

# August 2021



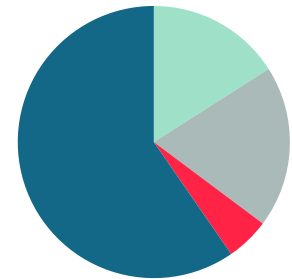
Area Delimited by Counties Carter, Love, Murray



## 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%
Median List Price	149,000	170,000	14.09%
Median Sale Price	145,000	168,500	16.21%
Median Percent of Selling Price to List Price	97.70%	98.11%	0.42%
Median Days on Market to Sale	89.00	8.00	-91.01%
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.

#### 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 **16.21%** in August 2021 to \$168,500 versus the previous year at \$145,000.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 81.00 days or **91.01%** in August 2021 compared to last year's same month at **89.00** 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# August 2021



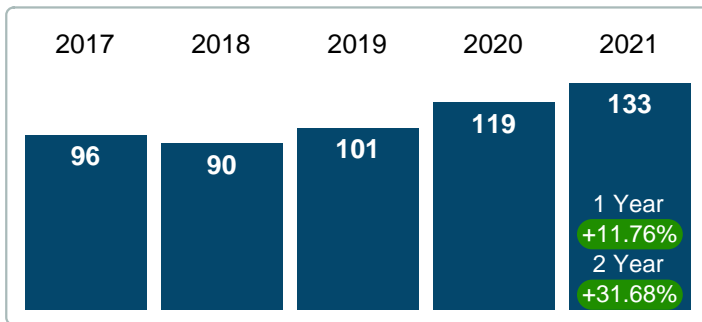
Area Delimited by Counties Carter, Love, Murray



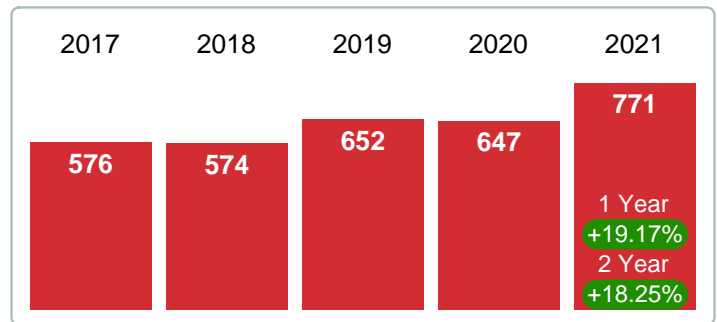
## CLOSED LISTINGS

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

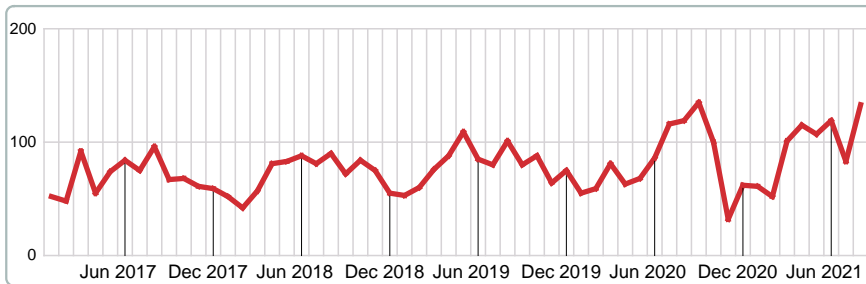
### AUGUST



### YEAR TO DATE (YTD)

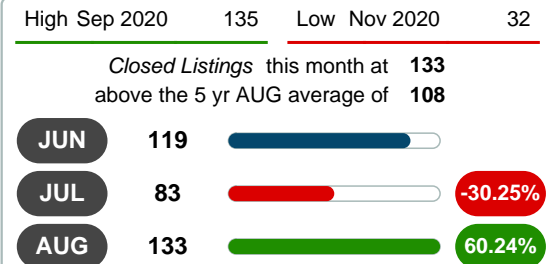


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 108



### 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	12	9.02%	23.0	9	2	1	0
\$50,001 - \$75,000	16	12.03%	9.5	7	9	0	0
\$75,001 - \$125,000	20	15.04%	15.5	12	8	0	0
\$125,001 - \$200,000	30	22.56%	5.5	9	16	5	0
\$200,001 - \$275,000	21	15.79%	4.0	0	15	5	1
\$275,001 - \$425,000	20	15.04%	8.0	5	10	5	0
\$425,001 and up	14	10.53%	3.5	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>8.0</b>	<b>9.41M</b>	<b>11.81M</b>	<b>7.28M</b>	<b>860.00K</b>
<b>Median Closed Price</b>	<b>\$168,500</b>			<b>\$112,500</b>	<b>\$181,000</b>	<b>\$279,000</b>	<b>\$430,000</b>

