



November 2021

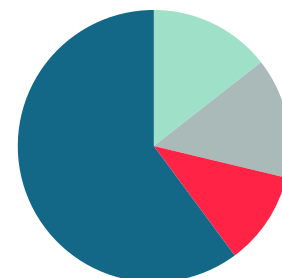
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	159,950	168,000	5.03%
Median Sale Price	152,250	160,000	5.09%
Median Percent of Selling Price to List Price	97.64%	96.92%	-0.73%
Median Days on Market to Sale	2.00	21.00	950.00%
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.

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 **5.09%** in November 2021 to \$160,000 versus the previous year at \$152,250.

Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 19.00 days or **950.00%** in November 2021 compared to last year's same month at **2.00** DOM.

Sales Success for November 2021 is Positive

Overall, with Median 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.

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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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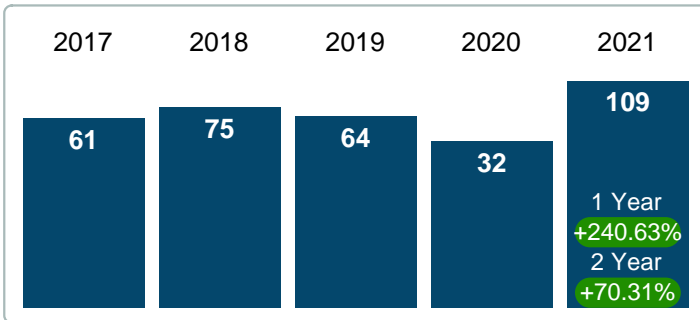
Area Delimited by Counties Carter, Love, Murray



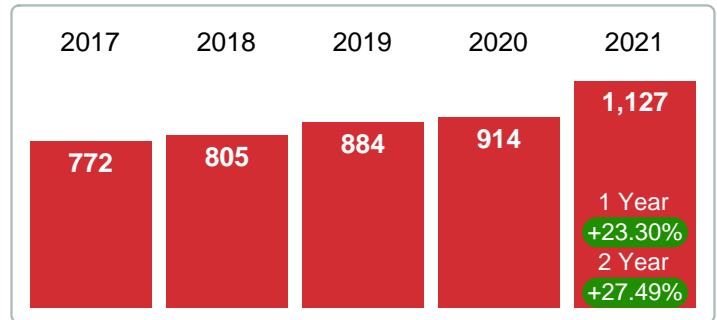
CLOSED LISTINGS

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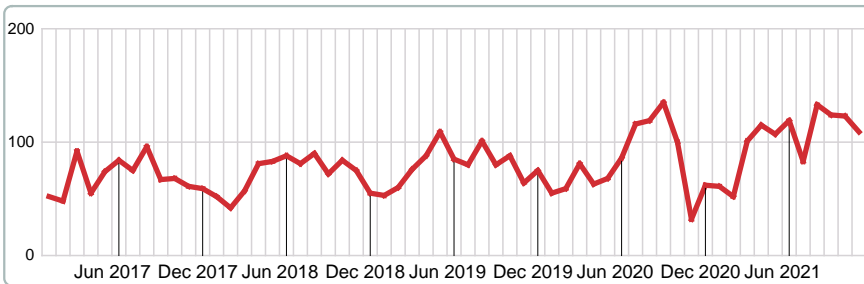
NOVEMBER



YEAR TO DATE (YTD)

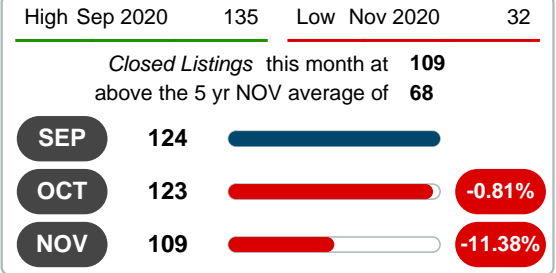


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.50%	55.0	6	0	0	0
\$25,001 - \$50,000	16	14.68%	51.5	12	3	1	0
\$50,001 - \$100,000	17	15.60%	27.0	9	7	1	0
\$100,001 - \$200,000	27	24.77%	16.0	7	15	5	0
\$200,001 - \$275,000	16	14.68%	26.0	5	8	2	1
\$275,001 - \$425,000	16	14.68%	11.5	3	8	5	0
\$425,001 and up	11	10.09%	31.0	3	5	3	0
Total Closed Units	109			45	46	17	1
Total Closed Volume	21,715,584	100%	21.0	6.59M	10.14M	4.74M	250.00K
Median Closed Price	\$160,000			\$75,000	\$180,500	\$252,000	\$250,000

