

September 2021



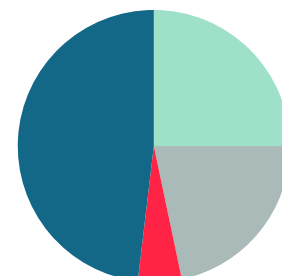
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	135,000	180,000	33.33%
Median Sale Price	130,000	177,000	36.15%
Median Percent of Selling Price to List Price	99.64%	100.00%	0.36%
Median Days on Market to Sale	61.00	9.00	-85.25%
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.

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 **36.15%** in September 2021 to \$177,000 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 52.00 days or **85.25%** in September 2021 compared to last year's same month at **61.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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.

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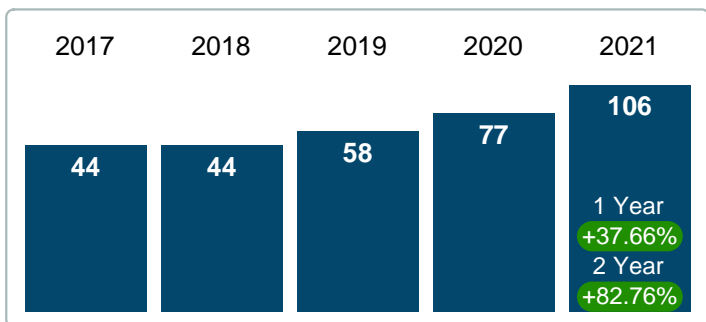
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



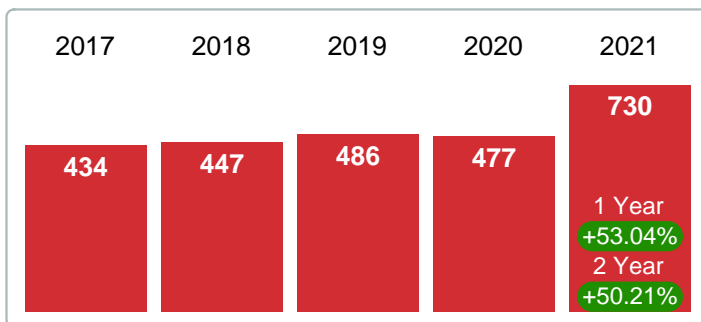
CLOSED LISTINGS

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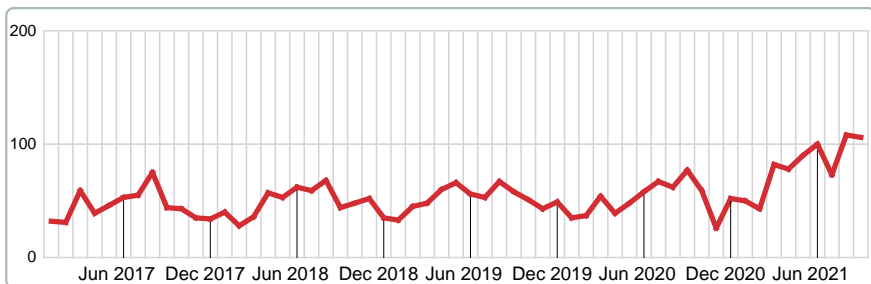
SEPTEMBER



YEAR TO DATE (YTD)

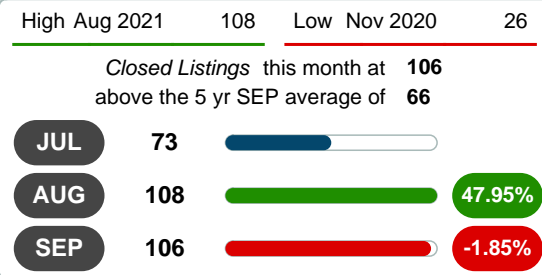


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	6.60%	23.0	4	3	0	0
\$50,001 - \$100,000	14	13.21%	6.0	5	8	0	1
\$100,001 - \$125,000	12	11.32%	7.0	3	8	1	0
\$125,001 - \$200,000	30	28.30%	7.5	5	20	4	1
\$200,001 - \$250,000	21	19.81%	7.0	0	16	5	0
\$250,001 - \$325,000	8	7.55%	9.0	0	4	3	1
\$325,001 and up	14	13.21%	14.0	2	5	6	1
Total Closed Units	106			19	64	19	4
Total Closed Volume	21,012,017	100%	9.0	2.81M	11.70M	5.45M	1.05M
Median Closed Price	\$177,000			\$109,000	\$180,000	\$250,000	\$245,500

