

October 2021



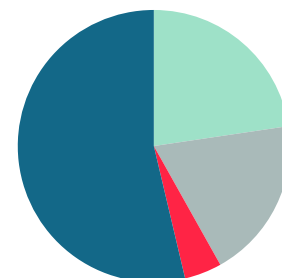
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	59	92	55.93%
Pending Listings	9	78	766.67%
New Listings	73	109	49.32%
Average List Price	183,600	215,782	17.53%
Average Sale Price	176,454	211,251	19.72%
Average Percent of Selling Price to List Price	95.42%	97.36%	2.03%
Average Days on Market to Sale	109.22	22.67	-79.24%
End of Month Inventory	76	218	186.84%
Months Supply of Inventory	1.45	2.91	100.15%



■ Closed (22.66%)
■ Pending (19.21%)
■ Other OffMarket (4.43%)
■ Active (53.69%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of October 31, 2021 = **218**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **186.84%** to 218 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **2.91** 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 **19.72%** in October 2021 to \$211,251 versus the previous year at \$176,454.

Average Days on Market Shortens

The average number of **22.67** days that homes spent on the market before selling decreased by 86.55 days or **79.24%** in October 2021 compared to last year's same month at **109.22** 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 strong this month.

There were 109 New Listings in October 2021, up **49.32%** from last year at 73. Furthermore, there were 92 Closed Listings this month versus last year at 59, a **55.93%** increase.

Closed versus Listed trends yielded a **84.4%** ratio, up from previous year's, October 2020, at **80.8%**, a **4.43%** upswing. 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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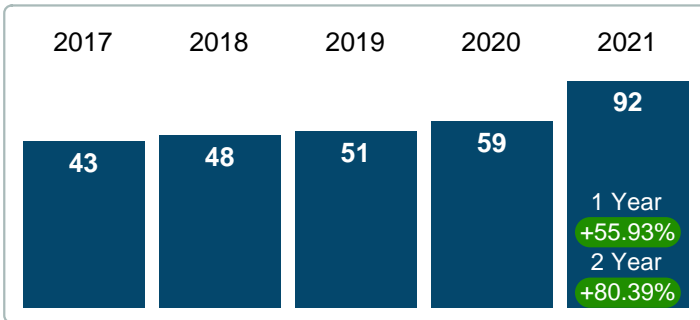
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



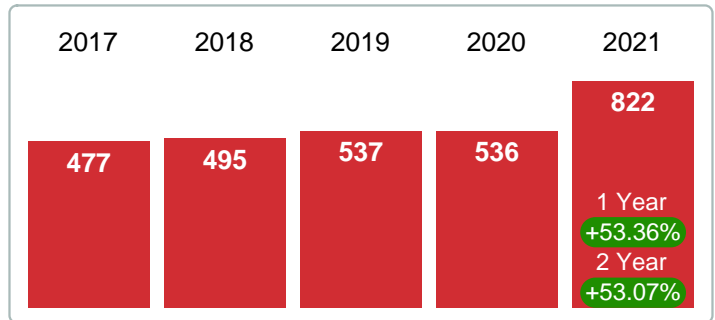
CLOSED LISTINGS

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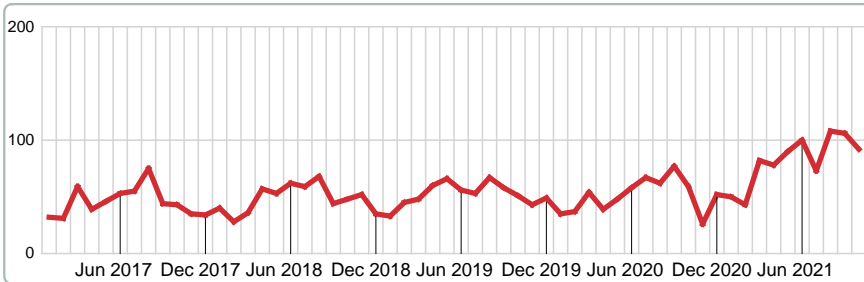
OCTOBER



YEAR TO DATE (YTD)

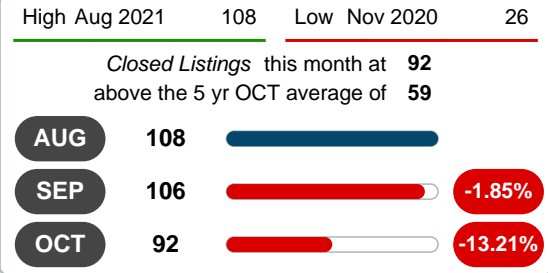


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



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	5	5.43%	84.2	2	3	0	0
\$50,001 - \$100,000	14	15.22%	22.1	8	6	0	0
\$100,001 - \$150,000	15	16.30%	14.0	5	7	3	0
\$150,001 - \$225,000	24	26.09%	16.8	4	17	3	0
\$225,001 - \$300,000	14	15.22%	15.1	0	9	5	0
\$300,001 - \$375,000	8	8.70%	19.8	0	5	2	1
\$375,001 and up	12	13.04%	31.3	1	5	4	2
Total Closed Units	92			20	52	17	3
Total Closed Volume	19,435,050	100%	22.7	2.71M	10.75M	4.78M	1.20M
Average Closed Price	\$211,251			\$135,725	\$206,663	\$280,929	\$399,417

