



# November 2021

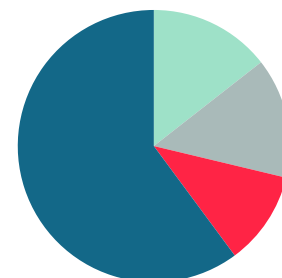
Area Delimited by Counties Carter, Love, Murray



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	32	109	240.63%
Pending Listings	115	108	-6.09%
New Listings	441	143	-67.57%
Average List Price	194,122	210,330	8.35%
Average Sale Price	185,054	199,226	7.66%
Average Percent of Selling Price to List Price	94.93%	94.18%	-0.79%
Average Days on Market to Sale	32.81	41.61	26.83%
End of Month Inventory	508	454	-10.63%
Months Supply of Inventory	6.16	4.58	-25.66%



■ Closed (14.44%)  
■ Pending (14.30%)  
■ Other OffMarket (11.13%)  
■ Active (60.13%)

**Absorption:** Last 12 months, an Average of **99** Sales/Month  
**Active Inventory** as of November 30, 2021 = **454**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2021 decreased **10.63%** to 454 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **4.58** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **7.66%** in November 2021 to \$199,226 versus the previous year at \$185,054.

#### Average Days on Market Lengthens

The average number of **41.61** days that homes spent on the market before selling increased by 8.80 days or **26.83%** in November 2021 compared to last year's same month at **32.81** DOM.

#### Sales Success for November 2021 is Positive

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

There were 143 New Listings in November 2021, down **67.57%** from last year at 441. Furthermore, there were 109 Closed Listings this month versus last year at 32, a **240.63%** increase.

Closed versus Listed trends yielded a **76.2%** ratio, up from previous year's, November 2020, at **7.3%**, a **950.46%** 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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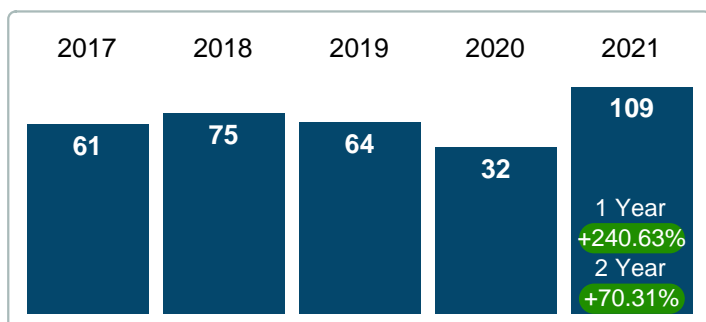
Area Delimited by Counties Carter, Love, Murray



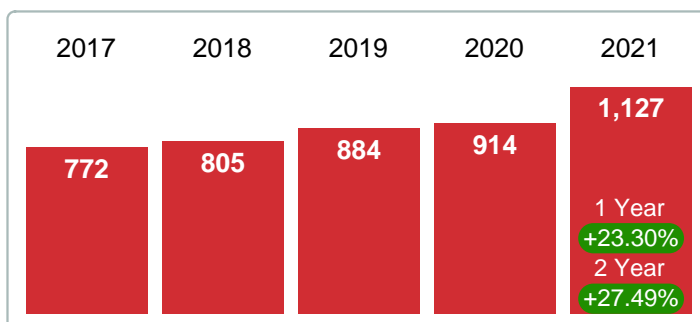
## CLOSED LISTINGS

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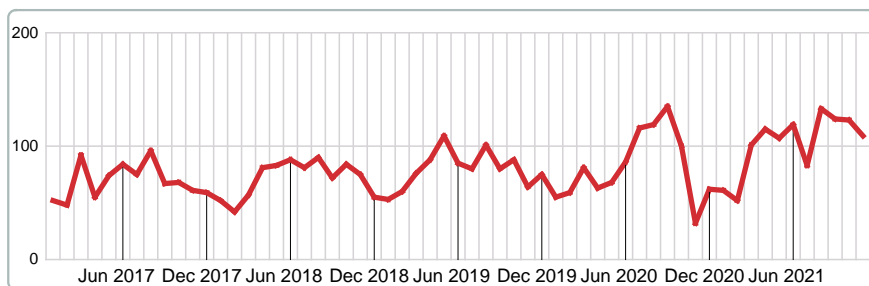
### NOVEMBER



