

August 2021

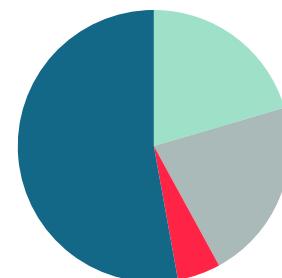
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

| Compared Metrics | 2020 | August 2021 | +/-% |
|---|---------|-------------|---------|
| Closed Listings | 103 | 108 | 4.85% |
| Pending Listings | 97 | 114 | 17.53% |
| New Listings | 134 | 128 | -4.48% |
| Median List Price | 130,000 | 144,250 | 10.96% |
| Median Sale Price | 127,000 | 149,250 | 17.52% |
| Median Percent of Selling Price to List Price | 98.42% | 100.00% | 1.60% |
| Median Days on Market to Sale | 16.00 | 9.50 | -40.63% |
| End of Month Inventory | 394 | 279 | -29.19% |
| Months Supply of Inventory | 4.86 | 2.86 | -41.27% |



■ Closed (20.45%)
■ Pending (21.59%)
■ Other OffMarket (5.11%)
■ Active (52.84%)

Absorption: Last 12 months, an Average of **98** Sales/Month
Active Inventory as of August 31, 2021 = **279**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **29.19%** to 279 existing homes available for sale. Over the last 12 months this area has had an average of 98 closed sales per month. This represents an unsold inventory index of **2.86** 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 **17.52%** in August 2021 to \$149,250 versus the previous year at \$127,000.

Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 6.50 days or **40.63%** in August 2021 compared to last year's same month at **16.00** DOM.

Sales Success for August 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 128 New Listings in August 2021, down **4.48%** from last year at 134. Furthermore, there were 108 Closed Listings this month versus last year at 103, a **4.85%** increase.

Closed versus Listed trends yielded a **84.4%** ratio, up from previous year's, August 2020, at **76.9%**, a **9.77%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

August 2021



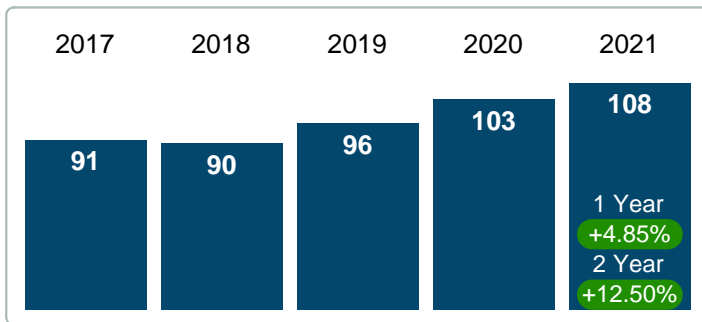
Area Delimited by County Of Creek



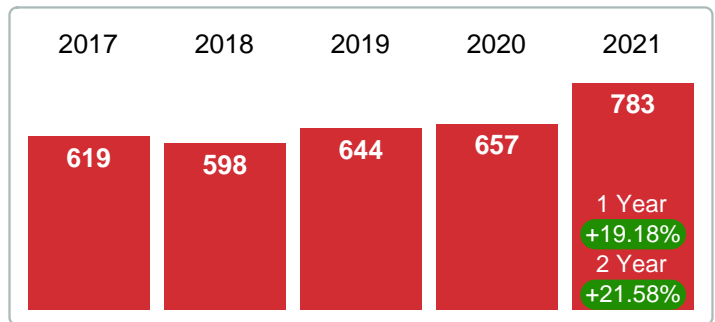
CLOSED LISTINGS

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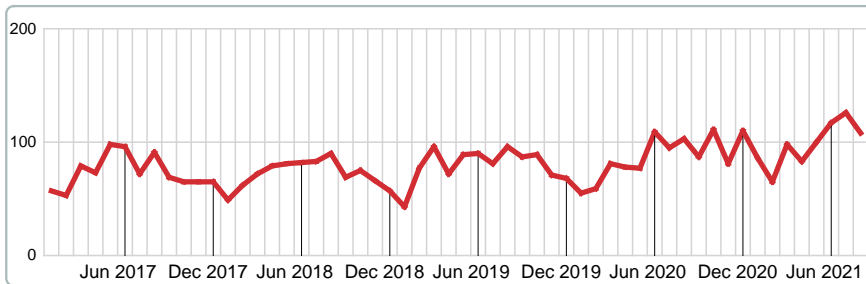
AUGUST



YEAR TO DATE (YTD)

