



# December 2021

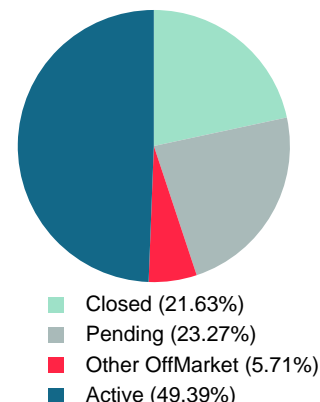
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                              | December |         |         |
|---|----------|---------|---------|
|   | 2020     | 2021    | +/-%    |
| Closed Listings                               | 110      | 106     | -3.64%  |
| Pending Listings                              | 78       | 114     | 46.15%  |
| New Listings                                  | 67       | 106     | 58.21%  |
| Median List Price                             | 129,950  | 165,000 | 26.97%  |
| Median Sale Price                             | 128,250  | 164,800 | 28.50%  |
| Median Percent of Selling Price to List Price | 100.00%  | 100.00% | 0.00%   |
| Median Days on Market to Sale                 | 15.50    | 6.00    | -61.29% |
| End of Month Inventory                        | 322      | 242     | -24.84% |
| Months Supply of Inventory                    | 3.69     | 2.47    | -33.04% |



**Absorption:** Last 12 months, an Average of **98** Sales/Month  
**Active Inventory** as of December 31, 2021 = **242**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **24.84%** to 242 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 **2.47** 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 **28.50%** in December 2021 to \$164,800 versus the previous year at \$128,250.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 9.50 days or **61.29%** in December 2021 compared to last year's same month at **15.50** DOM.

#### Sales Success for December 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 106 New Listings in December 2021, up **58.21%** from last year at 67. Furthermore, there were 106 Closed Listings this month versus last year at 110, a **-3.64%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, down from previous year's, December 2020, at **164.2%**, a **39.09%** downswing. 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>Median Days on Market to Sale</b>                 | <b>7</b>  |
| <b>Median List Price at Closing</b>                  | <b>8</b>  |
| <b>Median Sale Price at Closing</b>                  | <b>9</b>  |
| <b>Median 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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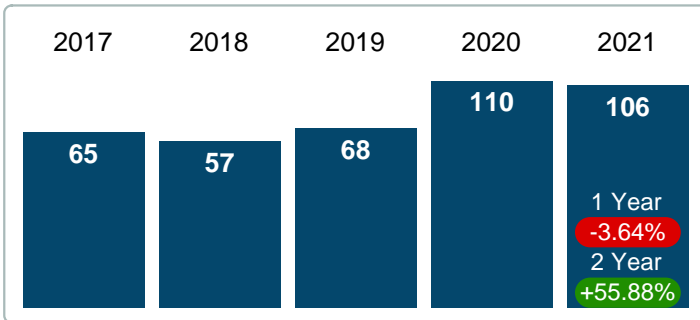
Area Delimited by County Of Creek



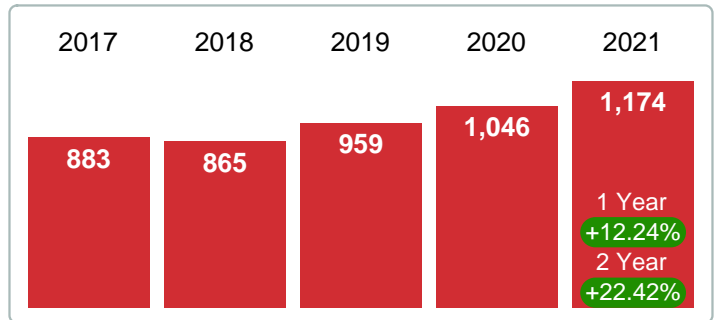
## CLOSED LISTINGS

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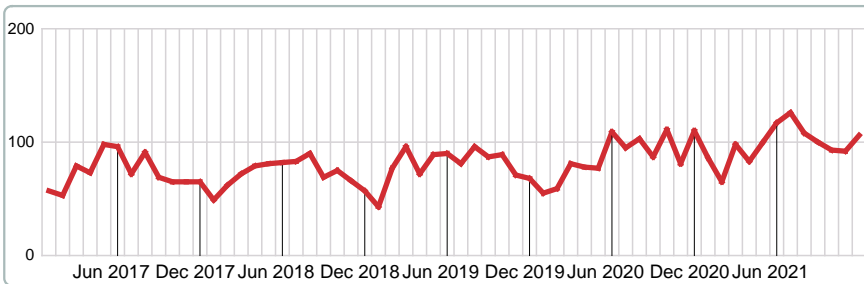
### DECEMBER