October 2021



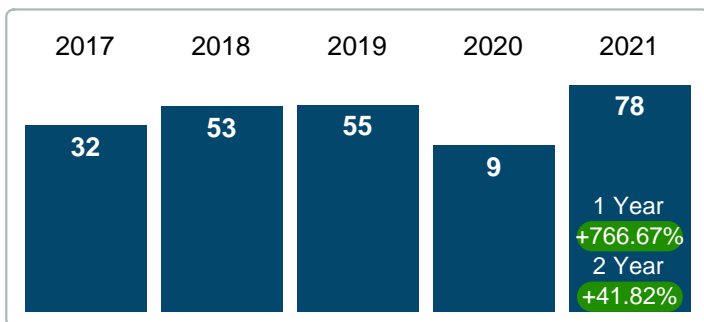
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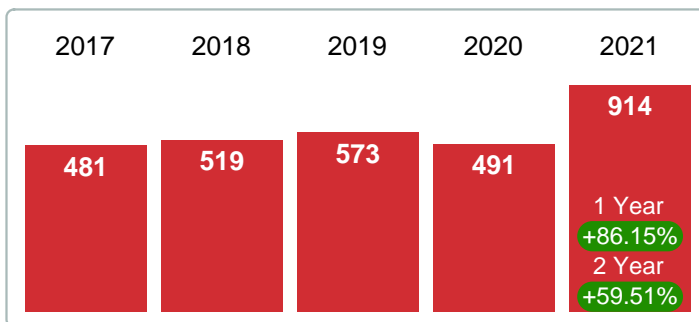
PENDING LISTINGS

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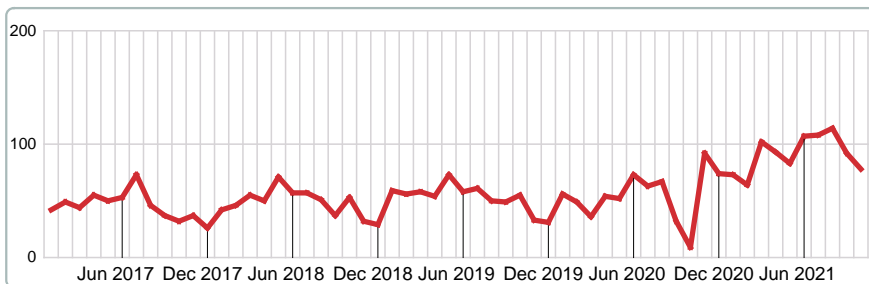
OCTOBER



YEAR TO DATE (YTD)

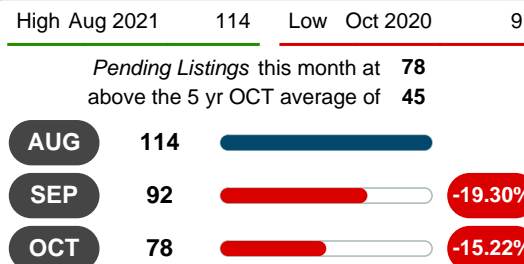


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 45



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	3.85%	145.3	2	0	0	1
\$50,001 - \$100,000	13	16.67%	26.8	6	7	0	0
\$100,001 - \$125,000	9	11.54%	29.0	3	6	0	0
\$125,001 - \$225,000	20	25.64%	26.5	1	17	2	0
\$225,001 - \$275,000	13	16.67%	61.5	1	7	5	0
\$275,001 - \$425,000	12	15.38%	28.8	1	4	6	1
\$425,001 and up	8	10.26%	62.8	0	5	2	1
Total Pending Units	78			14	46	15	3
Total Pending Volume	17,562,150	100%	41.8	1.68M	10.00M	4.63M	1.24M
Average Listing Price	\$226,521			\$120,286	\$217,472	\$308,970	\$413,300

October 2021



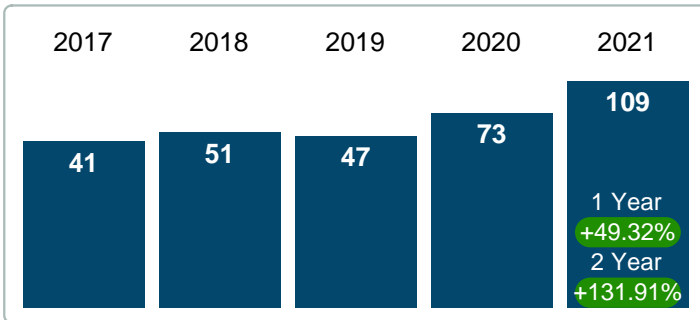
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



