

August 2021



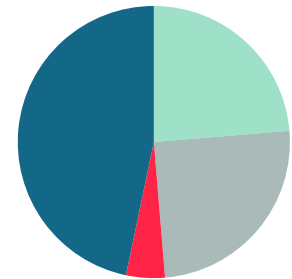
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	62	108	74.19%
Pending Listings	67	114	70.15%
New Listings	45	129	186.67%
Average List Price	166,777	235,085	40.96%
Average Sale Price	161,388	228,520	41.60%
Average Percent of Selling Price to List Price	96.30%	96.83%	0.55%
Average Days on Market to Sale	122.08	17.98	-85.27%
End of Month Inventory	26	213	719.23%
Months Supply of Inventory	0.52	3.05	487.54%



■ Closed (23.68%)
■ Pending (25.00%)
■ Other OffMarket (4.61%)
■ Active (46.71%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of August 31, 2021 = **213**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2021 rose **719.23%** to 213 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **3.05** 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 **41.60%** in August 2021 to \$228,520 versus the previous year at \$161,388.

Average Days on Market Shortens

The average number of **17.98** days that homes spent on the market before selling decreased by 104.10 days or **85.27%** in August 2021 compared to last year's same month at **122.08** 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 weak this month.

There were 129 New Listings in August 2021, up **186.67%** from last year at 45. Furthermore, there were 108 Closed Listings this month versus last year at 62, a **74.19%** increase.

Closed versus Listed trends yielded a **83.7%** ratio, down from previous year's, August 2020, at **137.8%**, a **39.23%** downswing. 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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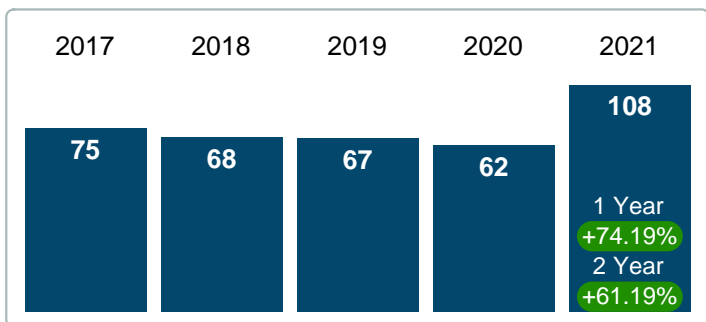
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



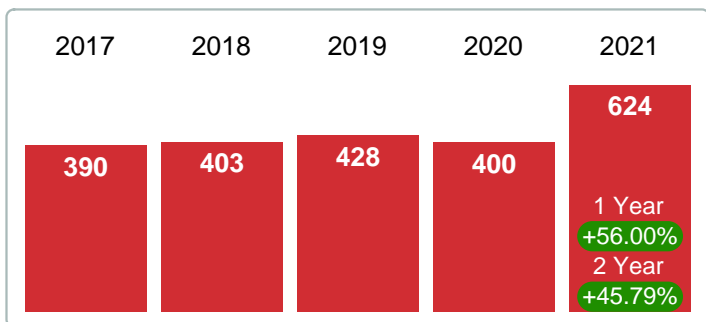
CLOSED LISTINGS

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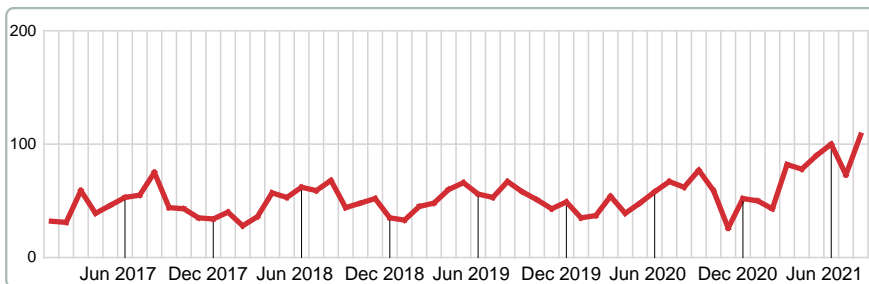
AUGUST



YEAR TO DATE (YTD)

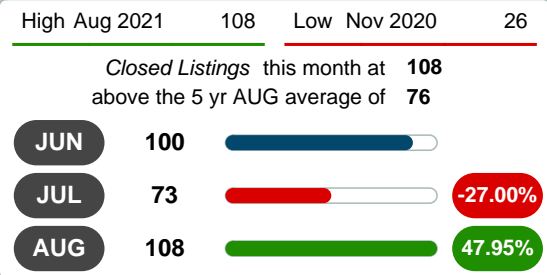


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 76



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	6	5.56%	24.3	3	2	1	0
\$50,001 - \$100,000	19	17.59%	31.5	7	12	0	0
\$100,001 - \$125,000	9	8.33%	14.0	4	5	0	0
\$125,001 - \$225,000	30	27.78%	17.0	3	22	5	0
\$225,001 - \$275,000	15	13.89%	12.2	0	9	5	1
\$275,001 - \$425,000	17	15.74%	11.9	2	10	5	0
\$425,001 and up	12	11.11%	14.7	2	2	7	1
Total Closed Units	108			21	62	23	2
Total Closed Volume	24,680,150	100%	18.0	4.68M	11.86M	7.28M	860.00K
Average Closed Price	\$228,520			\$222,686	\$191,306	\$316,641	\$430,000