September 2021



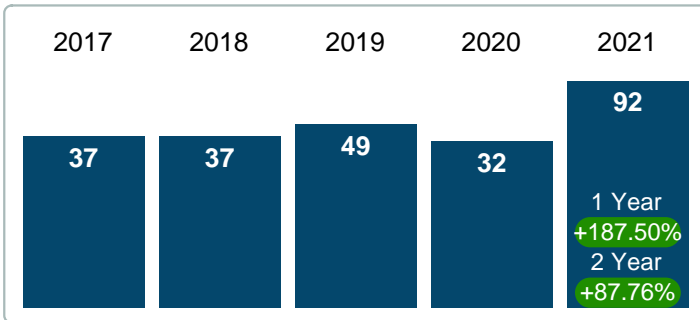
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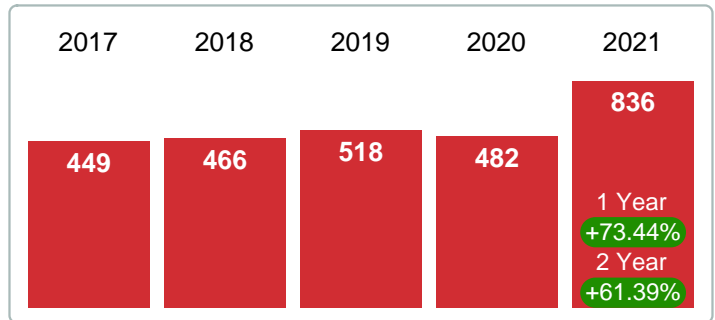
PENDING LISTINGS

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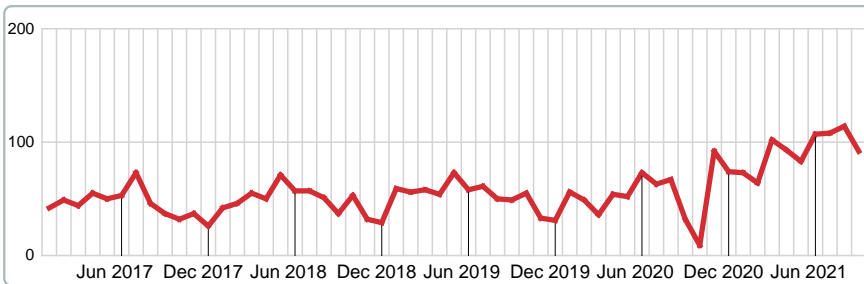
SEPTEMBER



YEAR TO DATE (YTD)

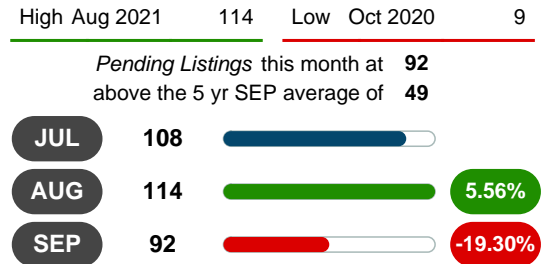


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	96.0	8	5	0	0
\$50,001 - \$125,000	17	18.48%	7.0	11	5	1	0
\$125,001 - \$200,000	25	27.17%	28.0	2	17	5	1
\$200,001 - \$275,000	13	14.13%	23.0	3	7	2	1
\$275,001 - \$425,000	13	14.13%	10.0	0	7	6	0
\$425,001 and up	9	9.78%	15.0	1	5	2	1
Total Pending Units	92			26	47	16	3
Total Pending Volume	19,557,650	100%	27.0	3.00M	11.07M	4.60M	884.90K
Median Listing Price	\$175,000			\$75,450	\$185,000	\$262,000	\$259,900

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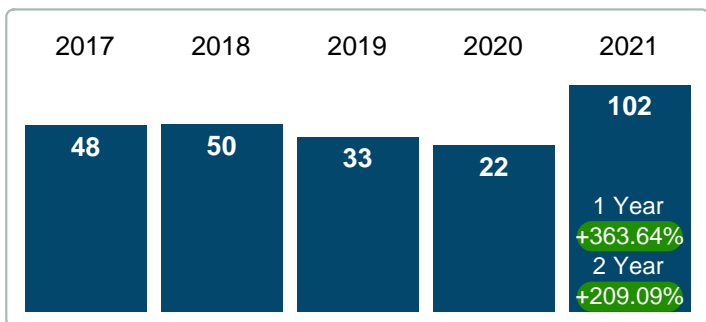
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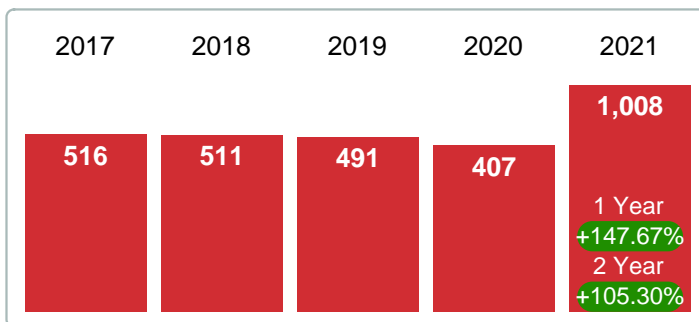
NEW LISTINGS

