

December 2021



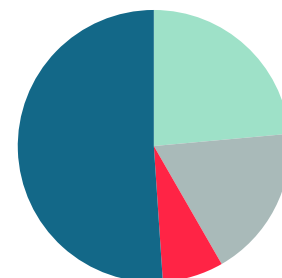
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	December 2021	+/-%
Closed Listings	52	78	50.00%
Pending Listings	74	60	-18.92%
New Listings	82	66	-19.51%
Average List Price	275,472	204,128	-25.90%
Average Sale Price	262,997	194,538	-26.03%
Average Percent of Selling Price to List Price	95.73%	94.13%	-1.67%
Average Days on Market to Sale	10.90	31.94	192.89%
End of Month Inventory	198	169	-14.65%
Months Supply of Inventory	3.87	2.07	-46.47%



■ Closed (23.56%)
■ Pending (18.13%)
■ Other OffMarket (7.25%)
■ Active (51.06%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of December 31, 2021 = **169**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **14.65%** to 169 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **2.07** 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 **26.03%** in December 2021 to \$194,538 versus the previous year at \$262,997.

Average Days on Market Lengthens

The average number of **31.94** days that homes spent on the market before selling increased by 21.03 days or **192.89%** in December 2021 compared to last year's same month at **10.90** DOM.

Sales Success for December 2021 is Positive

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

There were 66 New Listings in December 2021, down **19.51%** from last year at 82. Furthermore, there were 78 Closed Listings this month versus last year at 52, a **50.00%** increase.

Closed versus Listed trends yielded a **118.2%** ratio, up from previous year's, December 2020, at **63.4%**, a **86.36%** 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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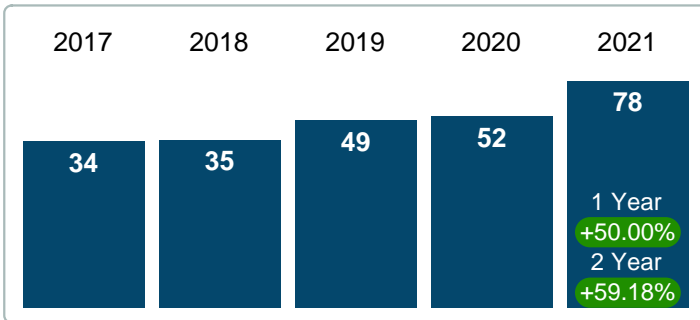
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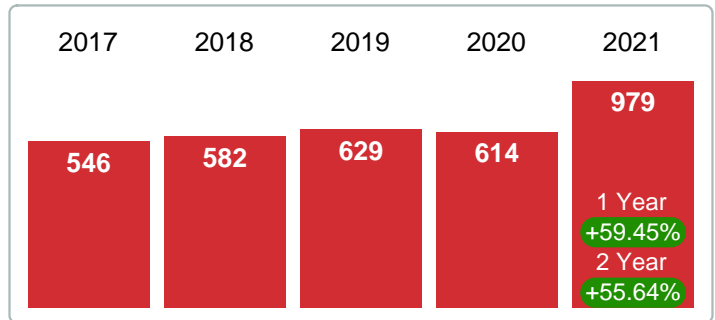
CLOSED LISTINGS

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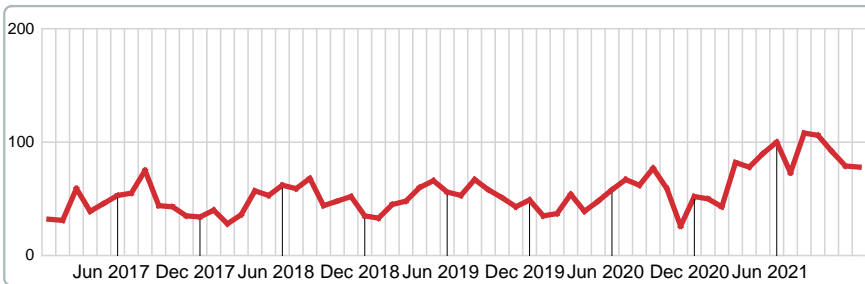
DECEMBER



YEAR TO DATE (YTD)

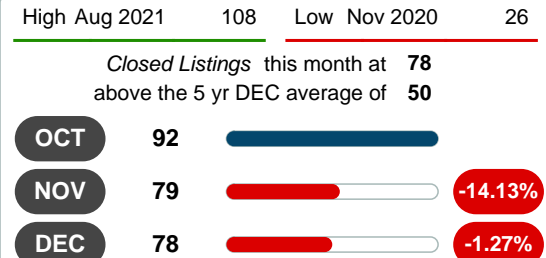


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	43.8	3	3	0	0
\$50,001 - \$75,000	7	8.97%	47.1	2	5	0	0
\$75,001 - \$125,000	17	21.79%	36.4	4	12	1	0
\$125,001 - \$200,000	18	23.08%	24.7	2	13	3	0
\$200,001 - \$250,000	12	15.38%	19.7	0	8	4	0
\$250,001 - \$375,000	10	12.82%	35.0	0	3	6	1
\$375,001 and up	8	10.26%	31.3	0	5	3	0
Total Closed Units	78			11	49	17	1
Total Closed Volume	15,173,966	100%	31.9	911.40K	9.04M	4.93M	300.00K
Average Closed Price	\$194,538			\$82,855	\$184,405	\$289,807	\$300,000

