



# September 2021

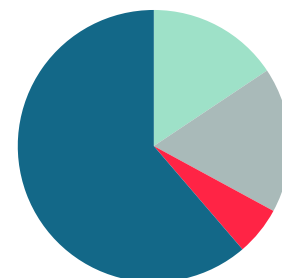
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	135	124	-8.15%
Pending Listings	47	137	191.49%
New Listings	31	155	400.00%
Average List Price	175,417	192,256	9.60%
Average Sale Price	167,817	183,029	9.06%
Average Percent of Selling Price to List Price	95.19%	95.55%	0.37%
Average Days on Market to Sale	166.45	34.54	-79.25%
End of Month Inventory	119	486	308.40%
Months Supply of Inventory	1.42	5.35	278.05%



■ Closed (15.64%)  
■ Pending (17.28%)  
■ Other OffMarket (5.80%)  
■ Active (61.29%)

**Absorption:** Last 12 months, an Average of **91** Sales/Month  
**Active Inventory** as of September 30, 2021 = **486**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **308.40%** to 486 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **5.35** 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 **9.06%** in September 2021 to \$183,029 versus the previous year at \$167,817.

#### Average Days on Market Shortens

The average number of **34.54** days that homes spent on the market before selling decreased by 131.91 days or **79.25%** in September 2021 compared to last year's same month at **166.45** DOM.

#### Sales Success for September 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 155 New Listings in September 2021, up **400.00%** from last year at 31. Furthermore, there were 124 Closed Listings this month versus last year at 135, a **-8.15%** decrease.

Closed versus Listed trends yielded a **80.0%** ratio, down from previous year's, September 2020, at **435.5%**, a **81.63%** 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



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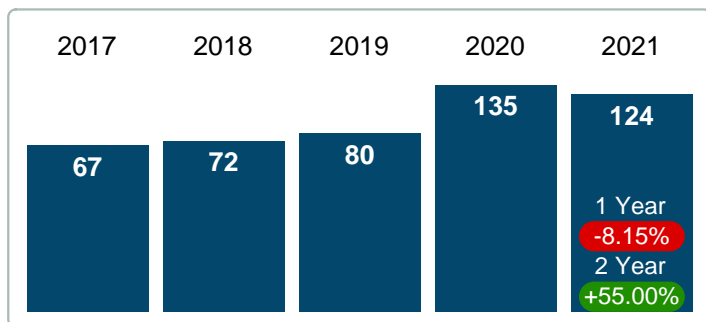
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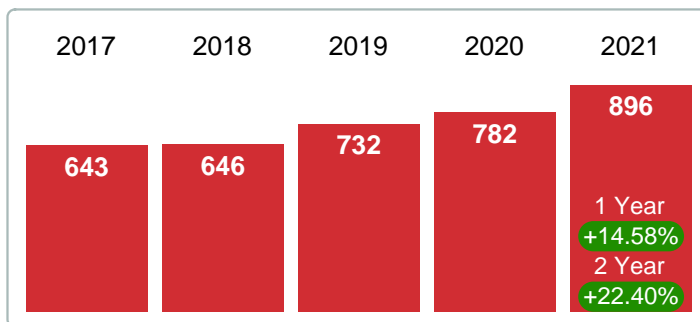
## CLOSED LISTINGS

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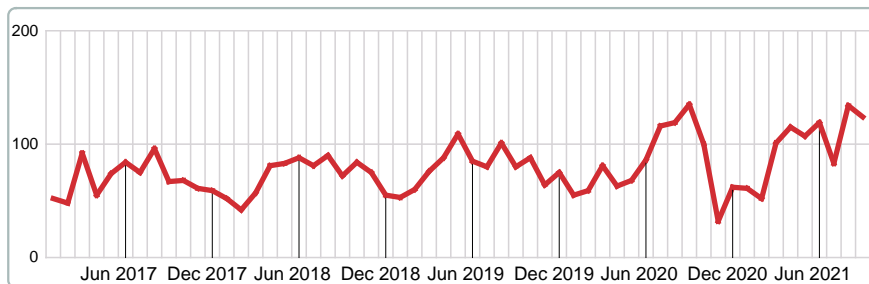
### SEPTEMBER



### YEAR TO DATE (YTD)

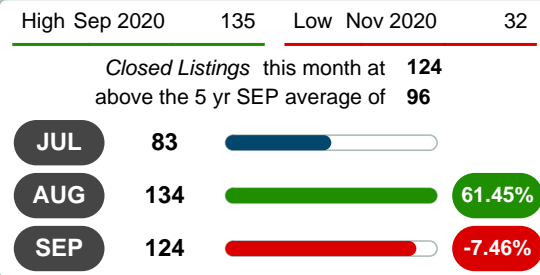


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 96



### 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	8	6.45%	70.0	7	1	0	0
\$25,001 - \$75,000	17	13.71%	78.8	11	5	0	1
\$75,001 - \$125,000	24	19.35%	14.6	10	13	1	0
\$125,001 - \$175,000	20	16.13%	44.7	4	12	3	1
\$175,001 - \$225,000	18	14.52%	14.8	1	14	3	0
\$225,001 - \$325,000	21	16.94%	15.4	0	14	6	1
\$325,001 and up	16	12.90%	34.3	4	5	6	1
<b>Total Closed Units</b>	<b>124</b>			<b>37</b>	<b>64</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>22,695,640</b>	<b>100%</b>	<b>34.5</b>	<b>4.50M</b>	<b>11.70M</b>	<b>5.45M</b>	<b>1.05M</b>
<b>Average Closed Price</b>	<b>\$183,029</b>			<b>\$121,533</b>	<b>\$182,810</b>	<b>\$287,003</b>	<b>\$261,500</b>

