

October 2021

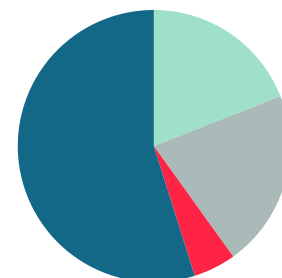
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	111	94	-15.32%
Pending Listings	89	104	16.85%
New Listings	127	120	-5.51%
Average List Price	187,689	233,766	24.55%
Average Sale Price	181,560	229,464	26.38%
Average Percent of Selling Price to List Price	97.57%	98.47%	0.92%
Average Days on Market to Sale	25.86	28.02	8.37%
End of Month Inventory	390	271	-30.51%
Months Supply of Inventory	4.71	2.78	-40.86%



■ Closed (19.03%)
■ Pending (21.05%)
■ Other OffMarket (5.06%)
■ Active (54.86%)

Absorption: Last 12 months, an Average of **97** Sales/Month
Active Inventory as of October 31, 2021 = **271**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **30.51%** to 271 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **2.78** 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 **26.38%** in October 2021 to \$229,464 versus the previous year at \$181,560.

Average Days on Market Lengthens

The average number of **28.02** days that homes spent on the market before selling increased by 2.17 days or **8.37%** in October 2021 compared to last year's same month at **25.86** DOM.

Sales Success for October 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 120 New Listings in October 2021, down **5.51%** from last year at 127. Furthermore, there were 94 Closed Listings this month versus last year at 111, a **-15.32%** decrease.

Closed versus Listed trends yielded a **78.3%** ratio, down from previous year's, October 2020, at **87.4%**, a **10.38%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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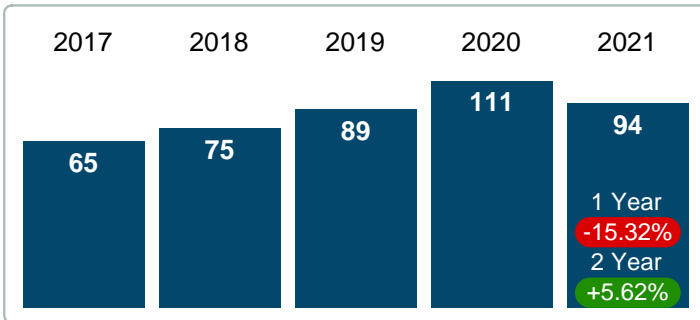
Area Delimited by County Of Creek



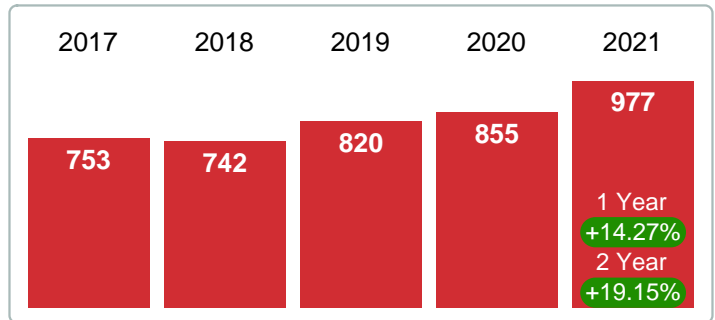
CLOSED LISTINGS

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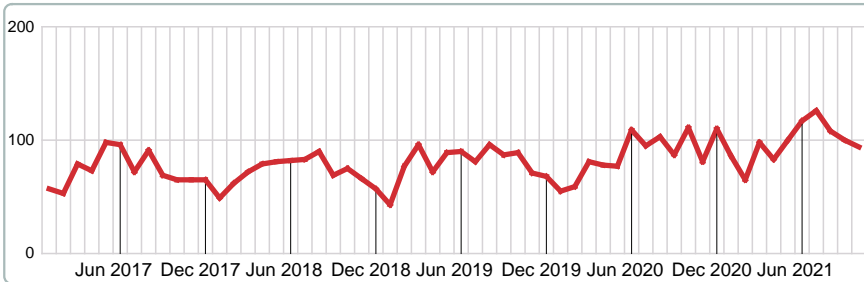
OCTOBER



YEAR TO DATE (YTD)

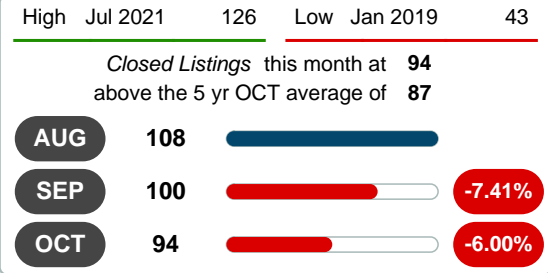


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 87



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	9	9.57%	33.7	6	1	2	0
\$50,001 - \$100,000	11	11.70%	35.9	6	4	1	0
\$100,001 - \$150,000	16	17.02%	25.9	5	11	0	0
\$150,001 - \$225,000	23	24.47%	25.3	5	16	2	0
\$225,001 - \$275,000	12	12.77%	22.4	1	7	4	0
\$275,001 - \$425,000	13	13.83%	16.6	0	8	5	0
\$425,001 and up	10	10.64%	45.3	2	1	5	2
Total Closed Units	94			25	48	19	2
Total Closed Volume	21,569,590	100%	28.0	4.18M	9.95M	6.37M	1.07M
Average Closed Price	\$229,464			\$167,376	\$207,256	\$335,152	\$534,500

