

# October 2021

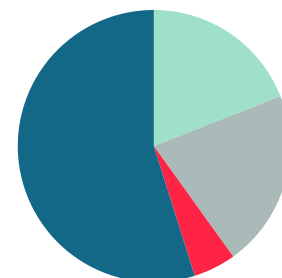
Area Delimited by County Of Creek



## 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%
Median List Price	159,000	189,450	19.15%
Median Sale Price	151,000	187,000	23.84%
Median Percent of Selling Price to List Price	99.34%	100.00%	0.66%
Median Days on Market to Sale	7.00	9.00	28.57%
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.

#### 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 **23.84%** in October 2021 to \$187,000 versus the previous year at \$151,000.

#### Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 2.00 days or **28.57%** in October 2021 compared to last year's same month at **7.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median 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.

### 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

# October 2021



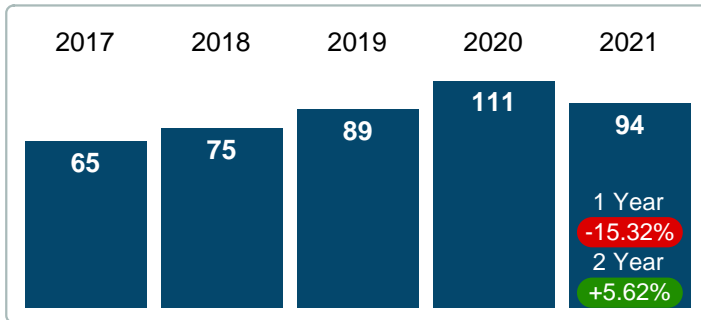
Area Delimited by County Of Creek



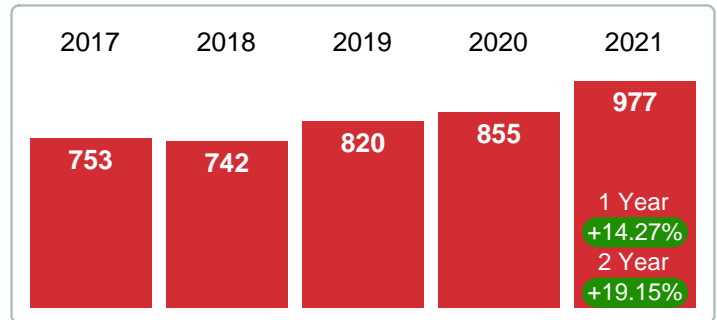
## CLOSED LISTINGS

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

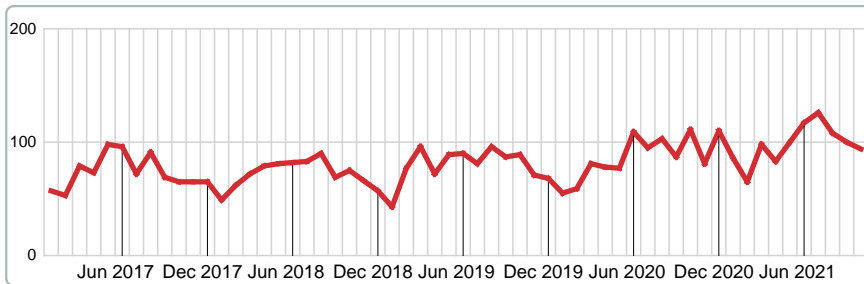
### OCTOBER



### YEAR TO DATE (YTD)

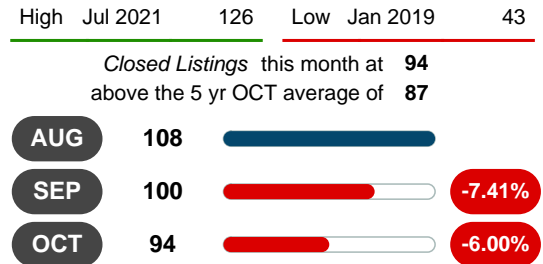


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 87



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.57%	16.0	6	1	2	0
\$50,001 - \$100,000	11	11.70%	20.0	6	4	1	0
\$100,001 - \$150,000	16	17.02%	7.0	5	11	0	0
\$150,001 - \$225,000	23	24.47%	6.0	5	16	2	0
\$225,001 - \$275,000	12	12.77%	9.5	1	7	4	0
\$275,001 - \$425,000	13	13.83%	5.0	0	8	5	0
\$425,001 and up	10	10.64%	24.5	2	1	5	2
<b>Total Closed Units</b>	<b>94</b>			<b>25</b>	<b>48</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>21,569,590</b>	<b>100%</b>	<b>9.0</b>	<b>4.18M</b>	<b>9.95M</b>	<b>6.37M</b>	<b>1.07M</b>
<b>Median Closed Price</b>	<b>\$187,000</b>			<b>\$125,000</b>	<b>\$187,000</b>	<b>\$280,000</b>	<b>\$534,500</b>