# September 2021



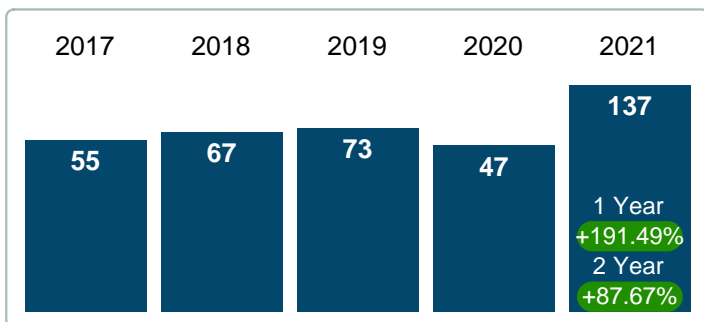
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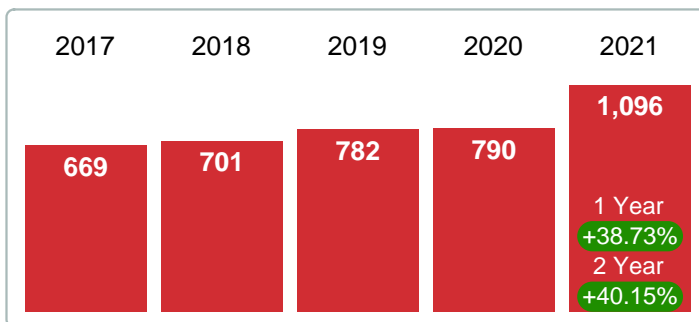
## PENDING LISTINGS

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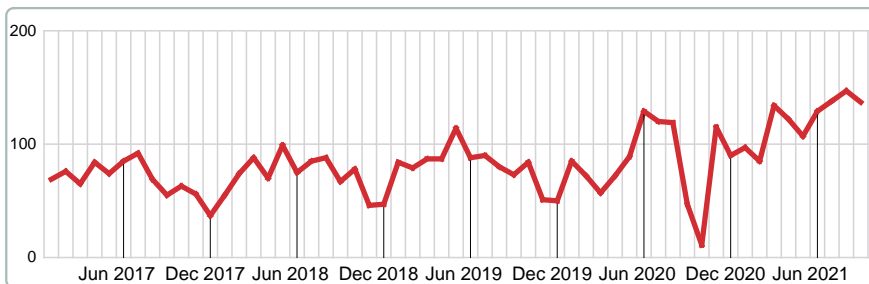
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

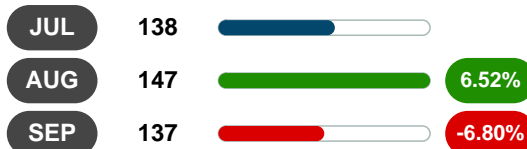


### 3 MONTHS

5 year SEP AVG = 76

High Aug 2021 147 Low Oct 2020 11

Pending Listings this month at 137  
above the 5 yr SEP average of 76



### 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	6.57%	167.2	8	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	41	29.93%	74.7	31	10	0	0
\$100,001 - \$175,000	29	21.17%	53.4	10	13	5	1
\$175,001 - \$275,000	27	19.71%	49.9	5	18	3	1
\$275,001 - \$475,000	17	12.41%	51.2	3	7	6	1
\$475,001 and up	14	10.22%	46.4	5	6	2	1
<b>Total Pending Units</b>	<b>137</b>			<b>62</b>	<b>55</b>	<b>16</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>27,718,050</b>	<b>100%</b>	<b>64.6</b>	<b>8.67M</b>	<b>12.71M</b>	<b>4.60M</b>	<b>1.73M</b>
<b>Average Listing Price</b>	<b>\$216,853</b>			<b>\$139,815</b>	<b>\$231,113</b>	<b>\$287,713</b>	<b>\$433,725</b>