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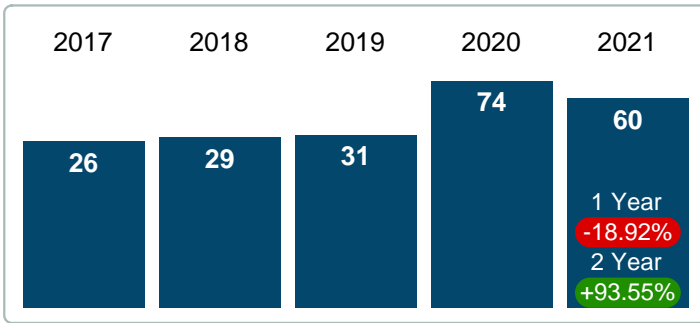
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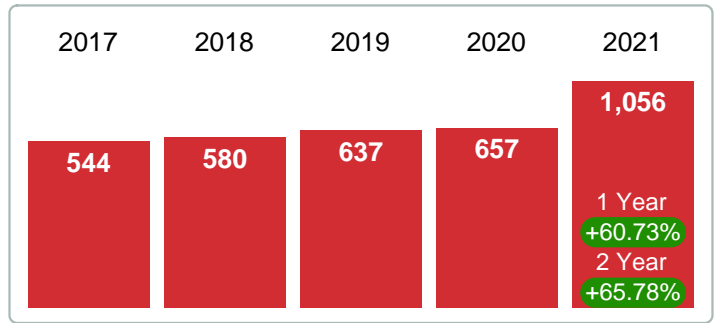
PENDING LISTINGS

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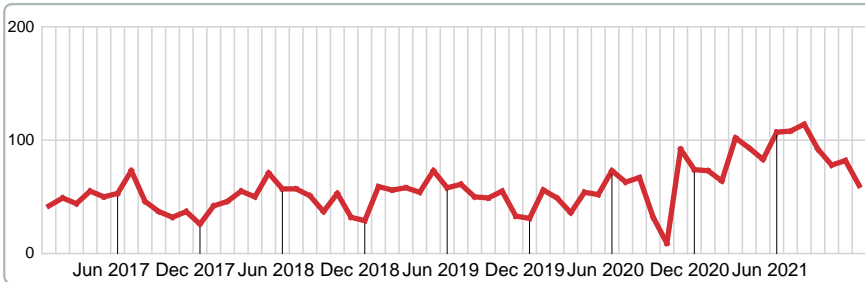
DECEMBER



YEAR TO DATE (YTD)

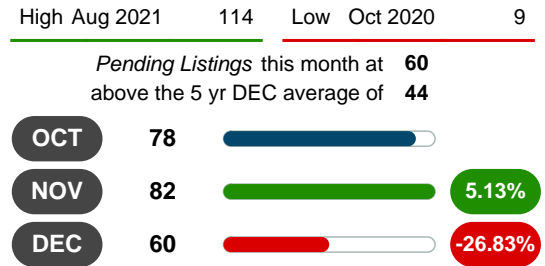


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.00%	59.8	2	4	0	0
\$50,001 - \$75,000	3	5.00%	122.0	2	1	0	0
\$75,001 - \$125,000	14	23.33%	39.5	5	9	0	0
\$125,001 - \$200,000	12	20.00%	59.6	2	6	4	0
\$200,001 - \$275,000	10	16.67%	33.9	1	6	2	1
\$275,001 - \$425,000	9	15.00%	57.8	1	6	2	0
\$425,001 and up	6	10.00%	56.2	1	1	2	2
Total Pending Units	60			14	33	10	3
Total Pending Volume	14,204,525	100%	54.0	2.00M	6.05M	4.50M	1.65M
Average Listing Price	\$238,907			\$143,057	\$183,350	\$449,728	\$551,300