### YEAR TO DATE (YTD)

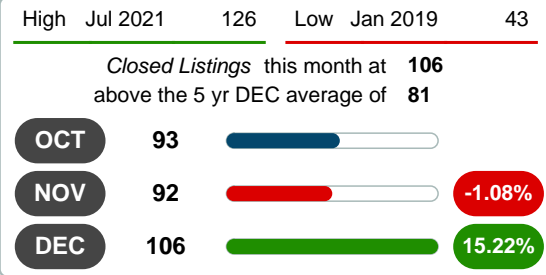


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 81



### 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                              | 3                 | 2.83%       | 7.0        | 1               | 2                | 0                | 0                |
| \$25,001 - \$75,000                            | 18                | 16.98%      | 16.0       | 15              | 3                | 0                | 0                |
| \$75,001 - \$125,000                           | 19                | 17.92%      | 5.0        | 9               | 10               | 0                | 0                |
| \$125,001 - \$200,000                          | 24                | 22.64%      | 3.5        | 6               | 14               | 4                | 0                |
| \$200,001 - \$250,000                          | 17                | 16.04%      | 6.0        | 1               | 11               | 4                | 1                |
| \$250,001 - \$425,000                          | 12                | 11.32%      | 9.5        | 4               | 2                | 4                | 2                |
| \$425,001 and up                               | 13                | 12.26%      | 7.0        | 3               | 5                | 3                | 2                |
| <b>Total Closed Units</b>                      | <b>106</b>        |             |            | <b>39</b>       | <b>47</b>        | <b>15</b>        | <b>5</b>         |
| <b>Total Closed Volume</b>                     | <b>22,015,150</b> | <b>100%</b> | <b>6.0</b> | <b>6.73M</b>    | <b>9.13M</b>     | <b>4.32M</b>     | <b>1.83M</b>     |
| <b>Median Closed Price</b>                     | <b>\$164,800</b>  |             |            | <b>\$95,000</b> | <b>\$164,600</b> | <b>\$234,000</b> | <b>\$310,000</b> |



# December 2021

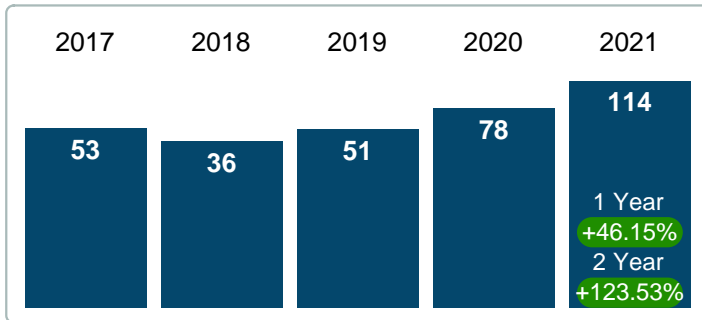
Area Delimited by County Of Creek



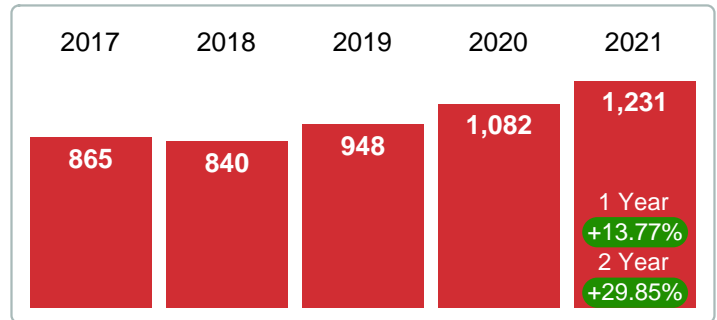
## PENDING LISTINGS

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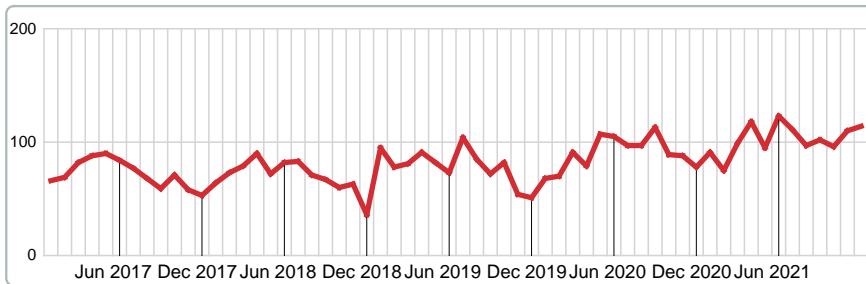
### DECEMBER



### YEAR TO DATE (YTD)

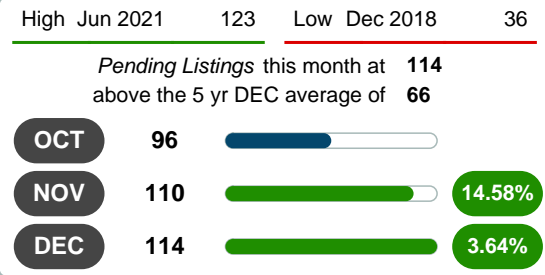


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 66



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | MDOM        | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less                               | 12                | 10.53%      | 33.0        | 8               | 4                | 0                | 0                |
| \$30,001 - \$70,000                             | 15                | 13.16%      | 15.0        | 10              | 5                | 0                | 0                |
| \$70,001 - \$100,000                            | 13                | 11.40%      | 20.0        | 8               | 4                | 1                | 0                |
| \$100,001 - \$180,000                           | 32                | 28.07%      | 18.0        | 10              | 20               | 1                | 1                |
| \$180,001 - \$250,000                           | 17                | 14.91%      | 11.0        | 3               | 9                | 5                | 0                |
| \$250,001 - \$340,000                           | 13                | 11.40%      | 17.0        | 3               | 5                | 4                | 1                |
| \$340,001 and up                                | 12                | 10.53%      | 19.5        | 4               | 3                | 3                | 2                |
| <b>Total Pending Units</b>                      | <b>114</b>        |             |             | <b>46</b>       | <b>50</b>        | <b>14</b>        | <b>4</b>         |
| <b>Total Pending Volume</b>                     | <b>20,240,023</b> | <b>100%</b> | <b>16.5</b> | <b>6.17M</b>    | <b>7.99M</b>     | <b>4.69M</b>     | <b>1.39M</b>     |
| <b>Median Listing Price</b>                     | <b>\$148,750</b>  |             |             | <b>\$97,500</b> | <b>\$165,450</b> | <b>\$279,950</b> | <b>\$357,000</b> |