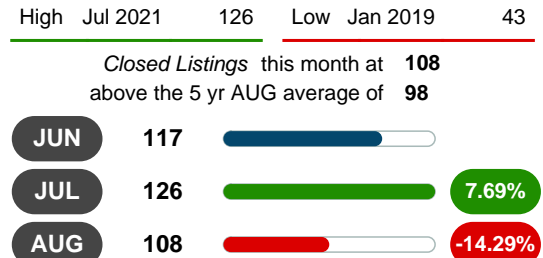


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98



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 | 9 | 8.33% | 13.0 | 4 | 4 | 1 | 0 |
| \$50,001 - \$80,000 | 14 | 12.96% | 14.0 | 10 | 4 | 0 | 0 |
| \$80,001 - \$100,000 | 14 | 12.96% | 12.5 | 2 | 11 | 1 | 0 |
| \$100,001 - \$180,000 | 29 | 26.85% | 9.0 | 4 | 23 | 2 | 0 |
| \$180,001 - \$260,000 | 17 | 15.74% | 6.0 | 2 | 9 | 6 | 0 |
| \$260,001 - \$360,000 | 14 | 12.96% | 6.0 | 1 | 8 | 3 | 2 |
| \$360,001 and up | 11 | 10.19% | 11.0 | 1 | 2 | 5 | 3 |
| Total Closed Units | 108 | | | 24 | 61 | 18 | 5 |
| Total Closed Volume | 19,741,095 | 100% | 9.5 | 2.64M | 9.92M | 4.75M | 2.44M |
| Median Closed Price | \$149,250 | | | \$73,500 | \$132,500 | \$253,500 | \$406,000 |

August 2021



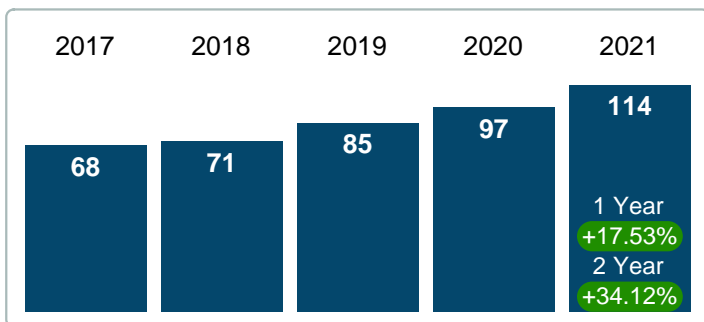
Area Delimited by County Of Creek



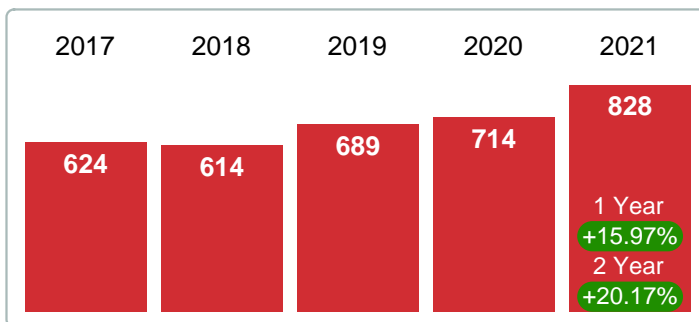
PENDING LISTINGS

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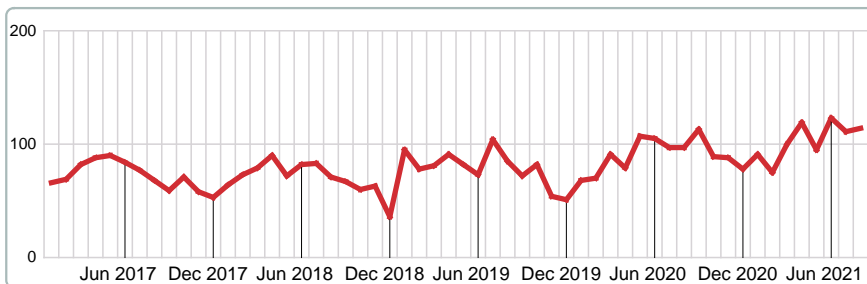
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

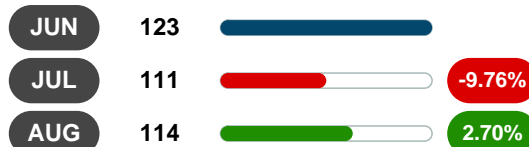


3 MONTHS

5 year AUG AVG = 87

High Jun 2021 123 Low Dec 2018 36

Pending Listings this month at 114
above the 5 yr AUG average of 87



PENDING LISTINGS & 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 | 5 | 4.39% | 32.0 | 4 | 1 | 0 | 0 |
| \$50,001 - \$100,000 | 15 | 13.16% | 31.0 | 8 | 7 | 0 | 0 |
| \$100,001 - \$125,000 | 10 | 8.77% | 13.0 | 5 | 3 | 1 | 1 |
| \$125,001 - \$225,000 | 40 | 35.09% | 7.0 | 4 | 31 | 4 | 1 |
| \$225,001 - \$275,000 | 16 | 14.04% | 9.0 | 1 | 12 | 3 | 0 |
| \$275,001 - \$525,000 | 16 | 14.04% | 19.0 | 2 | 7 | 7 | 0 |
| \$525,001 and up | 12 | 10.53% | 23.5 | 2 | 2 | 5 | 3 |
| Total Pending Units | 114 | | | 26 | 63 | 20 | 5 |
| Total Pending Volume | 28,668,380 | 100% | 12.0 | 6.08M | 12.67M | 7.72M | 2.20M |
| Median Listing Price | \$175,950 | | | \$105,000 | \$168,500 | \$328,125 | \$589,900 |