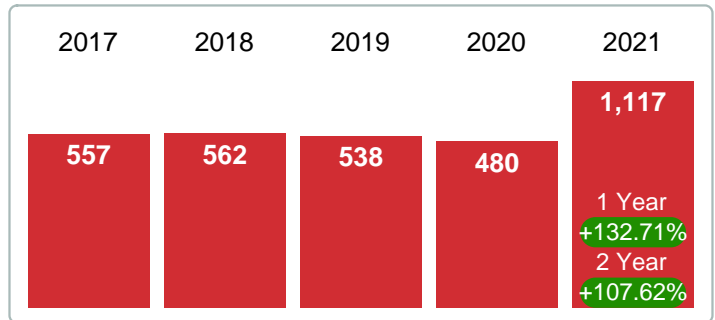
NEW LISTINGS

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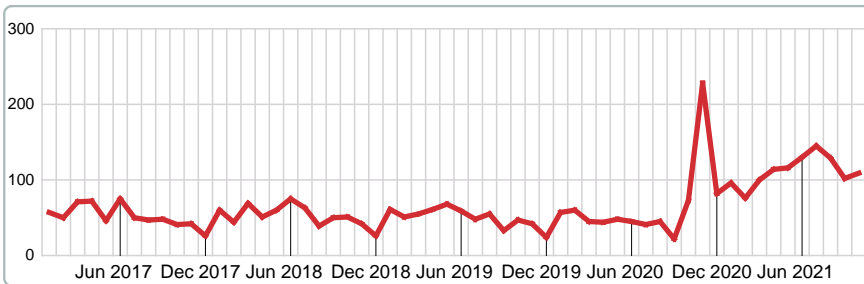
OCTOBER



YEAR TO DATE (YTD)

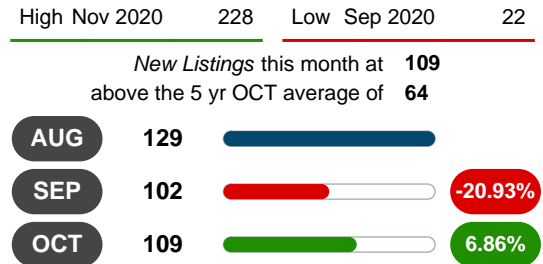


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64



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	7	6.42%	5	2	0	0
\$50,001 - \$75,000	5	4.59%	3	2	0	0
\$75,001 - \$125,000	25	22.94%	8	15	0	2
\$125,001 - \$175,000	22	20.18%	1	15	5	1
\$175,001 - \$325,000	25	22.94%	1	17	7	0
\$325,001 - \$425,000	11	10.09%	2	6	2	1
\$425,001 and up	14	12.84%	0	8	2	4
Total New Listed Units	109		20	65	16	8
Total New Listed Volume	25,634,900	100%	2.27M	14.38M	4.77M	4.22M
Average New Listed Listing Price	\$220,860		\$113,290	\$221,218	\$297,944	\$527,850

October 2021



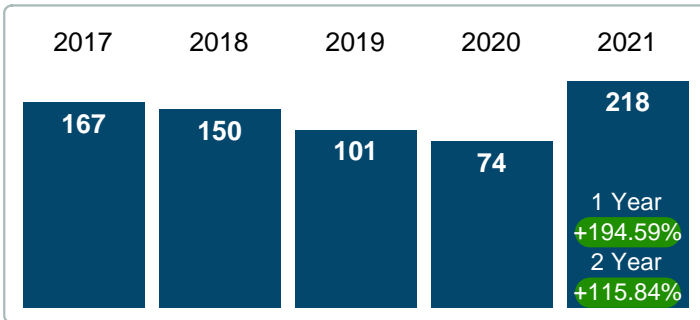
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