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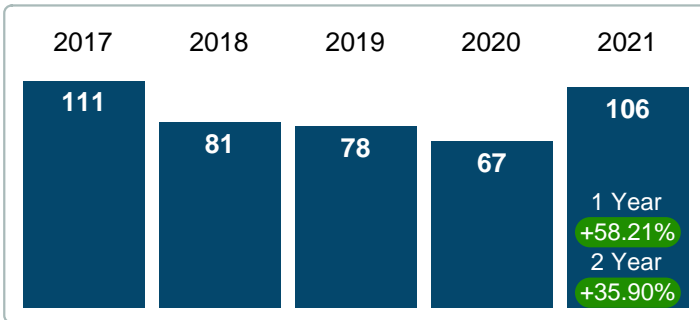
Area Delimited by County Of Creek



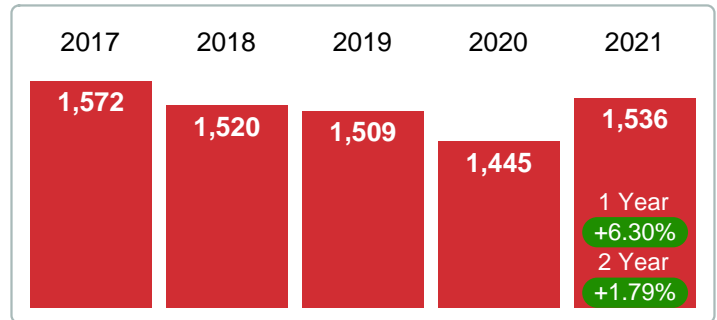
## NEW LISTINGS

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

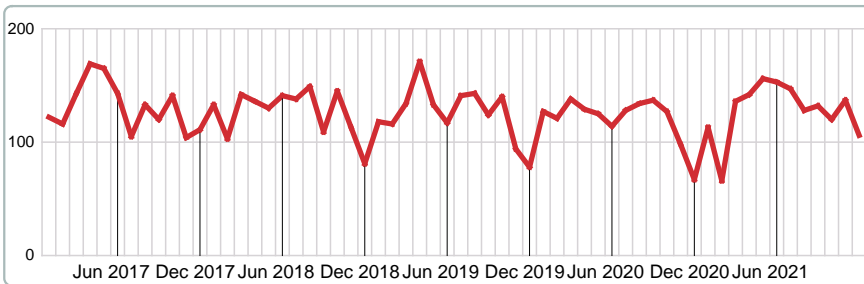
### DECEMBER



### YEAR TO DATE (YTD)

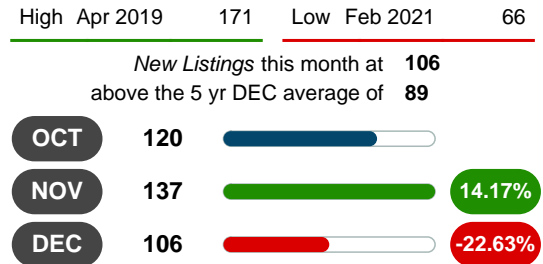


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 89



### 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                           | 4                 | 3.77%       | 1               | 3                | 0                | 0                  |
| \$25,001 - \$75,000                         | 19                | 17.92%      | 16              | 3                | 0                | 0                  |
| \$75,001 - \$100,000                        | 10                | 9.43%       | 6               | 3                | 1                | 0                  |
| \$100,001 - \$200,000                       | 29                | 27.36%      | 7               | 20               | 2                | 0                  |
| \$200,001 - \$275,000                       | 19                | 17.92%      | 3               | 15               | 1                | 0                  |
| \$275,001 - \$425,000                       | 13                | 12.26%      | 3               | 5                | 4                | 1                  |
| \$425,001 and up                            | 12                | 11.32%      | 6               | 1                | 3                | 2                  |
| <b>Total New Listed Units</b>               | <b>106</b>        |             | <b>42</b>       | <b>50</b>        | <b>11</b>        | <b>3</b>           |
| <b>Total New Listed Volume</b>              | <b>24,835,655</b> | <b>100%</b> | <b>7.69M</b>    | <b>9.38M</b>     | <b>3.97M</b>     | <b>3.80M</b>       |
| <b>Median New Listed Listing Price</b>      | <b>\$175,000</b>  |             | <b>\$98,750</b> | <b>\$182,500</b> | <b>\$319,900</b> | <b>\$1,499,000</b> |



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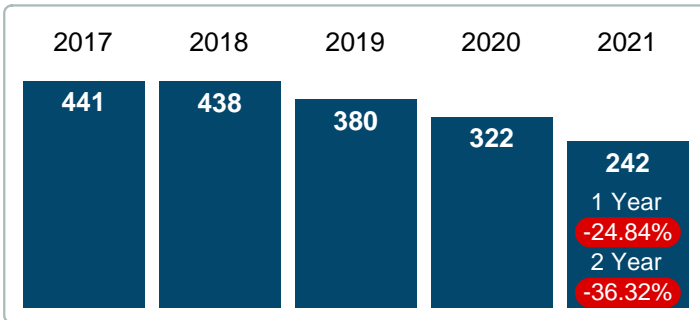
Area Delimited by County Of Creek