August 2021



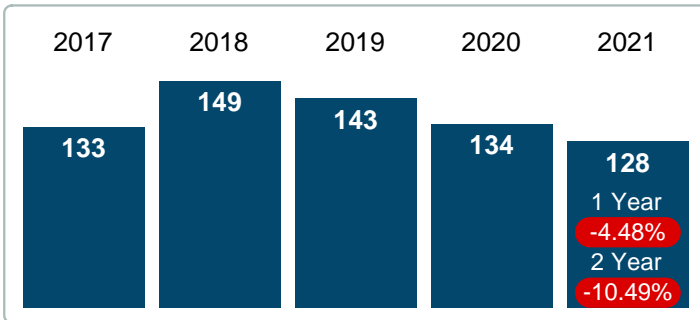
Area Delimited by County Of Creek



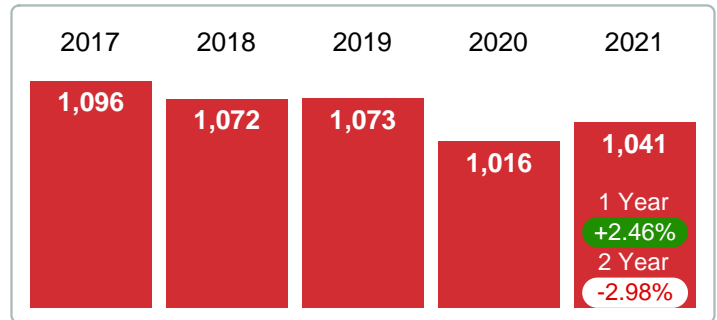
NEW LISTINGS

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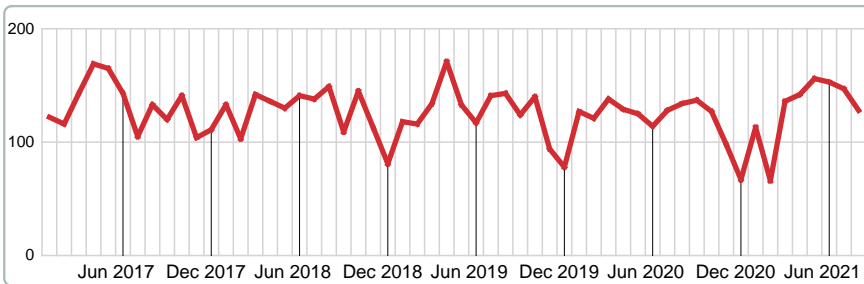
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

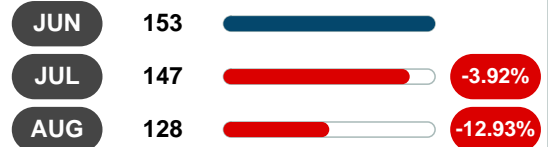


3 MONTHS

5 year AUG AVG = 137

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 128
 below the 5 yr AUG average of 137



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 | 5.47% | 4 | 2 | 1 | 0 |
| \$50,001 - \$125,000 | 20 | 15.63% | 11 | 7 | 1 | 1 |
| \$125,001 - \$125,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$125,001 - \$225,000 | 50 | 39.06% | 8 | 36 | 5 | 1 |
| \$225,001 - \$300,000 | 21 | 16.41% | 1 | 15 | 5 | 0 |
| \$300,001 - \$525,000 | 16 | 12.50% | 1 | 8 | 6 | 1 |
| \$525,001 and up | 14 | 10.94% | 4 | 3 | 4 | 3 |
| Total New Listed Units | 128 | | 29 | 71 | 22 | 6 |
| Total New Listed Volume | 35,949,474 | 100% | 9.43M | 15.50M | 7.44M | 3.58M |
| Median New Listed Listing Price | \$188,750 | | \$125,000 | \$174,900 | \$273,500 | \$509,950 |

August 2021



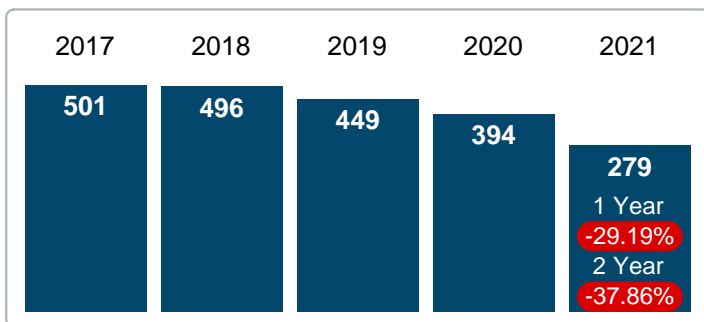
Area Delimited by County Of Creek



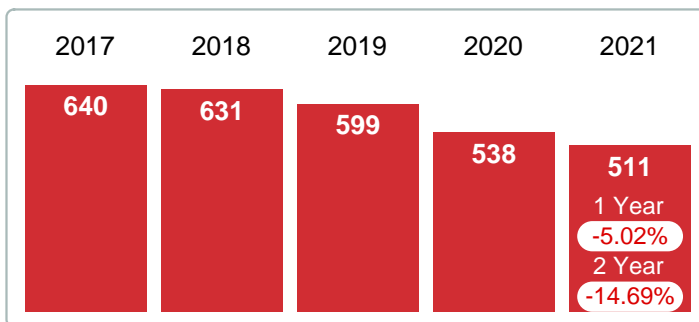
ACTIVE INVENTORY

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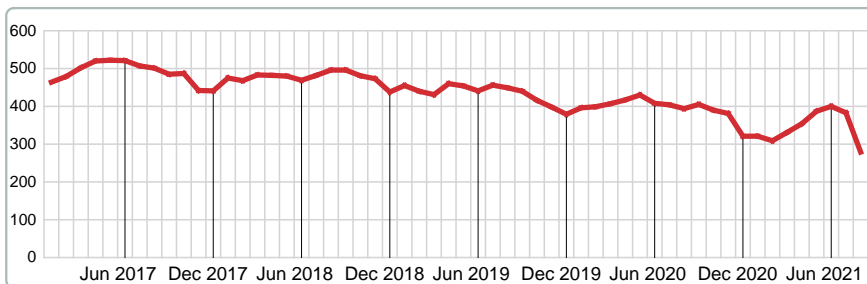
END OF AUGUST