November 2021



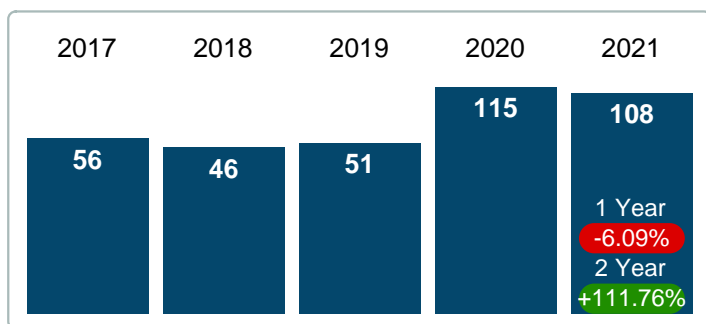
Area Delimited by Counties Carter, Love, Murray



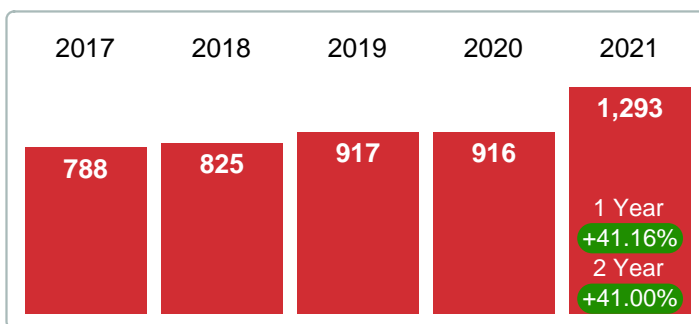
PENDING LISTINGS

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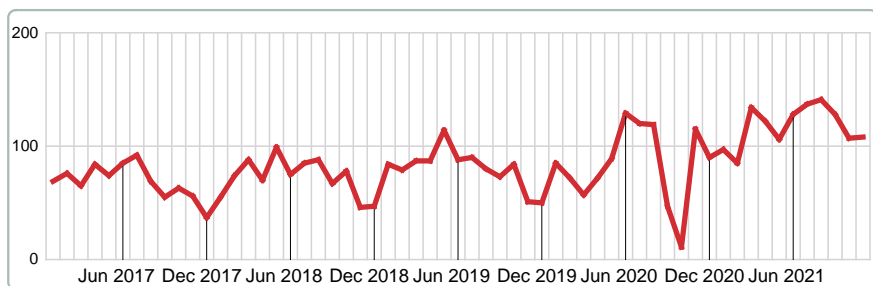
NOVEMBER



YEAR TO DATE (YTD)

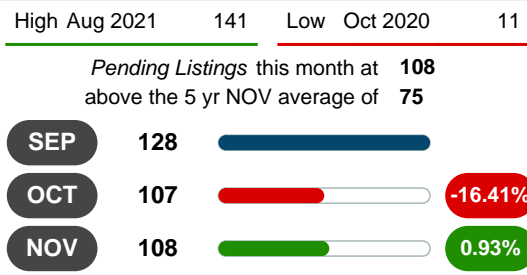


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	40.0	16	3	0	0
\$75,001 - \$125,000	20	18.52%	22.5	7	10	2	1
\$125,001 - \$175,000	20	18.52%	20.0	5	12	1	2
\$175,001 - \$250,000	21	19.44%	12.0	7	14	0	0
\$250,001 - \$375,000	15	13.89%	83.0	3	5	7	0
\$375,001 and up	11	10.19%	36.0	2	5	3	1
Total Pending Units	108			42	49	13	4
Total Pending Volume	19,921,999	100%	27.5	5.45M	9.69M	3.92M	859.80K
Median Listing Price	\$156,450			\$89,000	\$169,500	\$295,000	\$155,450

November 2021



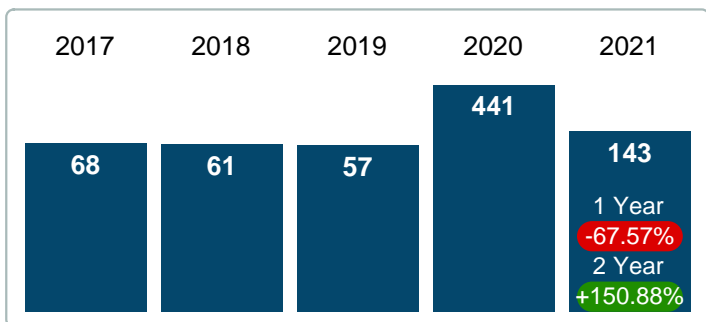
Area Delimited by Counties Carter, Love, Murray