# September 2021



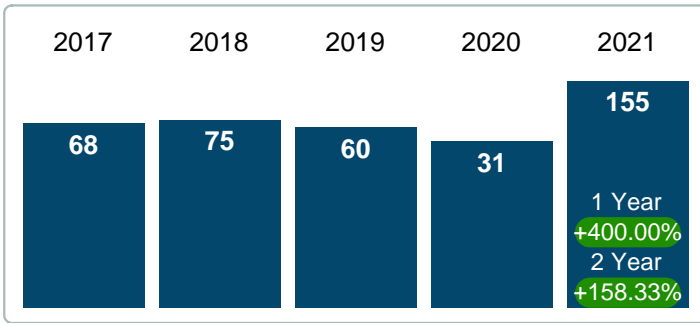
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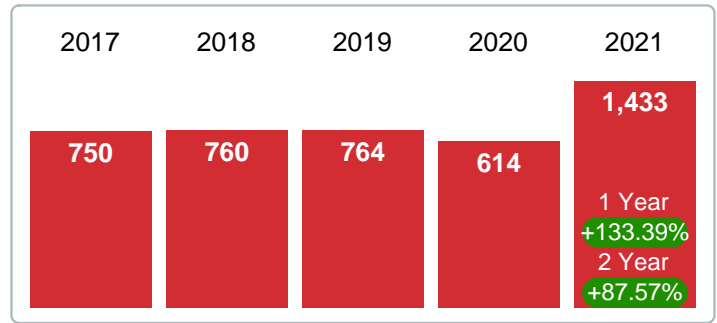
## NEW LISTINGS

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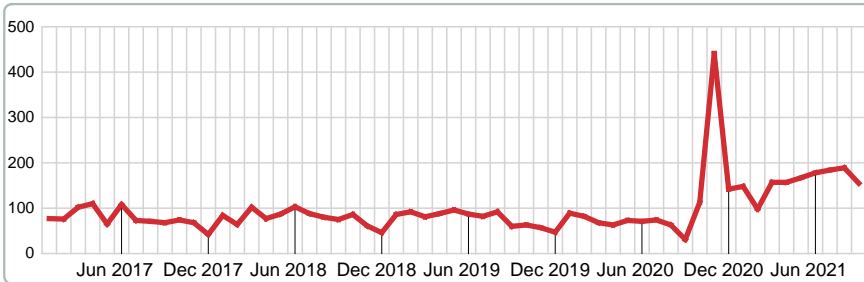
### SEPTEMBER



### YEAR TO DATE (YTD)

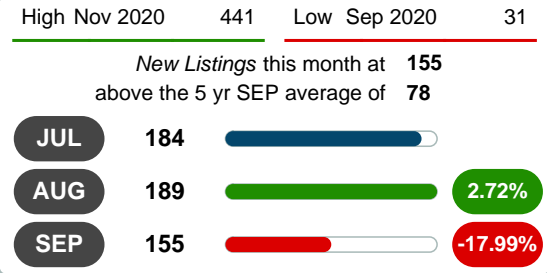


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 78



### 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	3	1.94%	2	1	0	0
\$25,001 - \$50,000	24	15.48%	21	2	0	1
\$50,001 - \$125,000	31	20.00%	18	13	0	0
\$125,001 - \$200,000	35	22.58%	13	21	1	0
\$200,001 - \$350,000	28	18.06%	13	11	4	0
\$350,001 - \$575,000	17	10.97%	2	10	5	0
\$575,001 and up	17	10.97%	6	3	6	2
<b>Total New Listed Units</b>	<b>155</b>		<b>75</b>	<b>61</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>45,336,799</b>	<b>100%</b>	<b>13.89M</b>	<b>14.40M</b>	<b>14.30M</b>	<b>2.74M</b>
<b>Average New Listed Listing Price</b>	<b>\$165,900</b>		<b>\$185,232</b>	<b>\$236,134</b>	<b>\$893,825</b>	<b>\$913,000</b>



# September 2021

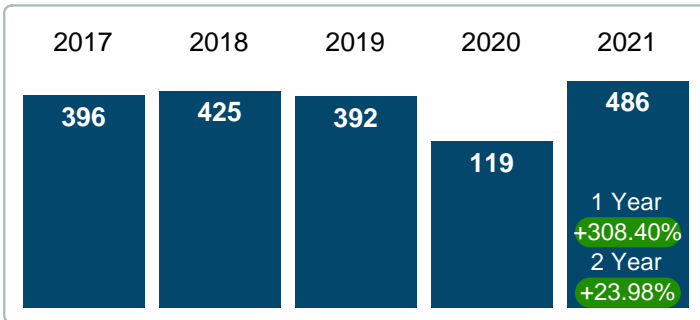
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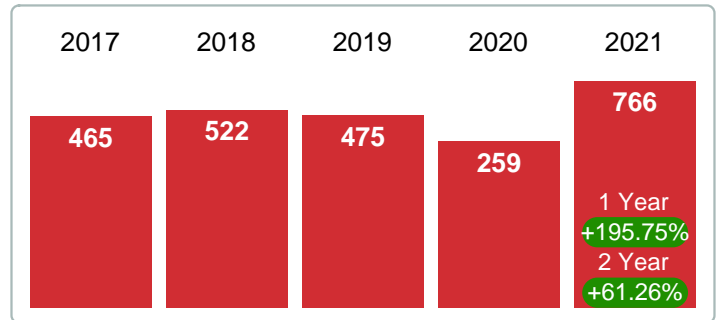
## ACTIVE INVENTORY

