

# September 2021



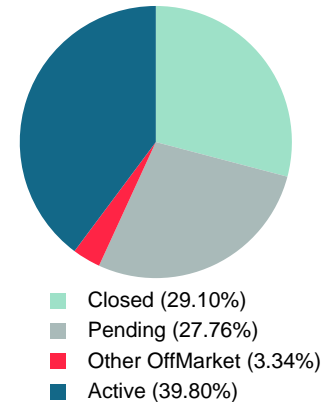
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	63	87	38.10%
Pending Listings	90	83	-7.78%
New Listings	95	78	-17.89%
Average List Price	188,086	214,521	14.05%
Average Sale Price	182,500	211,881	16.10%
Average Percent of Selling Price to List Price	97.35%	99.24%	1.94%
Average Days on Market to Sale	18.13	19.09	5.32%
End of Month Inventory	117	119	1.71%
Months Supply of Inventory	1.83	1.53	-16.17%



**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of September 30, 2021 = **119**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **1.71%** to 119 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **1.53** 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 **16.10%** in September 2021 to \$211,881 versus the previous year at \$182,500.

#### Average Days on Market Lengthens

The average number of **19.09** days that homes spent on the market before selling increased by 0.97 days or **5.32%** in September 2021 compared to last year's same month at **18.13** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 78 New Listings in September 2021, down **17.89%** from last year at 95. Furthermore, there were 87 Closed Listings this month versus last year at 63, a **38.10%** increase.

Closed versus Listed trends yielded a **111.5%** ratio, up from previous year's, September 2020, at **66.3%**, a **68.19%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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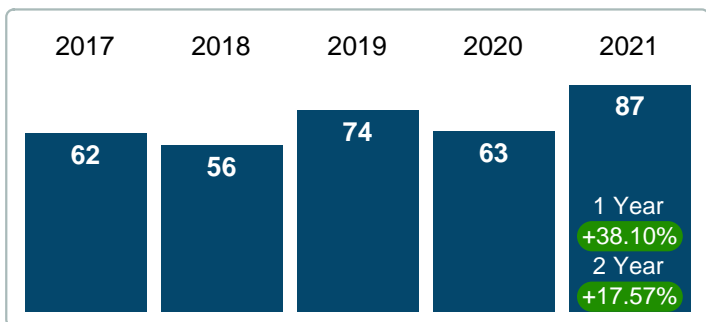
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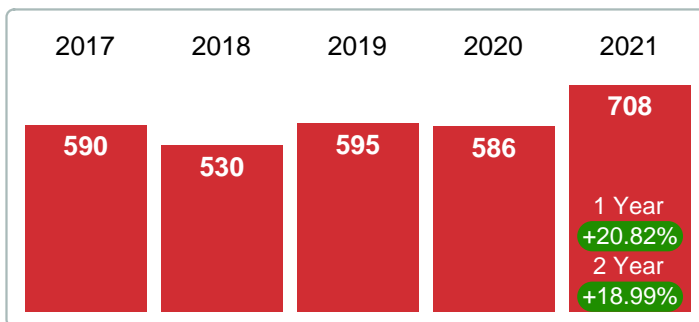
## CLOSED LISTINGS

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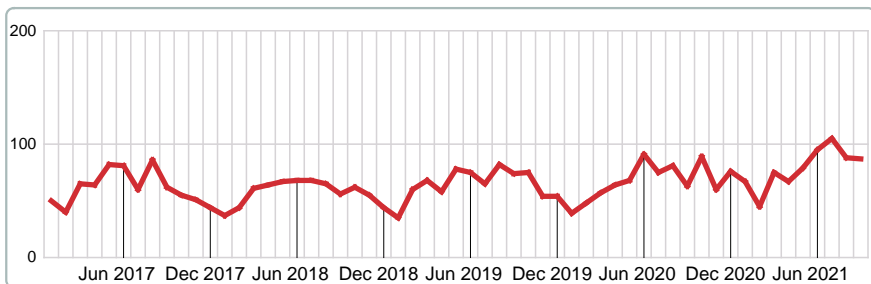
### SEPTEMBER



### YEAR TO DATE (YTD)

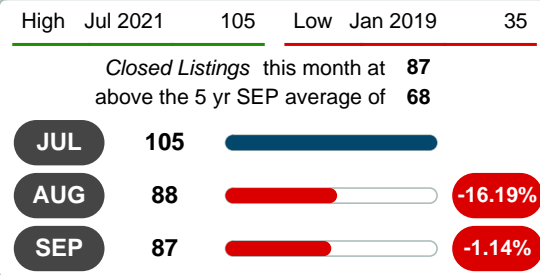


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 68



### 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	6	6.90%	14.2	2	4	0	0
\$75,001 - \$125,000	9	10.34%	19.8	2	6	1	0
\$125,001 - \$150,000	16	18.39%	22.9	4	12	0	0
\$150,001 - \$200,000	24	27.59%	20.5	0	22	2	0
\$200,001 - \$250,000	12	13.79%	9.9	0	8	4	0
\$250,001 - \$450,000	11	12.64%	11.2	0	6	5	0
\$450,001 and up	9	10.34%	32.9	0	1	4	4
<b>Total Closed Units</b>	<b>87</b>			<b>8</b>	<b>59</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>18,433,674</b>	<b>100%</b>	<b>19.1</b>	<b>860.50K</b>	<b>10.36M</b>	<b>4.85M</b>	<b>2.37M</b>
<b>Average Closed Price</b>	<b>\$211,881</b>			<b>\$107,563</b>	<b>\$175,517</b>	<b>\$303,109</b>	<b>\$591,975</b>

