

# August 2021



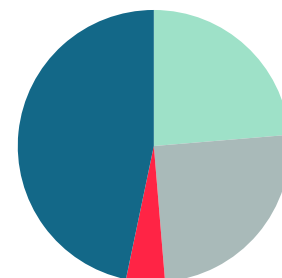
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	144,450	189,000	30.84%
Median Sale Price	144,625	181,000	25.15%
Median Percent of Selling Price to List Price	97.24%	98.51%	1.30%
Median Days on Market to Sale	90.50	6.00	-93.37%
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.

#### 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 **25.15%** in August 2021 to \$181,000 versus the previous year at \$144,625.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 84.50 days or **93.37%** in August 2021 compared to last year's same month at **90.50** DOM.

#### Sales Success for August 2021 is Positive

Overall, with Median 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.

### 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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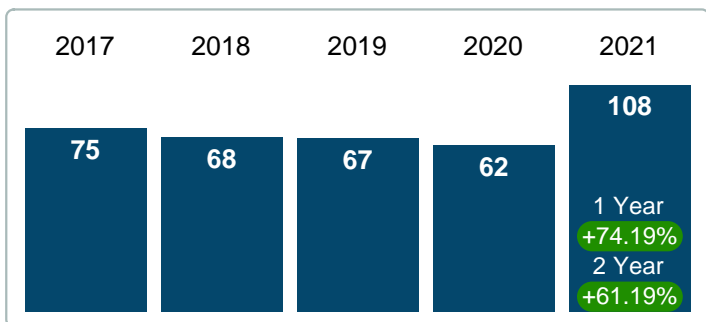
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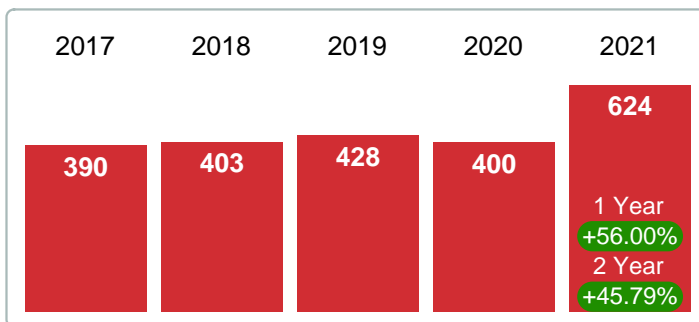
## CLOSED LISTINGS

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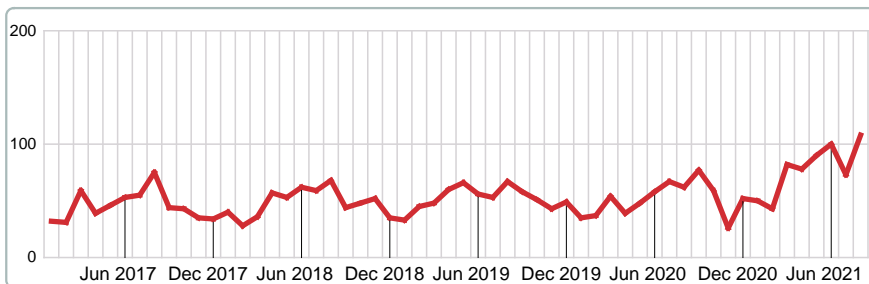
### AUGUST



### YEAR TO DATE (YTD)

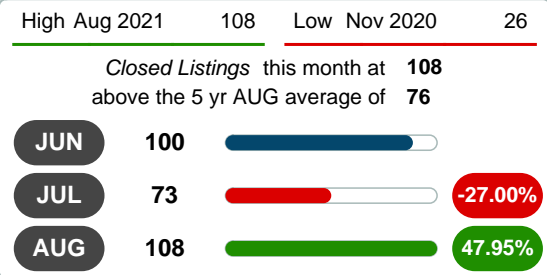


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 76



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.56%	10.0	3	2	1	0
\$50,001 - \$100,000	19	17.59%	8.0	7	12	0	0
\$100,001 - \$125,000	9	8.33%	9.0	4	5	0	0
\$125,001 - \$225,000	30	27.78%	4.5	3	22	5	0
\$225,001 - \$275,000	15	13.89%	4.0	0	9	5	1
\$275,001 - \$425,000	17	15.74%	7.0	2	10	5	0
\$425,001 and up	12	11.11%	2.5	2	2	7	1
<b>Total Closed Units</b>	<b>108</b>			<b>21</b>	<b>62</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>24,680,150</b>	<b>100%</b>	<b>6.0</b>	<b>4.68M</b>	<b>11.86M</b>	<b>7.28M</b>	<b>860.00K</b>
<b>Median Closed Price</b>	<b>\$181,000</b>			<b>\$108,000</b>	<b>\$181,000</b>	<b>\$279,000</b>	<b>\$430,000</b>

