

October 2021



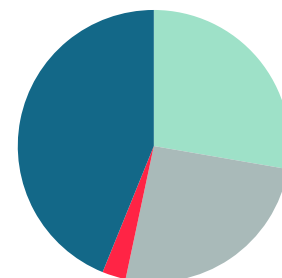
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	89	79	-11.24%
Pending Listings	69	73	5.80%
New Listings	83	86	3.61%
Average List Price	202,780	240,900	18.80%
Average Sale Price	196,859	238,406	21.10%
Average Percent of Selling Price to List Price	97.34%	99.57%	2.29%
Average Days on Market to Sale	25.36	19.08	-24.78%
End of Month Inventory	124	125	0.81%
Months Supply of Inventory	1.90	1.63	-14.48%



■ Closed (27.72%)
■ Pending (25.61%)
■ Other OffMarket (2.81%)
■ Active (43.86%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of October 31, 2021 = **125**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **0.81%** to 125 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **1.63** 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 **21.10%** in October 2021 to \$238,406 versus the previous year at \$196,859.

Average Days on Market Shortens

The average number of **19.08** days that homes spent on the market before selling decreased by 6.28 days or **24.78%** in October 2021 compared to last year's same month at **25.36** DOM.

Sales Success for October 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 86 New Listings in October 2021, up **3.61%** from last year at 83. Furthermore, there were 79 Closed Listings this month versus last year at 89, a **-11.24%** decrease.

Closed versus Listed trends yielded a **91.9%** ratio, down from previous year's, October 2020, at **107.2%**, a **14.33%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

October 2021



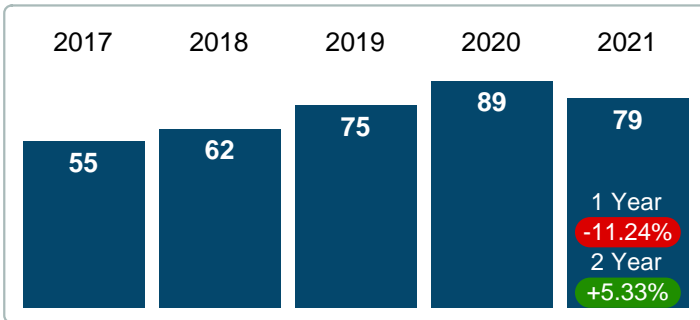
Area Delimited by County Of Creek - Residential Property Type



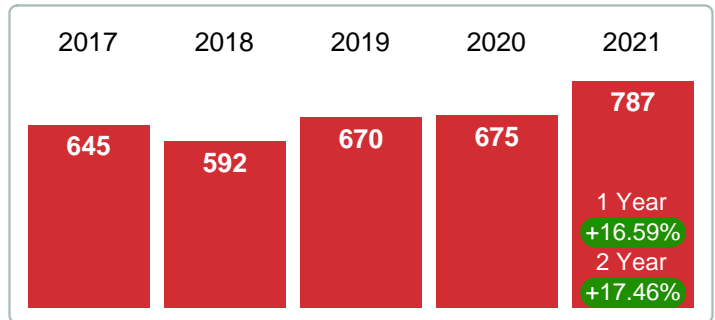
CLOSED LISTINGS

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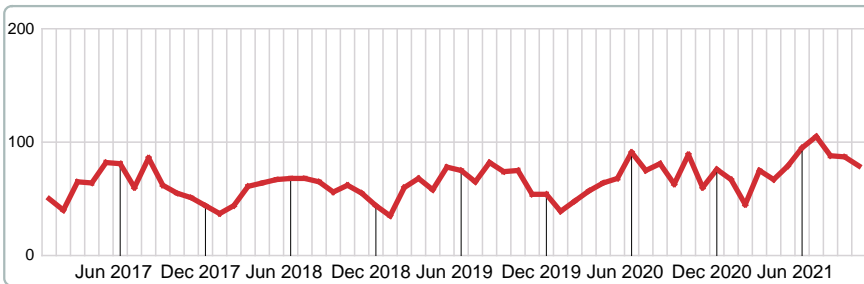
OCTOBER



YEAR TO DATE (YTD)

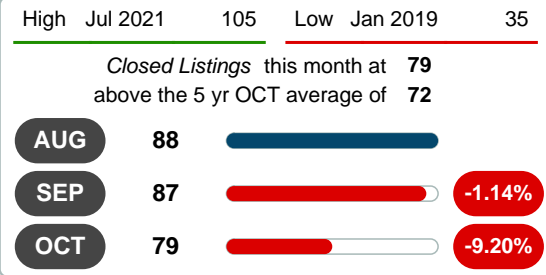


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.33%	21.8	2	2	1	0
\$75,001 - \$125,000	11	13.92%	15.6	6	4	1	0
\$125,001 - \$150,000	10	12.66%	13.1	1	9	0	0
\$150,001 - \$225,000	20	25.32%	9.7	2	16	2	0
\$225,001 - \$275,000	12	15.19%	22.4	1	7	4	0
\$275,001 - \$500,000	13	16.46%	16.6	0	8	5	0
\$500,001 and up	8	10.13%	52.1	0	1	5	2
Total Closed Units	79			12	47	18	2
Total Closed Volume	18,834,100	100%	19.1	1.45M	9.95M	6.37M	1.07M
Average Closed Price	\$238,406			\$120,950	\$211,636	\$353,711	\$534,500

