



November 2021

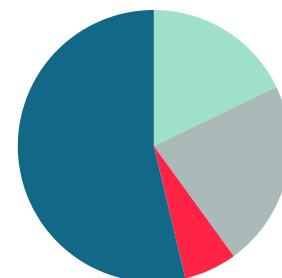
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	81	91	12.35%
Pending Listings	88	113	28.41%
New Listings	98	137	39.80%
Average List Price	197,406	187,058	-5.24%
Average Sale Price	193,840	183,626	-5.27%
Average Percent of Selling Price to List Price	97.33%	97.86%	0.55%
Average Days on Market to Sale	32.41	31.21	-3.70%
End of Month Inventory	381	274	-28.08%
Months Supply of Inventory	4.55	2.79	-38.65%



■ Closed (17.84%)
■ Pending (22.16%)
■ Other OffMarket (6.27%)
■ Active (53.73%)

Absorption: Last 12 months, an Average of **98** Sales/Month
Active Inventory as of November 30, 2021 = **274**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **28.08%** to 274 existing homes available for sale. Over the last 12 months this area has had an average of 98 closed sales per month. This represents an unsold inventory index of **2.79** 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 **5.27%** in November 2021 to \$183,626 versus the previous year at \$193,840.

Average Days on Market Shortens

The average number of **31.21** days that homes spent on the market before selling decreased by 1.20 days or **3.70%** in November 2021 compared to last year's same month at **32.41** DOM.

Sales Success for November 2021 is Positive

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

There were 137 New Listings in November 2021, up **39.80%** from last year at 98. Furthermore, there were 91 Closed Listings this month versus last year at 81, a **12.35%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, down from previous year's, November 2020, at **82.7%**, a **19.64%** 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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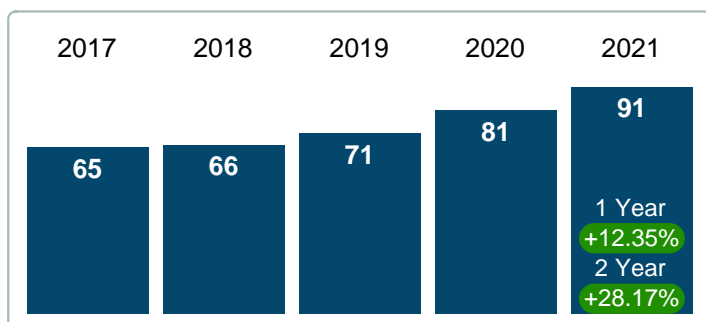
Area Delimited by County Of Creek



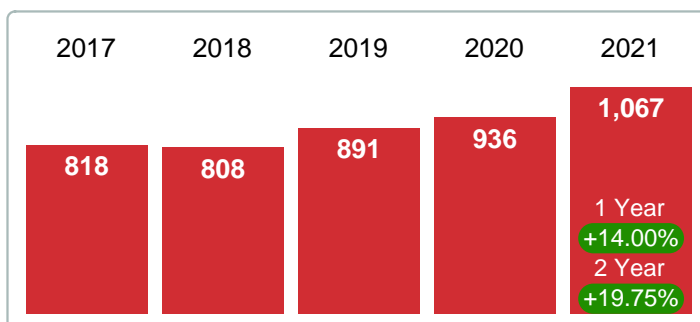
CLOSED LISTINGS

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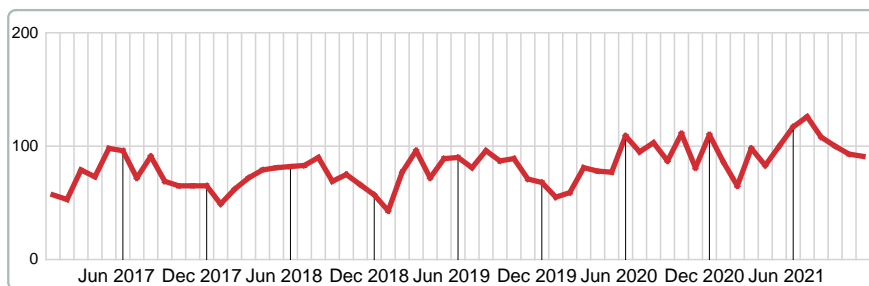
NOVEMBER



YEAR TO DATE (YTD)