### YEAR TO DATE (YTD)

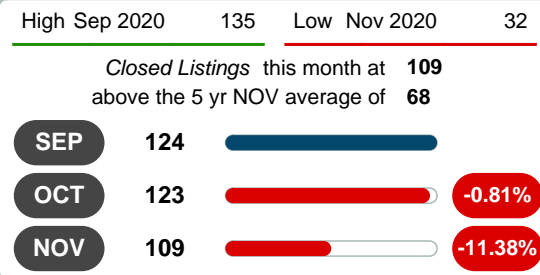


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 68



### 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	5.50%	92.2	6	0	0	0
\$25,001 - \$50,000	16	14.68%	83.9	12	3	1	0
\$50,001 - \$100,000	17	15.60%	31.6	9	7	1	0
\$100,001 - \$200,000	27	24.77%	24.4	7	15	5	0
\$200,001 - \$275,000	16	14.68%	46.6	5	8	2	1
\$275,001 - \$425,000	16	14.68%	21.8	3	8	5	0
\$425,001 and up	11	10.09%	31.8	3	5	3	0
<b>Total Closed Units</b>	<b>109</b>			<b>45</b>	<b>46</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>21,715,584</b>	<b>100%</b>	<b>41.6</b>	<b>6.59M</b>	<b>10.14M</b>	<b>4.74M</b>	<b>250.00K</b>
<b>Average Closed Price</b>	<b>\$199,226</b>			<b>\$146,401</b>	<b>\$220,455</b>	<b>\$278,623</b>	<b>\$250,000</b>



# November 2021

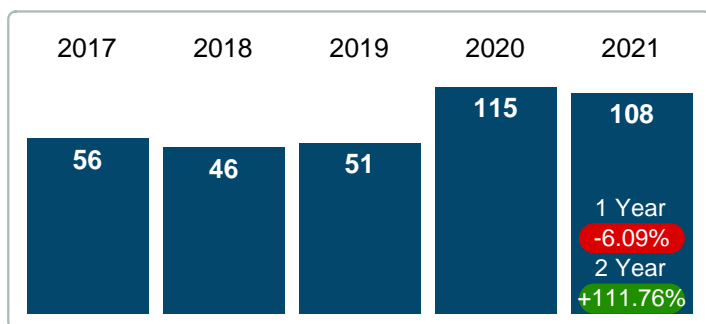
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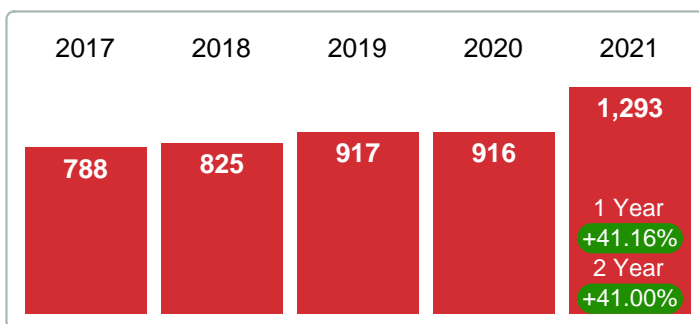
## PENDING LISTINGS

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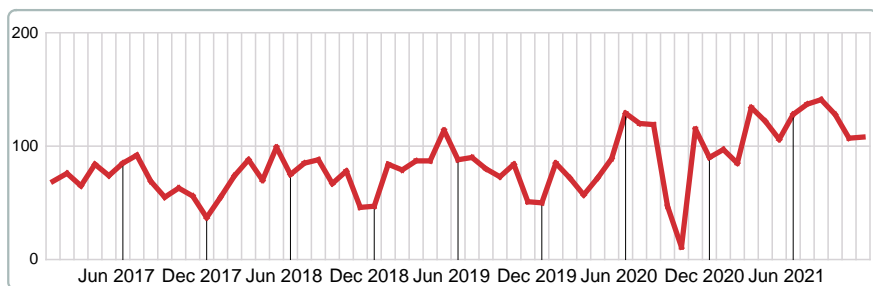
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 75

High Aug 2021 141 Low Oct 2020 11

Pending Listings this month at **108**  
above the 5 yr NOV average of **75**

Month	Count	% Change
SEP	128	
OCT	107	-16.41%
NOV	108	0.93%

### 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	2	1.85%	115.0	2	0	0	0
\$25,001 - \$75,000	19	17.59%	56.8	16	3	0	0
\$75,001 - \$125,000	20	18.52%	33.6	7	10	2	1
\$125,001 - \$175,000	20	18.52%	30.1	5	12	1	2
\$175,001 - \$250,000	21	19.44%	53.8	7	14	0	0
\$250,001 - \$375,000	15	13.89%	100.1	3	5	7	0
\$375,001 and up	11	10.19%	47.5	2	5	3	1
<b>Total Pending Units</b>	<b>108</b>			<b>42</b>	<b>49</b>	<b>13</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>19,921,999</b>	<b>100%</b>	<b>24.3</b>	<b>5.45M</b>	<b>9.69M</b>	<b>3.92M</b>	<b>859.80K</b>
<b>Average Listing Price</b>	<b>\$196,529</b>			<b>\$129,874</b>	<b>\$197,794</b>	<b>\$301,200</b>	<b>\$214,950</b>