October 2021



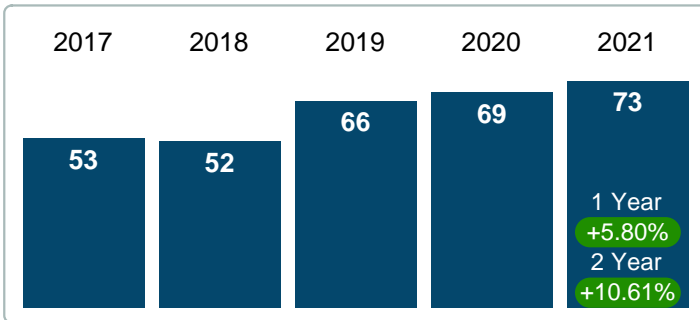
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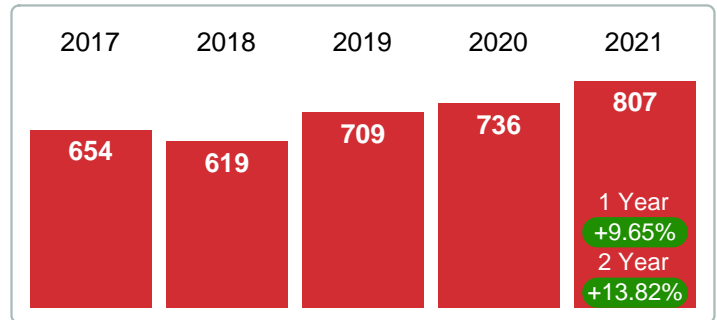
PENDING LISTINGS

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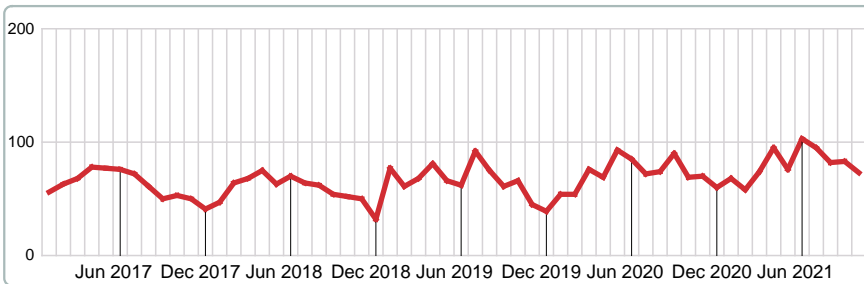
OCTOBER



YEAR TO DATE (YTD)

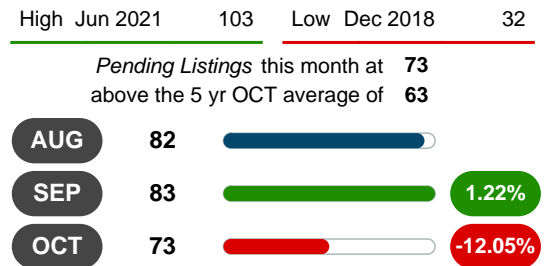


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 63



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	3	4.11%	67.0	1	2	0	0
\$50,001 - \$100,000	8	10.96%	31.6	6	2	0	0
\$100,001 - \$150,000	16	21.92%	16.2	7	9	0	0
\$150,001 - \$175,000	16	21.92%	11.9	2	9	5	0
\$175,001 - \$250,000	14	19.18%	26.1	1	9	4	0
\$250,001 - \$275,000	7	9.59%	48.1	2	2	3	0
\$275,001 and up	9	12.33%	59.7	0	4	3	2
Total Pending Units	73			19	37	15	2
Total Pending Volume	13,972,377	100%	27.9	2.45M	7.10M	3.59M	844.00K
Average Listing Price	\$190,241			\$128,810	\$191,775	\$239,020	\$422,000

October 2021



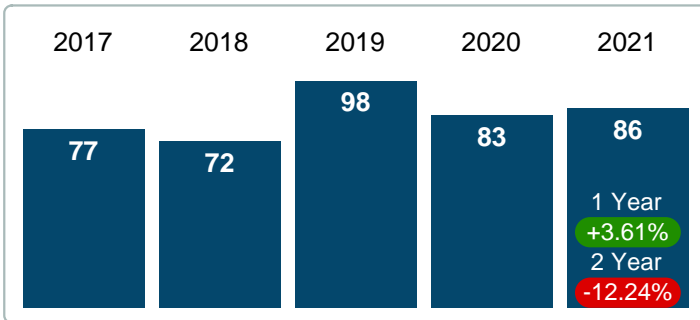
Area Delimited by County Of Creek - Residential Property Type