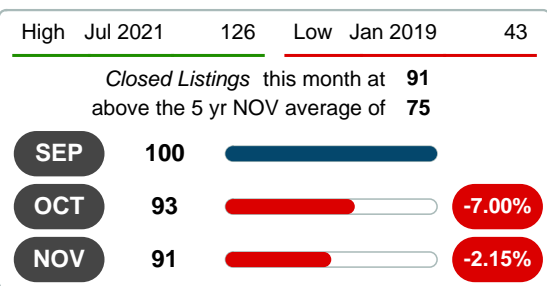


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



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	6	6.59%	50.3	4	2	0	0
\$25,001 - \$75,000	11	12.09%	50.5	8	2	1	0
\$75,001 - \$125,000	15	16.48%	24.5	10	5	0	0
\$125,001 - \$175,000	22	24.18%	32.9	5	14	2	1
\$175,001 - \$250,000	16	17.58%	19.8	2	10	4	0
\$250,001 - \$325,000	11	12.09%	12.1	2	4	5	0
\$325,001 and up	10	10.99%	44.0	1	3	6	0
Total Closed Units	91			32	40	18	1
Total Closed Volume	16,709,994	100%	31.2	3.67M	7.04M	5.85M	149.90K
Average Closed Price	\$183,626			\$114,700	\$175,957	\$325,078	\$149,900



November 2021

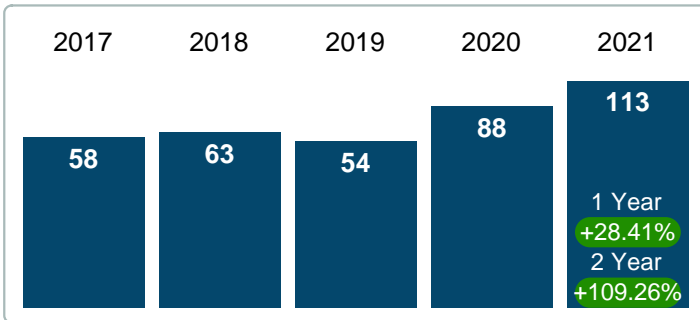
Area Delimited by County Of Creek



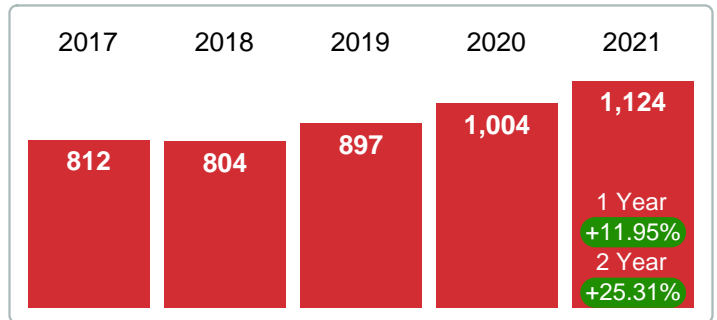
PENDING LISTINGS

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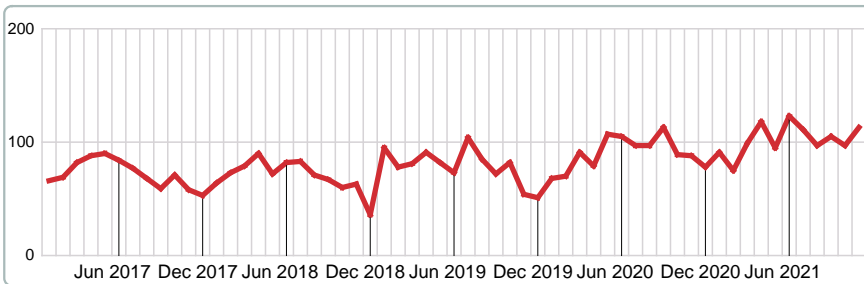
NOVEMBER



YEAR TO DATE (YTD)

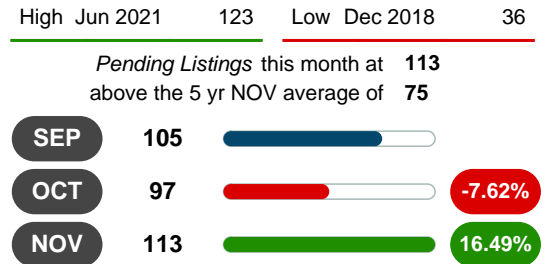


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



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	5	4.42%	67.6	4	1	0	0
\$25,001 - \$75,000	17	15.04%	39.8	15	1	1	0
\$75,001 - \$125,000	15	13.27%	32.3	9	6	0	0
\$125,001 - \$200,000	33	29.20%	19.8	9	21	3	0
\$200,001 - \$250,000	15	13.27%	22.7	1	9	4	1
\$250,001 - \$400,000	16	14.16%	59.3	4	9	3	0
\$400,001 and up	12	10.62%	36.9	3	4	4	1
Total Pending Units	113			45	51	15	2
Total Pending Volume	24,023,051	100%	17.1	7.04M	11.16M	5.11M	710.00K
Average Listing Price	\$264,299			\$156,516	\$218,870	\$340,500	\$355,000



