



# September 2021

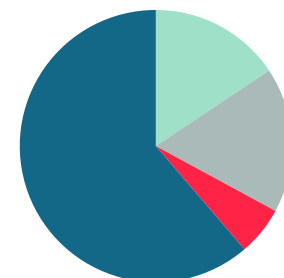
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	135	124	-8.15%
Pending Listings	47	137	191.49%
New Listings	31	155	400.00%
Median List Price	139,500	163,500	17.20%
Median Sale Price	135,000	160,000	18.52%
Median Percent of Selling Price to List Price	98.54%	99.28%	0.75%
Median Days on Market to Sale	77.00	9.00	-88.31%
End of Month Inventory	119	486	308.40%
Months Supply of Inventory	1.42	5.35	278.05%



■ Closed (15.64%)  
■ Pending (17.28%)  
■ Other OffMarket (5.80%)  
■ Active (61.29%)

**Absorption:** Last 12 months, an Average of **91** Sales/Month  
**Active Inventory** as of September 30, 2021 = **486**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **308.40%** to 486 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **5.35** 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 **18.52%** in September 2021 to \$160,000 versus the previous year at \$135,000.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 68.00 days or **88.31%** in September 2021 compared to last year's same month at **77.00** DOM.

#### Sales Success for September 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 155 New Listings in September 2021, up **400.00%** from last year at 31. Furthermore, there were 124 Closed Listings this month versus last year at 135, a **-8.15%** decrease.

Closed versus Listed trends yielded a **80.0%** ratio, down from previous year's, September 2020, at **435.5%**, a **81.63%** 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

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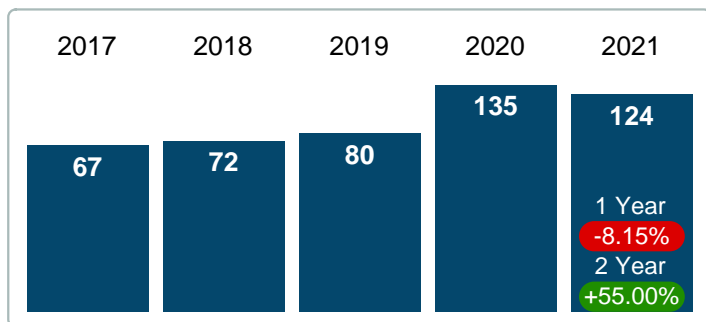
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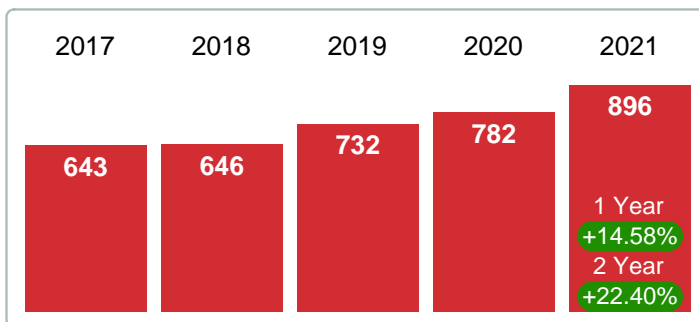
## CLOSED LISTINGS

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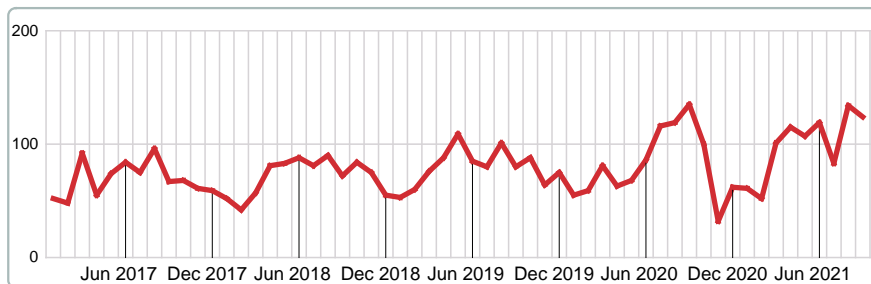
### SEPTEMBER



### YEAR TO DATE (YTD)

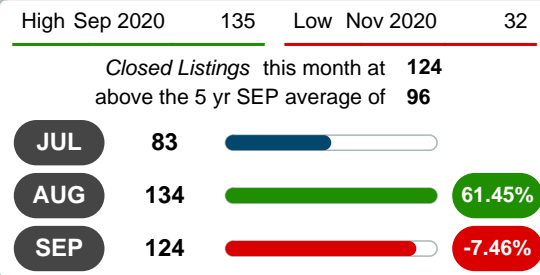


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 96



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	6.45%	32.0	7	1	0	0
\$25,001 - \$75,000	17	13.71%	17.0	11	5	0	1
\$75,001 - \$125,000	24	19.35%	6.0	10	13	1	0
\$125,001 - \$175,000	20	16.13%	10.5	4	12	3	1
\$175,001 - \$225,000	18	14.52%	6.5	1	14	3	0
\$225,001 - \$325,000	21	16.94%	9.0	0	14	6	1
\$325,001 and up	16	12.90%	18.0	4	5	6	1
<b>Total Closed Units</b>	<b>124</b>			<b>37</b>	<b>64</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>22,695,640</b>	<b>100%</b>	<b>9.0</b>	<b>4.50M</b>	<b>11.70M</b>	<b>5.45M</b>	<b>1.05M</b>
<b>Median Closed Price</b>	<b>\$160,000</b>			<b>\$76,000</b>	<b>\$180,000</b>	<b>\$250,000</b>	<b>\$245,500</b>