# August 2021



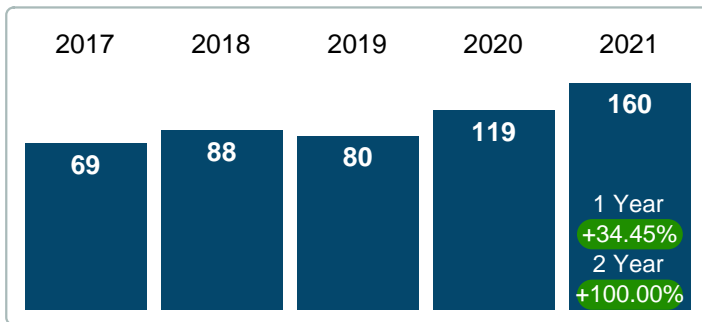
Area Delimited by Counties Carter, Love, Murray



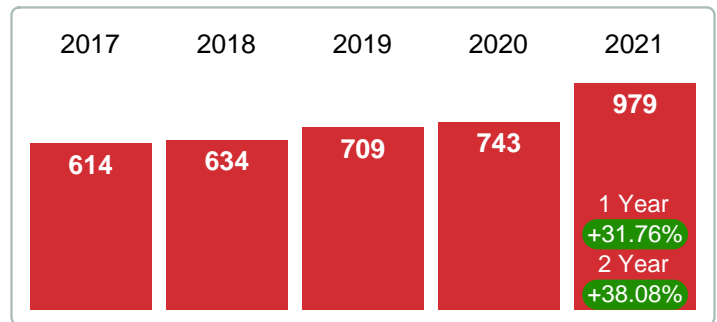
## PENDING LISTINGS

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

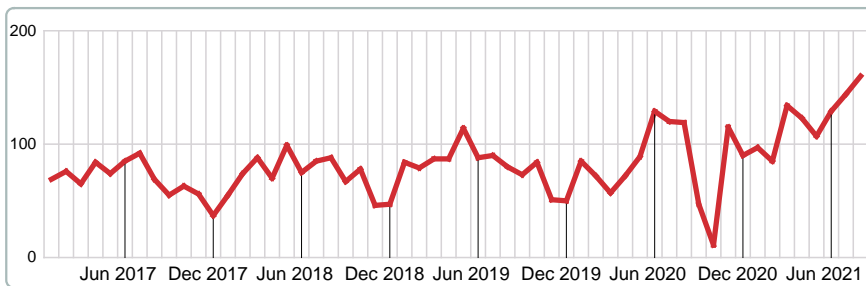
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 103

High Aug 2021 160 Low Oct 2020 11

Pending Listings this month at 160  
above the 5 yr AUG average of 103



### 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	10	6.25%	82.0	10	0	0	0
\$25,001 - \$75,000	22	13.75%	48.5	12	9	1	0
\$75,001 - \$100,000	20	12.50%	19.5	11	9	0	0
\$100,001 - \$200,000	47	29.38%	10.0	14	28	5	0
\$200,001 - \$275,000	26	16.25%	10.5	1	17	7	1
\$275,001 - \$375,000	16	10.00%	18.5	2	9	5	0
\$375,001 and up	19	11.88%	17.0	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>15.5</b>	<b>8.80M</b>	<b>14.92M</b>	<b>7.27M</b>	<b>724.90K</b>
<b>Median Listing Price</b>	<b>\$155,500</b>			<b>\$89,900</b>	<b>\$174,500</b>	<b>\$264,450</b>	<b>\$362,450</b>

# August 2021



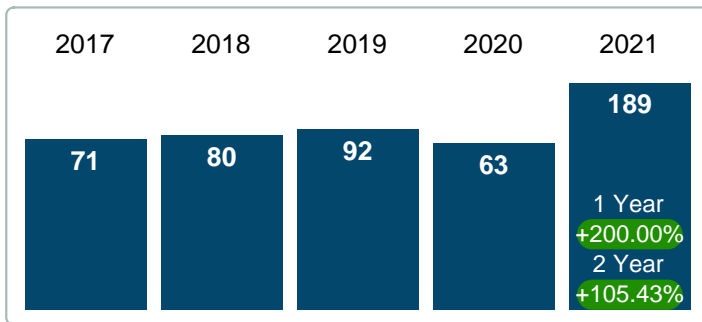
Area Delimited by Counties Carter, Love, Murray



