

## December 2021



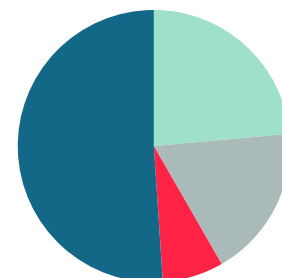
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	52	78	50.00%
Pending Listings	74	60	-18.92%
New Listings	82	66	-19.51%
Median List Price	196,000	153,900	-21.48%
Median Sale Price	194,000	154,950	-20.13%
Median Percent of Selling Price to List Price	98.97%	97.78%	-1.21%
Median Days on Market to Sale	5.50	21.50	290.91%
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.

## Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **20.13%** in December 2021 to \$154,950 versus the previous year at \$194,000.

## Median Days on Market Lengthens

The median number of **21.50** days that homes spent on the market before selling increased by 16.00 days or **290.91%** in December 2021 compared to last year's same month at **5.50** DOM.

## Sales Success for December 2021 is Positive

Overall, with Median 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.

## 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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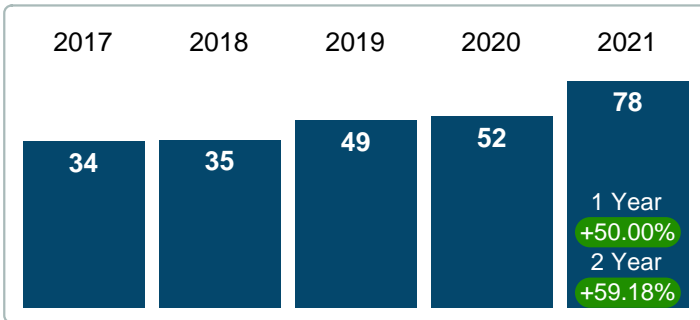
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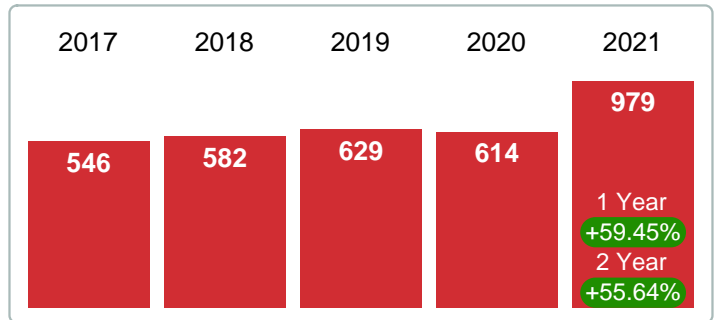
## CLOSED LISTINGS

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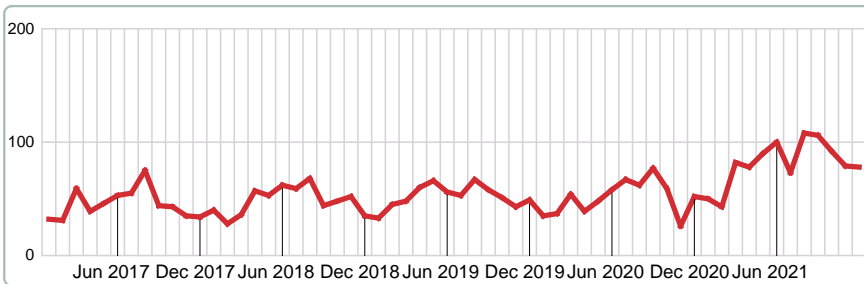
### DECEMBER



### YEAR TO DATE (YTD)

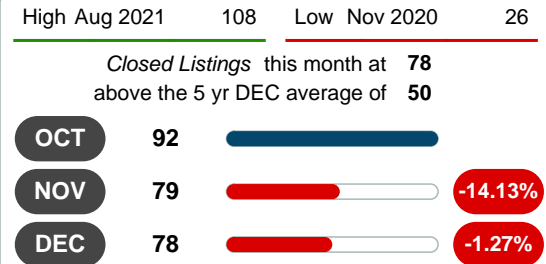


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	37.0	3	3	0	0
\$50,001 - \$75,000	7	8.97%	21.0	2	5	0	0
\$75,001 - \$125,000	17	21.79%	35.0	4	12	1	0
\$125,001 - \$200,000	18	23.08%	18.5	2	13	3	0
\$200,001 - \$250,000	12	15.38%	8.0	0	8	4	0
\$250,001 - \$375,000	10	12.82%	22.0	0	3	6	1
\$375,001 and up	8	10.26%	29.5	0	5	3	0
<b>Total Closed Units</b>	<b>78</b>			<b>11</b>	<b>49</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>15,173,966</b>	<b>100%</b>	<b>21.5</b>	<b>911.40K</b>	<b>9.04M</b>	<b>4.93M</b>	<b>300.00K</b>
<b>Median Closed Price</b>	<b>\$154,950</b>			<b>\$86,000</b>	<b>\$149,000</b>	<b>\$275,000</b>	<b>\$300,000</b>

