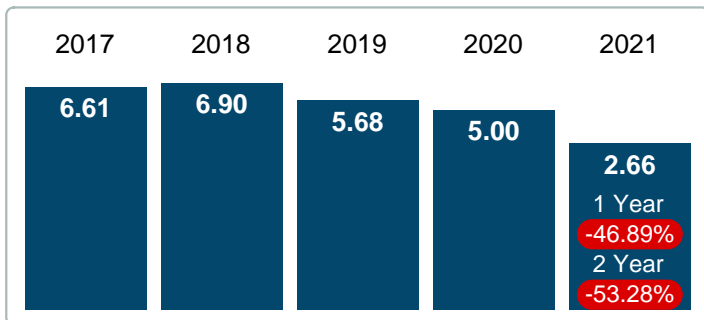
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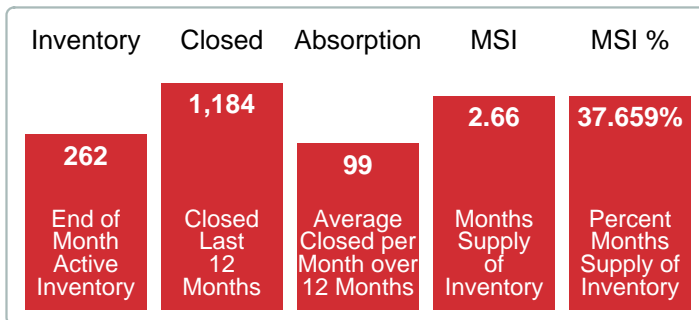
## MONTHS SUPPLY of INVENTORY (MSI)

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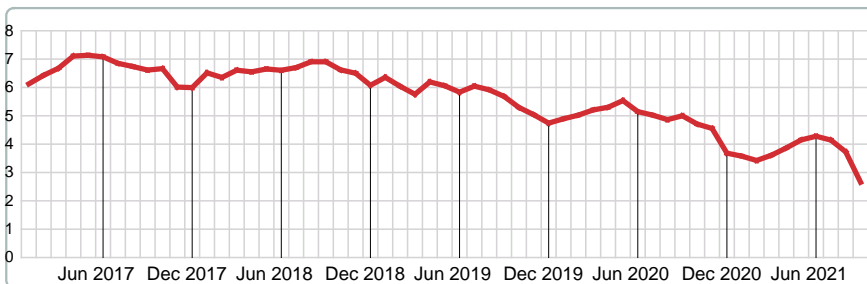
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 5.37

High May 2017 7.13 Low Sep 2021 2.66

Months Supply this month at 2.66 below the 5 yr SEP average of 5.37



### 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	14	5.34%	2.47	3.43	0.50	6.00	0.00
\$25,001 - \$75,000	45	17.18%	3.27	4.49	0.60	0.00	0.00
\$75,001 - \$125,000	39	14.89%	2.13	4.09	0.81	2.00	0.00
\$125,001 - \$175,000	46	17.56%	1.87	7.80	0.81	2.67	0.00
\$175,001 - \$275,000	54	20.61%	2.81	10.34	1.37	2.94	0.00
\$275,001 - \$625,000	37	14.12%	2.54	8.00	1.45	1.85	2.32
\$625,001 and up	27	10.31%	10.80	15.43	9.00	19.20	4.80
Market Supply of Inventory (MSI)			2.66	5.59	1.08	2.79	2.31
Total Active Inventory by Units		100%	266	158	57	37	10



# September 2021

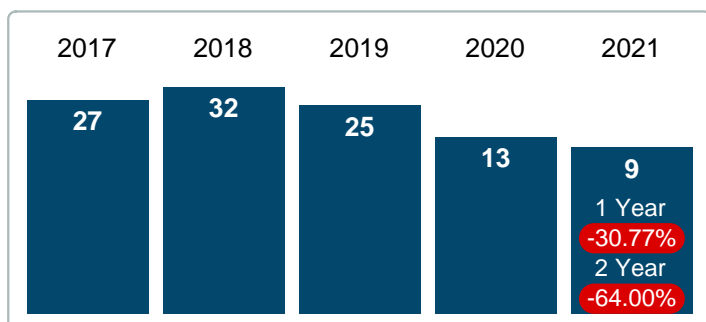
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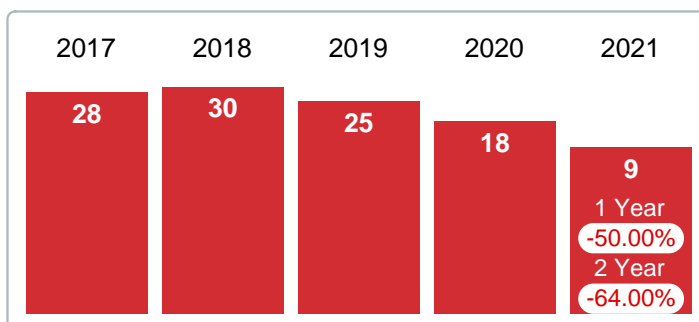
## MEDIAN DAYS ON MARKET TO SALE