# August 2021



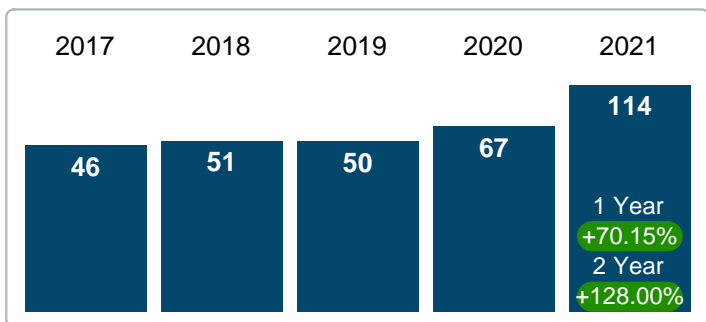
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



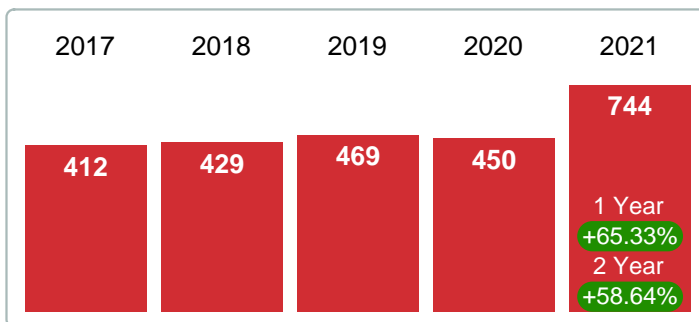
## PENDING LISTINGS

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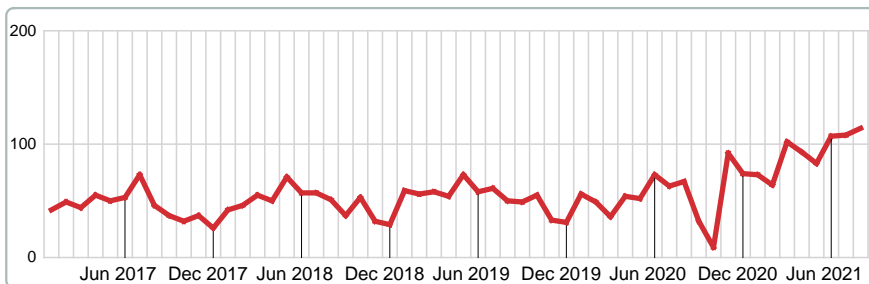
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

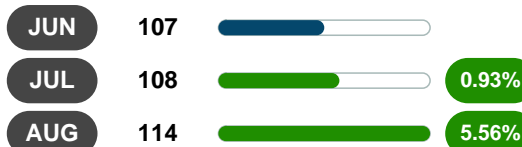


### 3 MONTHS

5 year AUG AVG = 66

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 114 above the 5 yr AUG average of 66



### 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	6	5.26%	11.0	2	4	0	0
\$50,001 - \$75,000	7	6.14%	8.0	1	5	1	0
\$75,001 - \$125,000	28	24.56%	10.5	12	15	1	0
\$125,001 - \$225,000	27	23.68%	11.0	5	20	2	0
\$225,001 - \$275,000	19	16.67%	11.0	1	12	6	0
\$275,001 - \$375,000	14	12.28%	17.5	0	9	5	0
\$375,001 and up	13	11.40%	17.0	1	5	6	1
<b>Total Pending Units</b>	<b>114</b>			<b>22</b>	<b>70</b>	<b>21</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>25,146,574</b>	<b>100%</b>	<b>14.0</b>	<b>4.03M</b>	<b>13.93M</b>	<b>6.73M</b>	<b>449.90K</b>
<b>Median Listing Price</b>	<b>\$180,950</b>			<b>\$104,950</b>	<b>\$190,950</b>	<b>\$329,900</b>	<b>\$449,900</b>

