

# October 2021



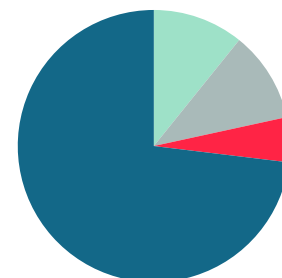
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

| Compared Metrics                              | 2020    | October 2021 | +/-%    |
|---|---------|--------------|---------|
| Closed Listings                               | 96      | 83           | -13.54% |
| Pending Listings                              | 67      | 83           | 23.88%  |
| New Listings                                  | 131     | 110          | -16.03% |
| Median List Price                             | 131,450 | 130,000      | -1.10%  |
| Median Sale Price                             | 128,750 | 135,000      | 4.85%   |
| Median Percent of Selling Price to List Price | 97.55%  | 100.00%      | 2.51%   |
| Median Days on Market to Sale                 | 36.50   | 18.00        | -50.68% |
| End of Month Inventory                        | 844     | 562          | -33.41% |
| Months Supply of Inventory                    | 12.29   | 6.98         | -43.20% |



■ Closed (10.79%)  
■ Pending (10.79%)  
■ Other OffMarket (5.33%)  
■ Active (73.08%)

**Absorption:** Last 12 months, an Average of **81** Sales/Month  
**Active Inventory** as of October 31, 2021 = **562**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **33.41%** to 562 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **6.98** 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 **4.85%** in October 2021 to \$135,000 versus the previous year at \$128,750.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 18.50 days or **50.68%** in October 2021 compared to last year's same month at **36.50** DOM.

#### Sales Success for October 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 110 New Listings in October 2021, down **16.03%** from last year at 131. Furthermore, there were 83 Closed Listings this month versus last year at 96, a **-13.54%** decrease.

Closed versus Listed trends yielded a **75.5%** ratio, up from previous year's, October 2020, at **73.3%**, a **2.96%** 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

|  |           |
|--|-----------|
| <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

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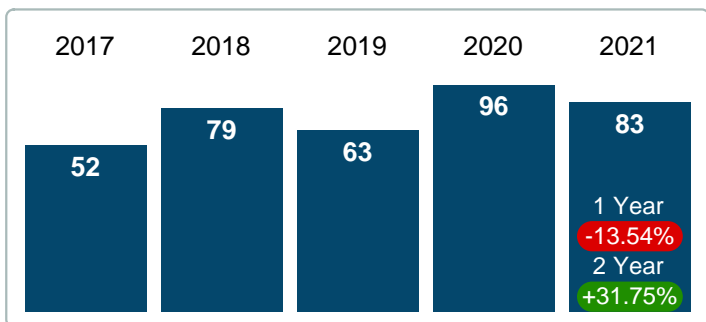
Area Delimited by County Of Cherokee



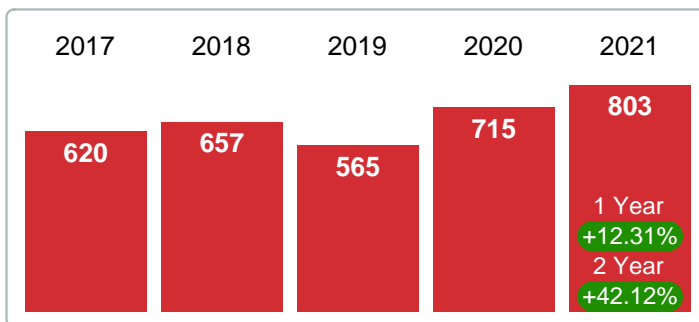
## CLOSED LISTINGS

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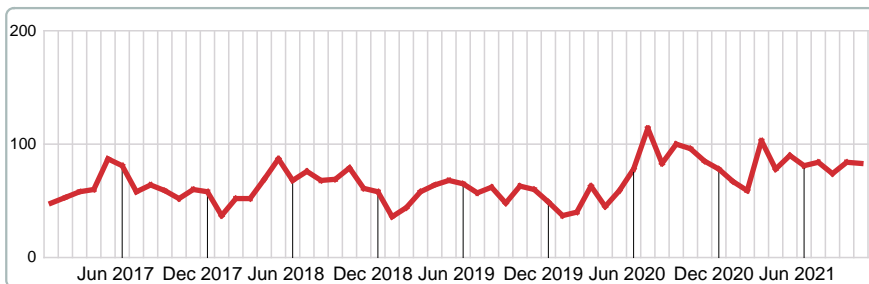
### OCTOBER



### YEAR TO DATE (YTD)

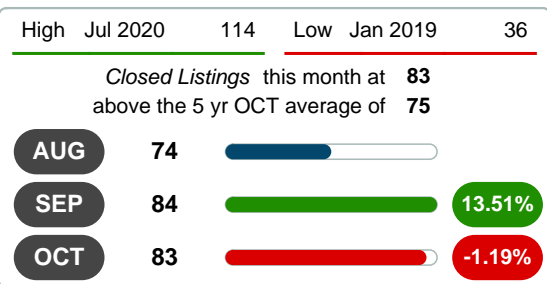


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds      |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$10,000 and less                              | 1                 | 1.20%       | 57.0        | 1               | 0                | 0                | 0            |
| \$10,001 - \$50,000                            | 18                | 21.69%      | 29.5        | 18              | 0                | 0                | 0            |
| \$50,001 - \$90,000                            | 10                | 12.05%      | 27.5        | 9               | 1                | 0                | 0            |
| \$90,001 - \$150,000                           | 19                | 22.89%      | 14.0        | 5               | 12               | 2                | 0            |
| \$150,001 - \$230,000                          | 15                | 18.07%      | 7.0         | 1               | 10               | 4                | 0            |
| \$230,001 - \$370,000                          | 11                | 13.25%      | 13.0        | 1               | 8                | 2                | 0            |
| \$370,001 and up                               | 9                 | 10.84%      | 21.0        | 4               | 2                | 3                | 0            |
| <b>Total Closed Units</b>                      | <b>83</b>         |             |             | <b>39</b>       | <b>33</b>        | <b>11</b>        | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>13,685,559</b> | <b>100%</b> | <b>18.0</b> | <b>3.98M</b>    | <b>6.58M</b>     | <b>3.13M</b>     | <b>0.00B</b> |
| <b>Median Closed Price</b>                     | <b>\$135,000</b>  |             |             | <b>\$63,000</b> | <b>\$185,000</b> | <b>\$164,900</b> | <b>\$0</b>   |

