

# August 2021



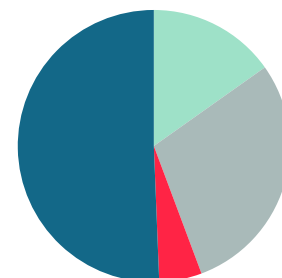
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                              | 2020   | August 2021 | +/-%    |
|---|--------|-------------|---------|
| Closed Listings                               | 12     | 12          | 0.00%   |
| Pending Listings                              | 17     | 23          | 35.29%  |
| New Listings                                  | 19     | 27          | 42.11%  |
| Median List Price                             | 87,450 | 202,200     | 131.22% |
| Median Sale Price                             | 86,750 | 197,950     | 128.18% |
| Median Percent of Selling Price to List Price | 95.75% | 98.89%      | 3.27%   |
| Median Days on Market to Sale                 | 33.50  | 14.00       | -58.21% |
| End of Month Inventory                        | 48     | 40          | -16.67% |
| Months Supply of Inventory                    | 4.88   | 3.22        | -34.00% |



■ Closed (15.19%)  
■ Pending (29.11%)  
■ Other OffMarket (5.06%)  
■ Active (50.63%)

**Absorption:** Last 12 months, an Average of **12 Sales/Month Active Inventory** as of August 31, 2021 = **40**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **16.67%** to 40 existing homes available for sale. Over the last 12 months this area has had an average of 12 closed sales per month. This represents an unsold inventory index of **3.22** 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 **128.18%** in August 2021 to \$197,950 versus the previous year at \$86,750.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 19.50 days or **58.21%** in August 2021 compared to last year's same month at **33.50** 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 27 New Listings in August 2021, up **42.11%** from last year at 19. Furthermore, there were 12 Closed Listings this month versus last year at 12, a **0.00%** decrease.

Closed versus Listed trends yielded a **44.4%** ratio, down from previous year's, August 2020, at **63.2%**, a **29.63%** downswing. This will certainly create pressure on a decreasing Monthly 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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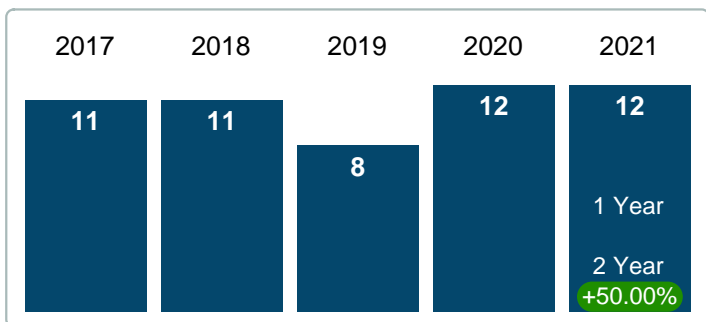
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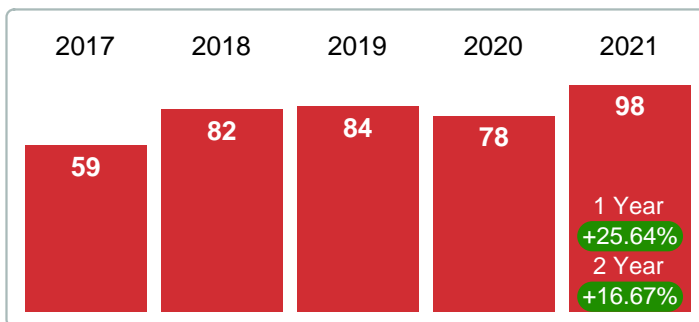
## CLOSED LISTINGS

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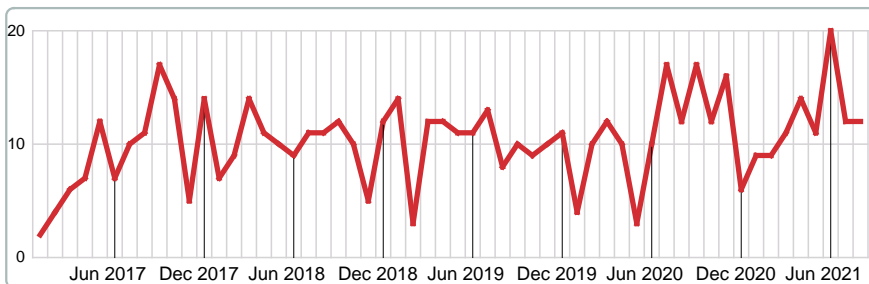
### AUGUST



### YEAR TO DATE (YTD)

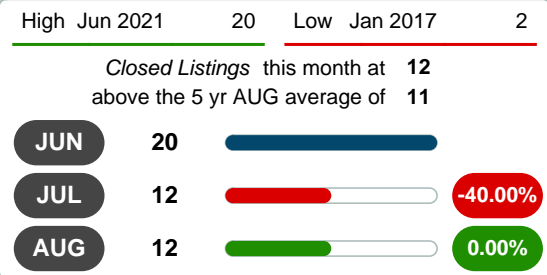


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 11



### 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                              | 1                | 8.33%       | 134.0       | 1               | 0                | 0                | 0            |
| \$25,001 - \$75,000                            | 1                | 8.33%       | 15.0        | 1               | 0                | 0                | 0            |
| \$75,001 - \$125,000                           | 2                | 16.67%      | 116.5       | 1               | 1                | 0                | 0            |
| \$125,001 - \$225,000                          | 2                | 16.67%      | 51.0        | 0               | 1                | 1                | 0            |
| \$225,001 - \$275,000                          | 3                | 25.00%      | 8.0         | 0               | 3                | 0                | 0            |
| \$275,001 - \$300,000                          | 1                | 8.33%       | 1.0         | 0               | 1                | 0                | 0            |
| \$300,001 and up                               | 2                | 16.67%      | 10.5        | 0               | 1                | 1                | 0            |
| <b>Total Closed Units</b>                      | <b>12</b>        |             |             | <b>3</b>        | <b>7</b>         | <b>2</b>         | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>2,734,075</b> | <b>100%</b> | <b>14.0</b> | <b>131.00K</b>  | <b>1.59M</b>     | <b>1.01M</b>     | <b>0.00B</b> |
| <b>Median Closed Price</b>                     | <b>\$197,950</b> |             |             | <b>\$30,000</b> | <b>\$245,000</b> | <b>\$505,750</b> | <b>\$0</b>   |