October 2021

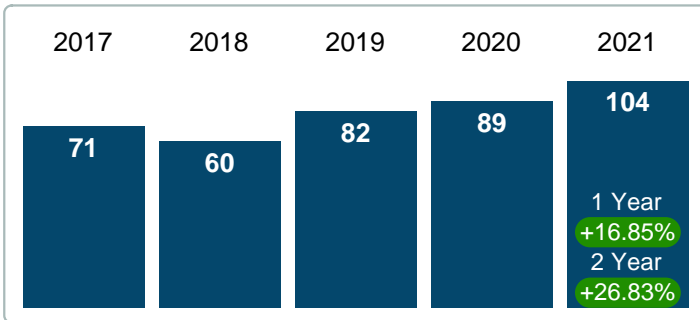
Area Delimited by County Of Creek



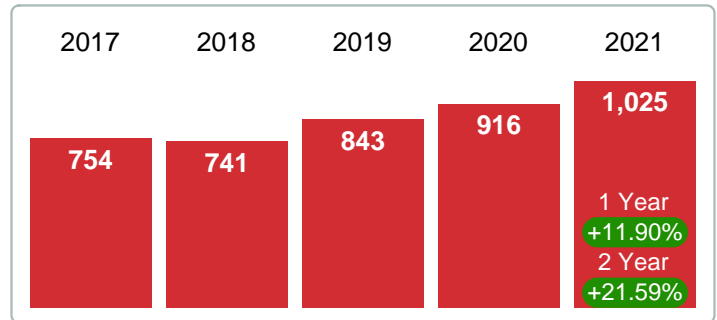
PENDING LISTINGS

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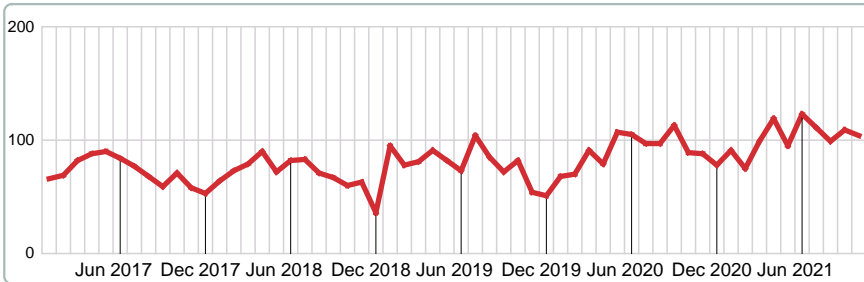
OCTOBER



YEAR TO DATE (YTD)

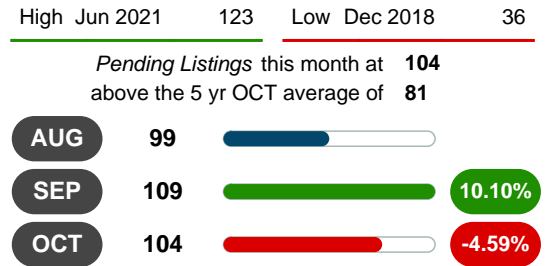


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 81



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	4	3.85%	61.3	4	0	0	0
\$25,001 - \$75,000	15	14.42%	46.4	10	5	0	0
\$75,001 - \$125,000	14	13.46%	12.4	10	4	0	0
\$125,001 - \$175,000	30	28.85%	42.1	10	15	5	0
\$175,001 - \$250,000	19	18.27%	30.2	4	9	6	0
\$250,001 - \$325,000	12	11.54%	47.2	4	3	4	1
\$325,001 and up	10	9.62%	54.2	3	3	3	1
Total Pending Units	104			45	39	18	2
Total Pending Volume	19,570,477	100%	60.4	6.42M	7.30M	5.01M	844.00K
Average Listing Price	\$200,725			\$142,736	\$187,133	\$278,067	\$422,000