# October 2021



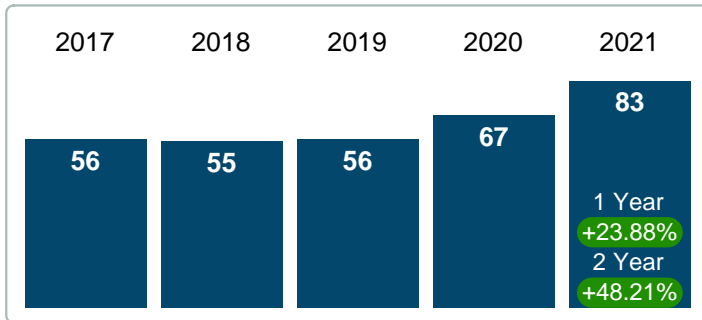
Area Delimited by County Of Cherokee



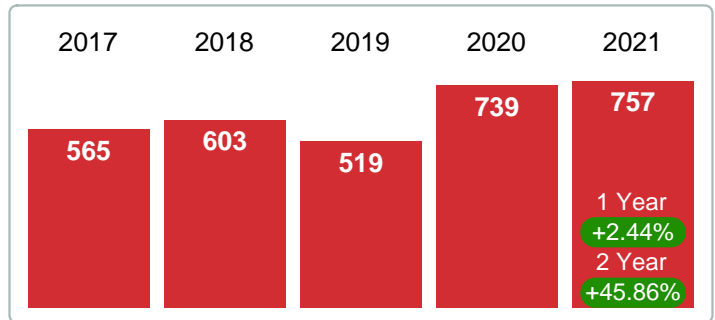
## PENDING LISTINGS

Report produced on Nov 11, 2021 for MLS Technology Inc.

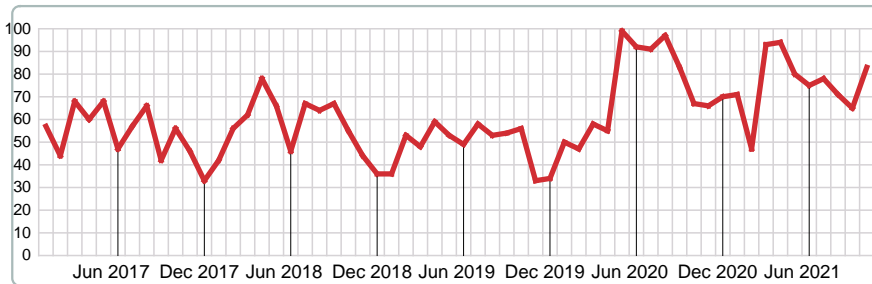
### OCTOBER



### YEAR TO DATE (YTD)

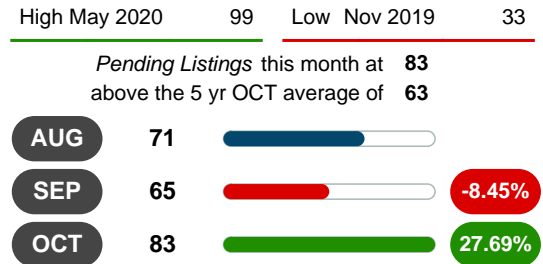


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 63



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less                               | 10                | 12.05%      | 11.0        | 10              | 0                | 0                | 0                |
| \$20,001 - \$50,000                             | 8                 | 9.64%       | 15.5        | 6               | 2                | 0                | 0                |
| \$50,001 - \$80,000                             | 11                | 13.25%      | 7.0         | 8               | 2                | 1                | 0                |
| \$80,001 - \$140,000                            | 18                | 21.69%      | 66.0        | 11              | 7                | 0                | 0                |
| \$140,001 - \$190,000                           | 15                | 18.07%      | 8.0         | 1               | 13               | 0                | 1                |
| \$190,001 - \$290,000                           | 12                | 14.46%      | 22.5        | 3               | 6                | 3                | 0                |
| \$290,001 and up                                | 9                 | 10.84%      | 147.0       | 5               | 0                | 2                | 2                |
| <b>Total Pending Units</b>                      | <b>83</b>         |             |             | <b>44</b>       | <b>30</b>        | <b>6</b>         | <b>3</b>         |
| <b>Total Pending Volume</b>                     | <b>12,793,749</b> | <b>100%</b> | <b>19.0</b> | <b>5.66M</b>    | <b>4.45M</b>     | <b>1.59M</b>     | <b>1.10M</b>     |
| <b>Median Listing Price</b>                     | <b>\$125,000</b>  |             |             | <b>\$69,950</b> | <b>\$149,200</b> | <b>\$234,900</b> | <b>\$424,900</b> |

