

# August 2021



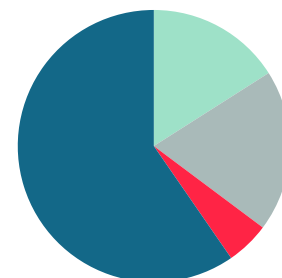
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	August 2021	+/-%
Closed Listings	119	133	11.76%
Pending Listings	119	160	34.45%
New Listings	63	189	200.00%
Average List Price	186,092	230,774	24.01%
Average Sale Price	173,936	220,814	26.95%
Average Percent of Selling Price to List Price	95.88%	95.37%	-0.53%
Average Days on Market to Sale	249.49	31.38	-87.42%
End of Month Inventory	228	496	117.54%
Months Supply of Inventory	2.87	5.41	88.67%



■ Closed (15.99%)  
■ Pending (19.23%)  
■ Other OffMarket (5.17%)  
■ Active (59.62%)

**Absorption:** Last 12 months, an Average of **92** Sales/Month  
**Active Inventory** as of August 31, 2021 = **496**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 rose **117.54%** to 496 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **5.41** 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 **26.95%** in August 2021 to \$220,814 versus the previous year at \$173,936.

#### Average Days on Market Shortens

The average number of **31.38** days that homes spent on the market before selling decreased by 218.10 days or **87.42%** in August 2021 compared to last year's same month at **249.49** DOM.

#### Sales Success for August 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 189 New Listings in August 2021, up **200.00%** from last year at 63. Furthermore, there were 133 Closed Listings this month versus last year at 119, a **11.76%** increase.

Closed versus Listed trends yielded a **70.4%** ratio, down from previous year's, August 2020, at **188.9%**, a **62.75%** 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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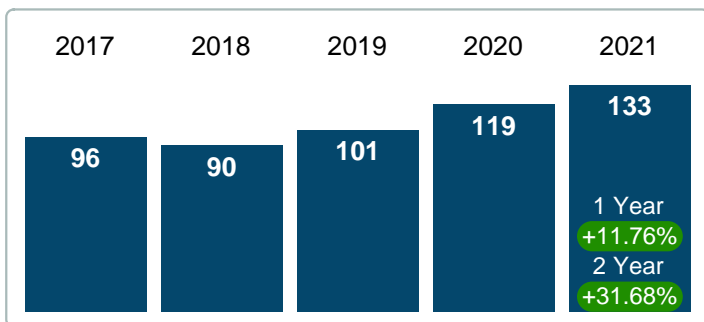
Area Delimited by Counties Carter, Love, Murray



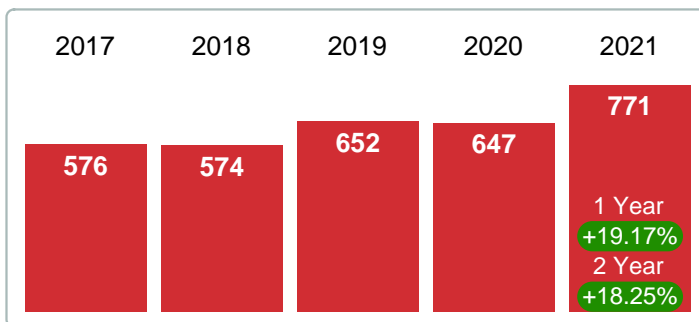
## CLOSED LISTINGS

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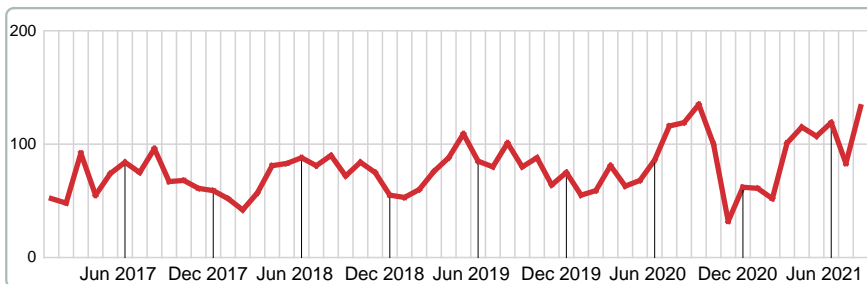
### AUGUST