# September 2021

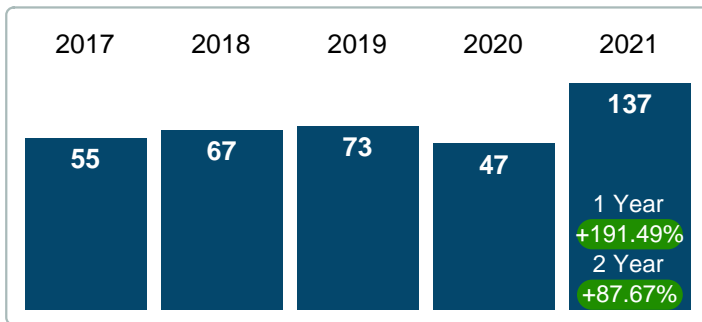
Area Delimited by Counties Carter, Love, Murray



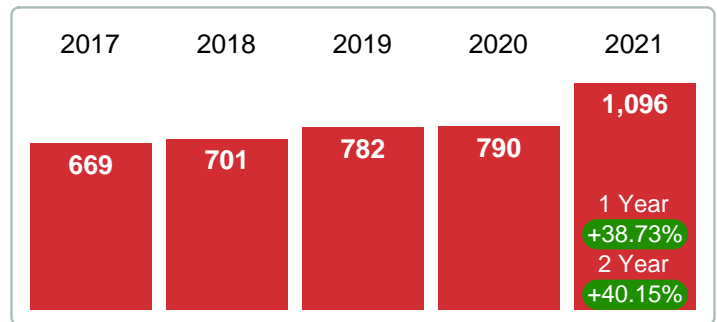
## PENDING LISTINGS

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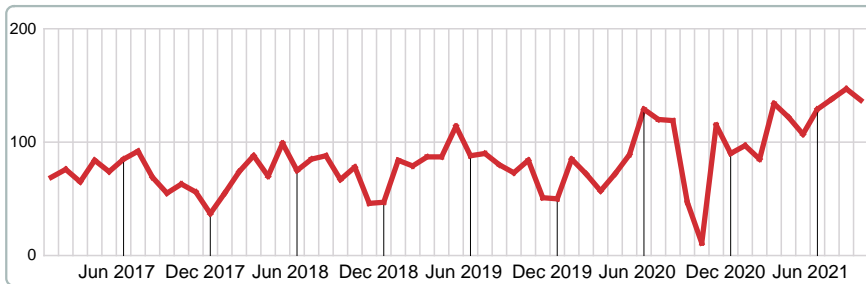
### SEPTEMBER



### YEAR TO DATE (YTD)

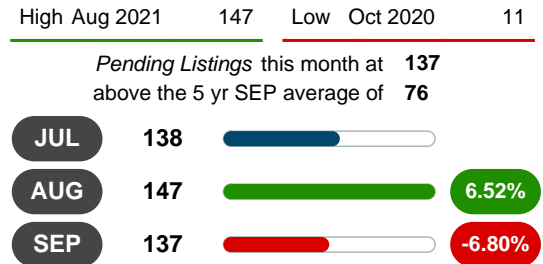


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 76



### 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	7	5.11%	172.0	6	1	0	0
\$20,001 - \$40,000	19	13.87%	96.0	14	5	0	0
\$40,001 - \$110,000	25	18.25%	38.0	20	5	0	0
\$110,001 - \$180,000	31	22.63%	35.0	9	15	6	1
\$180,001 - \$280,000	24	17.52%	24.5	5	16	2	1
\$280,001 - \$480,000	17	12.41%	10.0	3	7	6	1
\$480,001 and up	14	10.22%	30.0	5	6	2	1
<b>Total Pending Units</b>	<b>137</b>			<b>62</b>	<b>55</b>	<b>16</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>27,718,050</b>	<b>100%</b>	<b>31.0</b>	<b>8.67M</b>	<b>12.71M</b>	<b>4.60M</b>	<b>1.73M</b>
<b>Median Listing Price</b>	<b>\$150,000</b>			<b>\$58,950</b>	<b>\$185,000</b>	<b>\$262,000</b>	<b>\$354,950</b>