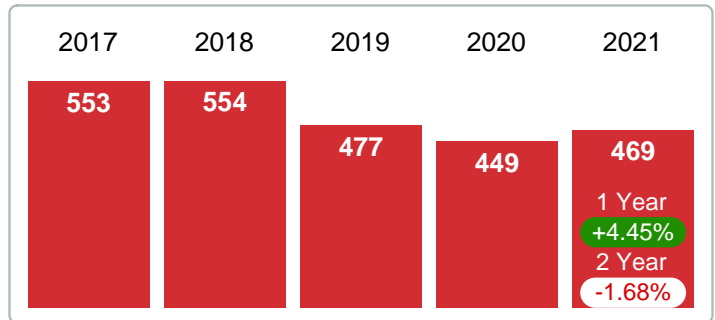
## ACTIVE INVENTORY

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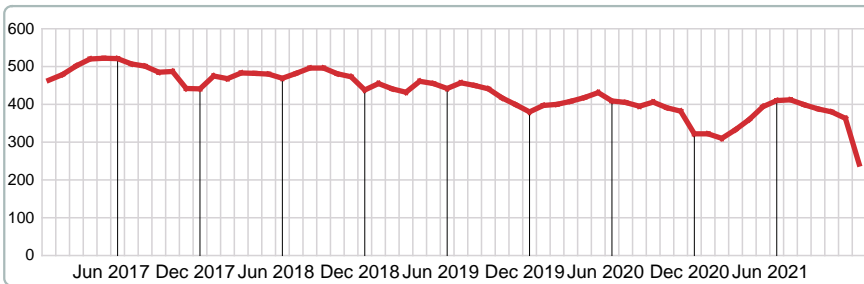
### END OF DECEMBER



### ACTIVE DURING DECEMBER

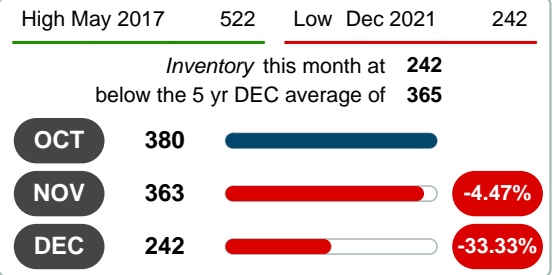


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 365



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |    | %          | MDOM  | 1-2 Beds | 3 Beds    | 4 Beds    | 5+ Beds     |
|--|----|------------|-------|----------|-----------|-----------|-------------|
| \$30,000 and less                        | 22 | 9.09%      | 66.0  | 18       | 1         | 3         | 0           |
| \$30,001 - \$60,000                      | 30 | 12.40%     | 95.0  | 30       | 0         | 0         | 0           |
| \$60,001 - \$90,000                      | 31 | 12.81%     | 102.0 | 26       | 3         | 2         | 0           |
| \$90,001 - \$190,000                     | 67 | 27.69%     | 50.0  | 34       | 27        | 6         | 0           |
| \$190,001 - \$290,000                    | 36 | 14.88%     | 50.5  | 16       | 18        | 2         | 0           |
| \$290,001 - \$650,000                    | 32 | 13.22%     | 65.5  | 15       | 5         | 8         | 4           |
| \$650,001 and up                         | 24 | 9.92%      | 85.0  | 8        | 5         | 5         | 6           |
| Total Active Inventory by Units          |    | 242        |       | 147      | 59        | 26        | 10          |
| Total Active Inventory by Volume         |    | 66,830,669 | 100%  | 27.36M   | 18.52M    | 9.25M     | 11.70M      |
| Median Active Inventory Listing Price    |    | \$149,000  |       | \$89,000 | \$185,000 | \$313,750 | \$1,025,000 |



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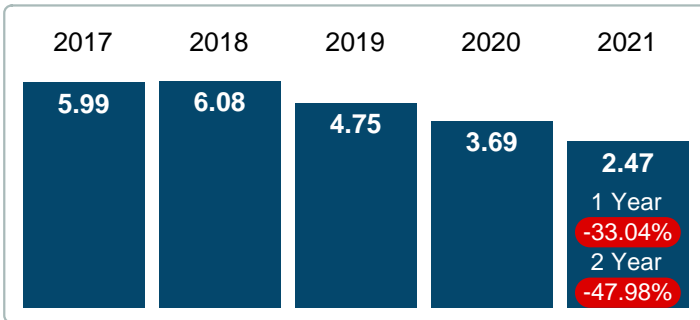
Area Delimited by County Of Creek



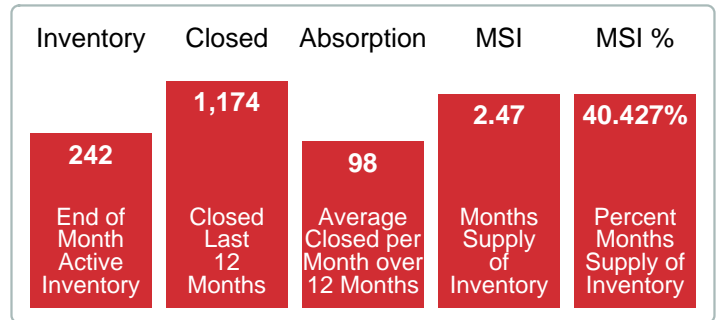
## MONTHS SUPPLY of INVENTORY (MSI)

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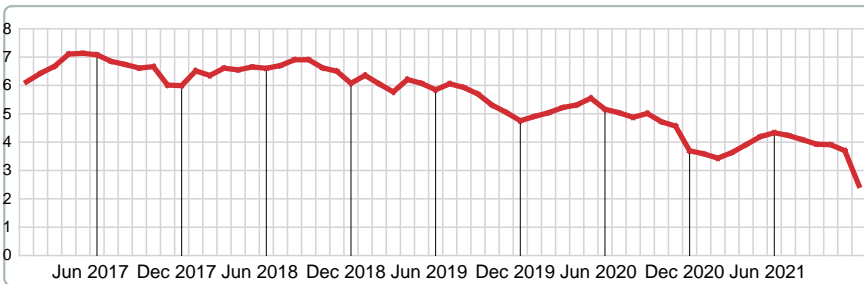
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