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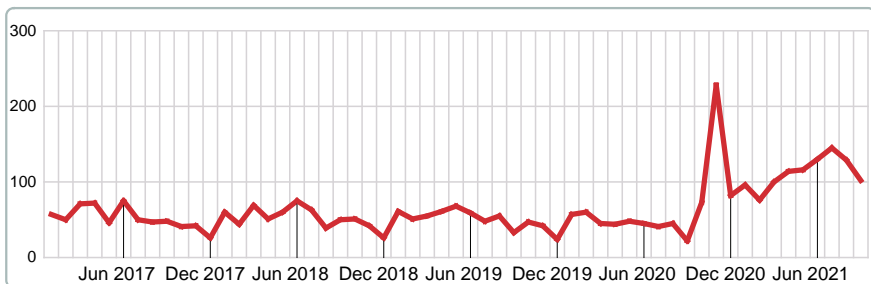
SEPTEMBER



YEAR TO DATE (YTD)

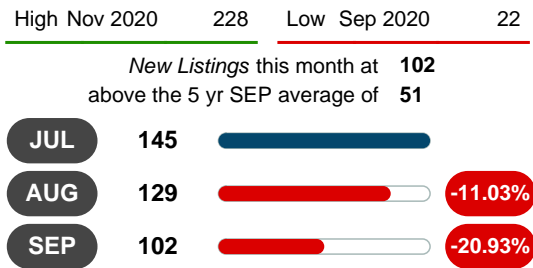


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
Total New Listed Units	102		22	61	16	3
Total New Listed Volume	32,673,200	100%	2.51M	13.63M	13.80M	2.74M
Median New Listed Listing Price	\$175,000		\$115,000	\$169,500	\$417,500	\$899,000

September 2021



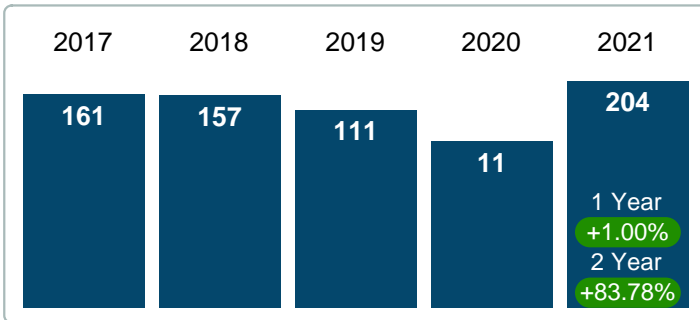
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



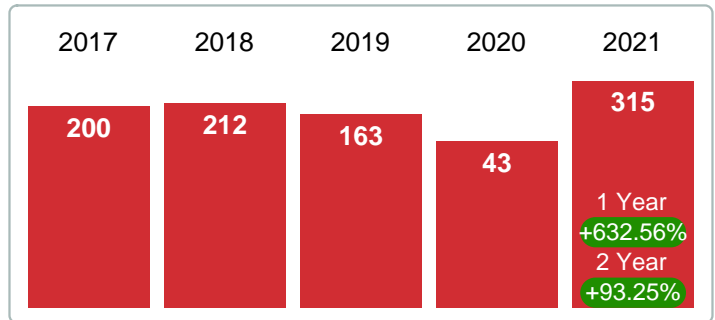
ACTIVE INVENTORY

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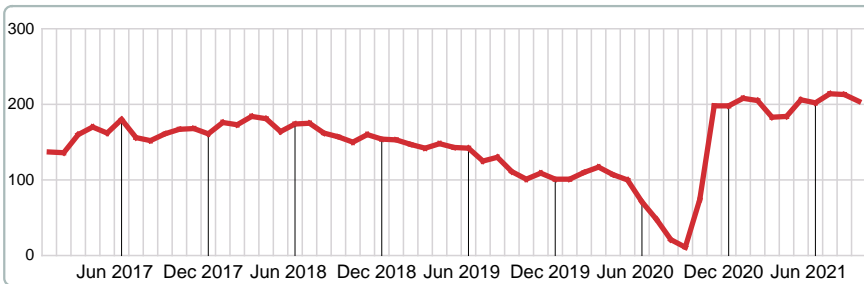
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