December 2021



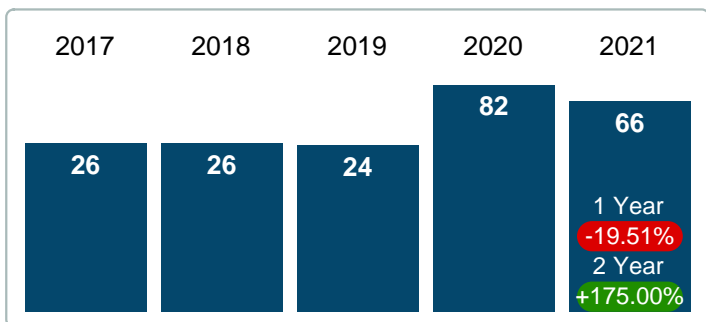
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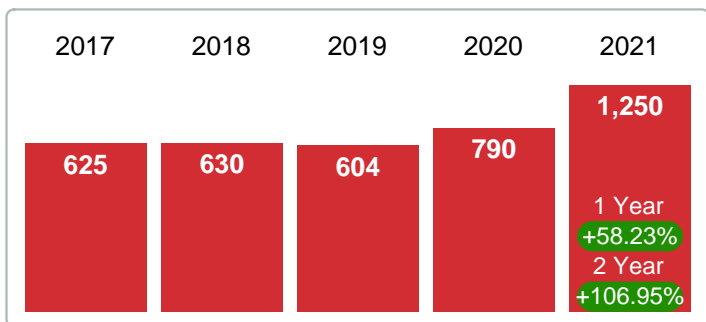
NEW LISTINGS

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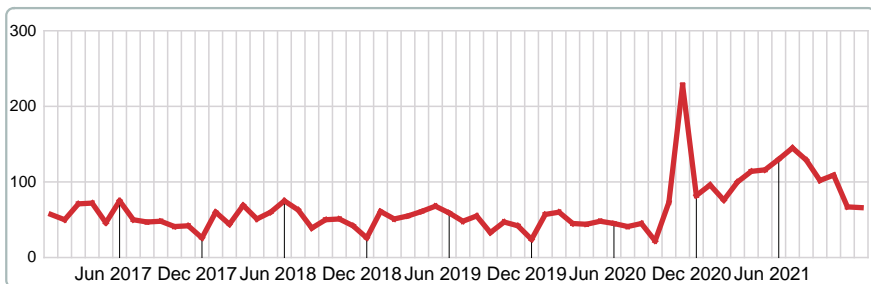
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YEAR TO DATE (YTD)

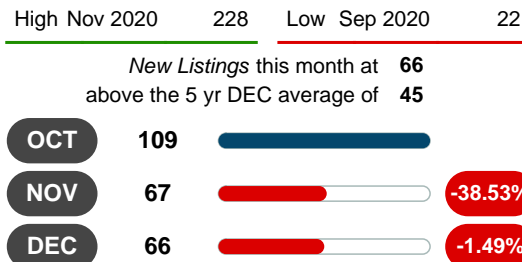


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45



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	2	3.03%	2	0	0	0
\$25,001 - \$75,000	8	12.12%	5	3	0	0
\$75,001 - \$125,000	13	19.70%	5	7	1	0
\$125,001 - \$200,000	17	25.76%	2	12	3	0
\$200,001 - \$250,000	9	13.64%	0	7	2	0
\$250,001 - \$425,000	10	15.15%	0	7	3	0
\$425,001 and up	7	10.61%	1	3	3	0
Total New Listed Units	66		15	39	12	0
Total New Listed Volume	14,871,025	100%	1.53M	8.11M	5.23M	0.00B
Average New Listed Listing Price	\$242,817		\$102,120	\$208,006	\$435,581	\$0

December 2021



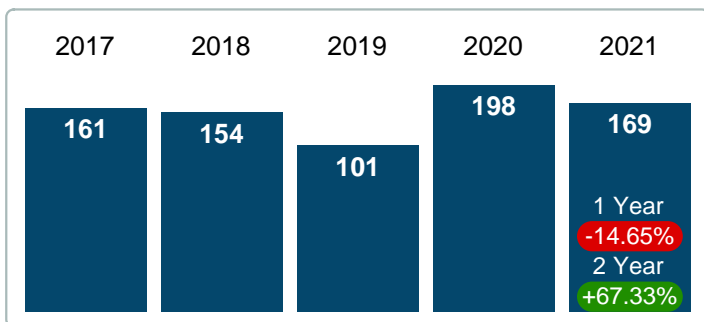
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



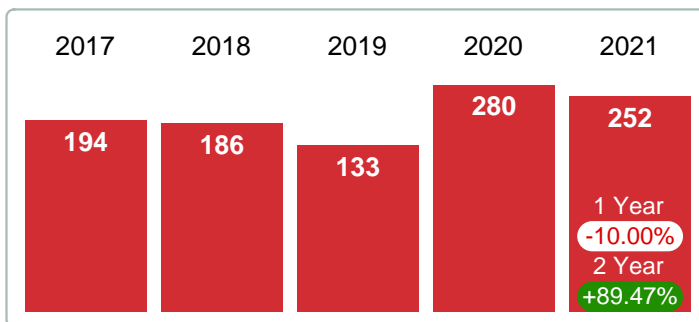
ACTIVE INVENTORY

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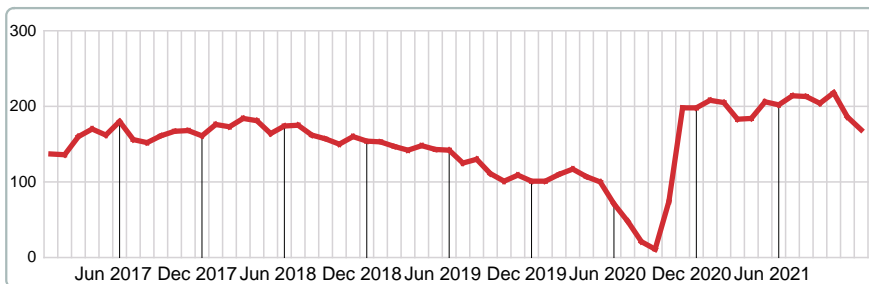
END OF DECEMBER



