

December 2021



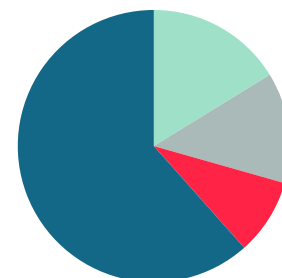
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	191,450	154,950	-19.07%
Median Sale Price	192,000	154,950	-19.30%
Median Percent of Selling Price to List Price	98.22%	96.94%	-1.30%
Median Days on Market to Sale	5.00	24.00	380.00%
End of Month Inventory	564	402	-28.72%
Months Supply of Inventory	6.93	3.91	-43.58%



■ Closed (16.23%)
■ Pending (13.17%)
■ Other OffMarket (9.04%)
■ Active (61.56%)

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **19.30%** in December 2021 to \$154,950 versus the previous year at \$192,000.

Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 19.00 days or **380.00%** in December 2021 compared to last year's same month at **5.00** DOM.

Sales Success for December 2021 is Positive

Overall, with Median 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.

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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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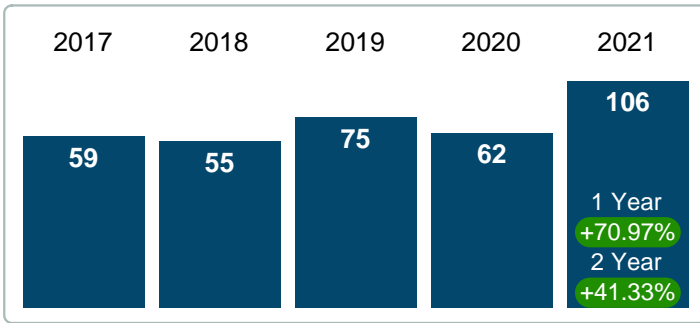
Area Delimited by Counties Carter, Love, Murray



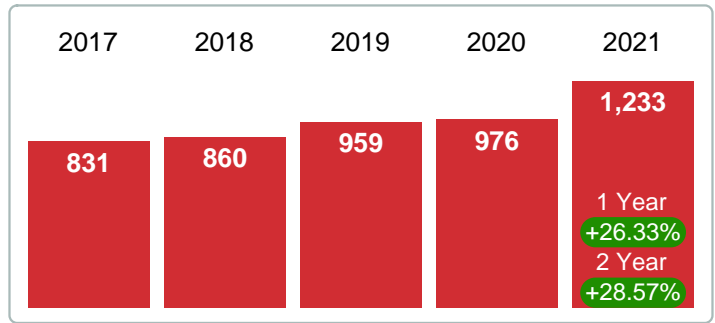
CLOSED LISTINGS

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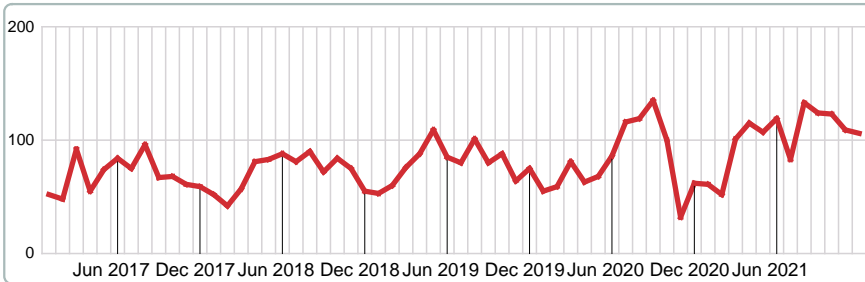
DECEMBER



YEAR TO DATE (YTD)

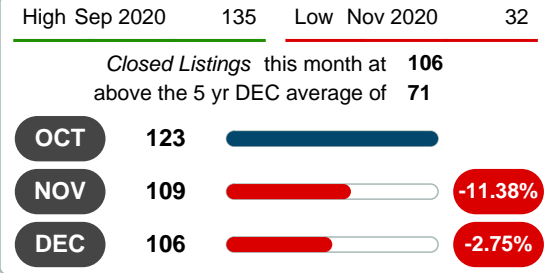


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.72%	9.0	5	0	0	0
\$25,001 - \$75,000	18	16.98%	43.0	11	7	0	0
\$75,001 - \$100,000	10	9.43%	49.0	5	5	0	0
\$100,001 - \$200,000	33	31.13%	19.0	9	20	4	0
\$200,001 - \$250,000	13	12.26%	10.0	1	8	4	0
\$250,001 - \$425,000	17	16.04%	18.0	5	5	6	1
\$425,001 and up	10	9.43%	27.0	4	3	3	0
Total Closed Units	106			40	48	17	1
Total Closed Volume	23,470,457	100%	24.0	9.22M	9.02M	4.93M	300.00K
Median Closed Price	\$154,950			\$94,000	\$151,950	\$275,000	\$300,000