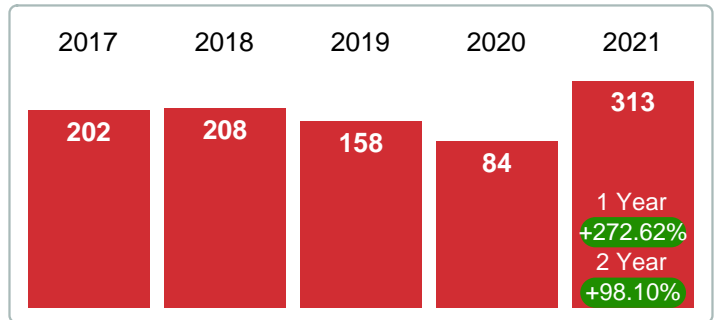
ACTIVE INVENTORY

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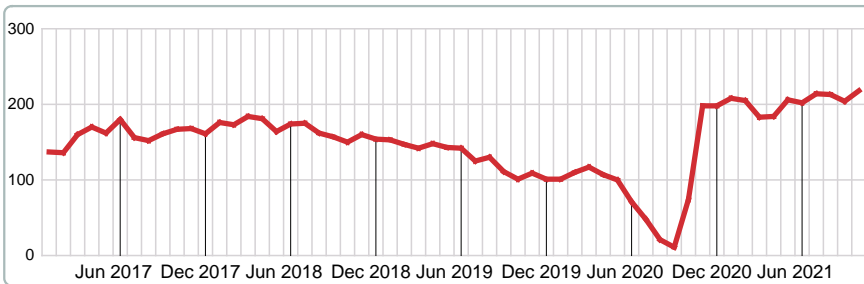
END OF OCTOBER



ACTIVE DURING OCTOBER

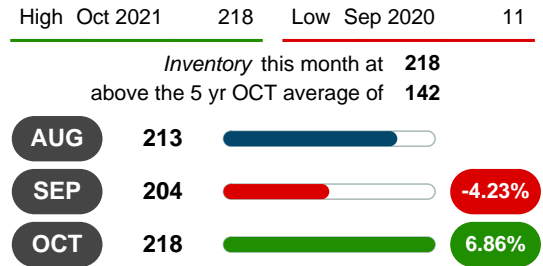


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 142



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	9.17%	82.8	13	7	0	0
\$50,001 - \$75,000	14	6.42%	83.5	7	7	0	0
\$75,001 - \$125,000	39	17.89%	63.7	10	25	2	2
\$125,001 - \$225,000	61	27.98%	65.8	8	42	9	2
\$225,001 - \$350,000	31	14.22%	97.8	3	17	9	2
\$350,001 - \$775,000	30	13.76%	81.4	1	18	8	3
\$775,001 and up	23	10.55%	99.6	1	7	6	9
Total Active Inventory by Units	218			43	123	34	18
Total Active Inventory by Volume	74,516,199	100%	78.4	7.38M	32.59M	20.35M	14.19M
Average Active Inventory Listing Price	\$341,817			\$171,716	\$264,938	\$598,641	\$788,400

October 2021



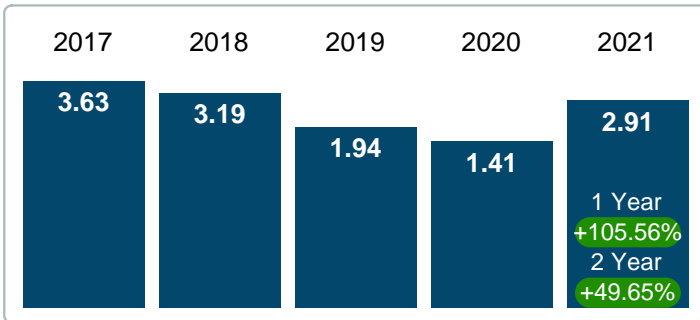
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



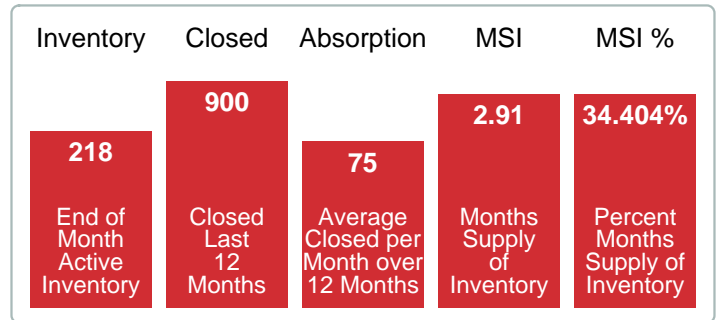
MONTHS SUPPLY of INVENTORY (MSI)

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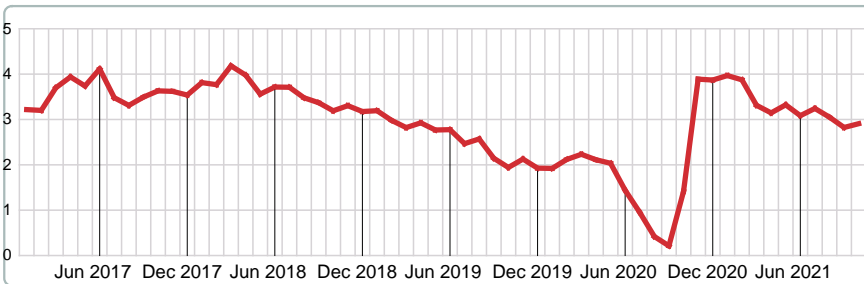
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