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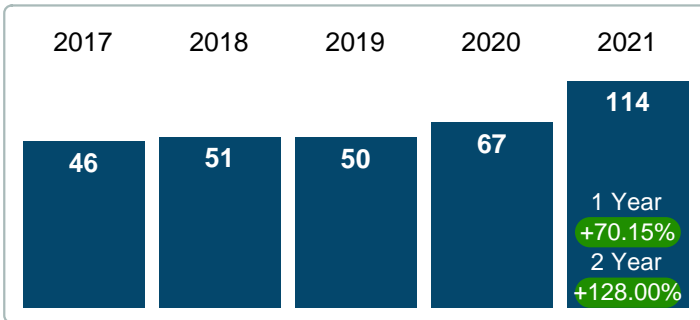
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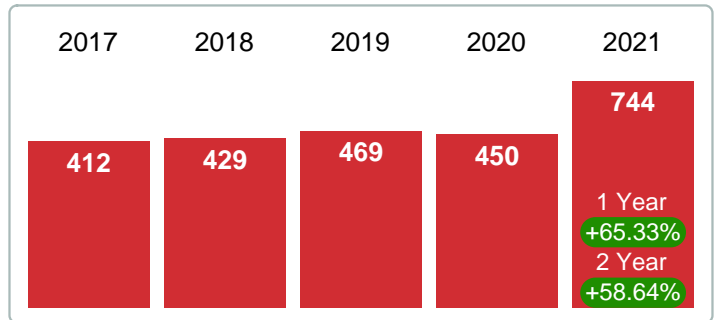
PENDING LISTINGS

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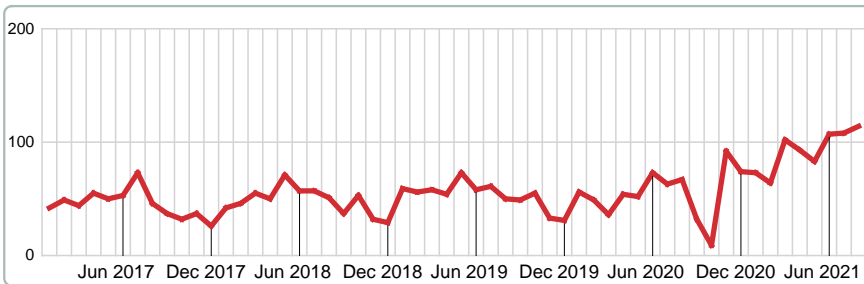
AUGUST



YEAR TO DATE (YTD)

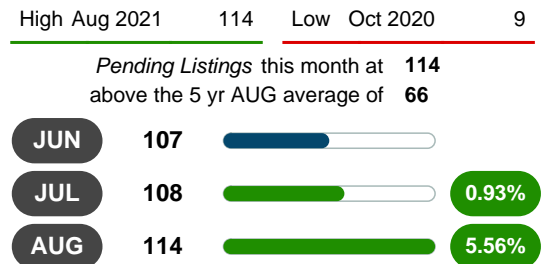


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 66



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	6	5.26%	21.8	2	4	0	0
\$50,001 - \$75,000	7	6.14%	71.1	1	5	1	0
\$75,001 - \$125,000	28	24.56%	29.9	12	15	1	0
\$125,001 - \$225,000	27	23.68%	24.4	5	20	2	0
\$225,001 - \$275,000	19	16.67%	24.3	1	12	6	0
\$275,001 - \$375,000	14	12.28%	25.8	0	9	5	0
\$375,001 and up	13	11.40%	22.8	1	5	6	1
Total Pending Units	114			22	70	21	1
Total Pending Volume	25,146,574	100%	29.2	4.03M	13.93M	6.73M	449.90K
Average Listing Price	\$222,276			\$183,205	\$199,055	\$320,586	\$449,900

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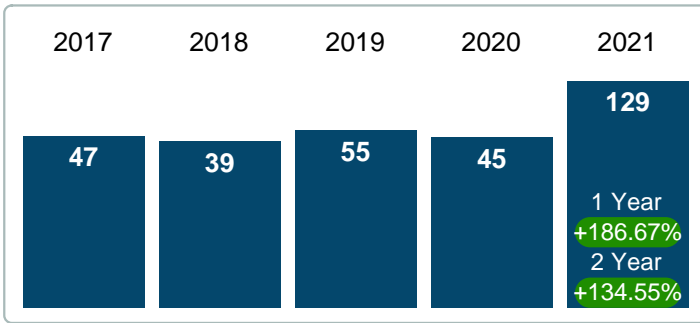
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



