



# December 2021

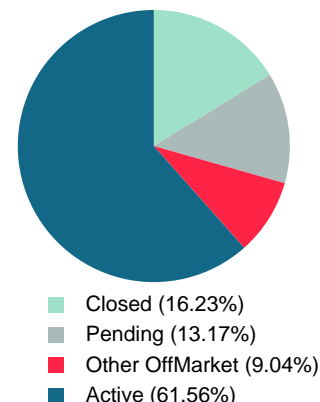
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	62	106	70.97%
Pending Listings	90	86	-4.44%
New Listings	142	95	-33.10%
Average List Price	277,394	233,511	-15.82%
Average Sale Price	264,222	221,419	-16.20%
Average Percent of Selling Price to List Price	95.17%	93.29%	-1.97%
Average Days on Market to Sale	11.50	47.57	313.62%
End of Month Inventory	564	402	-28.72%
Months Supply of Inventory	6.93	3.91	-43.58%



**Absorption:** Last 12 months, an Average of **103** Sales/Month  
**Active Inventory** as of December 31, 2021 = **402**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **28.72%** to 402 existing homes available for sale. Over the last 12 months this area has had an average of 103 closed sales per month. This represents an unsold inventory index of **3.91** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **16.20%** in December 2021 to \$221,419 versus the previous year at \$264,222.

#### Average Days on Market Lengthens

The average number of **47.57** days that homes spent on the market before selling increased by 36.07 days or **313.62%** in December 2021 compared to last year's same month at **11.50** DOM.

#### Sales Success for December 2021 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 95 New Listings in December 2021, down **33.10%** from last year at 142. Furthermore, there were 106 Closed Listings this month versus last year at 62, a **70.97%** increase.

Closed versus Listed trends yielded a **111.6%** ratio, up from previous year's, December 2020, at **43.7%**, a **155.55%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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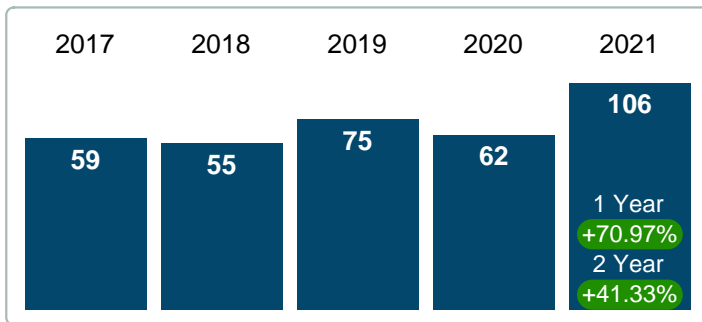
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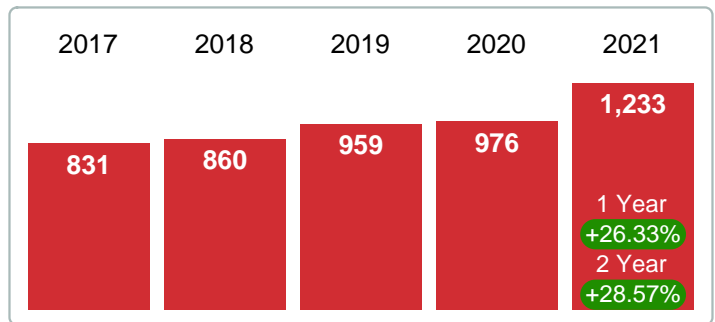
## CLOSED LISTINGS

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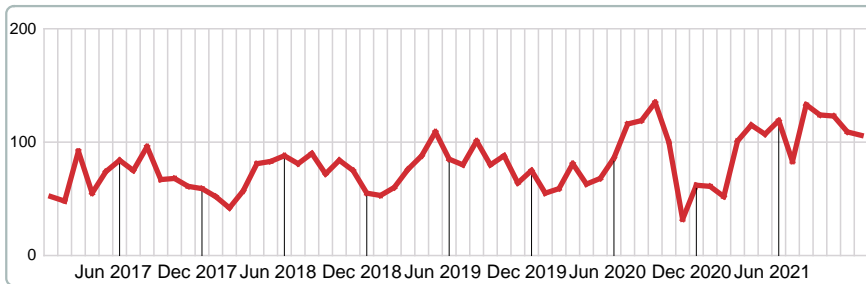
### DECEMBER



### YEAR TO DATE (YTD)

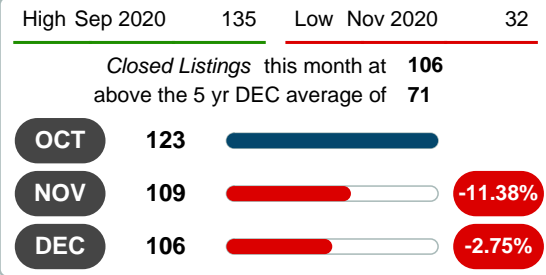


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.72%	56.6	5	0	0	0
\$25,001 - \$75,000	18	16.98%	81.4	11	7	0	0
\$75,001 - \$100,000	10	9.43%	38.8	5	5	0	0
\$100,001 - \$200,000	33	31.13%	42.1	9	20	4	0
\$200,001 - \$250,000	13	12.26%	29.8	1	8	4	0
\$250,001 - \$425,000	17	16.04%	49.8	5	5	6	1
\$425,001 and up	10	9.43%	28.3	4	3	3	0
<b>Total Closed Units</b>	<b>106</b>			<b>40</b>	<b>48</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>23,470,457</b>	<b>100%</b>	<b>47.6</b>	<b>9.22M</b>	<b>9.02M</b>	<b>4.93M</b>	<b>300.00K</b>
<b>Average Closed Price</b>	<b>\$221,419</b>			<b>\$230,622</b>	<b>\$187,893</b>	<b>\$289,807</b>	<b>\$300,000</b>