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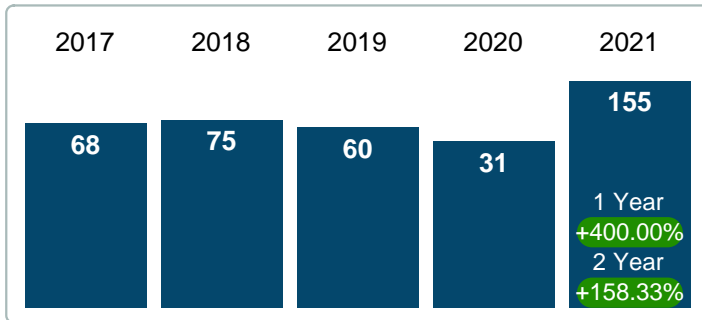
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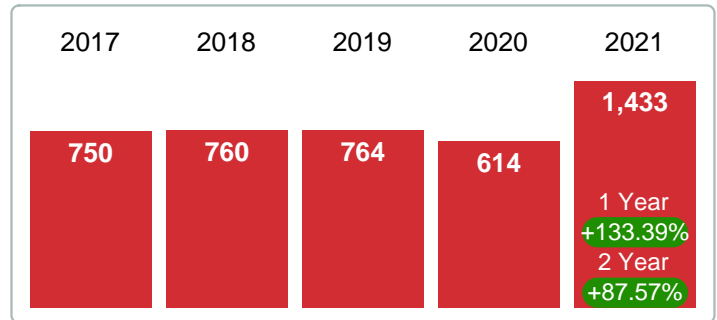
## NEW LISTINGS

Report produced on Oct 12, 2021 for MLS Technology Inc.

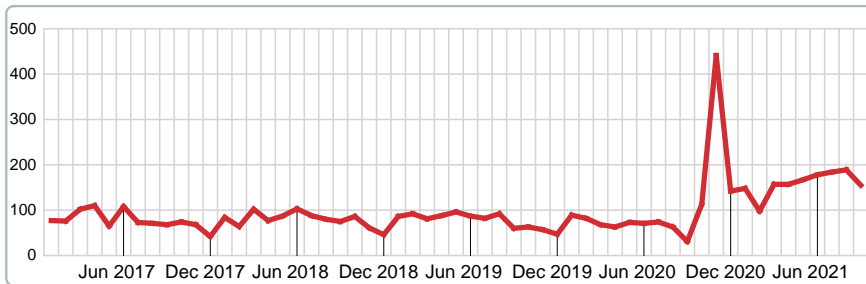
### SEPTEMBER



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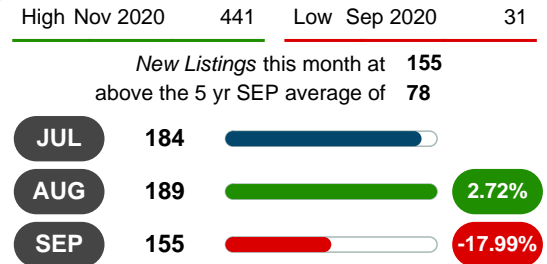


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 78



### 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	3	1.94%	2	1	0	0
\$25,001 - \$50,000	24	15.48%	21	2	0	1
\$50,001 - \$125,000	31	20.00%	18	13	0	0
\$125,001 - \$200,000	35	22.58%	13	21	1	0
\$200,001 - \$350,000	28	18.06%	13	11	4	0
\$350,001 - \$575,000	17	10.97%	2	10	5	0
\$575,001 and up	17	10.97%	6	3	6	2
<b>Total New Listed Units</b>	<b>155</b>		<b>75</b>	<b>61</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>45,336,799</b>	<b>100%</b>	<b>13.89M</b>	<b>14.40M</b>	<b>14.30M</b>	<b>2.74M</b>
<b>Median New Listed Listing Price</b>	<b>\$165,000</b>		<b>\$120,000</b>	<b>\$175,000</b>	<b>\$417,500</b>	<b>\$899,000</b>

# September 2021



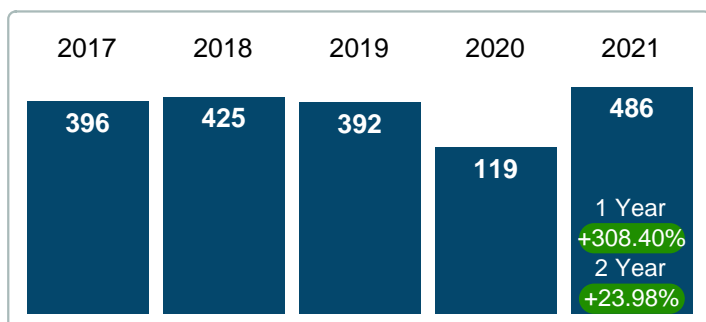
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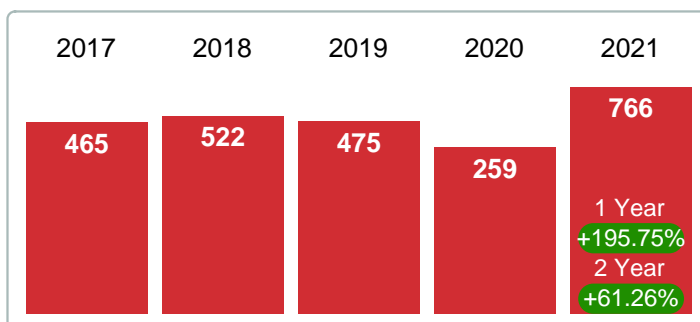
## ACTIVE INVENTORY

