

# September 2021



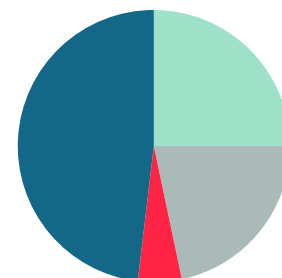
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	77	106	37.66%
Pending Listings	32	92	187.50%
New Listings	22	102	363.64%
Average List Price	157,539	203,572	29.22%
Average Sale Price	153,930	198,227	28.78%
Average Percent of Selling Price to List Price	96.62%	97.42%	0.82%
Average Days on Market to Sale	119.45	27.56	-76.93%
End of Month Inventory	12	204	1,600.00%
Months Supply of Inventory	0.23	2.82	1,115.69%



■ Closed (25.00%)  
■ Pending (21.70%)  
■ Other OffMarket (5.19%)  
■ Active (48.11%)

**Absorption:** Last 12 months, an Average of **72** Sales/Month  
**Active Inventory** as of September 30, 2021 = **204**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **1,600.00%** to 204 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.82** 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 **28.78%** in September 2021 to \$198,227 versus the previous year at \$153,930.

#### Average Days on Market Shortens

The average number of **27.56** days that homes spent on the market before selling decreased by 91.90 days or **76.93%** in September 2021 compared to last year's same month at **119.45** DOM.

#### Sales Success for September 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 102 New Listings in September 2021, up **363.64%** from last year at 22. Furthermore, there were 106 Closed Listings this month versus last year at 77, a **37.66%** increase.

Closed versus Listed trends yielded a **103.9%** ratio, down from previous year's, September 2020, at **350.0%**, a **70.31%** 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

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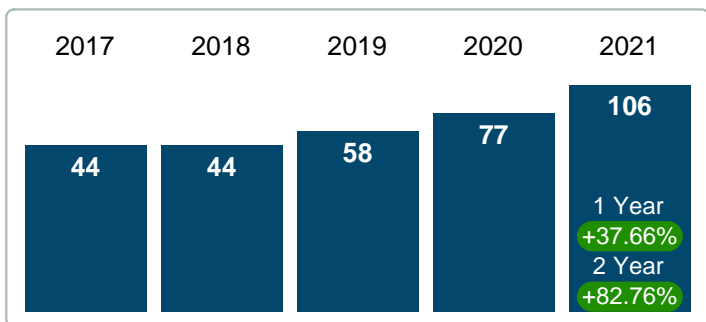
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



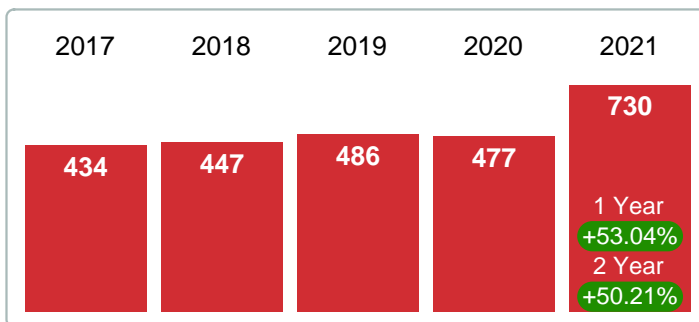
## CLOSED LISTINGS

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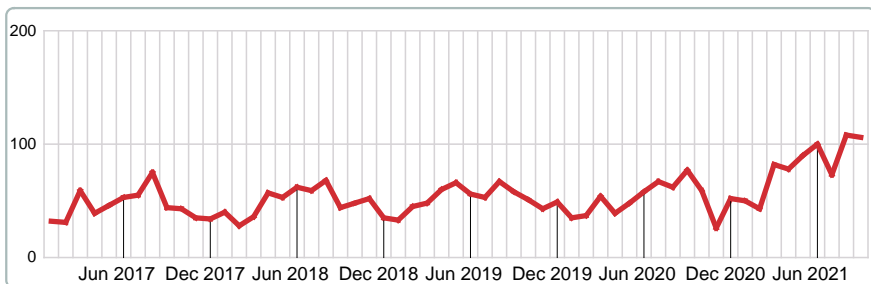
### SEPTEMBER



### YEAR TO DATE (YTD)

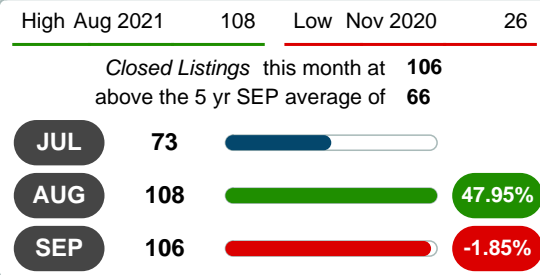


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 66



### 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	7	6.60%	35.6	4	3	0	0
\$50,001 - \$100,000	14	13.21%	49.8	5	8	0	1
\$100,001 - \$125,000	12	11.32%	12.5	3	8	1	0
\$125,001 - \$200,000	30	28.30%	33.5	5	20	4	1
\$200,001 - \$250,000	21	19.81%	14.3	0	16	5	0
\$250,001 - \$325,000	8	7.55%	22.3	0	4	3	1
\$325,001 and up	14	13.21%	24.3	2	5	6	1
<b>Total Closed Units</b>	<b>106</b>			<b>19</b>	<b>64</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>21,012,017</b>	<b>100%</b>	<b>27.6</b>	<b>2.81M</b>	<b>11.70M</b>	<b>5.45M</b>	<b>1.05M</b>
<b>Average Closed Price</b>	<b>\$198,227</b>			<b>\$148,058</b>	<b>\$182,810</b>	<b>\$287,003</b>	<b>\$261,500</b>