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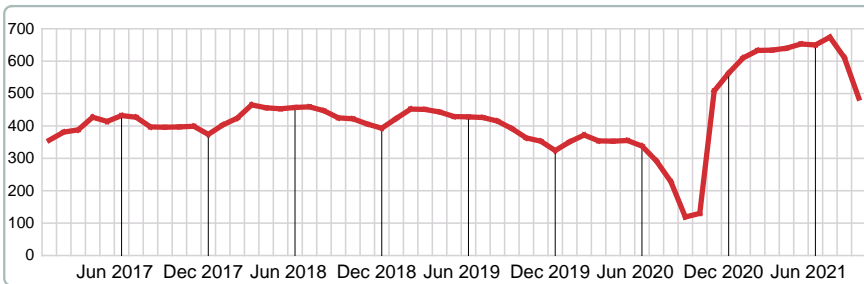
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

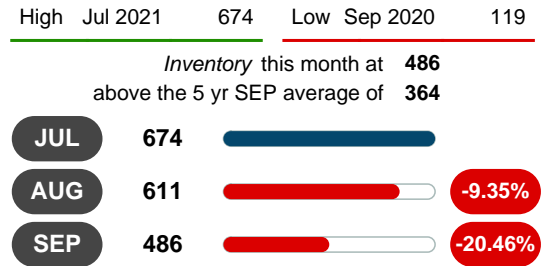


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 364



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	56	11.52%	232.4	54	2	0	0
\$25,001-\$100,000	119	24.49%	107.8	96	18	4	1
\$100,001-\$250,000	135	27.78%	81.0	71	54	9	1
\$250,001-\$400,000	64	13.17%	110.5	30	18	13	3
\$400,001-\$875,000	63	12.96%	108.3	33	15	12	3
\$875,001 and up	49	10.08%	157.5	33	5	5	6
<b>Total Active Inventory by Units</b>	<b>486</b>			<b>317</b>	<b>112</b>	<b>43</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>178,732,271</b>	<b>100%</b>	<b>120.2</b>	<b>110.81M</b>	<b>31.10M</b>	<b>25.51M</b>	<b>11.31M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$367,762</b>			<b>\$349,565</b>	<b>\$277,694</b>	<b>\$593,292</b>	<b>\$807,629</b>

# September 2021



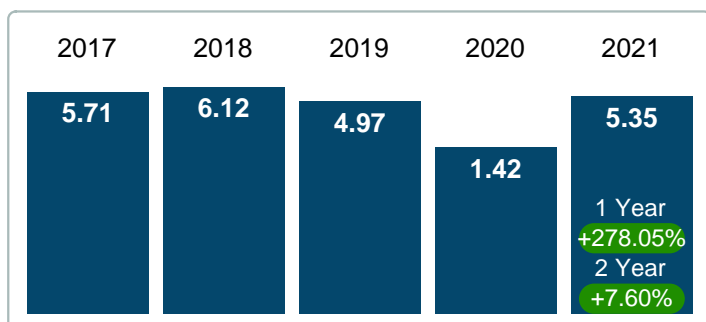
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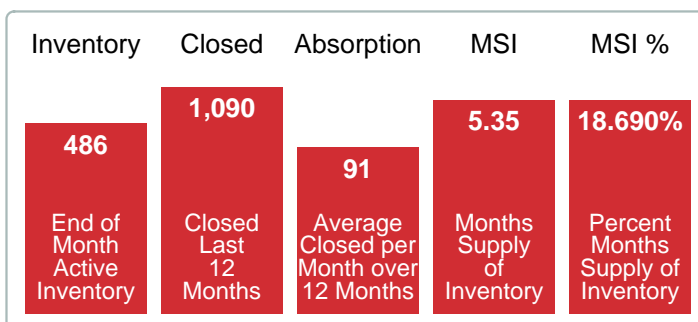
## MONTHS SUPPLY of INVENTORY (MSI)

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

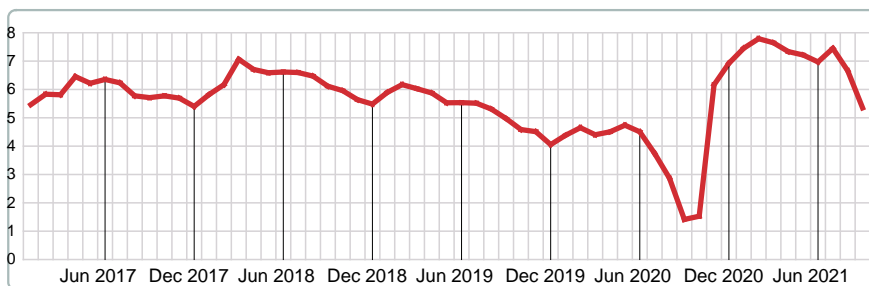
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