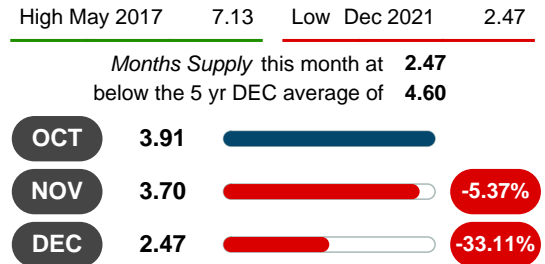


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.60



### 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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$30,000 and less                                       | 22 | 9.09%  | 3.34  | 4.24     | 0.50   | 9.00   | 0.00    |
| \$30,001 - \$60,000                                     | 30 | 12.40% | 3.87  | 5.14     | 0.00   | 0.00   | 0.00    |
| \$60,001 - \$90,000                                     | 31 | 12.81% | 3.41  | 5.11     | 0.97   | 2.40   | 0.00    |
| \$90,001 - \$190,000                                    | 67 | 27.69% | 1.69  | 3.96     | 0.94   | 2.88   | 0.00    |
| \$190,001 - \$290,000                                   | 36 | 14.88% | 1.95  | 7.38     | 1.67   | 0.40   | 0.00    |
| \$290,001 - \$650,000                                   | 32 | 13.22% | 2.27  | 7.20     | 1.02   | 1.71   | 1.66    |
| \$650,001 and up  | 24 | 9.92%  | 11.08 | 19.20    | 12.00  | 6.67   | 10.29   |
| Market Supply of Inventory (MSI)                        |    |        | 2.47  | 5.17     | 1.15   | 1.87   | 2.50    |
| Total Active Inventory by Units                         |    | 100%   | 242   | 147      | 59     | 26     | 10      |



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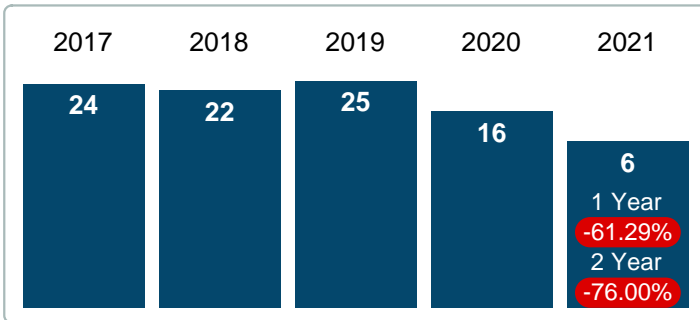
Area Delimited by County Of Creek



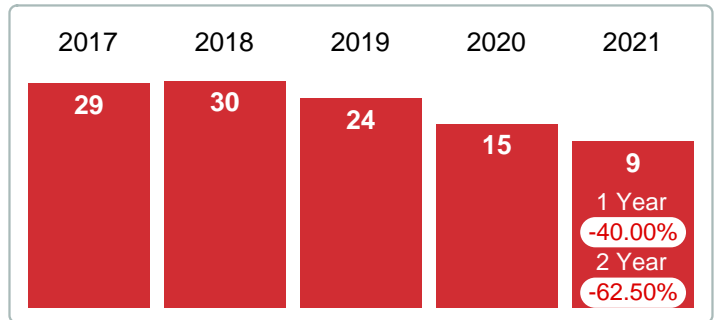
## MEDIAN DAYS ON MARKET TO SALE

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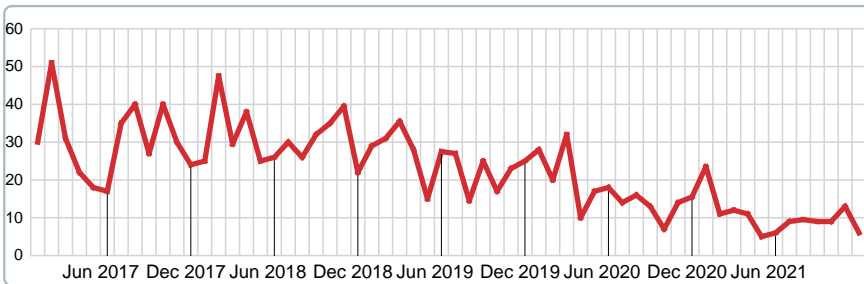
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

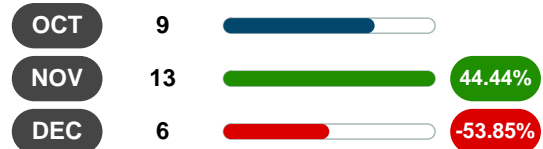


### 3 MONTHS

5 year DEC AVG = 19

High Feb 2017 51 Low May 2021 5

Median Days on Market to Sale this month at 6 below the 5 yr DEC average of 19



### 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  | 2.83%  | 7          | 7        | 7      | 0      | 0       |
| \$25,001 - \$75,000  | 16.98% | 16         | 19       | 9      | 0      | 0       |
| \$75,001 - \$125,000   | 17.92% | 5          | 35       | 5      | 0      | 0       |
| \$125,001 - \$200,000  | 22.64% | 4          | 4        | 4      | 5      | 0       |
| \$200,001 - \$250,000  | 16.04% | 6          | 5        | 5      | 14     | 116     |
| \$250,001 - \$425,000  | 11.32% | 10         | 8        | 9      | 43     | 6       |
| \$425,001 and up   | 12.26% | 7          | 6        | 25     | 45     | 6       |
| Median Closed DOM  |        | 6          | 13       | 5      | 10     | 6       |
| Total Closed Units   | 100%   | 106        | 39       | 47     | 15     | 5       |
| Total Closed Volume  |        | 22,015,150 | 6.73M    | 9.13M  | 4.32M  | 1.83M   |