# September 2021



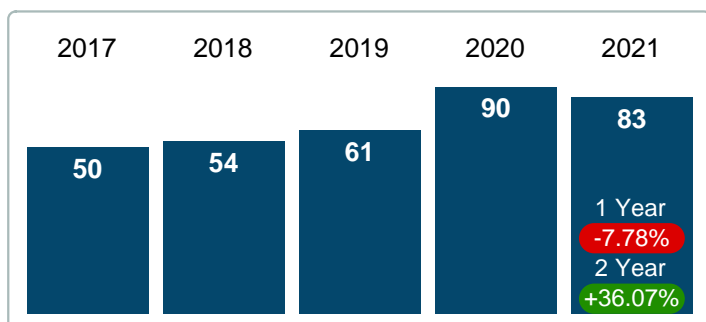
Area Delimited by County Of Creek - Residential Property Type



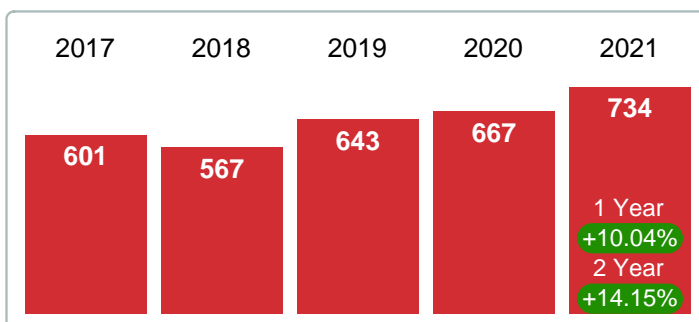
## PENDING LISTINGS

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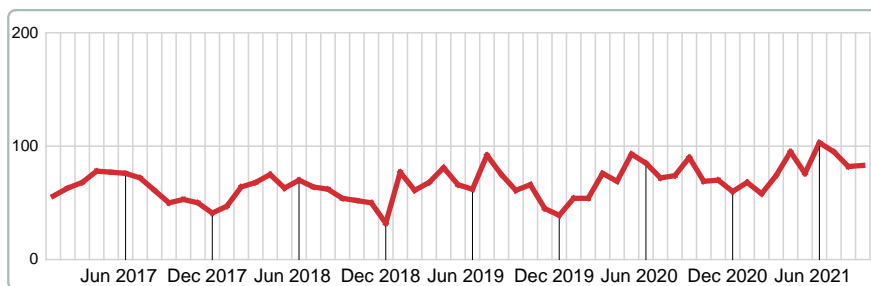
### SEPTEMBER



### YEAR TO DATE (YTD)

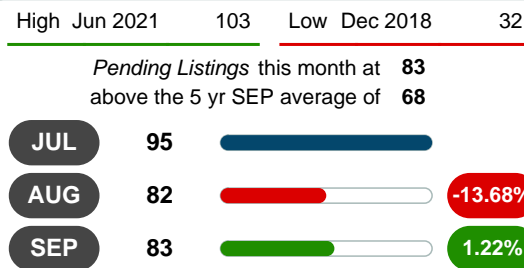


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 68



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	12.05%	43.8	4	3	3	0
\$100,001 - \$125,000	6	7.23%	16.2	3	3	0	0
\$125,001 - \$150,000	9	10.84%	13.4	1	8	0	0
\$150,001 - \$225,000	23	27.71%	22.9	2	20	1	0
\$225,001 - \$300,000	16	19.28%	16.8	0	8	8	0
\$300,001 - \$400,000	11	13.25%	31.2	0	10	1	0
\$400,001 and up	8	9.64%	44.4	0	1	5	2
<b>Total Pending Units</b>	<b>83</b>			<b>10</b>	<b>53</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,290,079</b>	<b>100%</b>	<b>25.2</b>	<b>1.12M</b>	<b>11.55M</b>	<b>5.50M</b>	<b>1.12M</b>
<b>Average Listing Price</b>	<b>\$230,507</b>			<b>\$111,880</b>	<b>\$217,937</b>	<b>\$305,644</b>	<b>\$559,500</b>