ACTIVE DURING AUGUST

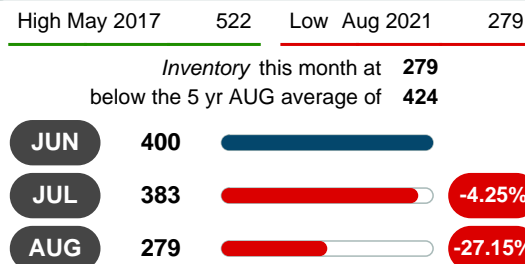


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 424



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|-------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 16 | 5.73% | 76.0 | 15 | 1 | 0 | 0 |
| \$25,001 - \$75,000 | 43 | 15.41% | 116.0 | 37 | 5 | 1 | 0 |
| \$75,001 - \$125,000 | 38 | 13.62% | 85.5 | 26 | 11 | 1 | 0 |
| \$125,001 - \$200,000 | 67 | 24.01% | 68.0 | 35 | 26 | 5 | 1 |
| \$200,001 - \$300,000 | 53 | 19.00% | 46.0 | 19 | 21 | 12 | 1 |
| \$300,001 - \$575,000 | 35 | 12.54% | 45.0 | 11 | 11 | 8 | 5 |
| \$575,001 and up | 27 | 9.68% | 70.0 | 11 | 5 | 6 | 5 |
| Total Active Inventory by Units | | 279 | | 154 | 80 | 33 | 12 |
| Total Active Inventory by Volume | | 87,554,089 | 100% | 41.89M | 21.80M | 14.11M | 9.75M |
| Median Active Inventory Listing Price | | \$169,900 | | \$125,000 | \$180,000 | \$275,000 | \$509,950 |

August 2021



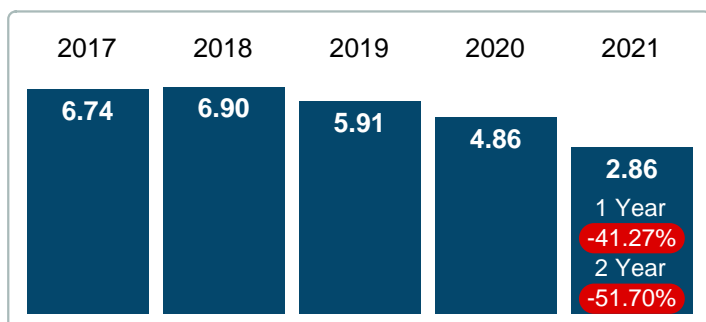
Area Delimited by County Of Creek



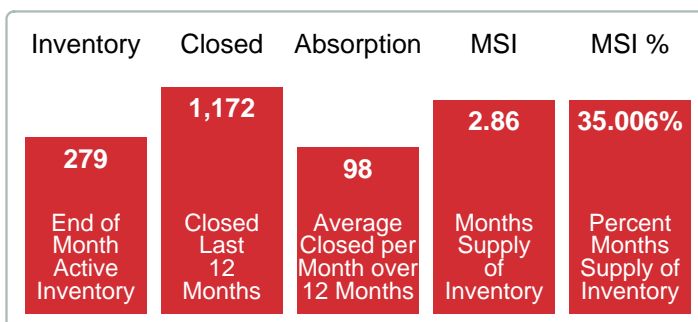
MONTHS SUPPLY of INVENTORY (MSI)

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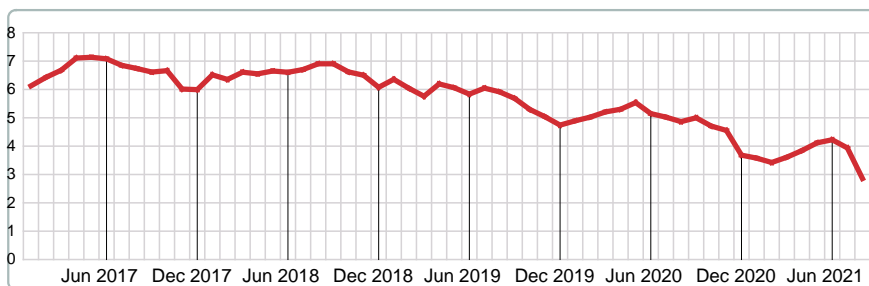
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