# December 2021



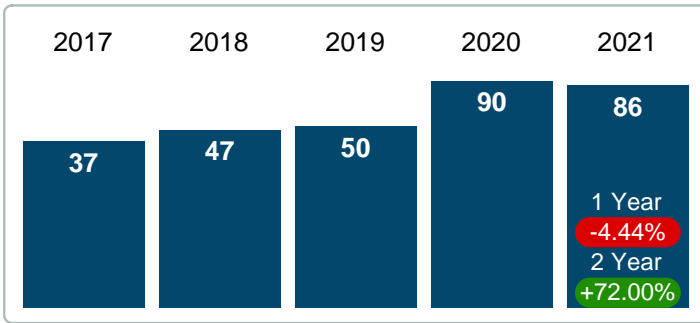
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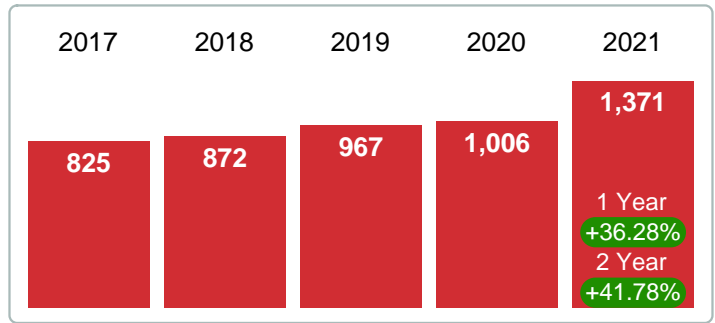
## PENDING LISTINGS

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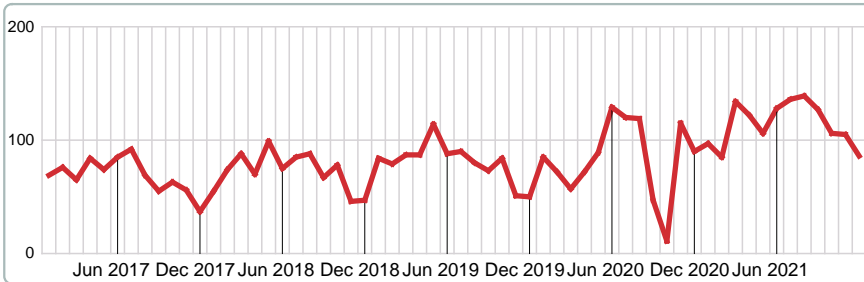
### DECEMBER



### YEAR TO DATE (YTD)

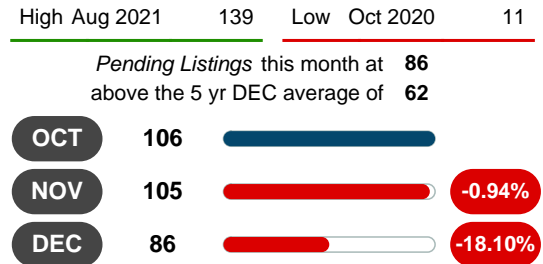


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	10.47%	84.4	5	4	0	0
\$50,001 - \$75,000	6	6.98%	88.5	5	1	0	0
\$75,001 - \$125,000	17	19.77%	47.9	6	11	0	0
\$125,001 - \$200,000	19	22.09%	68.4	5	9	4	1
\$200,001 - \$275,000	13	15.12%	42.8	3	7	2	1
\$275,001 - \$475,000	14	16.28%	61.2	5	7	2	0
\$475,001 and up	8	9.30%	117.0	4	1	1	2
<b>Total Pending Units</b>	<b>86</b>			<b>33</b>	<b>40</b>	<b>9</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>21,602,725</b>	<b>100%</b>	<b>42.2</b>	<b>9.96M</b>	<b>7.49M</b>	<b>2.30M</b>	<b>1.85M</b>
<b>Average Listing Price</b>	<b>\$423,375</b>			<b>\$301,824</b>	<b>\$187,161</b>	<b>\$255,808</b>	<b>\$463,450</b>