### YEAR TO DATE (YTD)

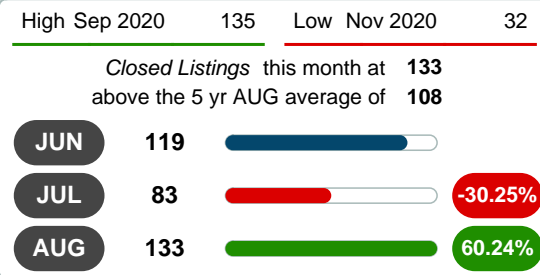


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 108



### 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	12	9.02%	39.4	9	2	1	0
\$50,001 - \$75,000	16	12.03%	48.0	7	9	0	0
\$75,001 - \$125,000	20	15.04%	43.1	12	8	0	0
\$125,001 - \$200,000	30	22.56%	31.2	9	16	5	0
\$200,001 - \$275,000	21	15.79%	15.4	0	15	5	1
\$275,001 - \$425,000	20	15.04%	17.8	5	10	5	0
\$425,001 and up	14	10.53%	32.6	4	2	7	1
<b>Total Closed Units</b>	<b>133</b>			<b>46</b>	<b>62</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>29,368,210</b>	<b>100%</b>	<b>31.4</b>	<b>9.41M</b>	<b>11.81M</b>	<b>7.28M</b>	<b>860.00K</b>
<b>Average Closed Price</b>	<b>\$220,814</b>			<b>\$204,597</b>	<b>\$190,548</b>	<b>\$316,641</b>	<b>\$430,000</b>

# August 2021



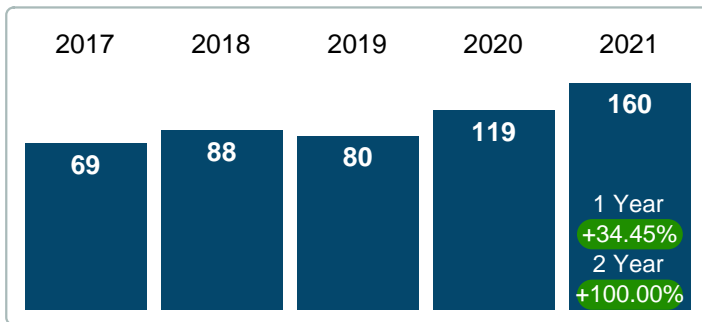
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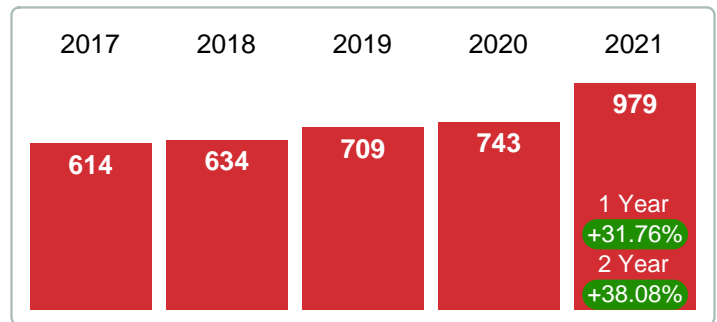
## PENDING LISTINGS

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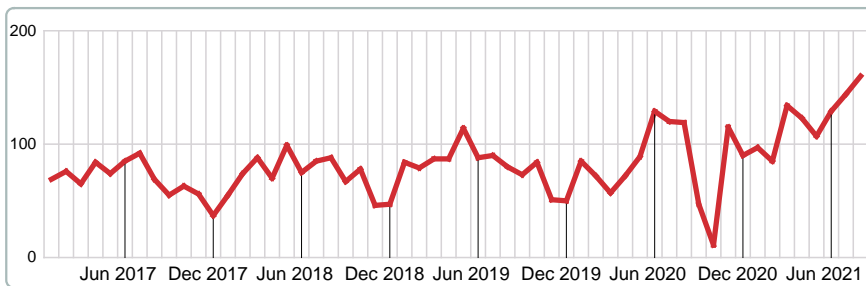
### AUGUST



### YEAR TO DATE (YTD)

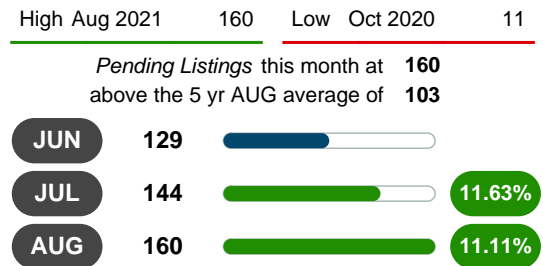


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 103



### 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	10	6.25%	100.9	10	0	0	0
\$25,001 - \$75,000	22	13.75%	78.3	12	9	1	0
\$75,001 - \$100,000	20	12.50%	37.7	11	9	0	0
\$100,001 - \$200,000	47	29.38%	31.6	14	28	5	0
\$200,001 - \$275,000	26	16.25%	23.8	1	17	7	1
\$275,001 - \$375,000	16	10.00%	27.4	2	9	5	0
\$375,001 and up	19	11.88%	38.9	7	5	6	1
<b>Total Pending Units</b>	<b>160</b>			<b>57</b>	<b>77</b>	<b>24</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>31,715,894</b>	<b>100%</b>	<b>25.1</b>	<b>8.80M</b>	<b>14.92M</b>	<b>7.27M</b>	<b>724.90K</b>
<b>Average Listing Price</b>	<b>\$319,148</b>			<b>\$154,369</b>	<b>\$193,789</b>	<b>\$302,925</b>	<b>\$362,450</b>