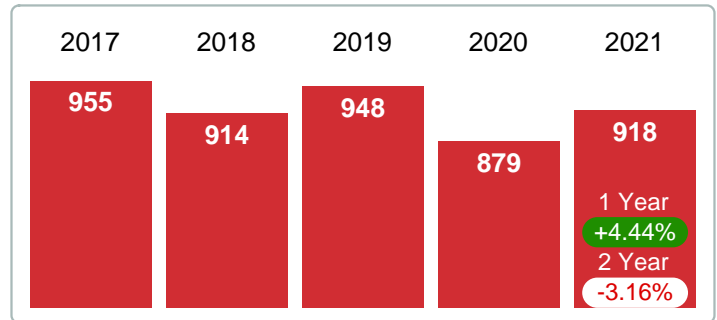
NEW LISTINGS

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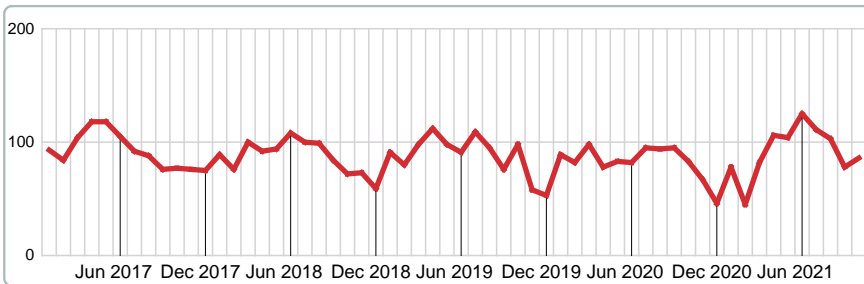
OCTOBER



YEAR TO DATE (YTD)

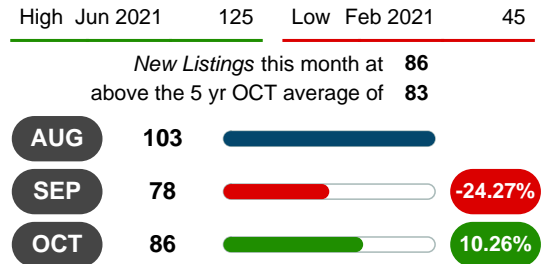


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 83



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	4	4.65%	1	3	0	0
\$50,001 - \$100,000	13	15.12%	9	2	2	0
\$100,001 - \$125,000	11	12.79%	4	7	0	0
\$125,001 - \$200,000	22	25.58%	3	15	4	0
\$200,001 - \$275,000	13	15.12%	2	7	4	0
\$275,001 - \$575,000	13	15.12%	1	4	6	2
\$575,001 and up	10	11.63%	1	4	3	2
Total New Listed Units	86		21	42	19	4
Total New Listed Volume	26,447,998	100%	3.56M	12.50M	6.59M	3.80M
Average New Listed Listing Price	\$199,948		\$169,462	\$297,721	\$346,689	\$949,475

October 2021



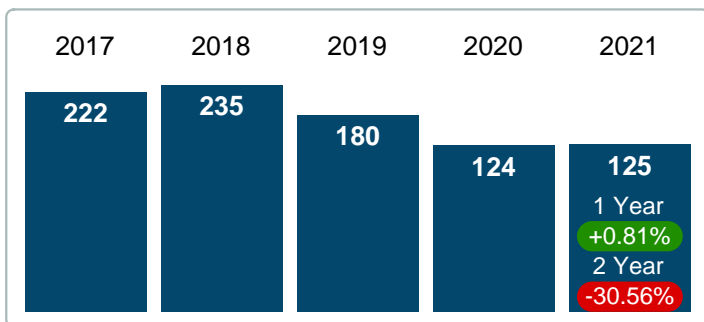
Area Delimited by County Of Creek - Residential Property Type



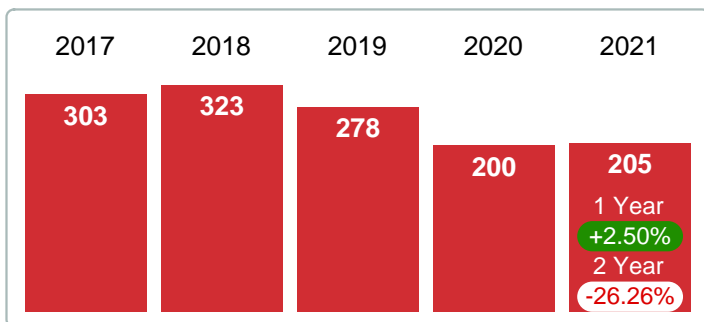
ACTIVE INVENTORY

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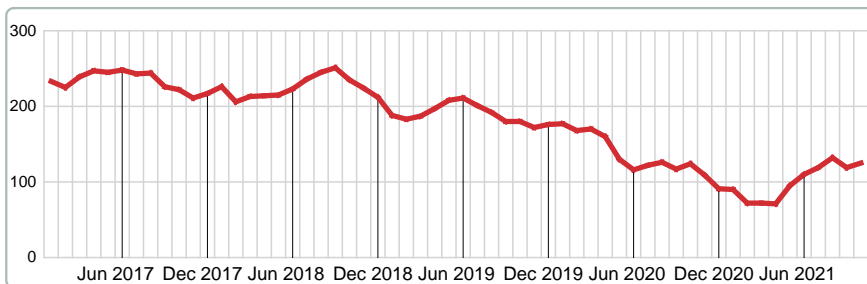
END OF OCTOBER