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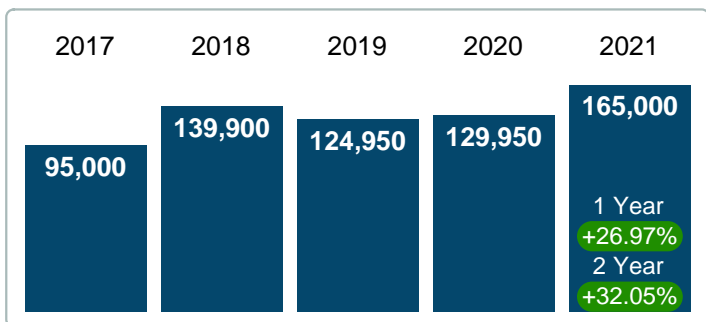
Area Delimited by County Of Creek



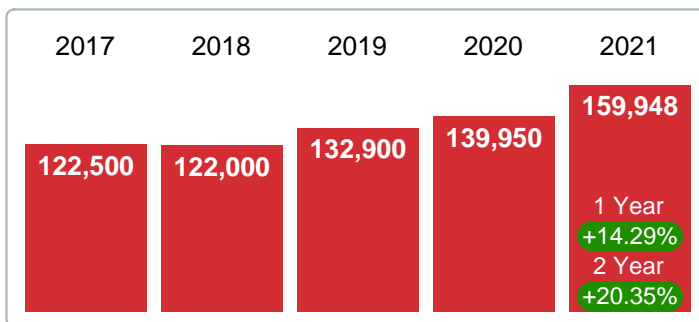
## MEDIAN LIST PRICE AT CLOSING

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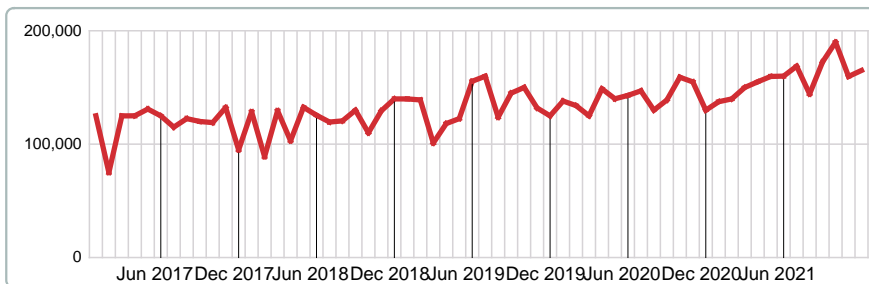
### DECEMBER



### YEAR TO DATE (YTD)

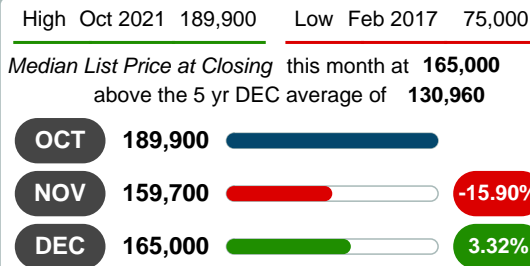


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 130,960



### 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  | 2.83%      | 1,650    | 15,500  | 1,523   | 0       |
| \$25,001 - \$75,000   | 17 | 16.04%     | 44,900   | 39,500  | 71,950  | 0       |
| \$75,001 - \$125,000  | 17 | 16.04%     | 105,000  | 99,900  | 109,500 | 0       |
| \$125,001 - \$200,000                                       | 26 | 24.53%     | 158,950  | 153,900 | 158,000 | 164,950 |
| \$200,001 - \$250,000                                       | 19 | 17.92%     | 230,000  | 212,500 | 230,000 | 234,000 |
| \$250,001 - \$425,000                                       | 11 | 10.38%     | 299,000  | 345,000 | 304,250 | 275,000 |
| \$425,001 and up  | 13 | 12.26%     | 525,000  | 450,000 | 499,000 | 548,000 |
| Median List Price   |    | 165,000    |          | 105,000 | 165,000 | 239,900 |
| Total Closed Units  |    | 106        | 100%     | 39      | 47      | 15      |
| Total Closed Volume   |    | 22,375,387 | 165,000  | 6.79M   | 9.30M   | 4.40M   |





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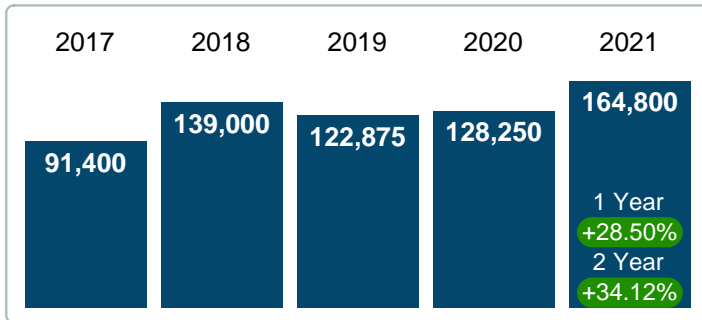
Area Delimited by County Of Creek