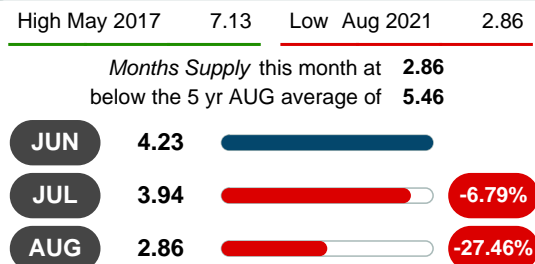


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.46



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 |
|---|----|--------|------|----------|--------|--------|---------|
| \$25,000 and less | 16 | 5.73% | 2.56 | 3.67 | 0.50 | 0.00 | 0.00 |
| \$25,001 - \$75,000 | 43 | 15.41% | 3.09 | 3.76 | 1.54 | 1.50 | 0.00 |
| \$75,001 - \$125,000 | 38 | 13.62% | 2.01 | 3.63 | 1.06 | 1.09 | 0.00 |
| \$125,001 - \$200,000 | 67 | 24.01% | 2.18 | 8.40 | 1.09 | 2.00 | 12.00 |
| \$200,001 - \$300,000 | 53 | 19.00% | 3.83 | 9.91 | 2.65 | 3.60 | 1.50 |
| \$300,001 - \$575,000 | 35 | 12.54% | 3.09 | 8.80 | 3.07 | 1.81 | 2.40 |
| \$575,001 and up | 27 | 9.68% | 9.82 | 16.50 | 7.50 | 12.00 | 5.45 |
| Market Supply of Inventory (MSI) | | | 2.86 | 5.30 | 1.55 | 2.64 | 2.77 |
| Total Active Inventory by Units | | 100% | 279 | 154 | 80 | 33 | 12 |

August 2021



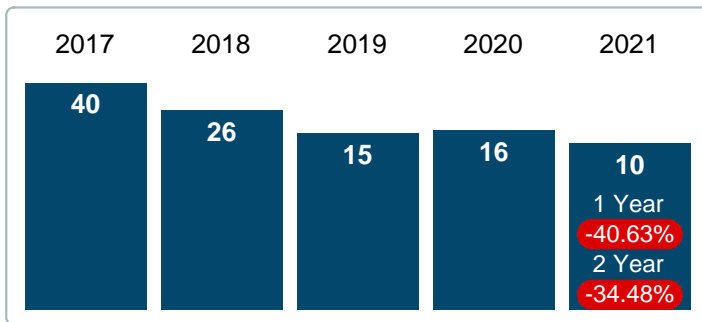
Area Delimited by County Of Creek



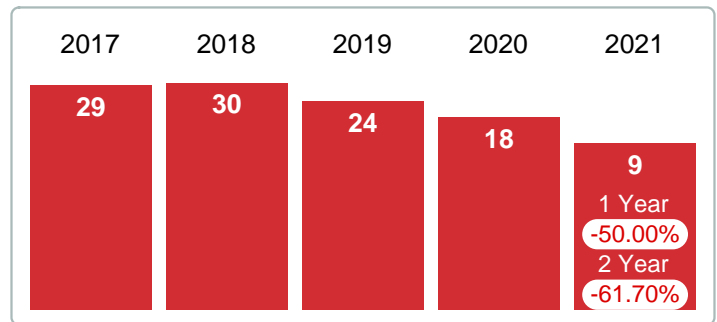
MEDIAN DAYS ON MARKET TO SALE

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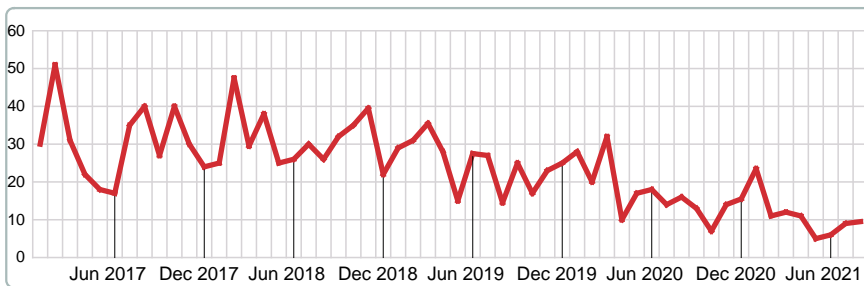
AUGUST



YEAR TO DATE (YTD)

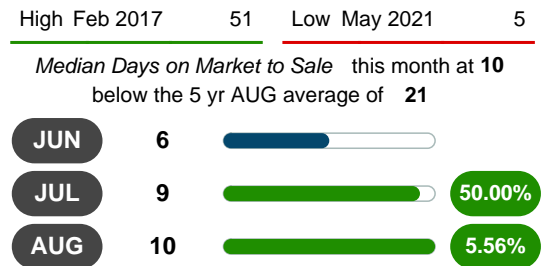


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 21



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 | 8.33% | 13 | 13 | 17 | 10 | 0 |
| \$50,001 - \$80,000 | 12.96% | 14 | 14 | 21 | 0 | 0 |
| \$80,001 - \$100,000 | 12.96% | 13 | 6 | 21 | 17 | 0 |
| \$100,001 - \$180,000 | 26.85% | 9 | 17 | 8 | 10 | 0 |
| \$180,001 - \$260,000 | 15.74% | 6 | 4 | 16 | 6 | 0 |
| \$260,001 - \$360,000 | 12.96% | 6 | 4 | 5 | 14 | 14 |
| \$360,001 and up | 10.19% | 11 | 1 | 120 | 11 | 4 |
| Median Closed DOM | | 10 | 8 | 9 | 10 | 7 |
| Total Closed Units | 100% | 108 | 24 | 61 | 18 | 5 |
| Total Closed Volume | | 19,741,095 | 2.64M | 9.92M | 4.75M | 2.44M |

