

# October 2021



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

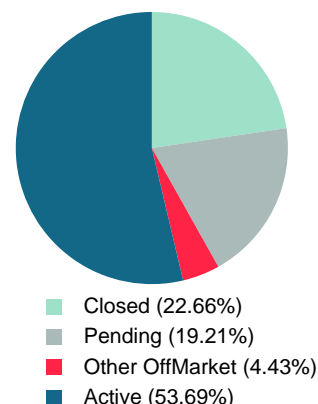


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	181,500	199,450	9.89%
Median Sale Price	173,500	200,500	15.56%
Median Percent of Selling Price to List Price	96.56%	99.49%	3.04%
Median Days on Market to Sale	71.00	8.00	-88.73%
End of Month Inventory	76	218	186.84%
Months Supply of Inventory	1.45	2.91	100.15%

**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.

#### 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 **15.56%** in October 2021 to \$200,500 versus the previous year at \$173,500.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 63.00 days or **88.73%** in October 2021 compared to last year's same month at **71.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median 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

# October 2021



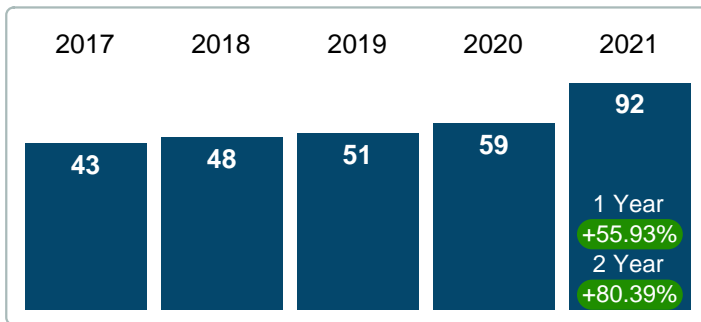
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



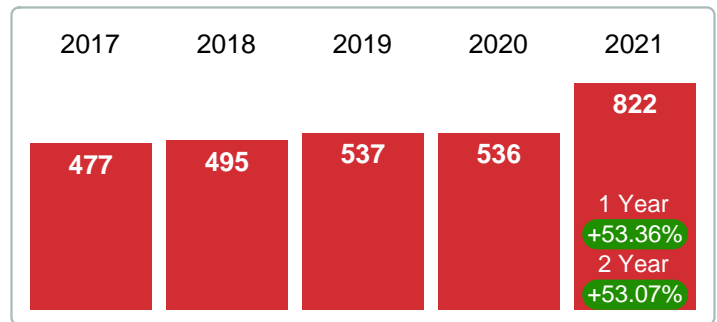
## CLOSED LISTINGS

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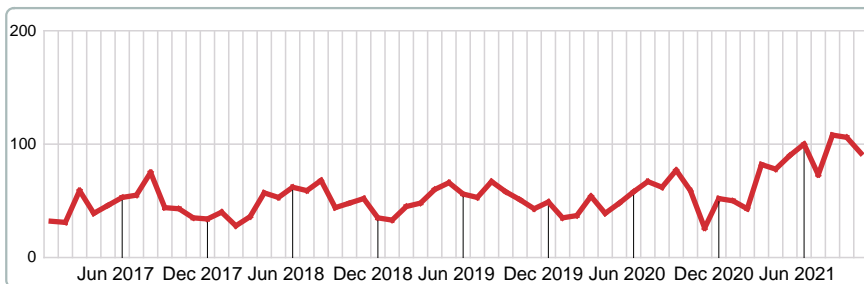
### OCTOBER



### YEAR TO DATE (YTD)

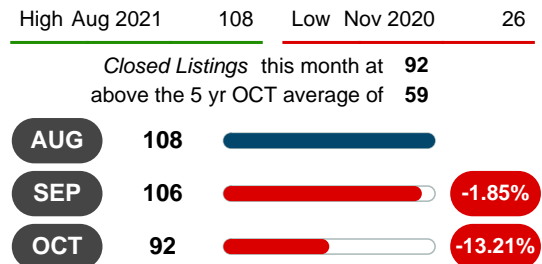


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 59



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.43%	17.0	2	3	0	0
\$50,001 - \$100,000	14	15.22%	6.5	8	6	0	0
\$100,001 - \$150,000	15	16.30%	8.0	5	7	3	0
\$150,001 - \$225,000	24	26.09%	5.0	4	17	3	0
\$225,001 - \$300,000	14	15.22%	7.0	0	9	5	0
\$300,001 - \$375,000	8	8.70%	6.5	0	5	2	1
\$375,001 and up	12	13.04%	18.0	1	5	4	2
Total Closed Units		92		20	52	17	3
Total Closed Volume		19,435,050	100%	2.71M	10.75M	4.78M	1.20M
Median Closed Price		\$200,500		\$98,000	\$200,500	\$267,000	\$438,250