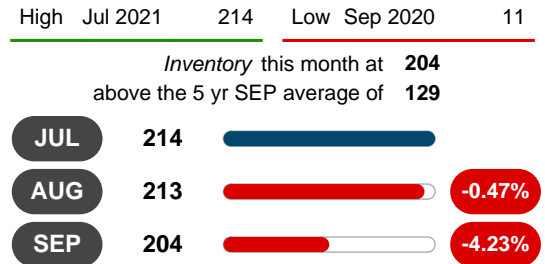


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 129



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18	8.82%	80.0	11	5	1	1
\$50,001 - \$75,000	15	7.35%	59.0	7	8	0	0
\$75,001 - \$125,000	35	17.16%	48.0	10	22	3	0
\$125,001 - \$250,000	59	28.92%	38.0	9	40	9	1
\$250,001 - \$375,000	29	14.22%	67.0	2	15	10	2
\$375,001 - \$775,000	26	12.75%	46.5	0	17	8	1
\$775,001 and up	22	10.78%	79.5	1	6	7	8
Total Active Inventory by Units				40	113	38	13
Total Active Inventory by Volume				6.95M	31.15M	22.77M	11.21M
Median Active Inventory Listing Price				\$94,700	\$175,000	\$347,450	\$875,000

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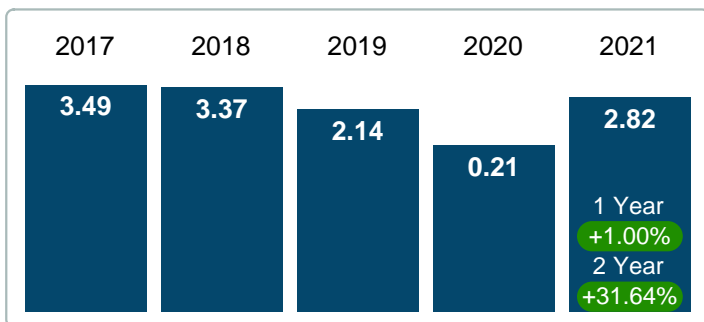
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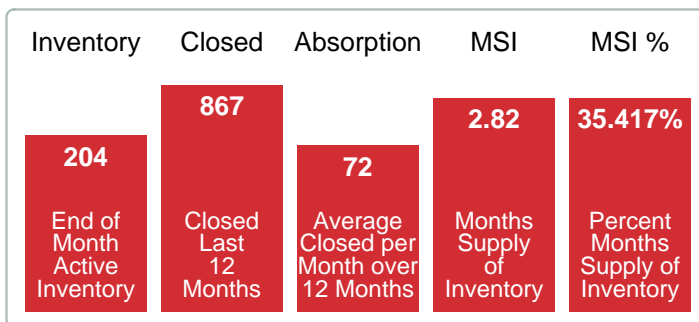
MONTHS SUPPLY of INVENTORY (MSI)

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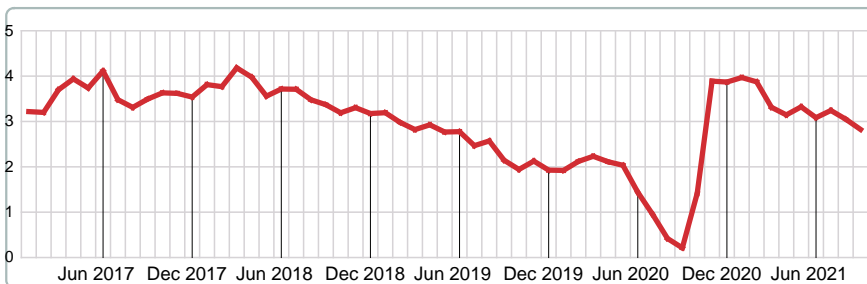
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