# October 2021



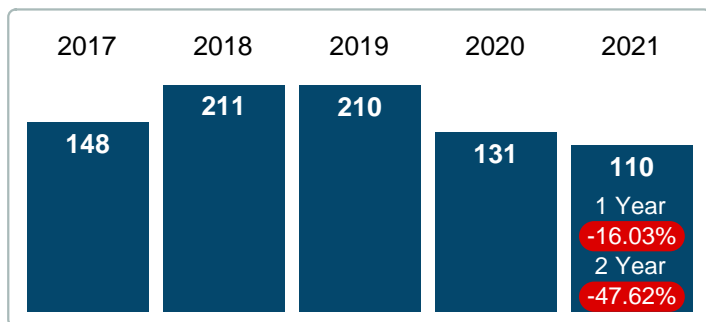
Area Delimited by County Of Cherokee



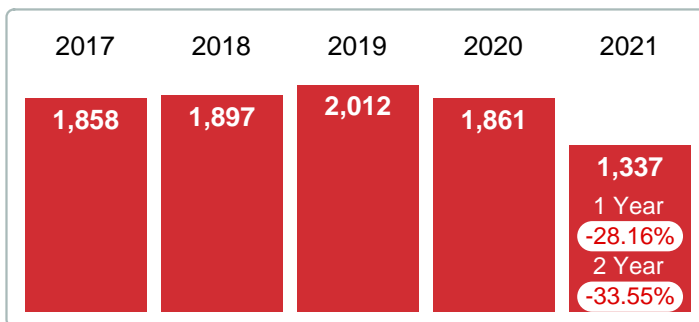
## NEW LISTINGS

Report produced on Nov 11, 2021 for MLS Technology Inc.

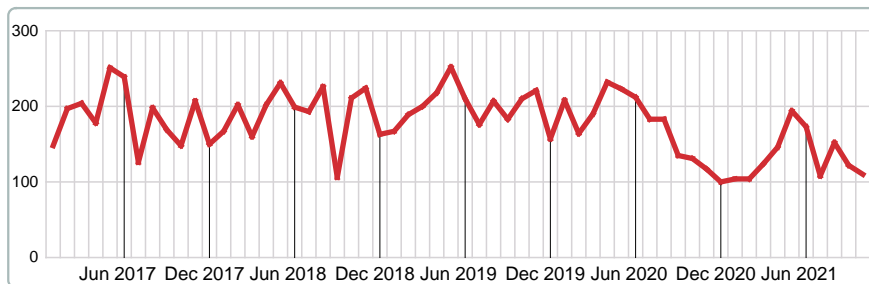
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

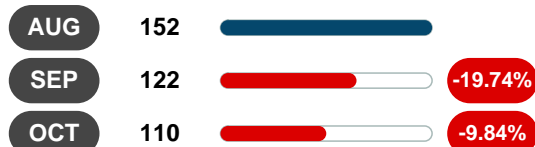


### 3 MONTHS

5 year OCT AVG = 162

High May 2019 252 Low Dec 2020 100

New Listings this month at 110  
 below the 5 yr OCT average of 162



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less                           | 14                | 12.73%      | 13              | 0                | 1                | 0                |
| \$20,001 - \$40,000                         | 9                 | 8.18%       | 8               | 1                | 0                | 0                |
| \$40,001 - \$60,000                         | 13                | 11.82%      | 12              | 1                | 0                | 0                |
| \$60,001 - \$150,000                        | 31                | 28.18%      | 17              | 12               | 1                | 1                |
| \$150,001 - \$210,000                       | 18                | 16.36%      | 4               | 10               | 2                | 2                |
| \$210,001 - \$450,000                       | 15                | 13.64%      | 5               | 5                | 3                | 2                |
| \$450,001 and up                            | 10                | 9.09%       | 3               | 3                | 1                | 3                |
| <b>Total New Listed Units</b>               | <b>110</b>        |             | <b>62</b>       | <b>32</b>        | <b>8</b>         | <b>8</b>         |
| <b>Total New Listed Volume</b>              | <b>19,940,090</b> | <b>100%</b> | <b>7.18M</b>    | <b>6.97M</b>     | <b>2.39M</b>     | <b>3.40M</b>     |
| <b>Median New Listed Listing Price</b>      | <b>\$104,950</b>  |             | <b>\$59,900</b> | <b>\$162,450</b> | <b>\$304,900</b> | <b>\$437,400</b> |

# October 2021



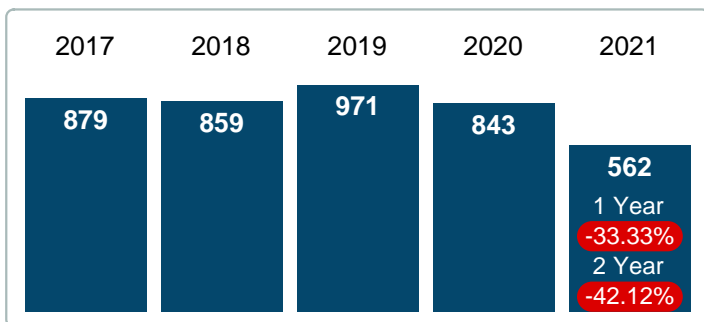
Area Delimited by County Of Cherokee



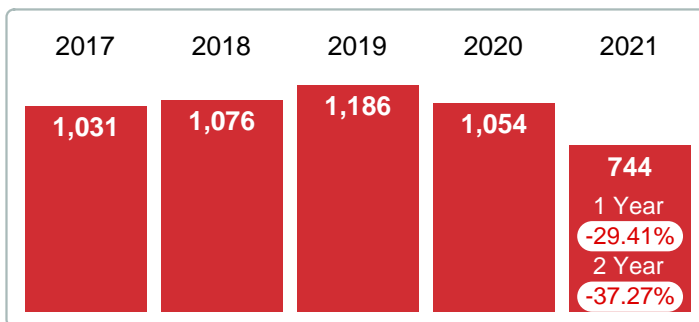
## ACTIVE INVENTORY

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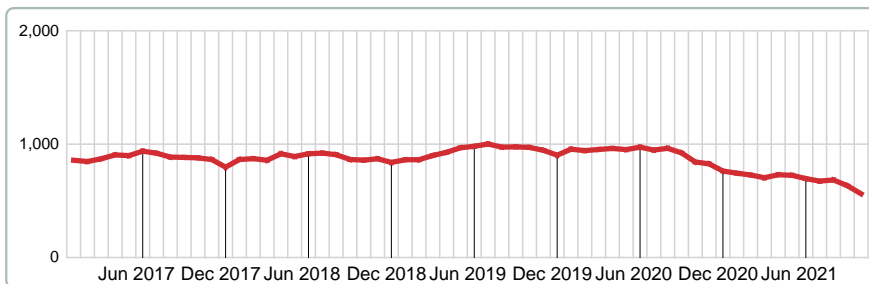
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS

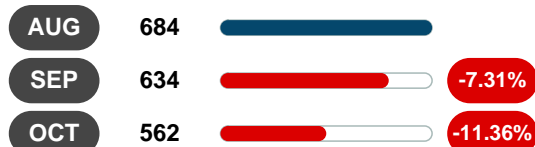


### 3 MONTHS

5 year OCT AVG = 823

High Jul 2019 1,001 Low Oct 2021 562

Inventory this month at 562  
below the 5 yr OCT average of 823



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range     |                    | %           | MDOM         | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|--------------------|-------------|--------------|-----------------|------------------|------------------|------------------|
| \$10,000 and less                            | 10                 | 1.78%       | 108.5        | 9               | 0                | 1                | 0                |
| \$10,001 - \$20,000                          | 60                 | 10.68%      | 185.0        | 60              | 0                | 0                | 0                |
| \$20,001 - \$40,000                          | 122                | 21.71%      | 102.0        | 121             | 1                | 0                | 0                |
| \$40,001 - \$80,000                          | 160                | 28.47%      | 137.0        | 153             | 6                | 1                | 0                |
| \$80,001 - \$180,000                         | 80                 | 14.23%      | 77.0         | 58              | 17               | 4                | 1                |
| \$180,001 - \$450,000                        | 76                 | 13.52%      | 74.0         | 37              | 20               | 12               | 7                |
| \$450,001 and up                             | 54                 | 9.61%       | 127.0        | 31              | 9                | 8                | 6                |
| <b>Total Active Inventory by Units</b>       | <b>562</b>         |             |              | <b>469</b>      | <b>53</b>        | <b>26</b>        | <b>14</b>        |
| <b>Total Active Inventory by Volume</b>      | <b>107,044,724</b> | <b>100%</b> | <b>110.0</b> | <b>70.21M</b>   | <b>18.62M</b>    | <b>10.10M</b>    | <b>8.12M</b>     |
| <b>Median Active Inventory Listing Price</b> | <b>\$59,900</b>    |             |              | <b>\$55,000</b> | <b>\$189,900</b> | <b>\$374,950</b> | <b>\$437,400</b> |

# October 2021



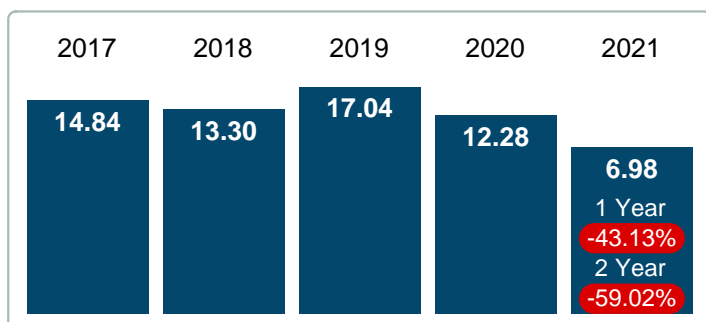
Area Delimited by County Of Cherokee



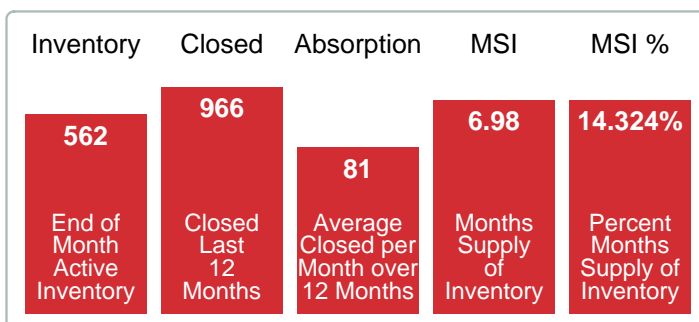
## MONTHS SUPPLY of INVENTORY (MSI)

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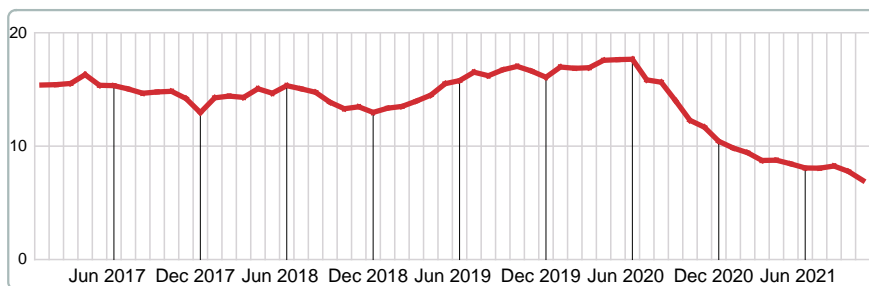
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