# August 2021



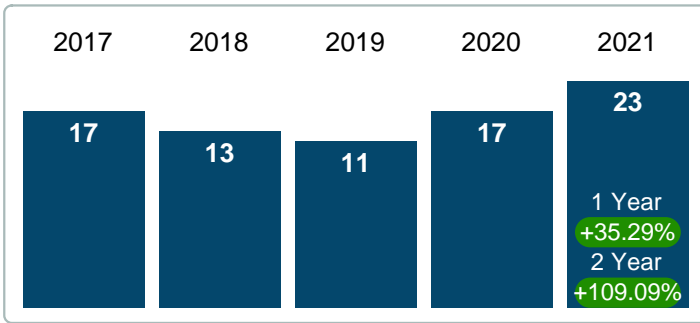
Area Delimited by County Of Sequoyah - Residential Property Type



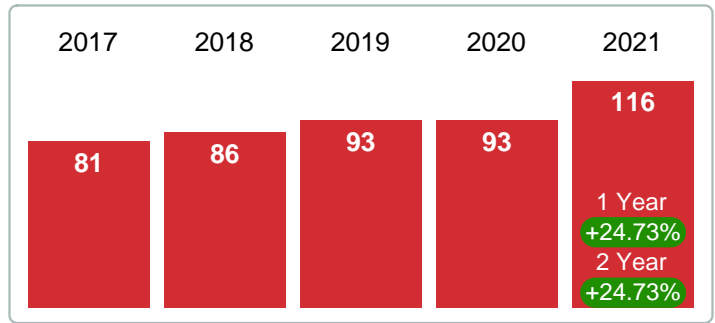
## PENDING LISTINGS

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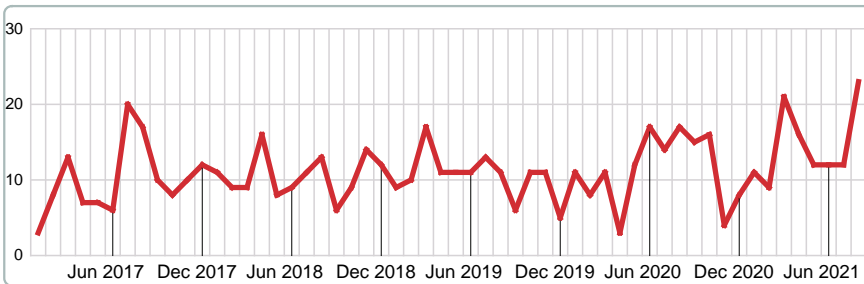
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 16

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 23  
above the 5 yr AUG average of 16



### 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                               | 1                | 4.35%       | 4.0         | 0               | 1                | 0                | 0                |
| \$25,001 - \$75,000                             | 4                | 17.39%      | 29.0        | 3               | 1                | 0                | 0                |
| \$75,001 - \$125,000                            | 3                | 13.04%      | 10.0        | 1               | 2                | 0                | 0                |
| \$125,001 - \$200,000                           | 4                | 17.39%      | 30.0        | 0               | 4                | 0                | 0                |
| \$200,001 - \$225,000                           | 3                | 13.04%      | 29.0        | 0               | 1                | 1                | 1                |
| \$225,001 - \$375,000                           | 6                | 26.09%      | 13.5        | 0               | 4                | 2                | 0                |
| \$375,001 and up                                | 2                | 8.70%       | 29.5        | 0               | 0                | 2                | 0                |
| <b>Total Pending Units</b>                      | <b>23</b>        |             |             | <b>4</b>        | <b>13</b>        | <b>5</b>         | <b>1</b>         |
| <b>Total Pending Volume</b>                     | <b>4,573,400</b> | <b>100%</b> | <b>14.0</b> | <b>244.00K</b>  | <b>2.27M</b>     | <b>1.84M</b>     | <b>219.00K</b>   |
| <b>Median Listing Price</b>                     | <b>\$169,500</b> |             |             | <b>\$60,000</b> | <b>\$135,000</b> | <b>\$230,000</b> | <b>\$219,000</b> |

# August 2021



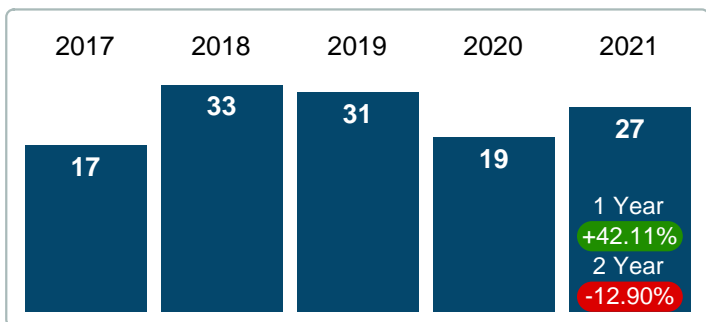
Area Delimited by County Of Sequoyah - Residential Property Type