# August 2021



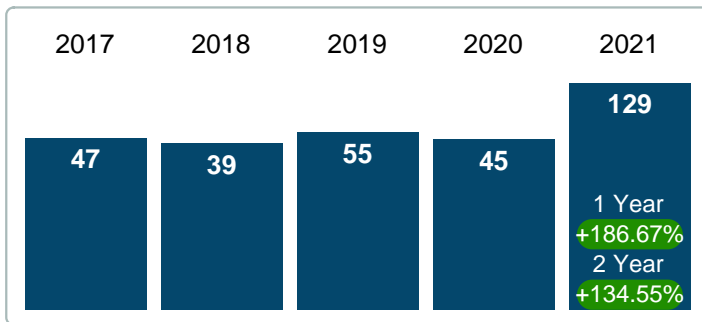
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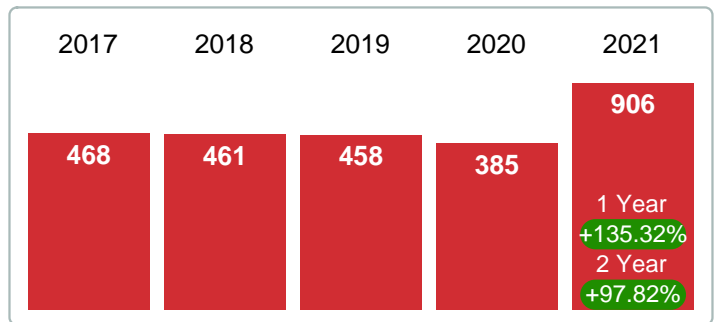
## NEW LISTINGS

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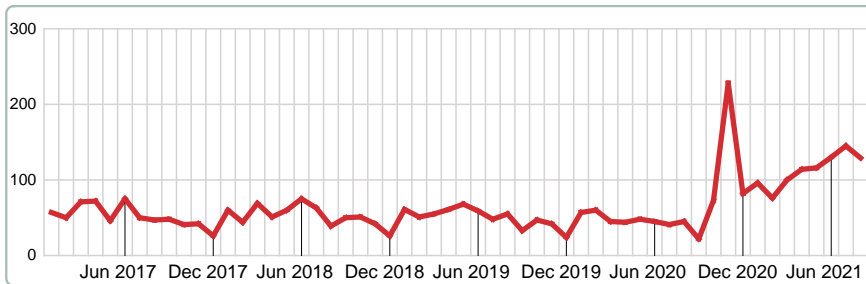
### AUGUST



### YEAR TO DATE (YTD)

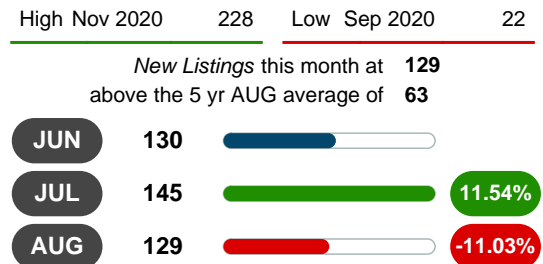


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 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
<b>Total New Listed Units</b>	<b>129</b>		<b>19</b>	<b>81</b>	<b>24</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>34,208,650</b>	<b>100%</b>	<b>3.51M</b>	<b>17.62M</b>	<b>8.74M</b>	<b>4.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$185,000</b>		<b>\$109,900</b>	<b>\$174,500</b>	<b>\$284,000</b>	<b>\$799,900</b>

# August 2021



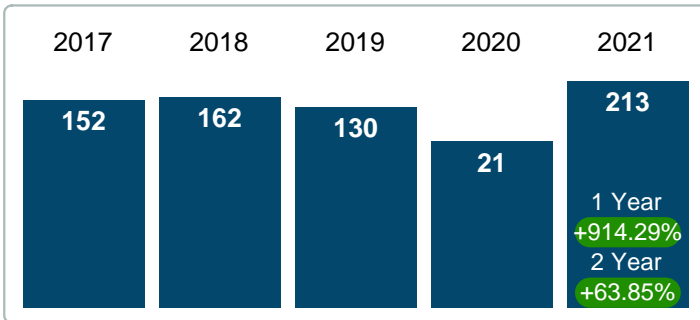
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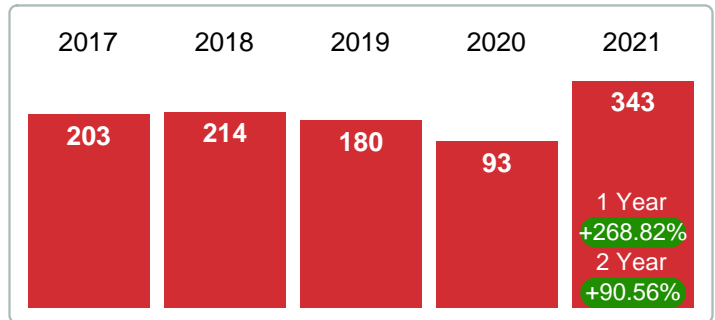
## ACTIVE INVENTORY