# September 2021



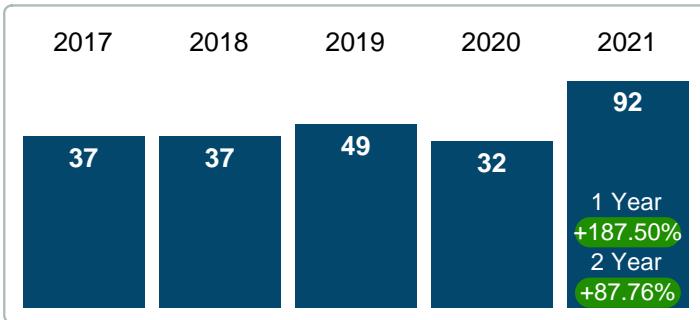
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



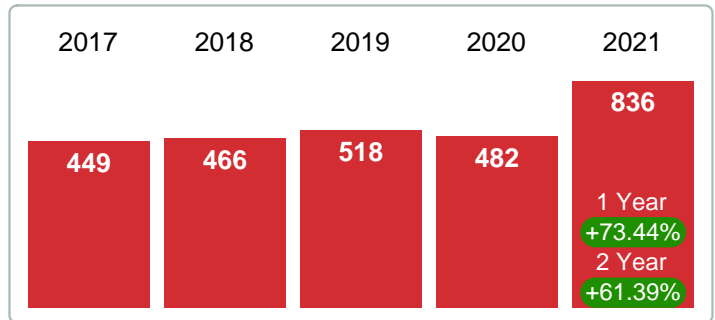
## PENDING LISTINGS

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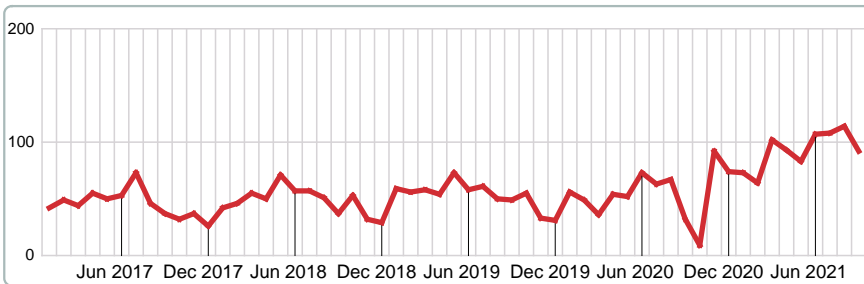
### SEPTEMBER



### YEAR TO DATE (YTD)

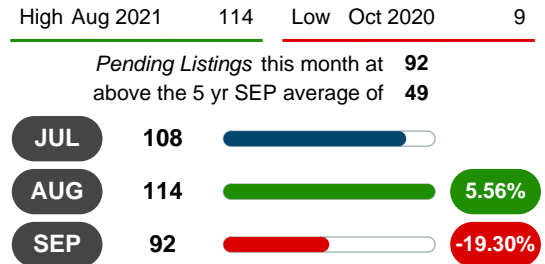


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.17%	207.0	1	1	0	0
\$25,001 - \$50,000	13	14.13%	62.5	8	5	0	0
\$50,001 - \$125,000	17	18.48%	40.4	11	5	1	0
\$125,001 - \$200,000	25	27.17%	48.3	2	17	5	1
\$200,001 - \$275,000	13	14.13%	50.7	3	7	2	1
\$275,001 - \$425,000	13	14.13%	45.2	0	7	6	0
\$425,001 and up	9	9.78%	29.6	1	5	2	1
<b>Total Pending Units</b>	<b>92</b>			<b>26</b>	<b>47</b>	<b>16</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>19,557,650</b>	<b>100%</b>	<b>47.7</b>	<b>3.00M</b>	<b>11.07M</b>	<b>4.60M</b>	<b>884.90K</b>
<b>Average Listing Price</b>	<b>\$210,299</b>			<b>\$115,467</b>	<b>\$235,472</b>	<b>\$287,713</b>	<b>\$294,967</b>