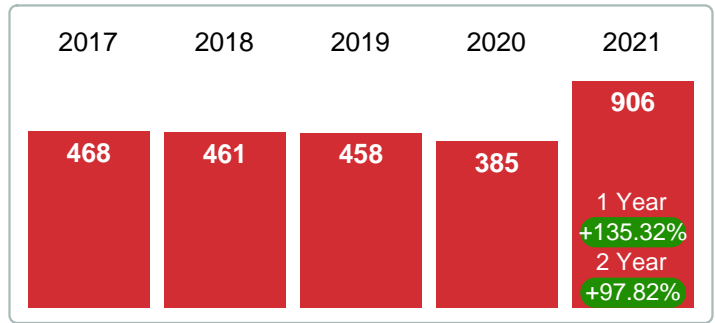
NEW LISTINGS

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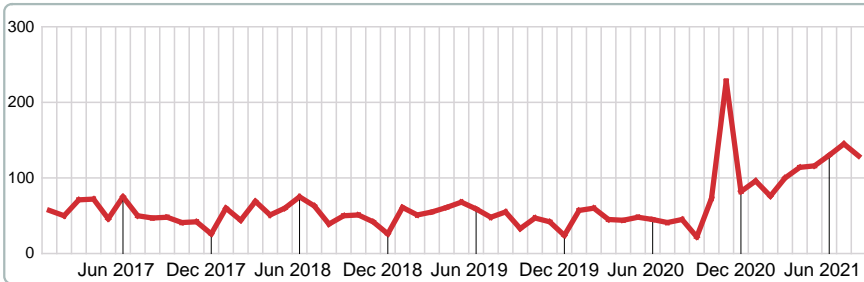
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

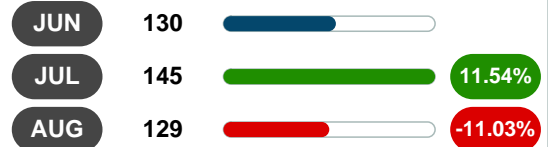


3 MONTHS

5 year AUG AVG = 63

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **129**
above the 5 yr AUG average of **63**



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	8	6.20%	5	3	0	0
\$50,001 - \$100,000	22	17.05%	4	17	1	0
\$100,001 - \$125,000	12	9.30%	4	7	1	0
\$125,001 - \$225,000	38	29.46%	5	29	4	0
\$225,001 - \$275,000	16	12.40%	0	10	6	0
\$275,001 - \$525,000	20	15.50%	0	9	10	1
\$525,001 and up	13	10.08%	1	6	2	4
Total New Listed Units	129		19	81	24	5
Total New Listed Volume	34,208,650	100%	3.51M	17.62M	8.74M	4.35M
Average New Listed Listing Price	\$262,578		\$184,474	\$217,522	\$363,977	\$869,780

August 2021



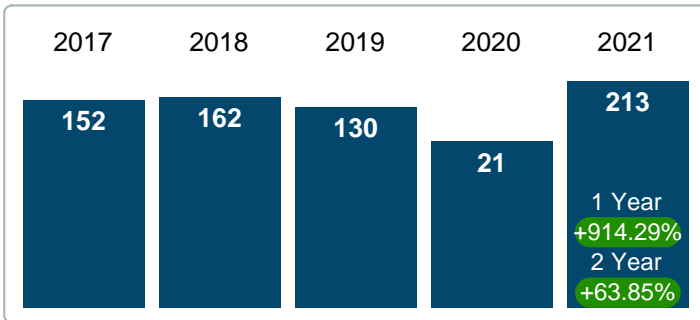
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



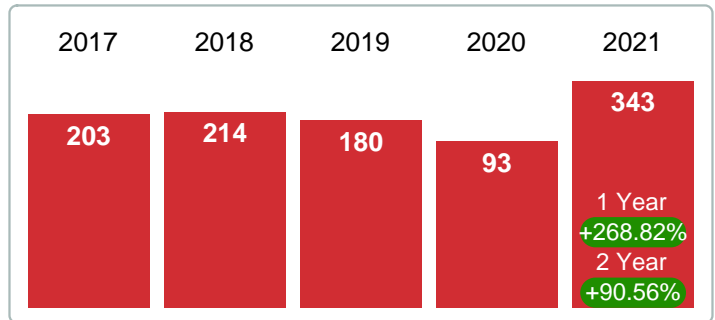
ACTIVE INVENTORY

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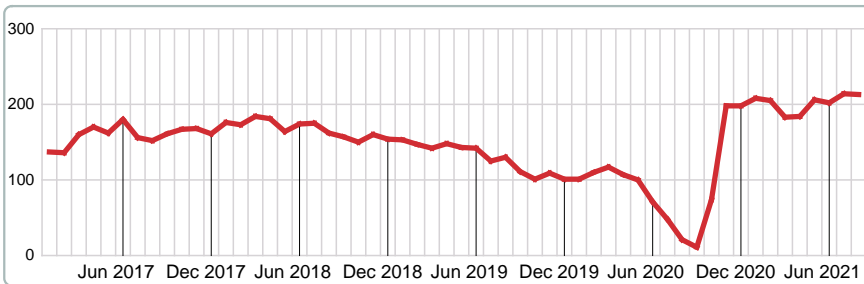
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 136