# October 2021



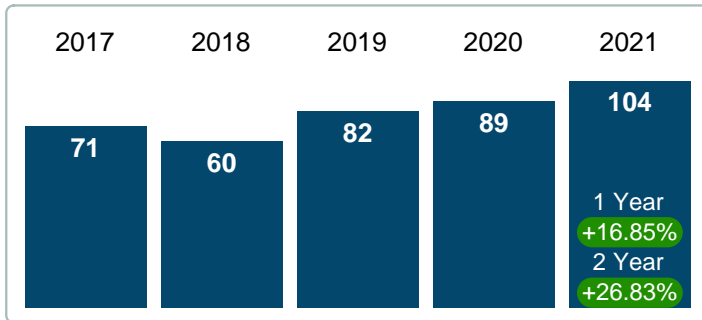
Area Delimited by County Of Creek



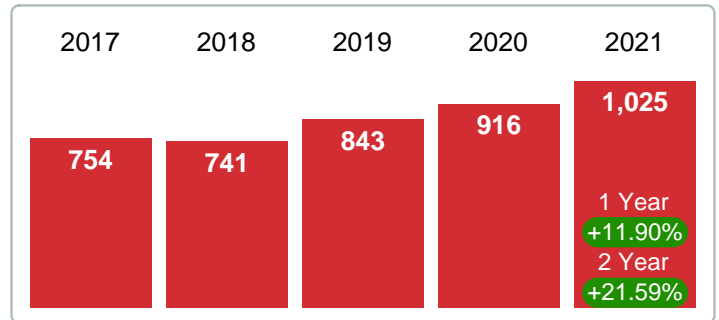
## PENDING LISTINGS

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

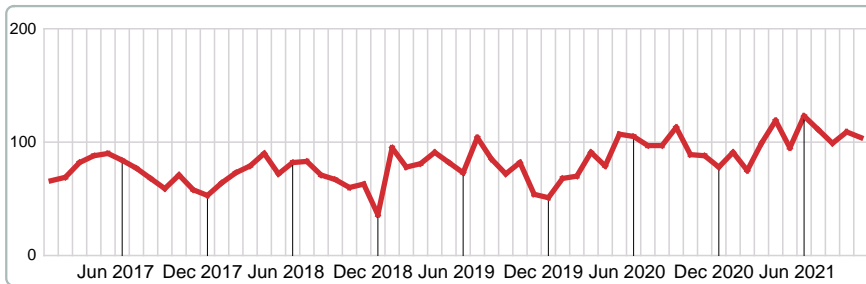
### OCTOBER



### YEAR TO DATE (YTD)

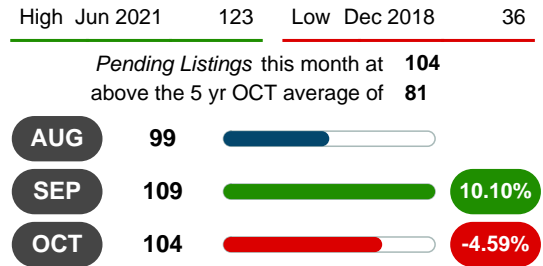


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 81



### 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	4	3.85%	62.0	4	0	0	0
\$25,001 - \$75,000	15	14.42%	11.0	10	5	0	0
\$75,001 - \$125,000	14	13.46%	5.5	10	4	0	0
\$125,001 - \$175,000	30	28.85%	7.5	10	15	5	0
\$175,001 - \$250,000	19	18.27%	25.0	4	9	6	0
\$250,001 - \$325,000	12	11.54%	23.5	4	3	4	1
\$325,001 and up	10	9.62%	51.0	3	3	3	1
<b>Total Pending Units</b>	<b>104</b>			<b>45</b>	<b>39</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,570,477</b>	<b>100%</b>	<b>11.0</b>	<b>6.42M</b>	<b>7.30M</b>	<b>5.01M</b>	<b>844.00K</b>
<b>Median Listing Price</b>	<b>\$159,700</b>			<b>\$119,000</b>	<b>\$159,900</b>	<b>\$229,500</b>	<b>\$422,000</b>