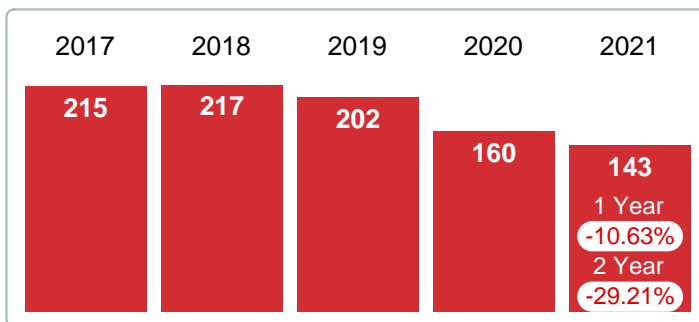
## NEW LISTINGS

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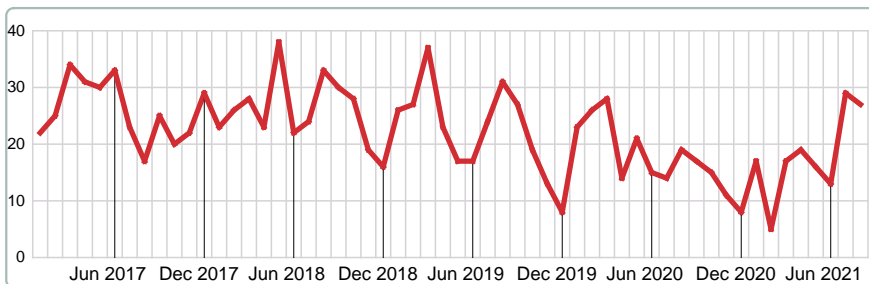
### AUGUST



### YEAR TO DATE (YTD)

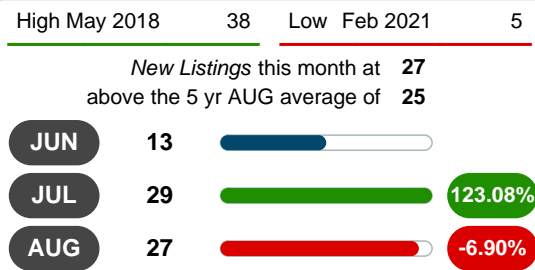


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 25



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                  | %           | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|------------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less                           | 3                | 11.11%      | 2               | 1                | 0                | 0                |
| \$40,001 - \$60,000                         | 3                | 11.11%      | 2               | 1                | 0                | 0                |
| \$60,001 - \$110,000                        | 4                | 14.81%      | 2               | 2                | 0                | 0                |
| \$110,001 - \$180,000                       | 7                | 25.93%      | 0               | 7                | 0                | 0                |
| \$180,001 - \$220,000                       | 3                | 11.11%      | 0               | 2                | 0                | 1                |
| \$220,001 - \$540,000                       | 4                | 14.81%      | 0               | 3                | 1                | 0                |
| \$540,001 and up                            | 3                | 11.11%      | 0               | 1                | 2                | 0                |
| <b>Total New Listed Units</b>               | <b>27</b>        |             | <b>6</b>        | <b>17</b>        | <b>3</b>         | <b>1</b>         |
| <b>Total New Listed Volume</b>              | <b>5,286,700</b> | <b>100%</b> | <b>308.50K</b>  | <b>3.30M</b>     | <b>1.46M</b>     | <b>219.00K</b>   |
| <b>Median New Listed Listing Price</b>      | <b>\$135,000</b> |             | <b>\$45,000</b> | <b>\$159,900</b> | <b>\$575,000</b> | <b>\$219,000</b> |

# August 2021



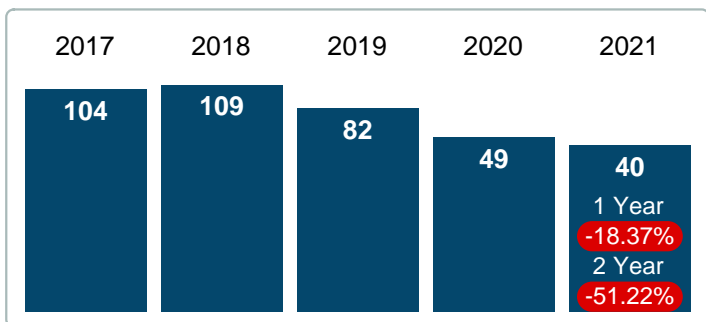
Area Delimited by County Of Sequoyah - Residential Property Type



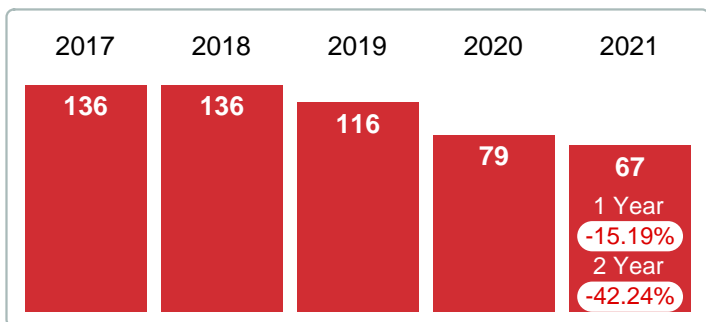
## ACTIVE INVENTORY

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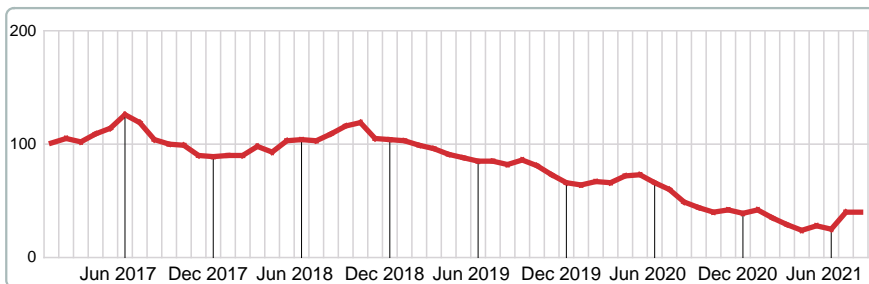
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