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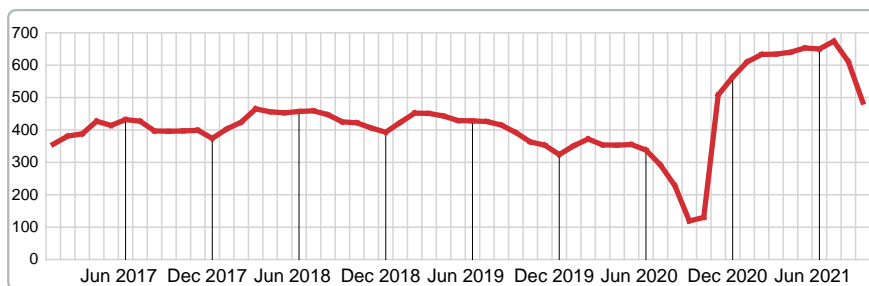
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

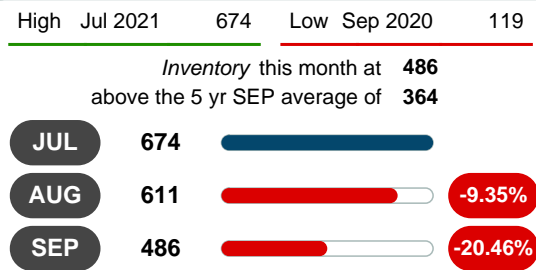


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 364



### 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%	30.0	0	0	0	0
\$1-\$25,000	56	11.52%	316.0	54	2	0	0
\$25,001-\$100,000	119	24.49%	78.0	96	18	4	1
\$100,001-\$250,000	135	27.78%	57.0	71	54	9	1
\$250,001-\$400,000	64	13.17%	86.0	30	18	13	3
\$400,001-\$875,000	63	12.96%	72.0	33	15	12	3
\$875,001 and up	49	10.08%	139.0	33	5	5	6
<b>Total Active Inventory by Units</b>	<b>486</b>			<b>317</b>	<b>112</b>	<b>43</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>178,732,271</b>	<b>100%</b>	<b>83.5</b>	<b>110.81M</b>	<b>31.10M</b>	<b>25.51M</b>	<b>11.31M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$167,000</b>			<b>\$119,900</b>	<b>\$183,750</b>	<b>\$350,000</b>	<b>\$727,000</b>

# September 2021



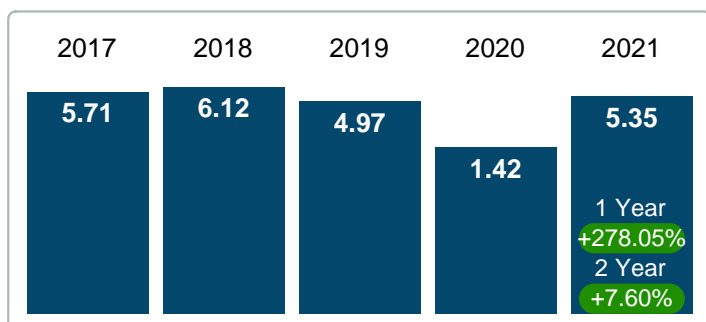
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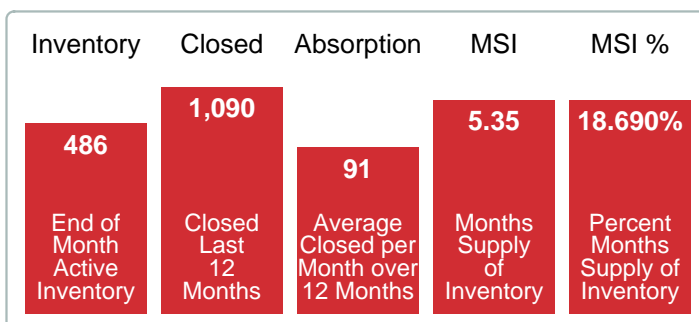
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Oct 12, 2021 for MLS Technology Inc.

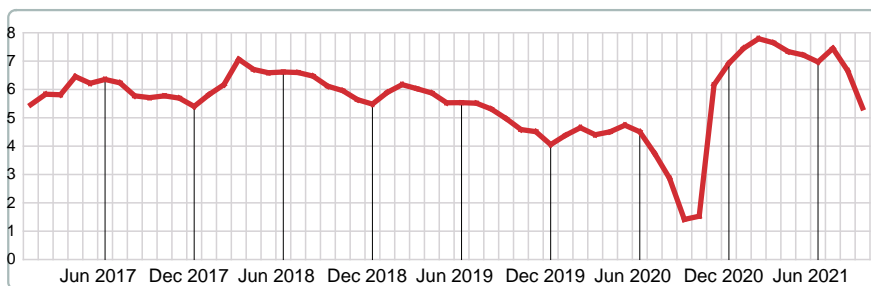
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