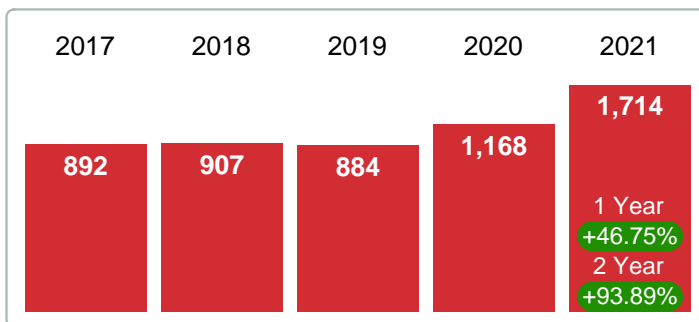
NEW LISTINGS

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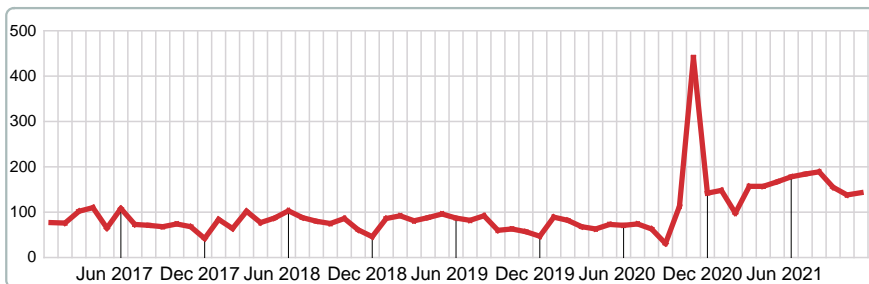
NOVEMBER



YEAR TO DATE (YTD)

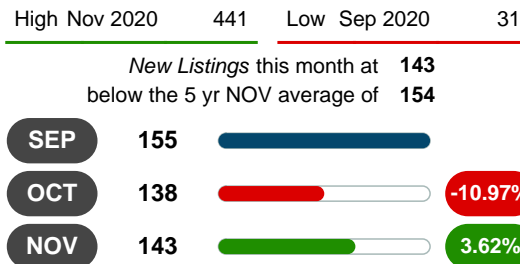


5 YEAR MARKET ACTIVITY TRENDS



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
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$40,000	34	23.78%	34	0	0	0
\$40,001 - \$100,000	19	13.29%	15	3	1	0
\$100,001 - \$220,000	36	25.17%	19	14	2	1
\$220,001 - \$420,000	22	15.38%	9	10	3	0
\$420,001 - \$790,000	17	11.89%	7	4	4	2
\$790,001 and up	15	10.49%	12	1	1	1
Total New Listed Units	143		96	32	11	4
Total New Listed Volume	46,323,332	100%	30.92M	8.01M	4.48M	2.91M
Median New Listed Listing Price	\$139,000		\$94,500	\$195,500	\$420,000	\$674,500



November 2021

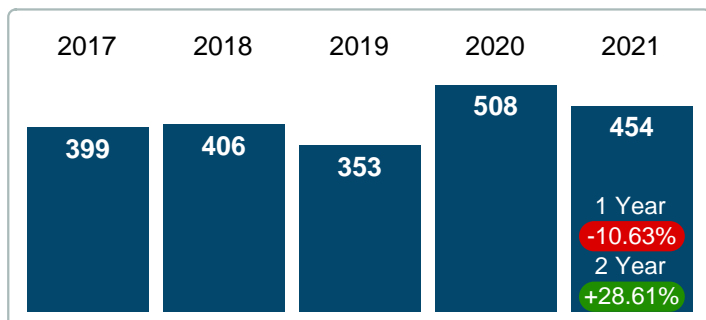
Area Delimited by Counties Carter, Love, Murray