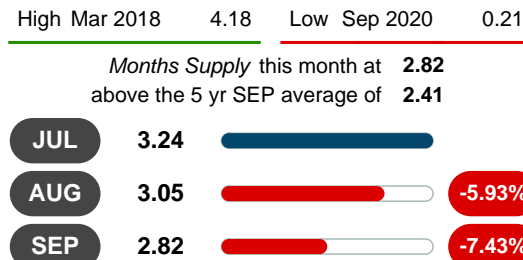


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.41



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

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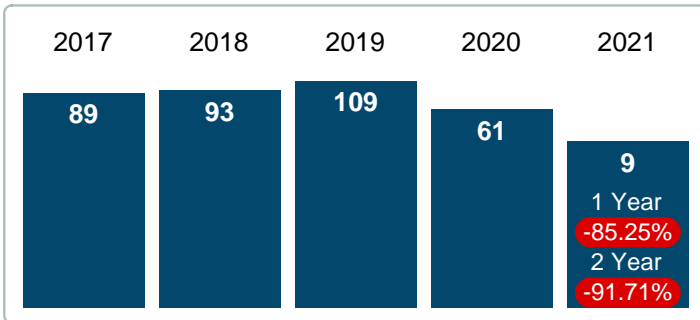
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



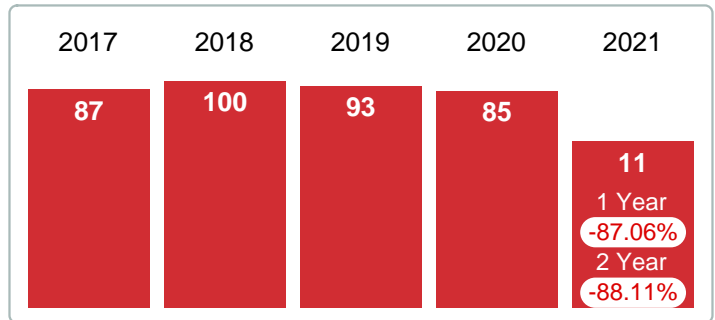
MEDIAN DAYS ON MARKET TO SALE

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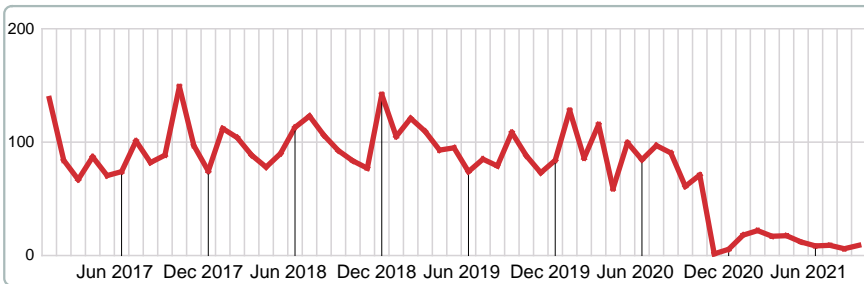
SEPTEMBER



YEAR TO DATE (YTD)

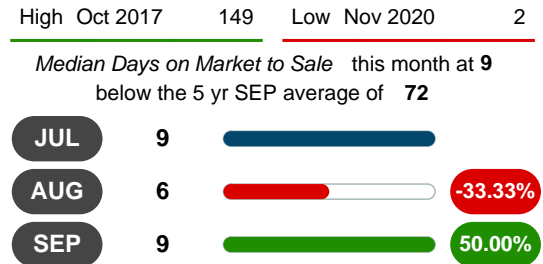


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



MEDIAN DOM OF CLOSED SALES & 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	6.60%	23	14	28	0	0
\$50,001 - \$100,000	13.21%	6	3	19	0	17
\$100,001 - \$125,000	11.32%	7	4	7	18	0
\$125,001 - \$200,000	28.30%	8	36	4	11	211
\$200,001 - \$250,000	19.81%	7	0	6	25	0
\$250,001 - \$325,000	7.55%	9	0	9	30	5
\$325,001 and up	13.21%	14	1	4	18	52
Median Closed DOM		9	5	6	20	35
Total Closed Units	100%	9.0	19	64	19	4
Total Closed Volume		21,012,017	2.81M	11.70M	5.45M	1.05M

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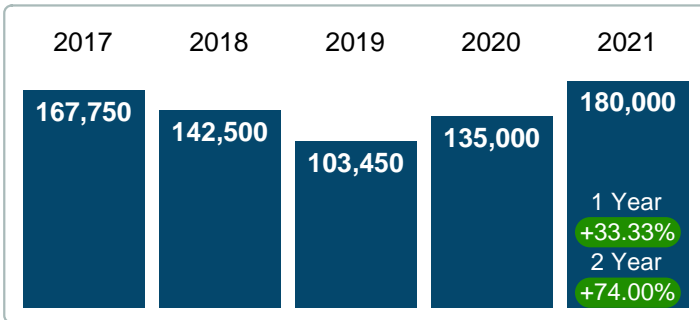
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