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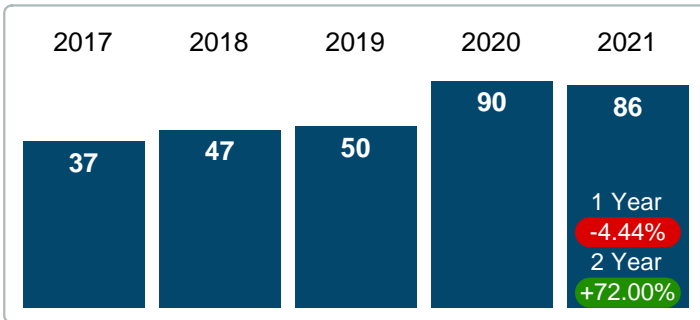
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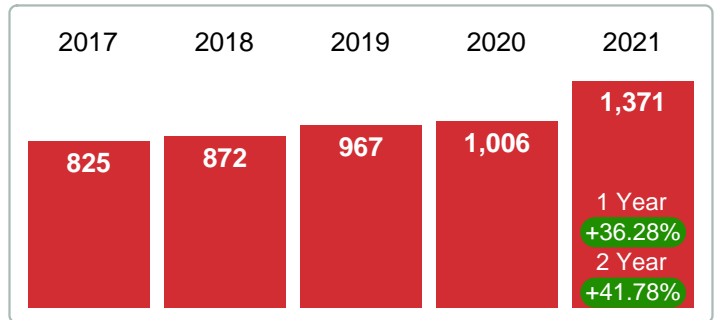
PENDING LISTINGS

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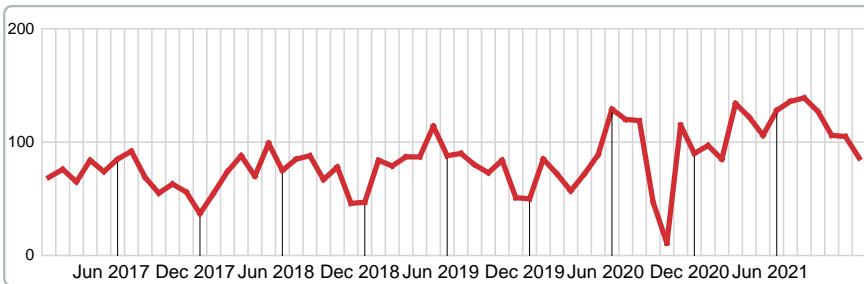
DECEMBER



YEAR TO DATE (YTD)

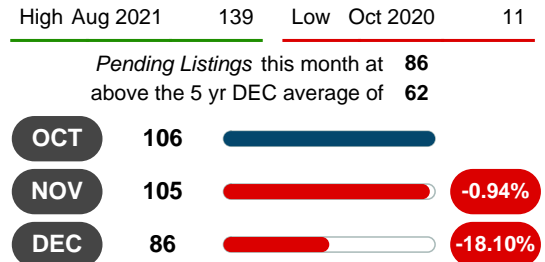


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	10.47%	65.0	5	4	0	0
\$50,001 - \$75,000	6	6.98%	58.5	5	1	0	0
\$75,001 - \$125,000	17	19.77%	30.0	6	11	0	0
\$125,001 - \$200,000	19	22.09%	41.0	5	9	4	1
\$200,001 - \$275,000	13	15.12%	8.0	3	7	2	1
\$275,001 - \$475,000	14	16.28%	35.0	5	7	2	0
\$475,001 and up	8	9.30%	128.0	4	1	1	2
Total Pending Units	86			33	40	9	4
Total Pending Volume	21,602,725	100%	40.5	9.96M	7.49M	2.30M	1.85M
Median Listing Price	\$152,450			\$127,500	\$152,450	\$228,375	\$427,000

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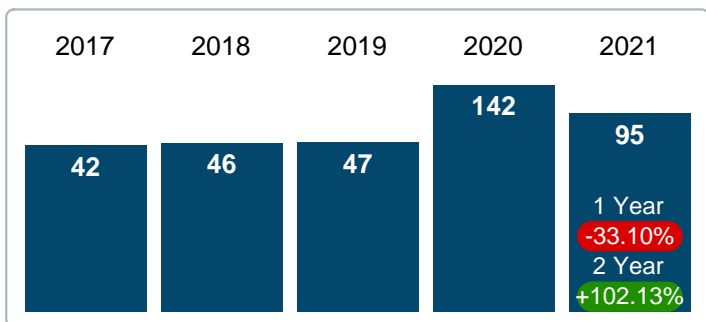
Area Delimited by Counties Carter, Love, Murray