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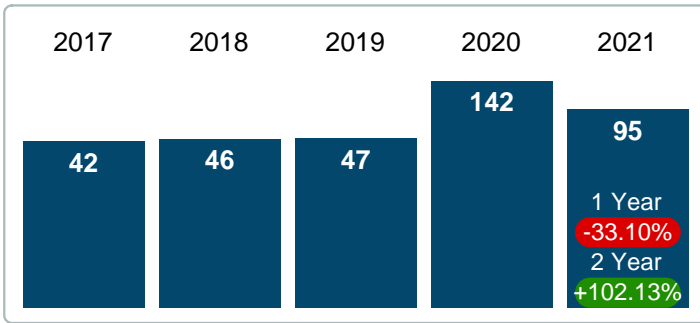
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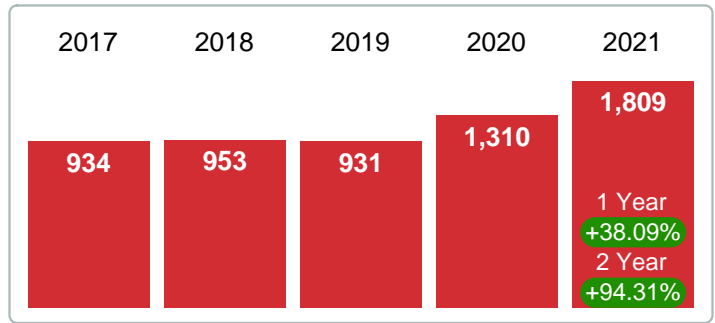
## NEW LISTINGS

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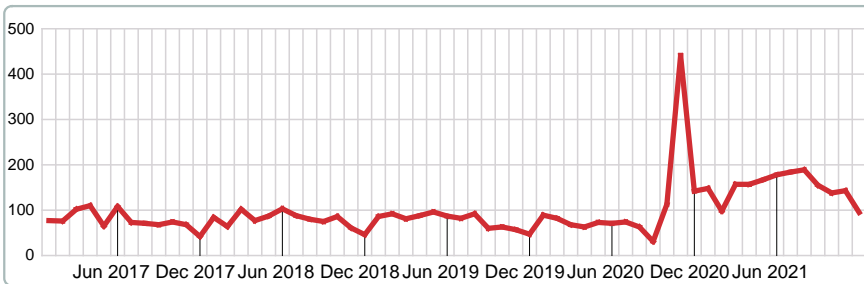
### DECEMBER



### YEAR TO DATE (YTD)

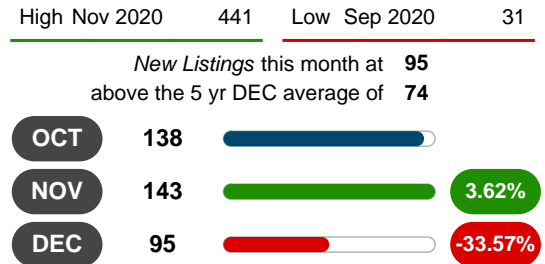


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 74



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	10.53%	8	2	0	0
\$50,001 - \$75,000	7	7.37%	6	1	0	0
\$75,001 - \$125,000	17	17.89%	9	7	1	0
\$125,001 - \$200,000	19	20.00%	8	8	3	0
\$200,001 - \$275,000	21	22.11%	4	14	3	0
\$275,001 - \$475,000	10	10.53%	3	5	2	0
\$475,001 and up	11	11.58%	7	1	3	0
<b>Total New Listed Units</b>	<b>95</b>		<b>45</b>	<b>38</b>	<b>12</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>26,255,585</b>	<b>100%</b>	<b>12.90M</b>	<b>8.12M</b>	<b>5.23M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$519,833</b>		<b>\$286,775</b>	<b>\$213,783</b>	<b>\$435,581</b>	<b>\$0</b>



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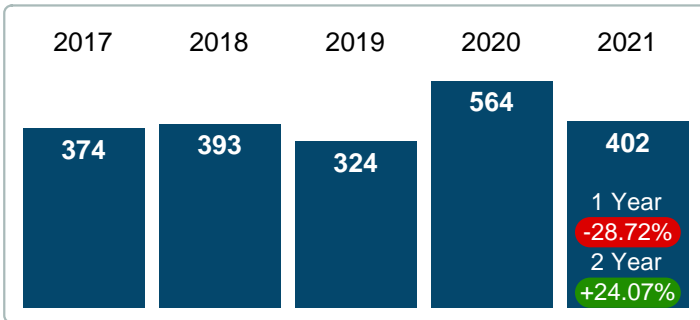
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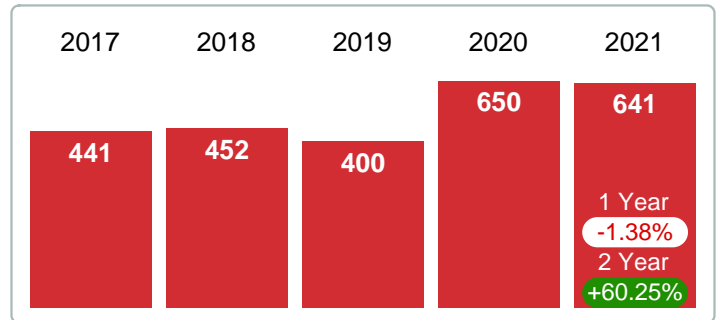
## ACTIVE INVENTORY