# September 2021



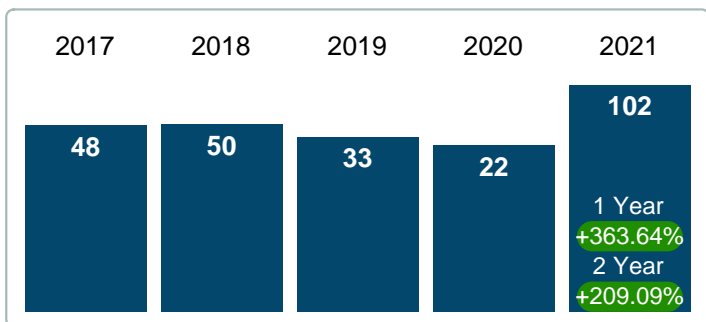
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



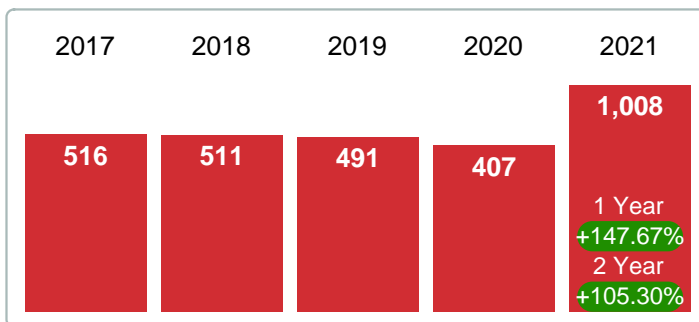
## NEW LISTINGS

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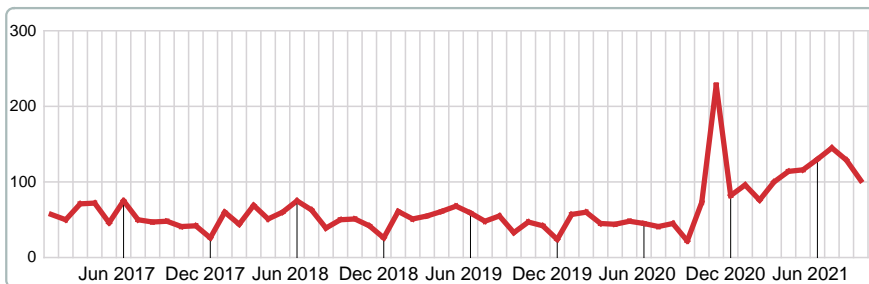
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

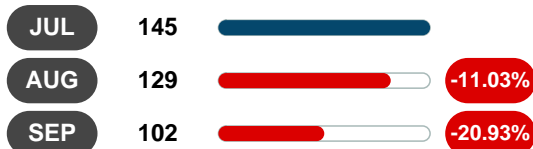


### 3 MONTHS

5 year SEP AVG = 51

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **102**  
above the 5 yr SEP average of **51**



### 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	8	7.84%	3	4	0	1
\$50,001 - \$100,000	14	13.73%	7	7	0	0
\$100,001 - \$125,000	12	11.76%	5	7	0	0
\$125,001 - \$225,000	30	29.41%	6	22	2	0
\$225,001 - \$375,000	14	13.73%	1	9	4	0
\$375,001 - \$575,000	14	13.73%	0	10	4	0
\$575,001 and up	10	9.80%	0	2	6	2
<b>Total New Listed Units</b>	<b>102</b>		<b>22</b>	<b>61</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>32,673,200</b>	<b>100%</b>	<b>2.51M</b>	<b>13.63M</b>	<b>13.80M</b>	<b>2.74M</b>
<b>Average New Listed Listing Price</b>	<b>\$212,288</b>		<b>\$113,873</b>	<b>\$223,466</b>	<b>\$862,350</b>	<b>\$913,000</b>

# September 2021



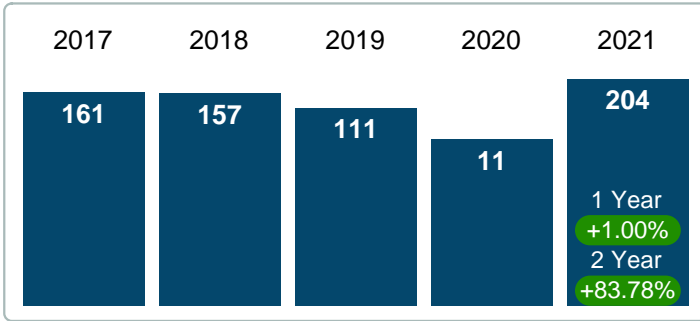
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