# September 2021



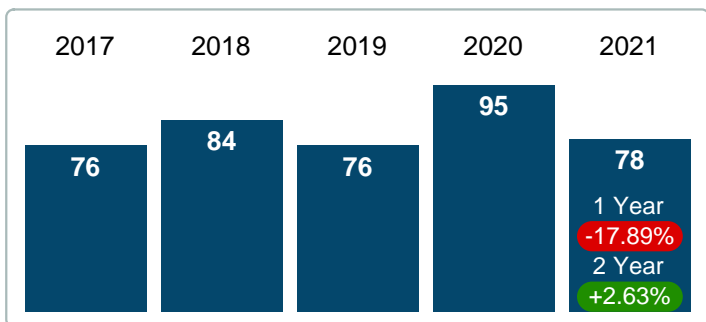
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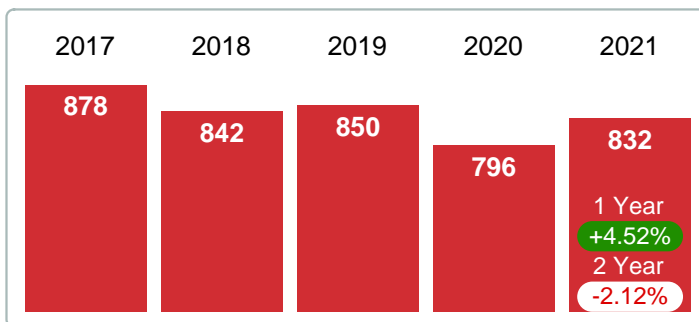
## NEW LISTINGS

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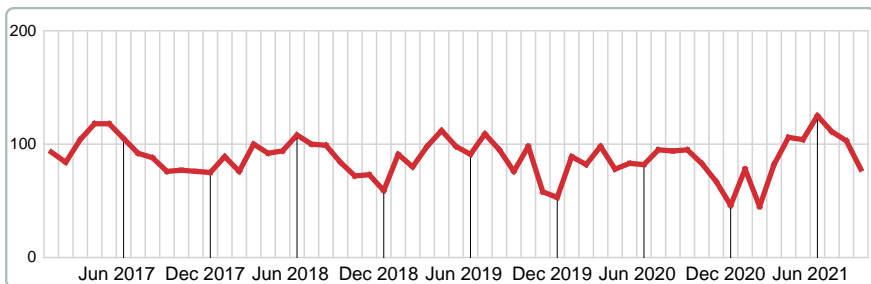
### SEPTEMBER



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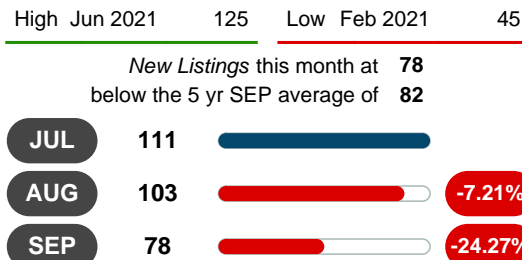


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 82



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	8.97%	3	0	4	0
\$100,001 - \$125,000	9	11.54%	6	3	0	0
\$125,001 - \$150,000	5	6.41%	0	5	0	0
\$150,001 - \$200,000	25	32.05%	6	15	4	0
\$200,001 - \$275,000	15	19.23%	0	7	8	0
\$275,001 - \$525,000	10	12.82%	1	5	4	0
\$525,001 and up	7	8.97%	0	2	4	1
<b>Total New Listed Units</b>	<b>78</b>		<b>16</b>	<b>37</b>	<b>24</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>22,716,891</b>	<b>100%</b>	<b>2.22M</b>	<b>9.72M</b>	<b>10.21M</b>	<b>579.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$235,871</b>		<b>\$138,600</b>	<b>\$262,573</b>	<b>\$425,212</b>	<b>\$579,000</b>

# September 2021



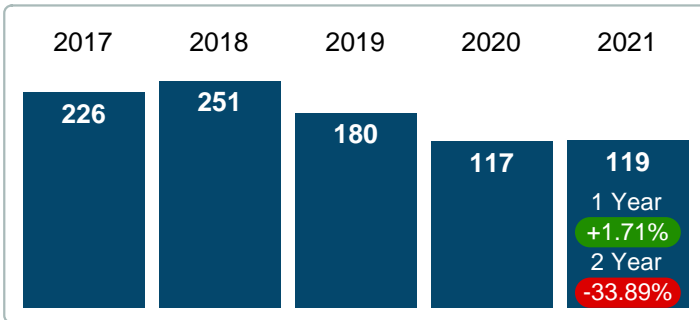
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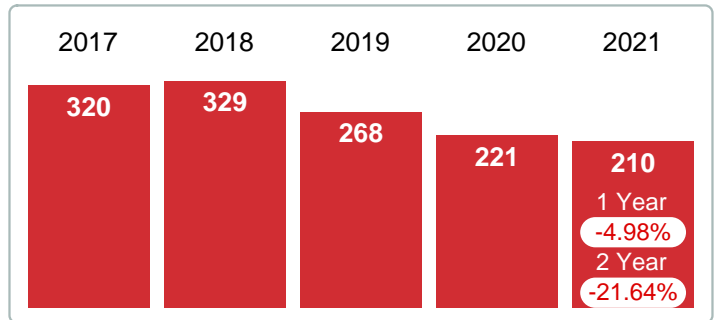
## ACTIVE INVENTORY