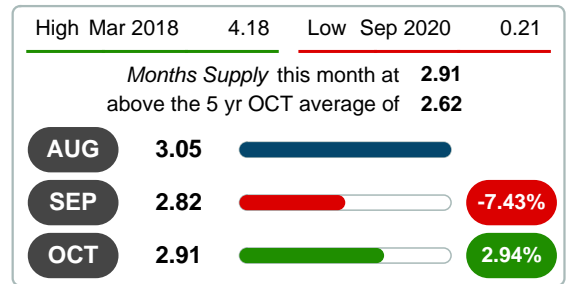


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.62



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	20	9.17%	3.33	4.00	2.80	0.00	0.00
\$50,001 - \$75,000	14	6.42%	2.13	2.55	2.10	0.00	0.00
\$75,001 - \$125,000	39	17.89%	3.14	2.45	3.45	1.85	0.00
\$125,001 - \$225,000	61	27.98%	2.33	3.10	2.28	1.89	4.80
\$225,001 - \$350,000	31	14.22%	1.97	2.40	2.02	1.71	2.40
\$350,001 - \$775,000	30	13.76%	4.24	1.71	8.31	2.29	3.60
\$775,001 and up	23	10.55%	23.00	4.00	42.00	18.00	36.00
Market Supply of Inventory (MSI)			2.91	2.92	2.91	2.21	6.97
Total Active Inventory by Units		100%	218	43	123	34	18

October 2021



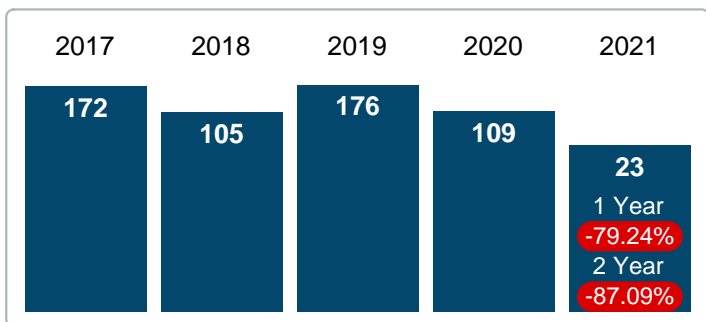
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



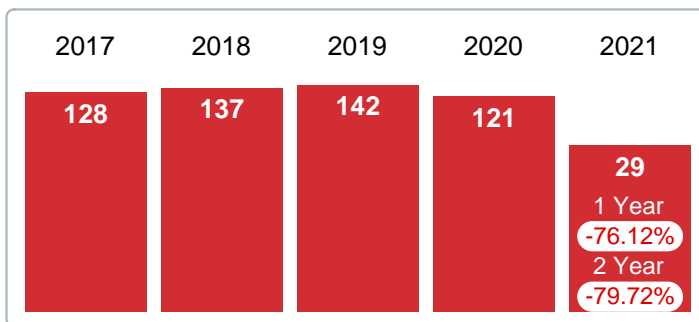
AVERAGE DAYS ON MARKET TO SALE

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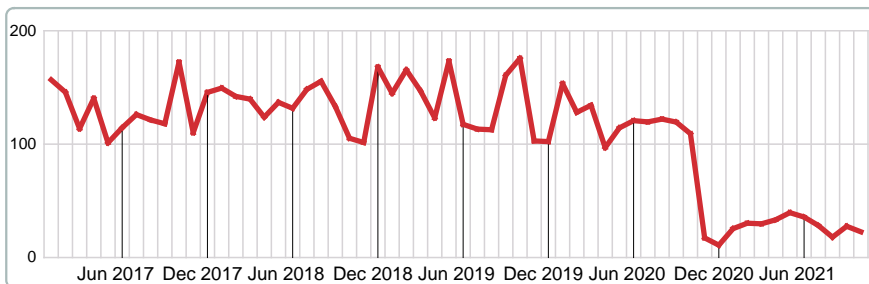
OCTOBER



YEAR TO DATE (YTD)

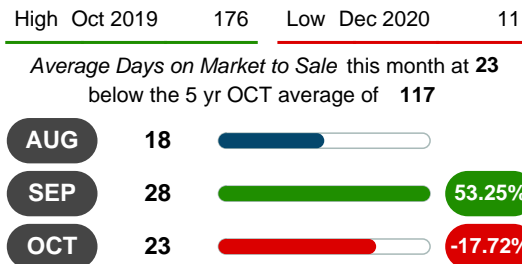


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 117



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	5.43%	84	11	133	0	0
\$50,001 - \$100,000	15.22%	22	36	3	0	0
\$100,001 - \$150,000	16.30%	14	11	16	14	0
\$150,001 - \$225,000	26.09%	17	48	10	12	0
\$225,001 - \$300,000	15.22%	15	0	17	11	0
\$300,001 - \$375,000	8.70%	20	0	15	10	63
\$375,001 and up	13.04%	31	114	16	20	51
Average Closed DOM		23	34	20	14	55
Total Closed Units	100%	23	20	52	17	3
Total Closed Volume		19,435,050	2.71M	10.75M	4.78M	1.20M