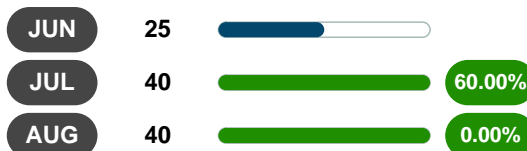


### 3 MONTHS

5 year AUG AVG = 77

High Jun 2017 126 Low Apr 2021 24

Inventory this month at 40  
below the 5 yr AUG average of 77



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range     |                  | %           | MDOM        | 1-2 Beds        | 3 Beds          | 4 Beds           | 5+ Beds          |
|--|------------------|-------------|-------------|-----------------|-----------------|------------------|------------------|
| \$50,000 and less                            | 4                | 10.00%      | 37.0        | 3               | 1               | 0                | 0                |
| \$50,001 - \$70,000                          | 5                | 12.50%      | 46.0        | 1               | 3               | 1                | 0                |
| \$70,001 - \$90,000                          | 6                | 15.00%      | 55.0        | 1               | 5               | 0                | 0                |
| \$90,001 - \$170,000                         | 8                | 20.00%      | 48.5        | 1               | 7               | 0                | 0                |
| \$170,001 - \$510,000                        | 8                | 20.00%      | 45.5        | 1               | 6               | 1                | 0                |
| \$510,001 - \$680,000                        | 5                | 12.50%      | 19.0        | 0               | 3               | 2                | 0                |
| \$680,001 and up                             | 4                | 10.00%      | 81.0        | 1               | 0               | 1                | 2                |
| <b>Total Active Inventory by Units</b>       | <b>40</b>        |             |             | <b>8</b>        | <b>25</b>       | <b>5</b>         | <b>2</b>         |
| <b>Total Active Inventory by Volume</b>      | <b>9,920,100</b> | <b>100%</b> | <b>50.5</b> | <b>1.49M</b>    | <b>4.54M</b>    | <b>2.18M</b>     | <b>1.71M</b>     |
| <b>Median Active Inventory Listing Price</b> | <b>\$130,000</b> |             |             | <b>\$71,750</b> | <b>\$99,500</b> | <b>\$549,000</b> | <b>\$854,500</b> |

# August 2021



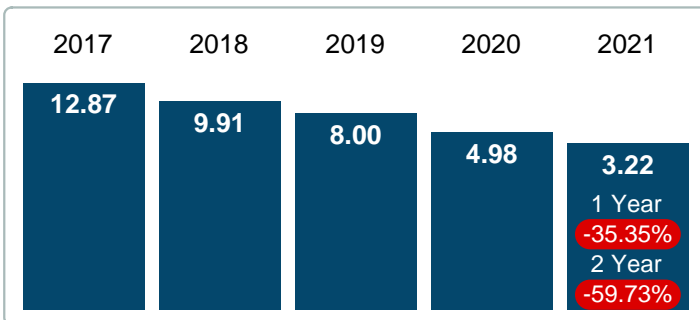
Area Delimited by County Of Sequoyah - Residential Property Type



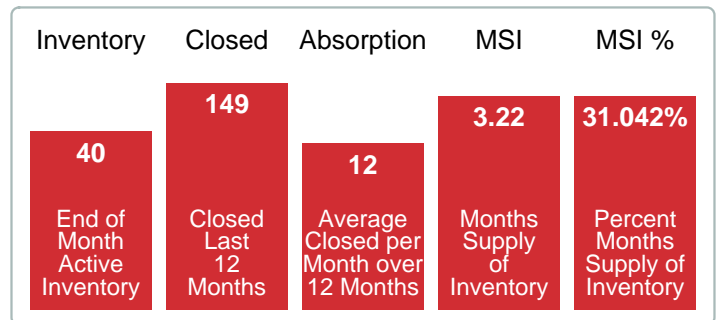
## MONTHS SUPPLY of INVENTORY (MSI)

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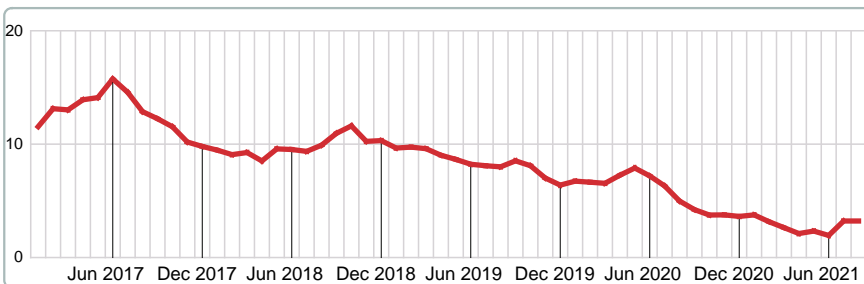
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021