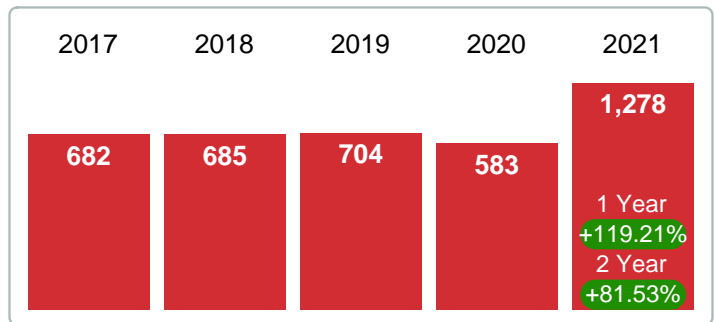
## NEW LISTINGS

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

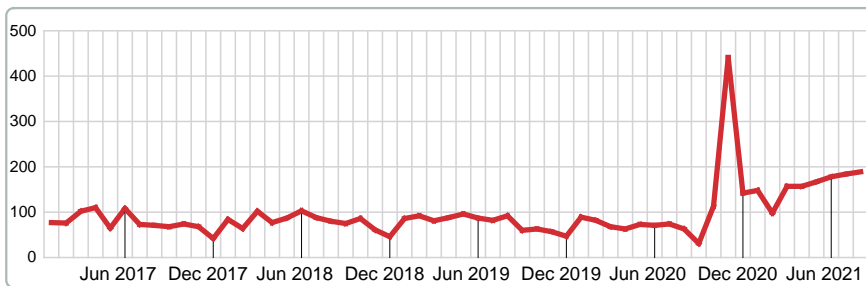
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

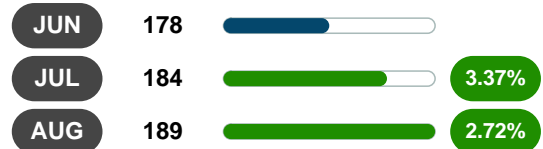


### 3 MONTHS

5 year AUG AVG = 99

High Nov 2020 441 Low Sep 2020 31

New Listings this month at **189**  
above the 5 yr AUG average of **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>Median New Listed Listing Price</b>	<b>\$159,900</b>		<b>\$108,000</b>	<b>\$174,500</b>	<b>\$284,000</b>	<b>\$850,000</b>

# August 2021



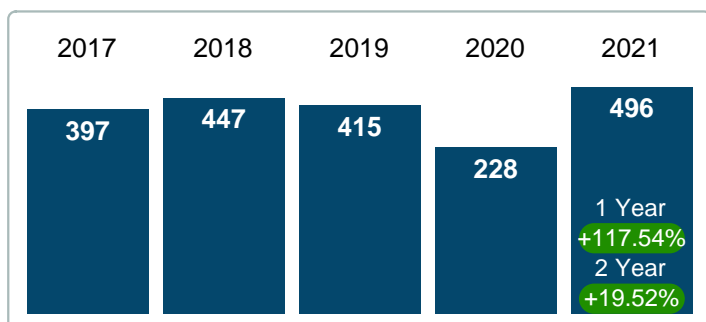
Area Delimited by Counties Carter, Love, Murray