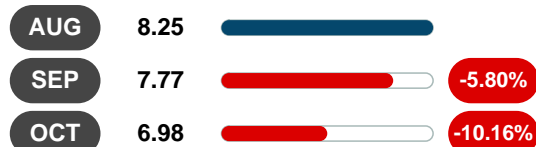


### 3 MONTHS

5 year OCT AVG = 12.89

High Jun 2020 17.66 Low Oct 2021 6.98

Months Supply this month at 6.98 below the 5 yr OCT average of 12.89



### 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 |
|---|-----|--------|-------|----------|--------|--------|---------|
| \$10,000 and less                                       | 10  | 1.78%  | 1.25  | 1.44     | 0.00   | 1.33   | 0.00    |
| \$10,001 - \$20,000                                     | 60  | 10.68% | 9.11  | 9.11     | 0.00   | 0.00   | 0.00    |
| \$20,001 - \$40,000                                     | 122 | 21.71% | 19.78 | 19.89    | 12.00  | 0.00   | 0.00    |
| \$40,001 - \$80,000                                     | 160 | 28.47% | 18.82 | 23.24    | 3.43   | 6.00   | 0.00    |
| \$80,001 - \$180,000                                    | 80  | 14.23% | 3.02  | 6.96     | 1.17   | 1.30   | 2.00    |
| \$180,001 - \$450,000                                   | 76  | 13.52% | 3.53  | 10.83    | 1.53   | 3.00   | 7.00    |
| \$450,001 and up  | 54  | 9.61%  | 16.62 | 33.82    | 7.71   | 9.60   | 18.00   |
| Market Supply of Inventory (MSI)                        |     |        | 6.98  | 12.29    | 1.67   | 2.94   | 7.64    |
| Total Active Inventory by Units                         |     | 100%   | 6.98  | 469      | 53     | 26     | 14      |

# October 2021



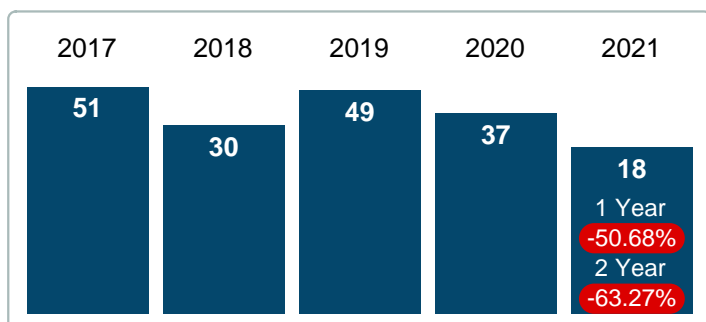
Area Delimited by County Of Cherokee



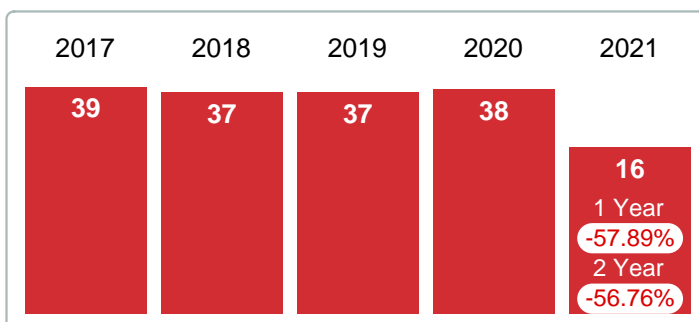
## MEDIAN DAYS ON MARKET TO SALE

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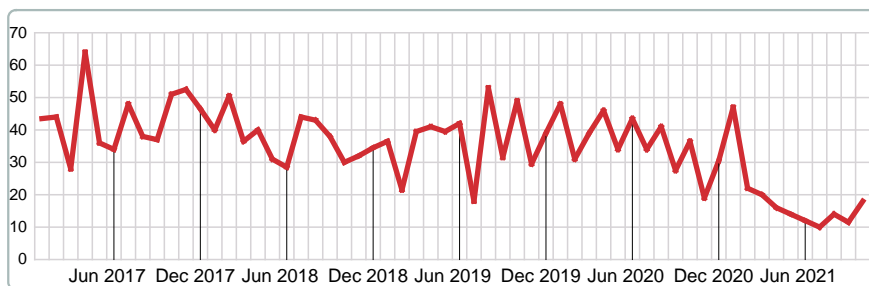
### OCTOBER



### YEAR TO DATE (YTD)

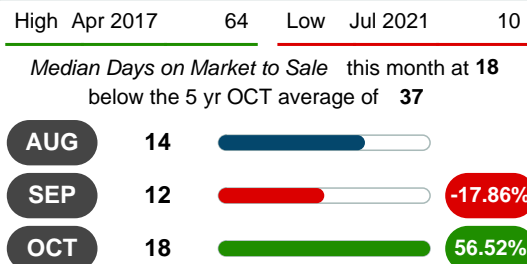


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### 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      |
|--|-------------|-------------------|--------------|--------------|--------------|--------------|
| \$10,000 and less  | 1.20%       | 57                | 57           | 0            | 0            | 0            |
| \$10,001 - \$50,000  | 21.69%      | 30                | 30           | 0            | 0            | 0            |
| \$50,001 - \$90,000  | 12.05%      | 28                | 19           | 37           | 0            | 0            |
| \$90,001 - \$150,000   | 22.89%      | 14                | 6            | 9            | 23           | 0            |
| \$150,001 - \$230,000  | 18.07%      | 7                 | 10           | 7            | 14           | 0            |
| \$230,001 - \$370,000  | 13.25%      | 13                | 64           | 16           | 3            | 0            |
| \$370,001 and up   | 10.84%      | 21                | 14           | 28           | 28           | 0            |
| <b>Median Closed DOM</b>                                     |             | <b>18</b>         | <b>19</b>    | <b>13</b>    | <b>20</b>    | <b>0</b>     |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>83</b>         | <b>39</b>    | <b>33</b>    | <b>11</b>    | <b>0</b>     |
| <b>Total Closed Volume</b>                                   |             | <b>13,685,559</b> | <b>3.98M</b> | <b>6.58M</b> | <b>3.13M</b> | <b>0.00B</b> |