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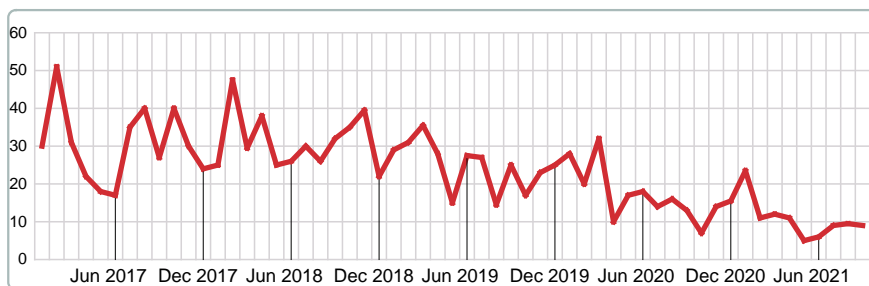
### SEPTEMBER



### YEAR TO DATE (YTD)

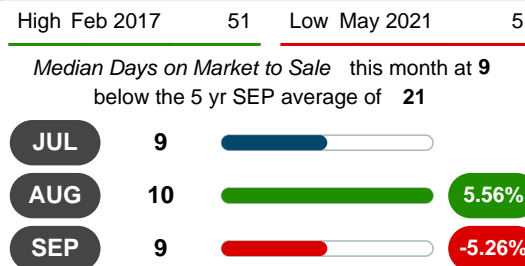


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 21



### 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	8.08%	6	14	3	0	0
\$50,001 - \$100,000	10.10%	18	12	23	0	0
\$100,001 - \$125,000	5.05%	20	20	22	10	0
\$125,001 - \$175,000	33.33%	5	1	7	0	0
\$175,001 - \$250,000	20.20%	7	0	5	12	0
\$250,001 - \$450,000	13.13%	9	14	3	10	0
\$450,001 and up	10.10%	18	173	33	11	57
Median Closed DOM		9	11	5	10	57
Total Closed Units	100%	99	20	59	16	4
Total Closed Volume		20,309,274	3.03M	10.06M	4.85M	2.37M