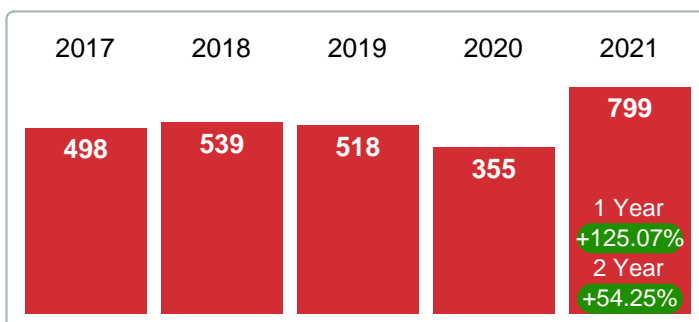
## ACTIVE INVENTORY

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

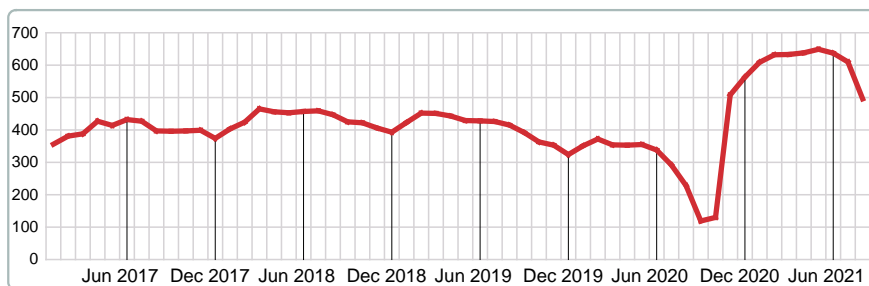
### END OF AUGUST



### ACTIVE DURING AUGUST

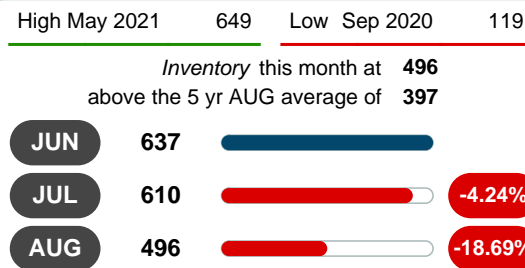


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 397



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	17.0	0	0	0	0
\$1-\$25,000	61	12.30%	284.0	59	2	0	0
\$25,001-\$75,000	101	20.36%	148.0	87	13	1	0
\$75,001-\$225,000	133	26.81%	53.0	66	53	11	3
\$225,001-\$375,000	87	17.54%	70.0	41	29	15	2
\$375,001-\$775,000	63	12.70%	83.0	33	18	8	4
\$775,001 and up	51	10.28%	126.0	35	6	4	6
Total Active Inventory by Units		496		321	121	39	15
Total Active Inventory by Volume		168,412,411	100%	109.20M	34.02M	14.89M	10.30M
Median Active Inventory Listing Price		\$157,000		\$99,500	\$199,900	\$280,000	\$495,000

# August 2021



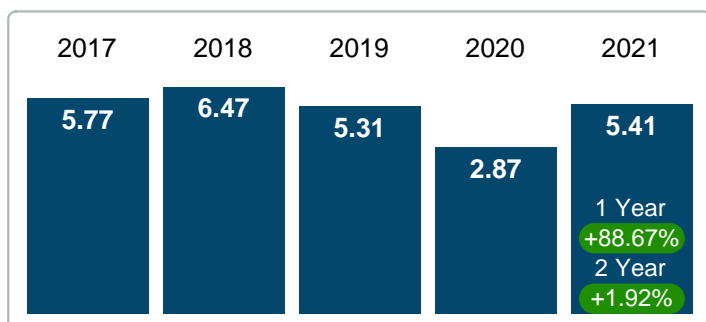
Area Delimited by Counties Carter, Love, Murray



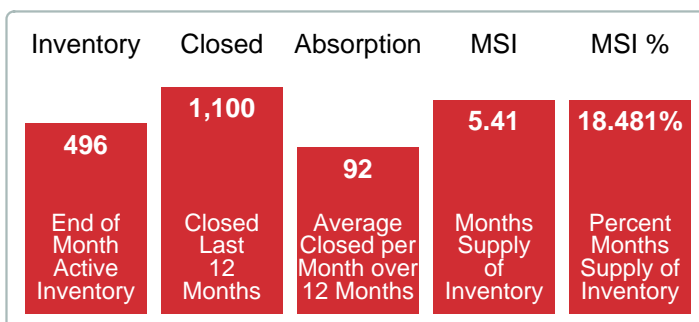
## MONTHS SUPPLY of INVENTORY (MSI)

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

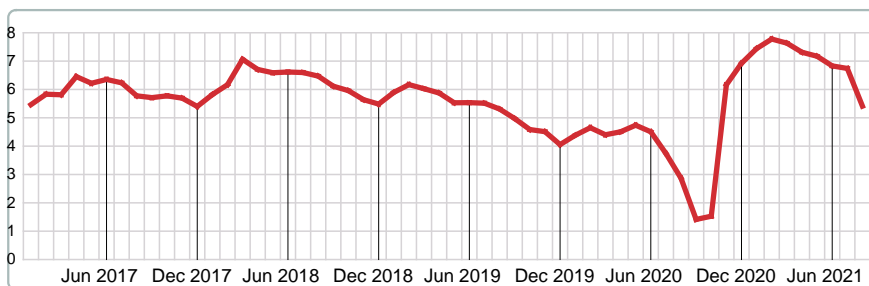
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

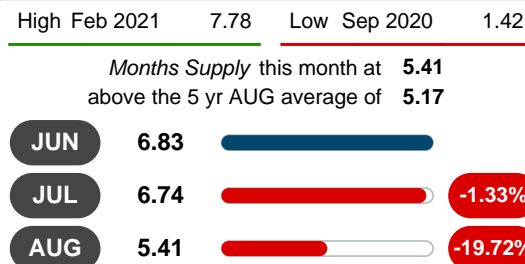


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.17



### 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	10.14	2.92	2.42	6.21
Total Active Inventory by Units		100%	5.41	321	121	39	15