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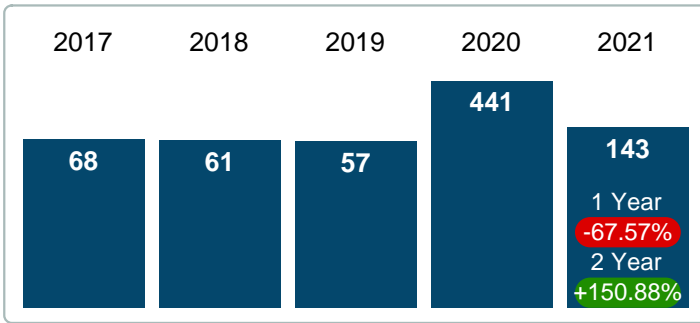
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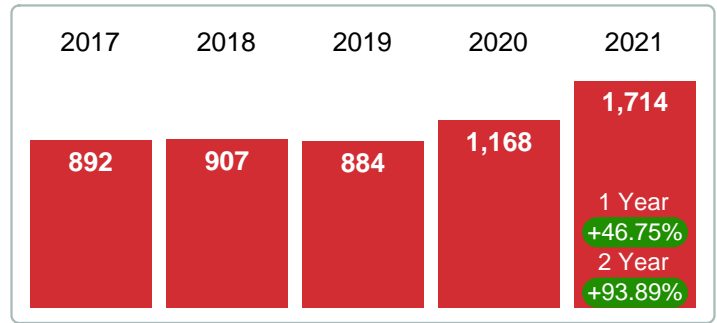
## NEW LISTINGS

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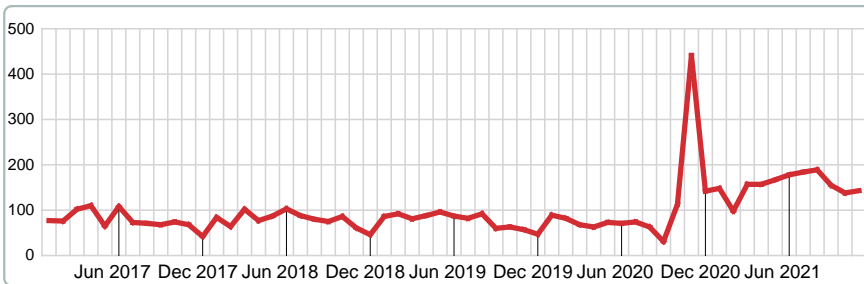
### NOVEMBER



### YEAR TO DATE (YTD)

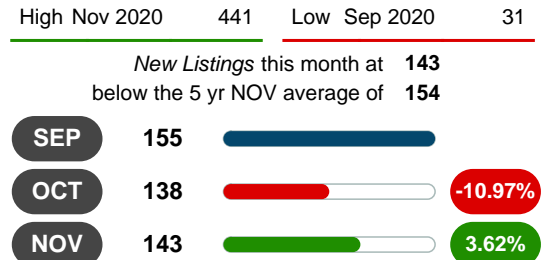


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 154



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0		0.00%	0	0	0	0
\$1-\$25,000	26		18.18%	26	0	0	0
\$25,001-\$100,000	27		18.88%	23	3	1	0
\$100,001-\$225,000	39		27.27%	19	17	2	1
\$225,001-\$400,000	16		11.19%	8	6	2	0
\$400,001-\$775,000	20		13.99%	8	5	5	2
\$775,001 and up	15		10.49%	12	1	1	1
<b>Total New Listed Units</b>	143			96	32	11	4
<b>Total New Listed Volume</b>	46,323,332		100%	30.92M	8.01M	4.48M	2.91M
<b>Average New Listed Listing Price</b>	\$365,333			\$322,041	\$250,331	\$407,527	\$728,500



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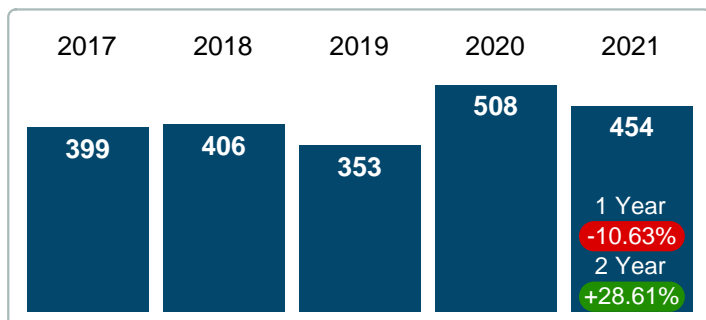
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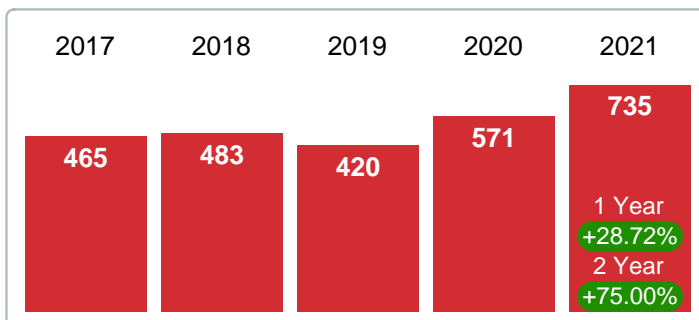
## ACTIVE INVENTORY