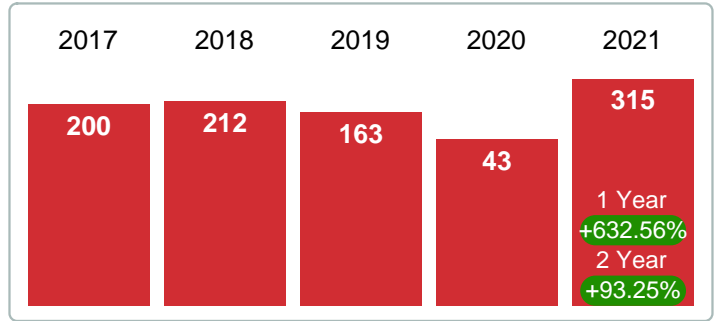
## ACTIVE INVENTORY

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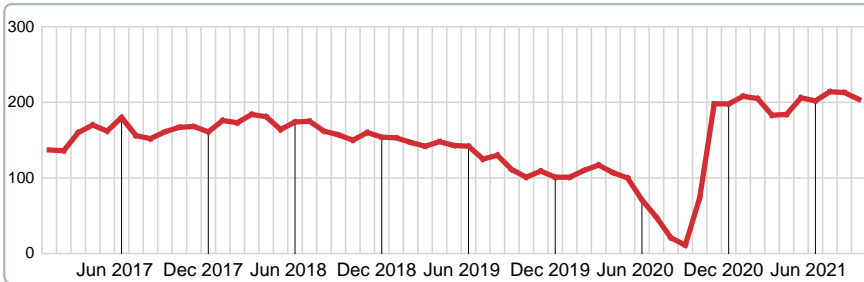
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

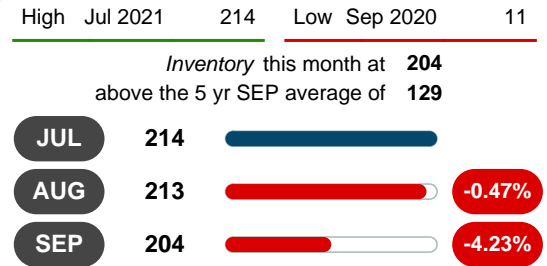


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 129



## 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	18	8.82%	108.5	11	5	1	1
\$50,001 - \$75,000	15	7.35%	76.0	7	8	0	0
\$75,001 - \$125,000	35	17.16%	69.6	10	22	3	0
\$125,001 - \$250,000	59	28.92%	70.0	9	40	9	1
\$250,001 - \$375,000	29	14.22%	84.6	2	15	10	2
\$375,001 - \$775,000	26	12.75%	73.3	0	17	8	1
\$775,001 and up	22	10.78%	95.4	1	6	7	8
<b>Total Active Inventory by Units</b>	<b>204</b>			<b>40</b>	<b>113</b>	<b>38</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>72,077,049</b>	<b>100%</b>	<b>79.0</b>	<b>6.95M</b>	<b>31.15M</b>	<b>22.77M</b>	<b>11.21M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$353,319</b>			<b>\$173,760</b>	<b>\$275,692</b>	<b>\$599,083</b>	<b>\$862,177</b>

# September 2021



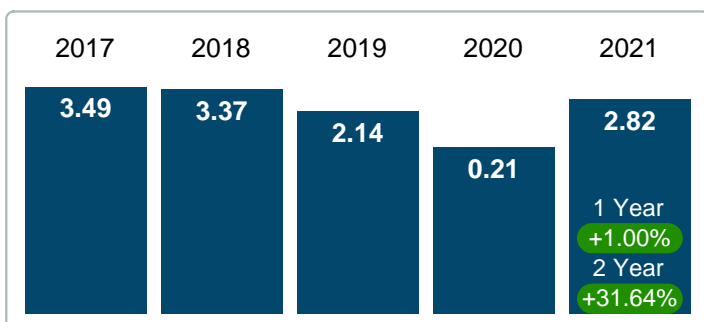
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



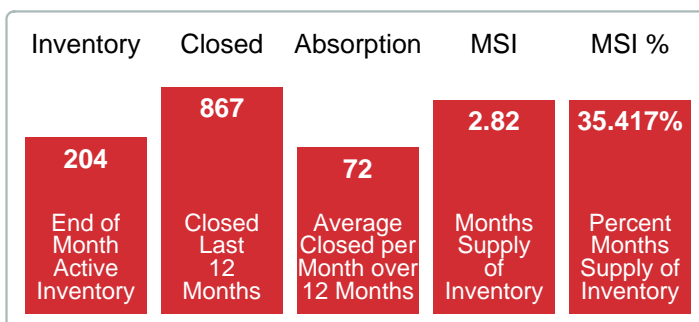
## MONTHS SUPPLY of INVENTORY (MSI)

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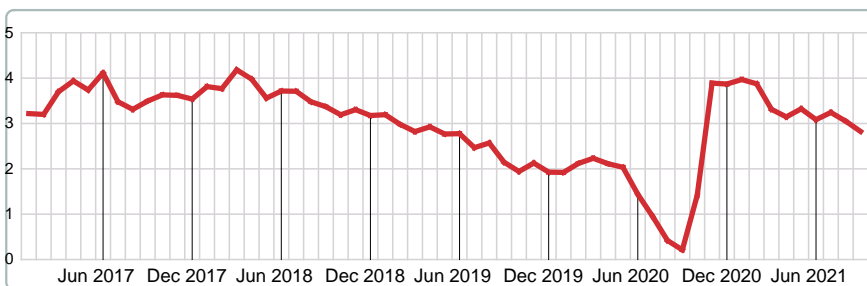
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