November 2021

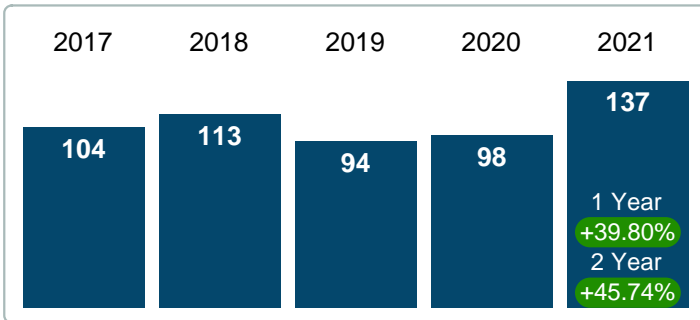
Area Delimited by County Of Creek



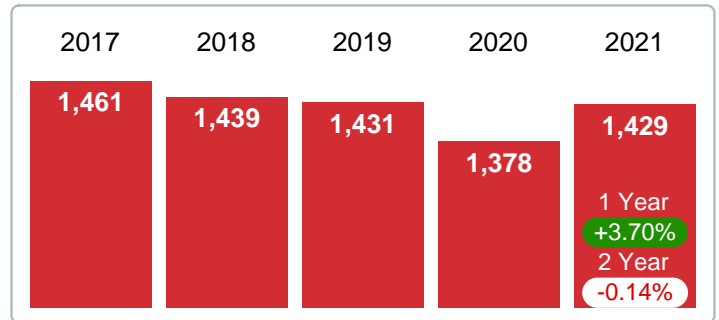
NEW LISTINGS

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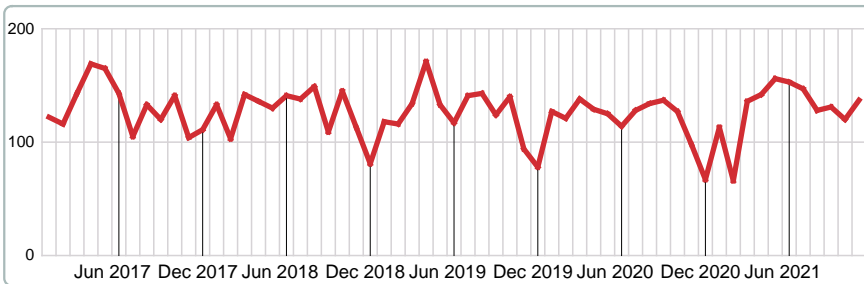
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 109

High Apr 2019 171 Low Feb 2021 66

New Listings this month at 137
above the 5 yr NOV average of 109



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	13	9.49%	8				2				3				0			
\$25,001 - \$50,000	11	8.03%	10				1				0				0			
\$50,001 - \$100,000	23	16.79%	14				8				1				0			
\$100,001 - \$175,000	35	25.55%	15				16				3				1			
\$175,001 - \$225,000	21	15.33%	5				15				1				0			
\$225,001 - \$300,000	18	13.14%	5				9				3				1			
\$300,001 and up	16	11.68%	7				5				2				2			
Total New Listed Units	137		64				56				13				4			
Total New Listed Volume	23,513,160		9.60M				10.13M				2.53M				1.25M			
Average New Listed Listing Price	\$212,000		\$150,075				\$180,919				\$194,376				\$312,500			

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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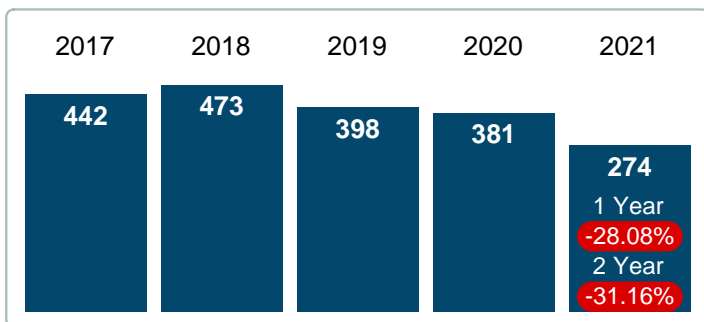
Area Delimited by County Of Creek



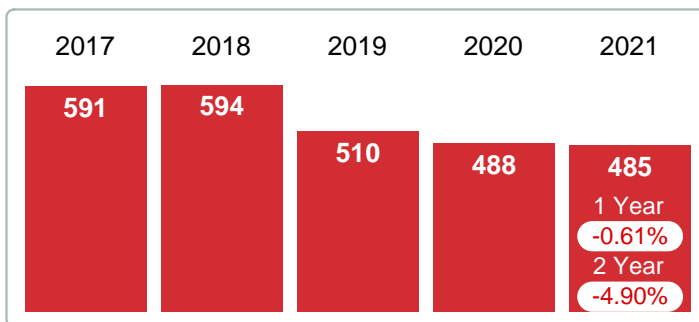
ACTIVE INVENTORY

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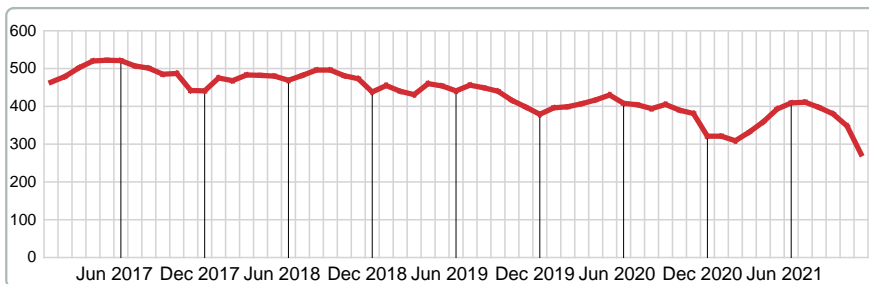
END OF NOVEMBER