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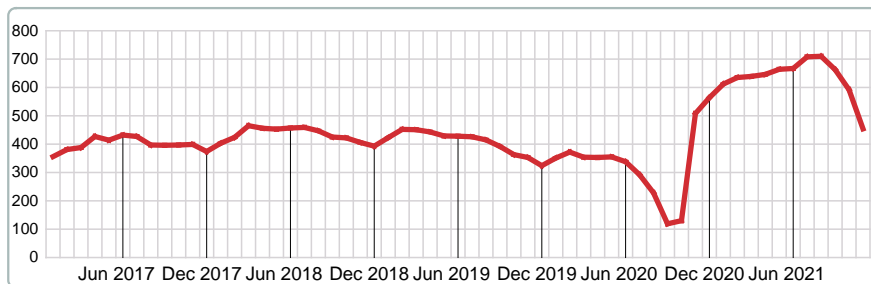
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

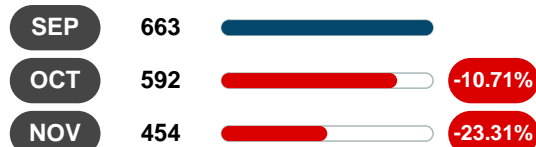


### 3 MONTHS

5 year NOV AVG = 424

High Aug 2021 710 Low Sep 2020 119

Inventory this month at 454  
above the 5 yr NOV average of 424



### 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	46	10.13%	77.2	44	2	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	117	25.77%	124.7	97	17	2	1
\$100,001 - \$250,000	127	27.97%	94.2	66	51	9	1
\$250,001 - \$450,000	64	14.10%	105.8	34	19	8	3
\$450,001 - \$875,000	53	11.67%	111.3	28	15	5	5
\$875,001 and up	47	10.35%	118.9	33	1	6	7
Total Active Inventory by Units			454	302	105	30	17
Total Active Inventory by Volume			173,514,680	112.61M	26.70M	20.56M	13.65M
Average Active Inventory Listing Price			\$382,191	\$372,874	\$254,260	\$685,320	\$802,924



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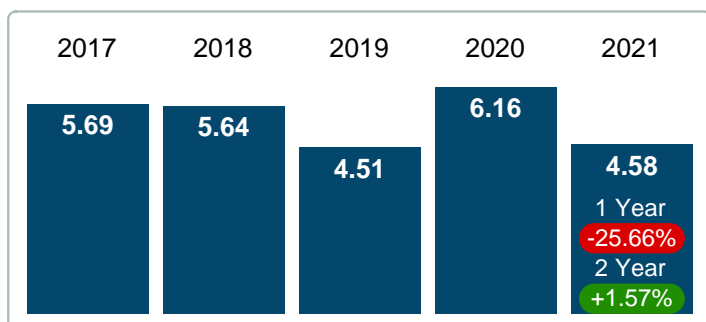
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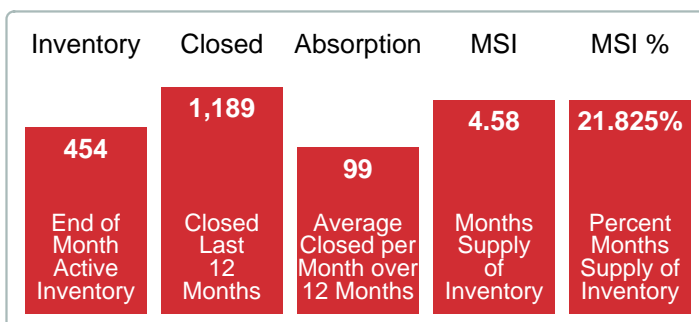
## MONTHS SUPPLY of INVENTORY (MSI)

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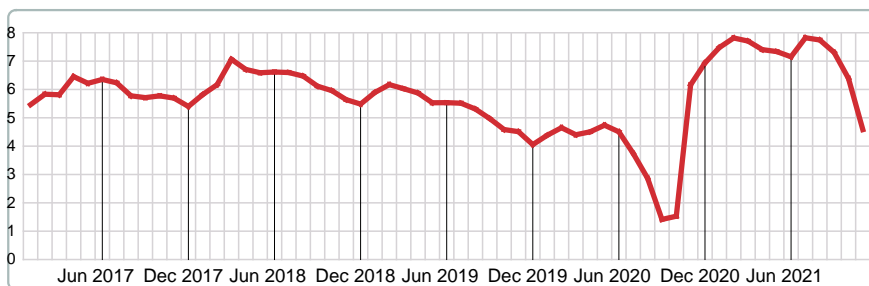
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