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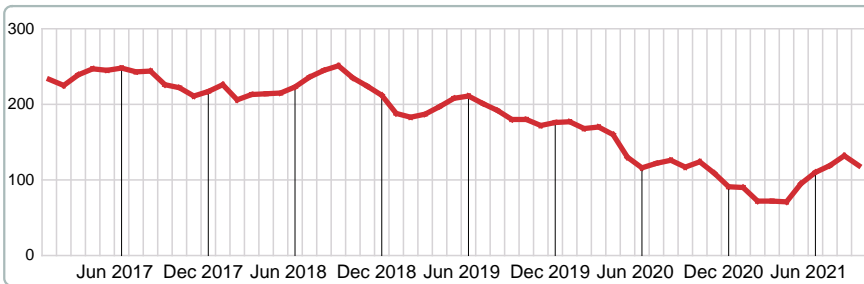
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

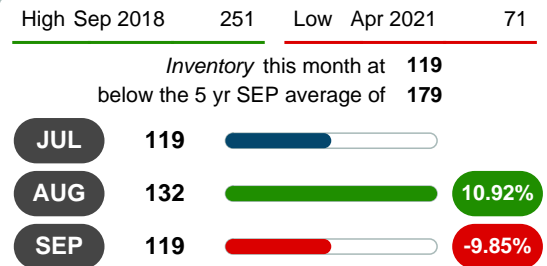


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 179



### 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	6	5.04%	123.0	3	3	0	0
\$75,001 - \$125,000	16	13.45%	53.6	4	8	3	1
\$125,001 - \$175,000	24	20.17%	80.5	5	16	3	0
\$175,001 - \$275,000	31	26.05%	53.3	4	14	13	0
\$275,001 - \$400,000	14	11.76%	52.9	1	9	3	1
\$400,001 - \$800,000	17	14.29%	68.4	0	4	8	5
\$800,001 and up	11	9.24%	69.7	0	3	5	3
<b>Total Active Inventory by Units</b>	<b>119</b>			<b>17</b>	<b>57</b>	<b>35</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>45,962,661</b>	<b>100%</b>	<b>66.0</b>	<b>2.69M</b>	<b>18.81M</b>	<b>16.73M</b>	<b>7.74M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$386,241</b>			<b>\$158,024</b>	<b>\$329,961</b>	<b>\$477,989</b>	<b>\$773,890</b>

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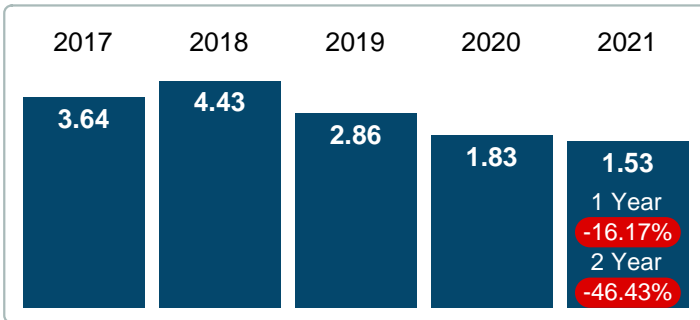
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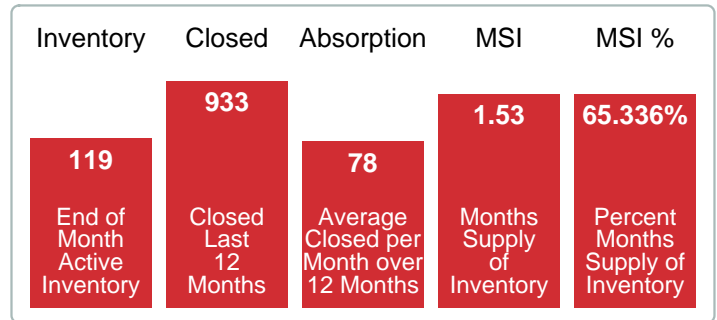
## MONTHS SUPPLY of INVENTORY (MSI)

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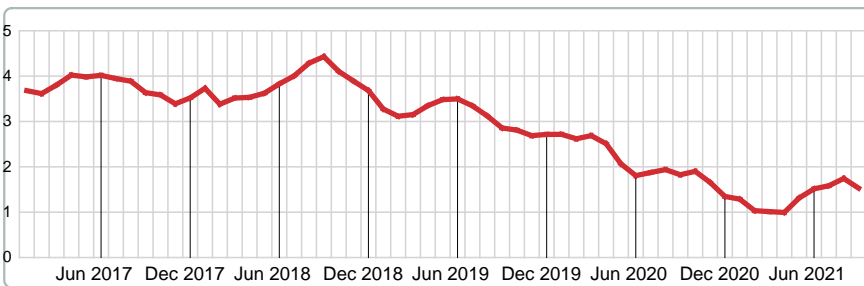
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