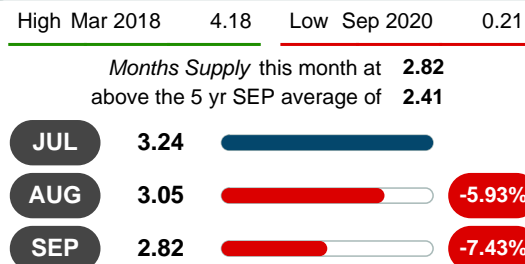


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.41



### 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	18	8.82%	2.96	3.30	2.07	4.00	12.00
\$50,001 - \$75,000	15	7.35%	2.37	3.00	2.29	0.00	0.00
\$75,001 - \$125,000	35	17.16%	2.90	2.61	3.03	3.00	0.00
\$125,001 - \$250,000	59	28.92%	1.96	3.09	1.96	1.48	1.33
\$250,001 - \$375,000	29	14.22%	2.49	2.00	2.73	2.11	4.80
\$375,001 - \$775,000	26	12.75%	5.29	0.00	12.00	3.10	1.50
\$775,001 and up	22	10.78%	22.00	4.00	36.00	21.00	32.00
Market Supply of Inventory (MSI)			2.82	2.87	2.78	2.48	5.57
Total Active Inventory by Units		100%	2.82	40	113	38	13

# September 2021



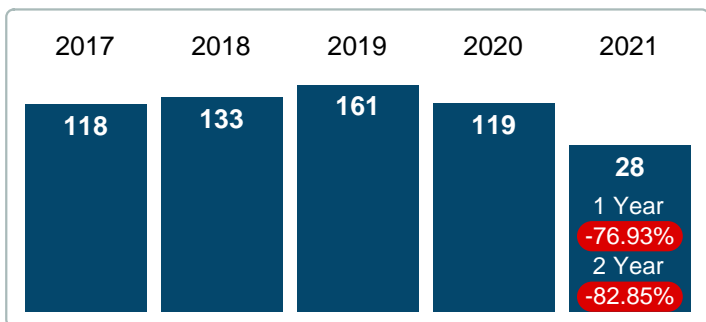
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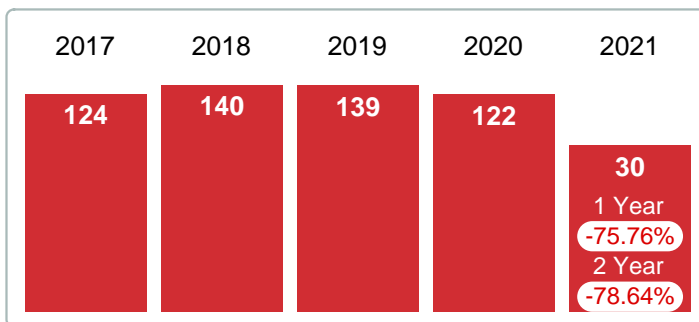
## AVERAGE DAYS ON MARKET TO SALE

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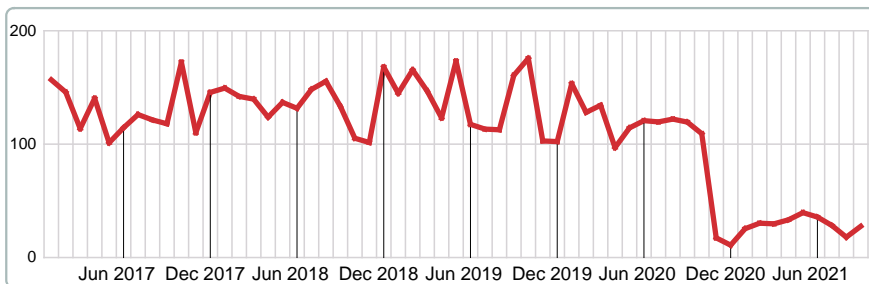
### SEPTEMBER



### YEAR TO DATE (YTD)

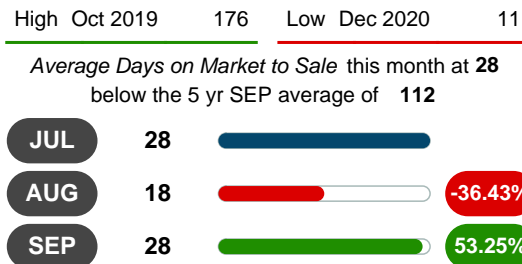


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 112



### 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	6.60%	36	43	26	0	0
\$50,001 - \$100,000	13.21%	50	45	57	0	17
\$100,001 - \$125,000	11.32%	13	6	14	18	0
\$125,001 - \$200,000	28.30%	34	60	22	15	211
\$200,001 - \$250,000	19.81%	14	0	11	24	0
\$250,001 - \$325,000	7.55%	22	0	11	43	5
\$325,001 and up	13.21%	24	1	31	22	52
Average Closed DOM		28	38	23	24	71
Total Closed Units	100%	28	19	64	19	4
Total Closed Volume		21,012,017	2.81M	11.70M	5.45M	1.05M