### 5 YEAR MARKET ACTIVITY TRENDS

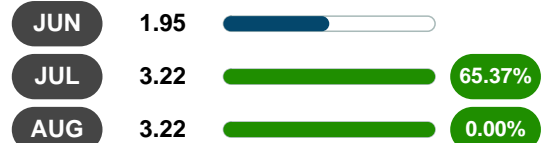


### 3 MONTHS

5 year AUG AVG = 7.80

High Jun 2017 15.75 Low Jun 2021 1.95

Months Supply this month at **3.22**  
below the 5 yr AUG average of **7.80**



### 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 |
|---|---|--------|-------|----------|--------|--------|---------|
| \$50,000 and less                                       | 4 | 10.00% | 2.67  | 5.14     | 1.50   | 0.00   | 0.00    |
| \$50,001 - \$70,000                                     | 5 | 12.50% | 4.29  | 4.00     | 3.60   | 12.00  | 0.00    |
| \$70,001 - \$90,000                                     | 6 | 15.00% | 4.50  | 6.00     | 5.00   | 0.00   | 0.00    |
| \$90,001 - \$170,000                                    | 8 | 20.00% | 2.34  | 1.50     | 3.82   | 0.00   | 0.00    |
| \$170,001 - \$510,000                                   | 8 | 20.00% | 1.85  | 2.40     | 2.12   | 1.33   | 0.00    |
| \$510,001 - \$680,000                                   | 5 | 12.50% | 30.00 | 0.00     | 36.00  | 24.00  | 0.00    |
| \$680,001 and up  | 4 | 10.00% | 8.00  | 12.00    | 0.00   | 6.00   | 12.00   |
| Market Supply of Inventory (MSI)                        |   |        | 3.22  | 3.69     | 3.41   | 2.14   | 3.43    |
| Total Active Inventory by Units                         |   | 100%   | 3.22  | 8        | 25     | 5      | 2       |

# August 2021



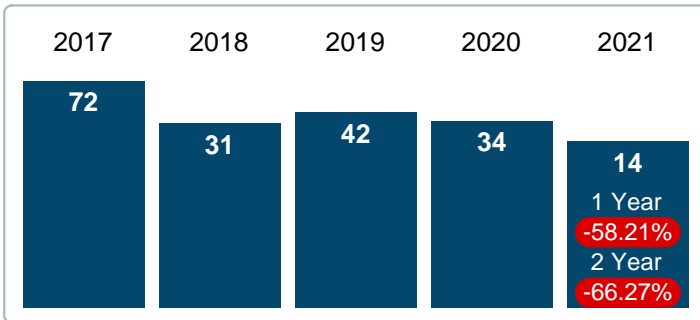
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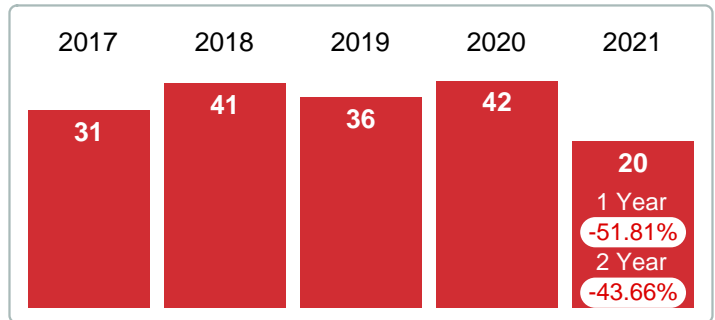
## MEDIAN DAYS ON MARKET TO SALE

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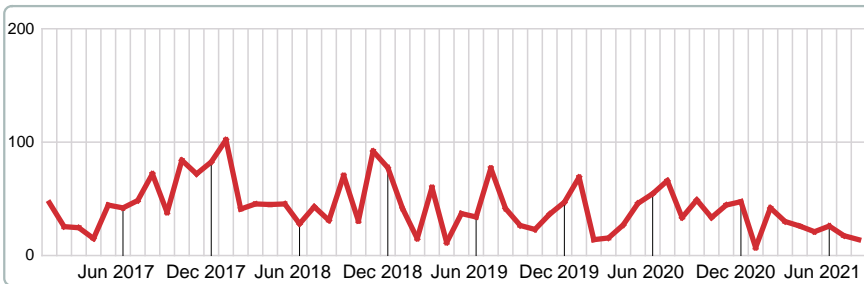
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

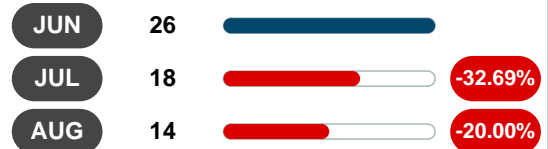


### 3 MONTHS

5 year AUG AVG = 38

High Jan 2018 102 Low Jan 2021 7

Median Days on Market to Sale this month at 14 below the 5 yr AUG average of 38



### 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  | 8.33%  | 134       | 134      | 0      | 0      | 0       |
| \$25,001 - \$75,000  | 8.33%  | 15        | 15       | 0      | 0      | 0       |
| \$75,001 - \$125,000   | 16.67% | 117       | 118      | 115    | 0      | 0       |
| \$125,001 - \$225,000  | 16.67% | 51        | 0        | 55     | 47     | 0       |
| \$225,001 - \$275,000  | 25.00% | 8         | 0        | 8      | 0      | 0       |
| \$275,001 - \$300,000  | 8.33%  | 1         | 0        | 1      | 0      | 0       |
| \$300,001 and up   | 16.67% | 11        | 0        | 13     | 8      | 0       |
| Median Closed DOM  |        | 14        | 118      | 12     | 28     | 0       |
| Total Closed Units   | 100%   | 14.0      | 3        | 7      | 2      |         |
| Total Closed Volume  |        | 2,734,075 | 131.00K  | 1.59M  | 1.01M  | 0.00B   |