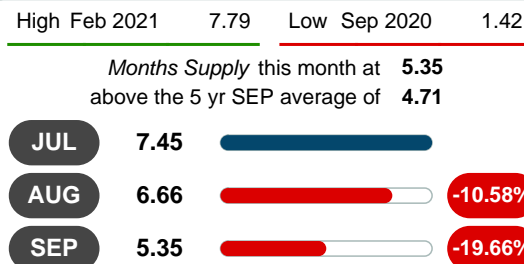


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 4.71



### 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	56	11.52%	12.22	13.50	3.43	0.00	0.00
\$25,001-\$100,000	119	24.49%	5.29	7.53	2.10	4.36	4.00
\$100,001-\$250,000	135	27.78%	3.21	7.54	2.16	1.32	1.33
\$250,001-\$400,000	64	13.17%	4.24	11.25	2.77	2.40	6.00
\$400,001-\$875,000	63	12.96%	11.63	24.75	13.85	5.14	4.50
\$875,001 and up	49	10.08%	39.20	36.00	60.00	60.00	36.00
Market Supply of Inventory (MSI)	5.35			10.20	2.68	2.76	6.00
Total Active Inventory by Units	486	100%	5.35	317	112	43	14

# September 2021



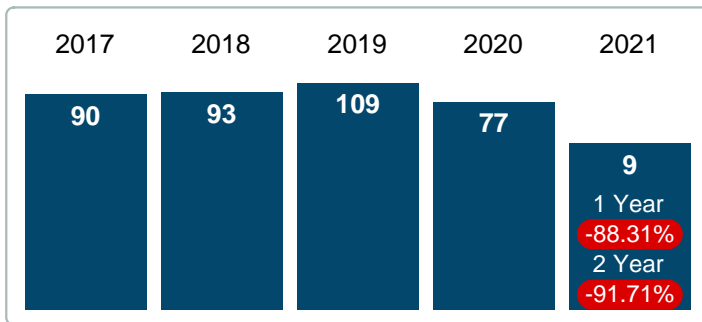
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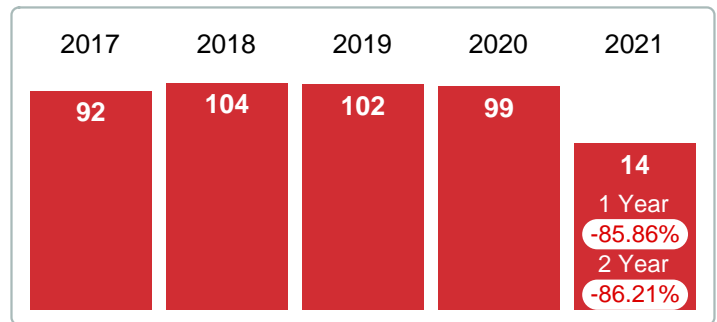
## MEDIAN DAYS ON MARKET TO SALE

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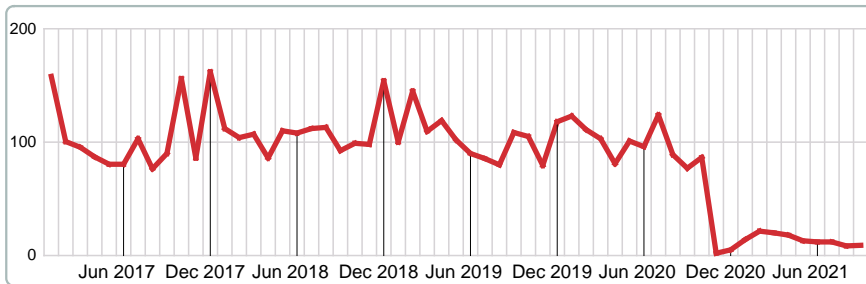
### SEPTEMBER



### YEAR TO DATE (YTD)

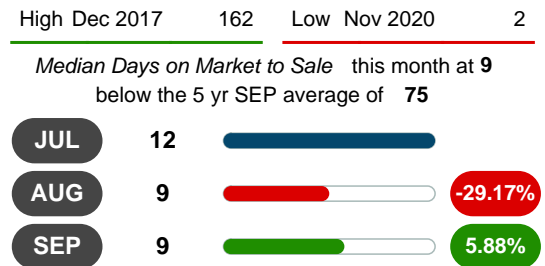


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 75



### 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
\$25,000 and less	8	6.45%	32	29	46	0	0
\$25,001 - \$75,000	17	13.71%	17	23	5	0	17
\$75,001 - \$125,000	24	19.35%	6	4	9	18	0
\$125,001 - \$175,000	20	16.13%	11	70	4	6	211
\$175,001 - \$225,000	18	14.52%	7	15	5	33	0
\$225,001 - \$325,000	21	16.94%	9	0	9	27	5
\$325,001 and up	16	12.90%	18	11	4	18	52
Median Closed DOM	9		9.0	16	6	20	35
Total Closed Units	124	100%	9.0	37	64	19	4
Total Closed Volume	22,695,640			4.50M	11.70M	5.45M	1.05M