ACTIVE DURING OCTOBER

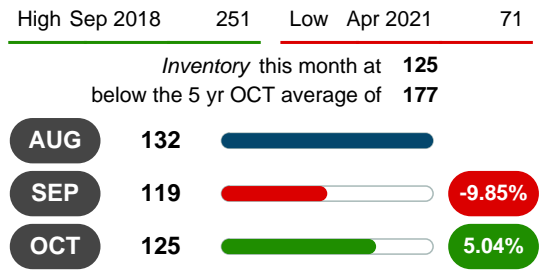


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 177



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	5.60%	16.0	5	1	1	0
\$75,001 - \$125,000	21	16.80%	61.7	4	12	4	1
\$125,001 - \$175,000	20	16.00%	109.5	2	16	2	0
\$175,001 - \$300,000	29	23.20%	72.0	5	14	10	0
\$300,001 - \$525,000	20	16.00%	55.5	2	5	9	4
\$525,001 - \$975,000	15	12.00%	70.4	0	5	7	3
\$975,001 and up	13	10.40%	63.2	1	3	5	4
Total Active Inventory by Units	125			19	56	38	12
Total Active Inventory by Volume	53,821,482	100%	69.4	4.00M	19.60M	19.53M	10.69M
Average Active Inventory Listing Price	\$430,572			\$210,411	\$349,973	\$514,011	\$891,067

October 2021



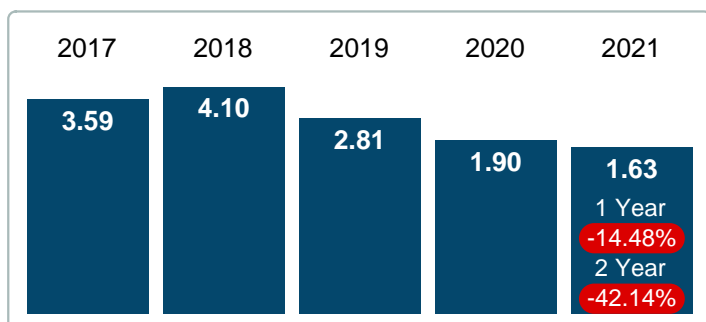
Area Delimited by County Of Creek - Residential Property Type



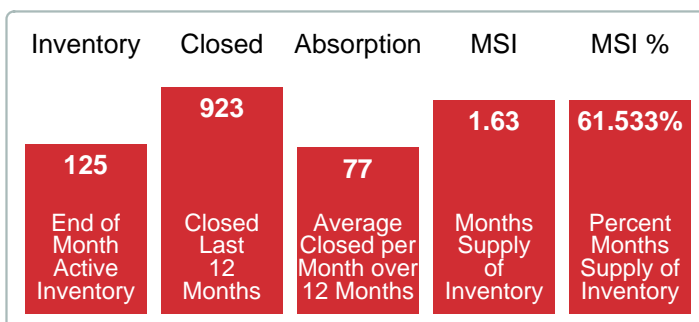
MONTHS SUPPLY of INVENTORY (MSI)

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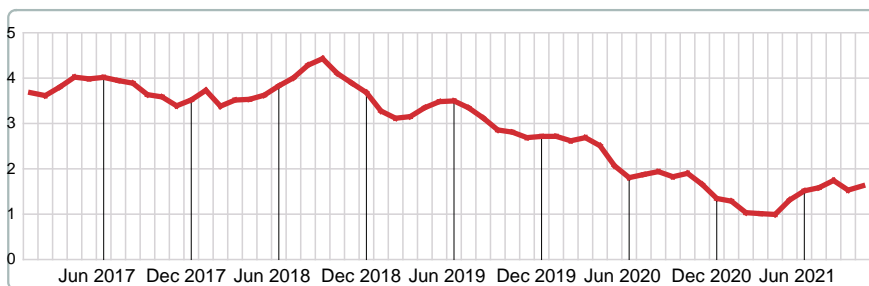
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