ACTIVE DURING NOVEMBER

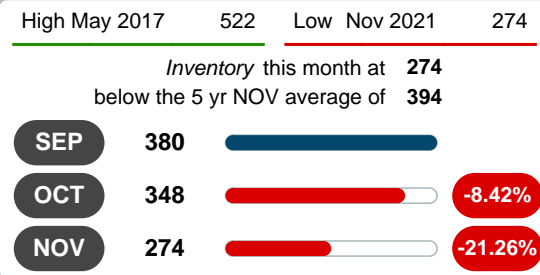


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 394



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	26	9.49%	53.5	21	2	3	0
\$25,001 - \$50,000	25	9.12%	83.2	23	2	0	0
\$50,001 - \$100,000	47	17.15%	80.3	35	7	5	0
\$100,001 - \$175,000	62	22.63%	68.0	33	25	2	2
\$175,001 - \$275,000	46	16.79%	85.1	19	20	7	0
\$275,001 - \$650,000	42	15.33%	78.8	16	7	12	7
\$650,001 and up	26	9.49%	86.1	9	5	7	5
Total Active Inventory by Units			274	156	68	36	14
Total Active Inventory by Volume			75,727,827	27.86M	19.39M	16.50M	11.97M
Average Active Inventory Listing Price			\$276,379	\$178,620	\$285,185	\$458,269	\$855,200



November 2021

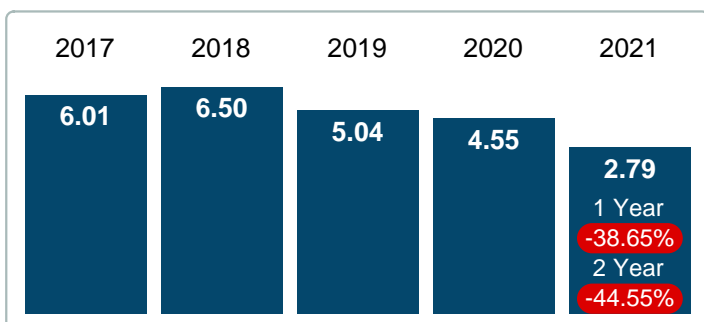
Area Delimited by County Of Creek



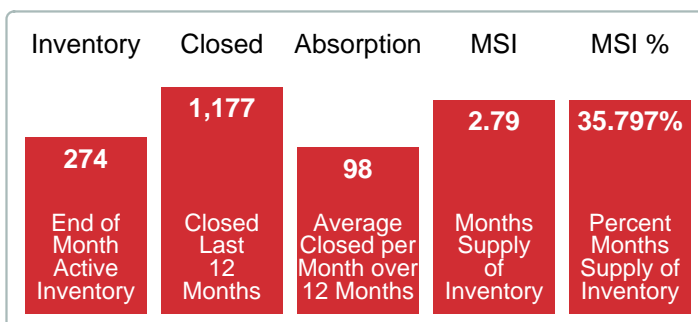
MONTHS SUPPLY of INVENTORY (MSI)

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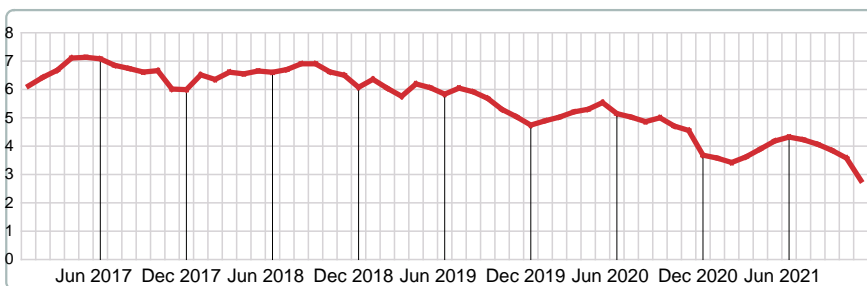
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