August 2021



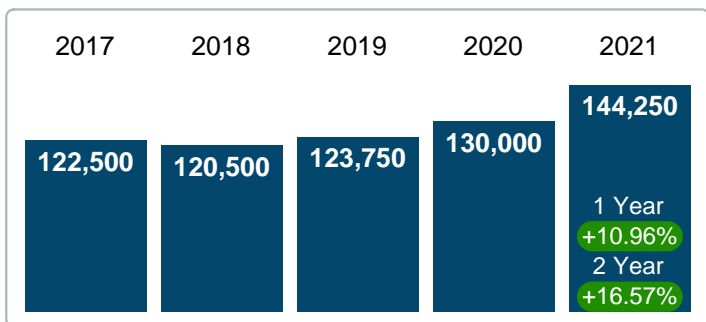
Area Delimited by County Of Creek



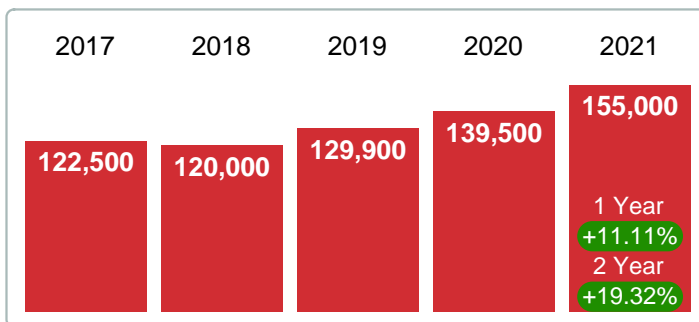
MEDIAN LIST PRICE AT CLOSING

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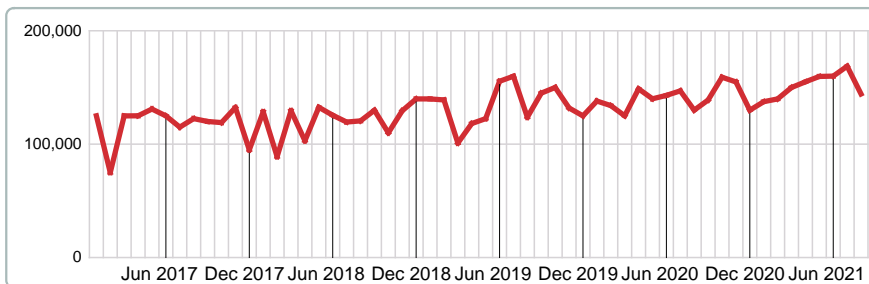
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

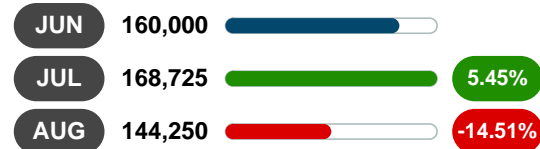


3 MONTHS

5 year AUG AVG = 128,200

High Jul 2021 168,725 Low Feb 2017 75,000

Median List Price at Closing this month at 144,250 above the 5 yr AUG average of 128,200



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 | 7.41% | 1,350 | 18,000 | 1,148 | 1,500 | 0 |
| \$50,001 - \$80,000 | 12.04% | 68,000 | 62,450 | 74,900 | 0 | 0 |
| \$80,001 - \$100,000 | 11.11% | 91,000 | 85,000 | 95,000 | 100,000 | 0 |
| \$100,001 - \$180,000 | 30.56% | 129,000 | 114,900 | 129,500 | 165,000 | 0 |
| \$180,001 - \$260,000 | 14.81% | 219,500 | 227,500 | 210,000 | 220,000 | 0 |
| \$260,001 - \$360,000 | 11.11% | 297,000 | 325,000 | 287,000 | 294,000 | 349,900 |
| \$360,001 and up | 12.96% | 399,450 | 400,000 | 399,000 | 387,450 | 457,500 |
| Median List Price | | 144,250 | 85,000 | 139,900 | 261,750 | 390,000 |
| Total Closed Units | 100% | 144,250 | 24 | 61 | 18 | 5 |
| Total Closed Volume | | 20,045,645 | 2.72M | 10.01M | 4.86M | 2.47M |