# December 2021



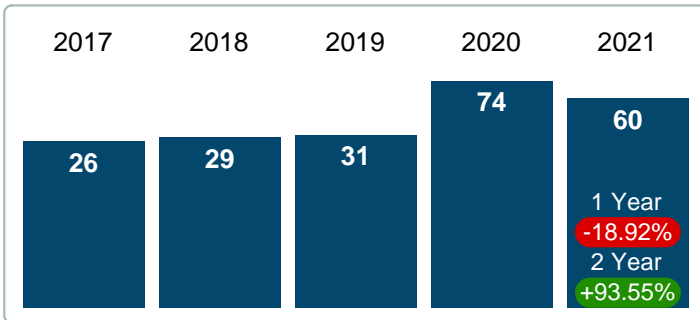
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



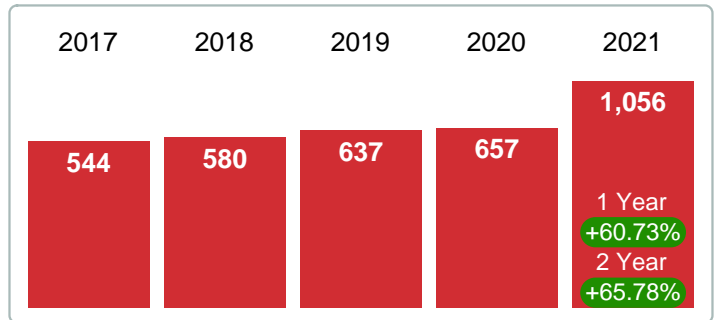
## PENDING LISTINGS

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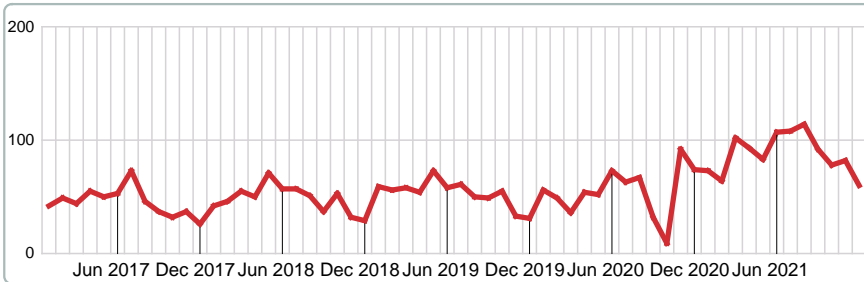
### DECEMBER



### YEAR TO DATE (YTD)

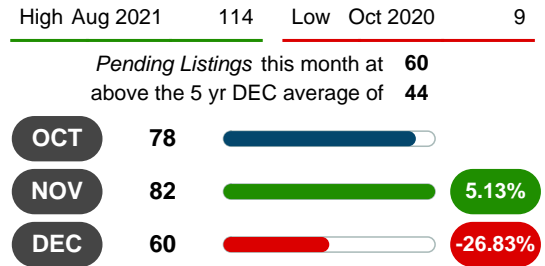


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 44



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.00%	8.0	2	4	0	0
\$50,001 - \$75,000	3	5.00%	89.0	2	1	0	0
\$75,001 - \$125,000	14	23.33%	19.0	5	9	0	0
\$125,001 - \$200,000	12	20.00%	7.0	2	6	4	0
\$200,001 - \$275,000	10	16.67%	4.5	1	6	2	1
\$275,001 - \$425,000	9	15.00%	30.0	1	6	2	0
\$425,001 and up	6	10.00%	39.5	1	1	2	2
<b>Total Pending Units</b>	<b>60</b>			<b>14</b>	<b>33</b>	<b>10</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>14,204,525</b>	<b>100%</b>	<b>16.0</b>	<b>2.00M</b>	<b>6.05M</b>	<b>4.50M</b>	<b>1.65M</b>
<b>Median Listing Price</b>	<b>\$152,450</b>			<b>\$112,250</b>	<b>\$154,900</b>	<b>\$251,688</b>	<b>\$579,000</b>