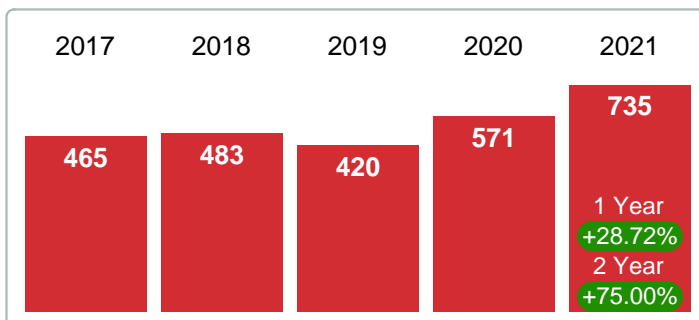
ACTIVE INVENTORY

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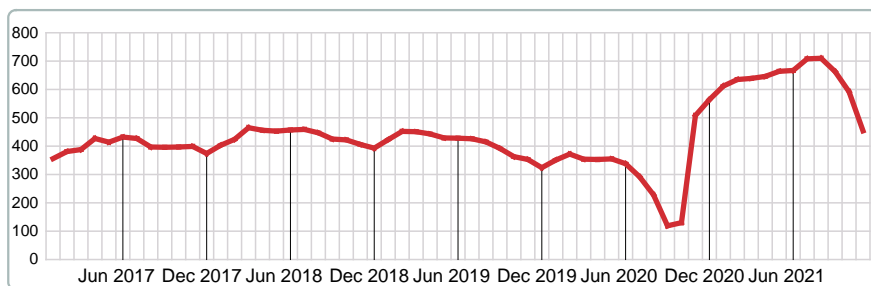
END OF NOVEMBER



ACTIVE DURING NOVEMBER

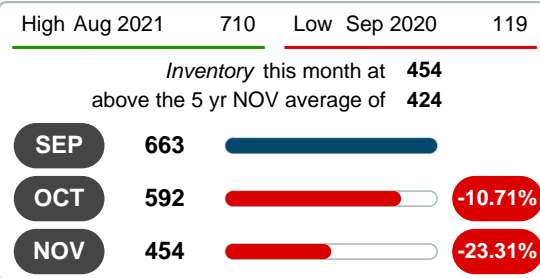


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 424



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	46	10.13%	25.5	44	2	0	0	
\$25,001 - \$25,000	0	0.00%	25.5	0	0	0	0	
\$25,001 - \$100,000	117	25.77%	98.0	97	17	2	1	
\$100,001 - \$250,000	127	27.97%	78.0	66	51	9	1	
\$250,001 - \$450,000	64	14.10%	85.5	34	19	8	3	
\$450,001 - \$875,000	53	11.67%	84.0	28	15	5	5	
\$875,001 and up	47	10.35%	78.0	33	1	6	7	
Total Active Inventory by Units		454		302	105	30	17	
Total Active Inventory by Volume		173,514,680	100%	82.0	112.61M	26.70M	20.56M	13.65M
Median Active Inventory Listing Price		\$154,900			\$120,000	\$162,000	\$353,250	\$699,000



November 2021

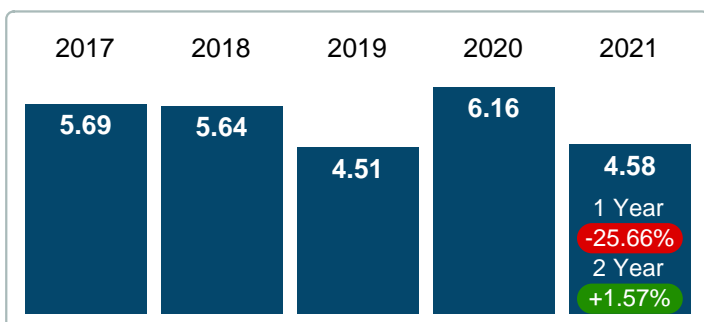
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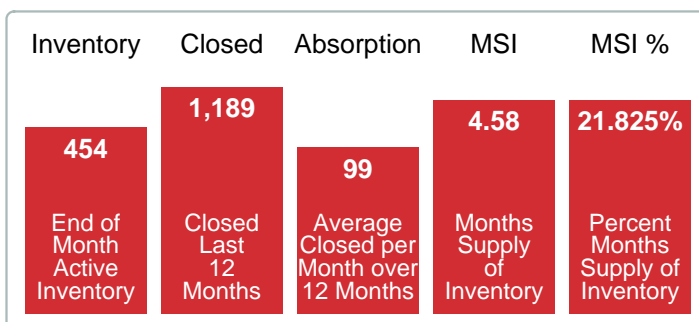
MONTHS SUPPLY of INVENTORY (MSI)

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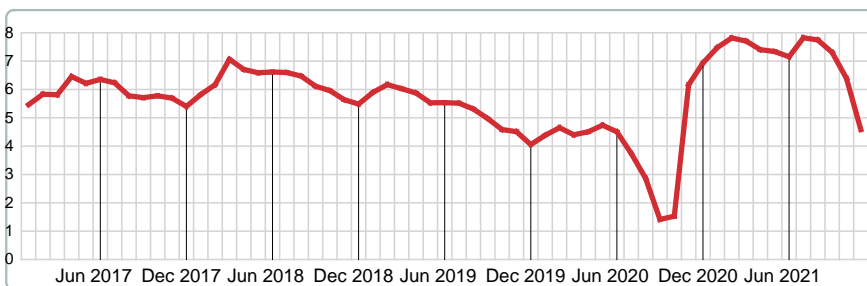
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