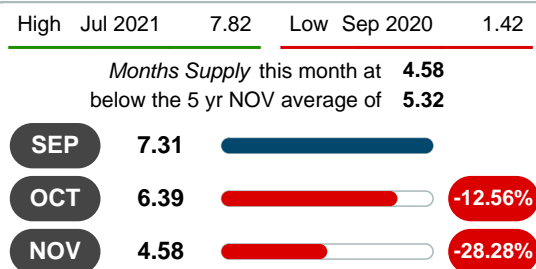


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 5.32



### 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	46	10.13%	9.05	9.96	3.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$100,000	117	25.77%	4.68	6.54	1.91	2.00	4.00
\$100,001 - \$250,000	127	27.97%	2.88	6.39	1.95	1.30	1.33
\$250,001 - \$450,000	64	14.10%	3.46	9.27	2.45	1.28	3.60
\$450,001 - \$875,000	53	11.67%	10.78	24.00	15.00	2.31	8.57
\$875,001 and up	47	10.35%	33.18	30.46	12.00	72.00	42.00
Market Supply of Inventory (MSI)			4.58	8.51	2.36	1.83	6.58
Total Active Inventory by Units		100%	454	302	105	30	17



# November 2021

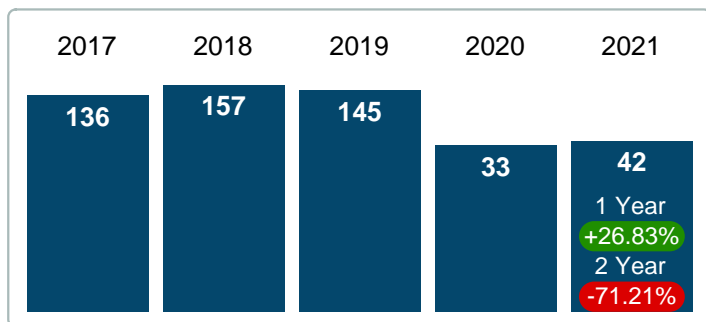
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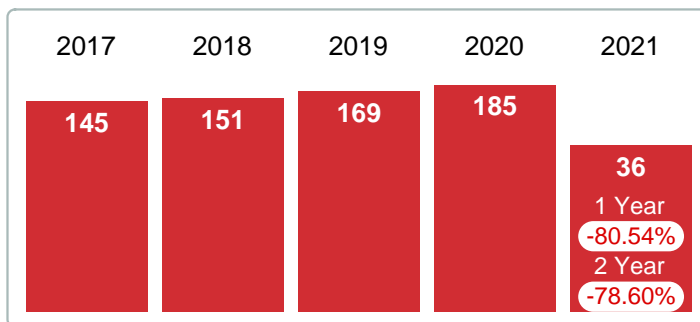
## AVERAGE DAYS ON MARKET TO SALE

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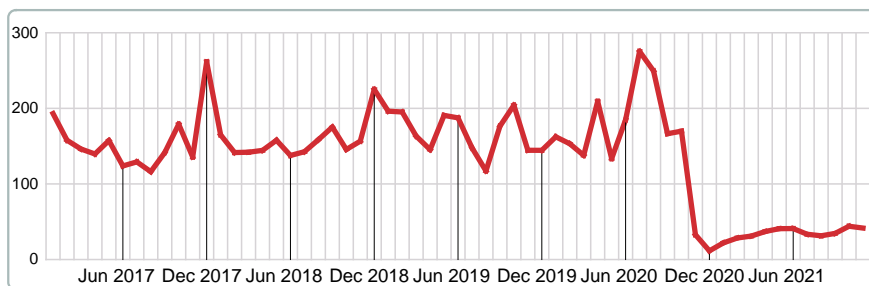
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

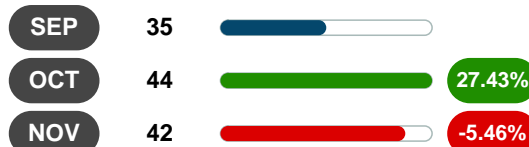


### 3 MONTHS

5 year NOV AVG = 102

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 42 below the 5 yr NOV average of 102



### 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	5.50%	92	0	0	0	
\$25,001 - \$50,000	16	14.68%	103	14	69	0	
\$50,001 - \$100,000	17	15.60%	27	32	69	0	
\$100,001 - \$200,000	27	24.77%	24	23	29	0	
\$200,001 - \$275,000	16	14.68%	23	61	11	118	
\$275,001 - \$425,000	16	14.68%	6	31	16	0	
\$425,001 and up	11	10.09%	12	38	42	0	
<b>Average Closed DOM</b>		42		53	33	30	118
<b>Total Closed Units</b>		109	100%	45	46	17	1
<b>Total Closed Volume</b>		21,715,584		6.59M	10.14M	4.74M	250.00K