# October 2021



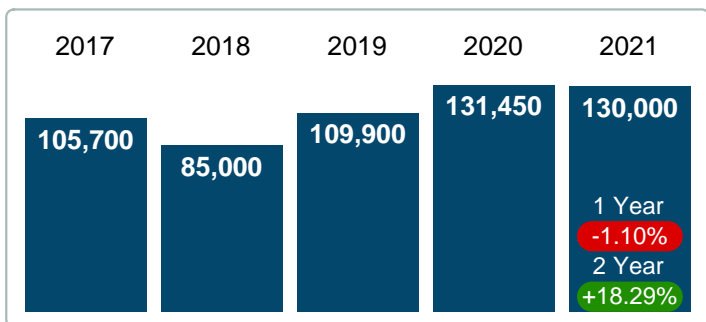
Area Delimited by County Of Cherokee



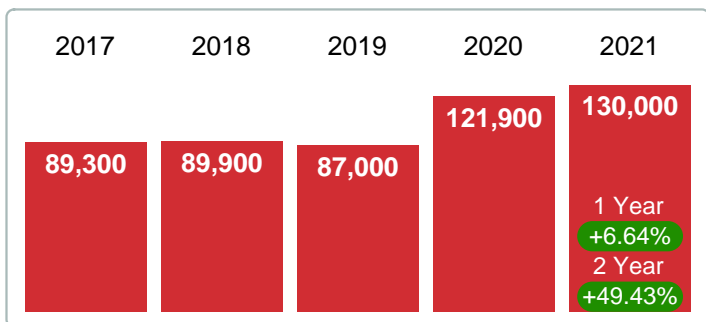
## MEDIAN LIST PRICE AT CLOSING

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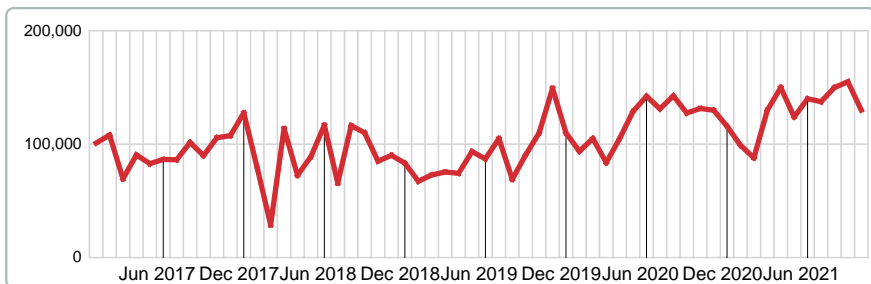
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

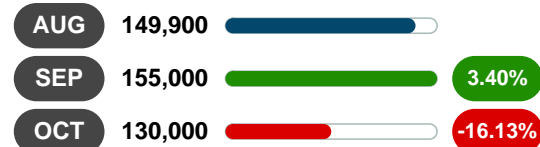


### 3 MONTHS

5 year OCT AVG = 112,410

High Sep 2021 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at 130,000 above the 5 yr OCT average of 112,410



### 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      |
|---|--------|-------------------|---------------|----------------|----------------|--------------|
| \$10,000 and less   | 0.00%  | 21                | 0             | 0              | 0              | 0            |
| \$10,001 - \$50,000   | 21.69% | 19,950            | 19,950        | 0              | 0              | 0            |
| \$50,001 - \$90,000   | 10.84% | 79,900            | 76,078        | 79,900         | 0              | 0            |
| \$90,001 - \$150,000  | 22.89% | 114,900           | 109,900       | 124,450        | 0              | 0            |
| \$150,001 - \$230,000                                       | 20.48% | 173,500           | 200,000       | 199,150        | 161,950        | 0            |
| \$230,001 - \$370,000                                       | 13.25% | 255,000           | 255,000       | 254,500        | 267,400        | 0            |
| \$370,001 and up  | 10.84% | 479,000           | 460,000       | 560,000        | 535,000        | 0            |
| <b>Median List Price</b>                                    |        | <b>130,000</b>    | <b>69,900</b> | <b>189,900</b> | <b>169,000</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                   |        | <b>83</b>         | <b>39</b>     | <b>33</b>      | <b>11</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                  |        | <b>14,071,749</b> | <b>4.10M</b>  | <b>6.75M</b>   | <b>3.22M</b>   | <b>0.00B</b> |



# October 2021



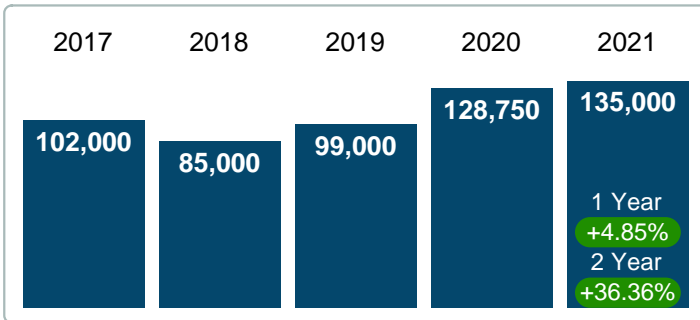
Area Delimited by County Of Cherokee



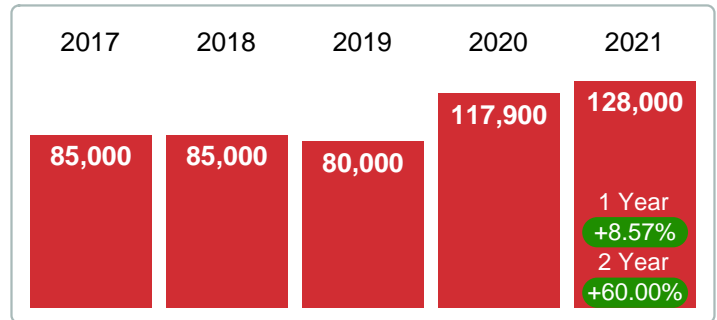
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Nov 11, 2021 for MLS Technology Inc.