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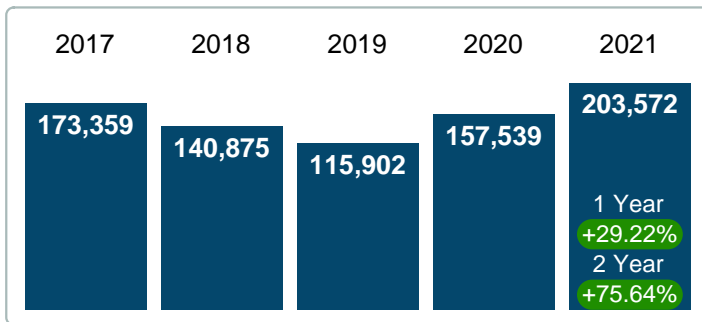
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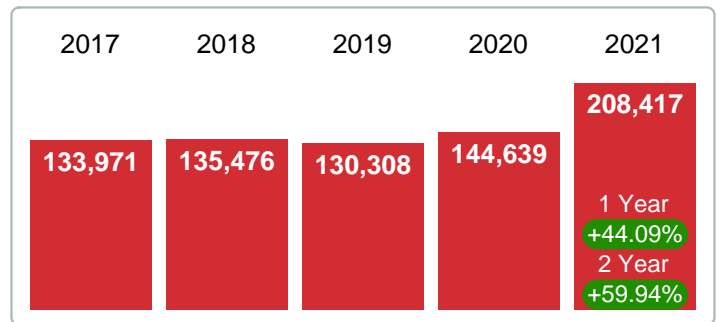
## AVERAGE LIST PRICE AT CLOSING

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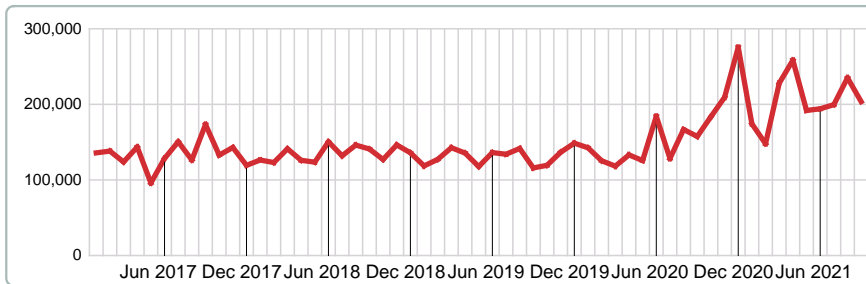
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

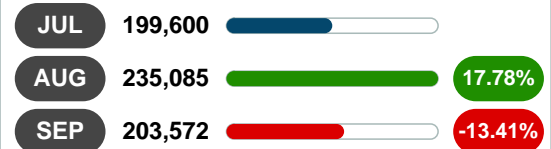


### 3 MONTHS

5 year SEP AVG = 158,249

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **203,572**  
above the 5 yr SEP average of **158,249**



### 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	6	5.66%	27,083	34,125	28,333	0	
\$50,001 - \$100,000	16	15.09%	78,381	77,080	77,600	0	
\$100,001 - \$125,000	9	8.49%	114,022	114,933	113,913	145,000	
\$125,001 - \$200,000	31	29.25%	167,016	182,540	172,895	150,500	
\$200,001 - \$250,000	19	17.92%	232,911	0	234,513	244,560	
\$250,001 - \$325,000	11	10.38%	289,791	0	304,950	296,333	
\$325,001 and up	14	13.21%	453,236	572,000	388,500	458,150	
<b>Average List Price</b>		<b>203,572</b>		<b>153,863</b>	<b>187,336</b>	<b>295,142</b>	<b>264,500</b>
<b>Total Closed Units</b>		<b>106</b>	<b>100%</b>	<b>203,572</b>	<b>19</b>	<b>64</b>	<b>19</b>
<b>Total Closed Volume</b>		<b>21,578,599</b>			<b>2.92M</b>	<b>11.99M</b>	<b>5.61M</b>



# September 2021



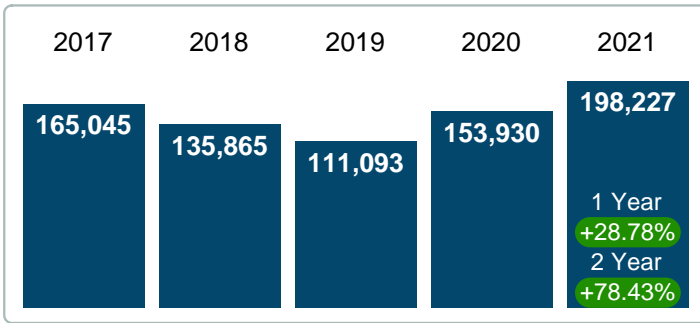
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