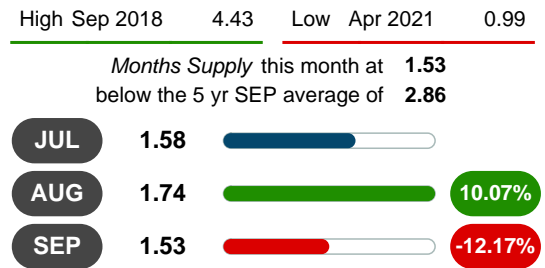


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.86



### 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	6	5.04%	0.85	1.13	0.84	0.00	0.00
\$75,001 - \$125,000	16	13.45%	1.03	0.94	0.81	3.00	2.40
\$125,001 - \$175,000	24	20.17%	1.06	3.53	0.81	2.00	0.00
\$175,001 - \$275,000	31	26.05%	1.77	6.00	1.13	3.18	0.00
\$275,001 - \$400,000	14	11.76%	1.70	6.00	2.45	0.92	0.86
\$400,001 - \$800,000	17	14.29%	2.87	0.00	2.18	3.69	2.61
\$800,001 and up	11	9.24%	13.20	0.00	36.00	12.00	9.00
Market Supply of Inventory (MSI)			1.53	1.85	1.11	2.68	2.31
Total Active Inventory by Units		100%	119	17	57	35	10

# September 2021



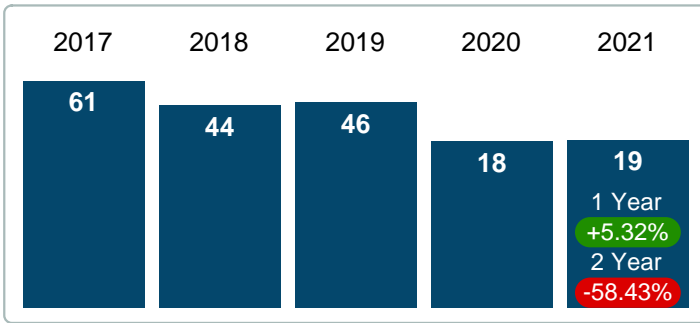
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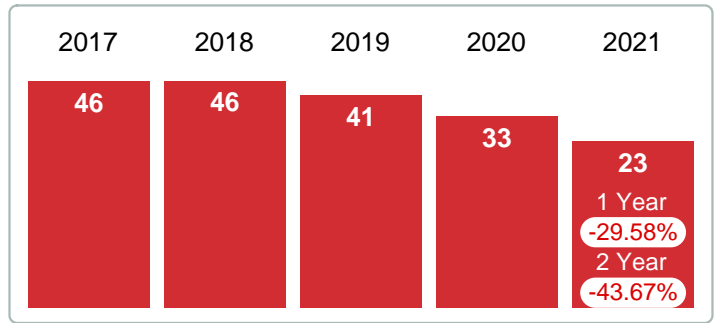
## AVERAGE DAYS ON MARKET TO SALE

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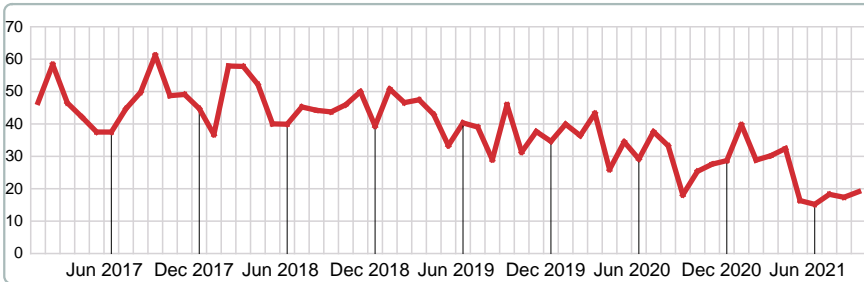
### SEPTEMBER



### YEAR TO DATE (YTD)

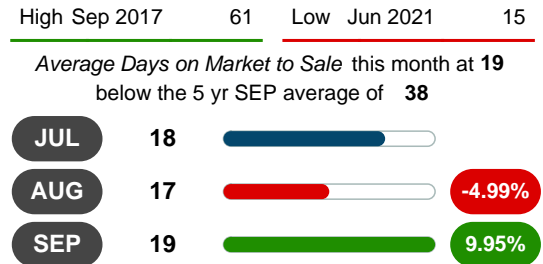


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 38



### 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	6.90%	14	12	16	0	0
\$75,001 - \$125,000	10.34%	20	28	19	10	0
\$125,001 - \$150,000	18.39%	23	2	30	0	0
\$150,001 - \$200,000	27.59%	21	0	22	8	0
\$200,001 - \$250,000	13.79%	10	0	5	19	0
\$250,001 - \$450,000	12.64%	11	0	10	12	0
\$450,001 and up	10.34%	33	0	33	10	56
<b>Average Closed DOM</b>		<b>19</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>19</b>	<b>8</b>	<b>59</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,433,674</b>	<b>860.50K</b>	<b>10.36M</b>	<b>4.85M</b>	<b>2.37M</b>