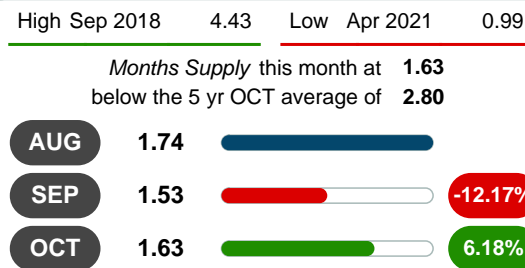


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.80



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
\$75,000 and less	7	5.60%	1.01	1.82	0.31	1.33	0.00
\$75,001 - \$125,000	21	16.80%	1.40	0.89	1.33	3.69	2.40
\$125,001 - \$175,000	20	16.00%	0.92	1.41	0.84	1.50	0.00
\$175,001 - \$300,000	29	23.20%	1.41	5.45	0.99	2.03	0.00
\$300,001 - \$525,000	20	16.00%	2.07	24.00	1.43	2.20	2.00
\$525,001 - \$975,000	15	12.00%	6.21	0.00	7.50	9.33	3.00
\$975,001 and up	13	10.40%	22.29	0.00	36.00	20.00	16.00
Market Supply of Inventory (MSI)			1.63	1.97	1.13	2.89	2.77
Total Active Inventory by Units		100%	1.63	19	56	38	12

October 2021



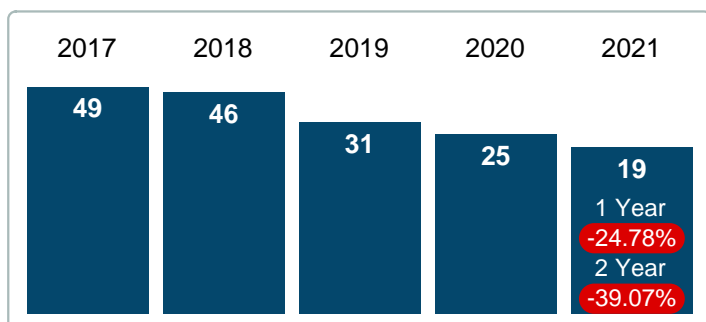
Area Delimited by County Of Creek - Residential Property Type



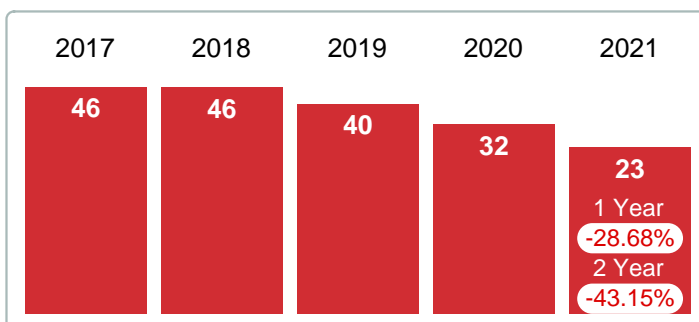
AVERAGE DAYS ON MARKET TO SALE

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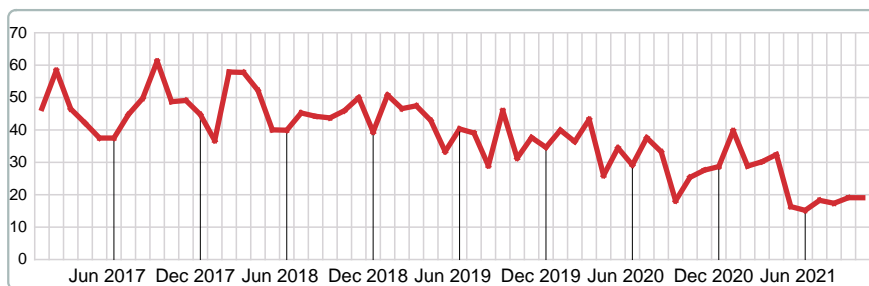
OCTOBER



YEAR TO DATE (YTD)

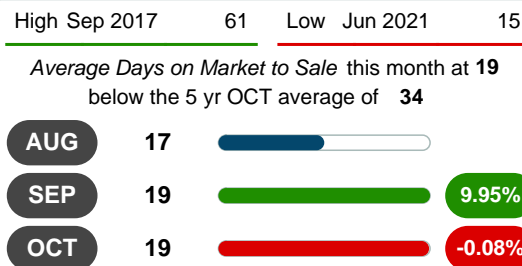


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



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
\$75,000 and less	6.33%	22	4	43	16	0
\$75,001 - \$125,000	13.92%	16	19	14	3	0
\$125,001 - \$150,000	12.66%	13	39	10	0	0
\$150,001 - \$225,000	25.32%	10	5	11	7	0
\$225,001 - \$275,000	15.19%	22	9	20	31	0
\$275,001 - \$500,000	16.46%	17	0	18	14	0
\$500,001 and up	10.13%	52	0	1	58	63
Average Closed DOM		19	15	15	29	63
Total Closed Units	100%	79	12	47	18	2
Total Closed Volume		18,834,100	1.45M	9.95M	6.37M	1.07M