ACTIVE DURING DECEMBER

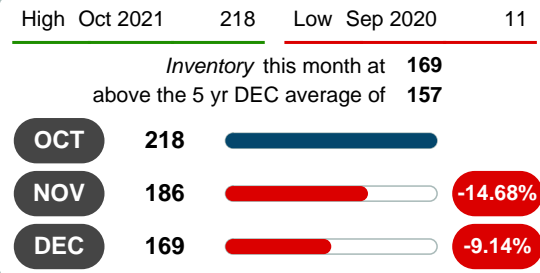


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 157



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	7.10%	83.8	9	3	0	0
\$50,001 - \$100,000	24	14.20%	94.4	11	10	2	1
\$100,001 - \$125,000	14	8.28%	96.6	4	10	0	0
\$125,001 - \$225,000	53	31.36%	92.8	8	37	7	1
\$225,001 - \$375,000	25	14.79%	92.0	2	18	4	1
\$375,001 - \$675,000	23	13.61%	86.6	0	14	7	2
\$675,001 and up	18	10.65%	105.6	1	4	7	6
Total Active Inventory by Units	169			35	96	27	11
Total Active Inventory by Volume	58,046,799	100%	93.1	5.92M	24.15M	19.06M	8.92M
Average Active Inventory Listing Price	\$343,472			\$169,003	\$251,581	\$706,015	\$810,682

December 2021



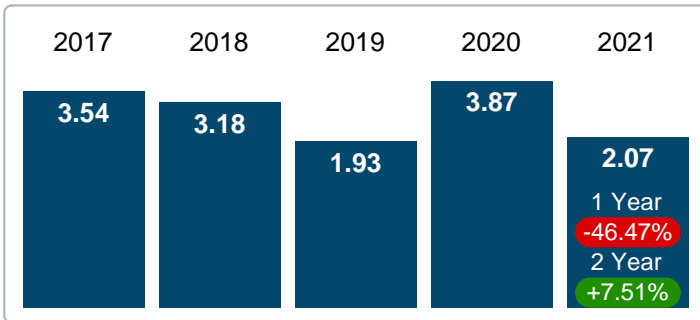
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



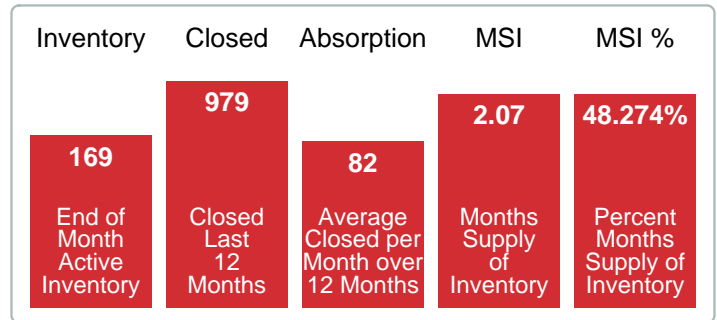
MONTHS SUPPLY of INVENTORY (MSI)

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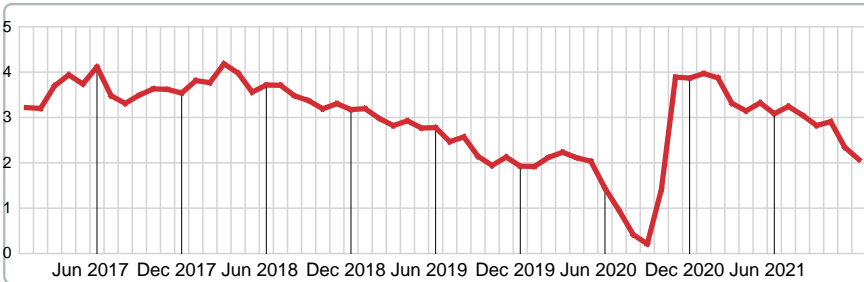
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