# August 2021



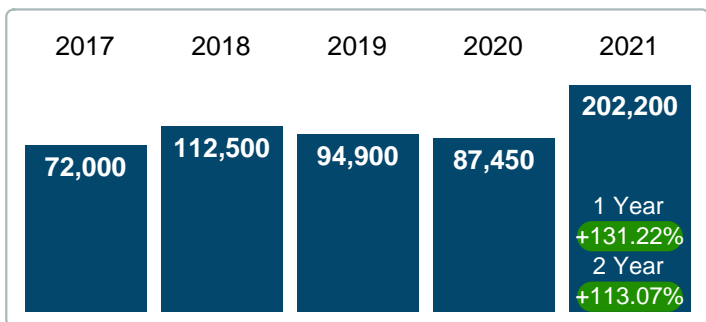
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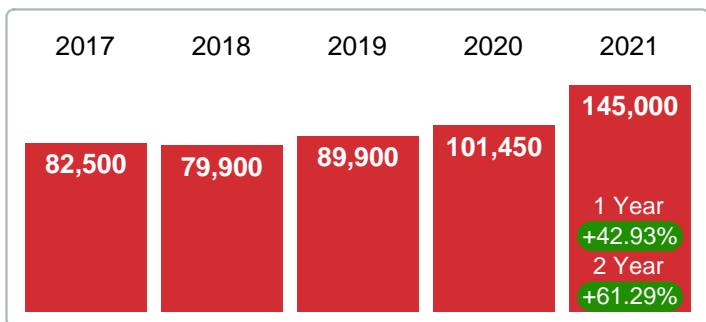
## MEDIAN LIST PRICE AT CLOSING

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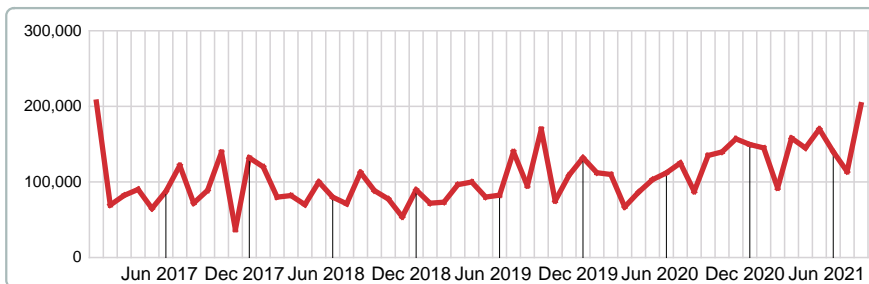
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

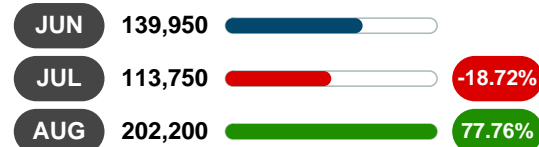


### 3 MONTHS

5 year AUG AVG = 113,810

High Jan 2017 205,750 Low Nov 2017 37,000

Median List Price at Closing this month at **202,200**  
above the 5 yr AUG average of **113,810**



### 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   | 16.67% | 20,500    | 20,500   | 0       | 0       | 0       |
| \$25,001 - \$75,000   | 0.00%  | 20,500    | 0        | 0       | 0       | 0       |
| \$75,001 - \$125,000  | 16.67% | 89,200    | 83,500   | 94,900  | 0       | 0       |
| \$125,001 - \$225,000                                       | 16.67% | 154,750   | 0        | 169,500 | 139,999 | 0       |
| \$225,001 - \$275,000                                       | 16.67% | 242,450   | 0        | 242,450 | 0       | 0       |
| \$275,001 - \$300,000                                       | 16.67% | 286,400   | 0        | 286,400 | 0       | 0       |
| \$300,001 and up  | 16.67% | 611,500   | 0        | 325,000 | 898,000 | 0       |
| Median List Price   |        | 202,200   | 25,000   | 250,000 | 519,000 | 0       |
| Total Closed Units  | 100%   | 202,200   | 3        | 7       | 2       |         |
| Total Closed Volume   |        | 2,809,599 | 124.50K  | 1.65M   | 1.04M   | 0.00B   |



# August 2021



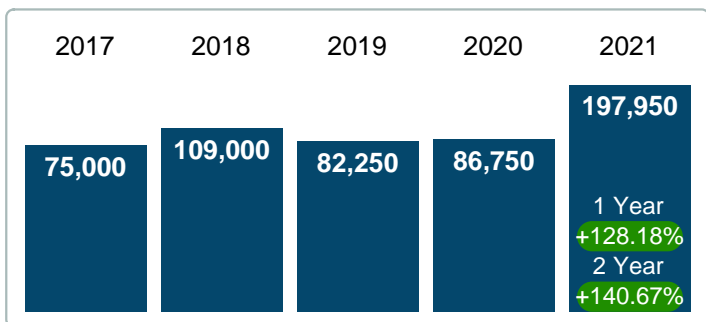
Area Delimited by County Of Sequoyah - Residential Property Type



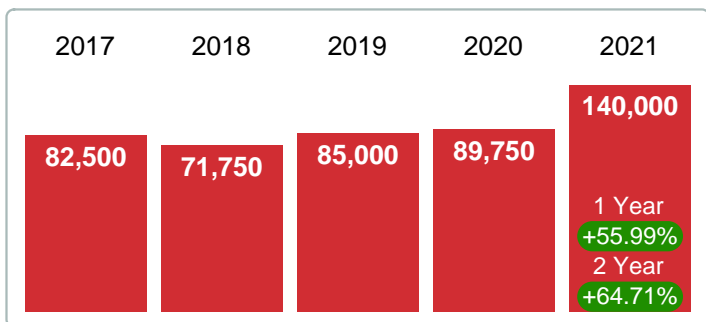
## MEDIAN SOLD PRICE AT CLOSING

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

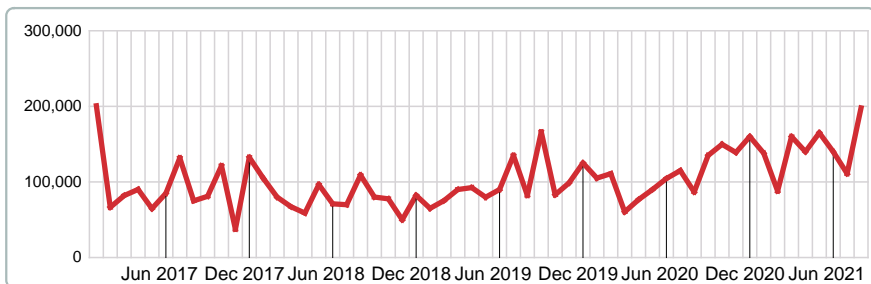
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