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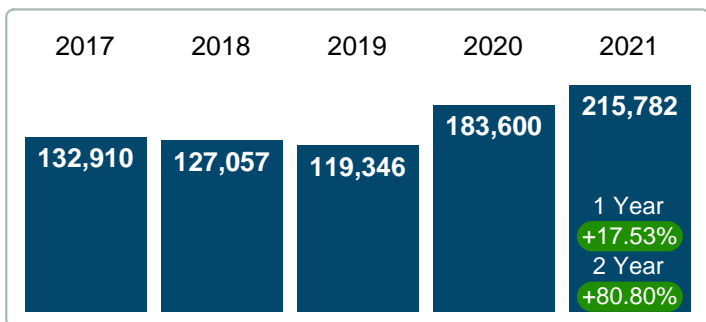
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



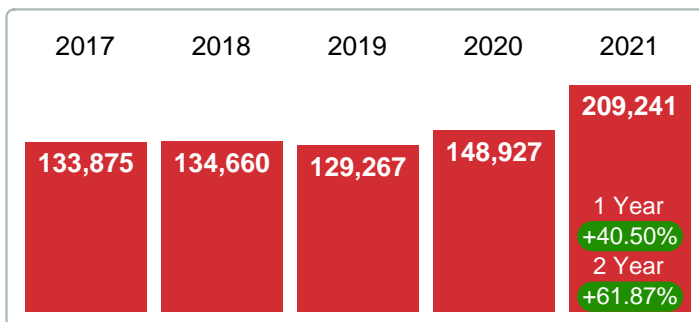
AVERAGE LIST PRICE AT CLOSING

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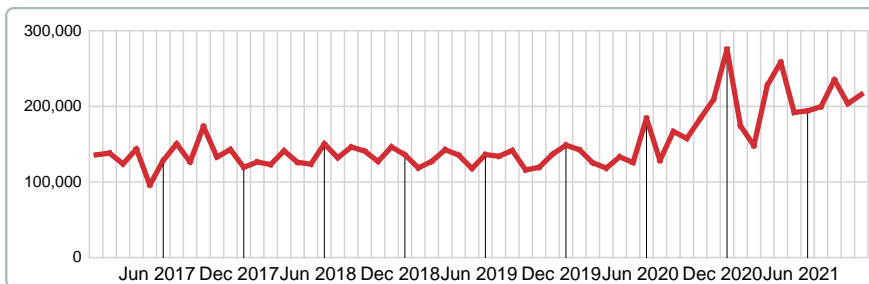
OCTOBER



YEAR TO DATE (YTD)

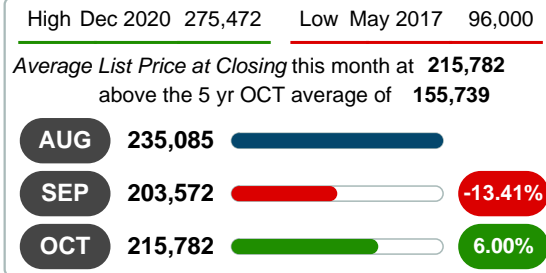


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 155,739



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	4	4.35%	33,500	39,500	38,000	0	0
\$50,001 - \$100,000	15	16.30%	84,027	79,375	95,250	0	0
\$100,001 - \$150,000	15	16.30%	126,400	117,660	129,257	133,300	0
\$150,001 - \$225,000	21	22.83%	191,700	207,000	191,976	208,633	0
\$225,001 - \$300,000	19	20.65%	258,504	0	250,186	274,400	0
\$300,001 - \$375,000	5	5.43%	350,360	0	340,200	344,900	355,000
\$375,001 and up	13	14.13%	451,727	728,750	423,980	430,975	449,950
Average List Price			215,782	142,953	210,125	283,029	418,300
Total Closed Units		100%	215,782	20	52	17	3
Total Closed Volume			19,851,925	2.86M	10.93M	4.81M	1.25M

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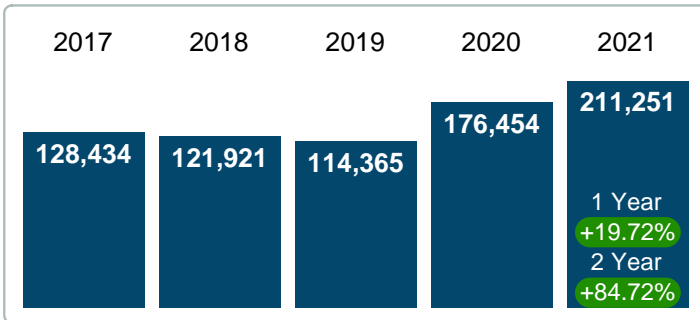
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