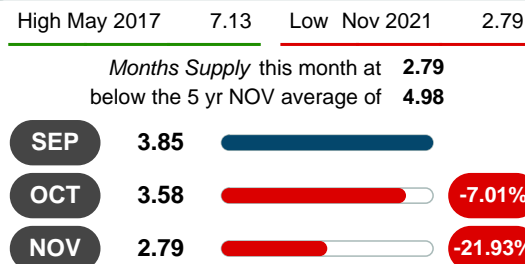


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.98



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	25	9.12%	5.26	7.74	1.04	12.00	0.00
\$20,001 - \$60,000	32	11.68%	3.23	4.00	1.00	0.00	0.00
\$60,001 - \$100,000	41	14.96%	3.04	3.91	1.53	4.00	0.00
\$100,001 - \$180,000	68	24.82%	2.02	5.76	1.06	1.89	6.00
\$180,001 - \$290,000	41	14.96%	2.00	6.40	1.53	1.16	0.00
\$290,001 - \$650,000	41	14.96%	3.02	8.35	1.31	2.67	2.71
\$650,001 and up	26	9.49%	12.00	27.00	10.00	9.33	8.57
Market Supply of Inventory (MSI)			2.79	5.47	1.32	2.59	3.36
Total Active Inventory by Units		100%	274	156	68	36	14



November 2021

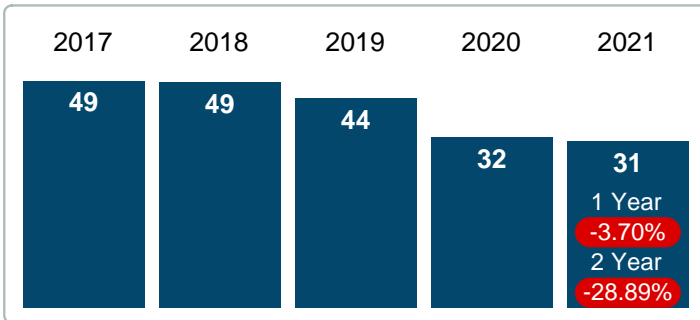
Area Delimited by County Of Creek



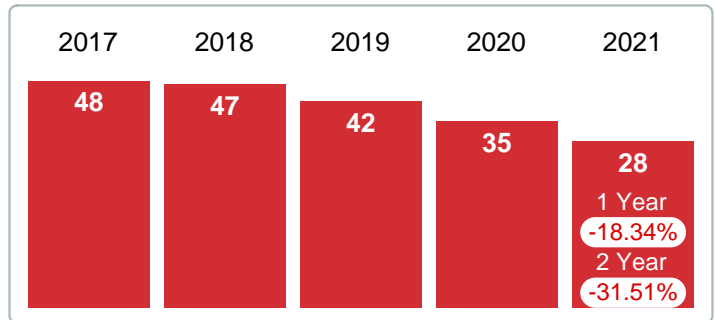
AVERAGE DAYS ON MARKET TO SALE

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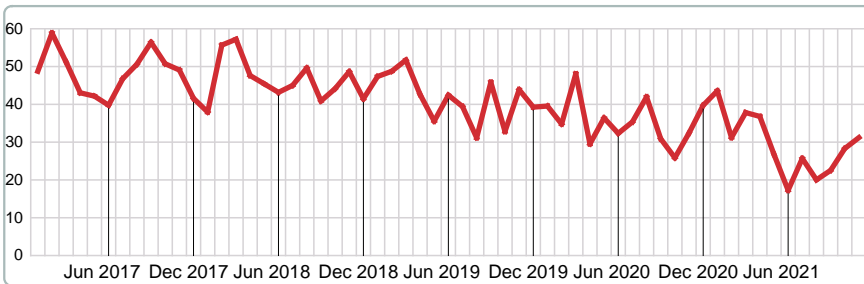
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

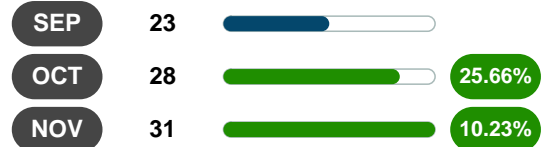


3 MONTHS

5 year NOV AVG = 41

High Feb 2017 59 Low Jun 2021 17

Average Days on Market to Sale this month at 31 below the 5 yr NOV average of 41



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	6.59%	50	63	26	0	0
\$25,001 - \$75,000	12.09%	51	56	54	1	0
\$75,001 - \$125,000	16.48%	25	27	20	0	0
\$125,001 - \$175,000	24.18%	33	71	23	10	23
\$175,001 - \$250,000	17.58%	20	23	17	26	0
\$250,001 - \$325,000	12.09%	12	6	20	9	0
\$325,001 and up	10.99%	44	141	24	38	0
Average Closed DOM		31	48	23	22	23
Total Closed Units	100%	31	32	40	18	1
Total Closed Volume		16,709,994	3.67M	7.04M	5.85M	149.90K