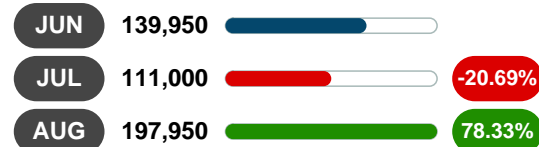


### 3 MONTHS

5 year AUG AVG = 110,190

High Jan 2017 200,750 Low Nov 2017 37,500

Median Sold Price at Closing this month at 197,950 above the 5 yr AUG average of 110,190



### 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   | 8.33%       | 16,000           | 16,000         | 0              | 0              | 0            |
| \$25,001 - \$75,000   | 8.33%       | 30,000           | 30,000         | 0              | 0              | 0            |
| \$75,001 - \$125,000  | 16.67%      | 88,438           | 85,000         | 91,875         | 0              | 0            |
| \$125,001 - \$225,000                                       | 16.67%      | 147,250          | 0              | 161,000        | 133,500        | 0            |
| \$225,001 - \$275,000                                       | 25.00%      | 245,000          | 0              | 245,000        | 0              | 0            |
| \$275,001 - \$300,000                                       | 8.33%       | 293,800          | 0              | 293,800        | 0              | 0            |
| \$300,001 and up  | 16.67%      | 596,500          | 0              | 315,000        | 878,000        | 0            |
| <b>Median Sold Price</b>                                    |             | <b>197,950</b>   | <b>30,000</b>  | <b>245,000</b> | <b>505,750</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                   | <b>100%</b> | <b>197,950</b>   | <b>3</b>       | <b>7</b>       | <b>2</b>       |              |
| <b>Total Closed Volume</b>                                  |             | <b>2,734,075</b> | <b>131.00K</b> | <b>1.59M</b>   | <b>1.01M</b>   | <b>0.00B</b> |

# August 2021



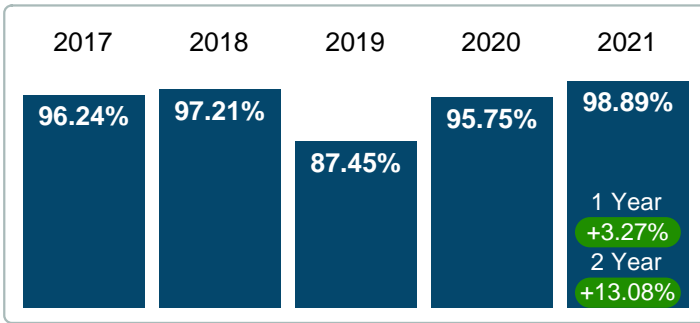
Area Delimited by County Of Sequoyah - Residential Property Type



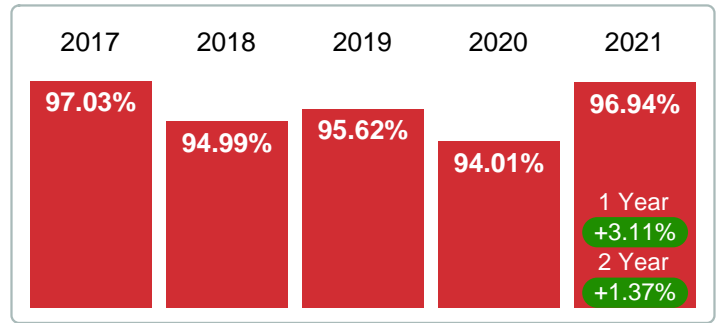
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

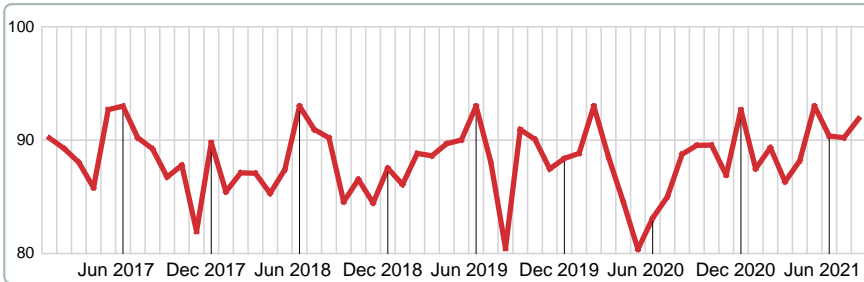
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

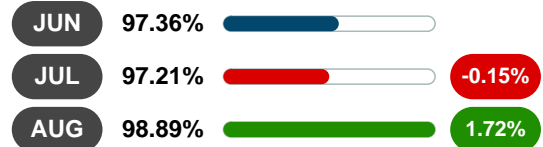


### 3 MONTHS

5 year AUG AVG = 95.11%

High May 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **98.89%**  
above the 5 yr AUG average of **95.11%**