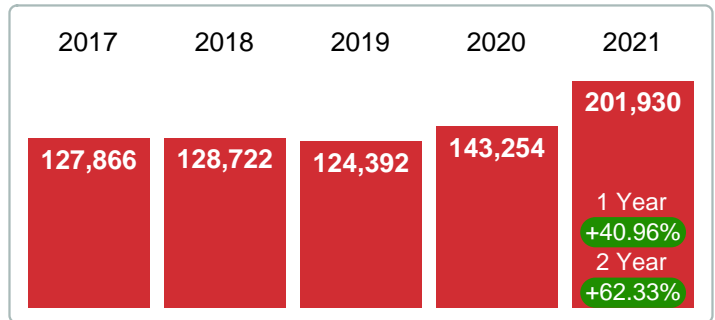
AVERAGE SOLD PRICE AT CLOSING

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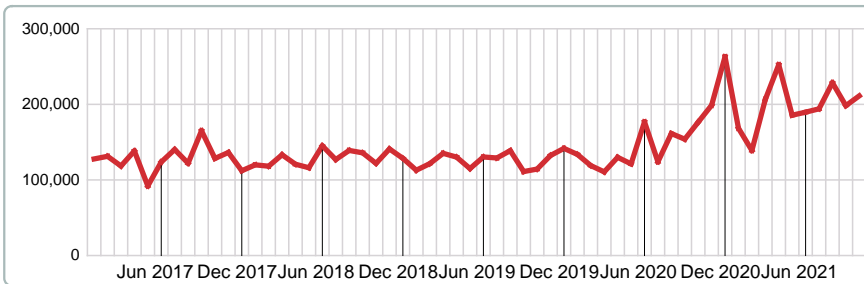
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 150,485

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

Average Sold Price at Closing this month at **211,251** above the 5 yr OCT average of **150,485**



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	5.43%	34,600	36,500	33,333	0	0
\$50,001 - \$100,000	15.22%	78,500	68,813	91,417	0	0
\$100,001 - \$150,000	16.30%	124,840	118,600	127,086	130,000	0
\$150,001 - \$225,000	26.09%	195,346	205,750	190,553	208,633	0
\$225,001 - \$300,000	15.22%	259,750	0	253,500	271,000	0
\$300,001 - \$375,000	8.70%	328,550	0	324,700	342,450	320,000
\$375,001 and up	13.04%	444,771	675,000	412,800	430,000	439,125
Average Sold Price		211,251	135,725	206,663	280,929	399,417
Total Closed Units		92	20	52	17	3
Total Closed Volume		19,435,050	2.71M	10.75M	4.78M	1.20M

October 2021



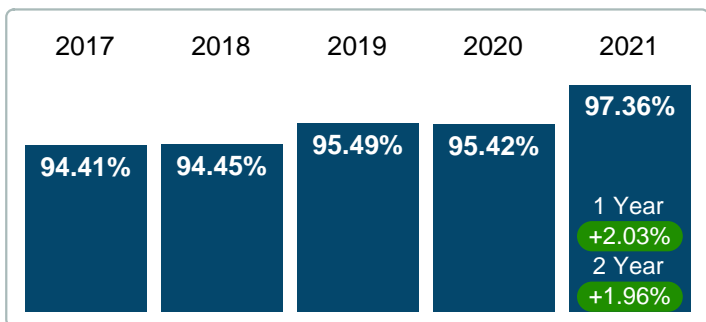
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



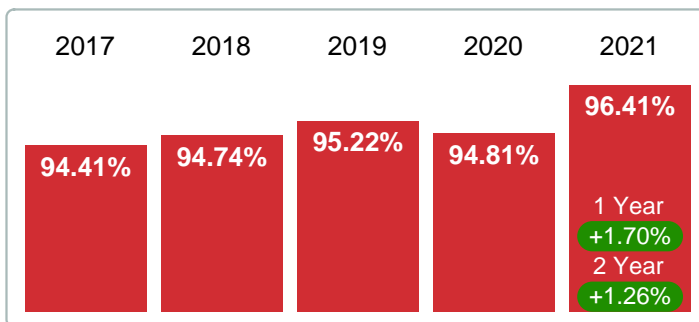
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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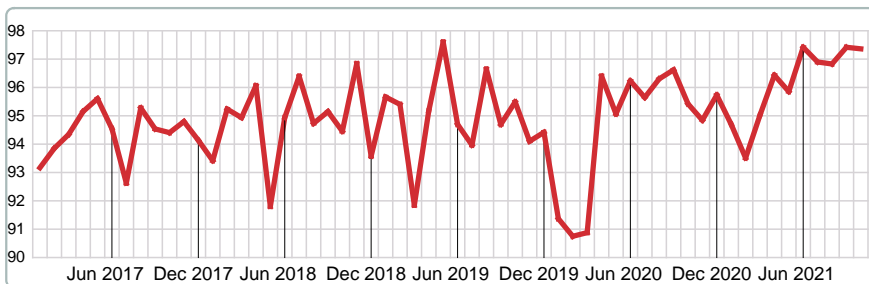
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