November 2021

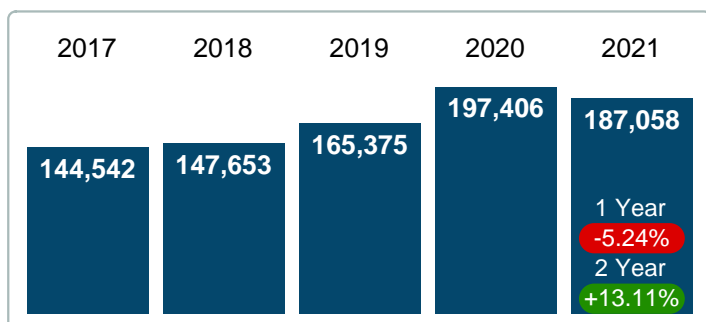
Area Delimited by County Of Creek



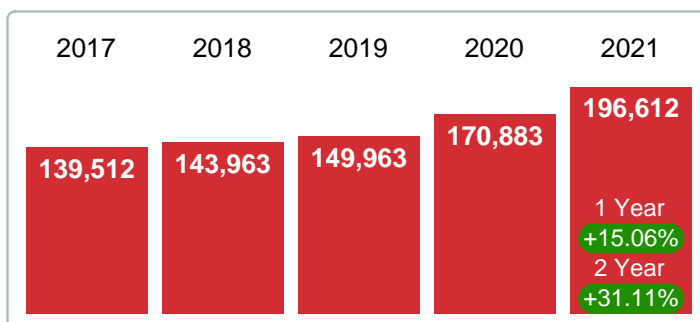
AVERAGE LIST PRICE AT CLOSING

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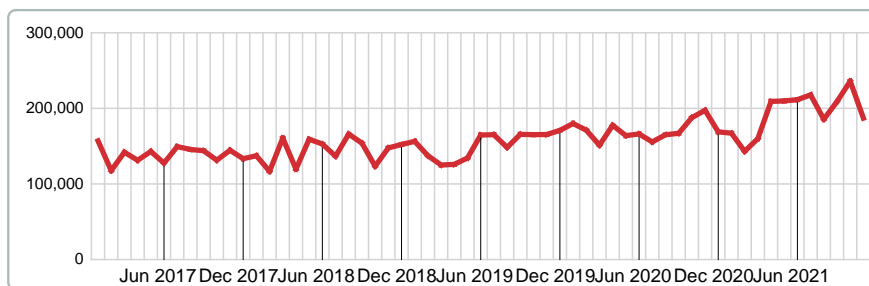
NOVEMBER



YEAR TO DATE (YTD)

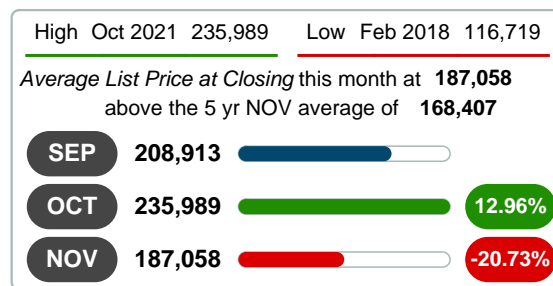


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 168,407



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	4	4.40%	9,399	25,375	1,298	0	0
\$25,001 - \$75,000	14	15.38%	47,486	48,238	54,950	30,000	0
\$75,001 - \$125,000	13	14.29%	105,023	104,790	108,580	0	0
\$125,001 - \$175,000	23	25.27%	153,413	145,440	154,171	170,000	149,900
\$175,001 - \$250,000	16	17.58%	213,568	242,750	210,358	219,375	0
\$250,001 - \$325,000	11	12.09%	275,473	255,500	283,750	266,940	0
\$325,001 and up	10	10.99%	497,880	499,000	365,298	563,983	0
Average List Price			187,058	117,437	178,707	331,450	149,900
Total Closed Units		100%	187,058	32	40	18	1
Total Closed Volume			17,022,265	3.76M	7.15M	5.97M	149.90K



November 2021

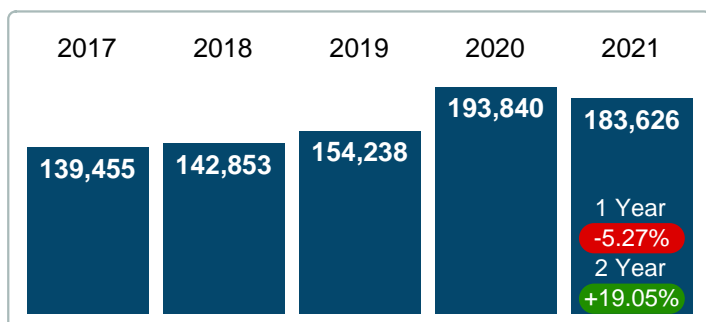
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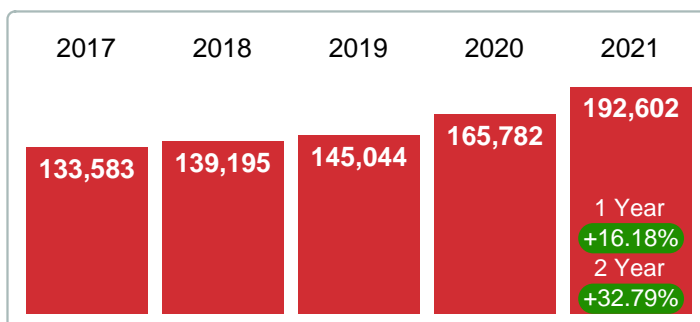
AVERAGE SOLD PRICE AT CLOSING