August 2021



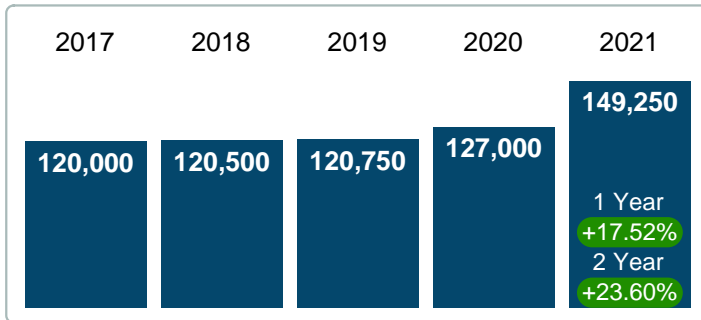
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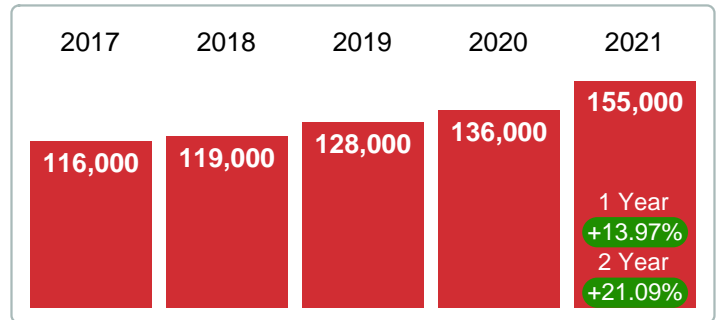
MEDIAN SOLD PRICE AT CLOSING

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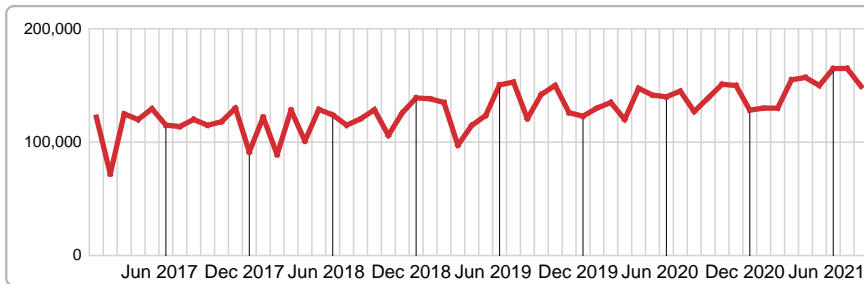
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

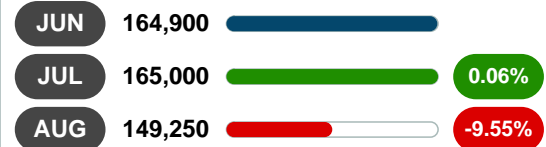


3 MONTHS

5 year AUG AVG = 127,500

High Jul 2021 165,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **149,250** above the 5 yr AUG average of **127,500**



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 | 9 | 8.33% | 2,100 | 29,000 | 1,148 | 2,100 | 0 |
| \$50,001 - \$80,000 | 14 | 12.96% | 67,450 | 62,750 | 74,950 | 0 | 0 |
| \$80,001 - \$100,000 | 14 | 12.96% | 88,000 | 94,500 | 87,000 | 85,000 | 0 |
| \$100,001 - \$180,000 | 29 | 26.85% | 132,500 | 114,000 | 132,500 | 155,000 | 0 |
| \$180,001 - \$260,000 | 17 | 15.74% | 220,000 | 227,500 | 200,000 | 232,500 | 0 |
| \$260,001 - \$360,000 | 14 | 12.96% | 303,500 | 350,000 | 300,000 | 300,000 | 345,950 |
| \$360,001 and up | 11 | 10.19% | 406,000 | 400,000 | 516,000 | 405,000 | 525,000 |
| Median Sold Price | | | 149,250 | 73,500 | 132,500 | 253,500 | 406,000 |
| Total Closed Units | | 100% | 108 | 24 | 61 | 18 | 5 |
| Total Closed Volume | | | 19,741,095 | 2.64M | 9.92M | 4.75M | 2.44M |

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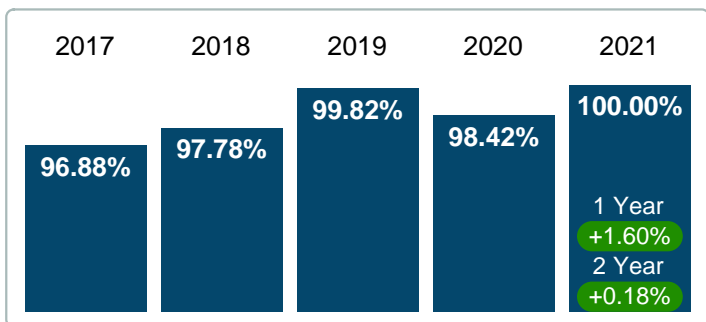
Area Delimited by County Of Creek



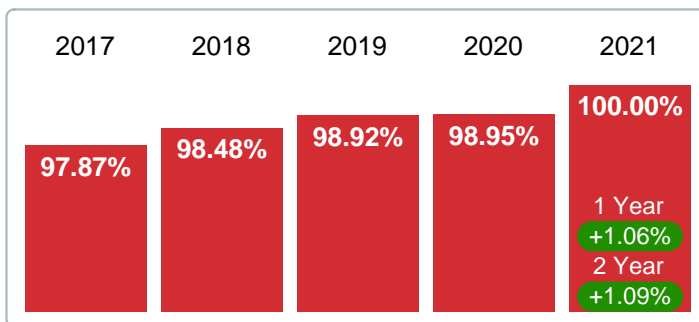
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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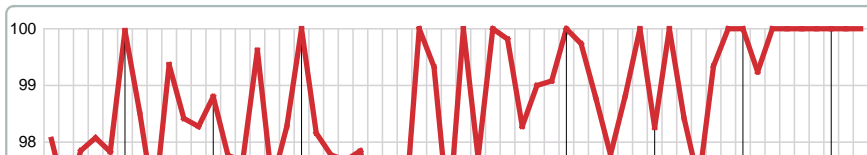
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.58%