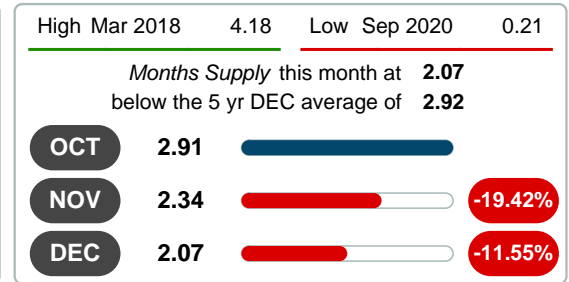


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.92



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
\$50,000 and less	12	7.10%	1.85	2.63	1.09	0.00	0.00
\$50,001 - \$100,000	24	14.20%	1.78	2.06	1.38	2.67	6.00
\$100,001 - \$125,000	14	8.28%	1.81	1.78	2.22	0.00	0.00
\$125,001 - \$225,000	53	31.36%	1.92	2.74	1.89	1.45	3.00
\$225,001 - \$375,000	25	14.79%	1.36	1.50	1.89	0.61	1.00
\$375,001 - \$675,000	23	13.61%	3.49	0.00	6.46	2.10	3.00
\$675,001 and up	18	10.65%	15.43	4.00	16.00	16.80	24.00
Market Supply of Inventory (MSI)	2.07			2.20	2.09	1.57	4.40
Total Active Inventory by Units	169		100%	35	96	27	11

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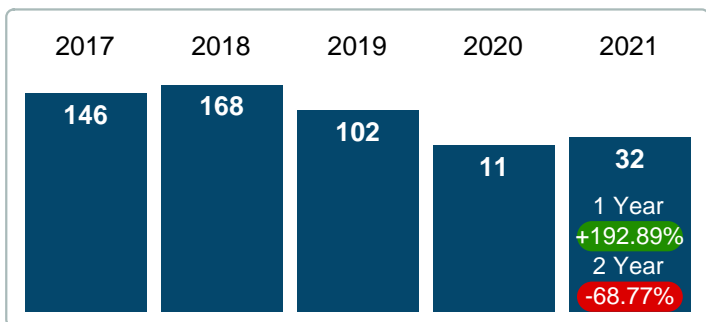
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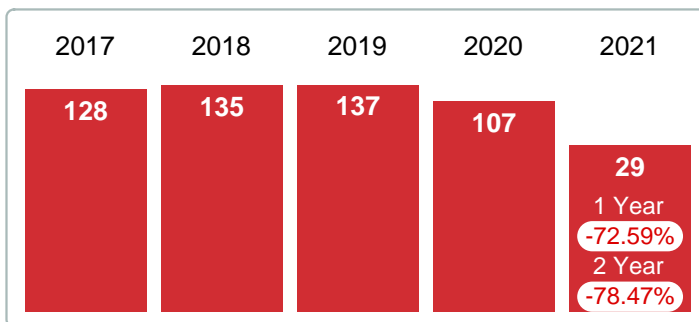
AVERAGE DAYS ON MARKET TO SALE

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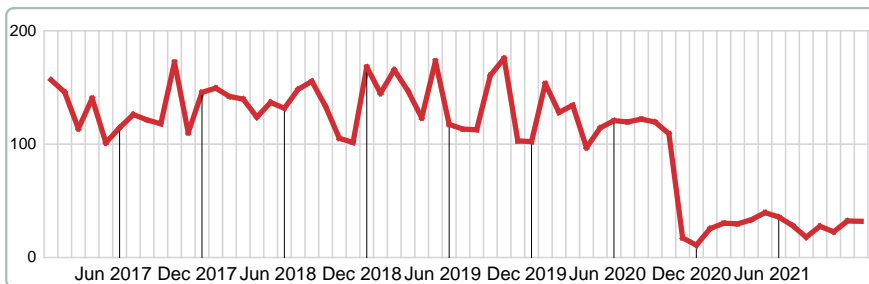
DECEMBER



YEAR TO DATE (YTD)

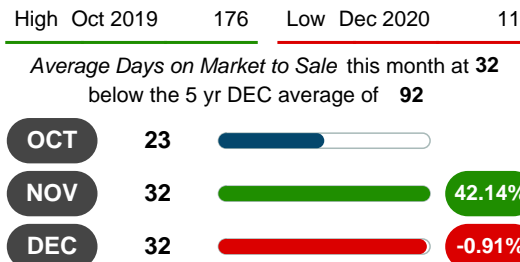


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 92



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
\$50,000 and less	7.69%	44	58	30	0	0
\$50,001 - \$75,000	8.97%	47	102	25	0	0
\$75,001 - \$125,000	21.79%	36	43	36	13	0
\$125,001 - \$200,000	23.08%	25	23	28	13	0
\$200,001 - \$250,000	15.38%	20	0	12	36	0
\$250,001 - \$375,000	12.82%	35	0	18	38	69
\$375,001 and up	10.26%	31	0	43	12	0
Average Closed DOM		32	54	28	27	69
Total Closed Units	100%	32	11	49	17	1
Total Closed Volume		15,173,966	911.40K	9.04M	4.93M	300.00K