High Jul 2021 214 Low Sep 2020 11

Inventory this month at 213
above the 5 yr AUG average of 136

- JUN 202 (Progress bar)
- JUL 214 (5.94% increase)
- AUG 213 (-0.47% decrease)

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	6	2.82%	140.3	4	2	0	0
\$25,001 - \$75,000	32	15.02%	91.3	19	11	1	1
\$75,001 - \$125,000	32	15.02%	56.2	11	17	4	0
\$125,001 - \$250,000	65	30.52%	67.7	10	40	13	2
\$250,001 - \$375,000	30	14.08%	81.5	1	16	10	3
\$375,001 - \$675,000	26	12.21%	83.2	0	16	8	2
\$675,001 and up	22	10.33%	104.2	2	9	5	6
Total Active Inventory by Units	213			47	111	41	14
Total Active Inventory by Volume	65,577,399	100%	79.2	7.86M	32.93M	15.39M	9.40M
Average Active Inventory Listing Price	\$307,875			\$167,137	\$296,693	\$375,362	\$671,371

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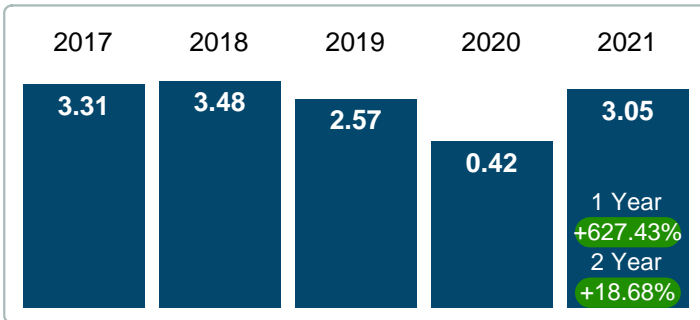
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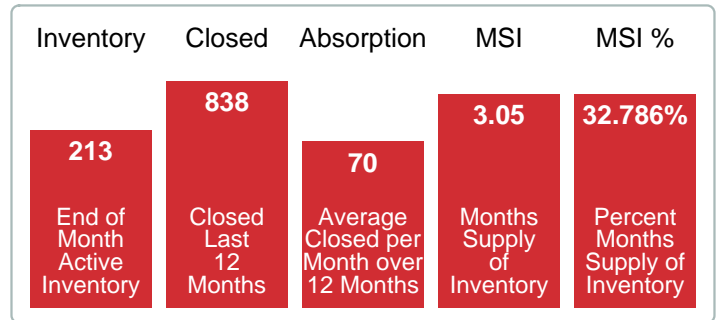
MONTHS SUPPLY of INVENTORY (MSI)

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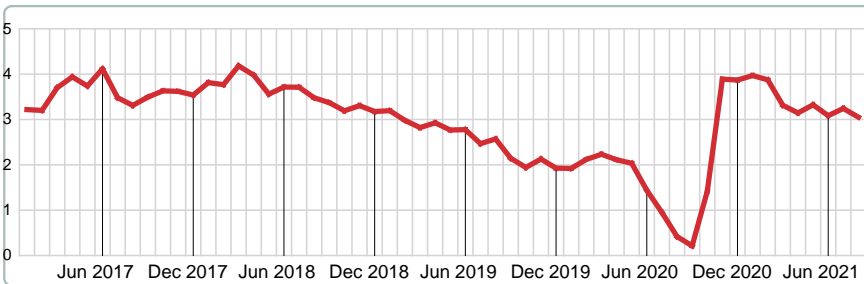
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