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

## October 2021



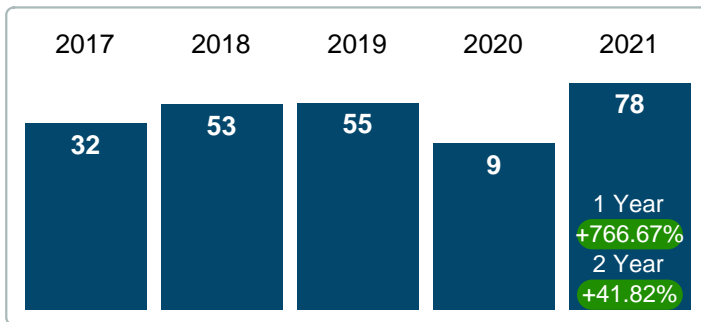
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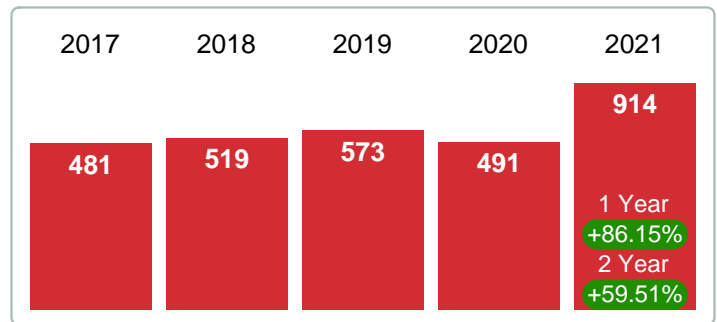
## PENDING LISTINGS

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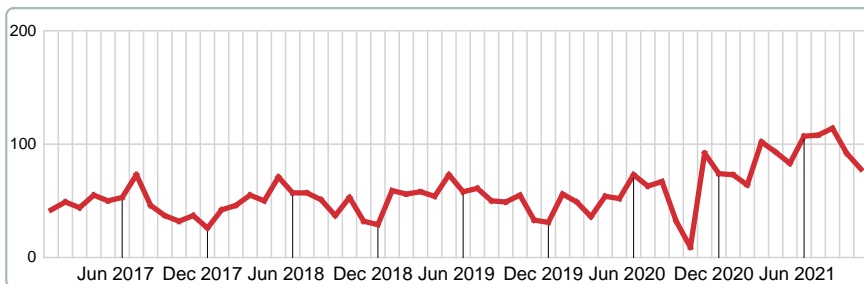
## OCTOBER



## YEAR TO DATE (YTD)

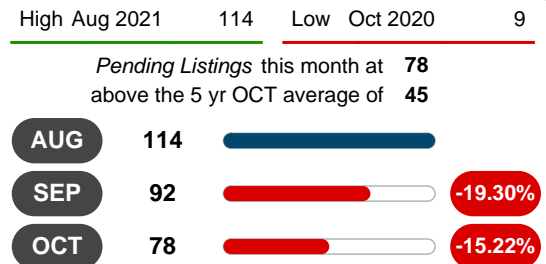


## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 45



## PENDING LISTINGS &amp; 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	3	3.85%	110.0	2	0	0	1
\$50,001 - \$100,000	13	16.67%	22.0	6	7	0	0
\$100,001 - \$125,000	9	11.54%	10.0	3	6	0	0
\$125,001 - \$225,000	20	25.64%	17.0	1	17	2	0
\$225,001 - \$275,000	13	16.67%	63.0	1	7	5	0
\$275,001 - \$425,000	12	15.38%	10.0	1	4	6	1
\$425,001 and up	8	10.26%	50.5	0	5	2	1
Total Pending Units	78			14	46	15	3
Total Pending Volume	17,562,150	100%	26.5	1.68M	10.00M	4.63M	1.24M
Median Listing Price	\$202,450			\$96,950	\$194,950	\$299,000	\$324,900