December 2021



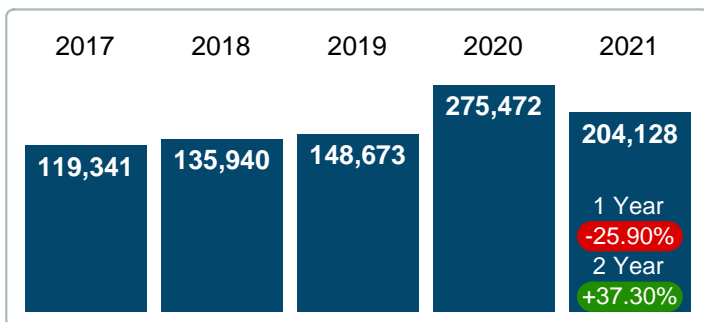
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



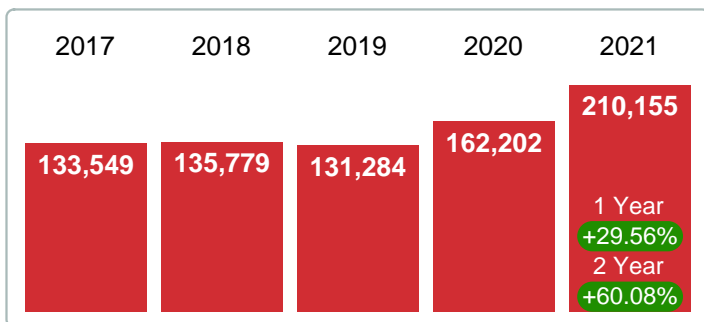
AVERAGE LIST PRICE AT CLOSING

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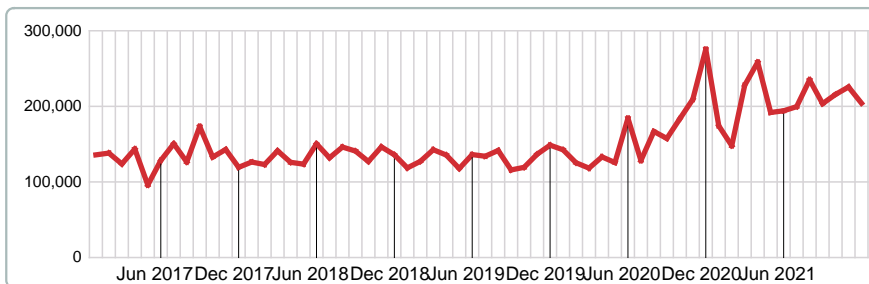
DECEMBER



YEAR TO DATE (YTD)

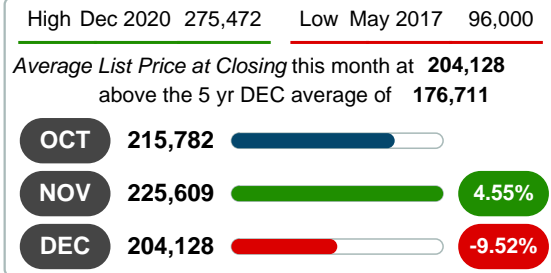


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 176,711



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
\$50,000 and less	7.69%	42,150	37,967	46,333	0	0
\$50,001 - \$75,000	5.13%	65,800	69,400	77,960	0	0
\$75,001 - \$125,000	21.79%	104,794	103,200	115,950	124,900	0
\$125,001 - \$200,000	24.36%	151,984	157,000	167,977	155,333	0
\$200,001 - \$250,000	16.67%	233,131	0	231,738	239,450	0
\$250,001 - \$375,000	12.82%	292,620	0	270,833	317,300	324,900
\$375,001 and up	11.54%	531,089	0	568,980	516,633	0
Average List Price		204,128	89,045	196,229	294,259	324,900
Total Closed Units	100%	204,128	11	49	17	1
Total Closed Volume		15,922,000	979.50K	9.62M	5.00M	324.90K

December 2021



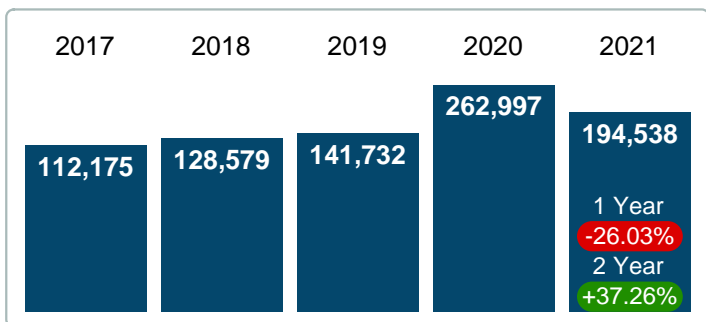
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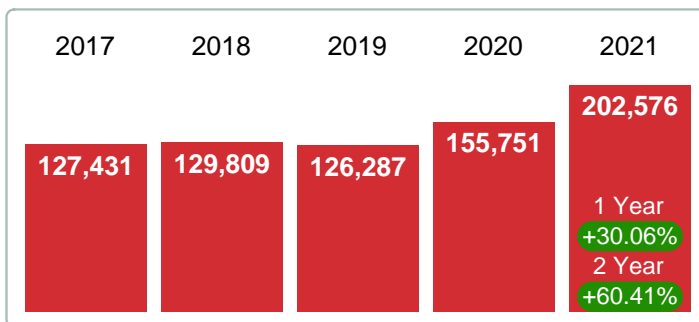
AVERAGE SOLD PRICE AT CLOSING