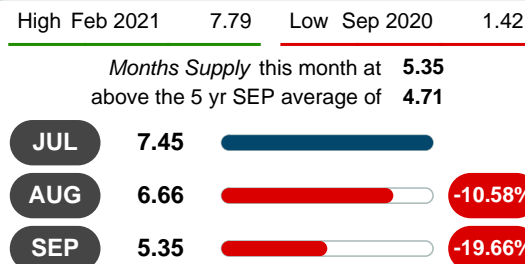


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 4.71



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$25,000	56	11.52%	12.22	13.50	3.43	0.00	0.00
\$25,001-\$100,000	119	24.49%	5.29	7.53	2.10	4.36	4.00
\$100,001-\$250,000	135	27.78%	3.21	7.54	2.16	1.32	1.33
\$250,001-\$400,000	64	13.17%	4.24	11.25	2.77	2.40	6.00
\$400,001-\$875,000	63	12.96%	11.63	24.75	13.85	5.14	4.50
\$875,001 and up	49	10.08%	39.20	36.00	60.00	60.00	36.00
Market Supply of Inventory (MSI)	5.35	100%	5.35	10.20	2.68	2.76	6.00
Total Active Inventory by Units	486			317	112	43	14

# September 2021



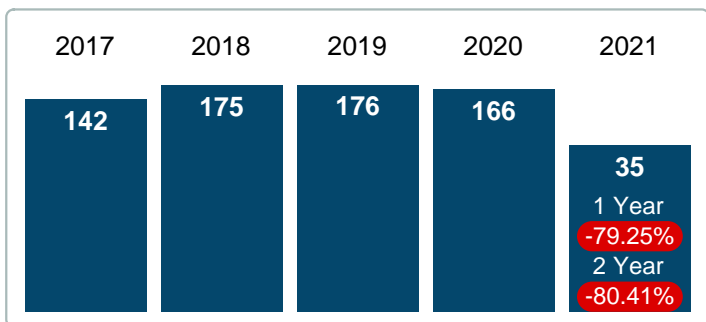
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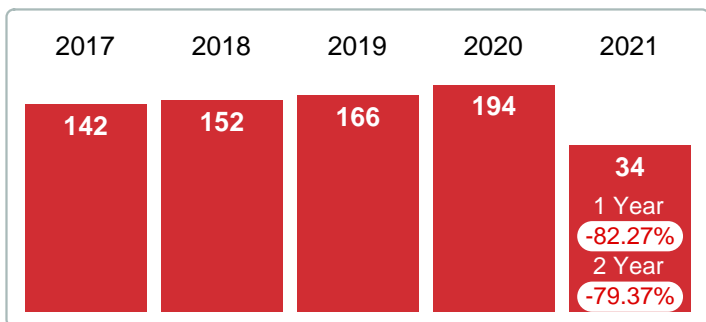
## AVERAGE DAYS ON MARKET TO SALE

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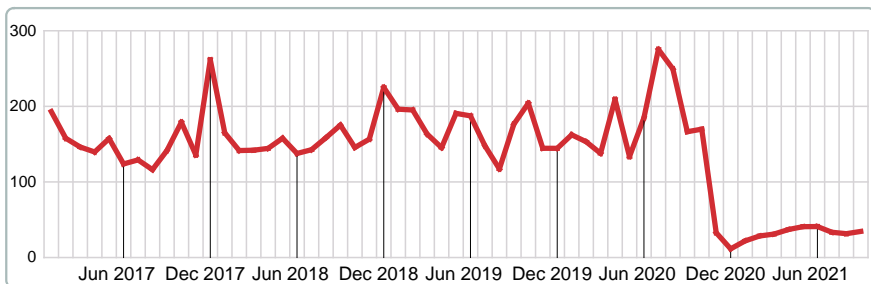
### SEPTEMBER



### YEAR TO DATE (YTD)

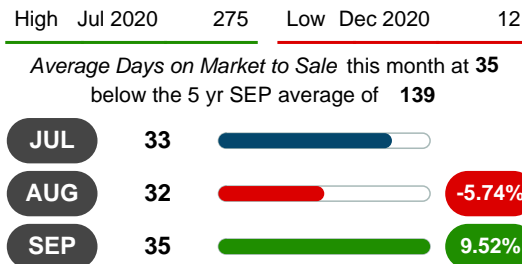


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 139



### 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	8	6.45%	70	73	46	0	
\$25,001 - \$75,000	17	13.71%	79	90	66	0	
\$75,001 - \$125,000	24	19.35%	15	6	21	18	
\$125,001 - \$175,000	20	16.13%	45	72	31	8	
\$175,001 - \$225,000	18	14.52%	15	15	11	32	
\$225,001 - \$325,000	21	16.94%	15	0	9	32	
\$325,001 and up	16	12.90%	34	53	31	22	
Average Closed DOM		35		56	23	24	
Total Closed Units		124	100%	35	37	64	19
Total Closed Volume		22,695,640			4.50M	11.70M	5.45M