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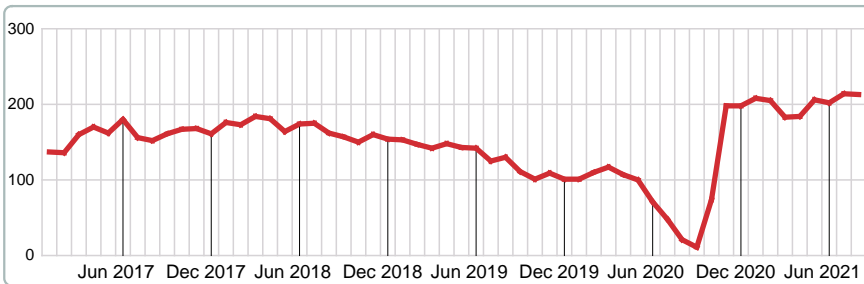
### END OF AUGUST



### 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	<div style="width: 80%;"></div>	
JUL	214	<div style="width: 100%;"></div>	5.94%
AUG	213	<div style="width: 100%;"></div>	-0.47%

## 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	6	2.82%	124.5	4	2	0	0
\$25,001 - \$75,000	32	15.02%	91.0	19	11	1	1
\$75,001 - \$125,000	32	15.02%	29.5	11	17	4	0
\$125,001 - \$250,000	65	30.52%	35.0	10	40	13	2
\$250,001 - \$375,000	30	14.08%	68.0	1	16	10	3
\$375,001 - \$675,000	26	12.21%	61.0	0	16	8	2
\$675,001 and up	22	10.33%	107.0	2	9	5	6
<b>Total Active Inventory by Units</b>	<b>213</b>			<b>47</b>	<b>111</b>	<b>41</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>65,577,399</b>	<b>100%</b>	<b>54.0</b>	<b>7.86M</b>	<b>32.93M</b>	<b>15.39M</b>	<b>9.40M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,000</b>			<b>\$79,900</b>	<b>\$189,900</b>	<b>\$295,000</b>	<b>\$514,500</b>

# August 2021



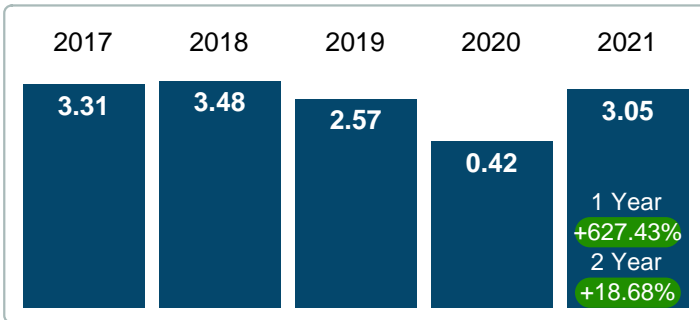
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



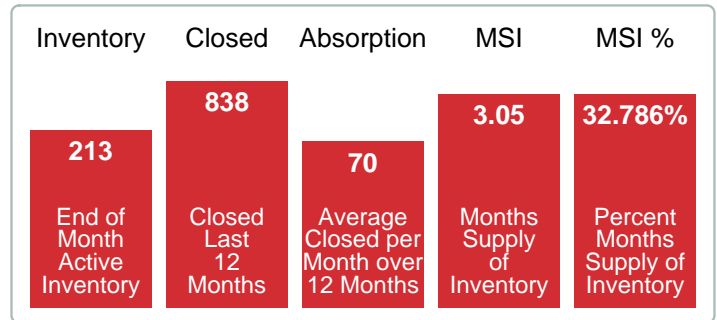
## MONTHS SUPPLY of INVENTORY (MSI)

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

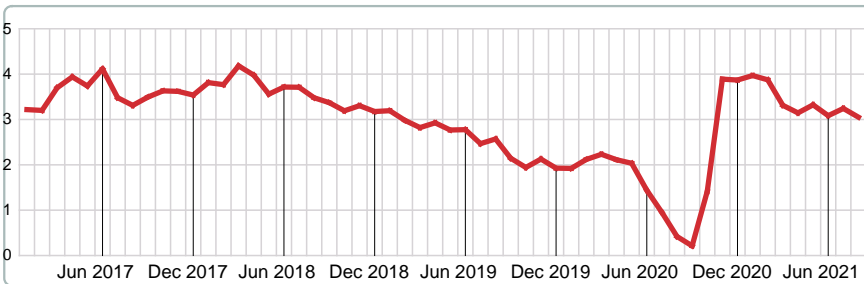
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021