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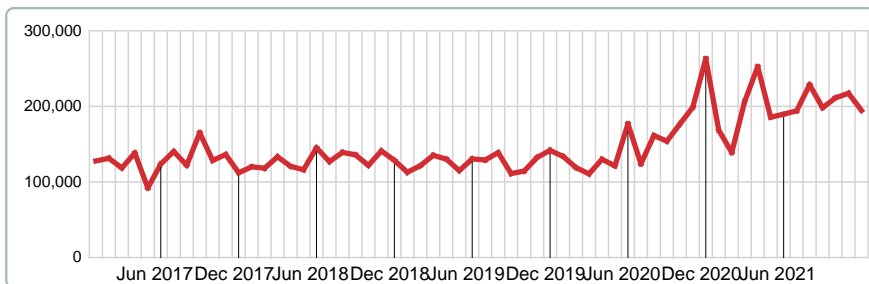
DECEMBER



YEAR TO DATE (YTD)

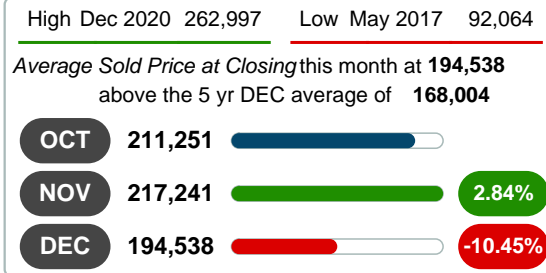


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 168,004



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
\$50,000 and less	7.69%	33,250	34,167	32,333	0	0
\$50,001 - \$75,000	8.97%	66,986	66,500	67,180	0	0
\$75,001 - \$125,000	21.79%	102,288	90,475	104,750	120,000	0
\$125,001 - \$200,000	23.08%	159,111	157,000	160,692	153,667	0
\$200,001 - \$250,000	15.38%	232,746	0	230,306	237,625	0
\$250,001 - \$375,000	12.82%	296,430	0	268,167	309,967	300,000
\$375,001 and up	10.26%	518,177	0	522,000	511,805	0
Average Sold Price		194,538	82,855	184,405	289,807	300,000
Total Closed Units	100%	194,538	11	49	17	1
Total Closed Volume		15,173,966	911.40K	9.04M	4.93M	300.00K

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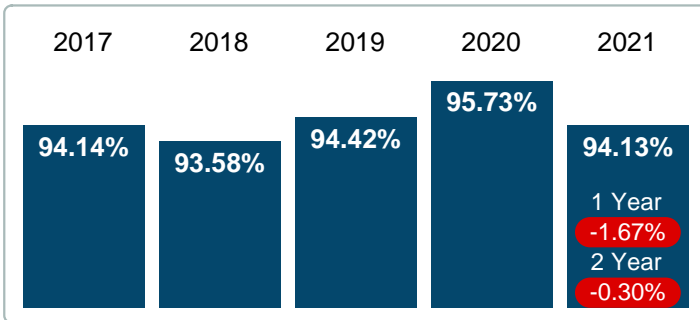
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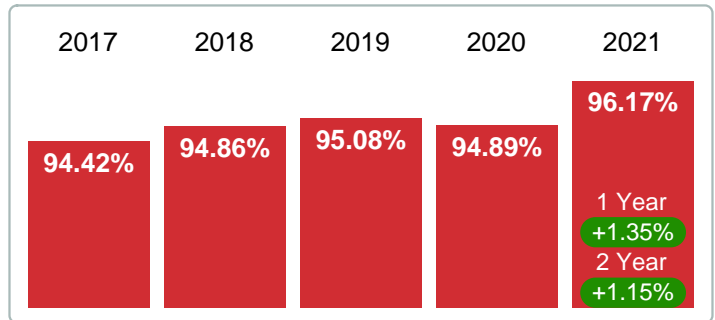
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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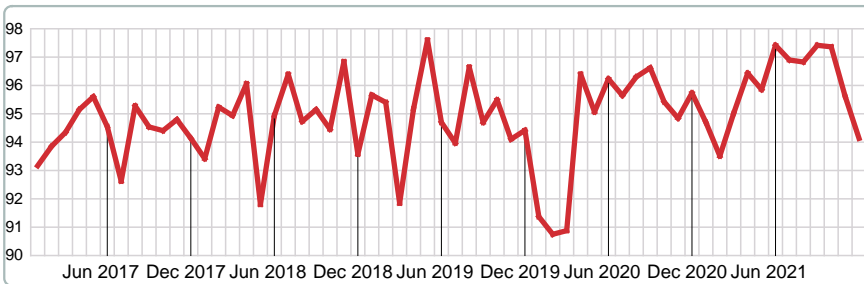
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