# October 2021



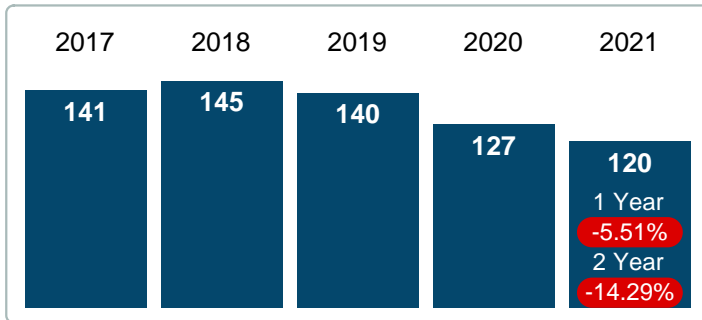
Area Delimited by County Of Creek



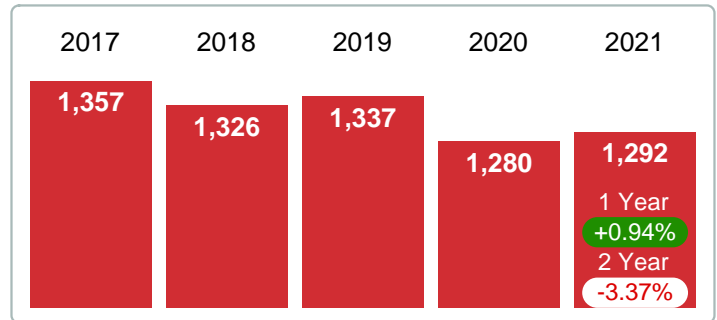
## NEW LISTINGS

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

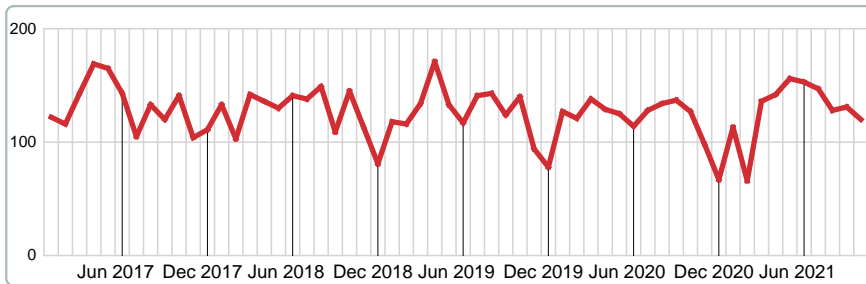
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

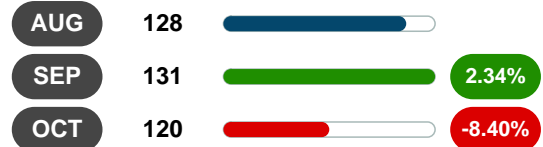


### 3 MONTHS

5 year OCT AVG = 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
\$25,000 and less	9	7.50%	7	2	0	0
\$25,001 - \$75,000	16	13.33%	12	3	1	0
\$75,001 - \$100,000	10	8.33%	8	1	1	0
\$100,001 - \$200,000	39	32.50%	13	22	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
<b>Total New Listed Units</b>	<b>120</b>		<b>54</b>	<b>43</b>	<b>19</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>37,641,044</b>	<b>100%</b>	<b>13.45M</b>	<b>12.74M</b>	<b>7.22M</b>	<b>4.22M</b>
<b>Median New Listed Listing Price</b>	<b>\$156,500</b>		<b>\$105,000</b>	<b>\$159,900</b>	<b>\$259,900</b>	<b>\$599,950</b>