# August 2021



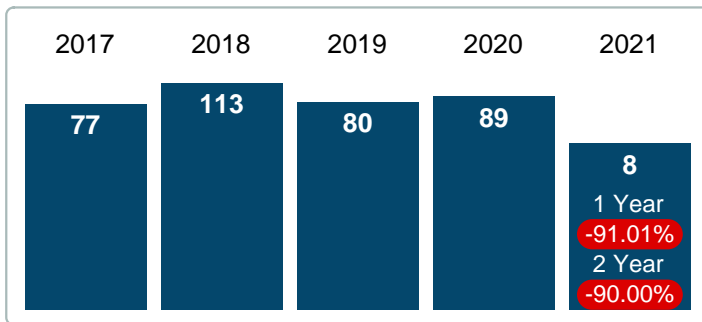
Area Delimited by Counties Carter, Love, Murray



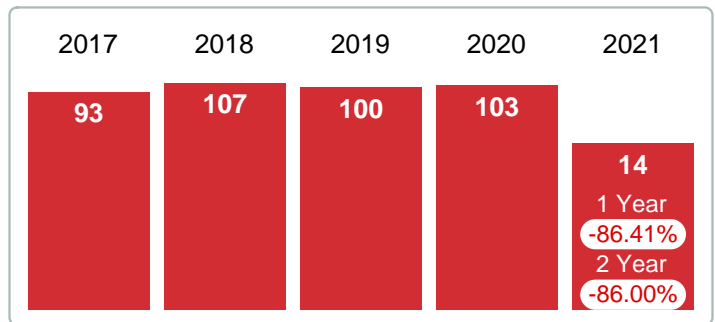
## MEDIAN DAYS ON MARKET TO SALE

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

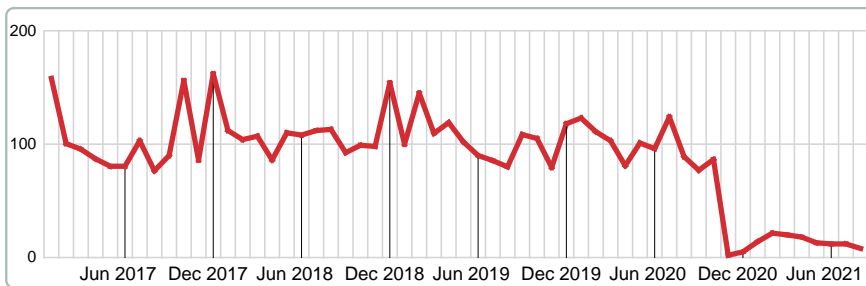
### AUGUST



### YEAR TO DATE (YTD)

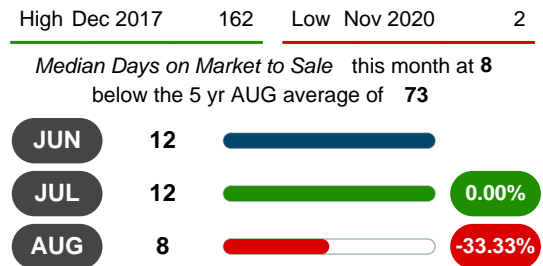


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 73



### 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	9.02%	23	31	55	6	0
\$50,001 - \$75,000	12.03%	10	38	3	0	0
\$75,001 - \$125,000	15.04%	16	18	13	0	0
\$125,001 - \$200,000	22.56%	6	14	5	14	0
\$200,001 - \$275,000	15.79%	4	0	4	6	41
\$275,001 - \$425,000	15.04%	8	19	7	6	0
\$425,001 and up	10.53%	4	28	10	3	20
Median Closed DOM		8	20	6	6	31
Total Closed Units	100%	8.0	46	62	23	2
Total Closed Volume		29,368,210	9.41M	11.81M	7.28M	860.00K

# August 2021



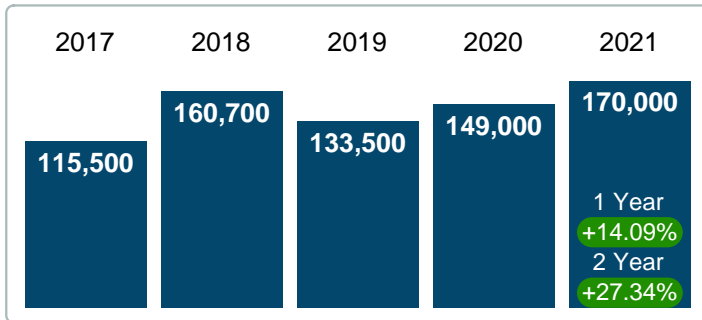
Area Delimited by Counties Carter, Love, Murray