# August 2021



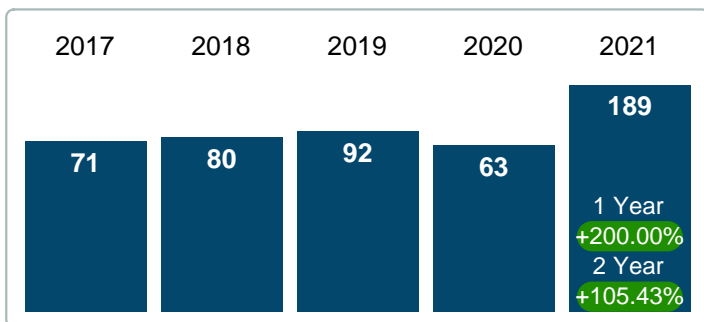
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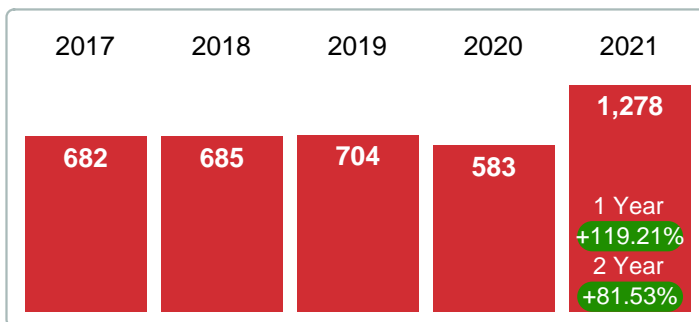
## NEW LISTINGS

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

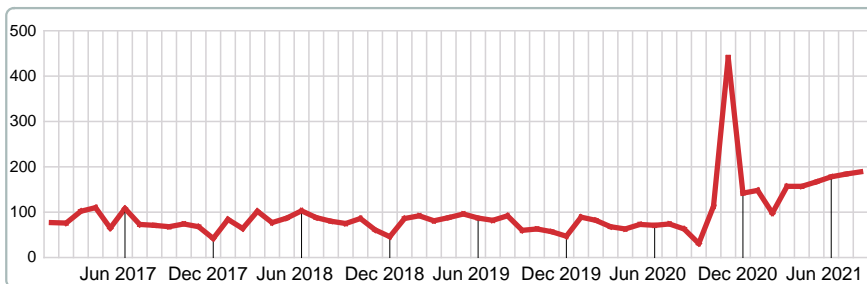
### AUGUST



### YEAR TO DATE (YTD)

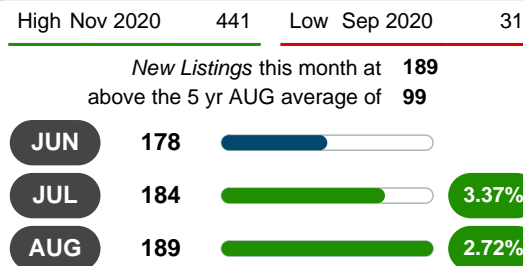


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 99



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	5.29%	10	0	0	0
\$25,001 - \$75,000	28	14.81%	20	8	0	0
\$75,001 - \$100,000	22	11.64%	9	12	1	0
\$100,001 - \$225,000	61	32.28%	21	35	5	0
\$225,001 - \$275,000	22	11.64%	5	11	6	0
\$275,001 - \$525,000	28	14.81%	8	9	10	1
\$525,001 and up	18	9.52%	6	6	2	4
<b>Total New Listed Units</b>	<b>189</b>		<b>79</b>	<b>81</b>	<b>24</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>48,310,310</b>	<b>100%</b>	<b>16.94M</b>	<b>17.92M</b>	<b>8.95M</b>	<b>4.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$378,282</b>		<b>\$214,444</b>	<b>\$221,232</b>	<b>\$373,102</b>	<b>\$899,000</b>

# August 2021



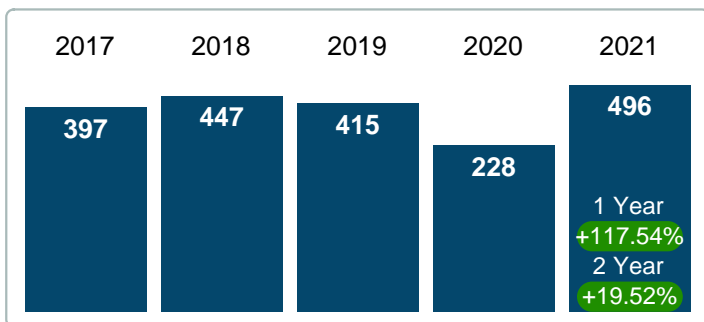
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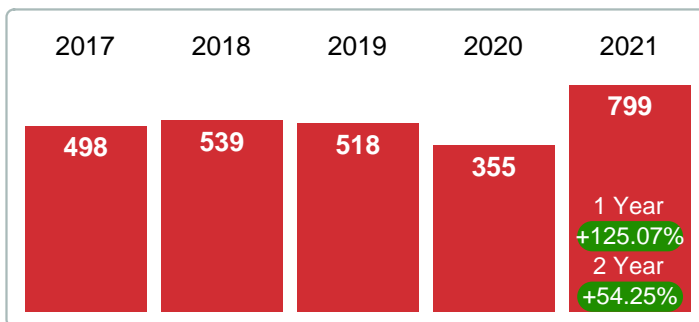
## ACTIVE INVENTORY