# October 2021



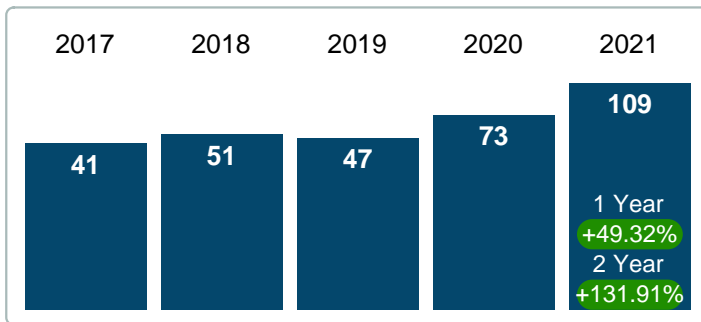
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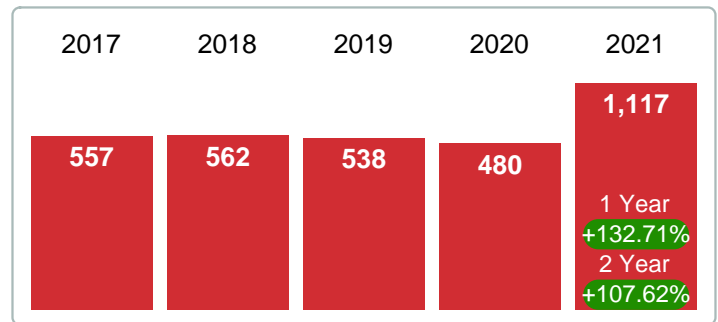
## NEW LISTINGS

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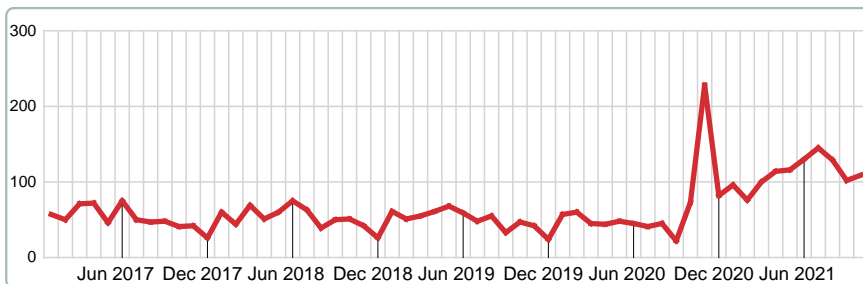
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 64

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **109**  
above the 5 yr OCT average of **64**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$50,000 and less	7	6.42%
\$50,001 - \$75,000	5	4.59%
\$75,001 - \$125,000	25	22.94%
\$125,001 - \$175,000	22	20.18%
\$175,001 - \$325,000	25	22.94%
\$325,001 - \$425,000	11	10.09%
\$425,001 and up	14	12.84%
Total New Listed Units	109	
Total New Listed Volume	25,634,900	100%
Median New Listed Listing Price	\$169,000	

1-2 Beds	3 Beds	4 Beds	5+ Beds
5	2	0	0
3	2	0	0
8	15	0	2
1	15	5	1
1	17	7	0
2	6	2	1
0	8	2	4
20	65	16	8
2.27M	14.38M	4.77M	4.22M
\$84,950	\$169,000	\$246,000	\$394,000

# October 2021



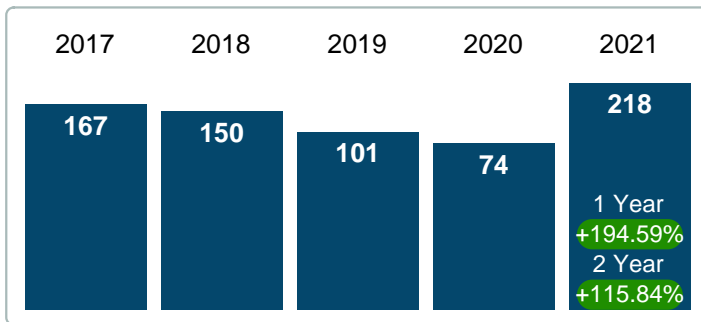
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



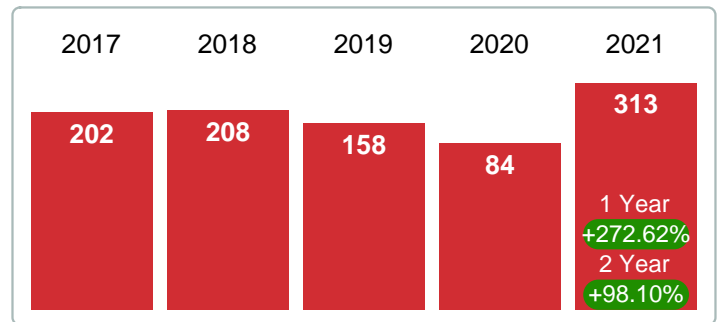
## ACTIVE INVENTORY

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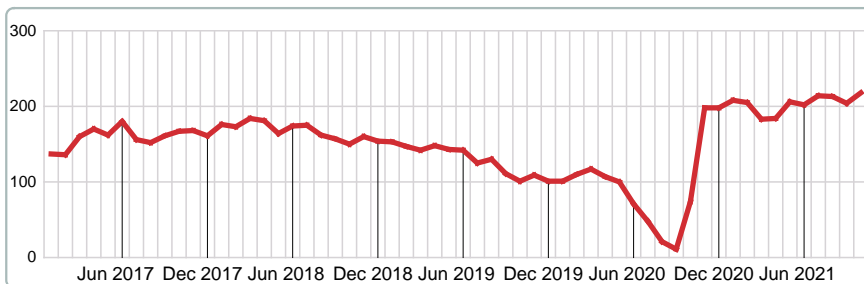
### END OF OCTOBER