# September 2021

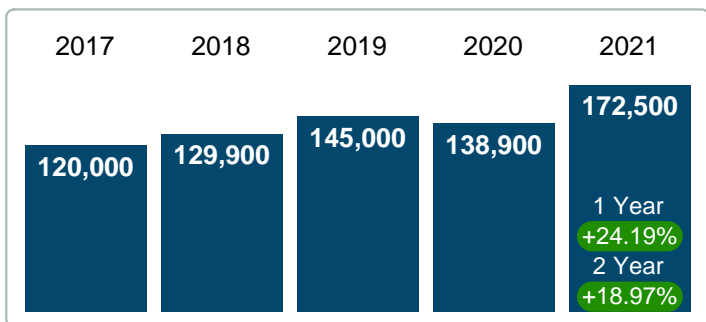
Area Delimited by County Of Creek



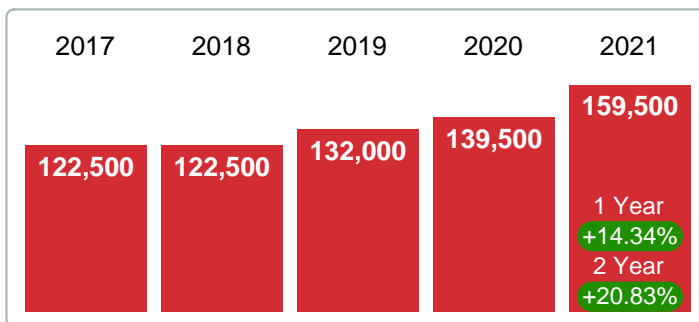
## MEDIAN LIST PRICE AT CLOSING

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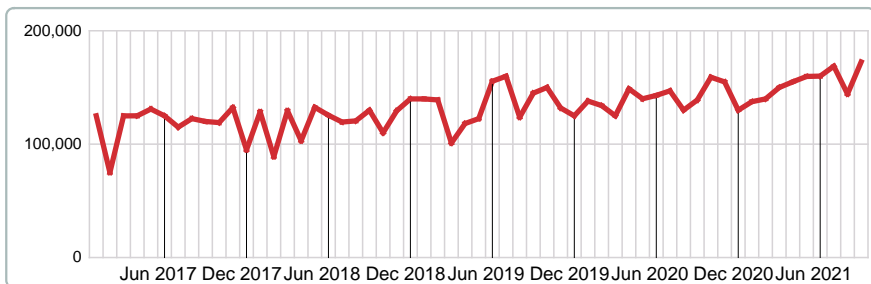
### SEPTEMBER



### YEAR TO DATE (YTD)

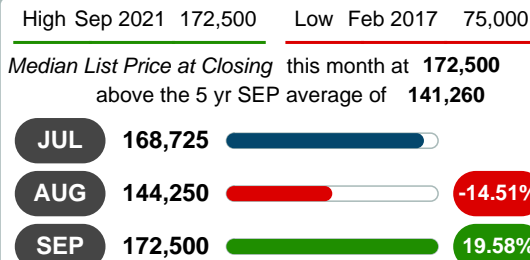


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 141,260



### 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	6	6.06%	37,500	37,500	20,600	0	0
\$50,001 - \$100,000	10	10.10%	77,050	74,100	80,000	0	0
\$100,001 - \$125,000	9	9.09%	115,000	105,000	115,000	115,000	0
\$125,001 - \$175,000	28	28.28%	147,950	142,450	151,000	0	0
\$175,001 - \$250,000	23	23.23%	209,900	0	207,400	209,900	0
\$250,001 - \$450,000	14	14.14%	294,500	400,000	279,950	275,000	0
\$450,001 and up	9	9.09%	587,000	495,000	599,000	499,900	607,450
Median List Price			172,500	105,000	165,000	265,500	607,450
Total Closed Units		100%	172,500	20	59	16	4
Total Closed Volume			20,592,300	3.10M	10.19M	4.90M	2.41M





# September 2021

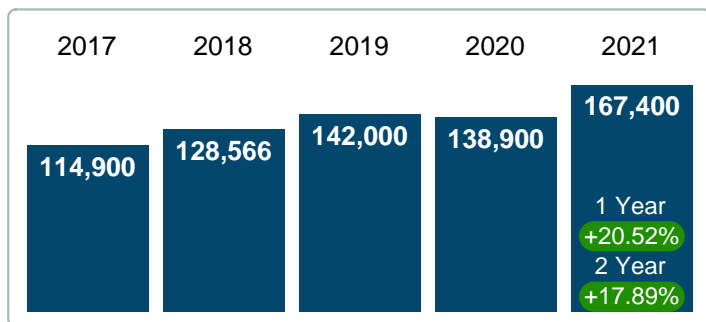
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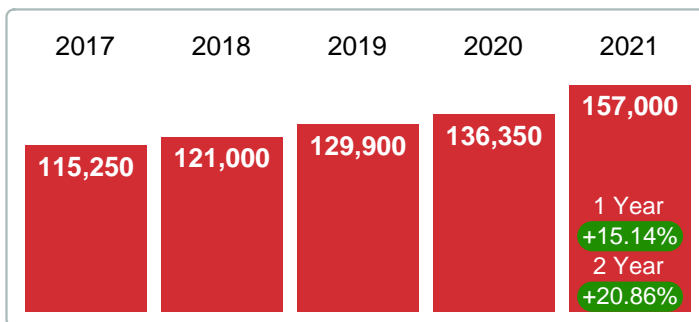
## MEDIAN SOLD PRICE AT CLOSING