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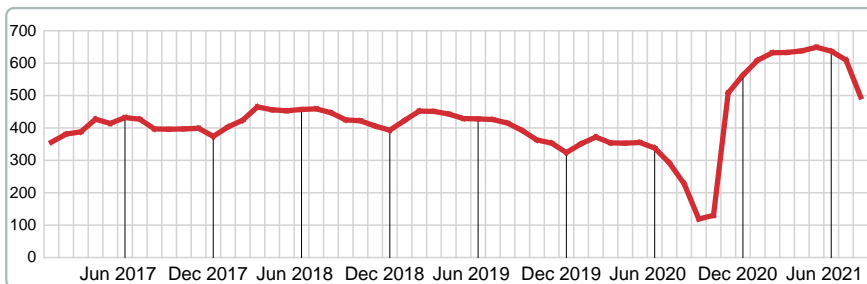
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 397

High May 2021 649 Low Sep 2020 119

Inventory this month at **496**  
above the 5 yr AUG average of **397**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	61	12.30%	202.5	59	2	0	0
\$25,001-\$75,000	101	20.36%	148.1	87	13	1	0
\$75,001-\$225,000	133	26.81%	79.2	66	53	11	3
\$225,001-\$375,000	87	17.54%	96.9	41	29	15	2
\$375,001-\$775,000	63	12.70%	111.8	33	18	8	4
\$775,001 and up	51	10.28%	141.8	35	6	4	6
Total Active Inventory by Units			496	321	121	39	15
Total Active Inventory by Volume			168,412,411	109.20M	34.02M	14.89M	10.30M
Average Active Inventory Listing Price			\$339,541	\$340,194	\$281,178	\$381,742	\$686,653

# August 2021



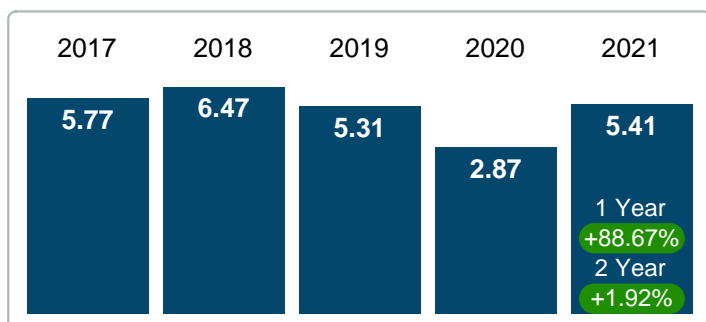
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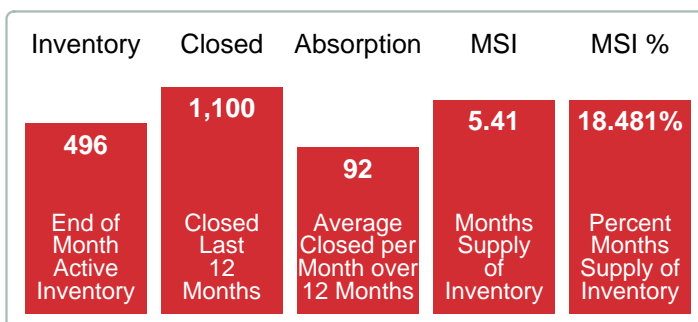
## MONTHS SUPPLY of INVENTORY (MSI)

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

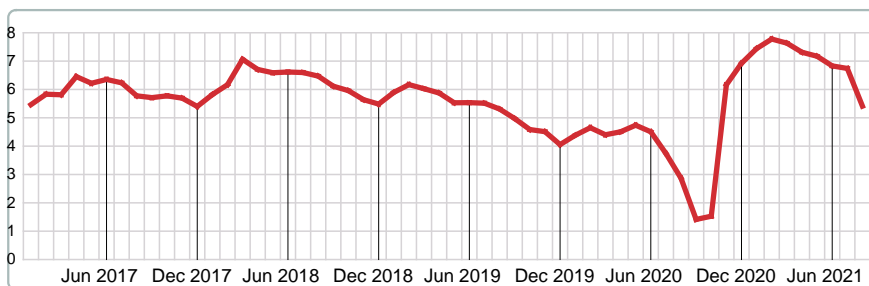
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021