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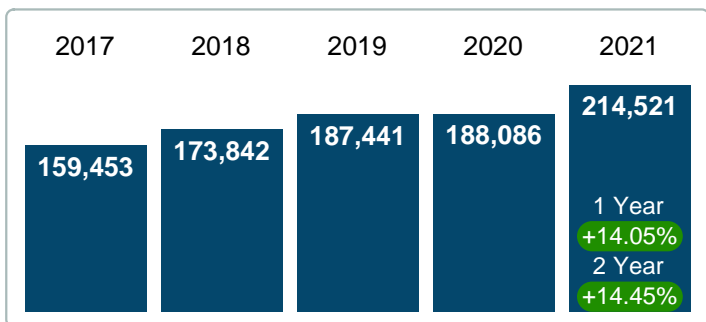
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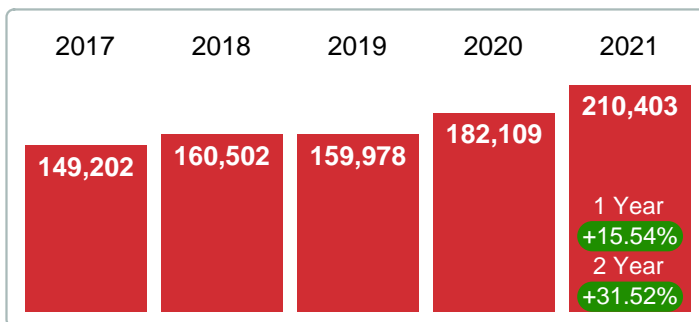
## AVERAGE LIST PRICE AT CLOSING

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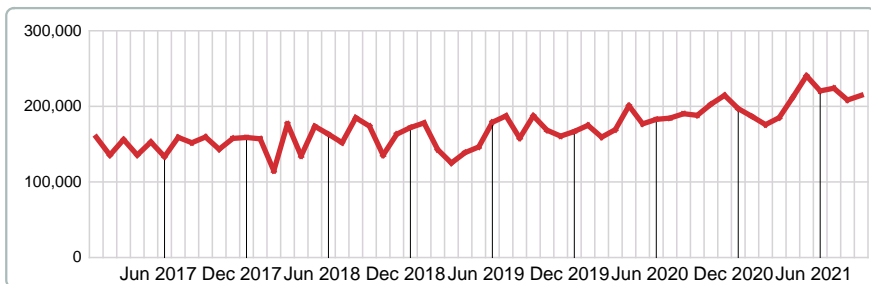
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 184,668

High May 2021 240,384    Low Feb 2018 114,760

Average List Price at Closing this month at **214,521**  
above the 5 yr SEP average of **184,668**

- JUL** 223,979
- AUG** 208,388 -6.96%
- SEP** 214,521 2.94%

### 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	5.75%	60,600	67,000	62,250	0	0
\$75,001 - \$125,000	13.79%	105,875	96,250	105,500	115,000	0
\$125,001 - \$150,000	17.24%	139,180	136,225	137,242	0	0
\$150,001 - \$200,000	25.29%	175,368	0	174,386	188,750	0
\$200,001 - \$250,000	14.94%	227,738	0	231,213	228,225	0
\$250,001 - \$450,000	13.79%	300,242	0	278,483	297,000	0
\$450,001 and up	9.20%	572,563	0	599,000	501,725	602,400
<b>Average List Price</b>		<b>214,521</b>	<b>108,925</b>	<b>177,712</b>	<b>306,081</b>	<b>602,400</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>214,521</b>	<b>8</b>	<b>59</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,663,300</b>	<b>871.40K</b>	<b>10.49M</b>	<b>4.90M</b>	<b>2.41M</b>



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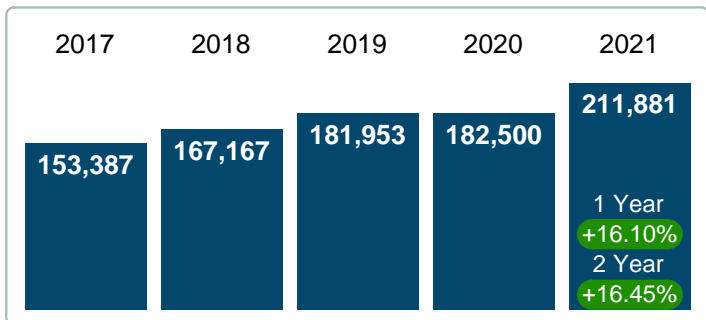
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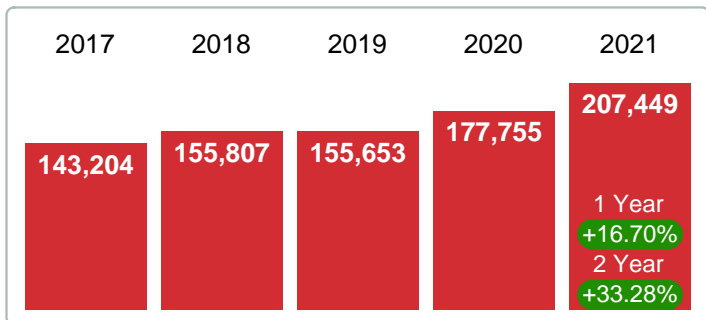
## AVERAGE SOLD PRICE AT CLOSING