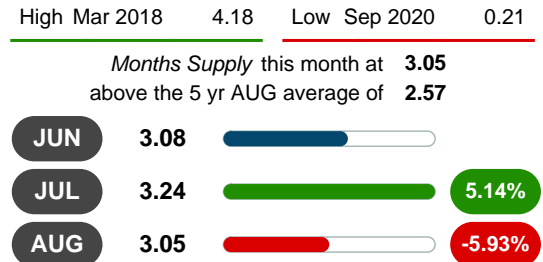


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.57



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	6	2.82%	4.00	4.00	4.00	0.00	0.00
\$25,001 - \$75,000	32	15.02%	2.76	3.86	1.89	1.50	6.00
\$75,001 - \$125,000	32	15.02%	2.76	3.00	2.49	4.00	0.00
\$125,001 - \$250,000	65	30.52%	2.29	3.87	2.10	2.14	3.00
\$250,001 - \$375,000	30	14.08%	2.73	1.09	3.15	2.14	9.00
\$375,001 - \$675,000	26	12.21%	5.67	0.00	11.29	3.56	3.00
\$675,001 and up	22	10.33%	18.86	12.00	27.00	12.00	24.00
Market Supply of Inventory (MSI)			3.05	3.48	2.84	2.72	6.46
Total Active Inventory by Units		100%	3.05	47	111	41	14

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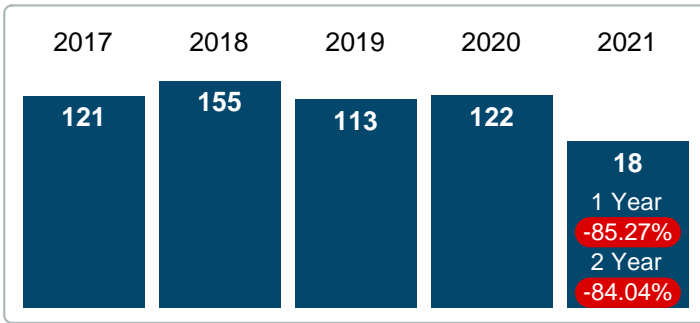
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



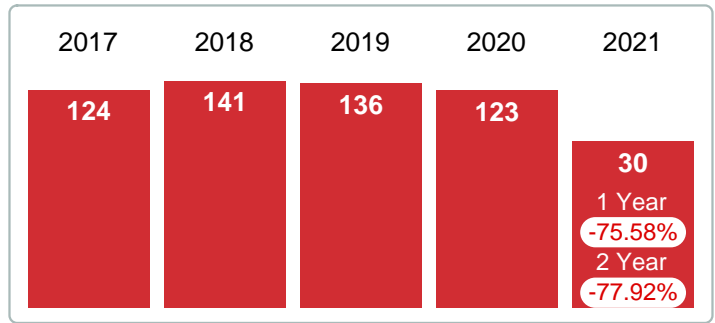
AVERAGE DAYS ON MARKET TO SALE

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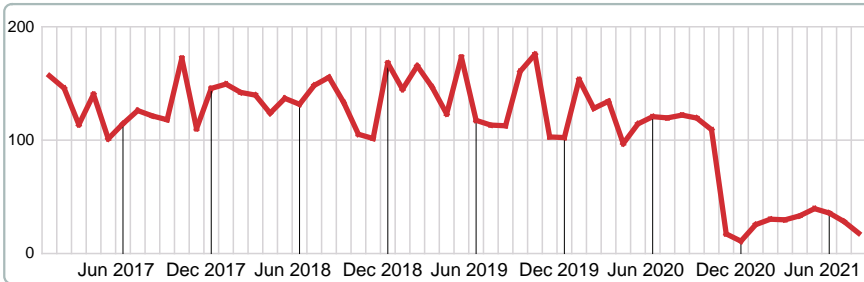
AUGUST



YEAR TO DATE (YTD)

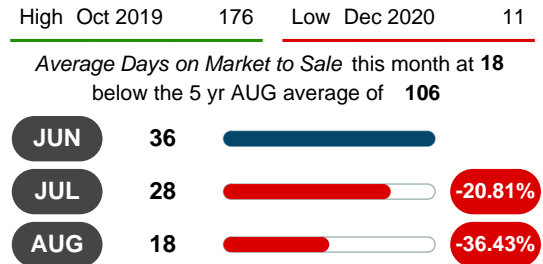


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 106



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	5.56%	24	10	55	6	0	
\$50,001 - \$100,000	17.59%	31	19	39	0	0	
\$100,001 - \$125,000	8.33%	14	7	20	0	0	
\$125,001 - \$225,000	27.78%	17	2	19	16	0	
\$225,001 - \$275,000	13.89%	12	0	6	17	41	
\$275,001 - \$425,000	15.74%	12	14	13	8	0	
\$425,001 and up	11.11%	15	1	10	19	20	
Average Closed DOM		18					
Total Closed Units	108	100%	18				
Total Closed Volume	24,680,150			4.68M	11.86M	7.28M	860.00K

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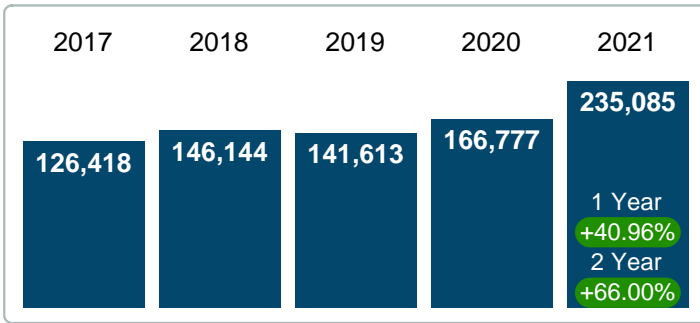
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