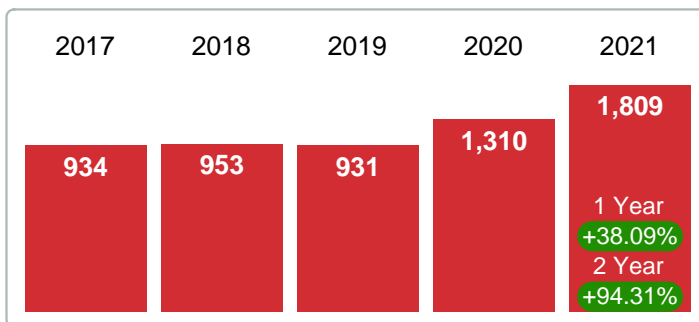
NEW LISTINGS

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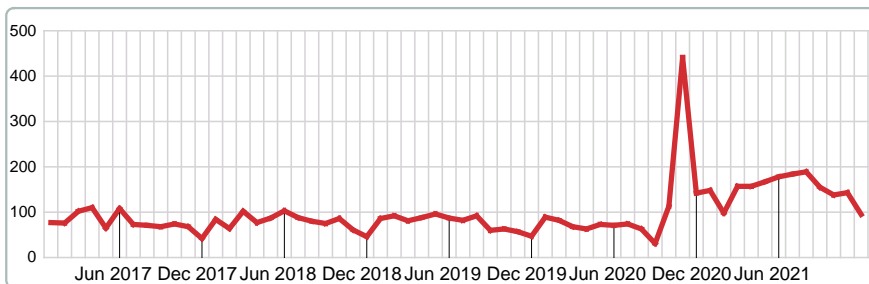
DECEMBER



YEAR TO DATE (YTD)

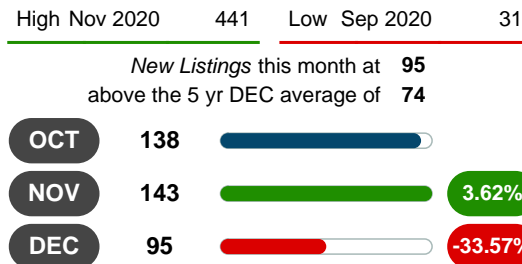


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	95		45	38	12	0
Total New Listed Volume	26,255,585	100%	12.90M	8.12M	5.23M	0.00B
Median New Listed Listing Price	\$189,900		\$125,000	\$210,000	\$262,450	\$0



December 2021

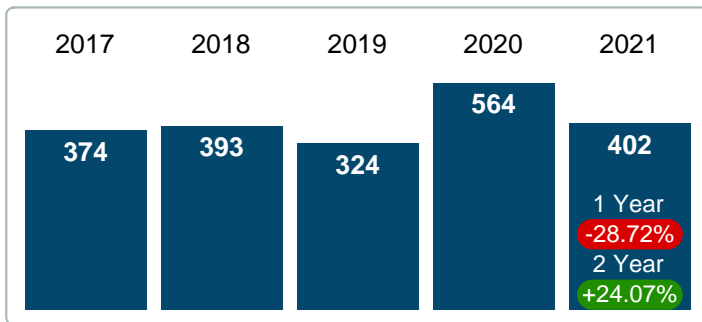
Area Delimited by Counties Carter, Love, Murray



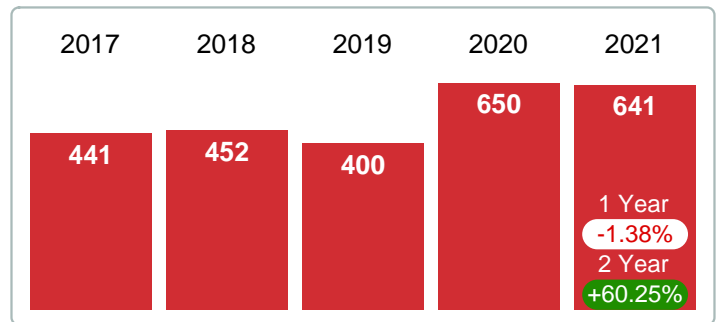
ACTIVE INVENTORY

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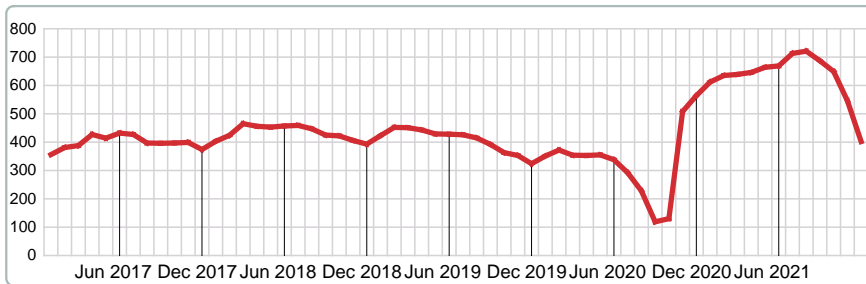
END OF DECEMBER