# November 2021

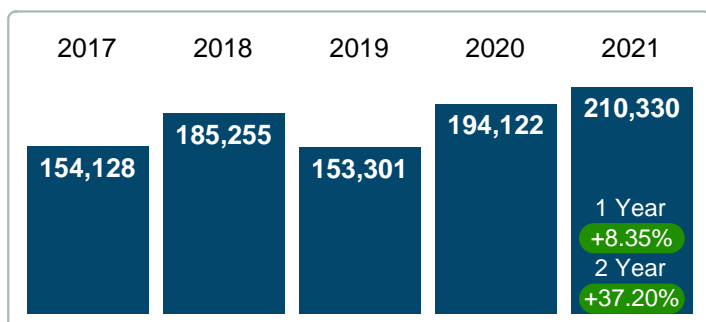
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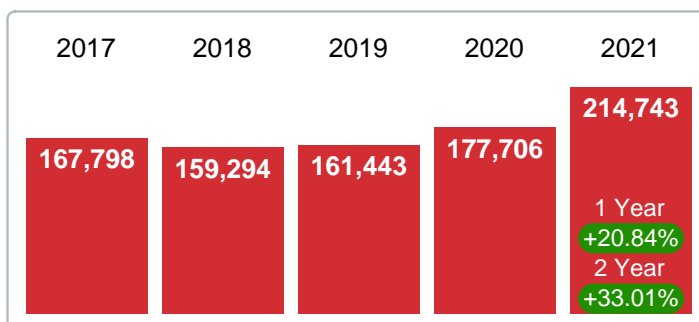
## AVERAGE LIST PRICE AT CLOSING

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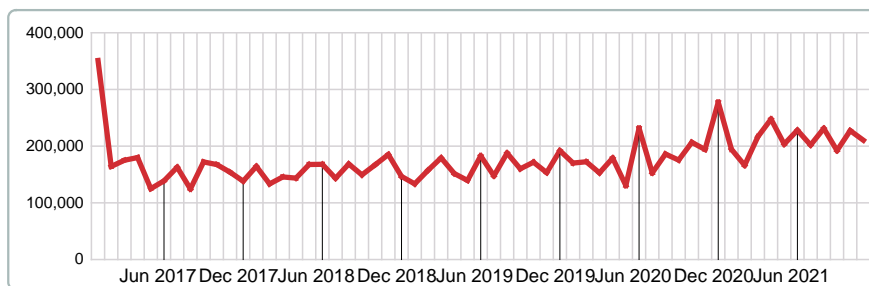
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 179,427

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

Average List Price at Closing this month at **210,330**  
above the 5 yr NOV average of **179,427**

- SEP 192,256
- OCT 227,373 **+18.27%**
- NOV 210,330 **-7.50%**

### 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	5	4.59%	16,600	18,833	0	0	
\$25,001 - \$50,000	15	13.76%	41,593	43,417	43,633	69,000	
\$50,001 - \$100,000	18	16.51%	81,072	83,178	83,386	115,000	
\$100,001 - \$200,000	25	22.94%	150,436	149,857	165,533	161,560	
\$200,001 - \$275,000	19	17.43%	243,653	256,600	239,975	249,450	
\$275,001 - \$425,000	16	14.68%	343,575	329,633	348,675	356,580	
\$425,001 and up	11	10.09%	624,750	808,100	536,800	557,950	
<b>Average List Price</b>		<b>210,330</b>		<b>158,396</b>	<b>230,235</b>	<b>291,026</b>	<b>259,900</b>
<b>Total Closed Units</b>		<b>109</b>	<b>100%</b>	<b>210,330</b>	<b>45</b>	<b>46</b>	<b>17</b>
<b>Total Closed Volume</b>		<b>22,925,950</b>		<b>7.13M</b>	<b>10.59M</b>	<b>4.95M</b>	<b>259.90K</b>





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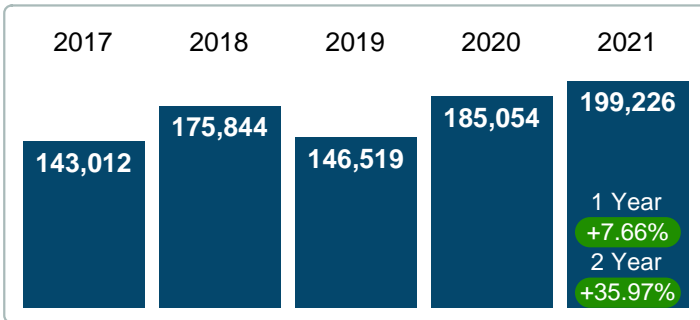
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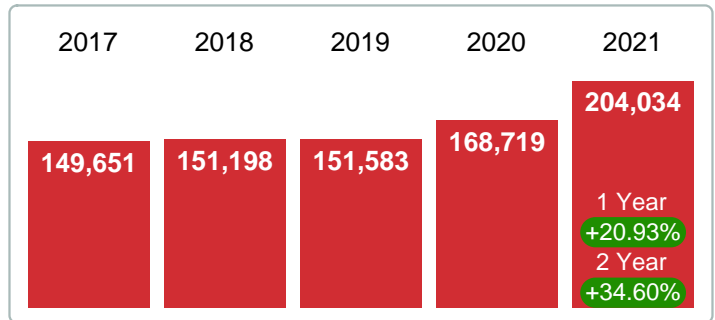
## AVERAGE SOLD PRICE AT CLOSING