### ACTIVE DURING OCTOBER

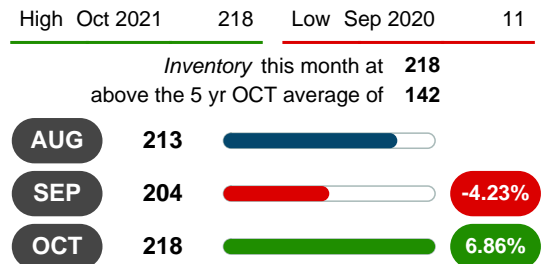


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20		9.17%	50.5	13	7	0	0
\$50,001 - \$75,000	14		6.42%	78.5	7	7	0	0
\$75,001 - \$125,000	39		17.89%	48.0	10	25	2	2
\$125,001 - \$225,000	61		27.98%	34.0	8	42	9	2
\$225,001 - \$350,000	31		14.22%	80.0	3	17	9	2
\$350,001 - \$775,000	30		13.76%	49.5	1	18	8	3
\$775,001 and up	23		10.55%	61.0	1	7	6	9
Total Active Inventory by Units					43	123	34	18
Total Active Inventory by Volume					7.38M	32.59M	20.35M	14.19M
Median Active Inventory Listing Price					\$90,000	\$169,000	\$304,950	\$689,450

## October 2021



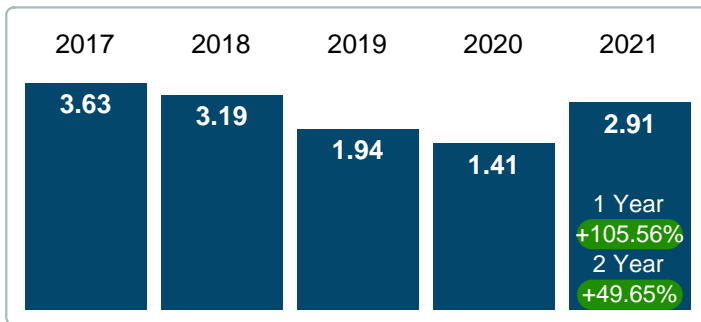
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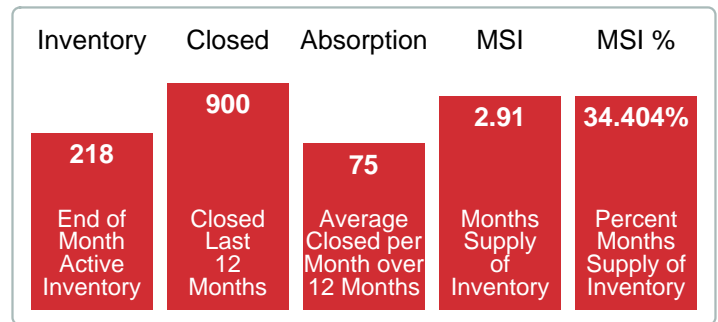
## MONTHS SUPPLY of INVENTORY (MSI)

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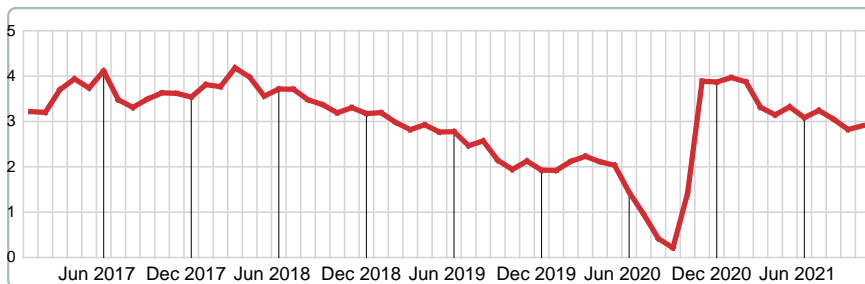
## MSI FOR OCTOBER