ACTIVE DURING DECEMBER

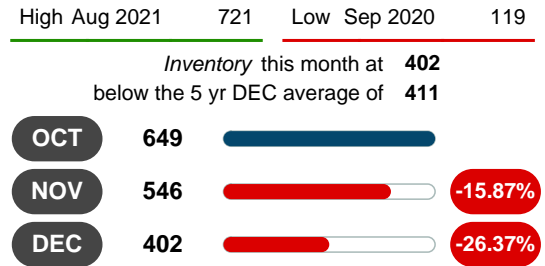


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 411



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	43	10.70%	51.0	43	0	0	0
\$20,001 - \$40,000	35	8.71%	239.0	34	1	0	0
\$40,001 - \$90,000	68	16.92%	94.0	57	8	2	1
\$90,001 - \$220,000	105	26.12%	88.0	51	47	6	1
\$220,001 - \$390,000	57	14.18%	87.0	34	16	6	1
\$390,001 - \$850,000	55	13.68%	65.0	27	18	7	3
\$850,001 and up	39	9.70%	85.0	28	1	5	5
Total Active Inventory by Units	402			274	91	26	11
Total Active Inventory by Volume	140,280,306	100%	88.0	92.37M	23.56M	15.43M	8.92M
Median Active Inventory Listing Price	\$145,450			\$99,250	\$195,000	\$362,000	\$699,000

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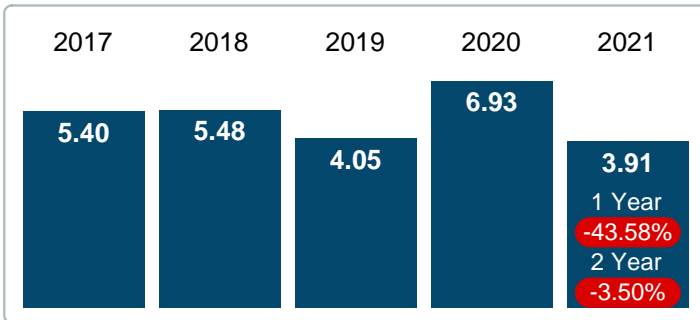
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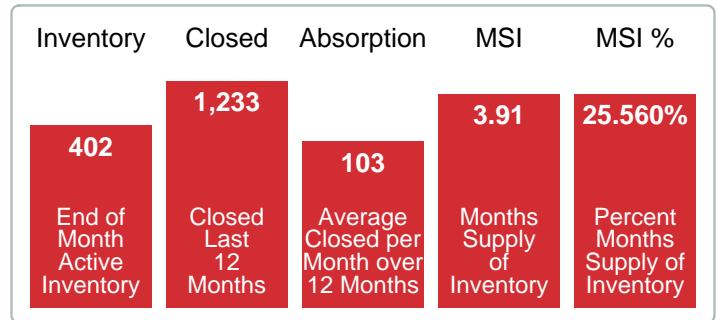
MONTHS SUPPLY of INVENTORY (MSI)

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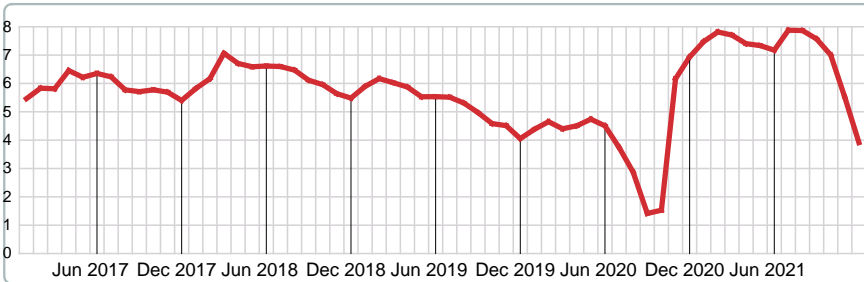
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