October 2021



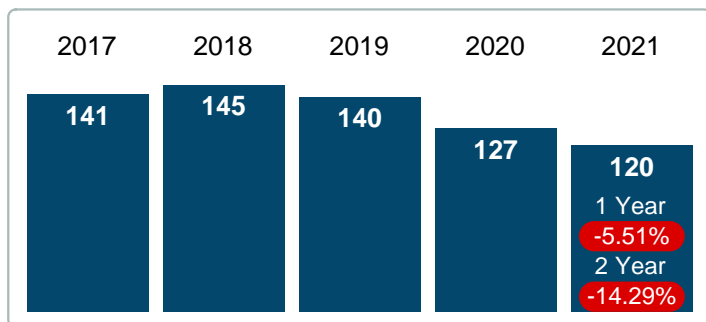
Area Delimited by County Of Creek



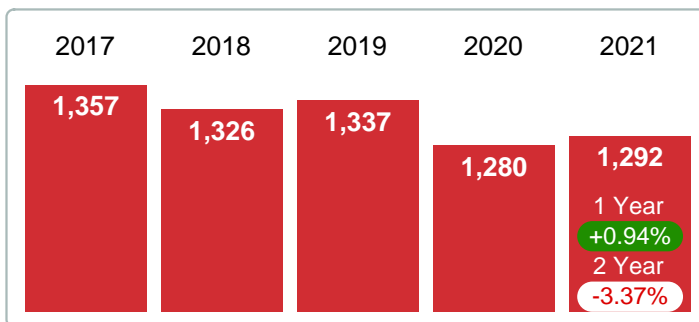
NEW LISTINGS

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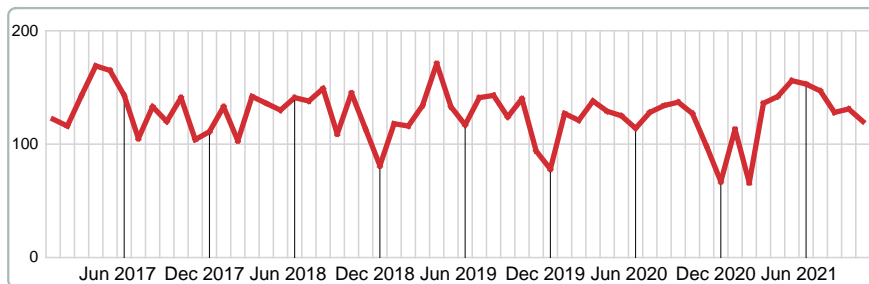
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 135

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 120
 below the 5 yr OCT average of 135



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	10.00%	10	2	0	0
\$30,001 - \$80,000	15	12.50%	10	4	1	0
\$80,001 - \$120,000	22	18.33%	14	7	1	0
\$120,001 - \$200,000	25	20.83%	6	15	4	0
\$200,001 - \$300,000	20	16.67%	6	8	6	0
\$300,001 - \$750,000	16	13.33%	4	5	4	3
\$750,001 and up	10	8.33%	4	2	3	1
Total New Listed Units	120		54	43	19	4
Total New Listed Volume	37,641,044	100%	13.45M	12.74M	7.22M	4.22M
Average New Listed Listing Price	\$120,633		\$249,166	\$296,246	\$380,242	\$1,055,725

October 2021

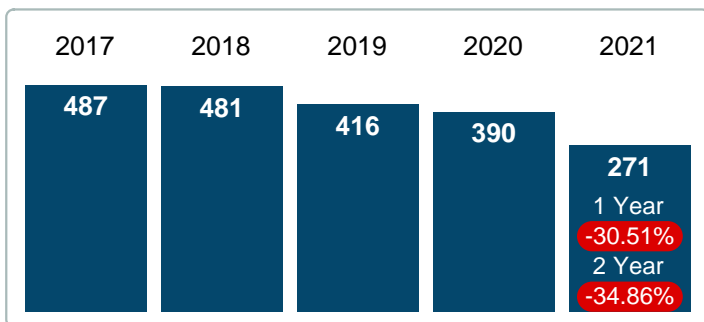
Area Delimited by County Of Creek



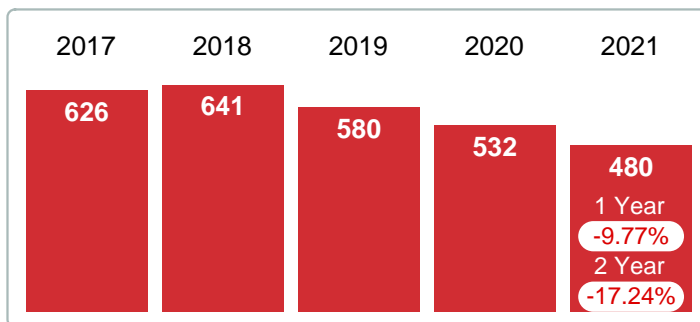
ACTIVE INVENTORY

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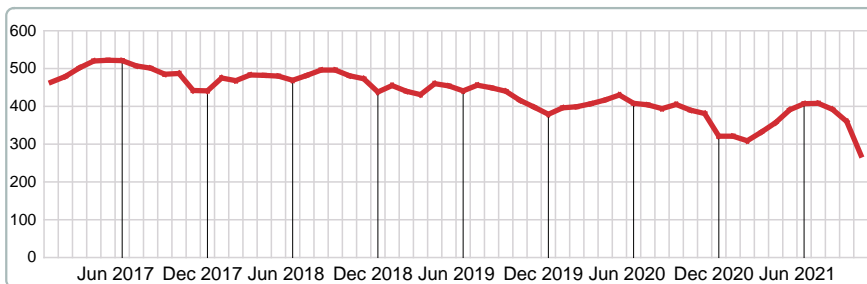
END OF OCTOBER