# October 2021

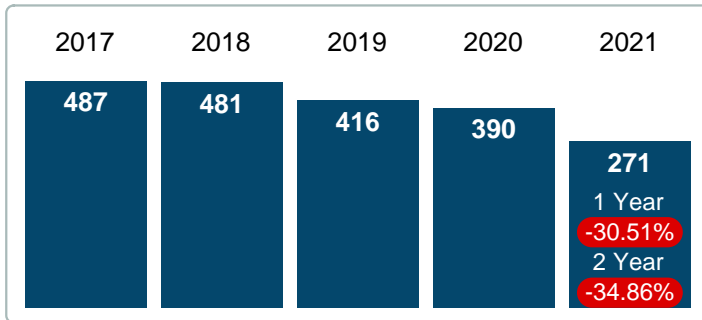
Area Delimited by County Of Creek



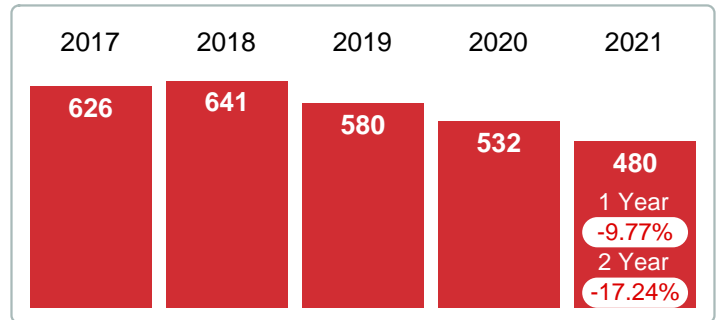
## ACTIVE INVENTORY

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

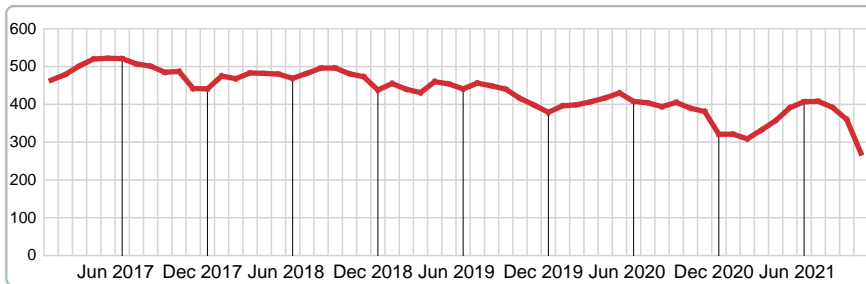
### END OF OCTOBER



### ACTIVE DURING OCTOBER

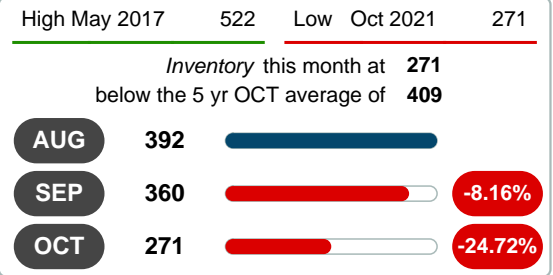


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 409



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	17	6.27%	37.0	15	2	0	0
\$25,001 - \$75,000	41	15.13%	58.0	39	0	2	0
\$75,001 - \$100,000	25	9.23%	41.0	18	4	3	0
\$100,001 - \$200,000	83	30.63%	67.0	49	28	5	1
\$200,001 - \$350,000	46	16.97%	59.5	16	15	14	1
\$350,001 - \$750,000	33	12.18%	83.0	9	9	10	5
\$750,001 and up	26	9.59%	45.0	8	5	8	5
<b>Total Active Inventory by Units</b>	<b>271</b>			<b>154</b>	<b>63</b>	<b>42</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>85,681,089</b>	<b>100%</b>	<b>60.0</b>	<b>30.65M</b>	<b>21.64M</b>	<b>21.80M</b>	<b>11.59M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$160,000</b>			<b>\$117,200</b>	<b>\$175,000</b>	<b>\$332,450</b>	<b>\$599,950</b>

# October 2021



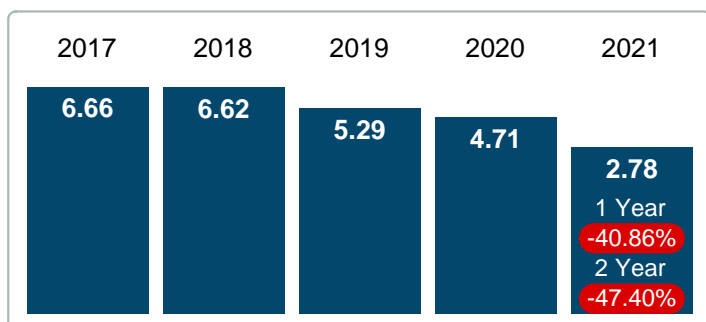
Area Delimited by County Of Creek



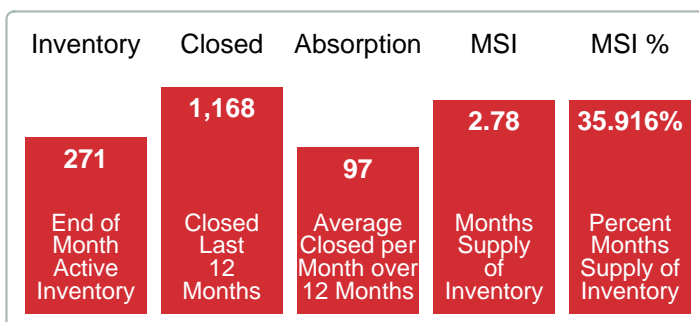
## MONTHS SUPPLY of INVENTORY (MSI)