### 5 YEAR MARKET ACTIVITY TRENDS

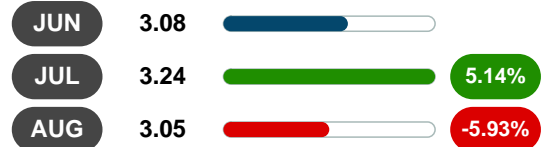


### 3 MONTHS

5 year AUG AVG = 2.57

High Mar 2018 4.18 Low Sep 2020 0.21

Months Supply this month at **3.05**  
above the 5 yr AUG average of **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

# August 2021



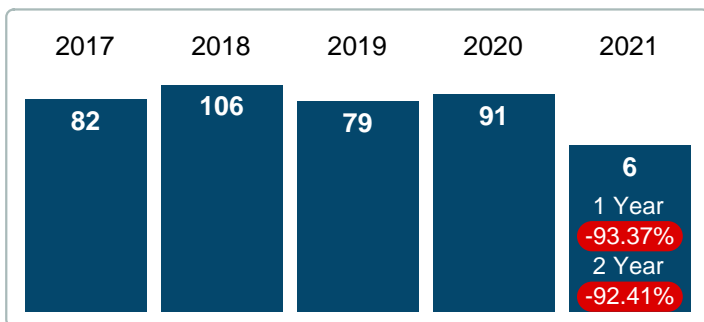
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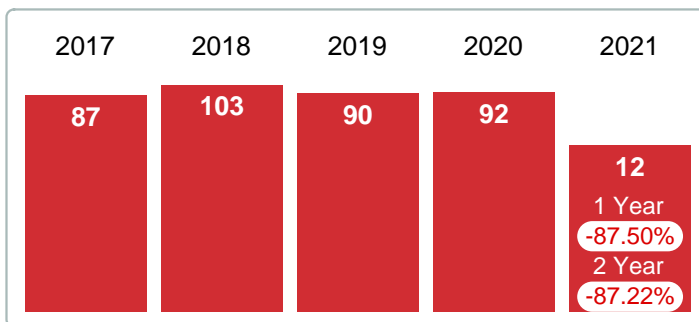
## MEDIAN DAYS ON MARKET TO SALE

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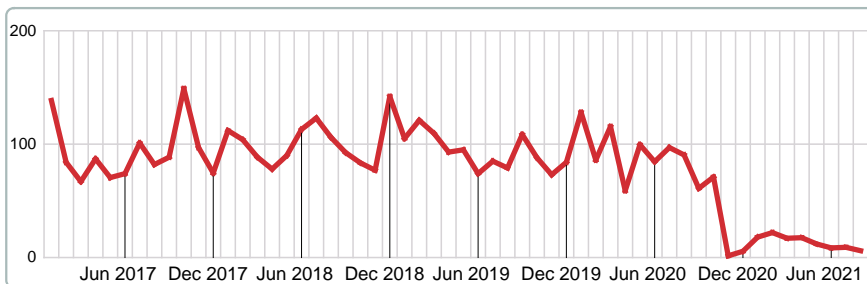
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

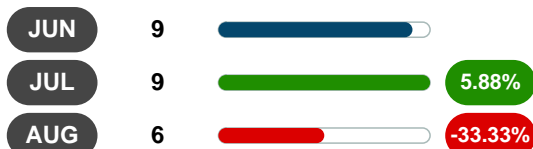


### 3 MONTHS

5 year AUG AVG = 73

High Oct 2017 149 Low Nov 2020 2

Median Days on Market to Sale this month at 6 below the 5 yr AUG average of 73



### 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	5.56%	10	14	55	6	0
\$50,001 - \$100,000	17.59%	8	12	7	0	0
\$100,001 - \$125,000	8.33%	9	6	16	0	0
\$125,001 - \$225,000	27.78%	5	2	5	14	0
\$225,001 - \$275,000	13.89%	4	0	3	6	41
\$275,001 - \$425,000	15.74%	7	14	7	6	0
\$425,001 and up	11.11%	3	1	10	3	20
Median Closed DOM		6	7	6	6	31
Total Closed Units	100%	108	21	62	23	2
Total Closed Volume		24,680,150	4.68M	11.86M	7.28M	860.00K