ACTIVE DURING OCTOBER

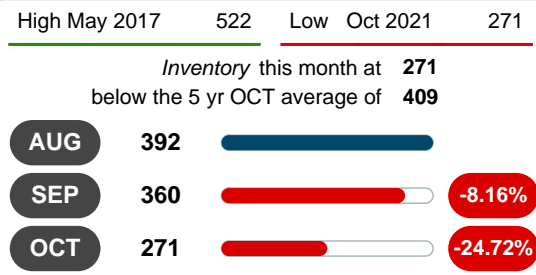


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 409



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	17	6.27%	54.6	15	2	0	0
\$25,001 - \$75,000	41	15.13%	87.8	39	0	2	0
\$75,001 - \$100,000	25	9.23%	74.9	18	4	3	0
\$100,001 - \$200,000	83	30.63%	92.7	49	28	5	1
\$200,001 - \$350,000	46	16.97%	71.7	16	15	14	1
\$350,001 - \$750,000	33	12.18%	82.3	9	9	10	5
\$750,001 and up	26	9.59%	74.3	8	5	8	5
Total Active Inventory by Units	271			154	63	42	12
Total Active Inventory by Volume	85,681,089	100%	81.3	30.65M	21.64M	21.80M	11.59M
Average Active Inventory Listing Price	\$316,166			\$199,029	\$343,506	\$518,979	\$966,058

October 2021



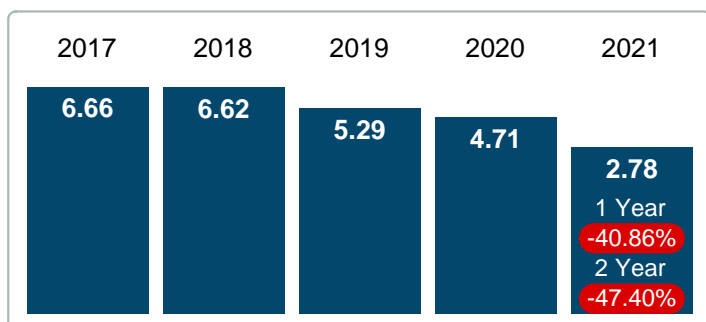
Area Delimited by County Of Creek



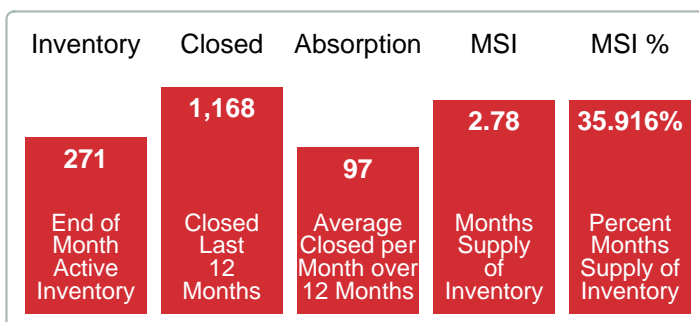
MONTHS SUPPLY of INVENTORY (MSI)

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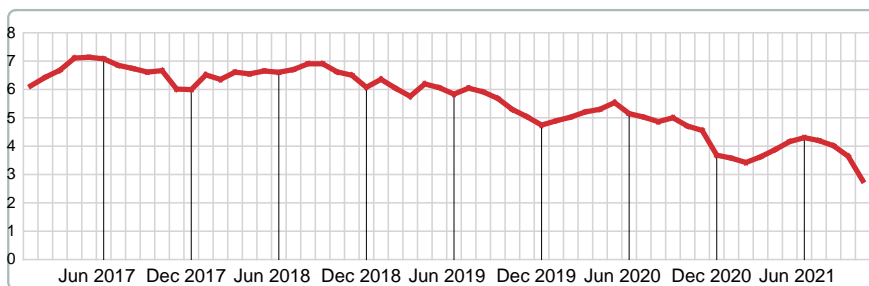
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