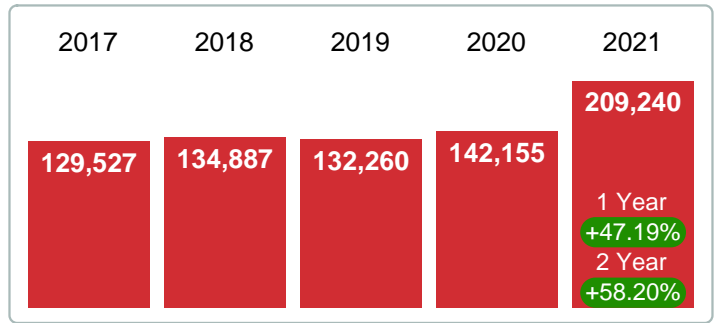
AVERAGE LIST PRICE AT CLOSING

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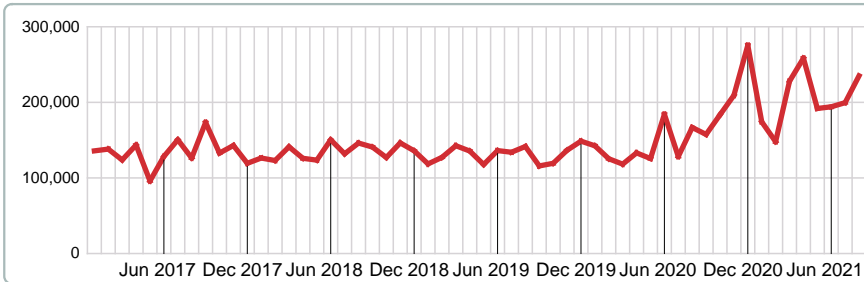
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

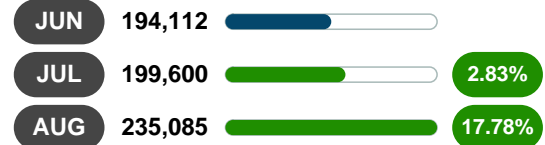


3 MONTHS

5 year AUG AVG = 163,208

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **235,085**
above the 5 yr AUG average of **163,208**



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	6	5.56%	40,617	41,600	34,500	49,900	0	
\$50,001 - \$100,000	17	15.74%	77,353	82,650	79,850	0	0	
\$100,001 - \$125,000	11	10.19%	114,732	115,375	118,480	0	0	
\$125,001 - \$225,000	31	28.70%	169,663	149,667	172,945	156,332	0	
\$225,001 - \$275,000	12	11.11%	251,192	0	244,089	280,380	259,900	
\$275,001 - \$425,000	18	16.67%	326,592	332,750	326,270	352,330	0	
\$425,001 and up	13	12.04%	647,377	1,300,000	587,450	503,000	675,000	
Average List Price		235,085		232,350	194,497	326,787	467,450	
Total Closed Units		108	100%	235,085	21	62	23	2
Total Closed Volume		25,389,160			4.88M	12.06M	7.52M	934.90K

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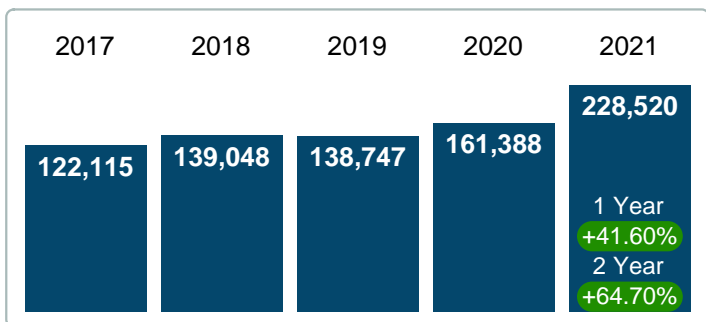
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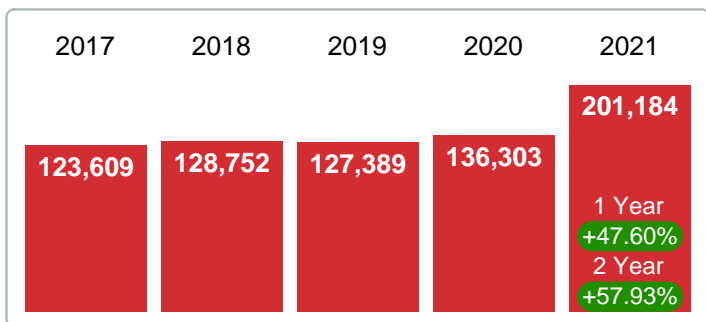
AVERAGE SOLD PRICE AT CLOSING