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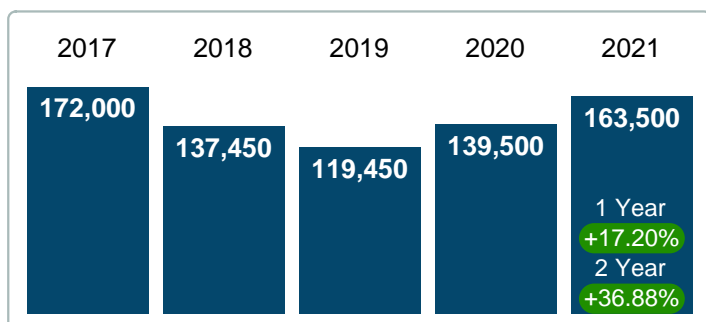
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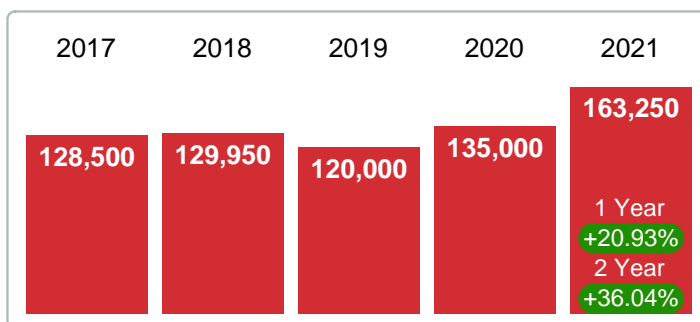
## MEDIAN LIST PRICE AT CLOSING

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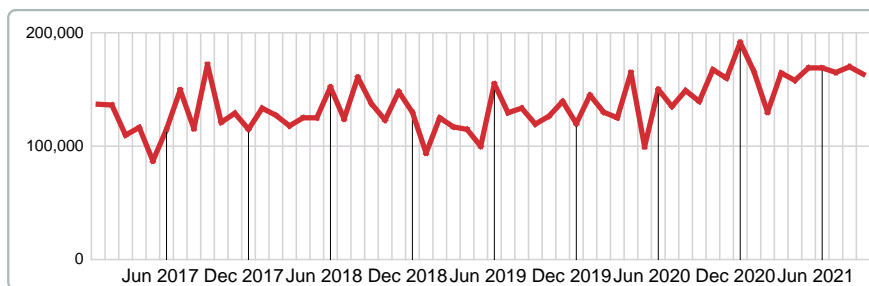
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

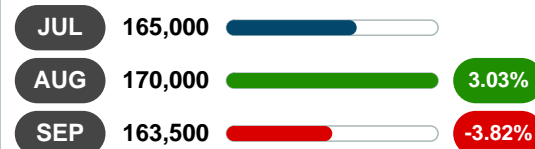


### 3 MONTHS

5 year SEP AVG = 146,380

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

Median List Price at Closing this month at **163,500**  
above the 5 yr SEP average of **146,380**



### 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
\$25,000 and less	8	6.45%	22,450	24,900	15,000	0	0
\$25,001 - \$75,000	15	12.10%	49,900	43,950	54,000	0	0
\$75,001 - \$125,000	22	17.74%	97,450	95,000	101,950	0	89,000
\$125,001 - \$175,000	22	17.74%	158,500	161,800	159,000	145,000	175,000
\$175,001 - \$225,000	15	12.10%	195,000	189,900	196,500	0	0
\$225,001 - \$325,000	26	20.97%	249,000	230,000	246,950	254,450	299,000
\$325,001 and up	16	12.90%	407,450	656,500	342,500	407,450	495,000
Median List Price			163,500	89,000	182,500	259,900	237,000
Total Closed Units		100%	163,500	37	64	19	4
Total Closed Volume			23,839,699	5.18M	11.99M	5.61M	1.06M





# September 2021

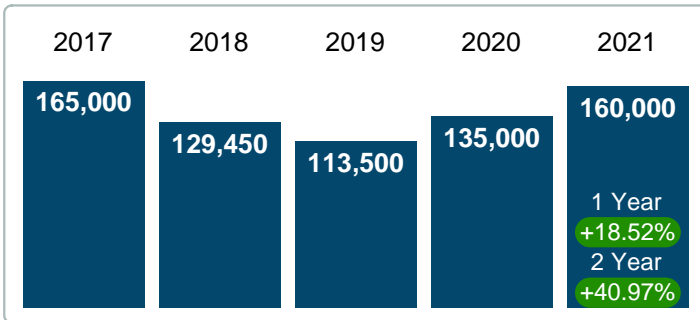
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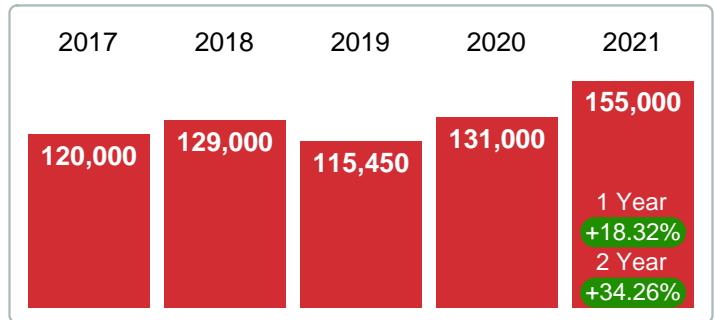
## MEDIAN SOLD PRICE AT CLOSING