### 5 YEAR MARKET ACTIVITY TRENDS

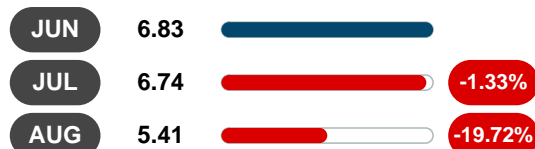


### 3 MONTHS

5 year AUG AVG = 5.17

High Feb 2021 7.78 Low Sep 2020 1.42

Months Supply this month at 5.41 above the 5 yr AUG average of 5.17



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$25,000	61	12.30%	13.31	14.45	4.00	0.00	0.00
\$25,001-\$75,000	101	20.36%	5.77	8.29	2.11	1.50	0.00
\$75,001-\$225,000	133	26.81%	3.09	5.74	2.14	1.74	6.00
\$225,001-\$375,000	87	17.54%	4.88	13.67	3.59	2.50	2.67
\$375,001-\$775,000	63	12.70%	9.57	24.75	10.29	2.91	5.33
\$775,001 and up	51	10.28%	24.48	28.00	24.00	12.00	24.00
Market Supply of Inventory (MSI)	5.41	100%	5.41	10.14	2.92	2.42	6.21
Total Active Inventory by Units	496			321	121	39	15

# August 2021



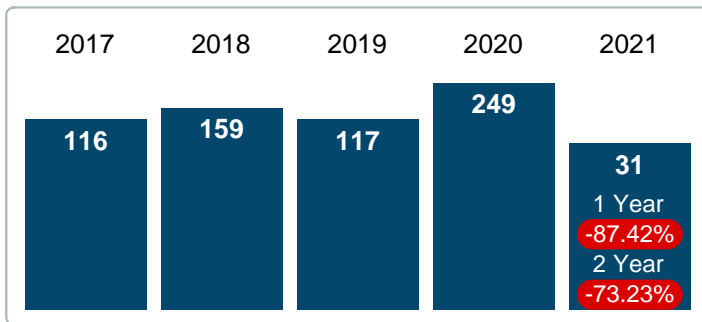
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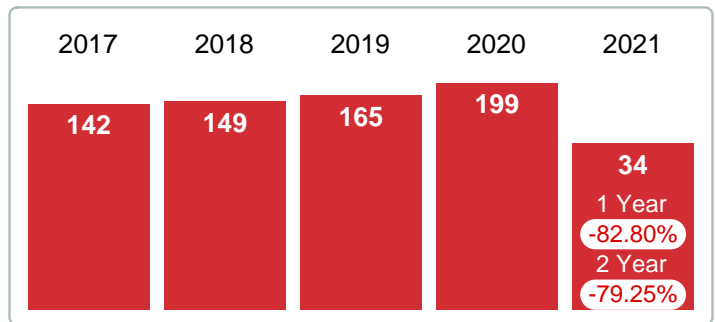
## AVERAGE DAYS ON MARKET TO SALE

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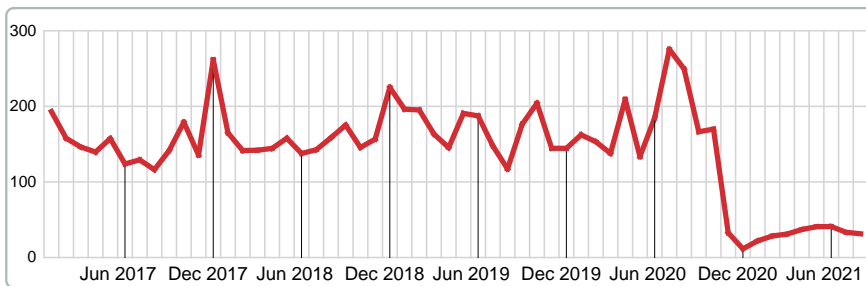
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

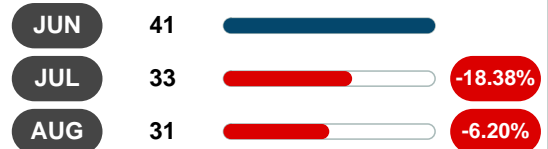


### 3 MONTHS

5 year AUG AVG = 135

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 31 below the 5 yr AUG average of 135



### 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	9.02%	39	40	55	6	0
\$50,001 - \$75,000	12.03%	48	65	35	0	0
\$75,001 - \$125,000	15.04%	43	51	31	0	0
\$125,001 - \$200,000	22.56%	31	64	18	16	0
\$200,001 - \$275,000	15.79%	15	0	13	17	41
\$275,001 - \$425,000	15.04%	18	36	13	8	0
\$425,001 and up	10.53%	33	71	10	19	20
<b>Average Closed DOM</b>		<b>31</b>	<b>54</b>	<b>21</b>	<b>15</b>	<b>31</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31</b>	<b>46</b>	<b>62</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>29,368,210</b>	<b>9.41M</b>	<b>11.81M</b>	<b>7.28M</b>	<b>860.00K</b>