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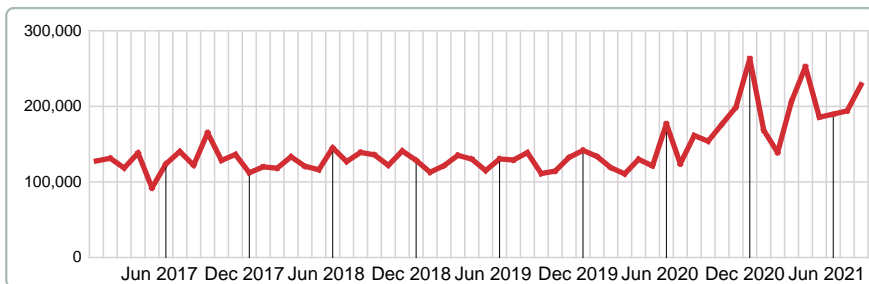
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

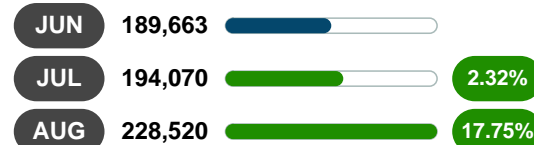


3 MONTHS

5 year AUG AVG = 157,964

High Dec 2020 262,997 Low May 2017 92,064

Average Sold Price at Closing this month at **228,520**
above the 5 yr AUG average of **157,964**



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	6	5.56%	35,067	33,300	34,500	41,500	
\$50,001 - \$100,000	19	17.59%	74,500	76,571	73,292	0	
\$100,001 - \$125,000	9	8.33%	114,389	115,750	113,300	0	
\$125,001 - \$225,000	30	27.78%	166,027	151,167	171,400	151,300	
\$225,001 - \$275,000	15	13.89%	252,107	0	247,889	262,120	
\$275,001 - \$425,000	17	15.74%	325,903	312,000	318,870	345,530	
\$425,001 and up	12	11.11%	643,500	1,250,000	577,750	492,357	
Average Sold Price		228,520		222,686	191,306	316,641	430,000
Total Closed Units		108	100%	228,520	21	62	23
Total Closed Volume		24,680,150			4.68M	11.86M	7.28M

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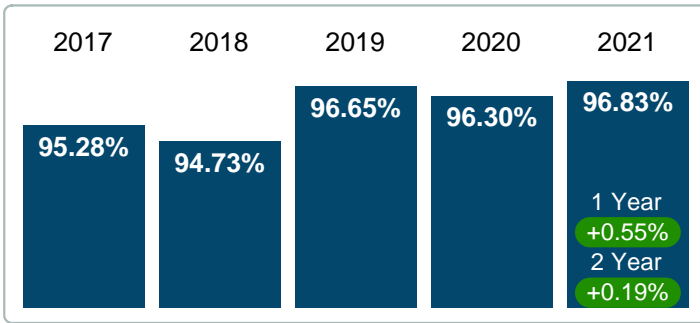
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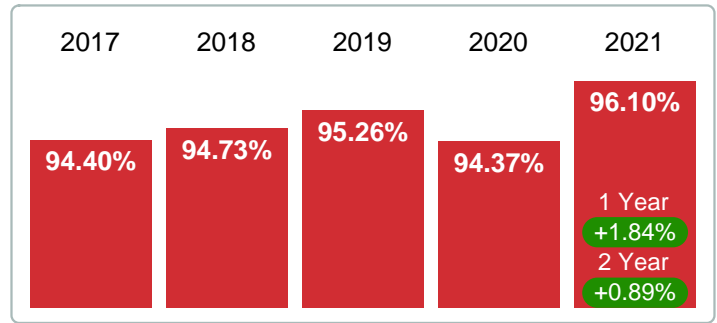
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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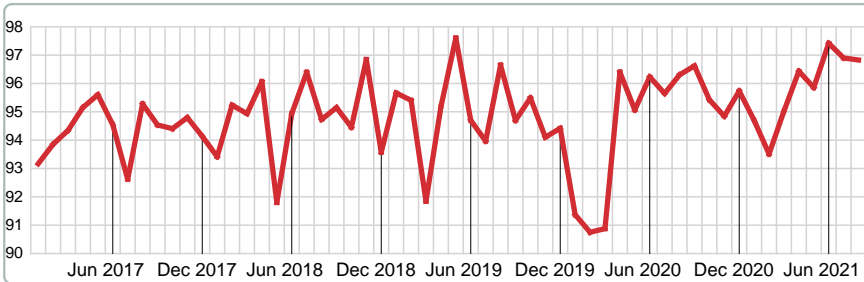
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