## INDICATORS FOR OCTOBER 2021

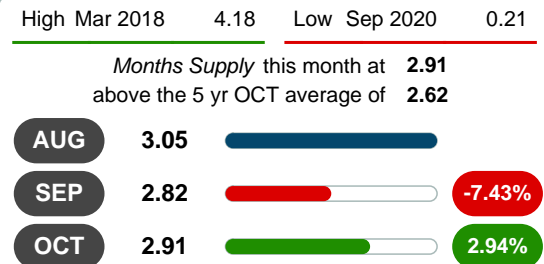


## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 2.62



## MONTHS SUPPLY &amp; 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



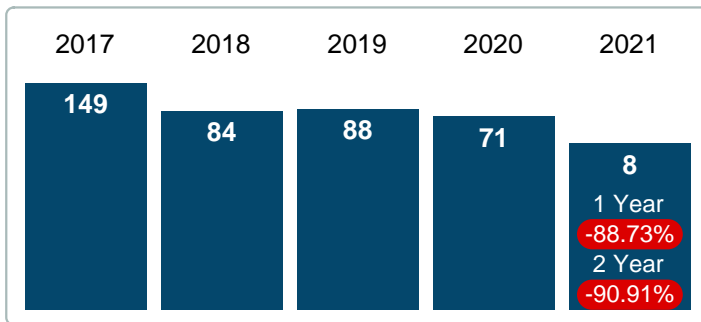
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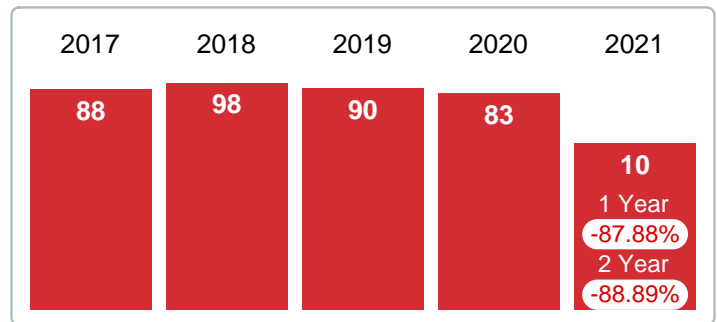
## MEDIAN DAYS ON MARKET TO SALE

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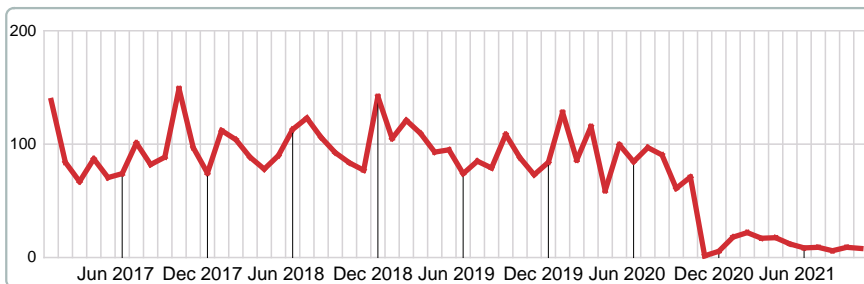
## OCTOBER



## YEAR TO DATE (YTD)

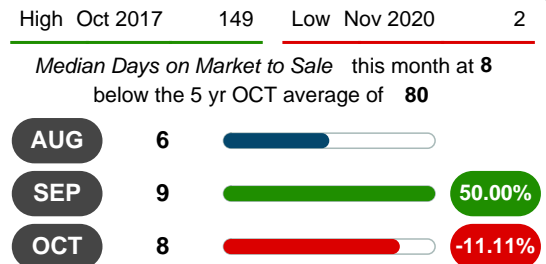


## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 80



## MEDIAN DOM OF CLOSED SALES &amp; 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	5.43%	17	11	74	0	0
\$50,001 - \$100,000	14	15.22%	7	29	1	0	0
\$100,001 - \$150,000	15	16.30%	8	4	11	10	0
\$150,001 - \$225,000	24	26.09%	5	35	3	8	0
\$225,001 - \$300,000	14	15.22%	7	0	4	11	0
\$300,001 - \$375,000	8	8.70%	7	0	6	10	63
\$375,001 and up	12	13.04%	18	114	8	18	51
Median Closed DOM	8			13	5	11	63
Total Closed Units	92	100%	8.0	20	52	17	3
Total Closed Volume	19,435,050			2.71M	10.75M	4.78M	1.20M



## October 2021



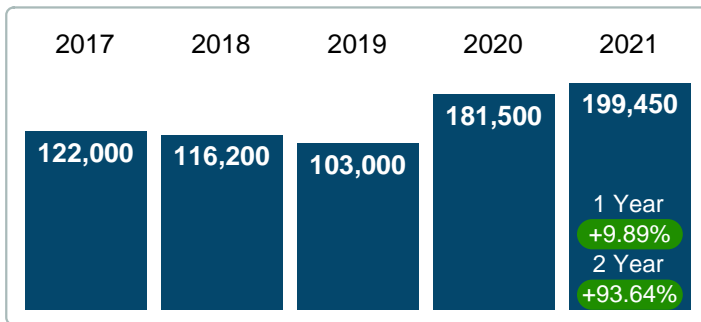
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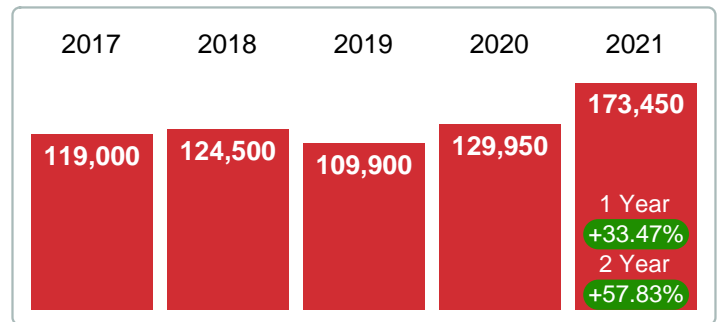
## MEDIAN LIST PRICE AT CLOSING