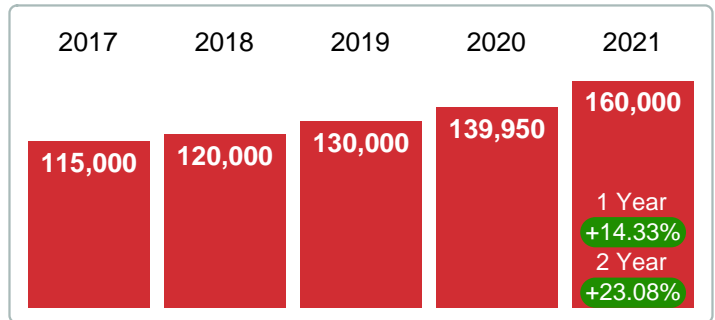
## MEDIAN SOLD PRICE AT CLOSING

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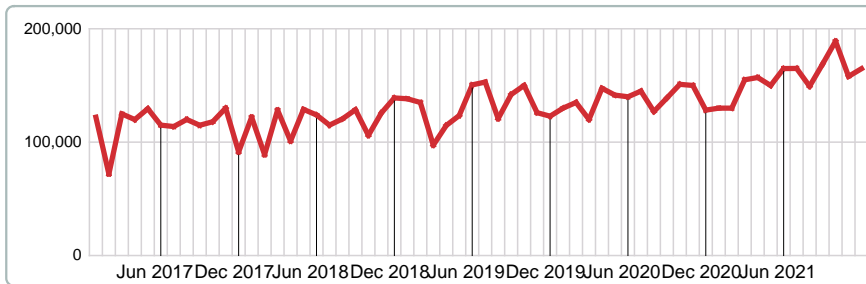
### DECEMBER



### YEAR TO DATE (YTD)

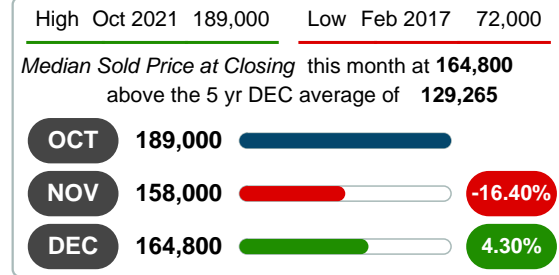


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 129,265



### 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   | 2.83%             | 1,650          | 15,500        | 1,523          | 0              | 0              |
| \$25,001 - \$75,000   | 16.98%            | 47,450         | 39,000        | 67,900         | 0              | 0              |
| \$75,001 - \$125,000  | 17.92%            | 104,000        | 104,000       | 102,000        | 0              | 0              |
| \$125,001 - \$200,000                                       | 22.64%            | 162,300        | 171,000       | 160,000        | 164,950        | 0              |
| \$200,001 - \$250,000                                       | 16.04%            | 227,000        | 220,000       | 227,000        | 226,250        | 250,000        |
| \$250,001 - \$425,000                                       | 11.32%            | 302,125        | 350,000       | 309,625        | 263,750        | 284,000        |
| \$425,001 and up  | 12.26%            | 505,000        | 449,000       | 500,000        | 525,000        | 507,500        |
| <b>Median Sold Price</b>                                    |                   | <b>164,800</b> | <b>95,000</b> | <b>164,600</b> | <b>234,000</b> | <b>310,000</b> |
| <b>Total Closed Units</b>                                   | <b>106</b>        | <b>100%</b>    | <b>39</b>     | <b>47</b>      | <b>15</b>      | <b>5</b>       |
| <b>Total Closed Volume</b>                                  | <b>22,015,150</b> |                | <b>6.73M</b>  | <b>9.13M</b>   | <b>4.32M</b>   | <b>1.83M</b>   |

# December 2021

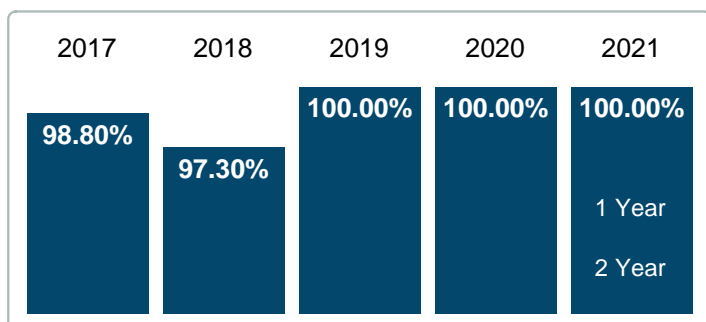
Area Delimited by County Of Creek



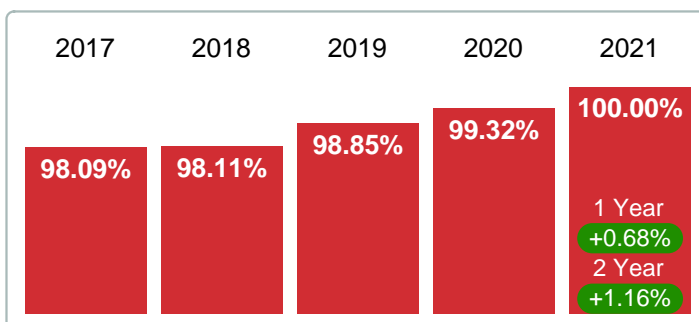
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

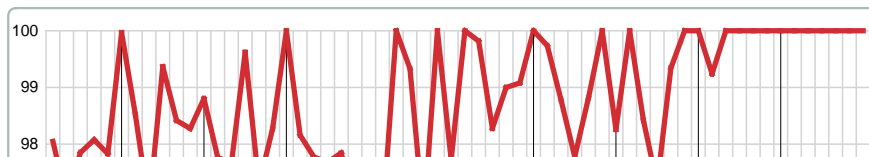
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 99.22%