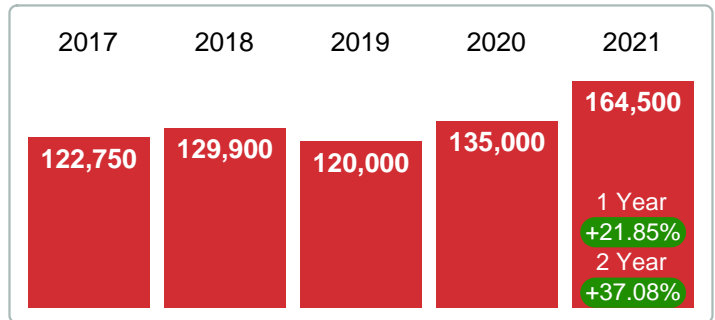
## MEDIAN LIST PRICE AT CLOSING

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

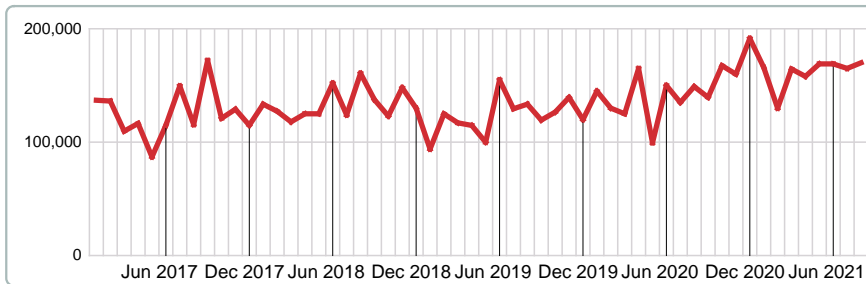
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

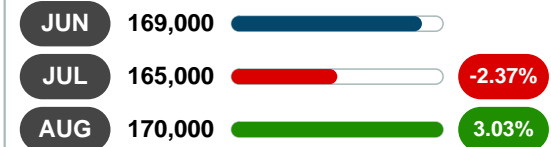


### 3 MONTHS

5 year AUG AVG = 145,740

High Dec 2020 191,450 Low May 2017 87,000

Median List Price at Closing this month at **170,000**  
above the 5 yr AUG average of **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	9.02%	42,250	39,500	34,500	49,900	0
\$50,001 - \$75,000	9.02%	69,000	69,000	67,450	0	0
\$75,001 - \$125,000	16.54%	103,325	95,750	109,900	124,900	0
\$125,001 - \$200,000	23.31%	150,000	150,000	150,000	163,930	0
\$200,001 - \$275,000	15.04%	238,250	226,750	229,500	264,000	259,900
\$275,001 - \$425,000	15.04%	324,500	382,250	300,000	325,000	0
\$425,001 and up	12.03%	537,250	900,000	587,450	471,250	675,000
Median List Price		170,000	112,500	184,000	287,000	467,450
Total Closed Units	100%	170,000	46	62	23	2
Total Closed Volume		30,692,960	10.24M	12.00M	7.52M	934.90K



# August 2021



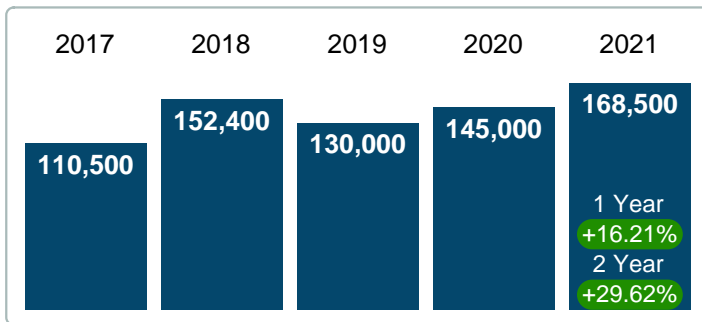
Area Delimited by Counties Carter, Love, Murray