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

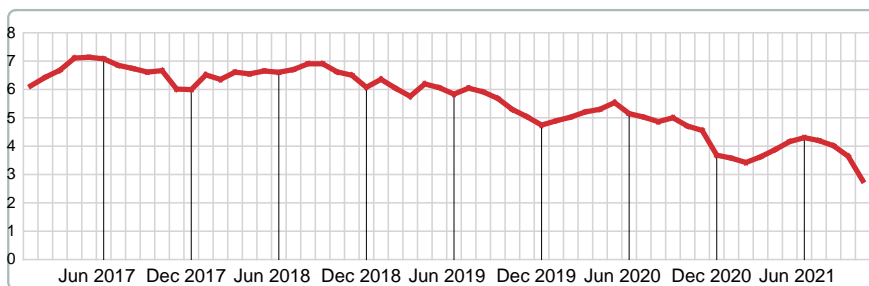
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

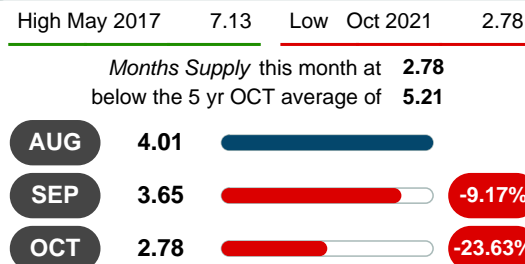


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



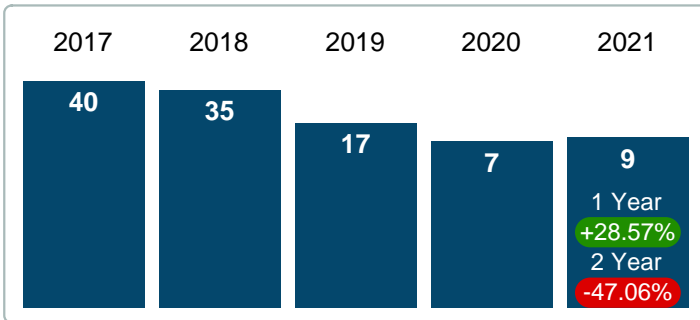
Area Delimited by County Of Creek



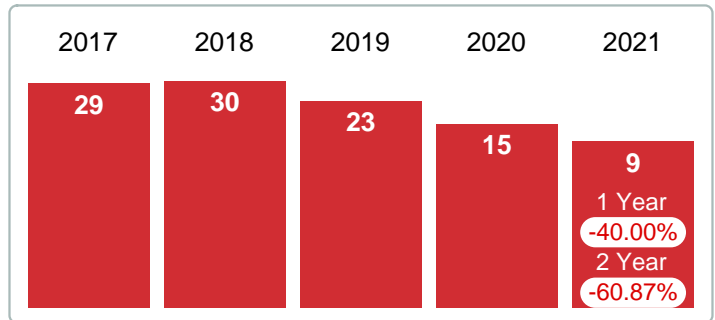
## MEDIAN DAYS ON MARKET TO SALE

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

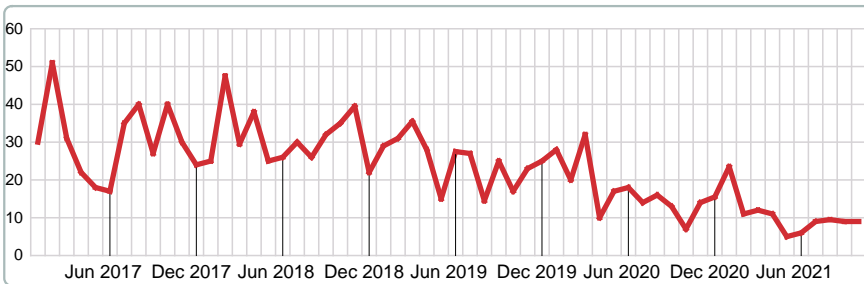
### OCTOBER



### YEAR TO DATE (YTD)

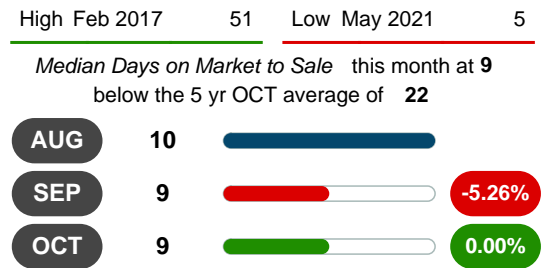


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 22



### 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	9.57%	16	12	35	15	0
\$50,001 - \$100,000	11.70%	20	35	21	3	0
\$100,001 - \$150,000	17.02%	7	39	5	0	0
\$150,001 - \$225,000	24.47%	6	7	5	7	0
\$225,001 - \$275,000	12.77%	10	9	10	23	0
\$275,001 - \$425,000	13.83%	5	0	5	5	0
\$425,001 and up	10.64%	25	18	1	23	63
Median Closed DOM		9	14	7	13	63
Total Closed Units	100%	94	25	48	19	2
Total Closed Volume		21,569,590	4.18M	9.95M	6.37M	1.07M