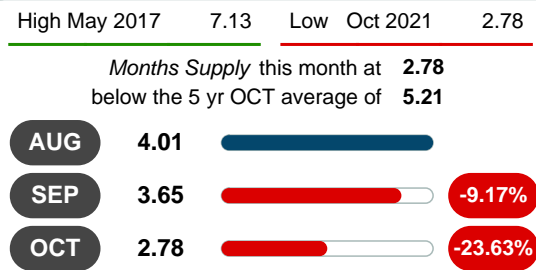


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.21



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	17	6.27%	3.04	4.29	1.09	0.00	0.00
\$25,001 - \$75,000	41	15.13%	3.04	4.11	0.00	2.67	0.00
\$75,001 - \$100,000	25	9.23%	2.83	4.24	1.12	3.27	0.00
\$100,001 - \$200,000	83	30.63%	2.10	6.92	0.94	2.14	3.00
\$200,001 - \$350,000	46	16.97%	2.46	7.11	1.45	2.80	0.92
\$350,001 - \$750,000	33	12.18%	3.33	7.20	3.38	2.73	2.14
\$750,001 and up	26	9.59%	19.50	24.00	30.00	16.00	15.00
Market Supply of Inventory (MSI)			2.78	5.47	1.23	3.13	2.77
Total Active Inventory by Units		100%	271	154	63	42	12

October 2021

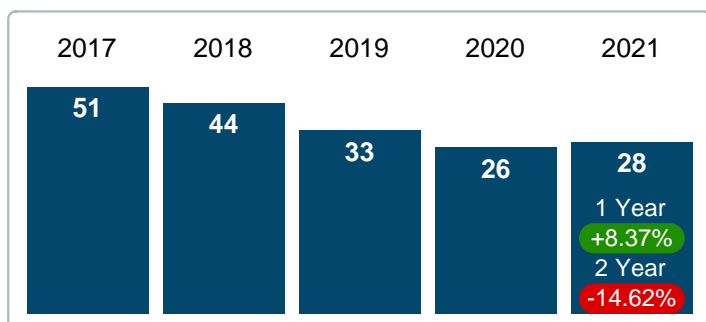
Area Delimited by County Of Creek



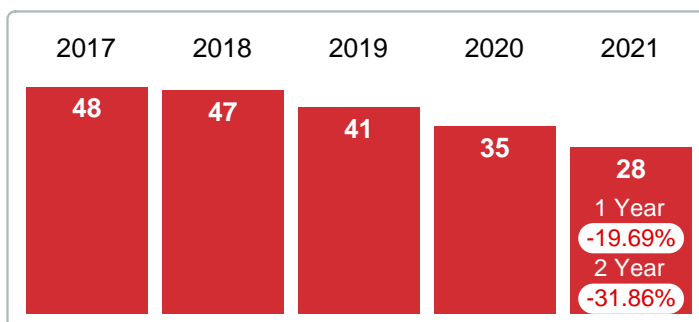
AVERAGE DAYS ON MARKET TO SALE

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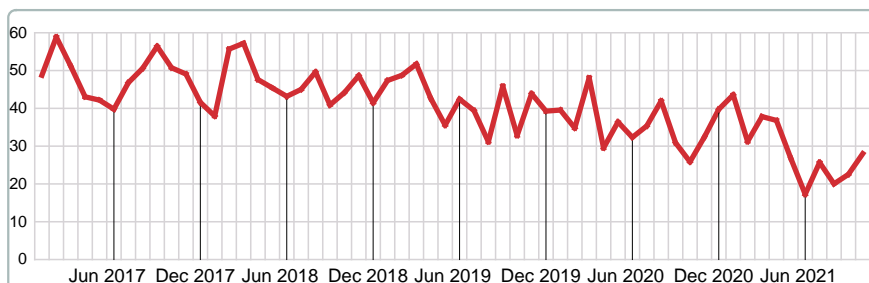
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

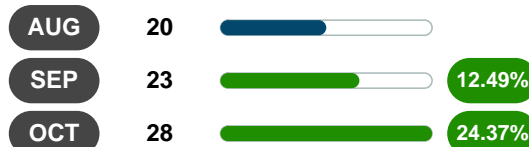


3 MONTHS

5 year OCT AVG = 36

High Feb 2017 59 Low Jun 2021 17

Average Days on Market to Sale this month at 28 below the 5 yr OCT average of 36



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	9.57%	34	40	35	15	0
\$50,001 - \$100,000	11.70%	36	44	32	3	0
\$100,001 - \$150,000	17.02%	26	62	10	0	0
\$150,001 - \$225,000	24.47%	25	80	11	7	0
\$225,001 - \$275,000	12.77%	22	9	20	31	0
\$275,001 - \$425,000	13.83%	17	0	18	14	0
\$425,001 and up	10.64%	45	18	1	58	63
Average Closed DOM		28	50	15	28	63
Total Closed Units	100%	28	25	48	19	2
Total Closed Volume		21,569,590	4.18M	9.95M	6.37M	1.07M