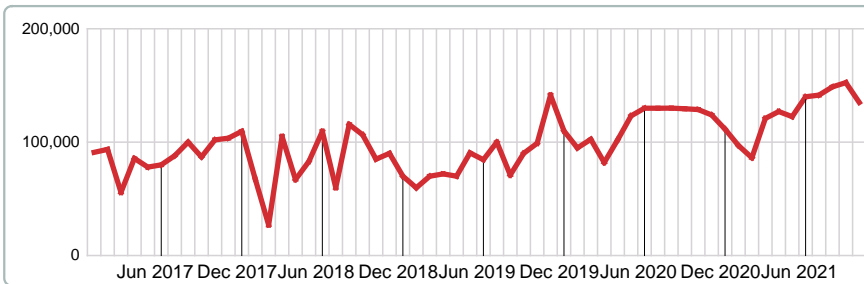
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

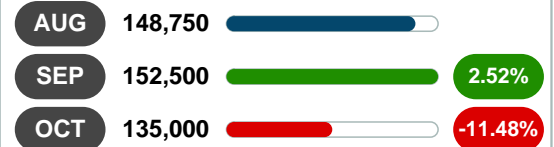


### 3 MONTHS

5 year OCT AVG = 109,950

High Sep 2021 152,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 135,000 above the 5 yr OCT average of 109,950



### 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      |
|---|-------------|-------------------|---------------|----------------|----------------|--------------|
| \$10,000 and less   | 1.20%       | 10,000            | 10,000        | 0              | 0              | 0            |
| \$10,001 - \$50,000   | 21.69%      | 20,000            | 20,000        | 0              | 0              | 0            |
| \$50,001 - \$90,000   | 12.05%      | 73,500            | 75,000        | 72,000         | 0              | 0            |
| \$90,001 - \$150,000  | 22.89%      | 121,000           | 114,900       | 118,000        | 143,000        | 0            |
| \$150,001 - \$230,000                                       | 18.07%      | 185,000           | 190,000       | 196,700        | 157,375        | 0            |
| \$230,001 - \$370,000                                       | 13.25%      | 258,000           | 258,000       | 252,500        | 265,400        | 0            |
| \$370,001 and up  | 10.84%      | 470,000           | 460,000       | 495,000        | 520,000        | 0            |
| <b>Median Sold Price</b>                                    |             | <b>135,000</b>    | <b>63,000</b> | <b>185,000</b> | <b>164,900</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                   | <b>100%</b> | <b>83</b>         | <b>39</b>     | <b>33</b>      | <b>11</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                  |             | <b>13,685,559</b> | <b>3.98M</b>  | <b>6.58M</b>   | <b>3.13M</b>   | <b>0.00B</b> |

# October 2021



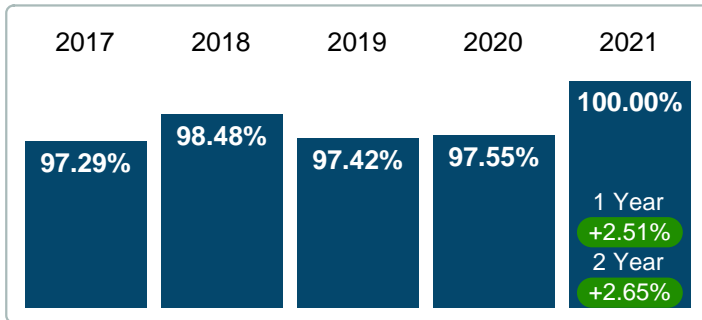
Area Delimited by County Of Cherokee



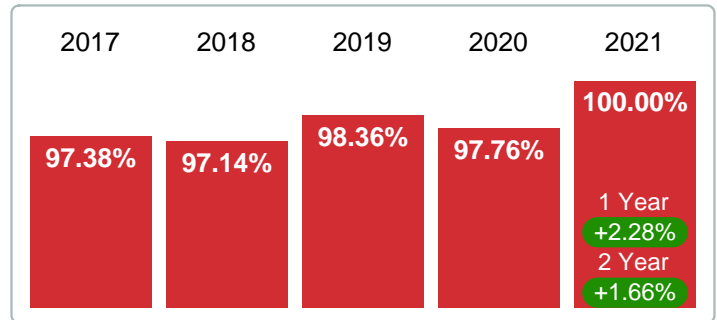
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2021 for MLS Technology Inc.

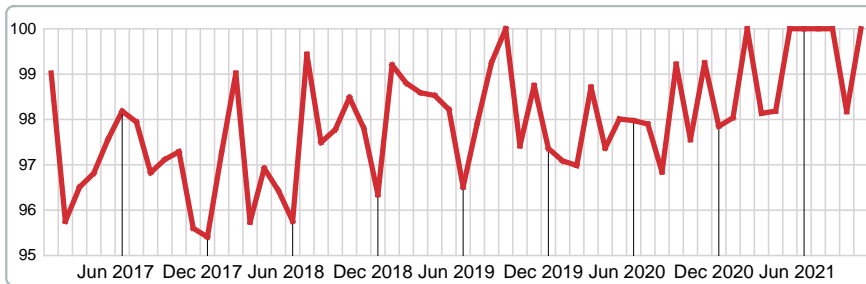
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

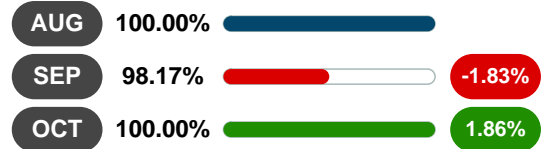


### 3 MONTHS

5 year OCT AVG = 98.15%

High Oct 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr OCT average of **98.15%**