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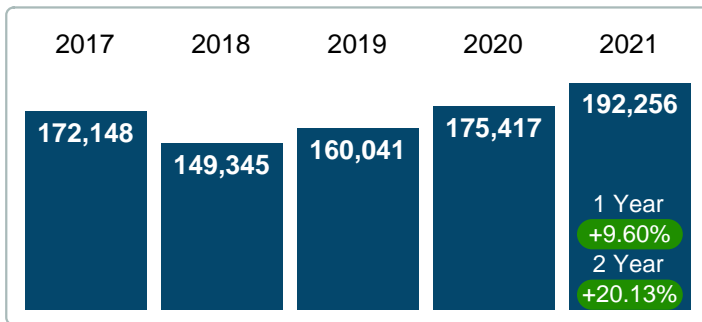
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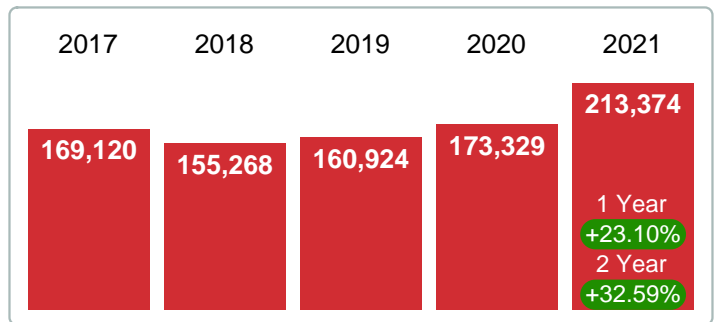
## AVERAGE LIST PRICE AT CLOSING

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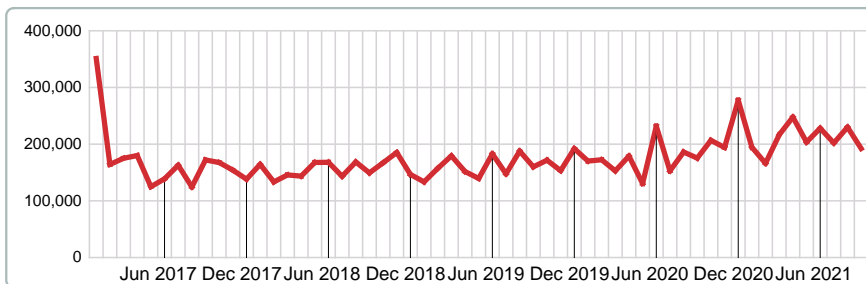
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

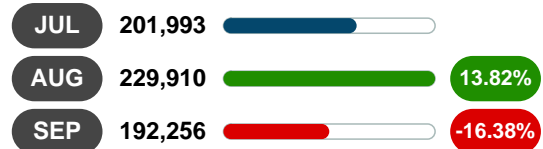


### 3 MONTHS

5 year SEP AVG = 169,841

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

Average List Price at Closing this month at **192,256**  
above the 5 yr SEP average of **169,841**



### 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	8	6.45%	20,488	21,271	15,000	0	
\$25,001 - \$75,000	15	12.10%	47,427	50,673	49,800	89,000	
\$75,001 - \$125,000	22	17.74%	100,900	110,850	104,085	145,000	
\$125,001 - \$175,000	22	17.74%	153,732	180,700	158,875	142,333	
\$175,001 - \$225,000	15	12.10%	195,673	189,900	203,443	213,300	
\$225,001 - \$325,000	26	20.97%	260,350	0	262,514	274,483	
\$325,001 and up	16	12.90%	478,644	614,250	388,500	458,150	
<b>Average List Price</b>		<b>192,256</b>		<b>140,122</b>	<b>187,336</b>	<b>295,142</b>	<b>264,500</b>
<b>Total Closed Units</b>		<b>124</b>	<b>100%</b>	<b>192,256</b>	<b>37</b>	<b>64</b>	<b>19</b>
<b>Total Closed Volume</b>		<b>23,839,699</b>			<b>5.18M</b>	<b>11.99M</b>	<b>5.61M</b>



# September 2021



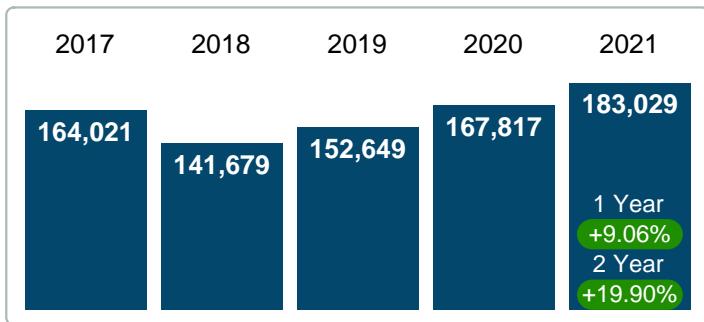
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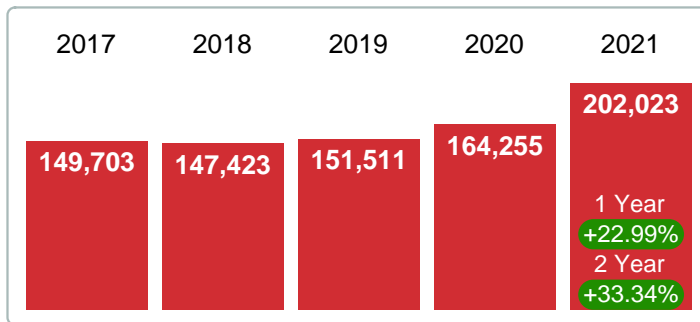
## AVERAGE SOLD PRICE AT CLOSING