High Dec 2021 100.00% Low Nov 2018 96.57%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr DEC average of **99.22%**

OCT 100.00%  
NOV 100.00%  
DEC 100.00%

0.00%  
0.00%

### 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                              | 3  | 2.83%      | 100.00% | 100.00%  | 100.00% | 0.00%   | 0.00%   |
| \$25,001 - \$75,000                            | 18 | 16.98%     | 96.78%  | 93.75%   | 100.00% | 0.00%   | 0.00%   |
| \$75,001 - \$125,000                           | 19 | 17.92%     | 97.78%  | 95.10%   | 100.25% | 0.00%   | 0.00%   |
| \$125,001 - \$200,000                          | 24 | 22.64%     | 100.00% | 98.87%   | 100.00% | 100.00% | 0.00%   |
| \$200,001 - \$250,000                          | 17 | 16.04%     | 100.00% | 104.76%  | 100.00% | 100.00% | 84.75%  |
| \$250,001 - \$425,000                          | 12 | 11.32%     | 100.86% | 100.00%  | 101.77% | 97.88%  | 103.44% |
| \$425,001 and up                               | 13 | 12.26%     | 98.46%  | 100.00%  | 94.48%  | 98.46%  | 97.48%  |
| Median Sold/List Ratio                         |    | 100.00%    |         | 97.83%   | 100.00% | 100.00% | 99.31%  |
| Total Closed Units                             |    | 106        | 100%    | 39       | 47      | 15      | 5       |
| Total Closed Volume                            |    | 22,015,150 |         | 6.73M    | 9.13M   | 4.32M   | 1.83M   |



# December 2021

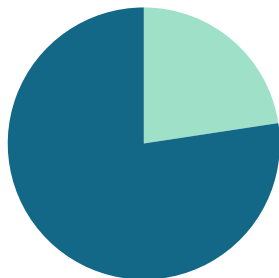
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

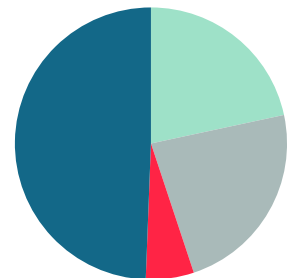


**Inventory**  
 New Listings  
**106 = 22.60%**  
 Start Inventory  
**363**  
 Total Inventory Units  
**469**  
 Volume  
**\$118,827,724**

### Market Activity

Closed Sales  
**106 = 21.63%**  
 Pending Sales  
**114 = 23.27%**  
 Other Off Market  
**28 = 5.71%**  
 Active Inventory  
**242 = 49.39%**

### MARKET ACTIVITY



| Compared Metrics                              | December |         |         | Year to Date |         |         |
|---|----------|---------|---------|--------------|---------|---------|
|   | 2020     | 2021    | +/-%    | 2020         | 2021    | +/-%    |
| Closed Sales                                  | 110      | 106     | -3.64%  | 1,046        | 1,174   | 12.24%  |
| Pending Sales                                 | 78       | 114     | 46.15%  | 1,082        | 1,231   | 13.77%  |
| New Listings                                  | 67       | 106     | 58.21%  | 1,445        | 1,536   | 6.30%   |
| Median List Price                             | 129,950  | 165,000 | 26.97%  | 139,950      | 159,948 | 14.29%  |
| Median Sale Price                             | 128,250  | 164,800 | 28.50%  | 139,950      | 160,000 | 14.33%  |
| Median Percent of Selling Price to List Price | 100.00%  | 100.00% | 0.00%   | 99.32%       | 100.00% | 0.68%   |
| Median Days on Market to Sale                 | 15.50    | 6.00    | -61.29% | 15.00        | 9.00    | -40.00% |
| Monthly Inventory                             | 322      | 242     | -24.84% | 322          | 242     | -24.84% |
| Months Supply of Inventory                    | 3.69     | 2.47    | -33.04% | 3.69         | 2.47    | -33.04% |

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

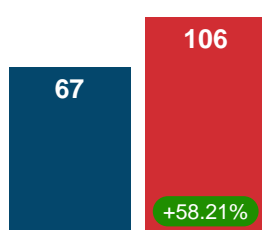
**Inventory** on December 31, 2021 = **242**

**2020** **2021**

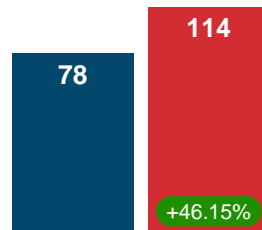
### DECEMBER MARKET

### MEDIAN PRICES

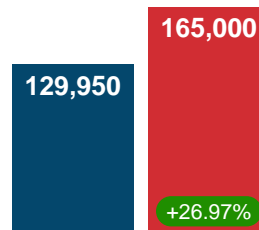
#### New Listings



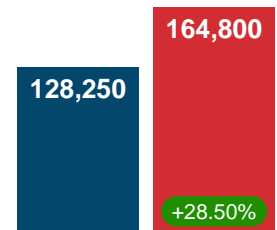
#### Pending Listings



#### List Price



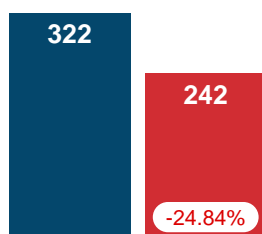
#### Sale Price



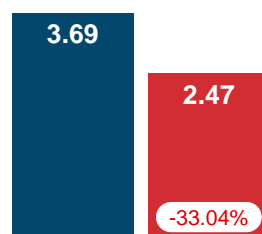
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