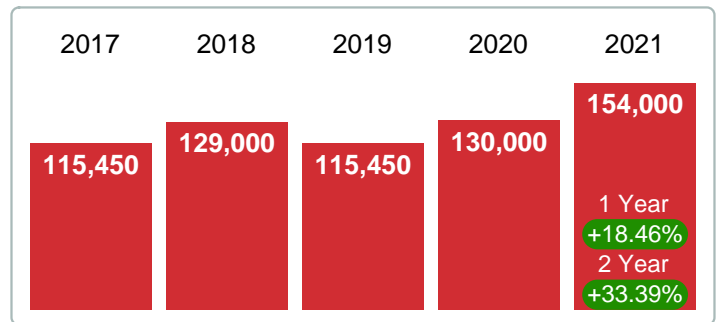
## MEDIAN SOLD PRICE AT CLOSING

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

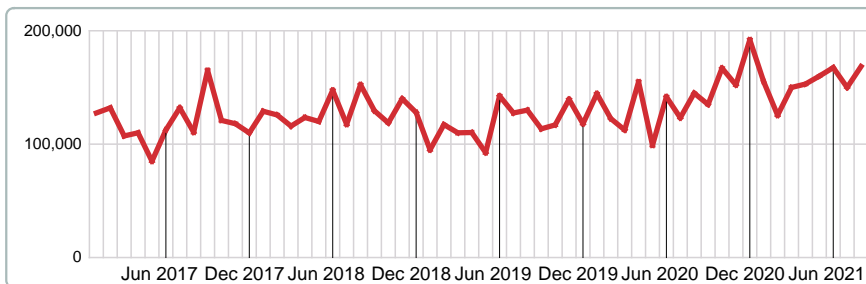
### AUGUST



### YEAR TO DATE (YTD)

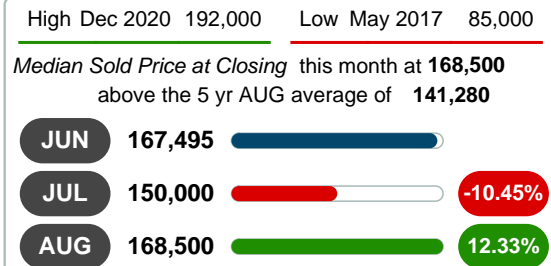


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 141,280



### 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	9.02%	30,000	30,000	34,500	41,500	0
\$50,001 - \$75,000	12.03%	63,500	63,000	64,000	0	0
\$75,001 - \$125,000	15.04%	109,000	109,000	102,250	0	0
\$125,001 - \$200,000	22.56%	150,750	170,000	147,500	146,000	0
\$200,001 - \$275,000	15.79%	240,000	0	238,000	259,000	240,000
\$275,001 - \$425,000	15.04%	319,500	399,000	299,950	375,000	0
\$425,001 and up	10.53%	520,000	1,052,680	577,750	475,000	620,000
Median Sold Price		168,500	112,500	181,000	279,000	430,000
Total Closed Units	100%	133	46	62	23	2
Total Closed Volume		29,368,210	9.41M	11.81M	7.28M	860.00K

# August 2021



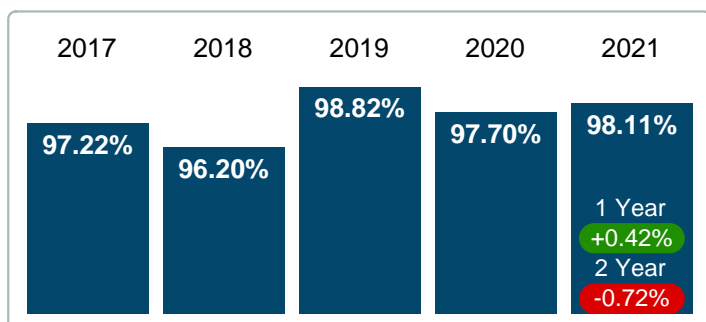
Area Delimited by Counties Carter, Love, Murray



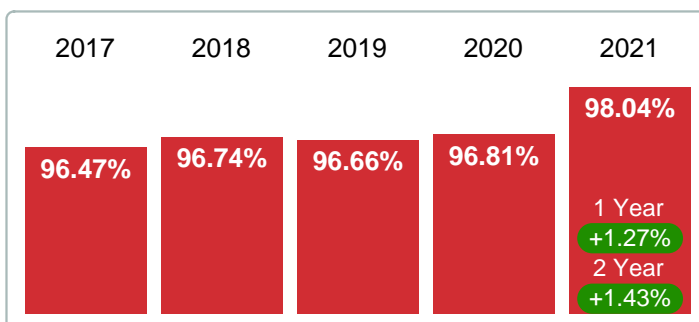
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

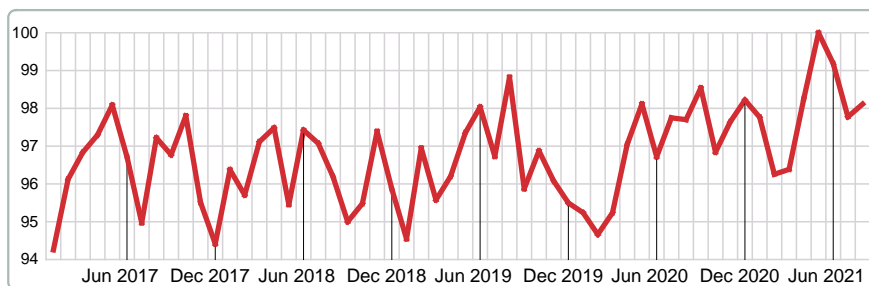
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