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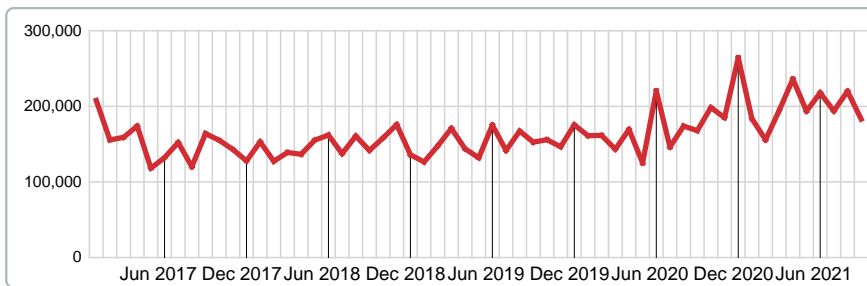
### SEPTEMBER



### YEAR TO DATE (YTD)

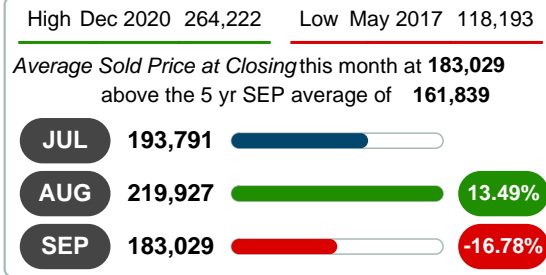


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 161,839



## 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	8	6.45%	17,738	18,557	12,000	0	
\$25,001 - \$75,000	17	13.71%	49,376	47,264	48,900	0	
\$75,001 - \$125,000	24	19.35%	100,703	94,822	103,435	124,000	
\$125,001 - \$175,000	20	16.13%	153,660	161,925	152,292	141,000	
\$175,001 - \$225,000	18	14.52%	199,111	179,000	199,643	203,333	
\$225,001 - \$325,000	21	16.94%	262,272	0	254,230	272,083	
\$325,001 and up	16	12.90%	445,784	518,000	383,400	443,925	
<b>Average Sold Price</b>		<b>183,029</b>		<b>121,533</b>	<b>182,810</b>	<b>287,003</b>	<b>261,500</b>
<b>Total Closed Units</b>		<b>124</b>	<b>100%</b>	<b>183,029</b>	<b>37</b>	<b>64</b>	<b>19</b>
<b>Total Closed Volume</b>		<b>22,695,640</b>			<b>4.50M</b>	<b>11.70M</b>	<b>5.45M</b>

# September 2021



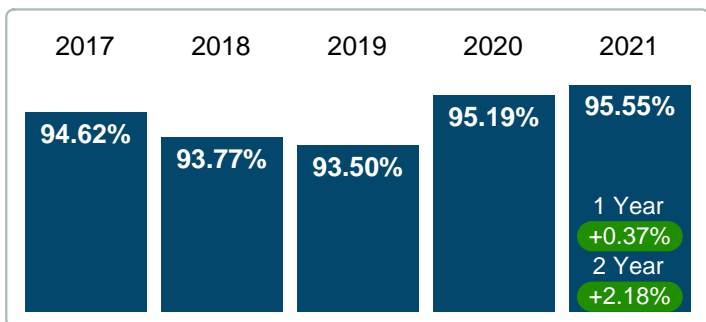
Area Delimited by Counties Carter, Love, Murray



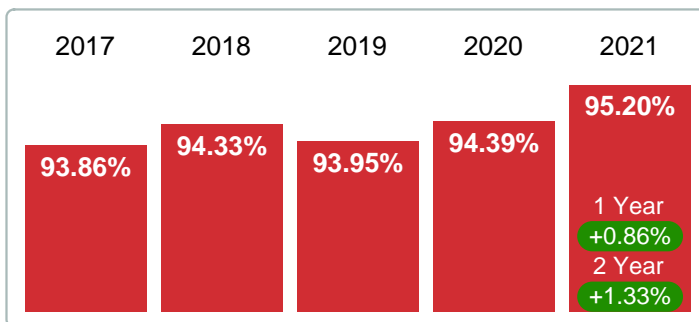
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

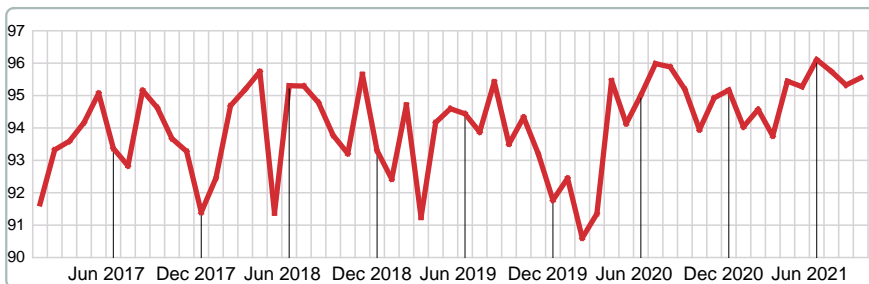
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