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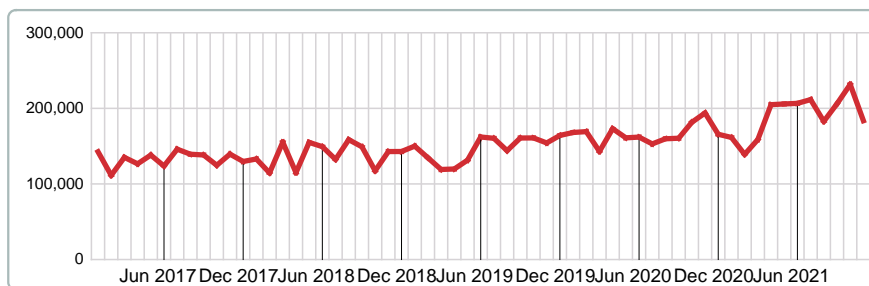
NOVEMBER



YEAR TO DATE (YTD)

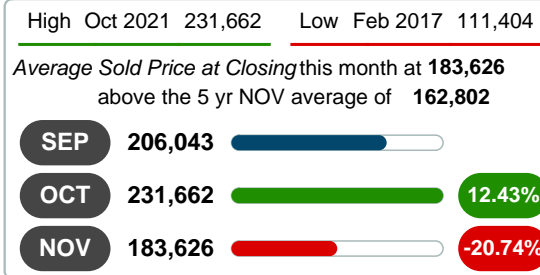


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 162,802



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	6.59%	13,099	19,000	1,298	0	0
\$25,001 - \$75,000	12.09%	46,809	47,363	53,000	30,000	0
\$75,001 - \$125,000	16.48%	102,441	101,262	104,800	0	0
\$125,001 - \$175,000	24.18%	152,168	143,620	154,264	160,000	149,900
\$175,001 - \$250,000	17.58%	212,830	226,389	207,100	220,375	0
\$250,001 - \$325,000	12.09%	275,809	291,000	280,250	266,180	0
\$325,001 and up	10.99%	479,300	450,000	351,333	548,167	0
Average Sold Price		183,626	114,700	175,957	325,078	149,900
Total Closed Units	100%	183,626	32	40	18	1
Total Closed Volume		16,709,994	3.67M	7.04M	5.85M	149.90K



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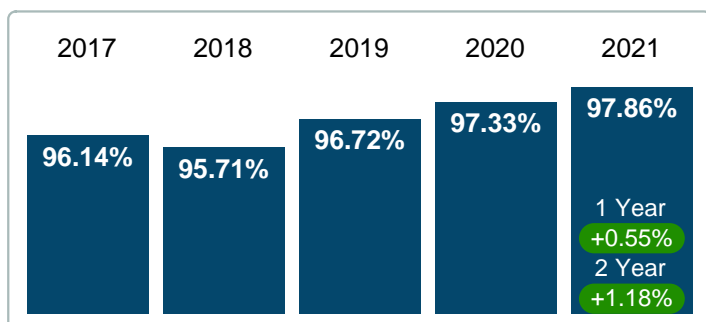
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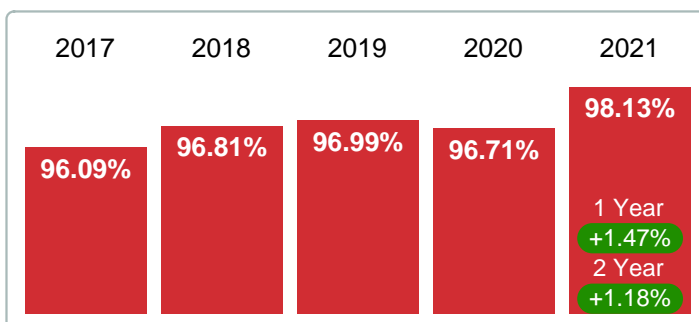
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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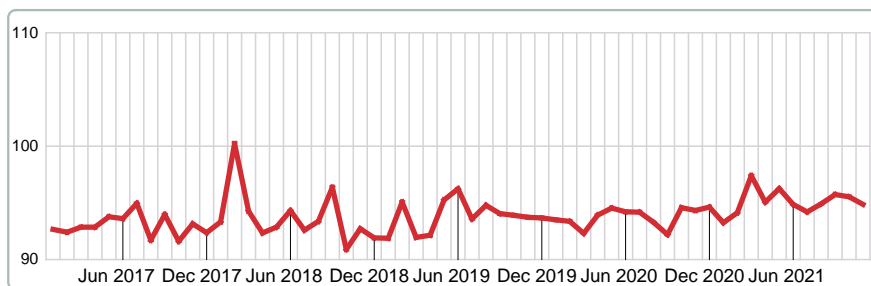
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