# August 2021



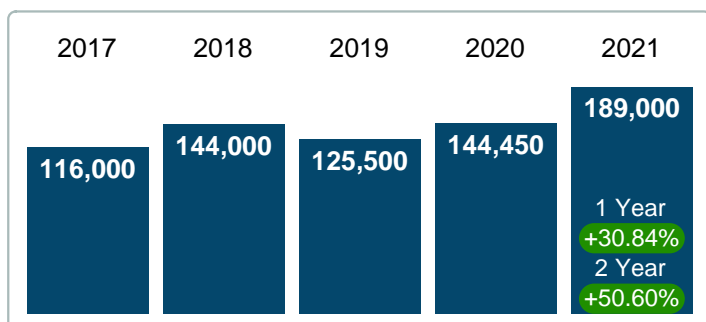
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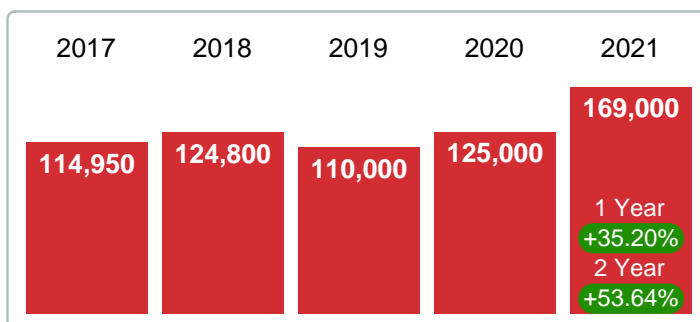
## MEDIAN LIST PRICE AT CLOSING

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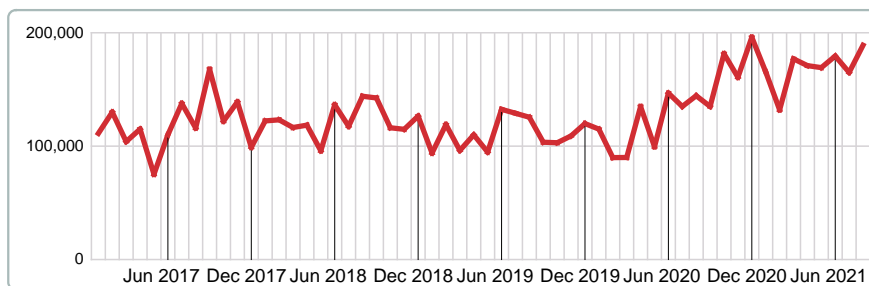
### AUGUST



### YEAR TO DATE (YTD)

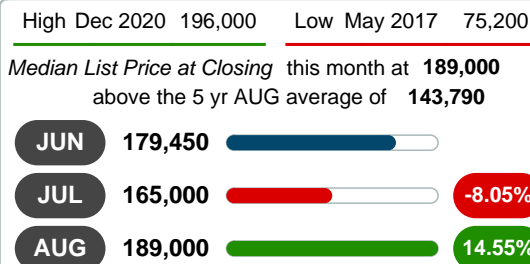


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 143,790



### 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	47,450	49,900	34,500	49,900	0
\$50,001 - \$100,000	17	75,000	79,700	73,600	0	0
\$100,001 - \$125,000	11	115,000	109,000	115,000	124,900	0
\$125,001 - \$225,000	31	165,500	139,500	179,000	163,930	0
\$225,001 - \$275,000	12	250,000	0	239,900	264,000	259,900
\$275,001 - \$425,000	18	312,000	332,750	300,000	325,000	0
\$425,001 and up	13	525,000	1,300,000	587,450	471,250	675,000
Median List Price		189,000	108,000	184,000	287,000	467,450
Total Closed Units	108	100%	21	62	23	2
Total Closed Volume	25,389,160		4.88M	12.06M	7.52M	934.90K



# August 2021



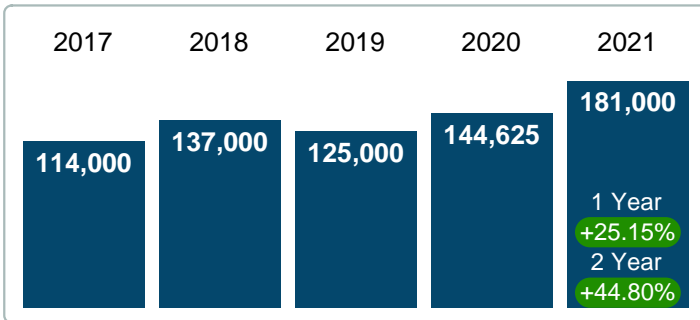
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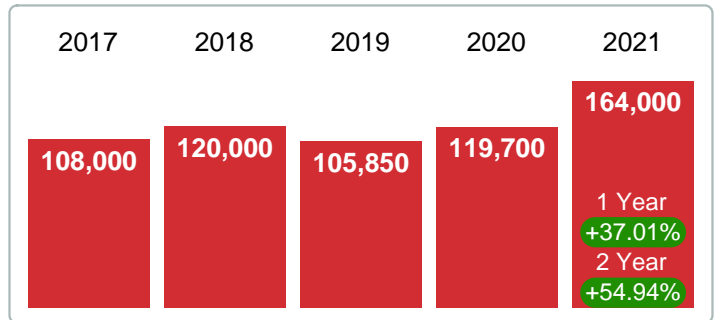
## MEDIAN SOLD PRICE AT CLOSING