# August 2021



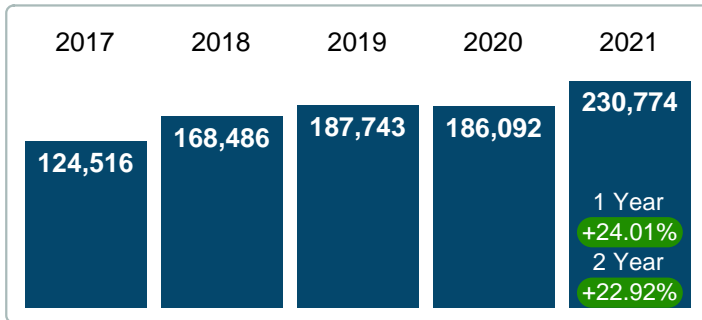
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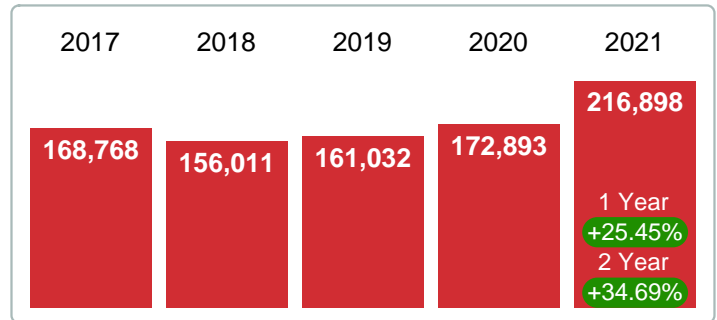
## AVERAGE LIST PRICE AT CLOSING

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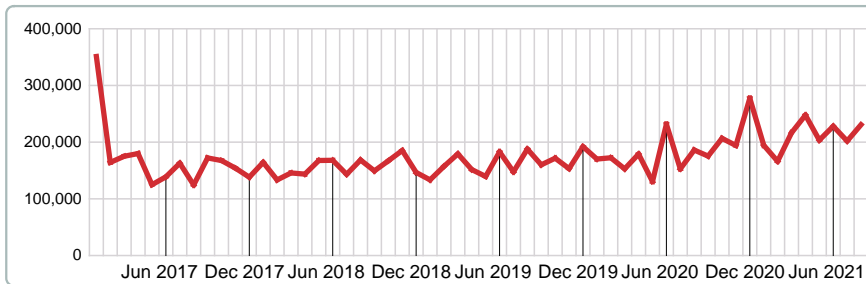
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

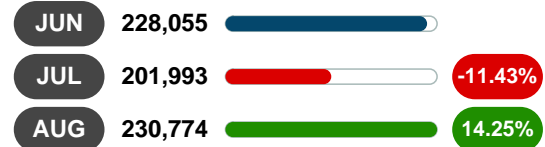


### 3 MONTHS

5 year AUG AVG = 179,522

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **230,774**  
above the 5 yr AUG average of **179,522**



### 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	9.02%	36,717	35,744	34,500	49,900	0
\$50,001 - \$75,000	9.02%	66,758	73,257	68,800	0	0
\$75,001 - \$125,000	16.54%	101,898	109,679	109,538	0	0
\$125,001 - \$200,000	23.31%	158,889	177,389	157,519	156,332	0
\$200,001 - \$275,000	15.04%	238,190	0	232,087	280,380	259,900
\$275,001 - \$425,000	15.04%	333,833	382,700	326,270	352,330	0
\$425,001 and up	12.03%	677,719	1,144,400	587,450	503,000	675,000
<b>Average List Price</b>		<b>230,774</b>	<b>222,571</b>	<b>193,608</b>	<b>326,787</b>	<b>467,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,774</b>	<b>46</b>	<b>62</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>30,692,960</b>	<b>10.24M</b>	<b>12.00M</b>	<b>7.52M</b>	<b>934.90K</b>



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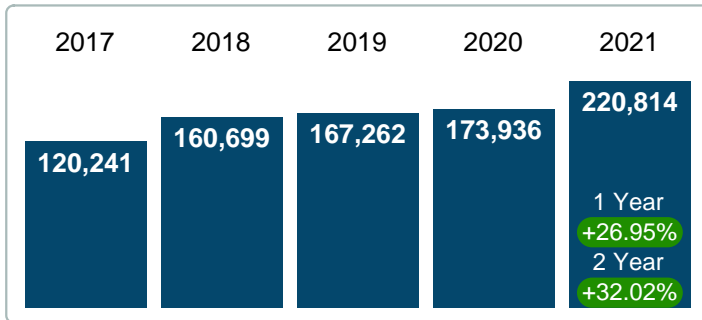
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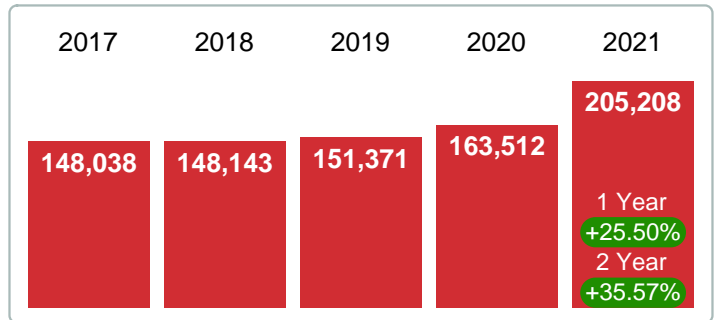
## AVERAGE SOLD PRICE AT CLOSING