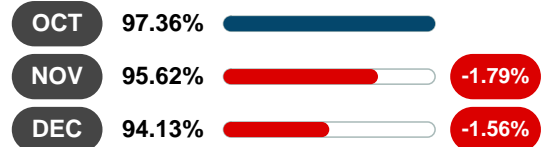


3 MONTHS

5 year DEC AVG = 94.40%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.13%** equal to 5 yr DEC average of **94.40%**



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
\$50,000 and less	6	7.69%	79.25%	88.20%	70.31%	0.00%	0.00%
\$50,001 - \$75,000	7	8.97%	89.75%	96.17%	87.18%	0.00%	0.00%
\$75,001 - \$125,000	17	21.79%	90.72%	88.76%	90.93%	96.08%	0.00%
\$125,001 - \$200,000	18	23.08%	97.86%	100.00%	97.24%	99.10%	0.00%
\$200,001 - \$250,000	12	15.38%	99.31%	0.00%	99.33%	99.27%	0.00%
\$250,001 - \$375,000	10	12.82%	97.74%	0.00%	99.03%	97.99%	92.34%
\$375,001 and up	8	10.26%	95.72%	0.00%	93.70%	99.07%	0.00%
Average Sold/List Ratio		94.10%		92.00%	93.11%	98.57%	92.34%
Total Closed Units		78	100%	11	49	17	1
Total Closed Volume		15,173,966		911.40K	9.04M	4.93M	300.00K

December 2021



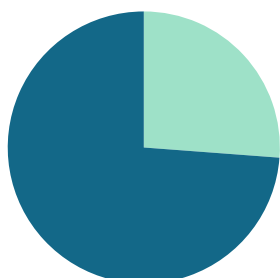
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

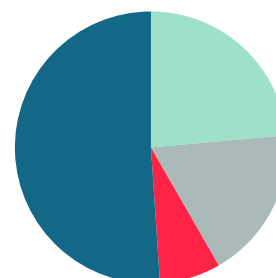


Inventory
 New Listings
66 = 26.19%
 Start Inventory
186
 Total Inventory Units
252
 Volume
\$80,065,224

Market Activity

Closed Sales
78 = 23.56%
 Pending Sales
60 = 18.13%
 Other Off Market
24 = 7.25%
 Active Inventory
169 = 51.06%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	52	78	50.00%	614	979	59.45%
Pending Sales	74	60	-18.92%	657	1,056	60.73%
New Listings	82	66	-19.51%	790	1,250	58.23%
Average List Price	275,472	204,128	-25.90%	162,202	210,155	29.56%
Average Sale Price	262,997	194,538	-26.03%	155,751	202,576	30.06%
Average Percent of Selling Price to List Price	95.73%	94.13%	-1.67%	94.89%	96.17%	1.35%
Average Days on Market to Sale	10.90	31.94	192.89%	107.28	29.41	-72.59%
Monthly Inventory	198	169	-14.65%	198	169	-14.65%
Months Supply of Inventory	3.87	2.07	-46.47%	3.87	2.07	-46.47%

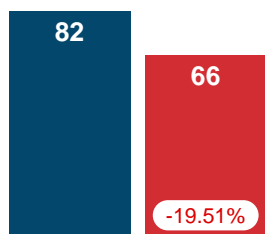
Absorption: Last 12 months, an Average of **82** Sales/Month

Inventory on December 31, 2021 = **169** 2020 2021

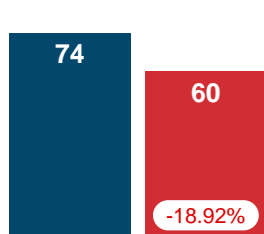
DECEMBER MARKET

AVERAGE PRICES

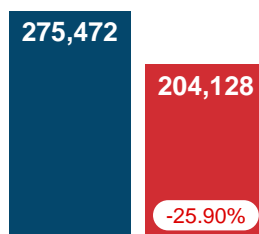
New Listings



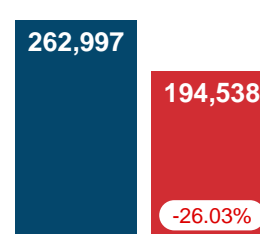
Pending Listings



List Price



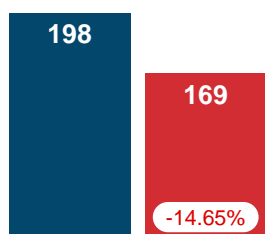
Sale Price



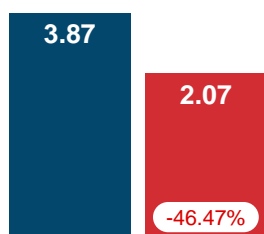
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

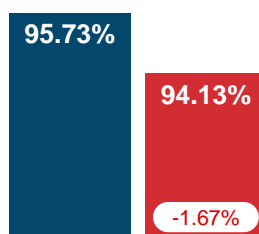
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