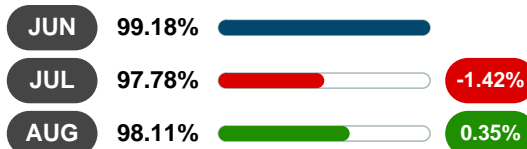


### 3 MONTHS

5 year AUG AVG = 97.61%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **98.11%**  
equal to 5 yr AUG average of **97.61%**



## 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	12	9.02%	89.28%	88.57%	100.00%	83.17%	0.00%
\$50,001 - \$75,000	16	12.03%	91.82%	86.96%	91.82%	0.00%	0.00%
\$75,001 - \$125,000	20	15.04%	97.32%	97.69%	96.56%	0.00%	0.00%
\$125,001 - \$200,000	30	22.56%	100.00%	100.00%	100.00%	94.13%	0.00%
\$200,001 - \$275,000	21	15.79%	100.00%	0.00%	100.00%	90.24%	92.34%
\$275,001 - \$425,000	20	15.04%	100.00%	100.00%	99.17%	100.00%	0.00%
\$425,001 and up	14	10.53%	96.95%	89.86%	98.06%	98.93%	91.85%
Median Sold/List Ratio		98.11%		95.17%	100.00%	97.78%	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



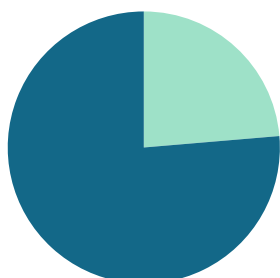
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

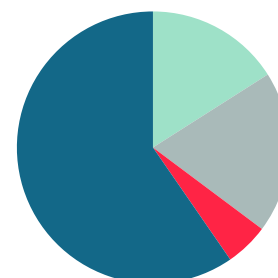


**Inventory**  
 New Listings  
**189 = 23.65%**  
 Start Inventory  
**610**  
 Total Inventory Units  
**799**  
 Volume  
**\$237,672,866**

### 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%
Median List Price	149,000	170,000	14.09%	135,000	164,500	21.85%
Median Sale Price	145,000	168,500	16.21%	130,000	154,000	18.46%
Median Percent of Selling Price to List Price	97.70%	98.11%	0.42%	96.81%	98.04%	1.27%
Median Days on Market to Sale	89.00	8.00	-91.01%	103.00	14.00	-86.41%
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

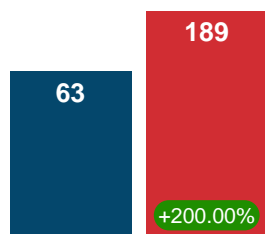
**Inventory** on August 31, 2021 = **496**

**2020** **2021**

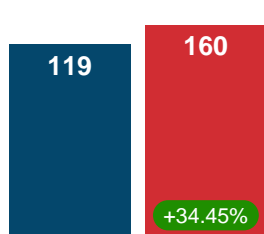
### AUGUST MARKET

### MEDIAN PRICES

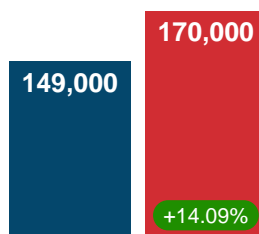
#### New Listings



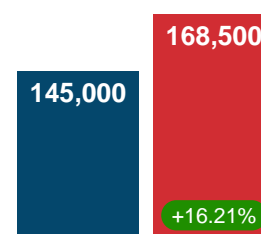
#### Pending Listings



#### List Price



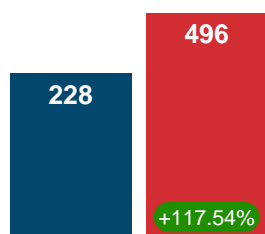
#### Sale Price



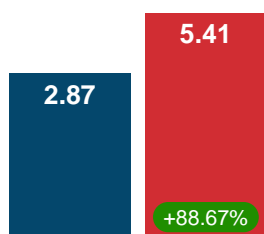
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

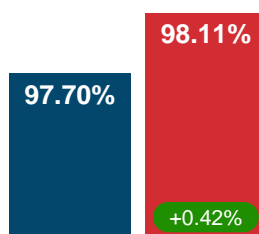
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