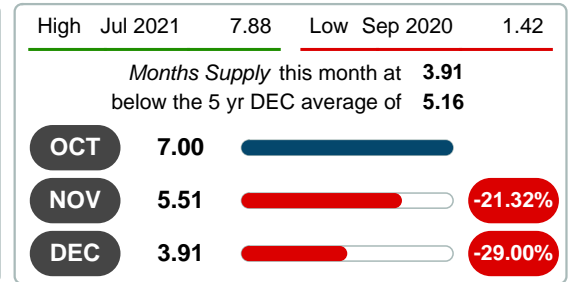


5 YEAR MARKET ACTIVITY TRENDS



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



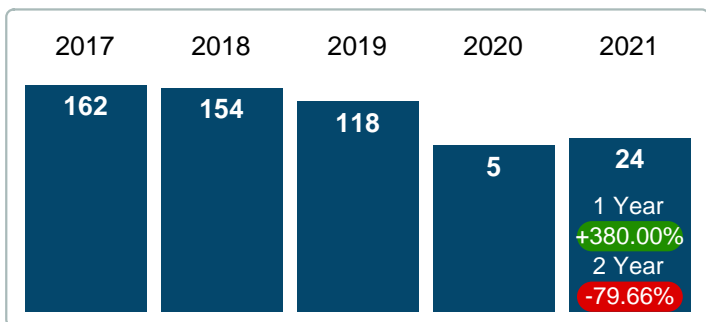
Area Delimited by Counties Carter, Love, Murray



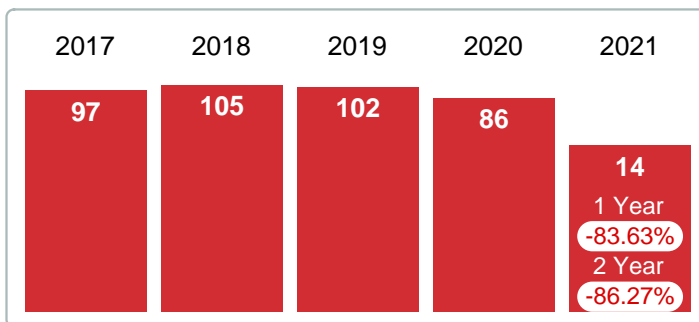
MEDIAN DAYS ON MARKET TO SALE

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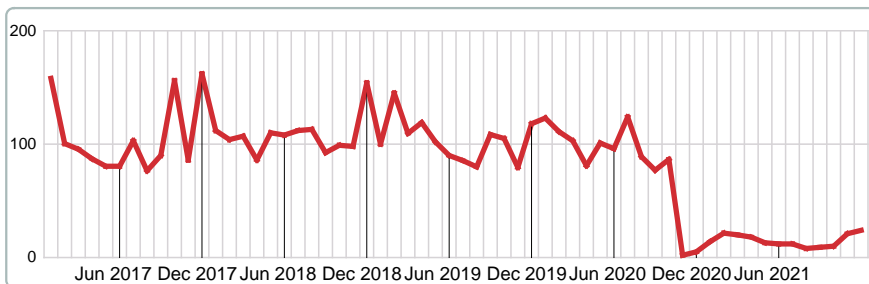
DECEMBER



YEAR TO DATE (YTD)

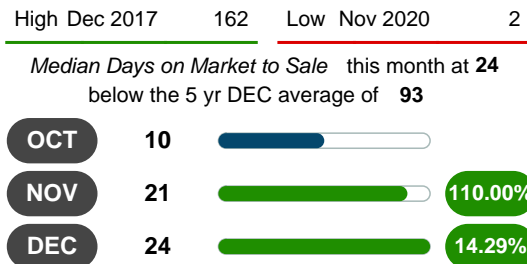


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 93



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	4.72%	9	9	0	0	0	
\$25,001 - \$75,000	16.98%	43	108	21	0	0	
\$75,001 - \$100,000	9.43%	49	51	46	0	0	
\$100,001 - \$200,000	31.13%	19	76	16	16	0	
\$200,001 - \$250,000	12.26%	10	151	4	37	0	
\$250,001 - \$425,000	16.04%	18	18	16	18	69	
\$425,001 and up	9.43%	27	14	30	3	0	
Median Closed DOM		24	49	18	18	69	
Total Closed Units	106	100%	24.0	40	48	17	1
Total Closed Volume	23,470,457			9.22M	9.02M	4.93M	300.00K



December 2021

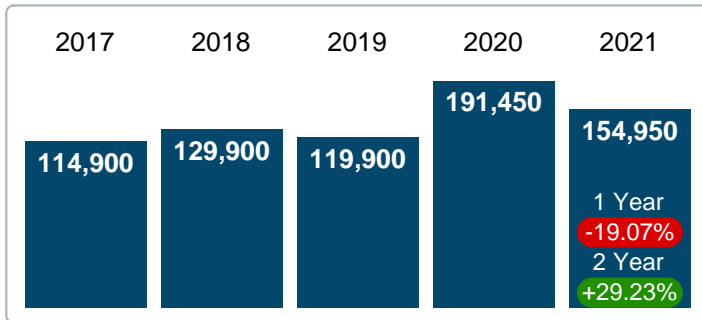
Area Delimited by Counties Carter, Love, Murray