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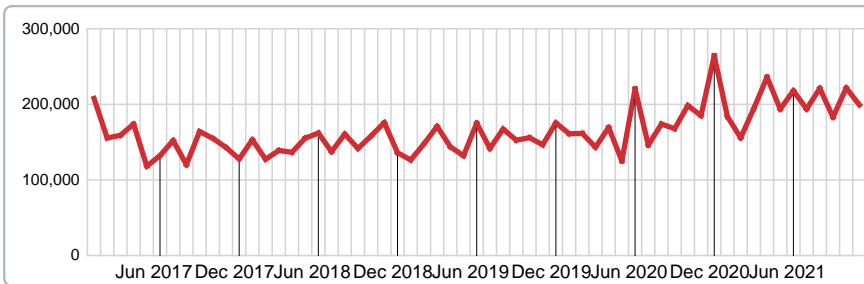
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 169,931

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

Average Sold Price at Closing this month at **199,226** above the 5 yr NOV average of **169,931**



### 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	5.50%	16,333	0	0	0
\$25,001 - \$50,000	16	14.68%	38,833	38,833	45,000	0
\$50,001 - \$100,000	17	15.60%	76,999	81,471	70,000	0
\$100,001 - \$200,000	27	24.77%	139,457	158,093	152,380	0
\$200,001 - \$275,000	16	14.68%	244,600	235,600	243,500	250,000
\$275,001 - \$425,000	16	14.68%	327,420	329,869	350,547	0
\$425,001 and up	11	10.09%	716,533	511,800	539,983	0
<b>Average Sold Price</b>		<b>199,226</b>	<b>146,401</b>	<b>220,455</b>	<b>278,623</b>	<b>250,000</b>
<b>Total Closed Units</b>		<b>109</b>	<b>45</b>	<b>46</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>21,715,584</b>	<b>6.59M</b>	<b>10.14M</b>	<b>4.74M</b>	<b>250.00K</b>

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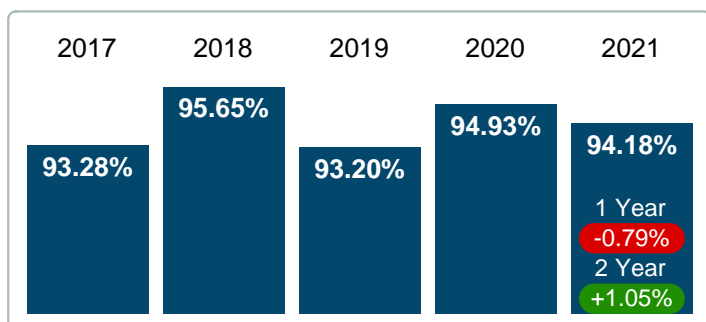
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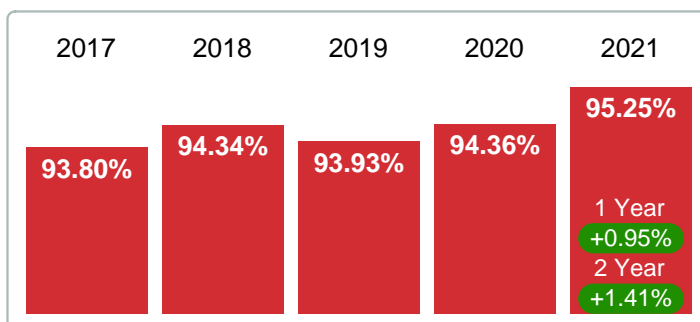
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

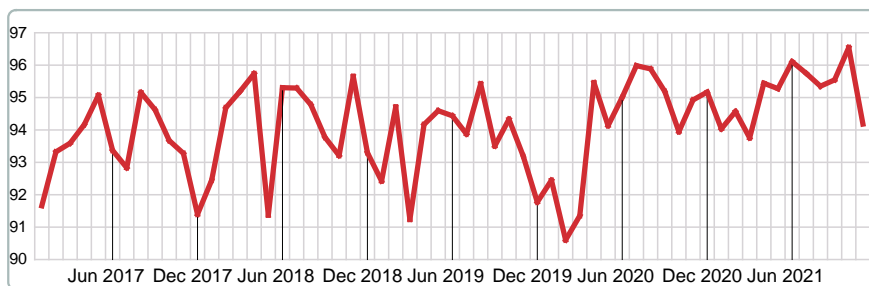
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