October 2021



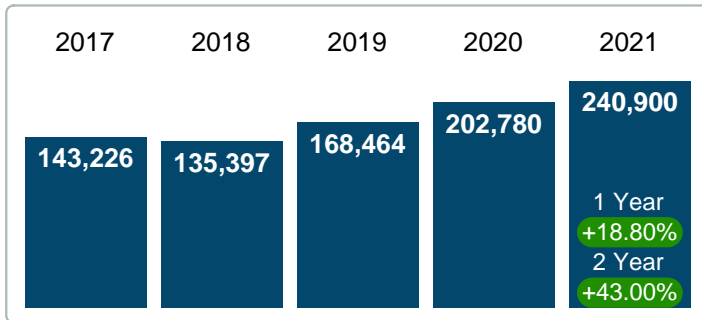
Area Delimited by County Of Creek - Residential Property Type



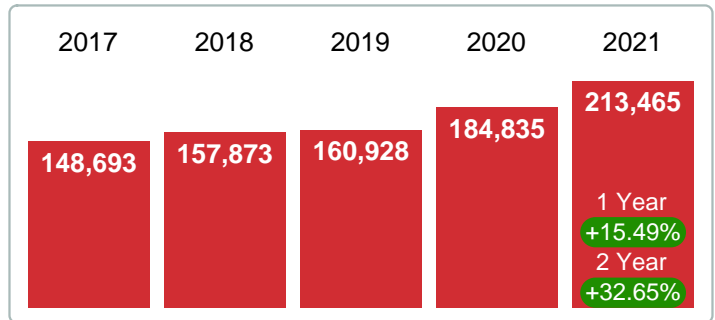
AVERAGE LIST PRICE AT CLOSING

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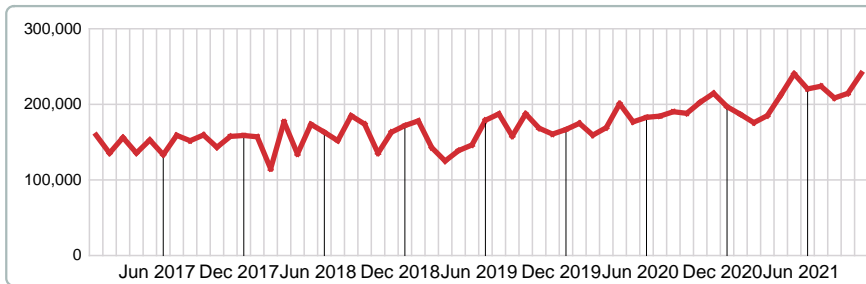
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

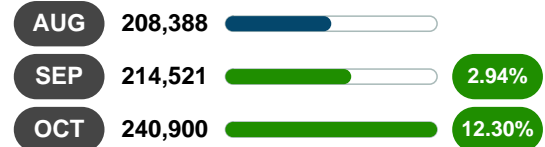


3 MONTHS

5 year OCT AVG = 178,154

High Oct 2021 240,900 Low Feb 2018 114,760

Average List Price at Closing this month at **240,900** above the 5 yr OCT average of **178,154**



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
\$75,000 and less	6.33%	49,700	39,900	69,850	29,000	0
\$75,001 - \$125,000	13.92%	103,955	102,500	107,125	100,000	0
\$125,001 - \$150,000	15.19%	141,425	134,900	141,022	0	0
\$150,001 - \$225,000	21.52%	189,553	192,500	184,094	209,950	0
\$225,001 - \$275,000	17.72%	256,627	275,000	254,426	263,575	0
\$275,001 - \$500,000	15.19%	336,754	0	339,988	313,730	0
\$500,001 and up	10.13%	635,725	0	709,900	657,380	544,500
Average List Price		240,900	124,142	212,631	358,819	544,500
Total Closed Units	100%	240,900	12	47	18	2
Total Closed Volume		19,031,130	1.49M	9.99M	6.46M	1.09M

October 2021



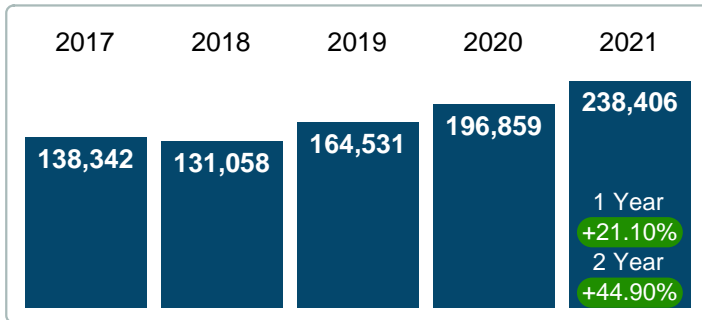
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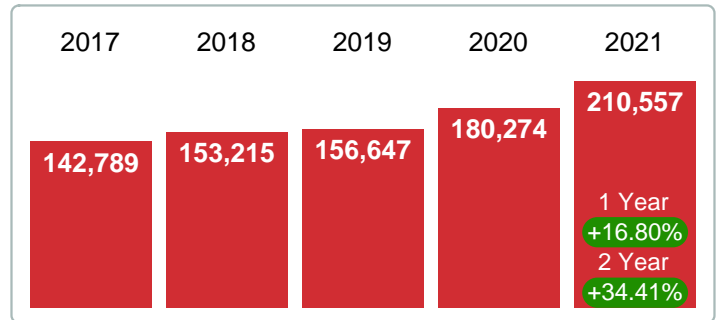
AVERAGE SOLD PRICE AT CLOSING