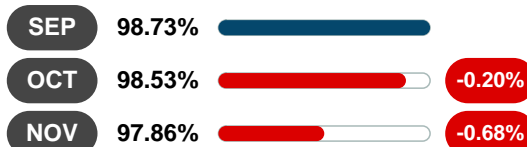


3 MONTHS

5 year NOV AVG = 96.75%

High Feb 2018 103.22% Low Oct 2018 93.89%

Average Sold/List Ratio this month at **97.86%**
above the 5 yr NOV average of **96.75%**



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	6	6.59%	85.22%	77.83%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	11	12.09%	98.24%	98.39%	96.74%	100.00%	0.00%
\$75,001 - \$125,000	15	16.48%	97.14%	97.56%	96.31%	0.00%	0.00%
\$125,001 - \$175,000	22	24.18%	99.53%	100.05%	100.08%	94.20%	100.00%
\$175,001 - \$250,000	16	17.58%	98.51%	94.17%	98.61%	100.43%	0.00%
\$250,001 - \$325,000	11	12.09%	102.27%	115.37%	98.93%	99.70%	0.00%
\$325,001 and up	10	10.99%	96.57%	90.18%	96.33%	97.76%	0.00%
Average Sold/List Ratio		97.90%		96.36%	98.67%	98.62%	100.00%
Total Closed Units		91	100%	32	40	18	1
Total Closed Volume		16,709,994		3.67M	7.04M	5.85M	149.90K



November 2021

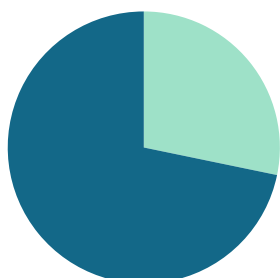
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

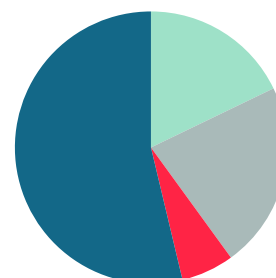


Inventory
 New Listings
137 = 28.25%
 Start Inventory
348
 Total Inventory Units
485
 Volume
\$119,199,148

Market Activity

Closed Sales
91 = 17.84%
 Pending Sales
113 = 22.16%
 Other Off Market
32 = 6.27%
 Active Inventory
274 = 53.73%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	81	91	12.35%	936	1,067	14.00%
Pending Sales	88	113	28.41%	1,004	1,124	11.95%
New Listings	98	137	39.80%	1,378	1,429	3.70%
Average List Price	197,406	187,058	-5.24%	170,883	196,612	15.06%
Average Sale Price	193,840	183,626	-5.27%	165,782	192,602	16.18%
Average Percent of Selling Price to List Price	97.33%	97.86%	0.55%	96.71%	98.13%	1.47%
Average Days on Market to Sale	32.41	31.21	-3.70%	34.84	28.45	-18.34%
Monthly Inventory	381	274	-28.08%	381	274	-28.08%
Months Supply of Inventory	4.55	2.79	-38.65%	4.55	2.79	-38.65%

Absorption: Last 12 months, an Average of **98** Sales/Month

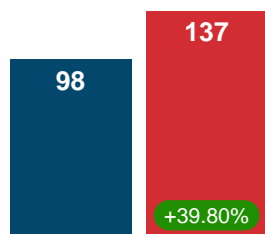
Inventory on November 30, 2021 = **274**

2020 **2021**

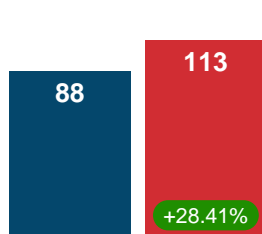
NOVEMBER MARKET

AVERAGE PRICES

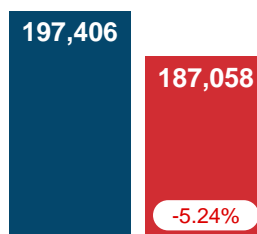
New Listings



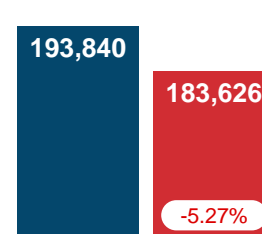
Pending Listings



List Price



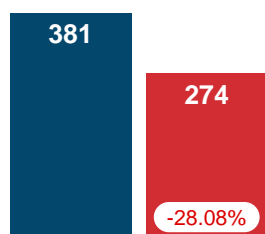
Sale Price



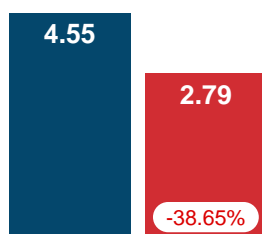
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

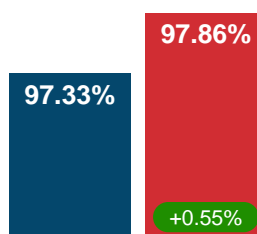
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