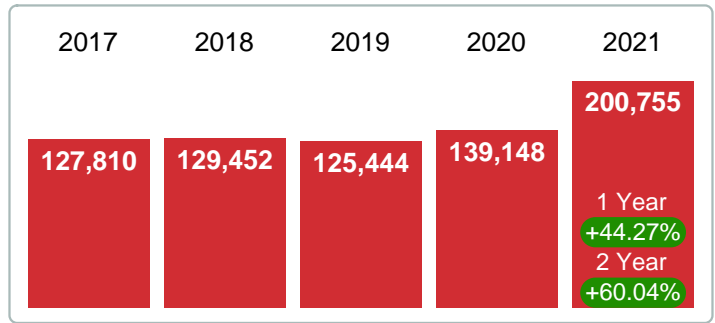
## AVERAGE SOLD PRICE AT CLOSING

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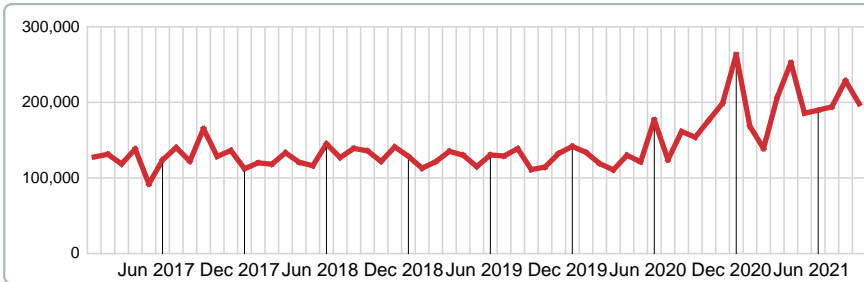
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

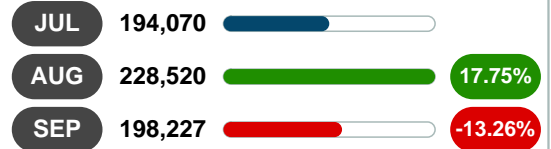


### 3 MONTHS

5 year SEP AVG = 152,832

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

Average Sold Price at Closing this month at **198,227** above the 5 yr SEP average of **152,832**



## 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	6.60%	30,714	33,250	27,333	0	0
\$50,001 - \$100,000	13.21%	74,914	74,280	75,300	0	75,000
\$100,001 - \$125,000	11.32%	115,479	115,000	114,594	124,000	0
\$125,001 - \$200,000	28.30%	165,357	165,340	167,800	150,750	175,000
\$200,001 - \$250,000	19.81%	228,962	0	228,013	232,000	0
\$250,001 - \$325,000	7.55%	299,502	0	294,379	300,833	316,000
\$325,001 and up	13.21%	442,682	568,500	383,400	443,925	480,000
<b>Average Sold Price</b>		<b>198,227</b>	<b>148,058</b>	<b>182,810</b>	<b>287,003</b>	<b>261,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>106</b>	<b>19</b>	<b>64</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>21,012,017</b>	<b>2.81M</b>	<b>11.70M</b>	<b>5.45M</b>	<b>1.05M</b>

# September 2021



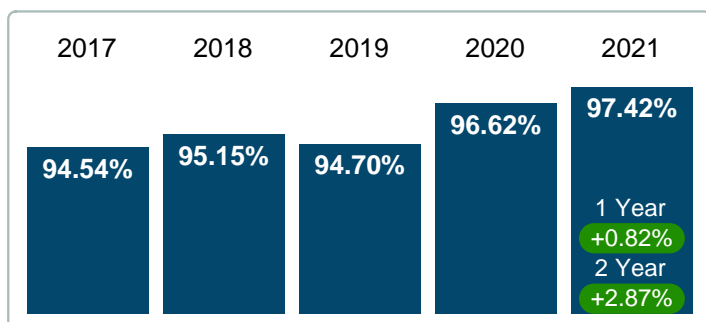
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



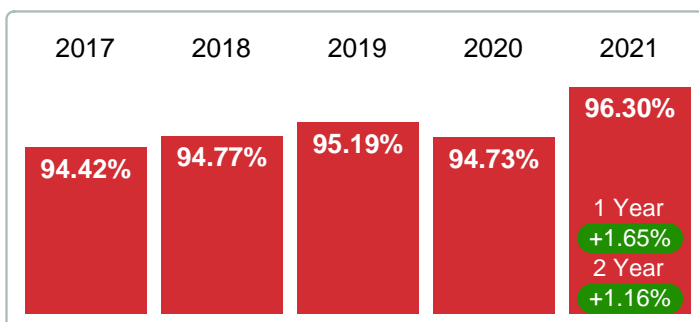
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

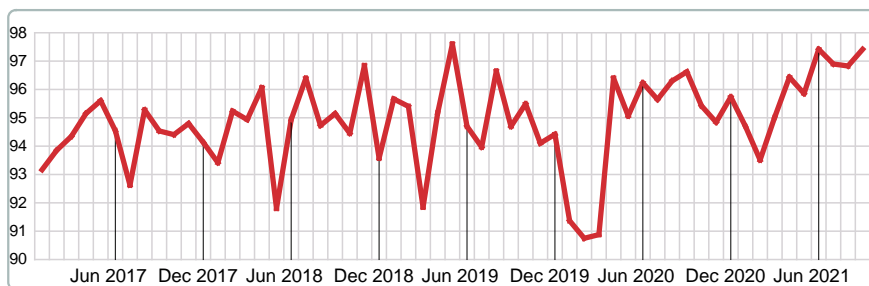
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