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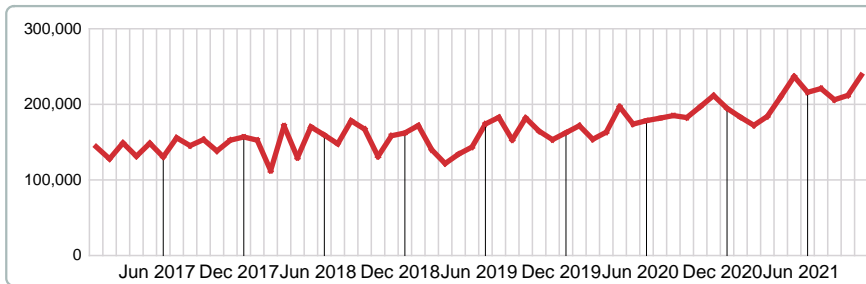
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

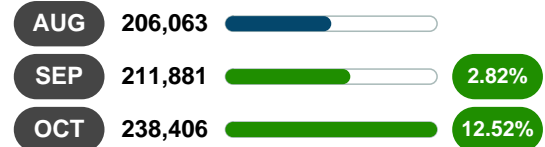


3 MONTHS

5 year OCT AVG = 173,839

High Oct 2021 238,406 Low Feb 2018 112,345

Average Sold Price at Closing this month at **238,406** above the 5 yr OCT average of **173,839**



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
\$75,000 and less	6.33%	47,980	30,950	65,500	47,000	0
\$75,001 - \$125,000	13.92%	102,364	104,000	100,500	100,000	0
\$125,001 - \$150,000	12.66%	139,050	125,500	140,556	0	0
\$150,001 - \$225,000	25.32%	188,325	185,000	185,600	213,450	0
\$225,001 - \$275,000	15.19%	253,492	270,000	250,286	254,975	0
\$275,001 - \$500,000	16.46%	331,946	0	341,913	316,000	0
\$500,001 and up	10.13%	619,250	0	692,000	638,600	534,500
Average Sold Price		238,406	120,950	211,636	353,711	534,500
Total Closed Units	100%	238,406	12	47	18	2
Total Closed Volume		18,834,100	1.45M	9.95M	6.37M	1.07M

October 2021



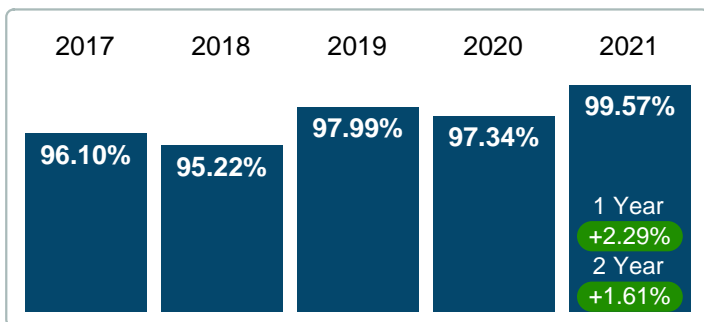
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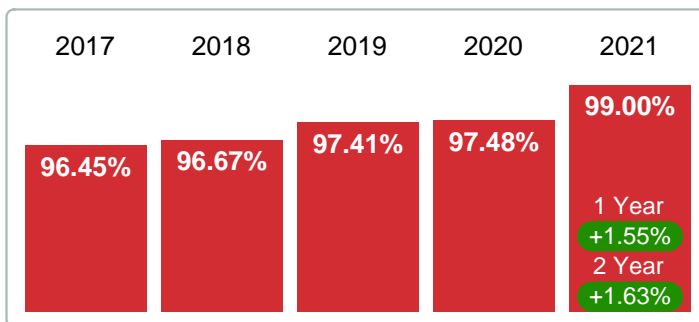
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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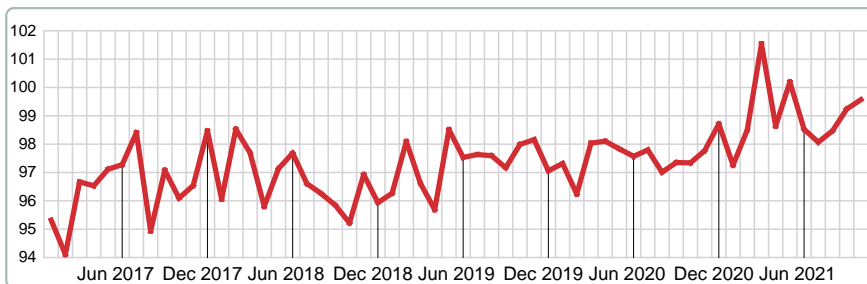
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