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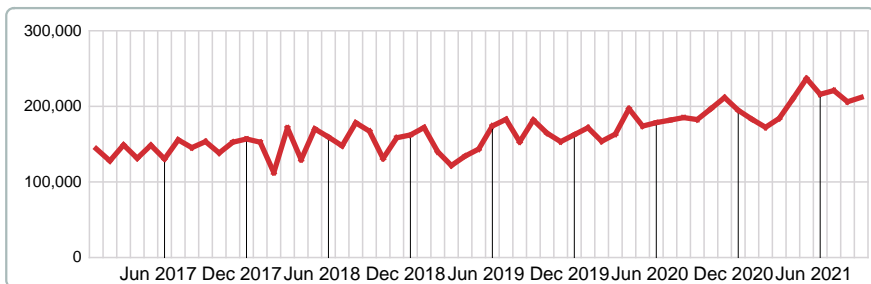
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

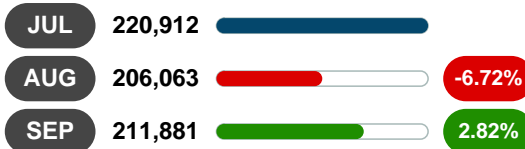


### 3 MONTHS

5 year SEP AVG = 179,378

High May 2021 236,835 Low Feb 2018 112,345

Average Sold Price at Closing this month at **211,881**  
above the 5 yr SEP average of **179,378**



### 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	6.90%	61,517	62,050	61,250	0	0
\$75,001 - \$125,000	10.34%	102,911	94,000	103,033	120,000	0
\$125,001 - \$150,000	18.39%	139,593	137,100	140,424	0	0
\$150,001 - \$200,000	27.59%	172,672	0	171,180	189,088	0
\$200,001 - \$250,000	13.79%	229,150	0	230,613	226,225	0
\$250,001 - \$450,000	12.64%	284,414	0	278,564	291,435	0
\$450,001 and up	10.34%	542,489	0	525,000	497,375	591,975
<b>Average Sold Price</b>		<b>211,881</b>	<b>107,563</b>	<b>175,517</b>	<b>303,109</b>	<b>591,975</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>211,881</b>	<b>8</b>	<b>59</b>	<b>16</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,433,674</b>	<b>860.50K</b>	<b>10.36M</b>	<b>4.85M</b>	<b>2.37M</b>

# September 2021



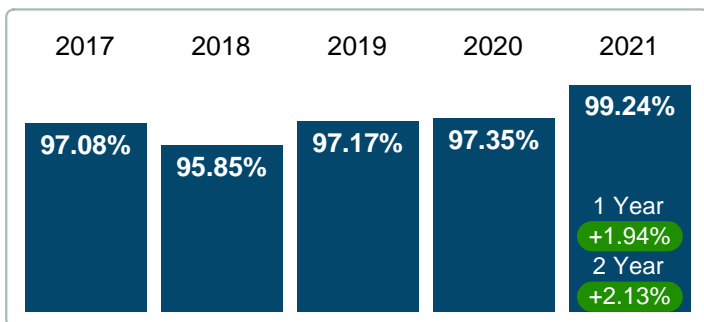
Area Delimited by County Of Creek - Residential Property Type



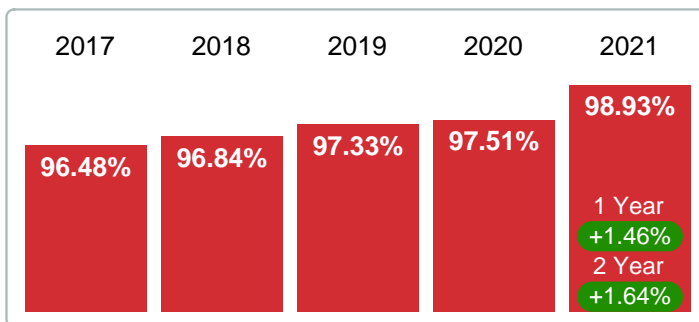
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

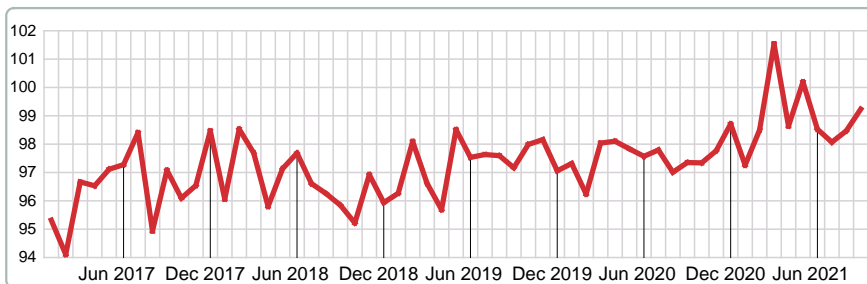
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