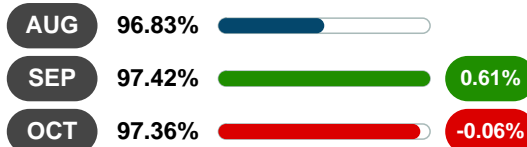


3 MONTHS

5 year OCT AVG = 95.43%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.36%** above the 5 yr OCT average of **95.43%**



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	5	5.43%	91.13%	92.59%	90.15%	0.00%	0.00%
\$50,001 - \$100,000	14	15.22%	91.11%	87.35%	96.11%	0.00%	0.00%
\$100,001 - \$150,000	15	16.30%	99.07%	100.74%	98.53%	97.55%	0.00%
\$150,001 - \$225,000	24	26.09%	99.53%	99.44%	99.44%	100.12%	0.00%
\$225,001 - \$300,000	14	15.22%	100.51%	0.00%	101.46%	98.80%	0.00%
\$300,001 - \$375,000	8	8.70%	96.31%	0.00%	96.36%	99.26%	90.14%
\$375,001 and up	12	13.04%	97.83%	92.62%	97.35%	99.84%	97.59%
Average Sold/List Ratio		97.40%		93.91%	98.25%	99.11%	95.11%
Total Closed Units		92	100%	20	52	17	3
Total Closed Volume		19,435,050		2.71M	10.75M	4.78M	1.20M

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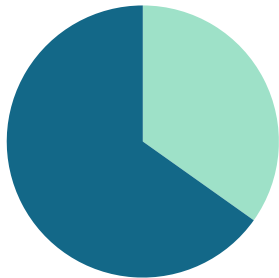
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

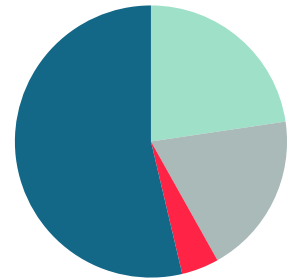


Inventory
 New Listings
109 = 34.82%
 Start Inventory
204
 Total Inventory Units
313
 Volume
\$97,711,949

Market Activity

Closed Sales
92 = 22.66%
 Pending Sales
78 = 19.21%
 Other Off Market
18 = 4.43%
 Active Inventory
218 = 53.69%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	92	55.93%	536	822	53.36%
Pending Sales	9	78	766.67%	491	914	86.15%
New Listings	73	109	49.32%	480	1,117	132.71%
Average List Price	183,600	215,782	17.53%	148,927	209,241	40.50%
Average Sale Price	176,454	211,251	19.72%	143,254	201,930	40.96%
Average Percent of Selling Price to List Price	95.42%	97.36%	2.03%	94.81%	96.41%	1.70%
Average Days on Market to Sale	109.22	22.67	-79.24%	121.00	28.90	-76.12%
Monthly Inventory	76	218	186.84%	76	218	186.84%
Months Supply of Inventory	1.45	2.91	100.15%	1.45	2.91	100.15%

Absorption: Last 12 months, an Average of **75** Sales/Month

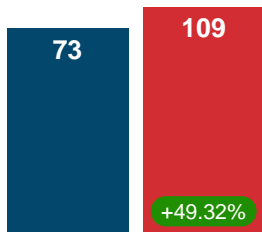
Inventory on October 31, 2021 = **218**

2020 **2021**

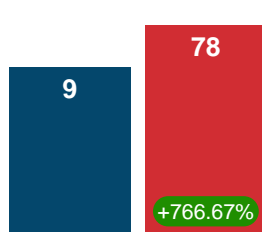
OCTOBER MARKET

AVERAGE PRICES

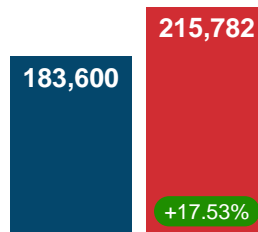
New Listings



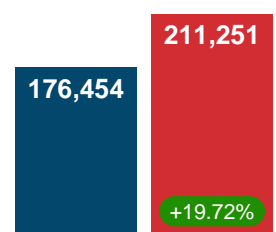
Pending Listings



List Price



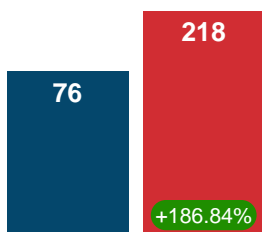
Sale Price



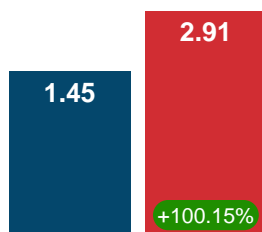
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

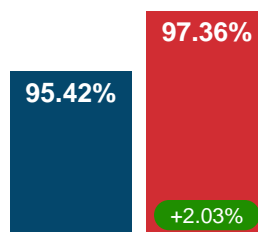
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