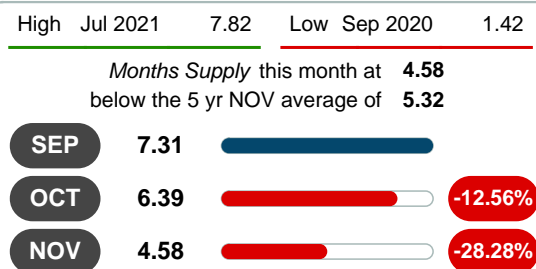


5 YEAR MARKET ACTIVITY TRENDS



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



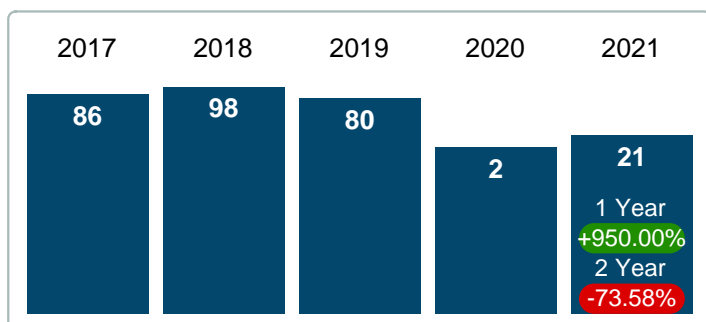
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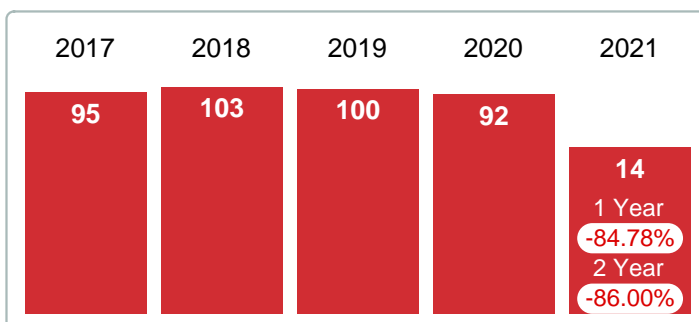
MEDIAN DAYS ON MARKET TO SALE

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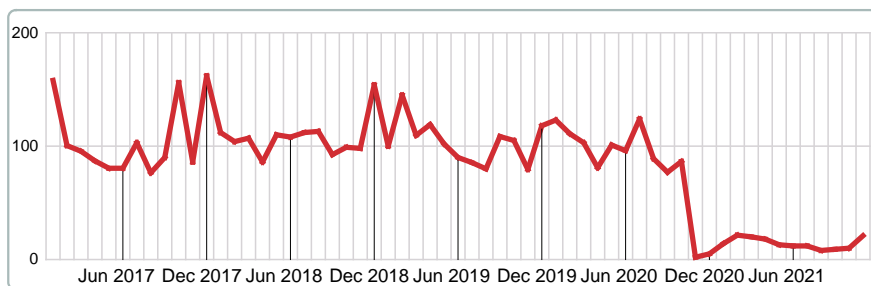
NOVEMBER



YEAR TO DATE (YTD)

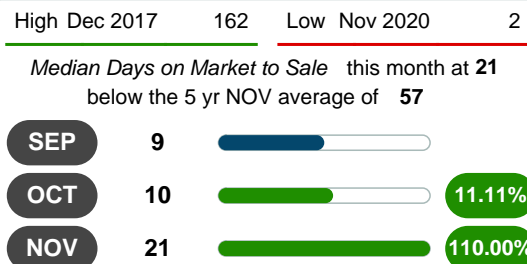


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57



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	6	5.50%	55	0	0	0	
\$25,001 - \$50,000	16	14.68%	91	10	69	0	
\$50,001 - \$100,000	17	15.60%	12	27	69	0	
\$100,001 - \$200,000	27	24.77%	11	16	35	0	
\$200,001 - \$275,000	16	14.68%	5	46	11	118	
\$275,001 - \$425,000	16	14.68%	8	17	11	0	
\$425,001 and up	11	10.09%	10	33	50	0	
Median Closed DOM		21		19	22	29	118
Total Closed Units		109		45	46	17	1
Total Closed Volume		21,715,584		6.59M	10.14M	4.74M	250.00K