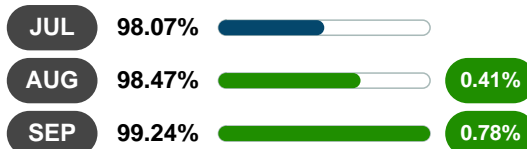


### 3 MONTHS

5 year SEP AVG = 97.34%

High Mar 2021 101.54% Low Feb 2017 94.11%

Average Sold/List Ratio this month at **99.24%**  
above the 5 yr SEP average of **97.34%**



## 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	6	6.90%	96.47%	91.74%	98.84%	0.00%	0.00%	
\$75,001 - \$125,000	9	10.34%	98.61%	97.24%	98.12%	104.35%	0.00%	
\$125,001 - \$150,000	16	18.39%	102.00%	100.66%	102.45%	0.00%	0.00%	
\$150,001 - \$200,000	24	27.59%	98.70%	0.00%	98.57%	100.21%	0.00%	
\$200,001 - \$250,000	12	13.79%	99.70%	0.00%	99.91%	99.27%	0.00%	
\$250,001 - \$450,000	11	12.64%	99.22%	0.00%	100.13%	98.13%	0.00%	
\$450,001 and up	9	10.34%	97.62%	0.00%	87.65%	99.40%	98.33%	
Average Sold/List Ratio		99.20%		97.57%	99.48%	99.38%	98.33%	
Total Closed Units		87	100%	99.20%	8	59	16	4
Total Closed Volume		18,433,674			860.50K	10.36M	4.85M	2.37M

# September 2021



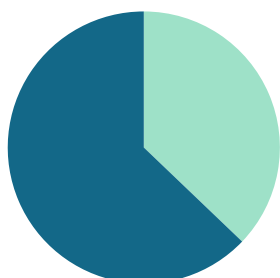
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

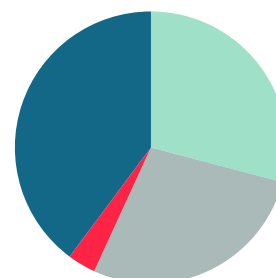


**Inventory**  
 New Listings  
**78 = 37.14%**  
 Start Inventory  
**132**  
 Total Inventory Units  
**210**  
 Volume  
**\$68,211,540**

### Market Activity

Closed Sales  
**87 = 29.10%**  
 Pending Sales  
**83 = 27.76%**  
 Other Off Market  
**10 = 3.34%**  
 Active Inventory  
**119 = 39.80%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	87	38.10%	586	708	20.82%
Pending Sales	90	83	-7.78%	667	734	10.04%
New Listings	95	78	-17.89%	796	832	4.52%
Average List Price	188,086	214,521	14.05%	182,109	210,403	15.54%
Average Sale Price	182,500	211,881	16.10%	177,755	207,449	16.70%
Average Percent of Selling Price to List Price	97.35%	99.24%	1.94%	97.51%	98.93%	1.46%
Average Days on Market to Sale	18.13	19.09	5.32%	32.56	22.93	-29.58%
Monthly Inventory	117	119	1.71%	117	119	1.71%
Months Supply of Inventory	1.83	1.53	-16.17%	1.83	1.53	-16.17%

**Absorption:** Last 12 months, an Average of **78** Sales/Month

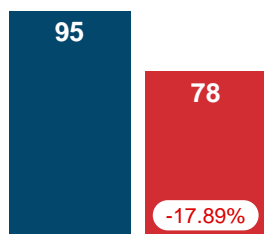
**Inventory** on September 30, 2021 = **119**

**2020** **2021**

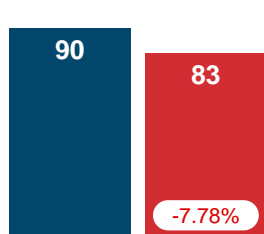
### SEPTEMBER MARKET

### AVERAGE PRICES

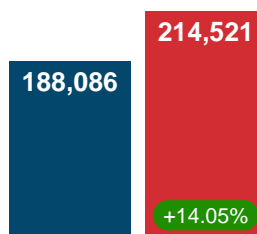
#### New Listings



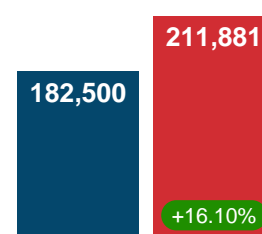
#### Pending Listings



#### List Price



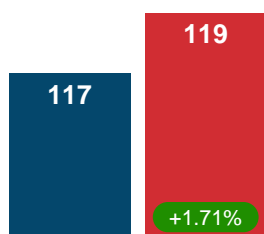
#### Sale Price



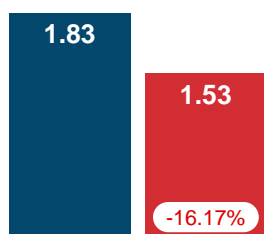
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

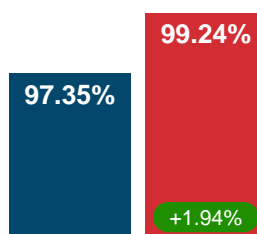
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