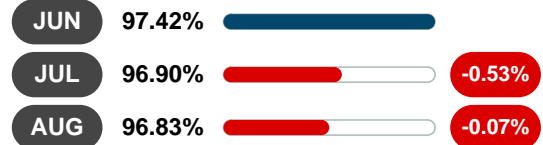


3 MONTHS

5 year AUG AVG = 95.96%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.83%** above the 5 yr AUG average of **95.96%**



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	6	5.56%	88.88%	83.37%	100.00%	83.17%	0.00%
\$50,001 - \$100,000	19	17.59%	92.44%	92.57%	92.36%	0.00%	0.00%
\$100,001 - \$125,000	9	8.33%	97.88%	100.46%	95.81%	0.00%	0.00%
\$125,001 - \$225,000	30	27.78%	99.18%	100.80%	99.36%	97.43%	0.00%
\$225,001 - \$275,000	15	13.89%	98.65%	0.00%	101.81%	94.21%	92.34%
\$275,001 - \$425,000	17	15.74%	97.84%	94.32%	97.76%	99.40%	0.00%
\$425,001 and up	12	11.11%	97.38%	97.06%	98.06%	98.06%	91.85%
Average Sold/List Ratio		96.80%		94.53%	97.80%	96.73%	92.10%
Total Closed Units		108	100%	21	62	23	2
Total Closed Volume		24,680,150		4.68M	11.86M	7.28M	860.00K

August 2021



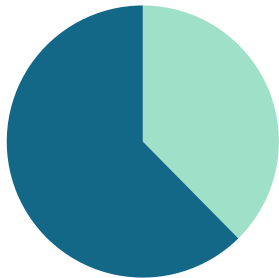
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

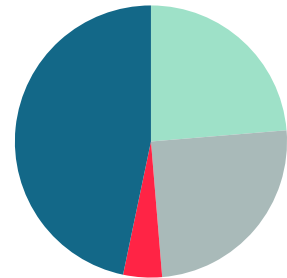


Inventory
 New Listings
129 = 37.61%
 Start Inventory
214
 Total Inventory Units
343
 Volume
\$94,612,673

Market Activity

Closed Sales
108 = 23.68%
 Pending Sales
114 = 25.00%
 Other Off Market
21 = 4.61%
 Active Inventory
213 = 46.71%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	62	108	74.19%	400	624	56.00%
Pending Sales	67	114	70.15%	450	744	65.33%
New Listings	45	129	186.67%	385	906	135.32%
Average List Price	166,777	235,085	40.96%	142,155	209,240	47.19%
Average Sale Price	161,388	228,520	41.60%	136,303	201,184	47.60%
Average Percent of Selling Price to List Price	96.30%	96.83%	0.55%	94.37%	96.10%	1.84%
Average Days on Market to Sale	122.08	17.98	-85.27%	123.03	30.04	-75.58%
Monthly Inventory	26	213	719.23%	26	213	719.23%
Months Supply of Inventory	0.52	3.05	487.54%	0.52	3.05	487.54%

Absorption: Last 12 months, an Average of **70** Sales/Month

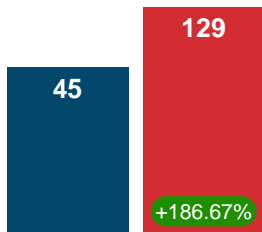
Inventory on August 31, 2021 = **213**

2020 **2021**

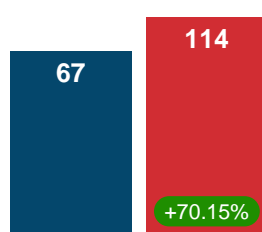
AUGUST MARKET

AVERAGE PRICES

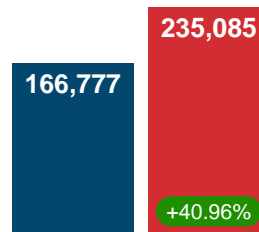
New Listings



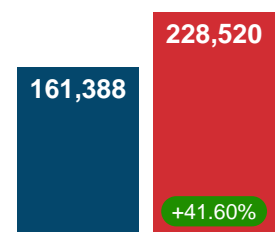
Pending Listings



List Price



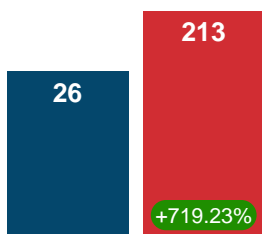
Sale Price



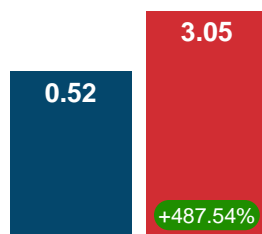
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

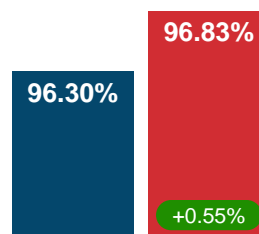
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