# October 2021

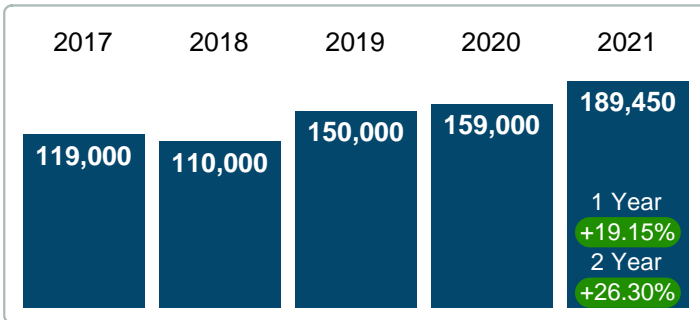
Area Delimited by County Of Creek



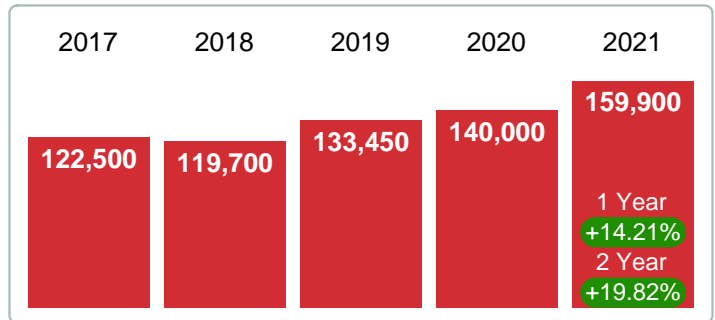
## MEDIAN LIST PRICE AT CLOSING

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

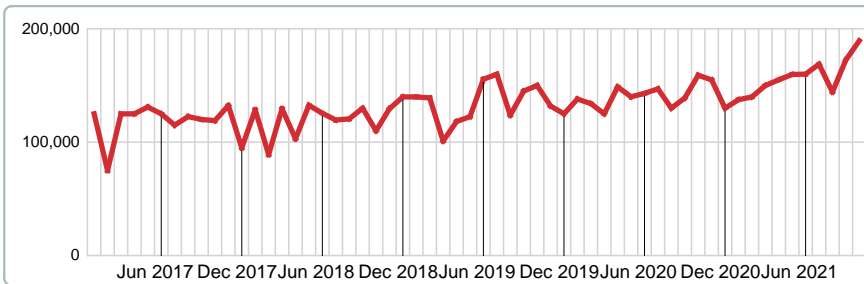
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

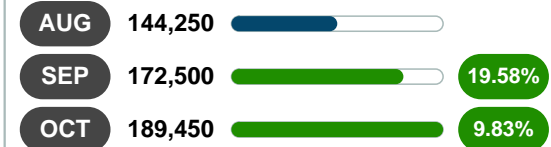


### 3 MONTHS

5 year OCT AVG = 145,490

High Oct 2021 189,450 Low Feb 2017 75,000

Median List Price at Closing this month at **189,450** above the 5 yr OCT average of **145,490**



## 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	8.51%	34,450	39,900	1,395	15,048	0
\$50,001 - \$100,000	11.70%	84,000	77,500	77,000	100,000	0
\$100,001 - \$150,000	20.21%	139,900	127,450	141,500	0	0
\$150,001 - \$225,000	20.21%	189,900	192,500	189,000	209,950	0
\$225,001 - \$275,000	15.96%	250,000	257,250	249,500	267,900	0
\$275,001 - \$425,000	12.77%	332,450	0	332,450	328,125	0
\$425,001 and up	10.64%	622,000	857,000	709,900	695,000	544,500
<b>Median List Price</b>		<b>189,450</b>	<b>115,000</b>	<b>185,500</b>	<b>275,000</b>	<b>544,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>189,450</b>	<b>25</b>	<b>48</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>21,974,020</b>	<b>4.43M</b>	<b>10.00M</b>	<b>6.46M</b>	<b>1.09M</b>