November 2021

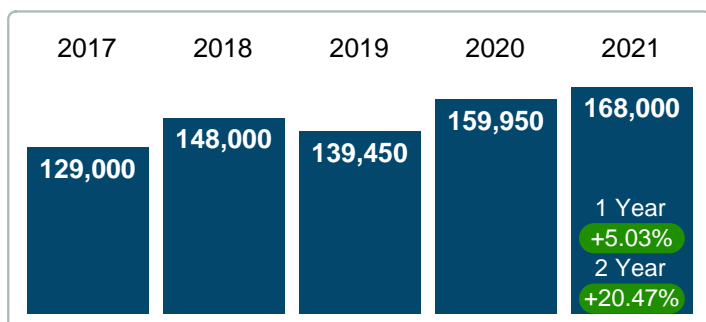
Area Delimited by Counties Carter, Love, Murray



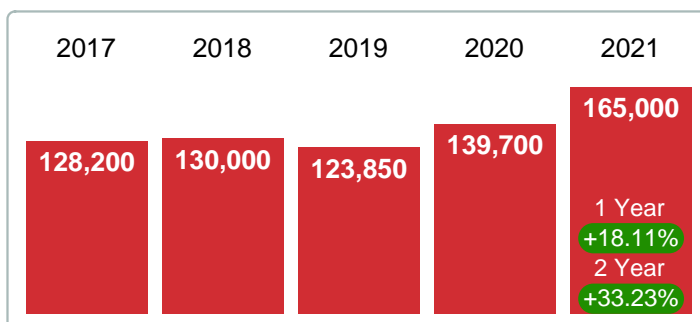
MEDIAN LIST PRICE AT CLOSING

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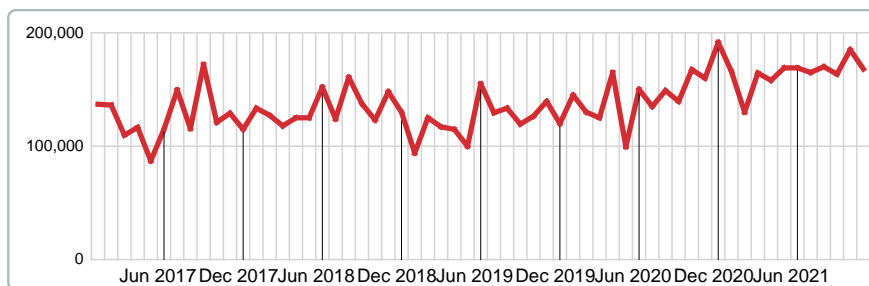
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

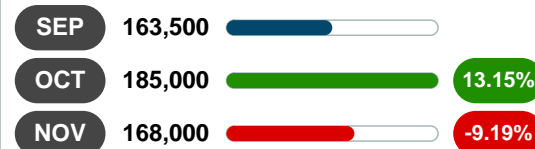


3 MONTHS

5 year NOV AVG = 148,880

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

Median List Price at Closing this month at **168,000**
above the 5 yr NOV average of **148,880**



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	5	4.59%	20,000	20,000	0	0	0
\$25,001 - \$50,000	15	13.76%	45,000	42,000	45,900	0	0
\$50,001 - \$100,000	18	16.51%	83,750	84,000	85,000	69,000	0
\$100,001 - \$200,000	25	22.94%	149,900	127,750	171,250	129,000	0
\$200,001 - \$275,000	19	17.43%	249,000	250,000	225,000	249,000	259,900
\$275,001 - \$425,000	16	14.68%	349,450	337,450	339,000	349,900	0
\$425,001 and up	11	10.09%	551,000	1,037,200	499,500	575,000	0
Median List Price			168,000	89,000	189,950	249,900	259,900
Total Closed Units		100%	168,000	45	46	17	1
Total Closed Volume			22,925,950	7.13M	10.59M	4.95M	259.90K



November 2021

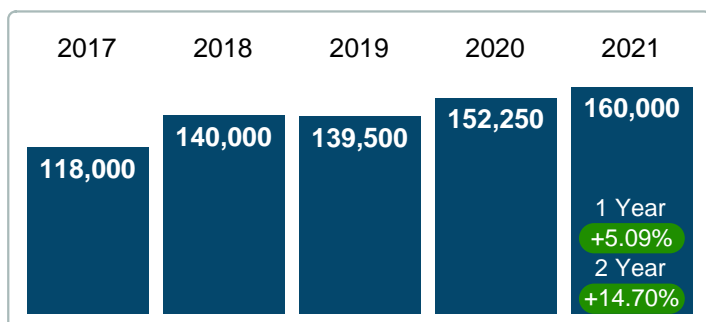
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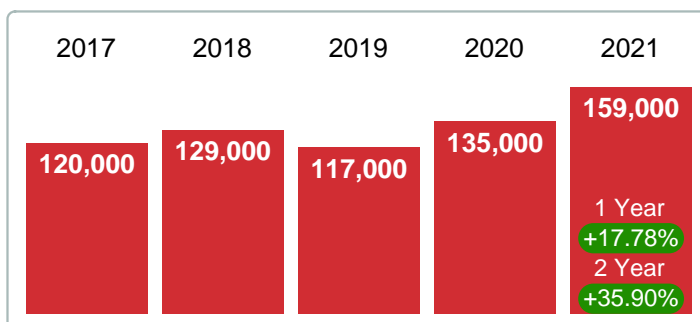
MEDIAN SOLD PRICE AT CLOSING