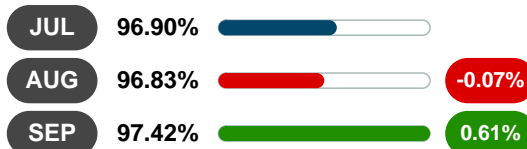


### 3 MONTHS

5 year SEP AVG = 95.68%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.42%**  
above the 5 yr SEP average of **95.68%**



### 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	7	6.60%	97.59%	100.78%	93.33%	0.00%	0.00%
\$50,001 - \$100,000	14	13.21%	95.93%	96.31%	97.15%	0.00%	84.27%
\$100,001 - \$125,000	12	11.32%	99.44%	100.06%	100.95%	85.52%	0.00%
\$125,001 - \$200,000	30	28.30%	96.77%	91.77%	97.19%	100.08%	100.00%
\$200,001 - \$250,000	21	19.81%	96.84%	0.00%	97.48%	94.78%	0.00%
\$250,001 - \$325,000	8	7.55%	99.68%	0.00%	96.75%	101.59%	105.69%
\$325,001 and up	14	13.21%	98.06%	98.97%	98.64%	97.45%	96.97%
Average Sold/List Ratio		97.40%		96.93%	97.63%	97.33%	96.73%
Total Closed Units		106	100%	19	64	19	4
Total Closed Volume		21,012,017		2.81M	11.70M	5.45M	1.05M

# September 2021



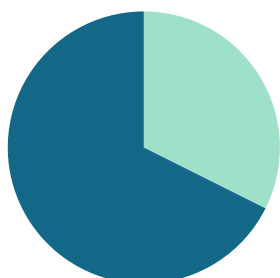
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

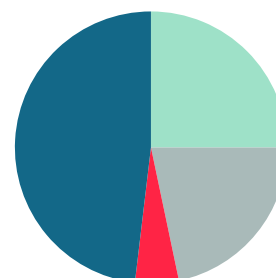


**Inventory**  
 New Listings  
**102 = 32.38%**  
 Start Inventory  
**213**  
 Total Inventory Units  
**315**  
 Volume  
**\$98,250,599**

### Market Activity

Closed Sales  
**106 = 25.00%**  
 Pending Sales  
**92 = 21.70%**  
 Other Off Market  
**22 = 5.19%**  
 Active Inventory  
**204 = 48.11%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	77	106	37.66%	477	730	53.04%
Pending Sales	32	92	187.50%	482	836	73.44%
New Listings	22	102	363.64%	407	1,008	147.67%
Average List Price	157,539	203,572	29.22%	144,639	208,417	44.09%
Average Sale Price	153,930	198,227	28.78%	139,148	200,755	44.27%
Average Percent of Selling Price to List Price	96.62%	97.42%	0.82%	94.73%	96.30%	1.65%
Average Days on Market to Sale	119.45	27.56	-76.93%	122.45	29.68	-75.76%
Monthly Inventory	12	204	1,600.00%	12	204	1,600.00%
Months Supply of Inventory	0.23	2.82	1,115.69%	0.23	2.82	1,115.69%

**Absorption:** Last 12 months, an Average of **72** Sales/Month

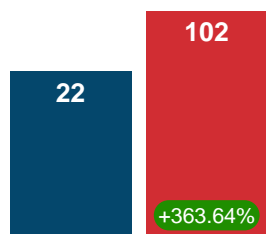
**Inventory** on September 30, 2021 = **204**

**2020** **2021**

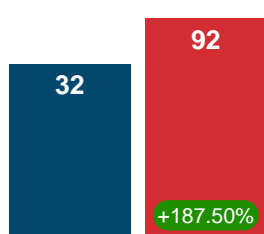
### SEPTEMBER MARKET

### AVERAGE PRICES

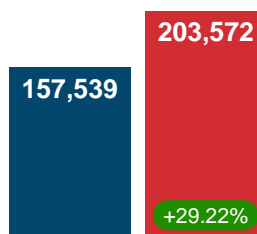
#### New Listings



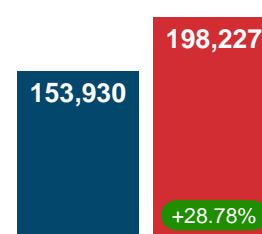
#### Pending Listings



#### List Price



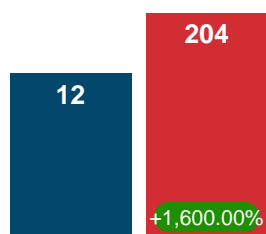
#### Sale Price



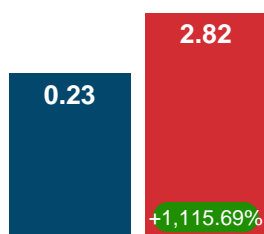
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

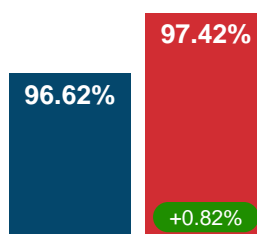
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