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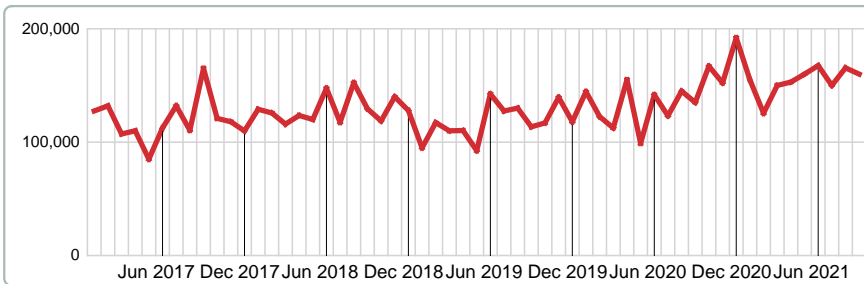
### SEPTEMBER



### YEAR TO DATE (YTD)

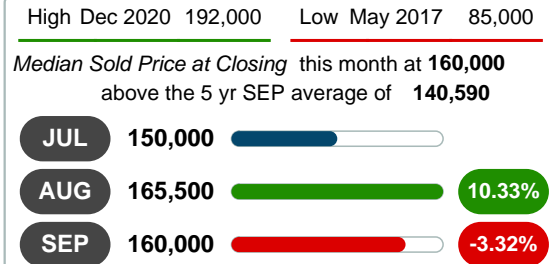


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 140,590



### 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
\$25,000 and less	8	6.45%	18,500	20,000	12,000	0	0
\$25,001 - \$75,000	17	13.71%	49,900	46,000	52,000	0	75,000
\$75,001 - \$125,000	24	19.35%	105,000	91,325	106,000	124,000	0
\$125,001 - \$175,000	20	16.13%	154,500	168,850	154,500	139,000	175,000
\$175,001 - \$225,000	18	14.52%	199,250	179,000	199,250	205,000	0
\$225,001 - \$325,000	21	16.94%	245,000	0	240,950	270,500	316,000
\$325,001 and up	16	12.90%	405,775	467,500	335,000	405,775	480,000
Median Sold Price			160,000	76,000	180,000	250,000	245,500
Total Closed Units		100%	124	37	64	19	4
Total Closed Volume			22,695,640	4.50M	11.70M	5.45M	1.05M

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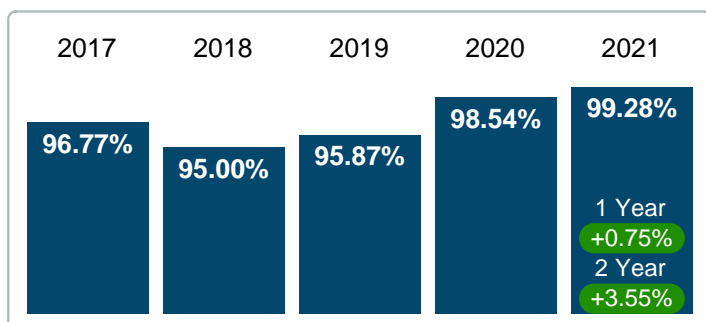
Area Delimited by Counties Carter, Love, Murray



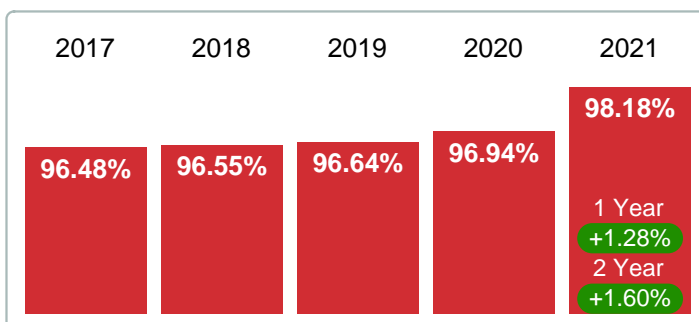
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 12, 2021 for MLS Technology Inc.

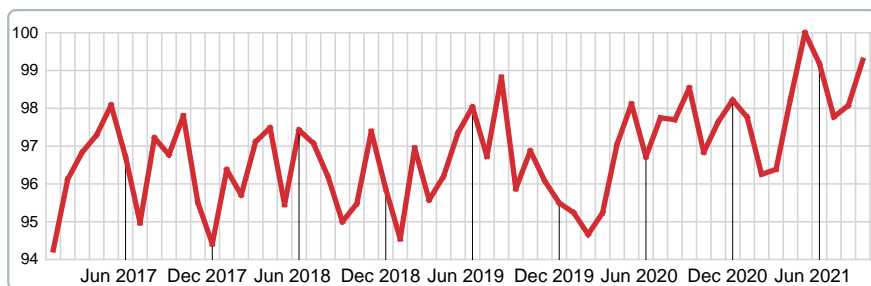
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