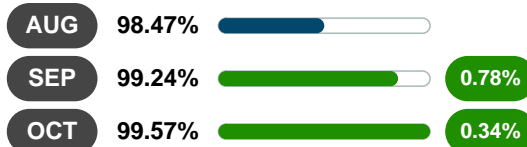


3 MONTHS

5 year OCT AVG = 97.24%

High Mar 2021 101.54% Low Feb 2017 94.11%

Average Sold/List Ratio this month at **99.57%** above the 5 yr OCT average of **97.24%**



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
\$75,000 and less	5	6.33%	100.96%	77.57%	93.79%	162.07%	0.00%
\$75,001 - \$125,000	11	13.92%	99.23%	101.74%	95.28%	100.00%	0.00%
\$125,001 - \$150,000	10	12.66%	99.03%	93.03%	99.70%	0.00%	0.00%
\$150,001 - \$225,000	20	25.32%	100.71%	96.25%	101.15%	101.63%	0.00%
\$225,001 - \$275,000	12	15.19%	97.91%	98.18%	98.41%	96.95%	0.00%
\$275,001 - \$500,000	13	16.46%	100.72%	0.00%	100.53%	101.02%	0.00%
\$500,001 and up	8	10.13%	97.62%	0.00%	97.48%	97.43%	98.16%
Average Sold/List Ratio		99.60%		95.77%	99.47%	102.52%	98.16%
Total Closed Units		79	100%	12	47	18	2
Total Closed Volume		18,834,100		1.45M	9.95M	6.37M	1.07M

October 2021



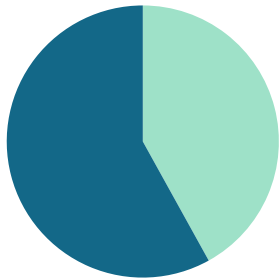
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

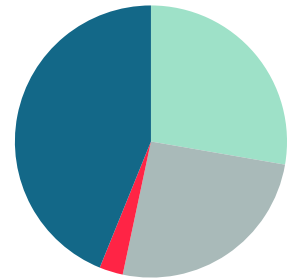


Inventory
 New Listings
86 = 41.95%
 Start Inventory
119
 Total Inventory Units
205
 Volume
\$72,410,659

Market Activity

Closed Sales
79 = 27.72%
 Pending Sales
73 = 25.61%
 Other Off Market
8 = 2.81%
 Active Inventory
125 = 43.86%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	89	79	-11.24%	675	787	16.59%
Pending Sales	69	73	5.80%	736	807	9.65%
New Listings	83	86	3.61%	879	918	4.44%
Average List Price	202,780	240,900	18.80%	184,835	213,465	15.49%
Average Sale Price	196,859	238,406	21.10%	180,274	210,557	16.80%
Average Percent of Selling Price to List Price	97.34%	99.57%	2.29%	97.48%	99.00%	1.55%
Average Days on Market to Sale	25.36	19.08	-24.78%	31.61	22.55	-28.68%
Monthly Inventory	124	125	0.81%	124	125	0.81%
Months Supply of Inventory	1.90	1.63	-14.48%	1.90	1.63	-14.48%

Absorption: Last 12 months, an Average of **77** Sales/Month

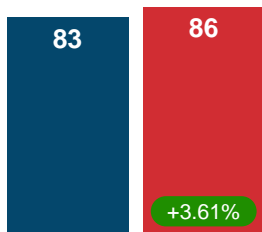
Inventory on October 31, 2021 = **125**

2020 **2021**

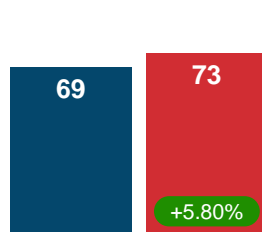
OCTOBER MARKET

AVERAGE PRICES

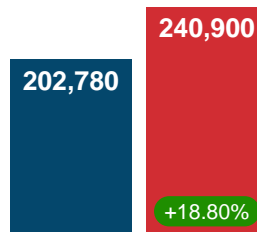
New Listings



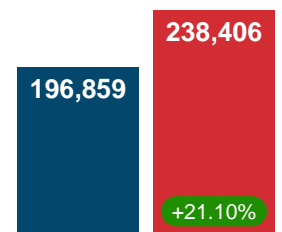
Pending Listings



List Price



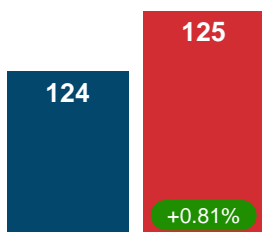
Sale Price



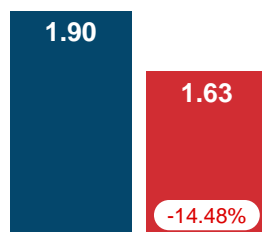
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

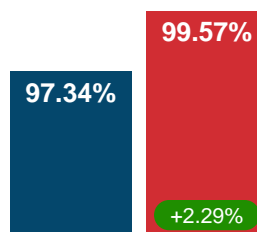
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