October 2021



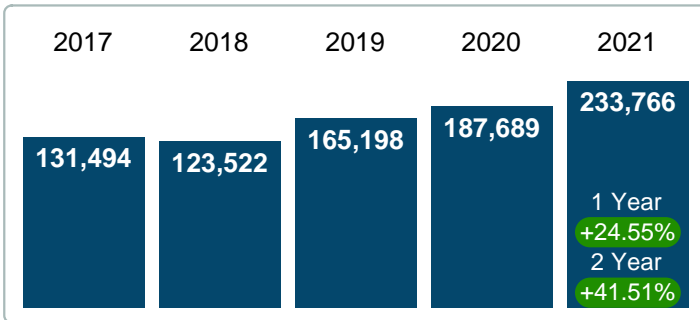
Area Delimited by County Of Creek



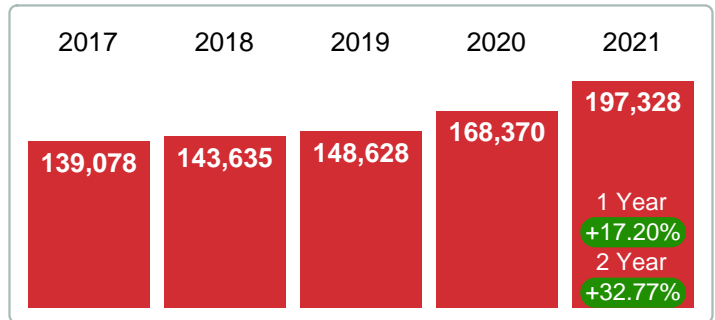
AVERAGE LIST PRICE AT CLOSING

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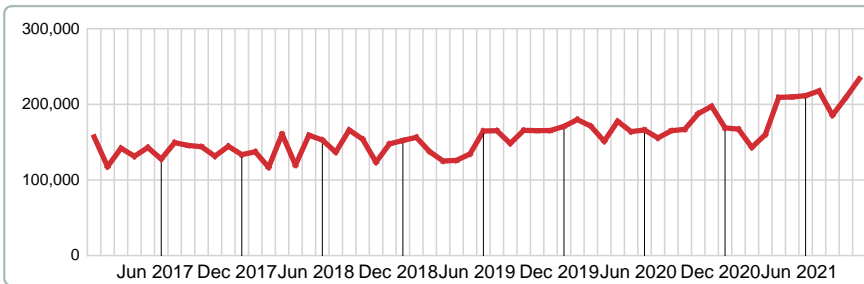
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

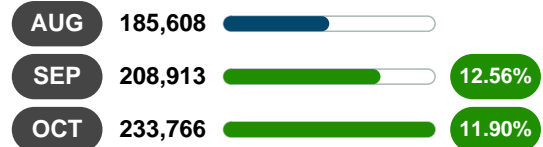


3 MONTHS

5 year OCT AVG = 168,334

High Oct 2021 233,766 Low Feb 2018 116,719

Average List Price at Closing this month at **233,766** above the 5 yr OCT average of **168,334**



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	8.51%	27,774	41,283	1,395	15,048	0
\$50,001 - \$100,000	11.70%	79,609	85,000	79,675	100,000	0
\$100,001 - \$150,000	20.21%	135,611	130,980	138,064	0	0
\$150,001 - \$225,000	20.21%	190,863	205,700	184,094	209,950	0
\$225,001 - \$275,000	15.96%	255,485	275,000	254,426	263,575	0
\$275,001 - \$425,000	12.77%	336,754	0	339,988	313,730	0
\$425,001 and up	10.64%	679,980	857,000	709,900	657,380	544,500
Average List Price		233,766	177,204	208,231	339,992	544,500
Total Closed Units		94	25	48	19	2
Total Closed Volume		21,974,020	4.43M	10.00M	6.46M	1.09M

October 2021



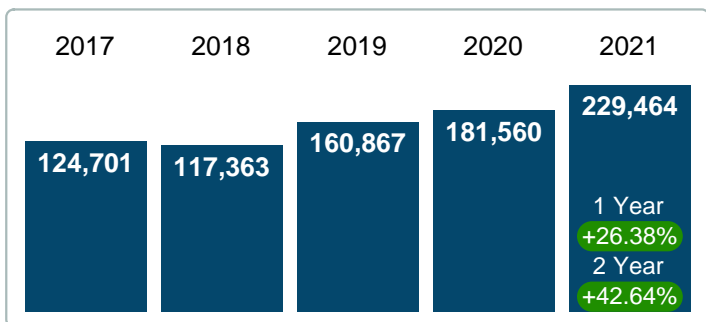
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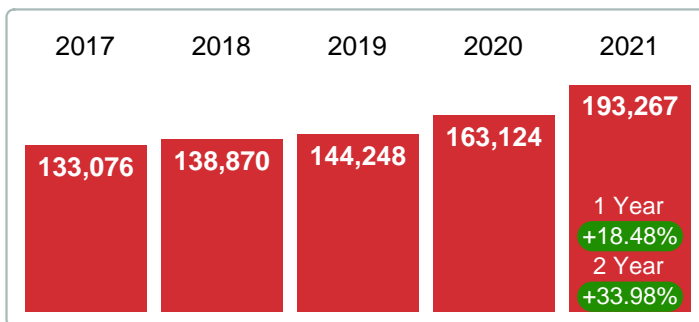
AVERAGE SOLD PRICE AT CLOSING