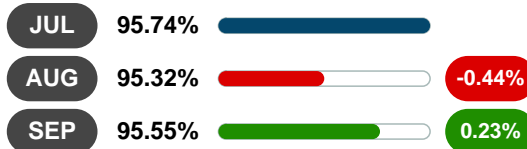


### 3 MONTHS

5 year SEP AVG = 94.53%

High Jun 2021 96.11% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **95.55%**  
above the 5 yr SEP average of **94.53%**



### 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	8	6.45%	86.29%	87.19%	80.00%	0.00%	0.00%
\$25,001 - \$75,000	17	13.71%	97.13%	97.65%	98.54%	0.00%	84.27%
\$75,001 - \$125,000	24	19.35%	94.05%	87.96%	99.39%	85.52%	0.00%
\$125,001 - \$175,000	20	16.13%	95.82%	91.15%	96.19%	99.16%	100.00%
\$175,001 - \$225,000	18	14.52%	97.73%	94.26%	98.36%	95.92%	0.00%
\$225,001 - \$325,000	21	16.94%	98.02%	0.00%	97.08%	98.96%	105.69%
\$325,001 and up	16	12.90%	94.69%	85.05%	98.64%	97.45%	96.97%
Average Sold/List Ratio		95.50%		90.89%	97.63%	97.33%	96.73%
Total Closed Units		124	100%	37	64	19	4
Total Closed Volume		22,695,640		4.50M	11.70M	5.45M	1.05M

# September 2021



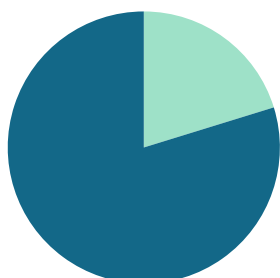
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

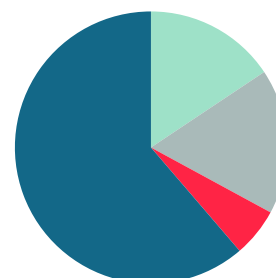


**Inventory**  
 New Listings  
**155 = 20.23%**  
 Start Inventory  
**611**  
 Total Inventory Units  
**766**  
 Volume  
**\$237,146,820**

### Market Activity

Closed Sales  
**124 = 15.64%**  
 Pending Sales  
**137 = 17.28%**  
 Other Off Market  
**46 = 5.80%**  
 Active Inventory  
**486 = 61.29%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	135	124	-8.15%	782	896	14.58%
Pending Sales	47	137	191.49%	790	1,096	38.73%
New Listings	31	155	400.00%	614	1,433	133.39%
Average List Price	175,417	192,256	9.60%	173,329	213,374	23.10%
Average Sale Price	167,817	183,029	9.06%	164,255	202,023	22.99%
Average Percent of Selling Price to List Price	95.19%	95.55%	0.37%	94.39%	95.20%	0.86%
Average Days on Market to Sale	166.45	34.54	-79.25%	193.59	34.32	-82.27%
Monthly Inventory	119	486	308.40%	119	486	308.40%
Months Supply of Inventory	1.42	5.35	278.05%	1.42	5.35	278.05%

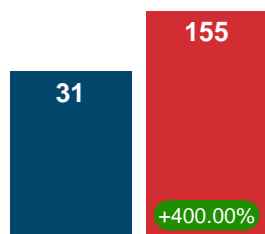
**Absorption:** Last 12 months, an Average of **91** Sales/Month

**Inventory** on September 30, 2021 = **486** 2020 2021

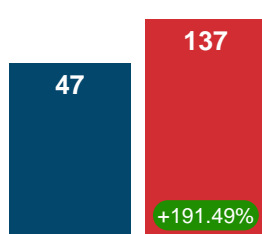
### SEPTEMBER MARKET

### AVERAGE PRICES

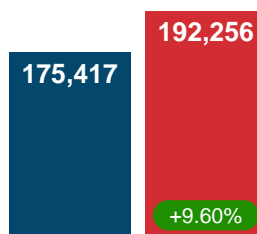
#### New Listings



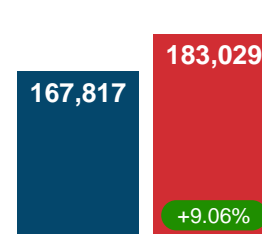
#### Pending Listings



#### List Price



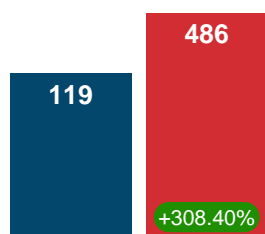
#### Sale Price



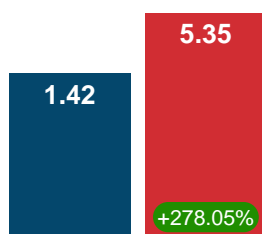
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

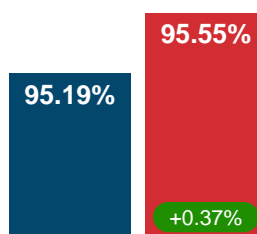
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