### 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                              | <div style="width: 8.33%;"></div> 1  | 8.33%     | 100.00% | 100.00%  | 0.00%   | 0.00%  | 0.00%   |
| \$25,001 - \$75,000                            | <div style="width: 8.33%;"></div> 1  | 8.33%     | 120.00% | 120.00%  | 0.00%   | 0.00%  | 0.00%   |
| \$75,001 - \$125,000                           | <div style="width: 16.67%;"></div> 2 | 16.67%    | 99.30%  | 101.80%  | 96.81%  | 0.00%  | 0.00%   |
| \$125,001 - \$225,000                          | <div style="width: 16.67%;"></div> 2 | 16.67%    | 95.17%  | 0.00%    | 94.99%  | 95.36% | 0.00%   |
| \$225,001 - \$275,000                          | <div style="width: 25.00%;"></div> 3 | 25.00%    | 100.00% | 0.00%    | 100.00% | 0.00%  | 0.00%   |
| \$275,001 - \$300,000                          | <div style="width: 8.33%;"></div> 1  | 8.33%     | 100.00% | 0.00%    | 100.00% | 0.00%  | 0.00%   |
| \$300,001 and up                               | <div style="width: 16.67%;"></div> 2 | 16.67%    | 97.35%  | 0.00%    | 96.92%  | 97.77% | 0.00%   |
| Median Sold/List Ratio                         |                                      | 98.89%    |         | 101.80%  | 96.92%  | 96.57% | 0.00%   |
| Total Closed Units                             |                                      | 12        | 100%    | 3        | 7       | 2      |         |
| Total Closed Volume                            |                                      | 2,734,075 |         | 131.00K  | 1.59M   | 1.01M  | 0.00B   |

# August 2021



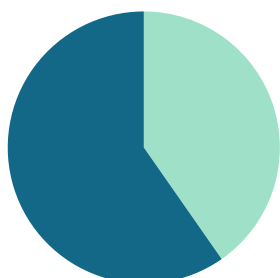
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

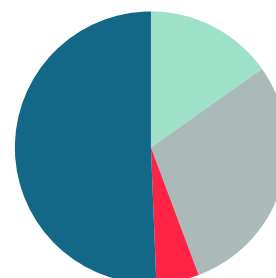


**Inventory**  
 New Listings  
**27 = 40.30%**  
 Start Inventory  
**40**  
 Total Inventory Units  
**67**  
 Volume  
**\$15,366,200**

### Market Activity

Closed Sales  
**12 = 15.19%**  
 Pending Sales  
**23 = 29.11%**  
 Other Off Market  
**4 = 5.06%**  
 Active Inventory  
**40 = 50.63%**

### MARKET ACTIVITY



| Compared Metrics                              | August |         |         | Year to Date |         |         |
|---|--------|---------|---------|--------------|---------|---------|
|   | 2020   | 2021    | +/-%    | 2020         | 2021    | +/-%    |
| Closed Sales                                  | 12     | 12      | 0.00%   | 78           | 98      | 25.64%  |
| Pending Sales                                 | 17     | 23      | 35.29%  | 93           | 116     | 24.73%  |
| New Listings                                  | 19     | 27      | 42.11%  | 160          | 143     | -10.63% |
| Median List Price                             | 87,450 | 202,200 | 131.22% | 101,450      | 145,000 | 42.93%  |
| Median Sale Price                             | 86,750 | 197,950 | 128.18% | 89,750       | 140,000 | 55.99%  |
| Median Percent of Selling Price to List Price | 95.75% | 98.89%  | 3.27%   | 94.01%       | 96.94%  | 3.11%   |
| Median Days on Market to Sale                 | 33.50  | 14.00   | -58.21% | 41.50        | 20.00   | -51.81% |
| Monthly Inventory                             | 48     | 40      | -16.67% | 48           | 40      | -16.67% |
| Months Supply of Inventory                    | 4.88   | 3.22    | -34.00% | 4.88         | 3.22    | -34.00% |

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

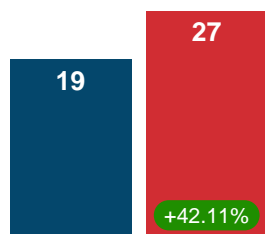
**Inventory** on August 31, 2021 = **40**

**2020** **2021**

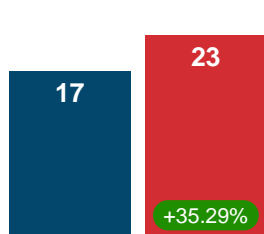
### AUGUST MARKET

### MEDIAN PRICES

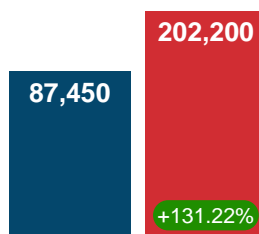
#### New Listings



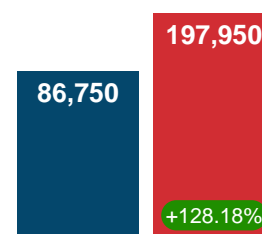
#### Pending Listings



#### List Price



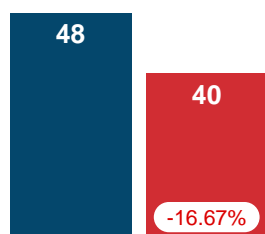
#### Sale Price



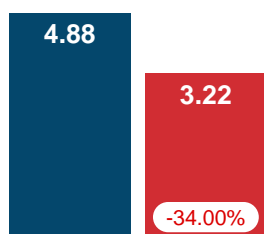
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

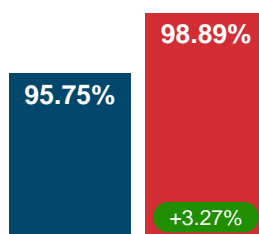
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