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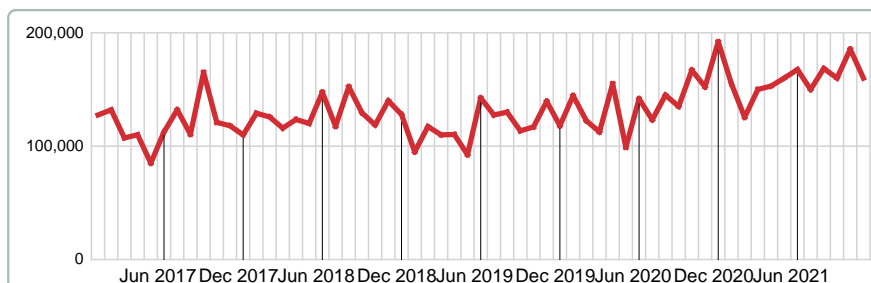
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

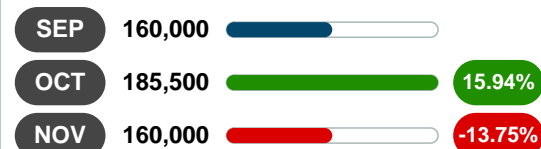


3 MONTHS

5 year NOV AVG = 141,950

High Dec 2020 192,000 Low May 2017 85,000

Median Sold Price at Closing this month at **160,000** above the 5 yr NOV average of **141,950**



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	6	5.50%	19,000	19,000	0	0	0
\$25,001 - \$50,000	16	14.68%	39,500	39,500	36,500	45,000	0
\$50,001 - \$100,000	17	15.60%	80,000	75,000	85,000	70,000	0
\$100,001 - \$200,000	27	24.77%	159,000	139,200	164,500	145,000	0
\$200,001 - \$275,000	16	14.68%	237,500	231,000	232,500	243,500	250,000
\$275,001 - \$425,000	16	14.68%	320,000	315,000	313,975	365,000	0
\$425,001 and up	11	10.09%	534,000	540,000	480,000	535,000	0
Median Sold Price			160,000	75,000	180,500	252,000	250,000
Total Closed Units		100%	109	45	46	17	1
Total Closed Volume			21,715,584	6.59M	10.14M	4.74M	250.00K

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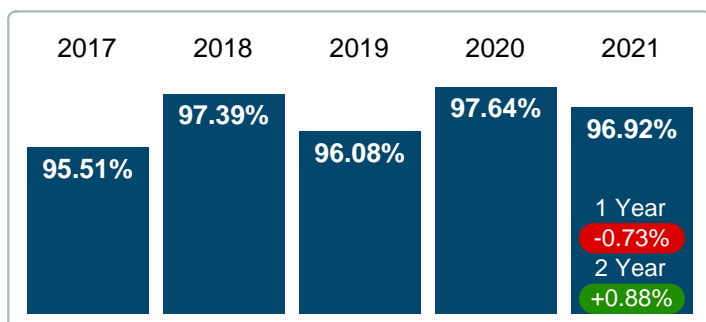
Area Delimited by Counties Carter, Love, Murray



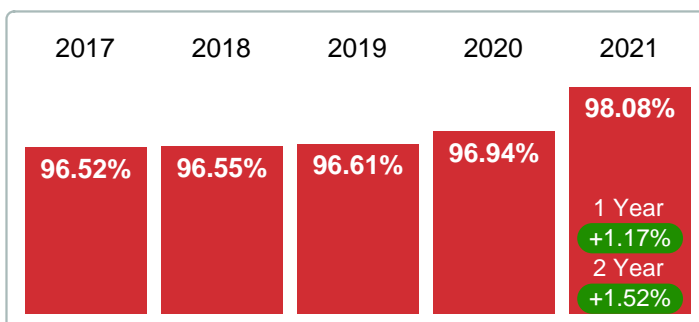
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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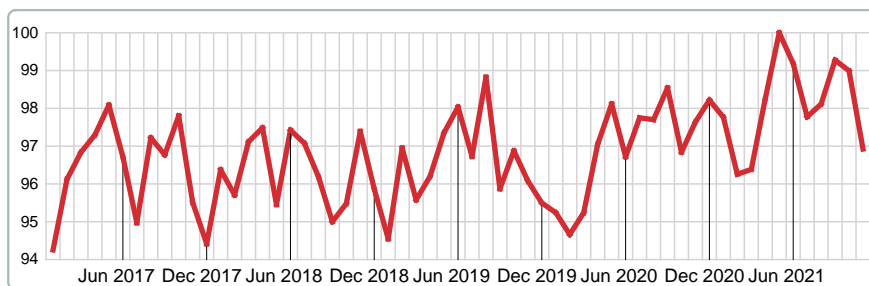
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