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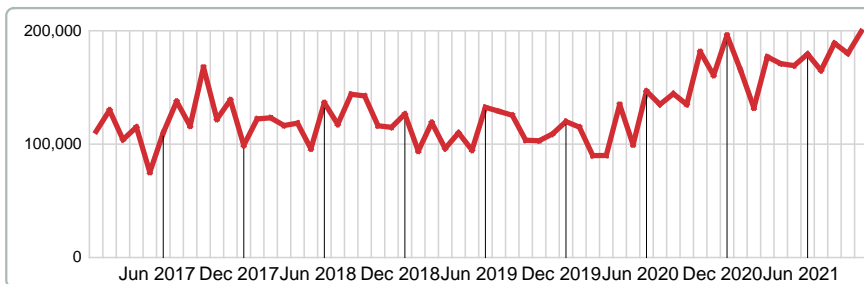
## OCTOBER



## YEAR TO DATE (YTD)

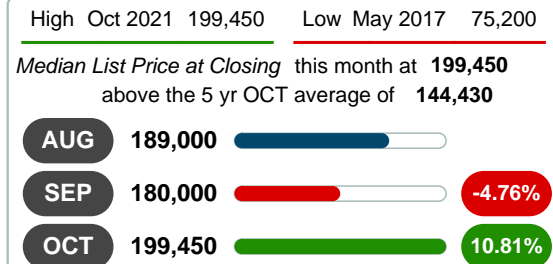


## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 144,430



## MEDIAN LIST PRICE OF CLOSED SALES &amp; 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	4	4.35%	32,500	39,500	27,500	0	0
\$50,001 - \$100,000	15	16.30%	89,000	79,500	96,000	0	0
\$100,001 - \$150,000	15	16.30%	125,000	114,900	125,000	134,900	0
\$150,001 - \$225,000	21	22.83%	197,000	217,000	189,000	198,450	0
\$225,001 - \$300,000	19	20.65%	250,000	0	245,000	271,500	0
\$300,001 - \$375,000	5	5.43%	355,000	0	353,500	344,900	355,000
\$375,001 and up	13	14.13%	410,000	728,750	397,500	414,500	449,950
Median List Price			199,450	105,000	199,450	274,000	449,900
Total Closed Units		100%	199,450	20	52	17	3
Total Closed Volume			19,851,925	2.86M	10.93M	4.81M	1.25M



## October 2021



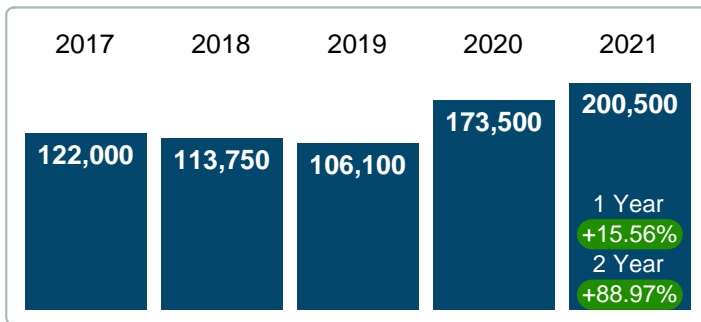
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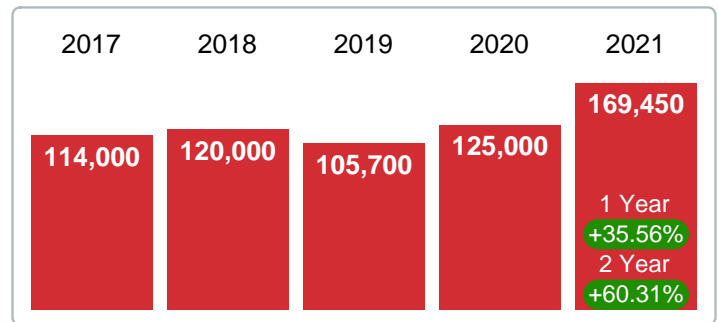
## MEDIAN SOLD PRICE AT CLOSING