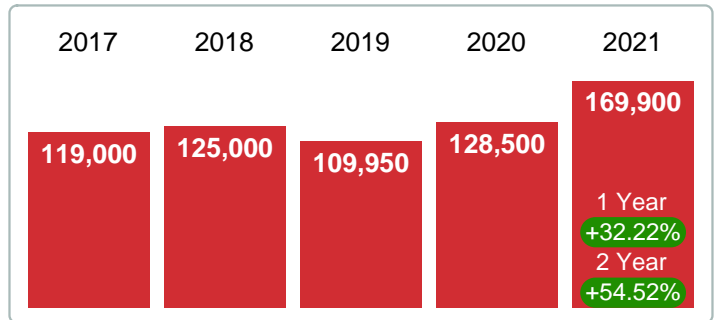
MEDIAN LIST PRICE AT CLOSING

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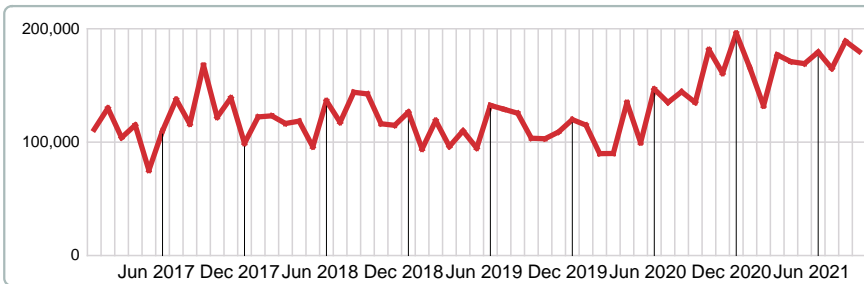
SEPTEMBER



YEAR TO DATE (YTD)

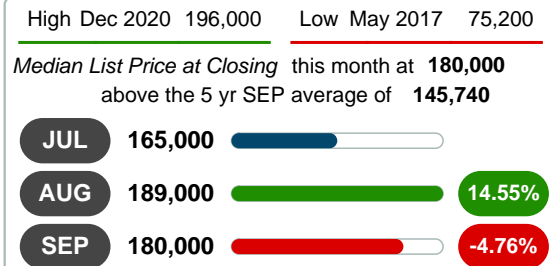


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 145,740



MEDIAN LIST PRICE OF CLOSED SALES & 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	6	28,750	27,500	30,000	0	0
\$50,001 - \$100,000	16	82,450	73,250	85,000	0	89,000
\$100,001 - \$125,000	9	110,000	109,900	113,750	0	0
\$125,001 - \$200,000	31	165,000	165,500	175,000	145,000	175,000
\$200,001 - \$250,000	19	235,000	230,000	234,450	242,000	0
\$250,001 - \$325,000	11	284,999	0	282,450	287,000	299,000
\$325,001 and up	14	382,450	572,000	342,500	407,450	495,000
Median List Price		180,000	109,900	182,500	259,900	237,000
Total Closed Units		106	19	64	19	4
Total Closed Volume		21,578,599	2.92M	11.99M	5.61M	1.06M

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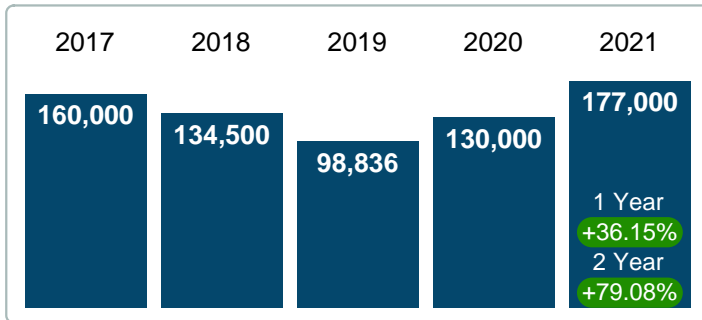
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