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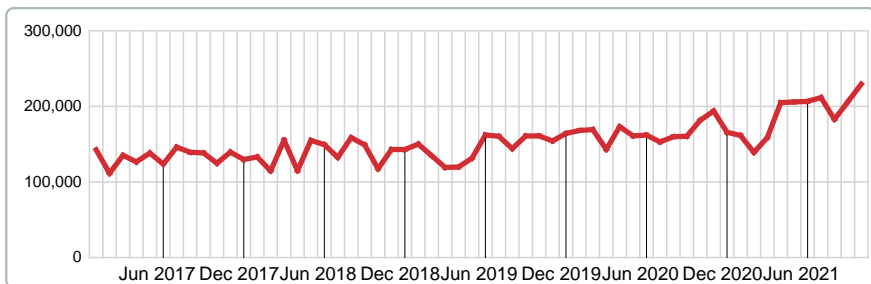
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

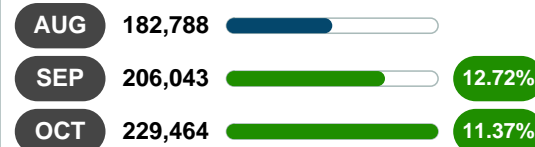


3 MONTHS

5 year OCT AVG = 162,791

High Oct 2021 229,464 Low Feb 2017 111,404

Average Sold Price at Closing this month at **229,464** above the 5 yr OCT average of **162,791**



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	9.57%	28,599	34,650	1,395	24,048	0
\$50,001 - \$100,000	11.70%	82,091	81,167	79,000	100,000	0
\$100,001 - \$150,000	17.02%	133,594	131,100	134,727	0	0
\$150,001 - \$225,000	24.47%	190,022	194,800	185,600	213,450	0
\$225,001 - \$275,000	12.77%	253,492	270,000	250,286	254,975	0
\$275,001 - \$425,000	13.83%	331,946	0	341,913	316,000	0
\$425,001 and up	10.64%	654,400	795,000	692,000	638,600	534,500
Average Sold Price		229,464	167,376	207,256	335,152	534,500
Total Closed Units	100%	229,464	25	48	19	2
Total Closed Volume		21,569,590	4.18M	9.95M	6.37M	1.07M

October 2021



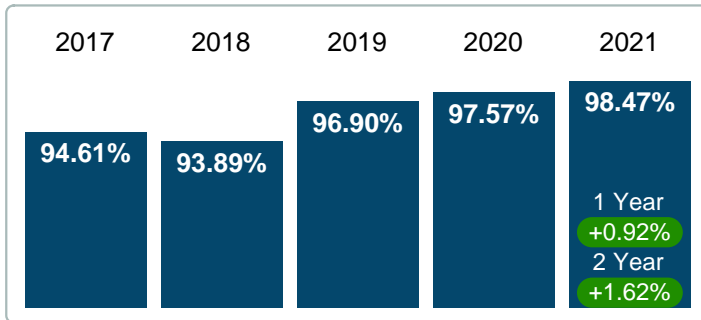
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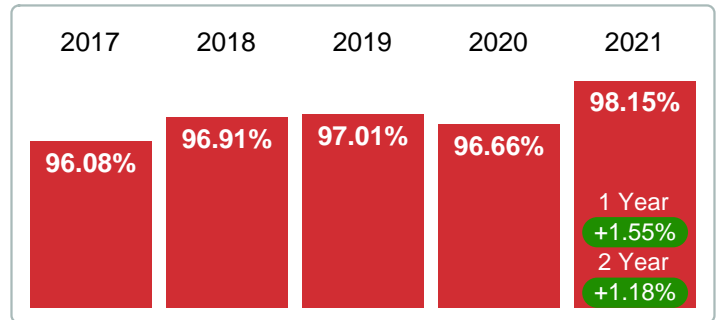
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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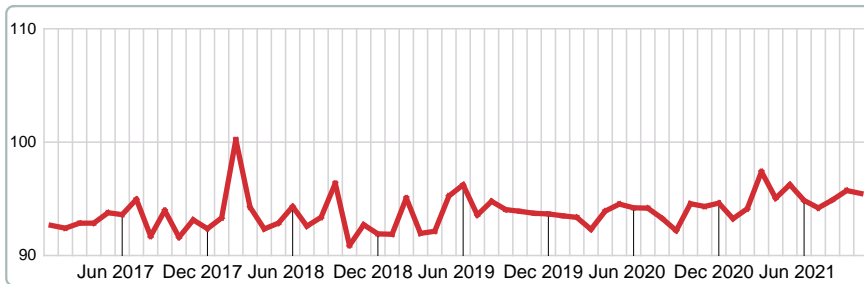
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