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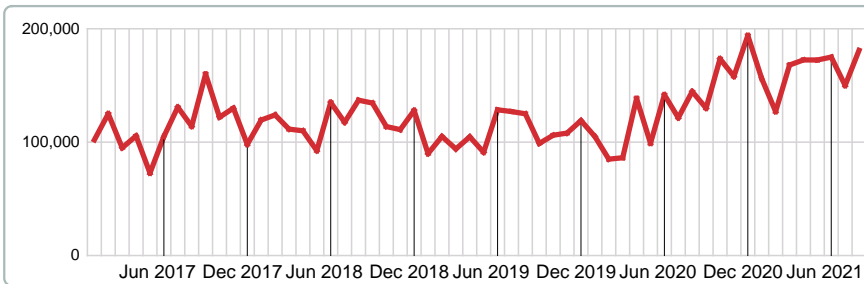
### AUGUST



### YEAR TO DATE (YTD)

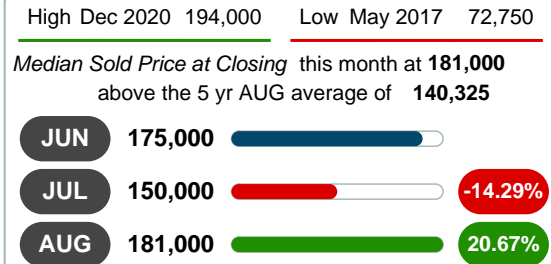


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 140,325



### 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	6	5.56%	35,750	30,000	34,500	41,500	0
\$50,001 - \$100,000	19	17.59%	71,000	75,000	70,000	0	0
\$100,001 - \$125,000	9	8.33%	115,000	115,000	112,500	0	0
\$125,001 - \$225,000	30	27.78%	159,750	151,500	170,250	146,000	0
\$225,001 - \$275,000	15	13.89%	255,000	0	245,000	259,000	240,000
\$275,001 - \$425,000	17	15.74%	300,000	312,000	299,950	375,000	0
\$425,001 and up	12	11.11%	520,000	1,250,000	577,750	475,000	620,000
Median Sold Price			181,000	108,000	181,000	279,000	430,000
Total Closed Units		100%	181,000	21	62	23	2
Total Closed Volume			24,680,150	4.68M	11.86M	7.28M	860.00K

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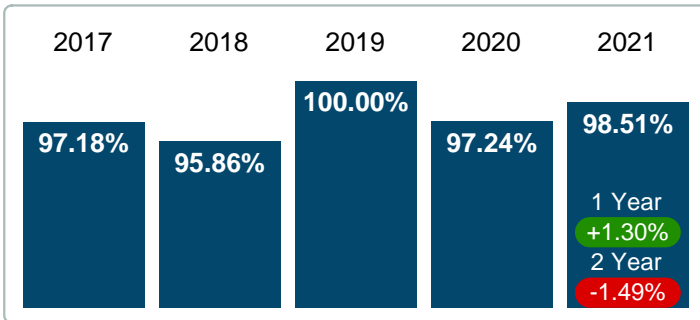
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



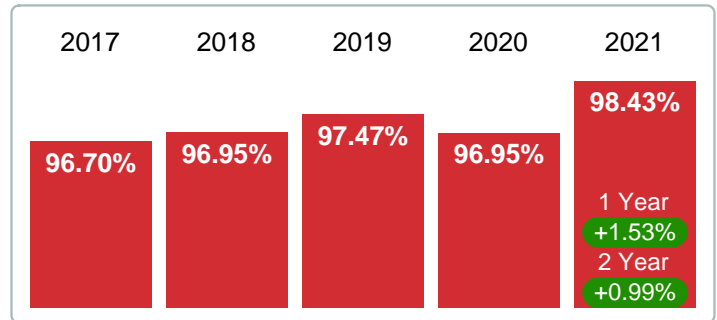
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

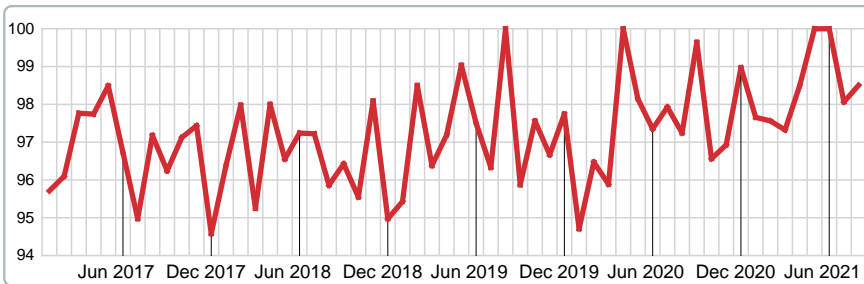
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