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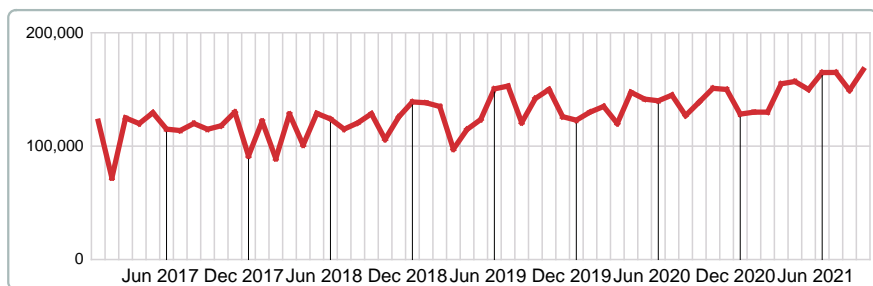
### SEPTEMBER



### YEAR TO DATE (YTD)

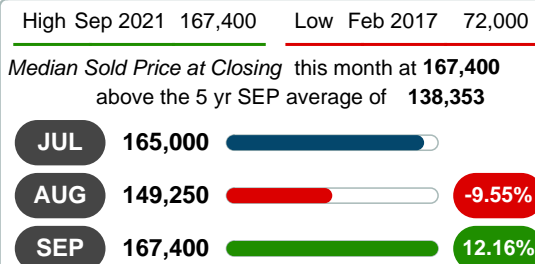


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 138,353



### 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	8.08%	37,500	42,450	20,600	0	0
\$50,001 - \$100,000	10	10.10%	85,500	85,500	84,500	0	0
\$100,001 - \$125,000	5	5.05%	107,000	107,000	105,700	120,000	0
\$125,001 - \$175,000	33	33.33%	151,900	139,900	158,000	0	0
\$175,001 - \$250,000	20	20.20%	212,450	0	212,450	215,950	0
\$250,001 - \$450,000	13	13.13%	280,000	395,000	266,384	275,000	0
\$450,001 and up	10	10.10%	510,000	495,000	525,000	480,000	594,950
Median Sold Price			167,400	99,250	165,000	261,500	594,950
Total Closed Units		100%	167,400	20	59	16	4
Total Closed Volume			20,309,274	3.03M	10.06M	4.85M	2.37M



# September 2021

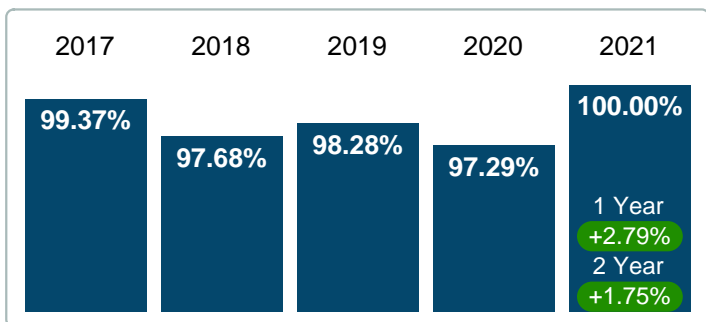
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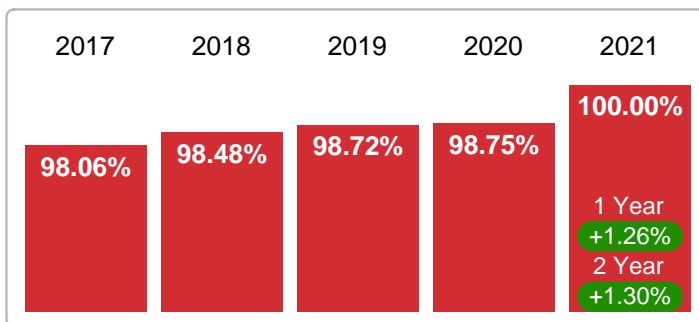
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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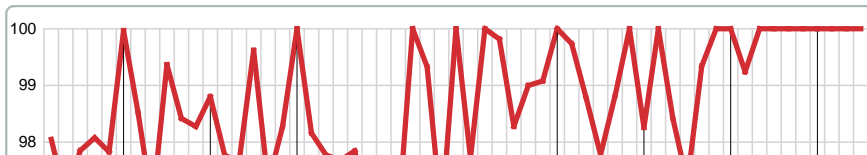
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 98.52%