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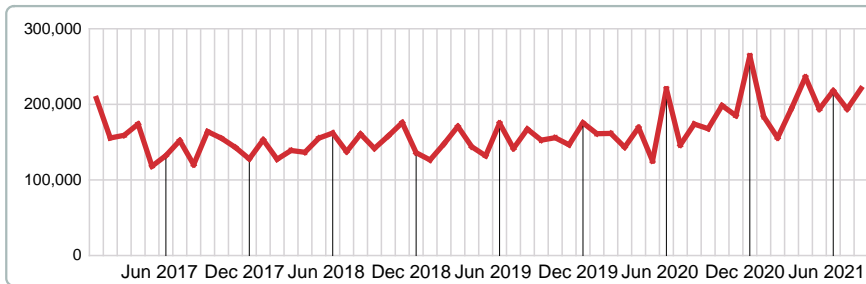
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

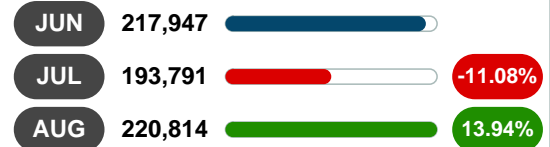


### 3 MONTHS

5 year AUG AVG = 168,590

High Dec 2020 264,222 Low May 2017 118,193

Average Sold Price at Closing this month at **220,814**  
above the 5 yr AUG average of **168,590**



## 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	9.02%	31,783	30,100	34,500	41,500	0
\$50,001 - \$75,000	12.03%	63,938	63,857	64,000	0	0
\$75,001 - \$125,000	15.04%	103,645	104,158	102,875	0	0
\$125,001 - \$200,000	22.56%	157,377	161,389	157,019	151,300	0
\$200,001 - \$275,000	15.79%	240,005	0	232,633	262,120	240,000
\$275,001 - \$425,000	15.04%	336,968	364,600	318,870	345,530	0
\$425,001 and up	10.53%	670,726	1,042,040	577,750	492,357	620,000
<b>Average Sold Price</b>		<b>220,814</b>	<b>204,597</b>	<b>190,548</b>	<b>316,641</b>	<b>430,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,814</b>	<b>46</b>	<b>62</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>29,368,210</b>	<b>9.41M</b>	<b>11.81M</b>	<b>7.28M</b>	<b>860.00K</b>

# August 2021



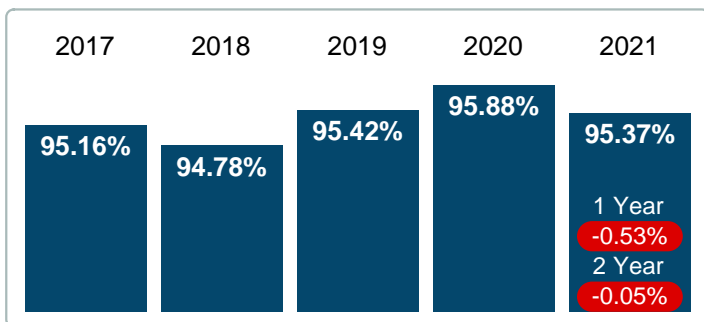
Area Delimited by Counties Carter, Love, Murray



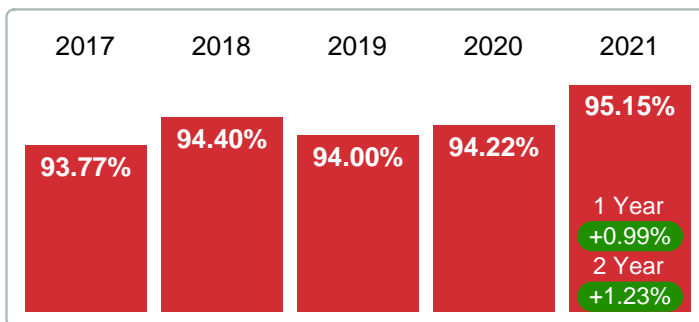
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

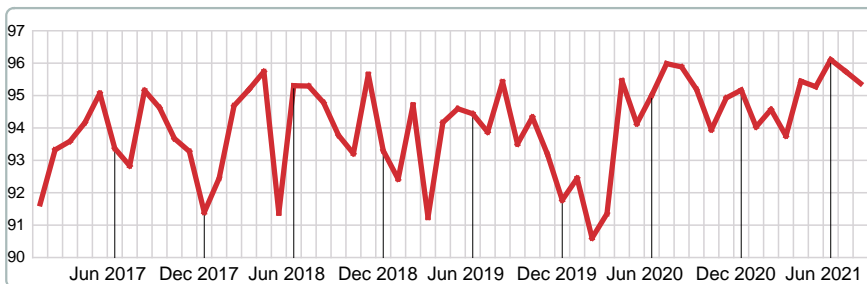
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