High Aug 2021 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **98.58%**

JUN 100.00%
JUL 100.00%
AUG 100.00%

0.00%
0.00%

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 | 9 | 8.33% | 100.00% | 86.63% | 100.00% | 140.00% | 0.00% |
| \$50,001 - \$80,000 | 14 | 12.96% | 100.00% | 97.06% | 100.00% | 0.00% | 0.00% |
| \$80,001 - \$100,000 | 14 | 12.96% | 97.66% | 100.02% | 100.00% | 85.00% | 0.00% |
| \$100,001 - \$180,000 | 29 | 26.85% | 100.00% | 98.39% | 100.78% | 93.94% | 0.00% |
| \$180,001 - \$260,000 | 17 | 15.74% | 100.00% | 100.00% | 103.64% | 99.61% | 0.00% |
| \$260,001 - \$360,000 | 14 | 12.96% | 100.00% | 107.69% | 100.00% | 98.30% | 94.31% |
| \$360,001 and up | 11 | 10.19% | 100.00% | 100.00% | 98.27% | 100.20% | 100.00% |
| Median Sold/List Ratio | | 100.00% | | 99.38% | 100.00% | 98.95% | 100.00% |
| Total Closed Units | | 108 | 100% | 24 | 61 | 18 | 5 |
| Total Closed Volume | | 19,741,095 | | 2.64M | 9.92M | 4.75M | 2.44M |

August 2021

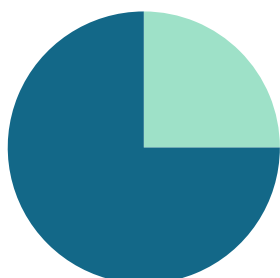
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

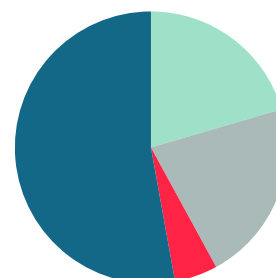


Inventory
 New Listings
128 = 25.00%
 Start Inventory
384
 Total Inventory Units
512
 Volume
\$144,363,864

Market Activity

Closed Sales
108 = 20.45%
 Pending Sales
114 = 21.59%
 Other Off Market
27 = 5.11%
 Active Inventory
279 = 52.84%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 103 | 108 | 4.85% | 657 | 783 | 19.18% |
| Pending Sales | 97 | 114 | 17.53% | 714 | 828 | 15.97% |
| New Listings | 134 | 128 | -4.48% | 1,016 | 1,041 | 2.46% |
| Median List Price | 130,000 | 144,250 | 10.96% | 139,500 | 155,000 | 11.11% |
| Median Sale Price | 127,000 | 149,250 | 17.52% | 136,000 | 155,000 | 13.97% |
| Median Percent of Selling Price to List Price | 98.42% | 100.00% | 1.60% | 98.95% | 100.00% | 1.06% |
| Median Days on Market to Sale | 16.00 | 9.50 | -40.63% | 18.00 | 9.00 | -50.00% |
| Monthly Inventory | 394 | 279 | -29.19% | 394 | 279 | -29.19% |
| Months Supply of Inventory | 4.86 | 2.86 | -41.27% | 4.86 | 2.86 | -41.27% |

Absorption: Last 12 months, an Average of **98** Sales/Month

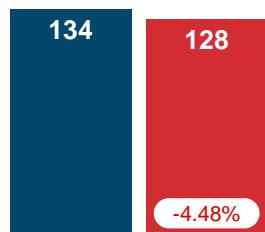
Inventory on August 31, 2021 = **279**

2020 **2021**

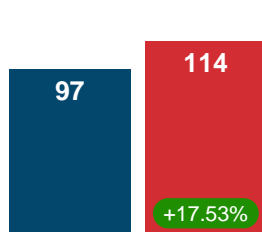
AUGUST MARKET

MEDIAN PRICES

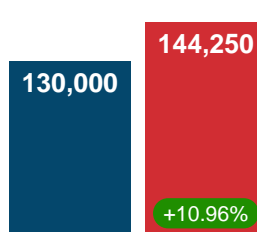
New Listings



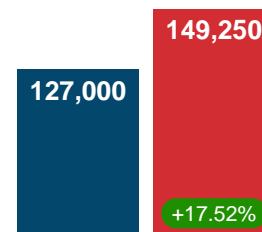
Pending Listings



List Price



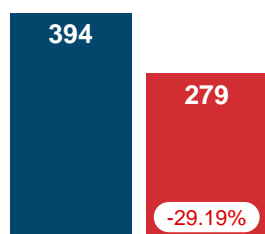
Sale Price



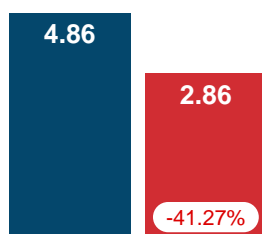
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

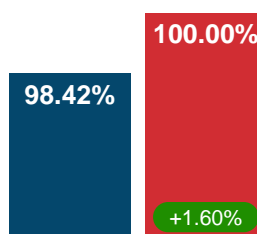
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