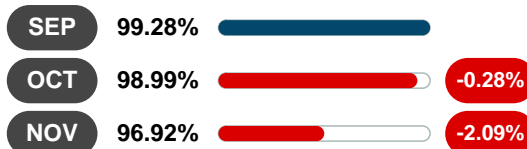


3 MONTHS

5 year NOV AVG = 96.71%

High May 2021 100.00% Low Jan 2017 94.25%

Median Sold/List Ratio this month at **96.92%**
 equal to 5 yr NOV average of **96.71%**



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	6	5.50%	89.68%	89.68%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	16	14.68%	89.17%	89.17%	100.00%	65.22%	0.00%
\$50,001 - \$100,000	17	15.60%	97.78%	97.78%	100.00%	60.87%	0.00%
\$100,001 - \$200,000	27	24.77%	96.80%	97.18%	96.80%	93.55%	0.00%
\$200,001 - \$275,000	16	14.68%	98.98%	100.00%	98.98%	97.61%	96.19%
\$275,001 - \$425,000	16	14.68%	97.97%	99.32%	95.69%	98.05%	0.00%
\$425,001 and up	11	10.09%	96.91%	90.02%	96.91%	97.68%	0.00%
Median Sold/List Ratio		96.92%		96.00%	97.93%	94.38%	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

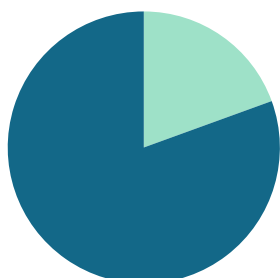
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

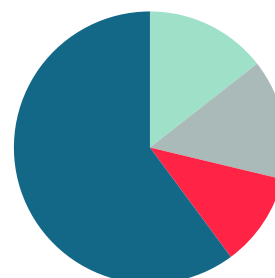


Inventory
 New Listings
143 = 19.46%
 Start Inventory
592
 Total Inventory Units
735
 Volume
\$246,953,953

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%
Median List Price	159,950	168,000	5.03%	139,700	165,000	18.11%
Median Sale Price	152,250	160,000	5.09%	135,000	159,000	17.78%
Median Percent of Selling Price to List Price	97.64%	96.92%	-0.73%	96.94%	98.08%	1.17%
Median Days on Market to Sale	2.00	21.00	950.00%	92.00	14.00	-84.78%
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%

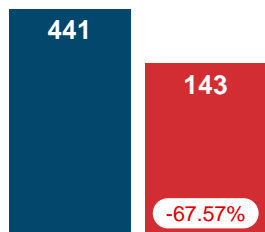
Absorption: Last 12 months, an Average of **99** Sales/Month

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

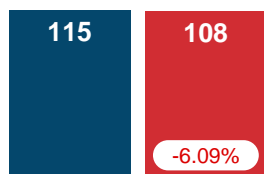
NOVEMBER MARKET

MEDIAN PRICES

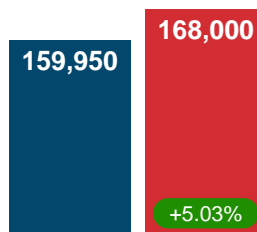
New Listings



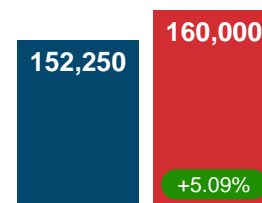
Pending Listings



List Price



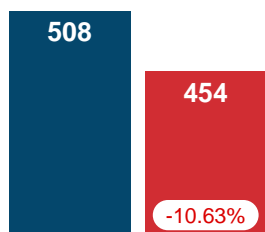
Sale Price



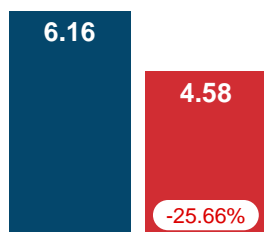
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

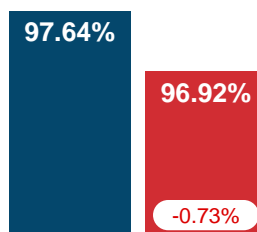
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