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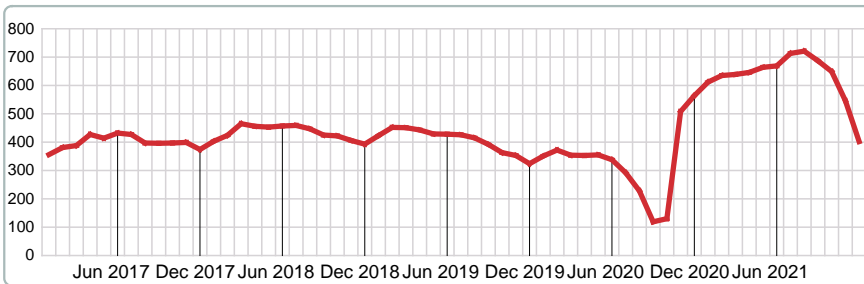
### END OF DECEMBER



### ACTIVE DURING DECEMBER

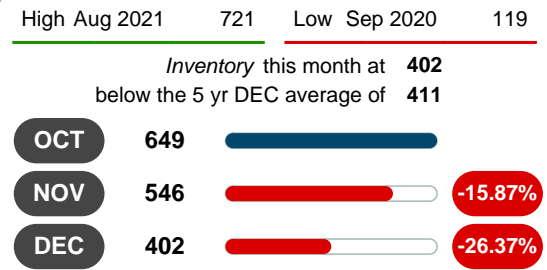


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 411



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	49	12.19%	103.0	49	0	0	0
\$25,001-\$75,000	83	20.65%	142.8	76	7	0	0
\$75,001-\$225,000	121	30.10%	93.4	62	49	8	2
\$225,001-\$375,000	53	13.18%	120.4	31	15	6	1
\$375,001-\$850,000	57	14.18%	105.8	28	19	7	3
\$850,001 and up	39	9.70%	122.9	28	1	5	5
<b>Total Active Inventory by Units</b>	<b>402</b>			<b>274</b>	<b>91</b>	<b>26</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>140,280,306</b>	<b>100%</b>	<b>112.9</b>	<b>92.37M</b>	<b>23.56M</b>	<b>15.43M</b>	<b>8.92M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$348,956</b>			<b>\$337,107</b>	<b>\$258,931</b>	<b>\$593,554</b>	<b>\$810,718</b>

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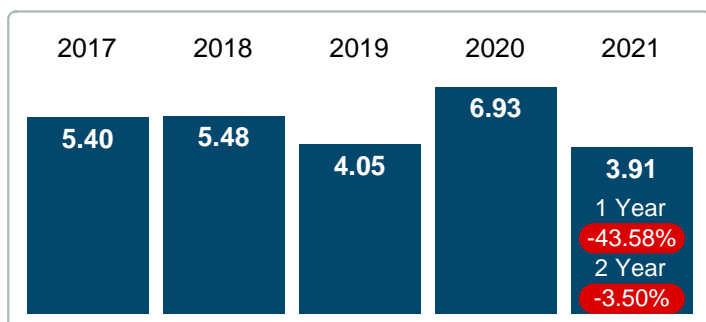
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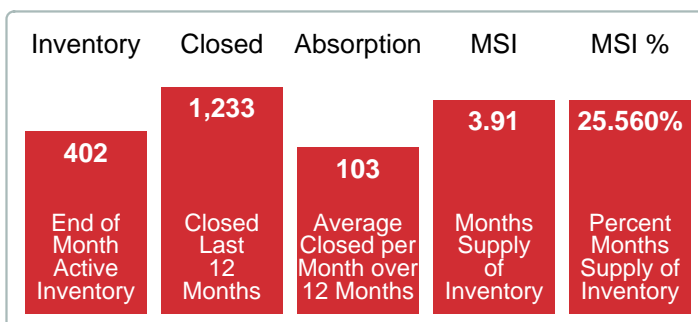
## MONTHS SUPPLY of INVENTORY (MSI)

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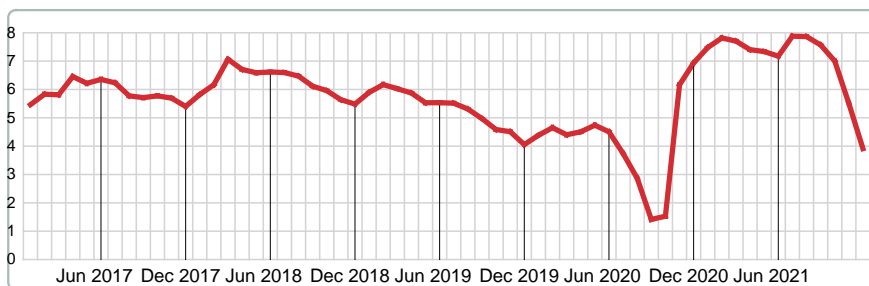
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