# October 2021



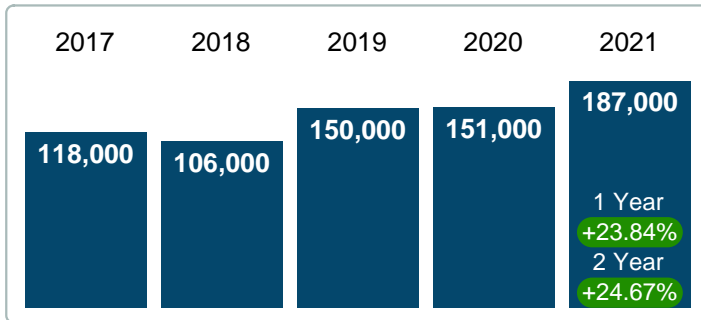
Area Delimited by County Of Creek



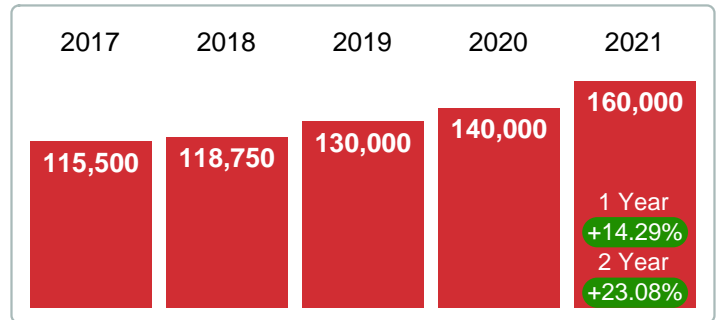
## MEDIAN SOLD PRICE AT CLOSING

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

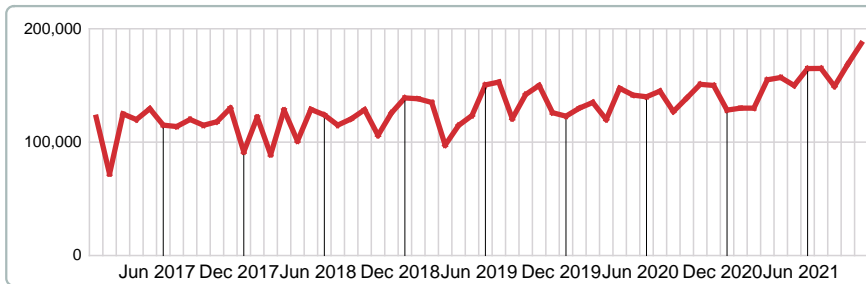
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

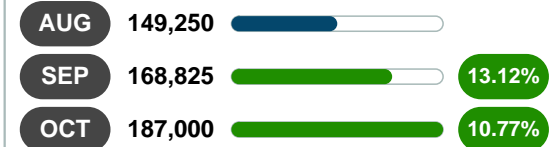


### 3 MONTHS

5 year OCT AVG = 142,400

High Oct 2021 187,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **187,000** above the 5 yr OCT average of **142,400**



### 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	9.57%	29,000	34,450	1,395	24,048	0
\$50,001 - \$100,000	11	11.70%	90,000	90,000	80,500	100,000	0
\$100,001 - \$150,000	16	17.02%	135,000	125,500	135,000	0	0
\$150,001 - \$225,000	23	24.47%	189,000	185,000	187,000	213,450	0
\$225,001 - \$275,000	12	12.77%	250,000	270,000	250,000	254,950	0
\$275,001 - \$425,000	13	13.83%	330,000	0	335,000	315,000	0
\$425,001 and up	10	10.64%	603,000	795,000	692,000	665,000	534,500
Median Sold Price			187,000	125,000	187,000	280,000	534,500
Total Closed Units		100%	187,000	25	48	19	2
Total Closed Volume			21,569,590	4.18M	9.95M	6.37M	1.07M

# October 2021

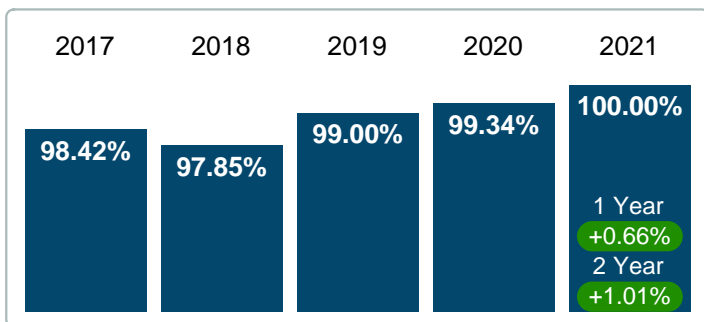
Area Delimited by County Of Creek



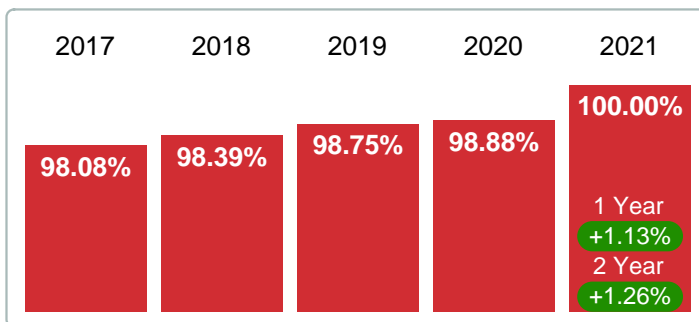
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