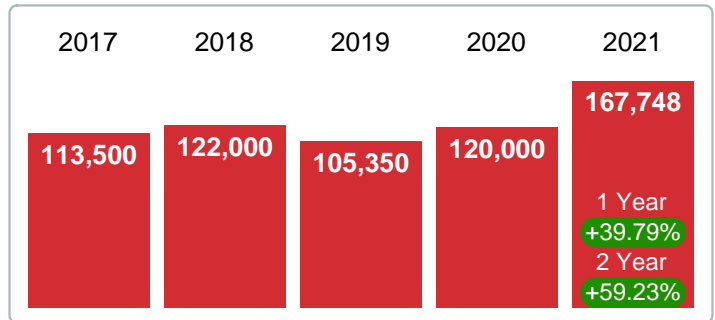
MEDIAN SOLD PRICE AT CLOSING

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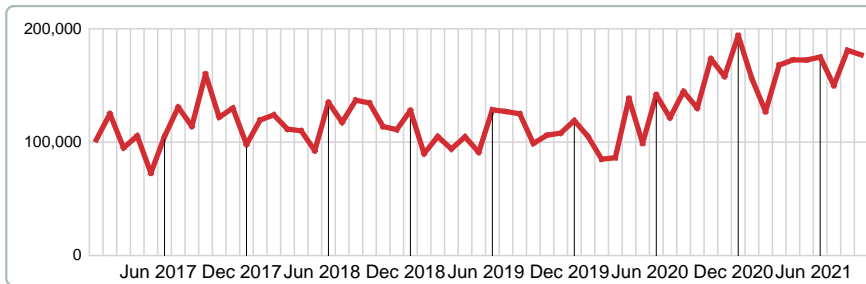
SEPTEMBER



YEAR TO DATE (YTD)

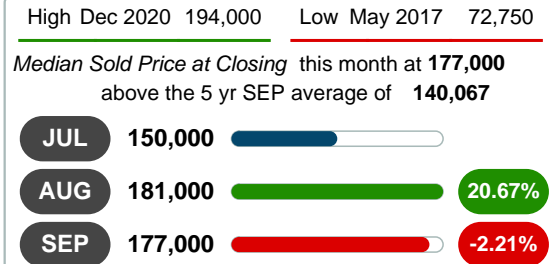


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140,067



MEDIAN SOLD PRICE OF CLOSED SALES & 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	7	6.60%	38,000	38,500	30,000	0	0
\$50,001 - \$100,000	14	13.21%	77,250	78,000	80,750	0	75,000
\$100,001 - \$125,000	12	11.32%	114,625	111,000	114,625	124,000	0
\$125,001 - \$200,000	30	28.30%	166,850	169,000	162,500	146,500	175,000
\$200,001 - \$250,000	21	19.81%	231,000	0	233,000	230,000	0
\$250,001 - \$325,000	8	7.55%	297,000	0	291,000	295,000	316,000
\$325,001 and up	14	13.21%	369,775	568,500	335,000	405,775	480,000
Median Sold Price			177,000	109,000	180,000	250,000	245,500
Total Closed Units		100%	106	19	64	19	4
Total Closed Volume			21,012,017	2.81M	11.70M	5.45M	1.05M

September 2021



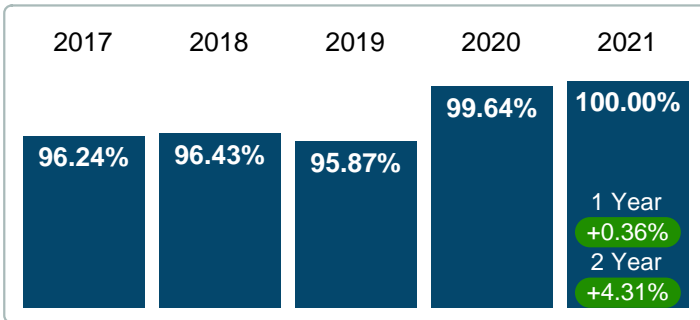
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



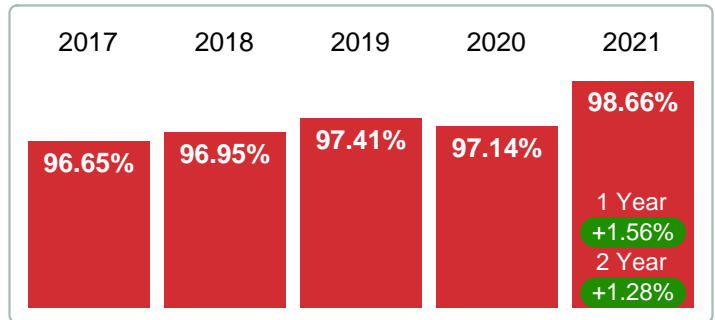
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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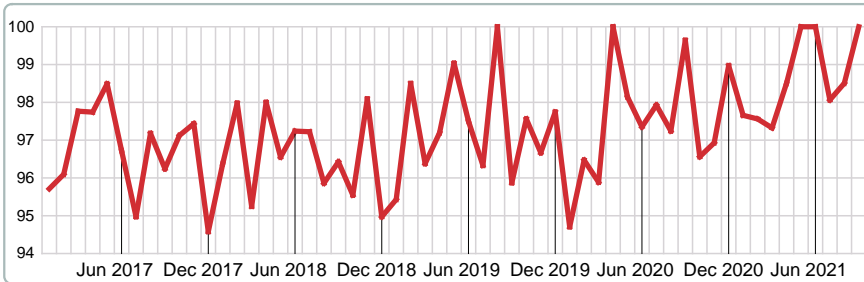
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