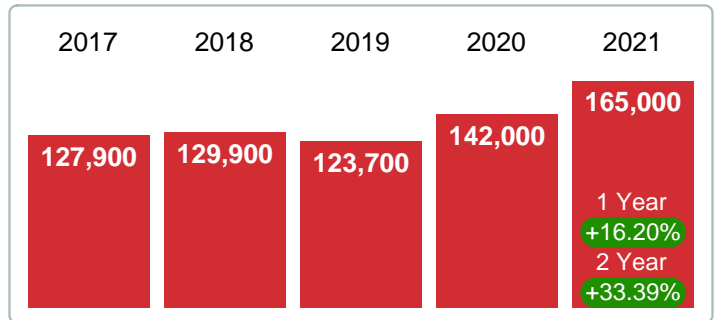
MEDIAN LIST PRICE AT CLOSING

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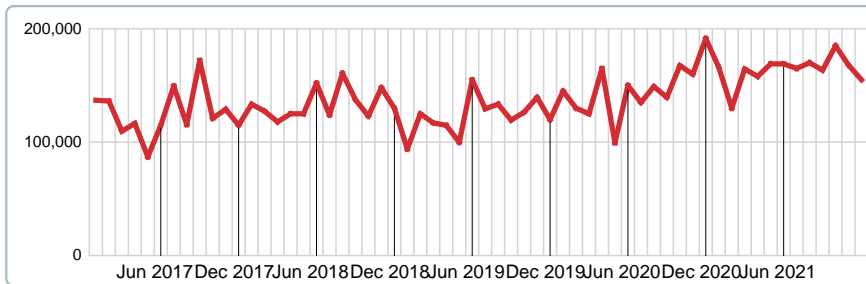
DECEMBER



YEAR TO DATE (YTD)

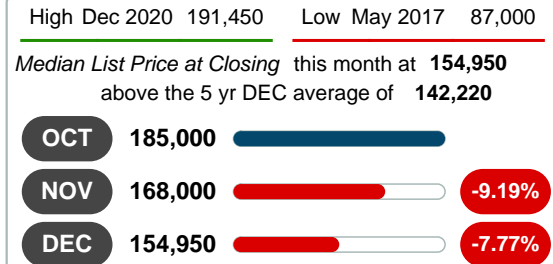


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 142,220



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	3.77%	19,000	19,000	0	0	0
\$25,001 - \$75,000	14.15%	45,900	42,500	64,500	0	0
\$75,001 - \$100,000	9.43%	88,250	88,000	88,500	0	0
\$100,001 - \$200,000	30.19%	137,000	141,500	137,000	140,500	0
\$200,001 - \$250,000	16.04%	229,000	237,000	225,000	239,900	0
\$250,001 - \$425,000	17.92%	299,999	299,999	273,750	309,900	324,900
\$425,001 and up	8.49%	675,000	880,000	499,900	562,500	0
Median List Price		154,950	112,500	150,950	275,000	324,900
Total Closed Units	106	100%	40	48	17	1
Total Closed Volume	24,752,149		9.86M	9.57M	5.00M	324.90K



December 2021

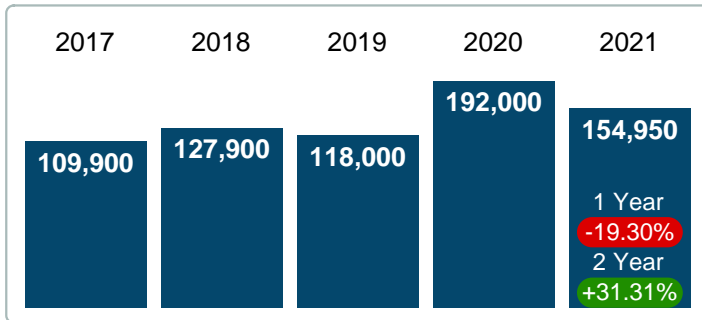
Area Delimited by Counties Carter, Love, Murray