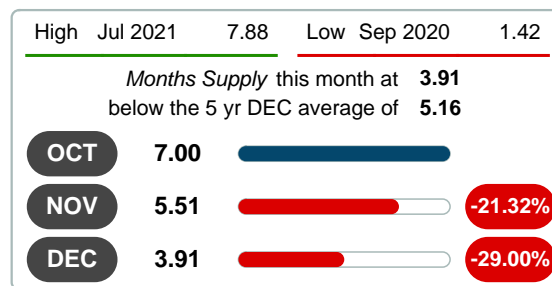


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 5.16



### 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
\$20,000 and less	43	10.70%	10.32	11.47	0.00	0.00	0.00
\$20,001 \$40,000	35	8.71%	5.19	6.48	0.75	0.00	0.00
\$40,001 \$90,000	68	16.92%	3.76	5.43	1.20	2.67	6.00
\$90,001 \$220,000	105	26.12%	2.57	5.02	1.91	1.03	3.00
\$220,001 \$390,000	57	14.18%	2.45	8.87	1.42	0.84	1.00
\$390,001 \$850,000	55	13.68%	7.10	11.17	11.37	2.27	4.50
\$850,001 and up	39	9.70%	21.27	22.40	12.00	20.00	20.00
Market Supply of Inventory (MSI)			3.91	7.37	1.98	1.51	4.40
Total Active Inventory by Units		100%	3.91	274	91	26	11

# December 2021



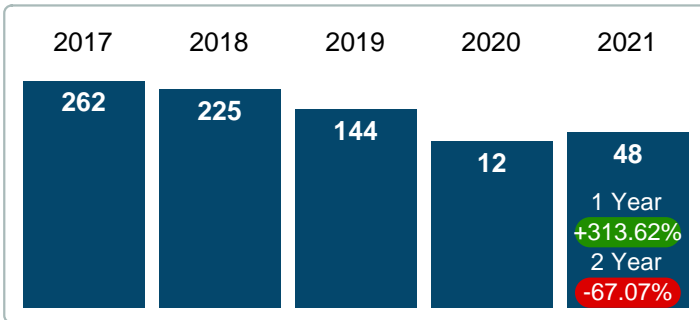
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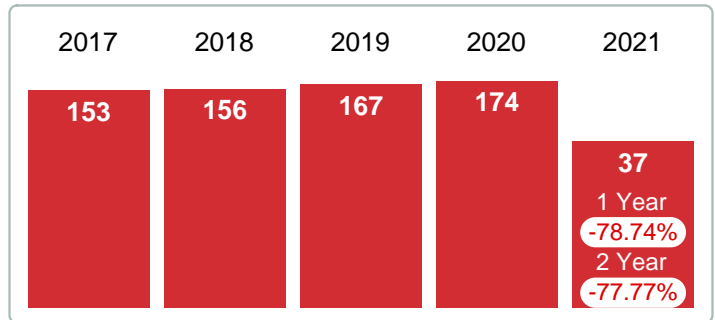
## AVERAGE DAYS ON MARKET TO SALE

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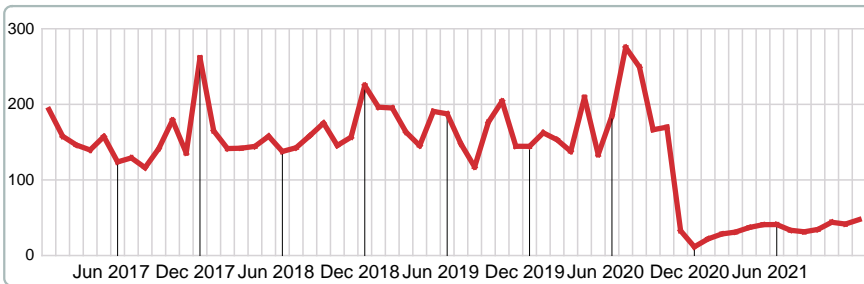
### DECEMBER



### YEAR TO DATE (YTD)

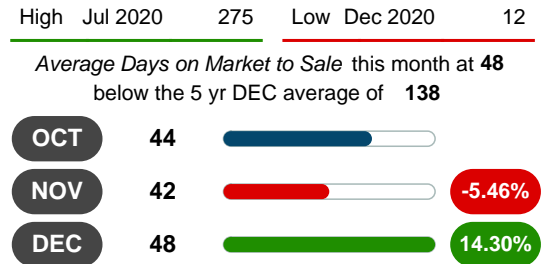


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 138



### 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
\$25,000 and less	4.72%	57	57	0	0	0
\$25,001 - \$75,000	16.98%	81	116	27	0	0
\$75,001 - \$100,000	9.43%	39	44	33	0	0
\$100,001 - \$200,000	31.13%	42	79	31	13	0
\$200,001 - \$250,000	12.26%	30	151	12	36	0
\$250,001 - \$425,000	16.04%	50	88	22	38	69
\$425,001 and up	9.43%	28	22	53	12	0
<b>Average Closed DOM</b>		<b>48</b>	<b>79</b>	<b>28</b>	<b>27</b>	<b>69</b>
<b>Total Closed Units</b>	<b>106</b>	<b>100%</b>	<b>40</b>	<b>48</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>23,470,457</b>		<b>9.22M</b>	<b>9.02M</b>	<b>4.93M</b>	<b>300.00K</b>