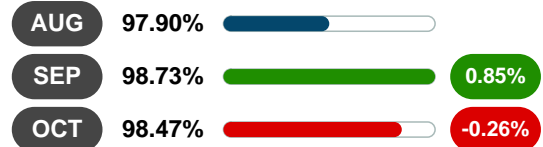


3 MONTHS

5 year OCT AVG = 96.29%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **98.47%**
above the 5 yr OCT average of **96.29%**



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	9	9.57%	96.30%	84.11%	100.00%	131.03%	0.00%
\$50,001 - \$100,000	11	11.70%	96.94%	95.27%	98.68%	100.00%	0.00%
\$100,001 - \$150,000	16	17.02%	98.35%	100.46%	97.39%	0.00%	0.00%
\$150,001 - \$225,000	23	24.47%	99.90%	95.20%	101.15%	101.63%	0.00%
\$225,001 - \$275,000	12	12.77%	97.91%	98.18%	98.41%	96.95%	0.00%
\$275,001 - \$425,000	13	13.83%	100.72%	0.00%	100.53%	101.02%	0.00%
\$425,001 and up	10	10.64%	96.78%	93.41%	97.48%	97.43%	98.16%
Average Sold/List Ratio		98.50%		93.58%	99.48%	102.39%	98.16%
Total Closed Units		94	100%	25	48	19	2
Total Closed Volume		21,569,590		4.18M	9.95M	6.37M	1.07M

October 2021

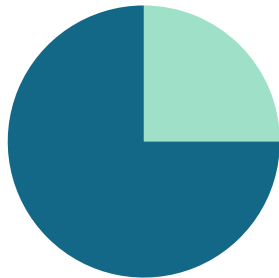
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

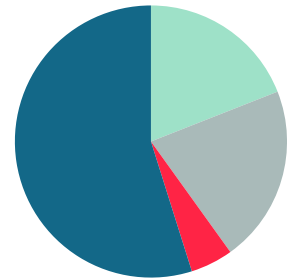


Inventory
 New Listings
120 = 25.00%
 Start Inventory
360
 Total Inventory Units
480
 Volume
\$138,985,694

Market Activity

Closed Sales
94 = 19.03%
 Pending Sales
104 = 21.05%
 Other Off Market
25 = 5.06%
 Active Inventory
271 = 54.86%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	111	94	-15.32%	855	977	14.27%
Pending Sales	89	104	16.85%	916	1,025	11.90%
New Listings	127	120	-5.51%	1,280	1,292	0.94%
Average List Price	187,689	233,766	24.55%	168,370	197,328	17.20%
Average Sale Price	181,560	229,464	26.38%	163,124	193,267	18.48%
Average Percent of Selling Price to List Price	97.57%	98.47%	0.92%	96.66%	98.15%	1.55%
Average Days on Market to Sale	25.86	28.02	8.37%	35.07	28.17	-19.69%
Monthly Inventory	390	271	-30.51%	390	271	-30.51%
Months Supply of Inventory	4.71	2.78	-40.86%	4.71	2.78	-40.86%

Absorption: Last 12 months, an Average of **97** Sales/Month

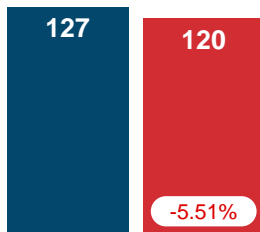
Inventory on October 31, 2021 = **271**

2020 **2021**

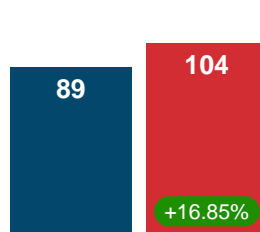
OCTOBER MARKET

AVERAGE PRICES

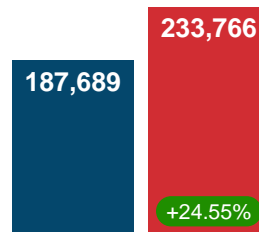
New Listings



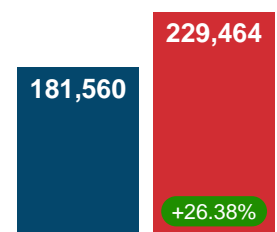
Pending Listings



List Price



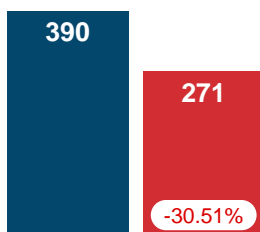
Sale Price



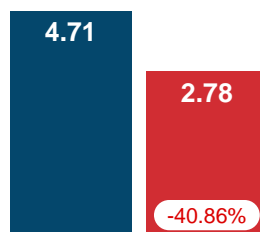
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

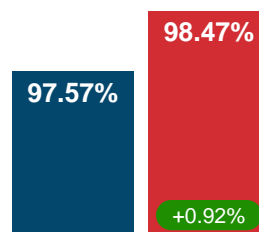
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