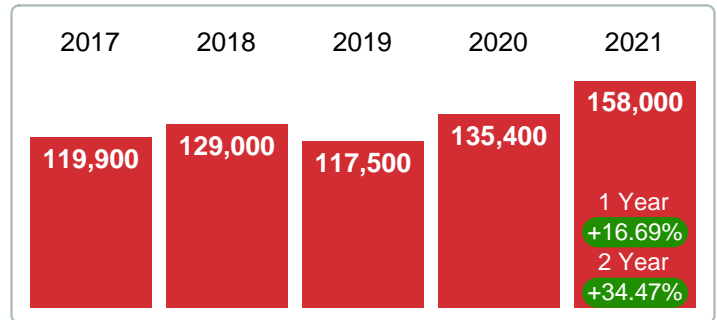
MEDIAN SOLD PRICE AT CLOSING

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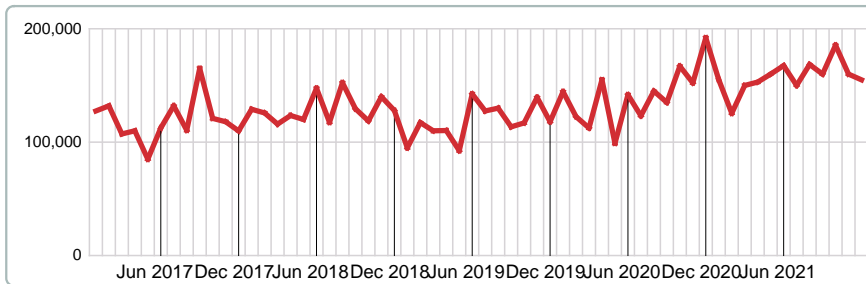
DECEMBER



YEAR TO DATE (YTD)

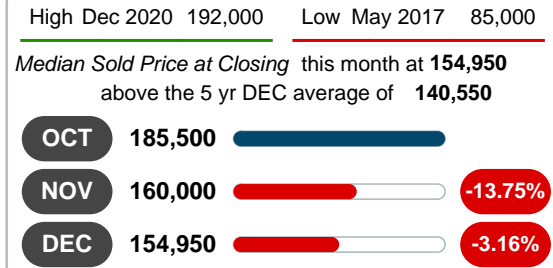


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 140,550



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	5	4.72%	17,000	17,000	0	0	0
\$25,001 - \$75,000	18	16.98%	50,500	43,000	65,000	0	0
\$75,001 - \$100,000	10	9.43%	86,500	87,900	82,000	0	0
\$100,001 - \$200,000	33	31.13%	148,000	162,741	143,500	140,500	0
\$200,001 - \$250,000	13	12.26%	229,000	222,000	224,950	239,750	0
\$250,001 - \$425,000	17	16.04%	290,000	275,000	272,500	299,950	300,000
\$425,001 and up	10	9.43%	600,000	862,500	450,000	450,000	0
Median Sold Price			154,950	94,000	151,950	275,000	300,000
Total Closed Units		100%	106	40	48	17	1
Total Closed Volume			23,470,457	9.22M	9.02M	4.93M	300.00K

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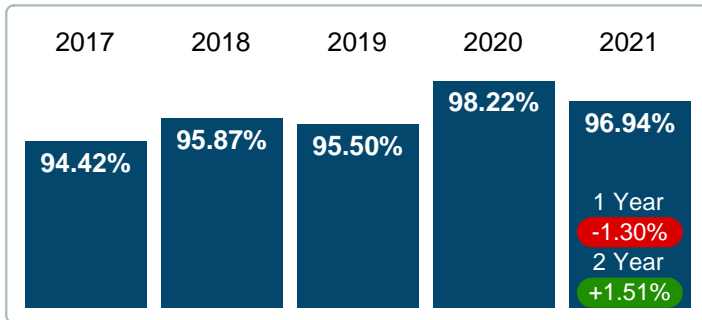
Area Delimited by Counties Carter, Love, Murray



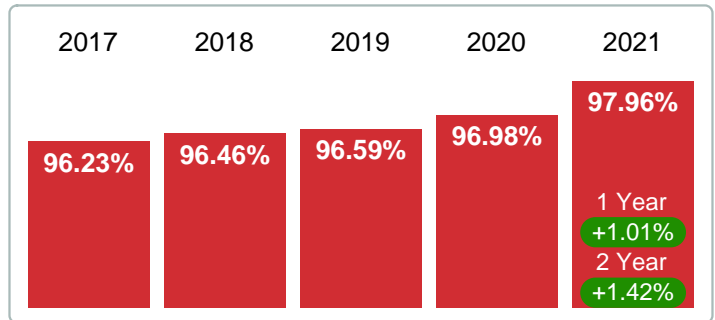
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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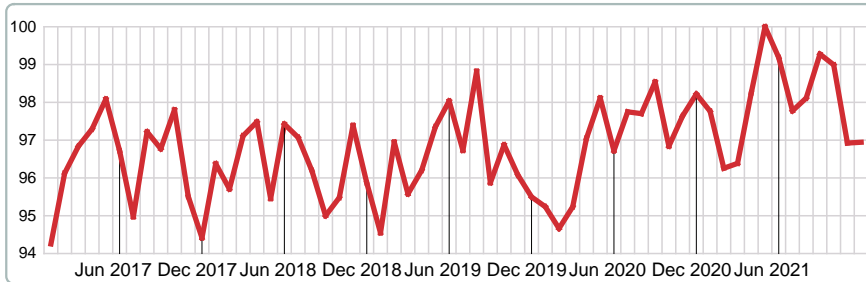
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