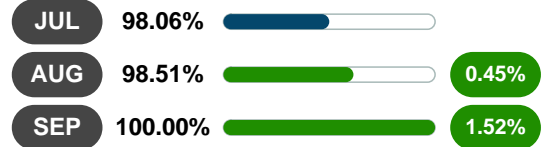


3 MONTHS

5 year SEP AVG = 97.64%

High Sep 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **97.64%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & 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	7	6.60%	100.00%	91.67%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	14	13.21%	96.36%	100.00%	96.36%	0.00%	84.27%
\$100,001 - \$125,000	12	11.32%	100.00%	100.00%	100.00%	85.52%	0.00%
\$125,001 - \$200,000	30	28.30%	100.00%	94.26%	100.00%	100.00%	100.00%
\$200,001 - \$250,000	21	19.81%	98.00%	0.00%	99.05%	95.74%	0.00%
\$250,001 - \$325,000	8	7.55%	100.24%	0.00%	96.25%	100.48%	105.69%
\$325,001 and up	14	13.21%	98.97%	98.97%	100.00%	97.56%	96.97%
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.66%	98.48%
Total Closed Units		106	100%	100.00%			
Total Closed Volume		21,012,017					
				19	64	19	4
				2.81M	11.70M	5.45M	1.05M

September 2021



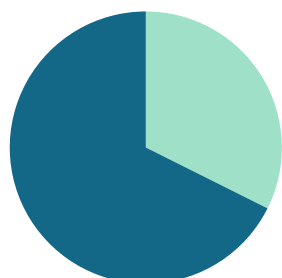
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

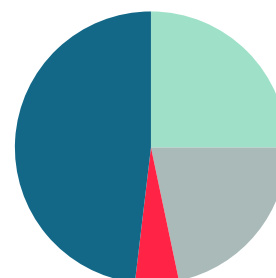


Inventory
 New Listings
102 = 32.38%
 Start Inventory
213
 Total Inventory Units
315
 Volume
\$98,250,599

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%
Median List Price	135,000	180,000	33.33%	128,500	169,900	32.22%
Median Sale Price	130,000	177,000	36.15%	120,000	167,748	39.79%
Median Percent of Selling Price to List Price	99.64%	100.00%	0.36%	97.14%	98.66%	1.56%
Median Days on Market to Sale	61.00	9.00	-85.25%	85.00	11.00	-87.06%
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

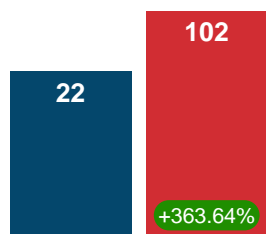
Inventory on September 30, 2021 = **204**

2020 **2021**

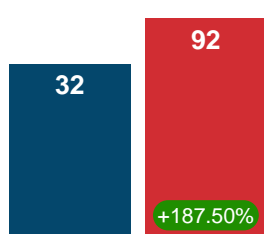
SEPTEMBER MARKET

MEDIAN PRICES

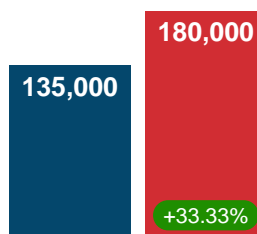
New Listings



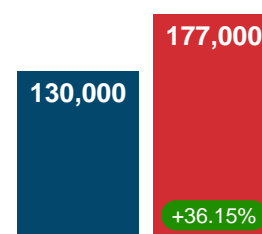
Pending Listings



List Price



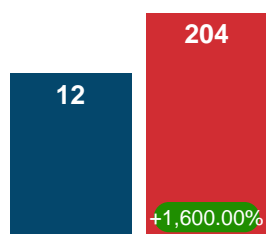
Sale Price



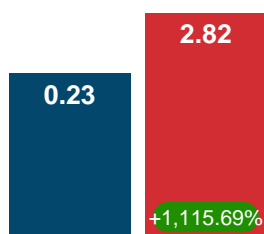
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

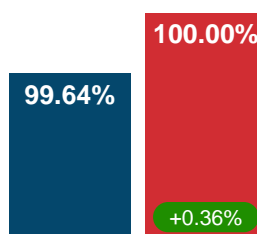
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