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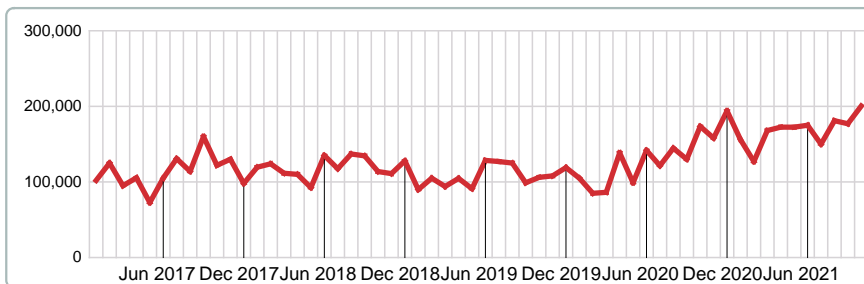
## OCTOBER



## YEAR TO DATE (YTD)



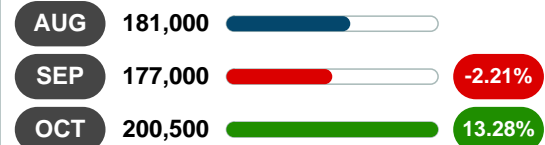
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 143,170

High Oct 2021 200,500 Low May 2017 72,750

Median Sold Price at Closing this month at 200,500  
above the 5 yr OCT average of 143,170

## MEDIAN SOLD PRICE OF CLOSED SALES &amp; 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	5	5.43%	30,000	36,500	30,000	0	0
\$50,001 - \$100,000	14	15.22%	81,500	65,000	92,750	0	0
\$100,001 - \$150,000	15	16.30%	125,000	120,000	120,000	130,000	0
\$150,001 - \$225,000	24	26.09%	200,500	214,500	189,900	206,900	0
\$225,001 - \$300,000	14	15.22%	257,000	0	250,000	267,000	0
\$300,001 - \$375,000	8	8.70%	322,500	0	309,000	342,450	320,000
\$375,001 and up	12	13.04%	417,500	675,000	385,000	417,500	439,125
Median Sold Price			200,500	98,000	200,500	267,000	438,250
Total Closed Units		100%	200,500	20	52	17	3
Total Closed Volume			19,435,050	2.71M	10.75M	4.78M	1.20M

## October 2021



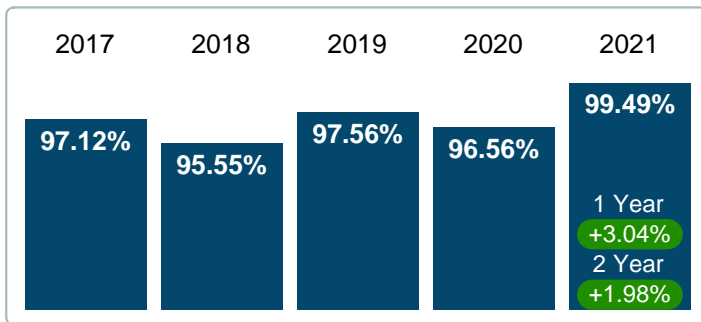
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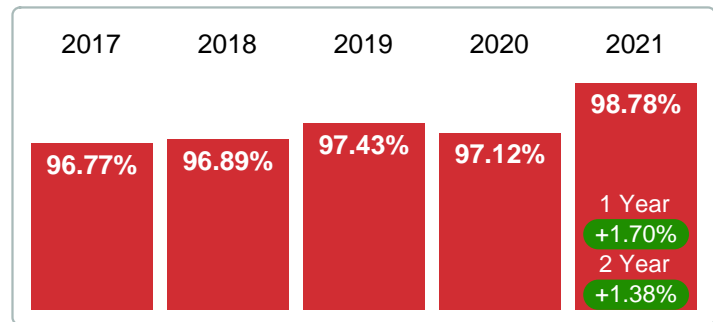
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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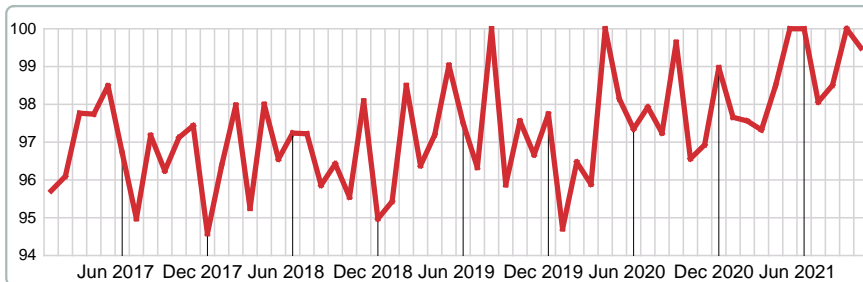
## OCTOBER