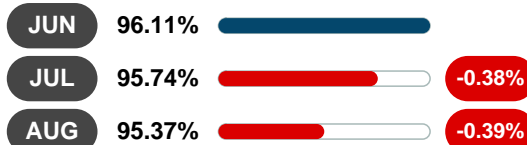


### 3 MONTHS

5 year AUG AVG = 95.32%

High Jun 2021 96.11% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **95.37%** equal to 5 yr AUG average of **95.32%**



## 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	12	9.02%	88.50%	86.53%	100.00%	83.17%	0.00%
\$50,001 - \$75,000	16	12.03%	90.78%	87.81%	93.08%	0.00%	0.00%
\$75,001 - \$125,000	20	15.04%	94.82%	95.30%	94.10%	0.00%	0.00%
\$125,001 - \$200,000	30	22.56%	97.27%	92.60%	99.84%	97.43%	0.00%
\$200,001 - \$275,000	21	15.79%	98.49%	0.00%	100.32%	94.21%	92.34%
\$275,001 - \$425,000	20	15.04%	97.62%	95.56%	97.76%	99.40%	0.00%
\$425,001 and up	14	10.53%	95.38%	90.24%	98.06%	98.06%	91.85%
Average Sold/List Ratio		95.40%		91.51%	97.85%	96.73%	92.10%
Total Closed Units		133	100%	46	62	23	2
Total Closed Volume		29,368,210		9.41M	11.81M	7.28M	860.00K

# August 2021



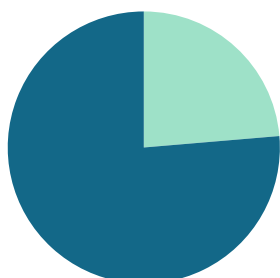
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

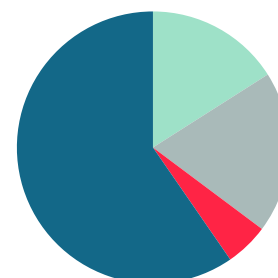


**Inventory**  
 New Listings  
**189 = 23.65%**  
 Start Inventory  
**610**  
 Total Inventory Units  
**799**  
 Volume  
**\$237,672,866**

### Market Activity

Closed Sales  
**133 = 15.99%**  
 Pending Sales  
**160 = 19.23%**  
 Other Off Market  
**43 = 5.17%**  
 Active Inventory  
**496 = 59.62%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	119	133	11.76%	647	771	19.17%
Pending Sales	119	160	34.45%	743	979	31.76%
New Listings	63	189	200.00%	583	1,278	119.21%
Average List Price	186,092	230,774	24.01%	172,893	216,898	25.45%
Average Sale Price	173,936	220,814	26.95%	163,512	205,208	25.50%
Average Percent of Selling Price to List Price	95.88%	95.37%	-0.53%	94.22%	95.15%	0.99%
Average Days on Market to Sale	249.49	31.38	-87.42%	199.26	34.27	-82.80%
Monthly Inventory	228	496	117.54%	228	496	117.54%
Months Supply of Inventory	2.87	5.41	88.67%	2.87	5.41	88.67%

**Absorption:** Last 12 months, an Average of **92** Sales/Month

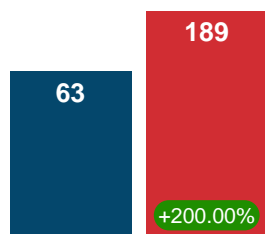
**Inventory** on August 31, 2021 = **496**

**2020** **2021**

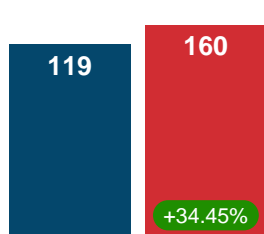
### AUGUST MARKET

### AVERAGE PRICES

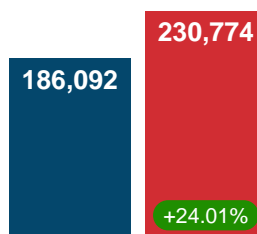
#### New Listings



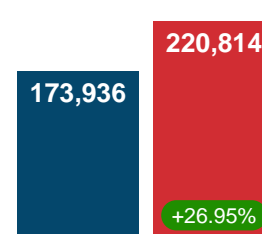
#### Pending Listings



#### List Price



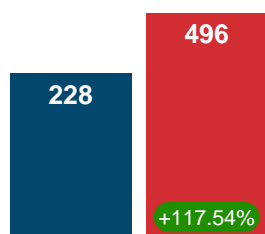
#### Sale Price



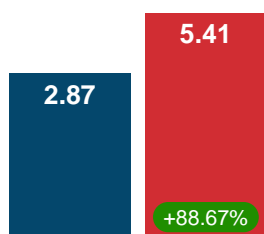
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

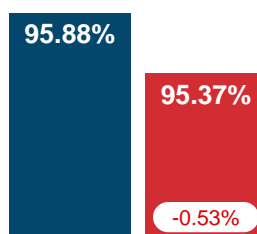
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