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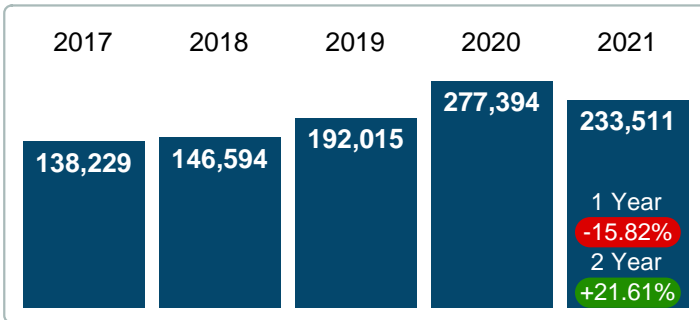
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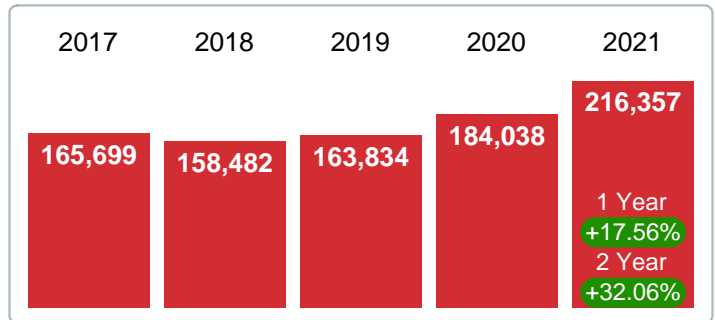
## AVERAGE LIST PRICE AT CLOSING

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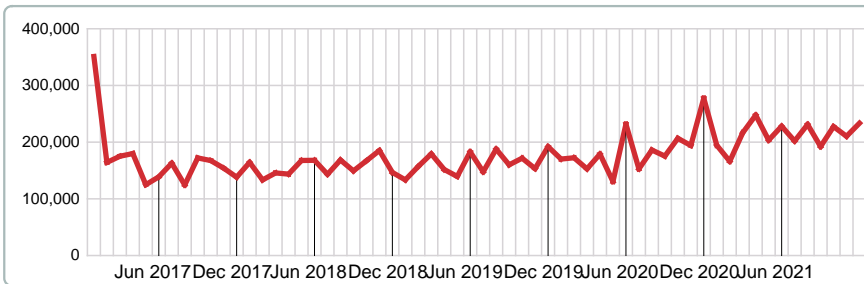
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

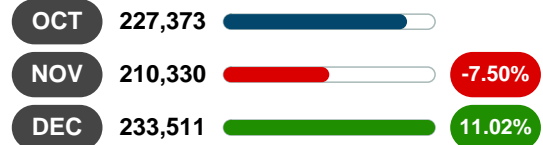


### 3 MONTHS

5 year DEC AVG = 197,549

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **233,511**  
above the 5 yr DEC average of **197,549**



### 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
\$25,000 and less	3.77%	15,875	20,700	0	0	0
\$25,001 - \$75,000	14.15%	50,507	53,836	68,400	0	0
\$75,001 - \$100,000	9.43%	87,945	98,510	99,680	0	0
\$100,001 - \$200,000	30.19%	143,391	181,667	153,835	147,725	0
\$200,001 - \$250,000	16.04%	233,512	249,000	231,738	239,450	0
\$250,001 - \$425,000	17.92%	323,605	320,480	324,500	317,300	324,900
\$425,001 and up	8.49%	927,211	1,296,250	678,300	516,633	0
<b>Average List Price</b>		<b>233,511</b>	<b>246,491</b>	<b>199,275</b>	<b>294,259</b>	<b>324,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>233,511</b>	<b>40</b>	<b>48</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>24,752,149</b>	<b>9.86M</b>	<b>9.57M</b>	<b>5.00M</b>	<b>324.90K</b>





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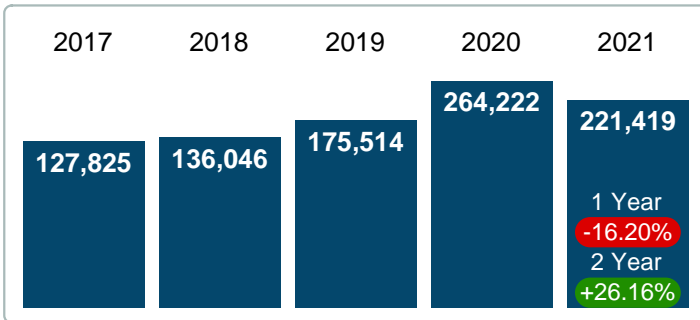
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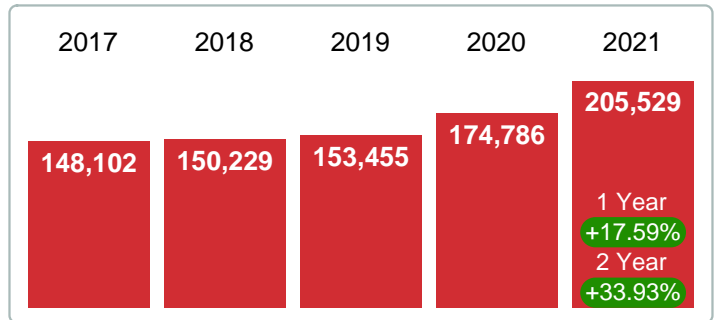
## AVERAGE SOLD PRICE AT CLOSING