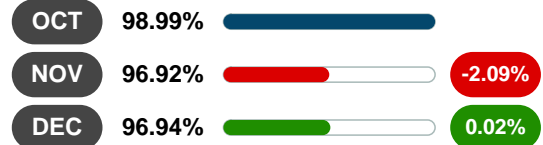


3 MONTHS

5 year DEC AVG = 96.19%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **96.94%**
 above the 5 yr DEC average of **96.19%**



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	5	4.72%	81.82%	81.82%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	18	16.98%	95.95%	98.04%	80.92%	0.00%	0.00%
\$75,001 - \$100,000	10	9.43%	93.48%	94.62%	92.66%	0.00%	0.00%
\$100,001 - \$200,000	33	31.13%	97.30%	91.22%	98.77%	98.65%	0.00%
\$200,001 - \$250,000	13	12.26%	100.00%	89.16%	100.00%	99.92%	0.00%
\$250,001 - \$425,000	17	16.04%	97.09%	94.19%	100.00%	98.49%	92.34%
\$425,001 and up	10	9.43%	95.14%	97.77%	90.02%	100.00%	0.00%
Median Sold/List Ratio		96.94%		93.41%	98.89%	100.00%	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



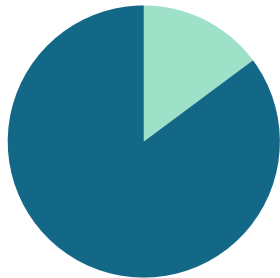
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

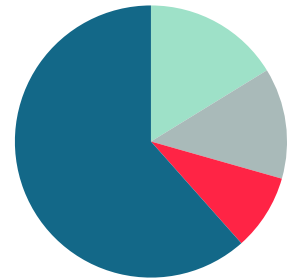


Inventory
 New Listings
95 = 14.82%
 Start Inventory
546
 Total Inventory Units
641
 Volume
\$217,879,264

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%
Median List Price	191,450	154,950	-19.07%	142,000	165,000	16.20%
Median Sale Price	192,000	154,950	-19.30%	135,400	158,000	16.69%
Median Percent of Selling Price to List Price	98.22%	96.94%	-1.30%	96.98%	97.96%	1.01%
Median Days on Market to Sale	5.00	24.00	380.00%	85.50	14.00	-83.63%
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

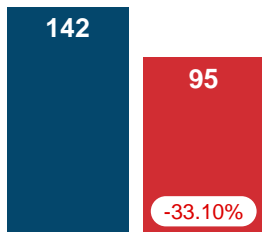
Inventory on December 31, 2021 = **402**

2020 **2021**

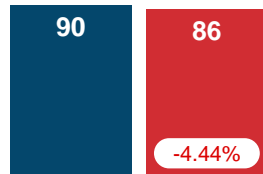
DECEMBER MARKET

MEDIAN PRICES

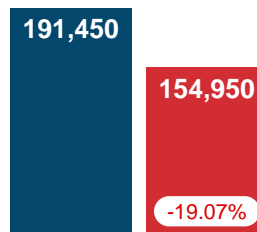
New Listings



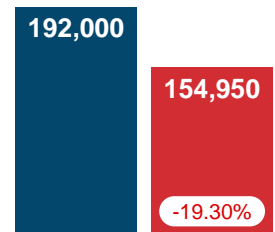
Pending Listings



List Price



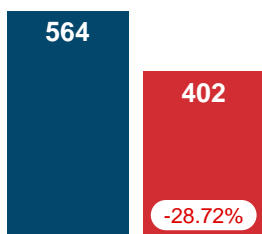
Sale Price



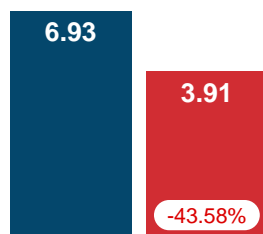
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

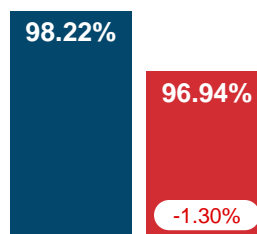
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