High Sep 2021 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.52%**

JUL 100.00%  
AUG 100.00%  
SEP 100.00%

0.00%  
0.00%

### 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	8	8.08%	98.08%	91.70%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	10	10.10%	100.00%	96.29%	100.51%	0.00%	0.00%
\$100,001 - \$125,000	5	5.05%	100.00%	101.90%	98.57%	104.35%	0.00%
\$125,001 - \$175,000	33	33.33%	101.29%	100.00%	102.03%	0.00%	0.00%
\$175,001 - \$250,000	20	20.20%	100.00%	0.00%	100.02%	99.35%	0.00%
\$250,001 - \$450,000	13	13.13%	99.78%	98.75%	100.00%	99.61%	0.00%
\$450,001 and up	10	10.10%	98.66%	100.00%	87.65%	98.76%	98.66%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.70%	98.66%
Total Closed Units		99	100%	20	59	16	4
Total Closed Volume		20,309,274		3.03M	10.06M	4.85M	2.37M



# September 2021

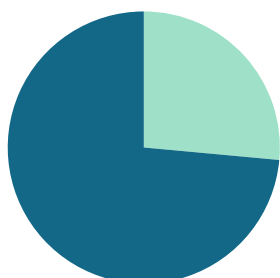
Area Delimited by County Of Creek



## MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

### INVENTORY

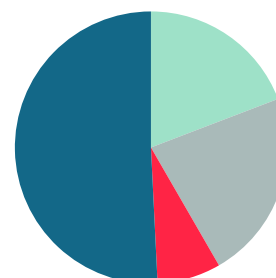


**Inventory**  
 New Listings  
**131 = 26.46%**  
 Start Inventory  
**364**  
 Total Inventory Units  
**495**  
 Volume  
**\$135,580,850**

### Market Activity

Closed Sales  
**99 = 19.19%**  
 Pending Sales  
**116 = 22.48%**  
 Other Off Market  
**39 = 7.56%**  
 Active Inventory  
**262 = 50.78%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	87	99	13.79%	744	882	18.55%
Pending Sales	113	116	2.65%	827	934	12.94%
New Listings	137	131	-4.38%	1,153	1,172	1.65%
Median List Price	138,900	172,500	24.19%	139,500	159,500	14.34%
Median Sale Price	138,900	167,400	20.52%	136,350	157,000	15.14%
Median Percent of Selling Price to List Price	97.29%	100.00%	2.79%	98.75%	100.00%	1.26%
Median Days on Market to Sale	13.00	9.00	-30.77%	18.00	9.00	-50.00%
Monthly Inventory	405	262	-35.31%	405	262	-35.31%
Months Supply of Inventory	5.00	2.66	-46.89%	5.00	2.66	-46.89%

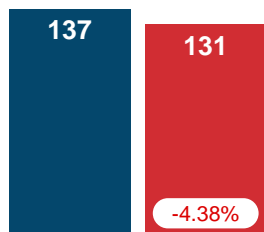
**Absorption:** Last 12 months, an Average of **99** Sales/Month

**Inventory** on September 30, 2021 = **262** 2020 2021

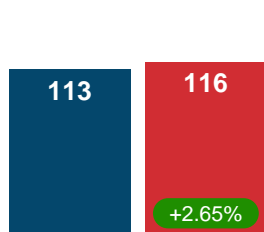
### SEPTEMBER MARKET

### MEDIAN PRICES

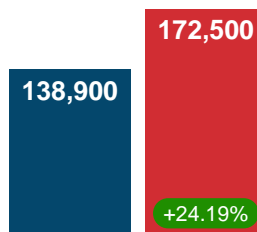
#### New Listings



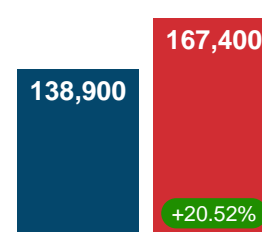
#### Pending Listings



#### List Price



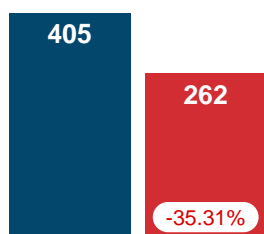
#### Sale Price



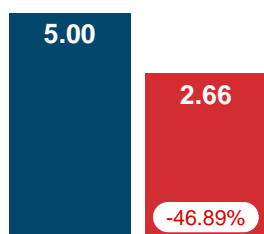
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

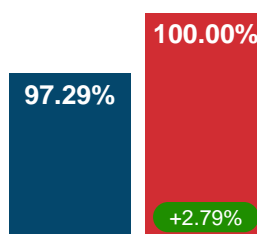
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