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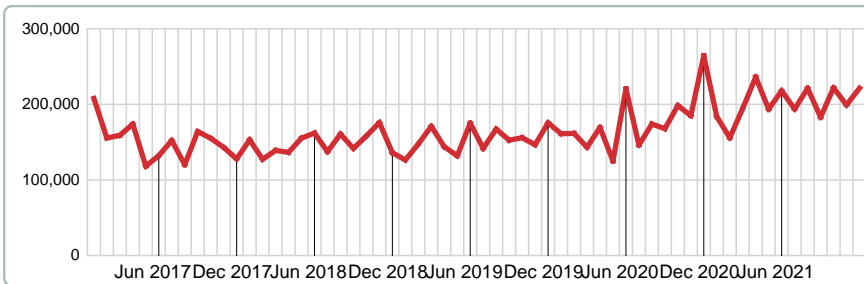
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

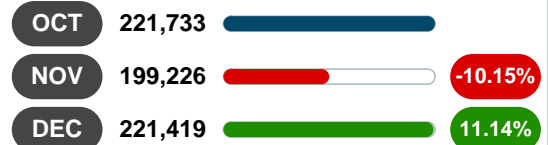


### 3 MONTHS

5 year DEC AVG = 185,005

High Dec 2020 264,222 Low May 2017 118,193

Average Sold Price at Closing this month at 221,419 above the 5 yr DEC average of 185,005



### 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
\$25,000 and less	4.72%	14,600	14,600	0	0	0
\$25,001 - \$75,000	16.98%	53,606	49,909	59,414	0	0
\$75,001 - \$100,000	9.43%	85,415	87,530	83,300	0	0
\$100,001 - \$200,000	31.13%	148,753	155,371	146,475	145,250	0
\$200,001 - \$250,000	12.26%	231,919	222,000	230,306	237,625	0
\$250,001 - \$425,000	16.04%	311,424	303,980	322,900	309,967	300,000
\$425,001 and up	9.43%	836,042	1,256,250	600,000	511,805	0
<b>Average Sold Price</b>		<b>221,419</b>	<b>230,622</b>	<b>187,893</b>	<b>289,807</b>	<b>300,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>221,419</b>	<b>40</b>	<b>48</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>23,470,457</b>	<b>9.22M</b>	<b>9.02M</b>	<b>4.93M</b>	<b>300.00K</b>



# December 2021

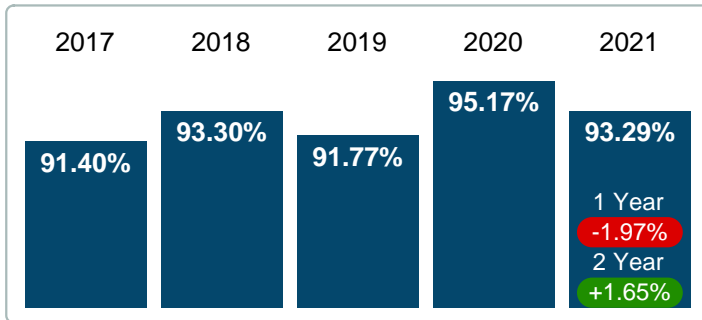
Area Delimited by Counties Carter, Love, Murray



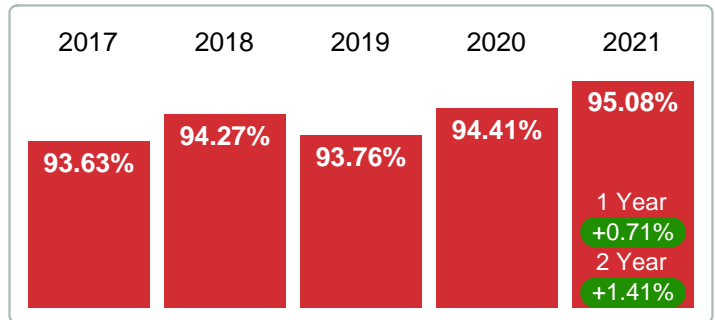
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2022 for MLS Technology Inc.