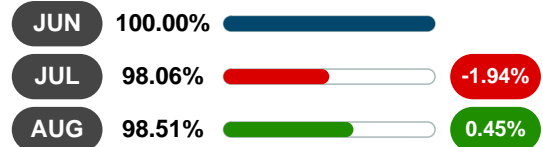


### 3 MONTHS

5 year AUG AVG = 97.76%

High Jun 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **98.51%**  
above the 5 yr AUG average of **97.76%**



## 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
\$50,000 and less	6	5.56%	94.99%	89.98%	100.00%	83.17%	0.00%
\$50,001 - \$100,000	19	17.59%	92.59%	93.68%	92.06%	0.00%	0.00%
\$100,001 - \$125,000	9	8.33%	97.39%	100.00%	95.74%	0.00%	0.00%
\$125,001 - \$225,000	30	27.78%	100.00%	101.00%	100.00%	94.13%	0.00%
\$225,001 - \$275,000	15	13.89%	100.00%	0.00%	100.84%	90.24%	92.34%
\$275,001 - \$425,000	17	15.74%	100.00%	94.32%	99.17%	100.00%	0.00%
\$425,001 and up	12	11.11%	98.35%	97.06%	98.06%	98.93%	91.85%
Median Sold/List Ratio		98.51%		98.11%	100.00%	97.78%	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



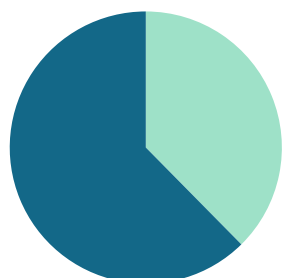
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

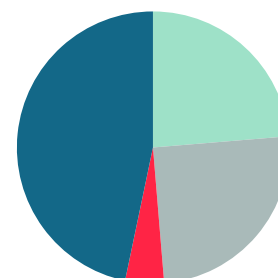


**Inventory**  
 New Listings  
**129 = 37.61%**  
 Start Inventory  
**214**  
 Total Inventory Units  
**343**  
 Volume  
**\$94,612,673**

### 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%
Median List Price	144,450	189,000	30.84%	125,000	169,000	35.20%
Median Sale Price	144,625	181,000	25.15%	119,700	164,000	37.01%
Median Percent of Selling Price to List Price	97.24%	98.51%	1.30%	96.95%	98.43%	1.53%
Median Days on Market to Sale	90.50	6.00	-93.37%	92.00	11.50	-87.50%
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

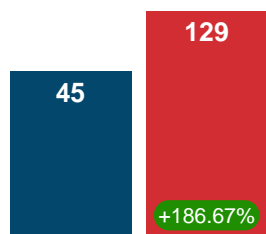
**Inventory** on August 31, 2021 = **213**

**2020** **2021**

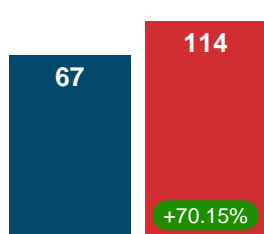
### AUGUST MARKET

### MEDIAN PRICES

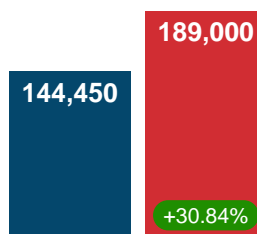
#### New Listings



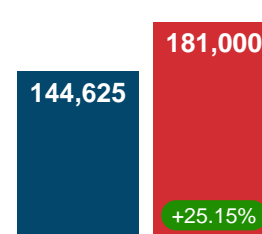
#### Pending Listings



#### List Price



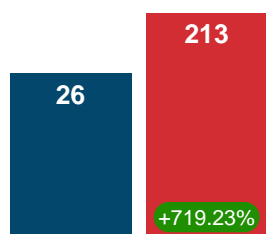
#### Sale Price



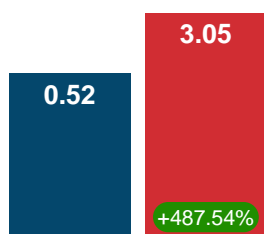
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

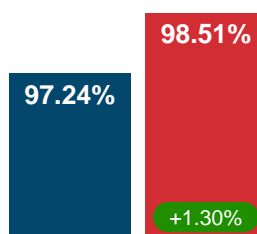
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