## 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 |
|--|----|------------|---------|----------|---------|--------|---------|
| \$10,000 and less                              | 1  | 1.20%      | 77.52%  | 77.52%   | 0.00%   | 0.00%  | 0.00%   |
| \$10,001 - \$50,000                            | 18 | 21.69%     | 98.00%  | 98.00%   | 0.00%   | 0.00%  | 0.00%   |
| \$50,001 - \$90,000                            | 10 | 12.05%     | 92.75%  | 94.49%   | 90.11%  | 0.00%  | 0.00%   |
| \$90,001 - \$150,000                           | 19 | 22.89%     | 100.00% | 100.00%  | 100.00% | 88.34% | 0.00%   |
| \$150,001 - \$230,000                          | 15 | 18.07%     | 100.00% | 95.00%   | 100.00% | 98.98% | 0.00%   |
| \$230,001 - \$370,000                          | 11 | 13.25%     | 100.00% | 101.18%  | 100.00% | 99.33% | 0.00%   |
| \$370,001 and up                               | 9  | 10.84%     | 98.71%  | 100.00%  | 88.12%  | 97.20% | 0.00%   |
| Median Sold/List Ratio                         |    | 100.00%    |         | 100.00%  | 100.00% | 97.96% | 0.00%   |
| Total Closed Units                             |    | 83         | 100%    | 39       | 33      | 11     |         |
| Total Closed Volume                            |    | 13,685,559 |         | 3.98M    | 6.58M   | 3.13M  | 0.00B   |

# October 2021



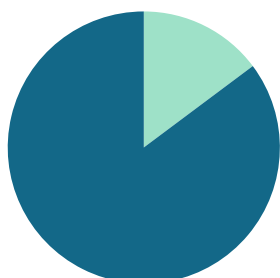
Area Delimited by County Of Cherokee



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

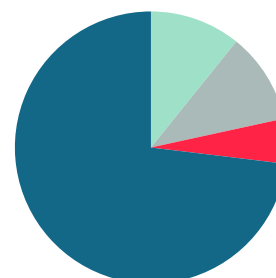


**Inventory**  
 New Listings  
**110 = 14.78%**  
 Start Inventory  
**634**  
 Total Inventory Units  
**744**  
 Volume  
**\$140,076,045**

### Market Activity

Closed Sales  
**83 = 10.79%**  
 Pending Sales  
**83 = 10.79%**  
 Other Off Market  
**41 = 5.33%**  
 Active Inventory  
**562 = 73.08%**

### MARKET ACTIVITY



| Compared Metrics                              | October |         |         | Year to Date |         |         |
|---|---------|---------|---------|--------------|---------|---------|
|   | 2020    | 2021    | +/-%    | 2020         | 2021    | +/-%    |
| Closed Sales                                  | 96      | 83      | -13.54% | 715          | 803     | 12.31%  |
| Pending Sales                                 | 67      | 83      | 23.88%  | 739          | 757     | 2.44%   |
| New Listings                                  | 131     | 110     | -16.03% | 1,861        | 1,337   | -28.16% |
| Median List Price                             | 131,450 | 130,000 | -1.10%  | 121,900      | 130,000 | 6.64%   |
| Median Sale Price                             | 128,750 | 135,000 | 4.85%   | 117,900      | 128,000 | 8.57%   |
| Median Percent of Selling Price to List Price | 97.55%  | 100.00% | 2.51%   | 97.76%       | 100.00% | 2.28%   |
| Median Days on Market to Sale                 | 36.50   | 18.00   | -50.68% | 38.00        | 16.00   | -57.89% |
| Monthly Inventory                             | 844     | 562     | -33.41% | 844          | 562     | -33.41% |
| Months Supply of Inventory                    | 12.29   | 6.98    | -43.20% | 12.29        | 6.98    | -43.20% |

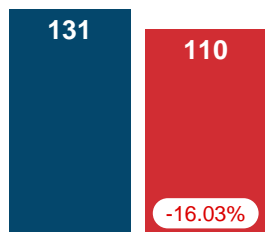
**Absorption:** Last 12 months, an Average of **81** Sales/Month

**Inventory** on October 31, 2021 = **562** 2020 2021

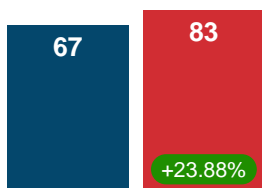
### OCTOBER MARKET

### MEDIAN PRICES

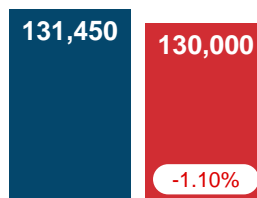
#### New Listings



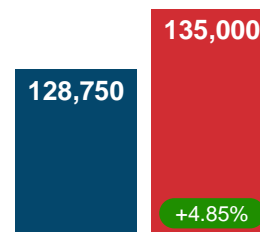
#### Pending Listings



#### List Price



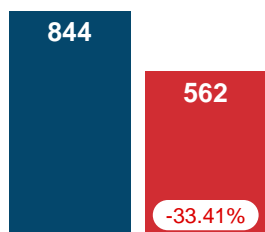
#### Sale Price



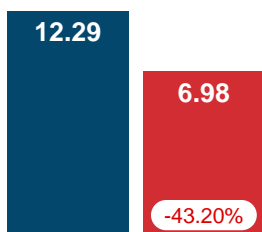
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

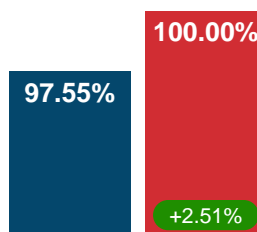
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