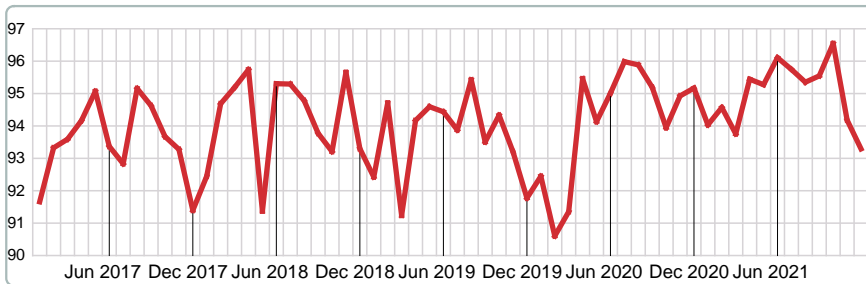
### DECEMBER



### YEAR TO DATE (YTD)

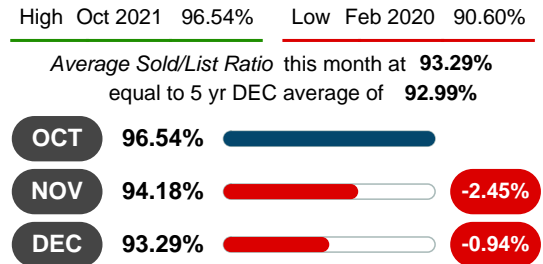


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 92.99%



### 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
\$25,000 and less	5	4.72%	76.47%	76.47%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	18	16.98%	91.53%	94.06%	87.55%	0.00%	0.00%
\$75,001 - \$100,000	10	9.43%	87.85%	90.00%	85.69%	0.00%	0.00%
\$100,001 - \$200,000	33	31.13%	94.15%	87.40%	96.34%	98.34%	0.00%
\$200,001 - \$250,000	13	12.26%	98.53%	89.16%	99.33%	99.27%	0.00%
\$250,001 - \$425,000	17	16.04%	97.06%	94.53%	99.42%	97.99%	92.34%
\$425,001 and up	10	9.43%	94.28%	94.26%	89.51%	99.07%	0.00%
Average Sold/List Ratio		93.30%		89.81%	94.34%	98.57%	92.34%
Total Closed Units		106	100%	40	48	17	1
Total Closed Volume		23,470,457		9.22M	9.02M	4.93M	300.00K

# December 2021



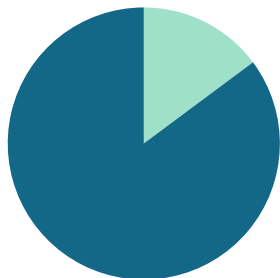
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

### INVENTORY

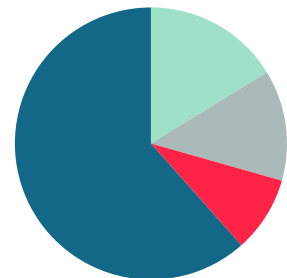


**Inventory**  
 New Listings  
**95 = 14.82%**  
 Start Inventory  
**546**  
 Total Inventory Units  
**641**  
 Volume  
**\$217,879,264**

### Market Activity

Closed Sales  
**106 = 16.23%**  
 Pending Sales  
**86 = 13.17%**  
 Other Off Market  
**59 = 9.04%**  
 Active Inventory  
**402 = 61.56%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	62	106	70.97%	976	1,233	26.33%
Pending Sales	90	86	-4.44%	1,006	1,371	36.28%
New Listings	142	95	-33.10%	1,310	1,809	38.09%
Average List Price	277,394	233,511	-15.82%	184,038	216,357	17.56%
Average Sale Price	264,222	221,419	-16.20%	174,786	205,529	17.59%
Average Percent of Selling Price to List Price	95.17%	93.29%	-1.97%	94.41%	95.08%	0.71%
Average Days on Market to Sale	11.50	47.57	313.62%	174.32	37.06	-78.74%
Monthly Inventory	564	402	-28.72%	564	402	-28.72%
Months Supply of Inventory	6.93	3.91	-43.58%	6.93	3.91	-43.58%

**Absorption:** Last 12 months, an Average of **103** Sales/Month

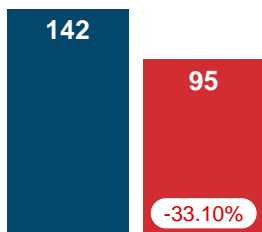
**Inventory** on December 31, 2021 = **402**

**2020** **2021**

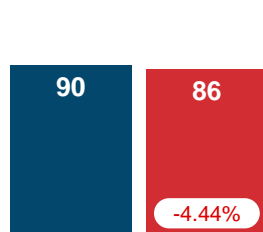
### DECEMBER MARKET

### AVERAGE PRICES

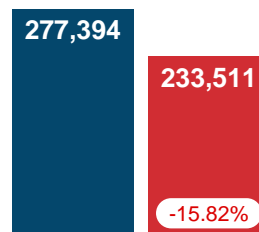
#### New Listings



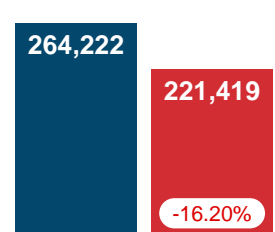
#### Pending Listings



#### List Price



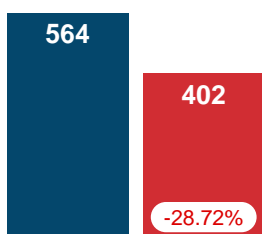
#### Sale Price



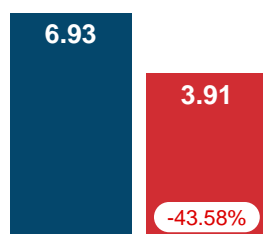
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

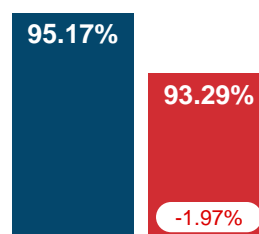
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