## YEAR TO DATE (YTD)



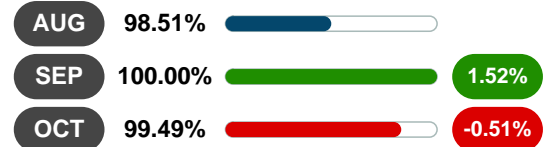
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 97.26%

High Sep 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **99.49%**  
above the 5 yr OCT average of **97.26%**

## MEDIAN SOLD/LIST RATIO OF CLOSED SALES &amp; 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	5	5.43%	91.84%	92.59%	85.71%	0.00%	0.00%
\$50,001 - \$100,000	14	15.22%	94.93%	89.38%	98.39%	0.00%	0.00%
\$100,001 - \$150,000	15	16.30%	100.00%	100.09%	98.68%	100.00%	0.00%
\$150,001 - \$225,000	24	26.09%	100.00%	100.00%	100.00%	99.49%	0.00%
\$225,001 - \$300,000	14	15.22%	100.02%	0.00%	101.05%	100.00%	0.00%
\$300,001 - \$375,000	8	8.70%	100.00%	0.00%	100.00%	99.26%	90.14%
\$375,001 and up	12	13.04%	97.98%	92.62%	98.17%	100.00%	97.59%
Median Sold/List Ratio		99.49%		96.87%	100.00%	100.00%	97.39%
Total Closed Units		92	100%	20	52	17	3
Total Closed Volume		19,435,050		2.71M	10.75M	4.78M	1.20M

## October 2021



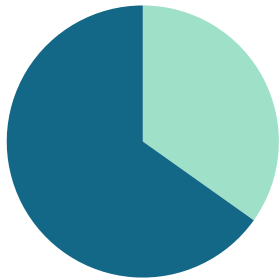
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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

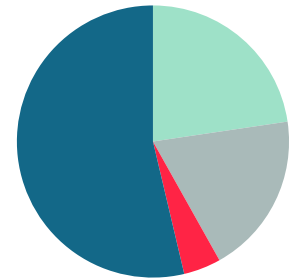
Closed Sales  
**92 = 22.66%**

Pending Sales  
**78 = 19.21%**

Other Off Market  
**18 = 4.43%**

Active Inventory  
**218 = 53.69%**

## MARKET ACTIVITY



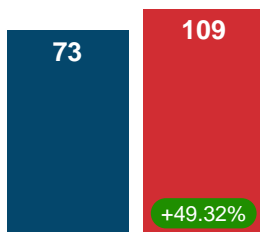
Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	92	55.93%	536	822	53.36%
Pending Sales	9	78	766.67%	491	914	86.15%
New Listings	73	109	49.32%	480	1,117	132.71%
Median List Price	181,500	199,450	9.89%	129,950	173,450	33.47%
Median Sale Price	173,500	200,500	15.56%	125,000	169,450	35.56%
Median Percent of Selling Price to List Price	96.56%	99.49%	3.04%	97.12%	98.78%	1.70%
Median Days on Market to Sale	71.00	8.00	-88.73%	82.50	10.00	-87.88%
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

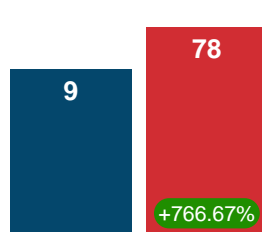
## OCTOBER MARKET

## MEDIAN PRICES

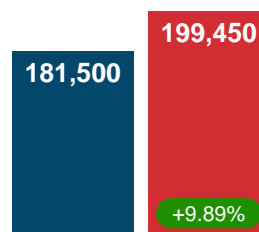
## New Listings



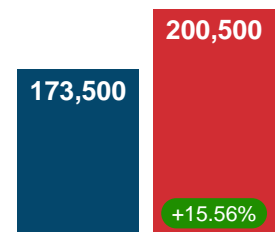
## Pending Listings



## List Price



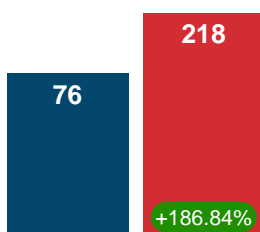
## Sale Price



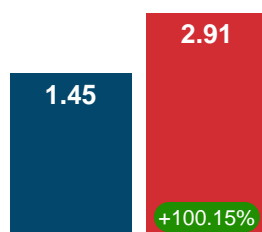
## INVENTORY

## MEDIAN SOLD/LIST RATIO &amp; DOM

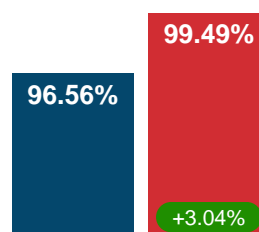
## Active Inventory



## Monthly Supply of Inventory



## Sale/List Ratio



## Days on Market