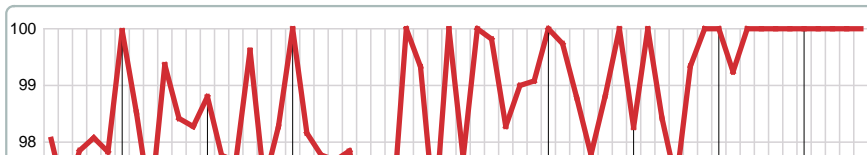
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 98.92%

High Oct 2021 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **98.92%**

AUG 100.00%  
SEP 100.00%  
OCT 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.57%	100.00%	90.16%	100.00%	131.03%	0.00%
\$50,001 - \$100,000	11	11.70%	100.00%	92.42%	100.93%	100.00%	0.00%
\$100,001 - \$150,000	16	17.02%	100.00%	100.00%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	23	24.47%	100.00%	100.00%	101.48%	101.63%	0.00%
\$225,001 - \$275,000	12	12.77%	98.15%	98.18%	98.00%	99.06%	0.00%
\$275,001 - \$425,000	13	13.83%	100.00%	0.00%	99.02%	100.00%	0.00%
\$425,001 and up	10	10.64%	97.02%	93.41%	97.48%	96.55%	98.16%
Median Sold/List Ratio		100.00%		96.43%	100.00%	100.00%	98.16%
Total Closed Units	94	100%	100.00%	25	48	19	2
Total Closed Volume	21,569,590			4.18M	9.95M	6.37M	1.07M

# October 2021

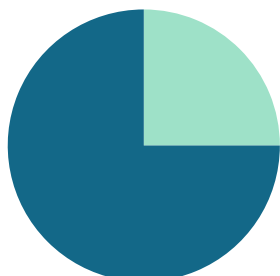
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

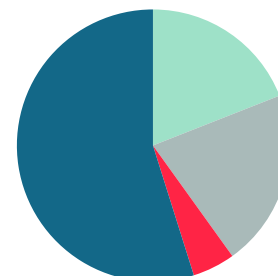


**Inventory**  
 New Listings  
**120 = 25.00%**  
 Start Inventory  
**360**  
 Total Inventory Units  
**480**  
 Volume  
**\$138,985,694**

### 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%
Median List Price	159,000	189,450	19.15%	140,000	159,900	14.21%
Median Sale Price	151,000	187,000	23.84%	140,000	160,000	14.29%
Median Percent of Selling Price to List Price	99.34%	100.00%	0.66%	98.88%	100.00%	1.13%
Median Days on Market to Sale	7.00	9.00	28.57%	15.00	9.00	-40.00%
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

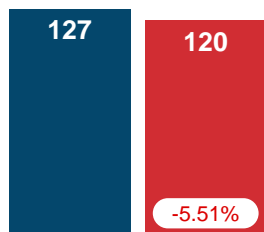
**Inventory** on October 31, 2021 = **271**

**2020** **2021**

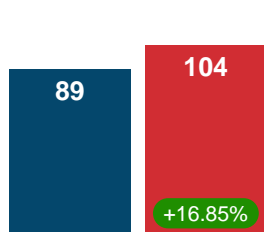
### OCTOBER MARKET

### MEDIAN PRICES

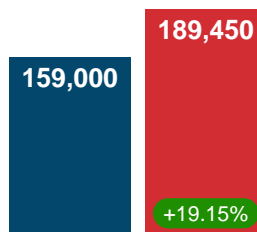
#### New Listings



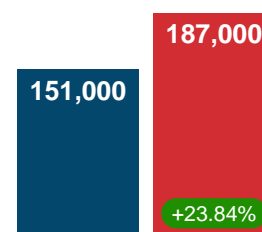
#### Pending Listings



#### List Price



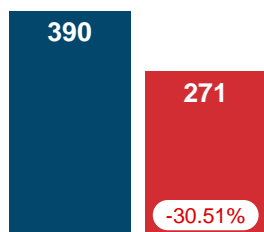
#### Sale Price



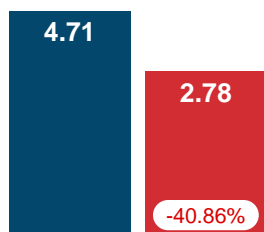
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

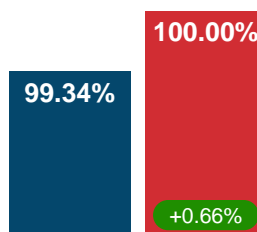
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