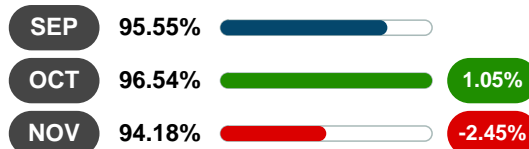


### 3 MONTHS

5 year NOV AVG = 94.25%

High Oct 2021 96.54% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **94.18%**  
equal to 5 yr NOV average of **94.25%**



## 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	5.50%	87.67%	87.67%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	16	14.68%	88.16%	89.64%	89.88%	65.22%	0.00%
\$50,001 - \$100,000	17	15.60%	92.96%	92.61%	98.00%	60.87%	0.00%
\$100,001 - \$200,000	27	24.77%	95.65%	95.19%	96.20%	94.66%	0.00%
\$200,001 - \$275,000	16	14.68%	97.24%	95.67%	98.27%	97.61%	96.19%
\$275,001 - \$425,000	16	14.68%	96.73%	99.48%	94.82%	98.15%	0.00%
\$425,001 and up	11	10.09%	96.60%	97.64%	95.79%	96.91%	0.00%
Average Sold/List Ratio		94.20%		92.69%	96.13%	92.71%	96.19%
Total Closed Units		109	100%	45	46	17	1
Total Closed Volume		21,715,584		6.59M	10.14M	4.74M	250.00K



# November 2021

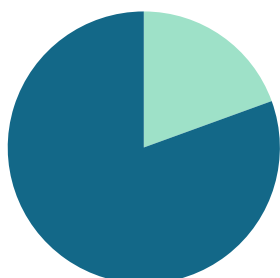
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

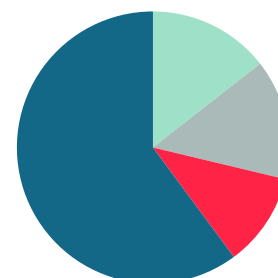


**Inventory**  
 New Listings  
**143 = 19.46%**  
 Start Inventory  
**592**  
 Total Inventory Units  
**735**  
 Volume  
**\$246,953,953**

### Market Activity

Closed Sales  
**109 = 14.44%**  
 Pending Sales  
**108 = 14.30%**  
 Other Off Market  
**84 = 11.13%**  
 Active Inventory  
**454 = 60.13%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	32	109	240.63%	914	1,127	23.30%
Pending Sales	115	108	-6.09%	916	1,293	41.16%
New Listings	441	143	-67.57%	1,168	1,714	46.75%
Average List Price	194,122	210,330	8.35%	177,706	214,743	20.84%
Average Sale Price	185,054	199,226	7.66%	168,719	204,034	20.93%
Average Percent of Selling Price to List Price	94.93%	94.18%	-0.79%	94.36%	95.25%	0.95%
Average Days on Market to Sale	32.81	41.61	26.83%	185.37	36.07	-80.54%
Monthly Inventory	508	454	-10.63%	508	454	-10.63%
Months Supply of Inventory	6.16	4.58	-25.66%	6.16	4.58	-25.66%

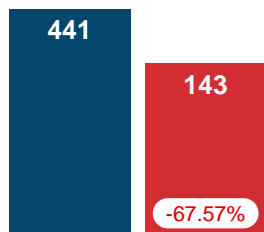
**Absorption:** Last 12 months, an Average of **99** Sales/Month

**Inventory** on November 30, 2021 = **454** 2020 2021

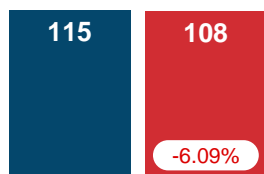
### NOVEMBER MARKET

### AVERAGE PRICES

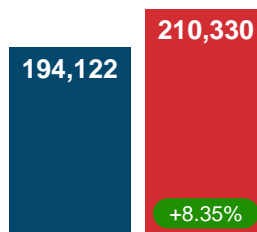
#### New Listings



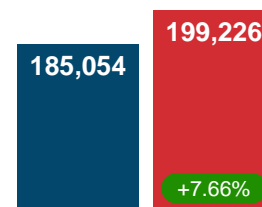
#### Pending Listings



#### List Price



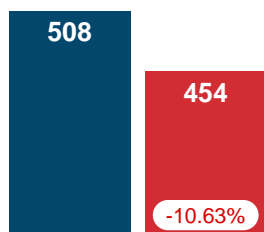
#### Sale Price



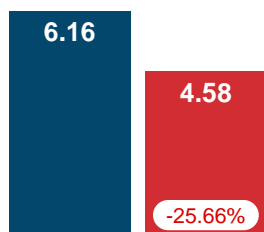
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

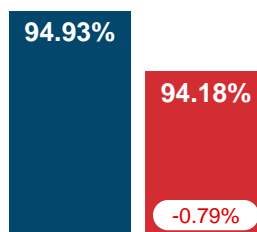
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