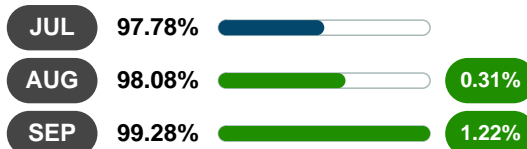


### 3 MONTHS

5 year SEP AVG = 97.09%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **99.28%**  
above the 5 yr SEP average of **97.09%**



## 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
\$25,000 and less	8	6.45%	81.67%	83.33%	80.00%	0.00%	0.00%
\$25,001 - \$75,000	17	13.71%	100.00%	100.00%	100.00%	0.00%	84.27%
\$75,001 - \$125,000	24	19.35%	99.59%	95.01%	100.00%	85.52%	0.00%
\$125,001 - \$175,000	20	16.13%	100.00%	93.21%	98.56%	100.00%	100.00%
\$175,001 - \$225,000	18	14.52%	99.64%	94.26%	100.00%	95.74%	0.00%
\$225,001 - \$325,000	21	16.94%	100.00%	0.00%	98.41%	100.20%	105.69%
\$325,001 and up	16	12.90%	98.30%	86.00%	100.00%	97.56%	96.97%
Median Sold/List Ratio		99.28%		94.26%	100.00%	98.66%	98.48%
Total Closed Units		124	100%	37	64	19	4
Total Closed Volume		22,695,640		4.50M	11.70M	5.45M	1.05M

# September 2021



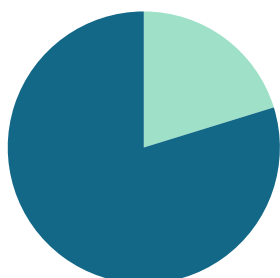
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

### INVENTORY

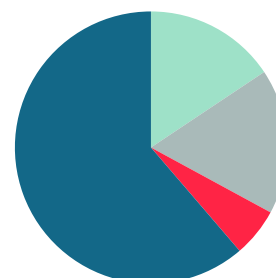


**Inventory**  
 New Listings  
**155 = 20.23%**  
 Start Inventory  
**611**  
 Total Inventory Units  
**766**  
 Volume  
**\$237,146,820**

### Market Activity

Closed Sales  
**124 = 15.64%**  
 Pending Sales  
**137 = 17.28%**  
 Other Off Market  
**46 = 5.80%**  
 Active Inventory  
**486 = 61.29%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	135	124	-8.15%	782	896	14.58%
Pending Sales	47	137	191.49%	790	1,096	38.73%
New Listings	31	155	400.00%	614	1,433	133.39%
Median List Price	139,500	163,500	17.20%	135,000	163,250	20.93%
Median Sale Price	135,000	160,000	18.52%	131,000	155,000	18.32%
Median Percent of Selling Price to List Price	98.54%	99.28%	0.75%	96.94%	98.18%	1.28%
Median Days on Market to Sale	77.00	9.00	-88.31%	99.00	14.00	-85.86%
Monthly Inventory	119	486	308.40%	119	486	308.40%
Months Supply of Inventory	1.42	5.35	278.05%	1.42	5.35	278.05%

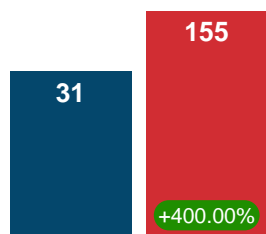
**Absorption:** Last 12 months, an Average of **91** Sales/Month

**Inventory** on September 30, 2021 = **486** 2020 2021

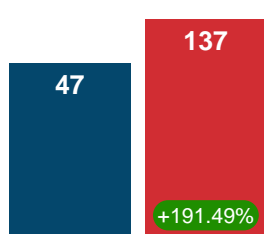
### SEPTEMBER MARKET

### MEDIAN PRICES

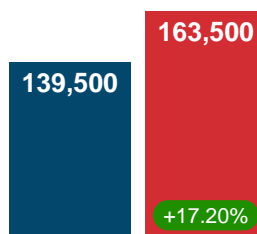
#### New Listings



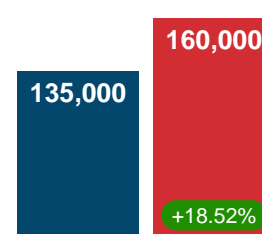
#### Pending Listings



#### List Price



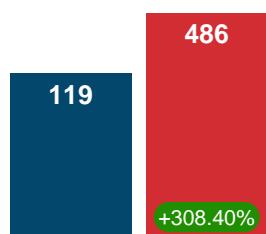
#### Sale Price



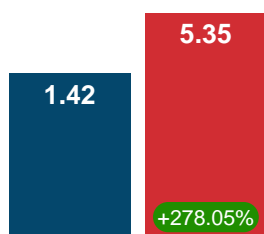
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

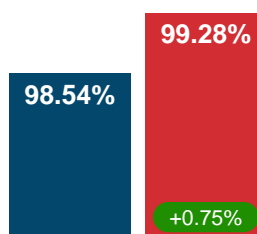
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