# December 2021



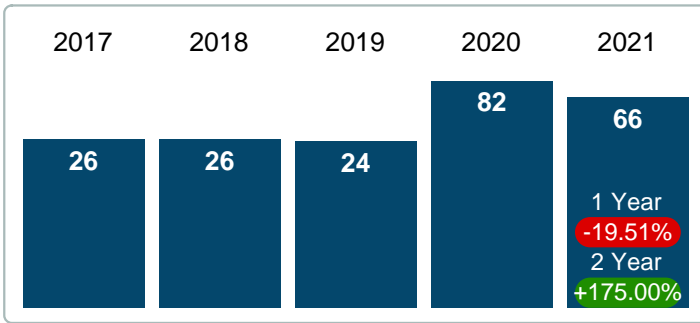
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



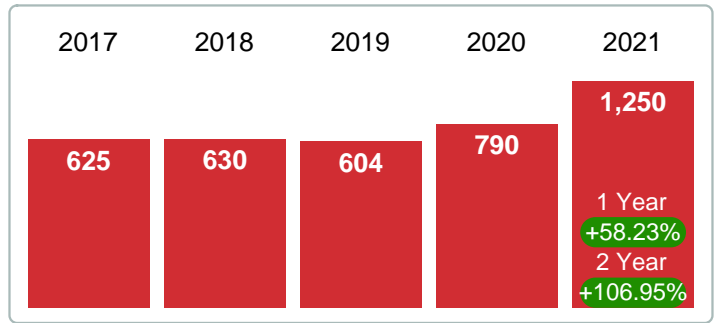
## NEW LISTINGS

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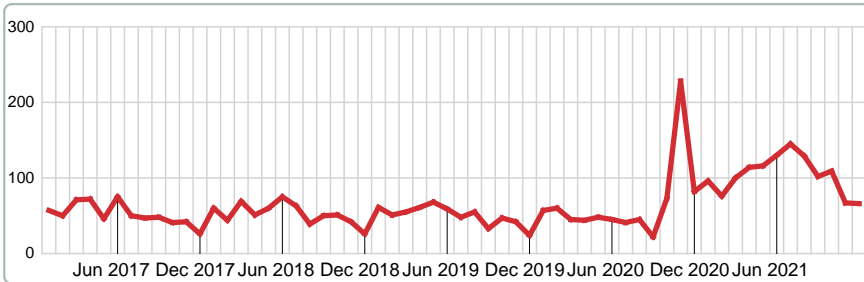
### DECEMBER



### YEAR TO DATE (YTD)

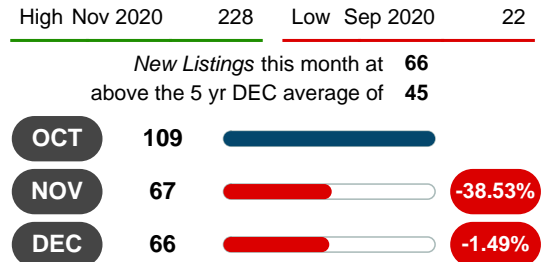


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>66</b>		<b>15</b>	<b>39</b>	<b>12</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>14,871,025</b>	<b>100%</b>	<b>1.53M</b>	<b>8.11M</b>	<b>5.23M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$179,900</b>		<b>\$85,000</b>	<b>\$195,000</b>	<b>\$262,450</b>	<b>\$0</b>

# December 2021



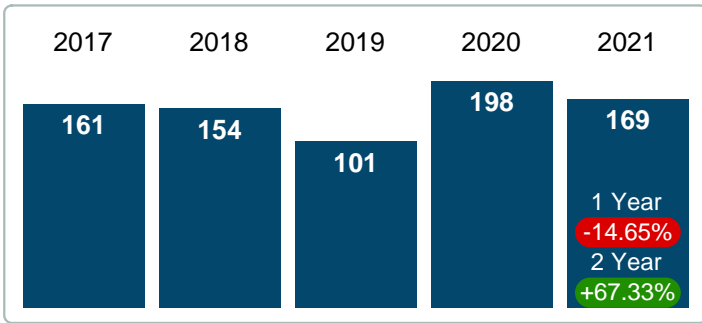
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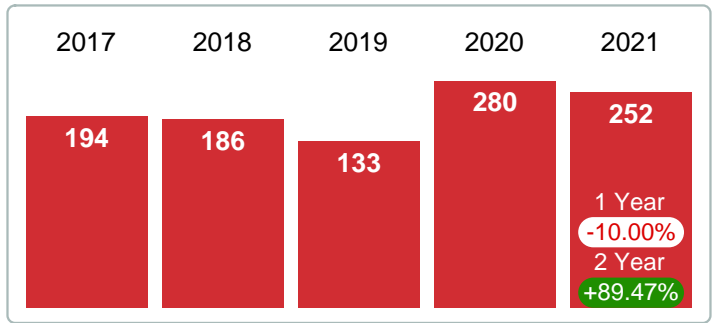
## ACTIVE INVENTORY

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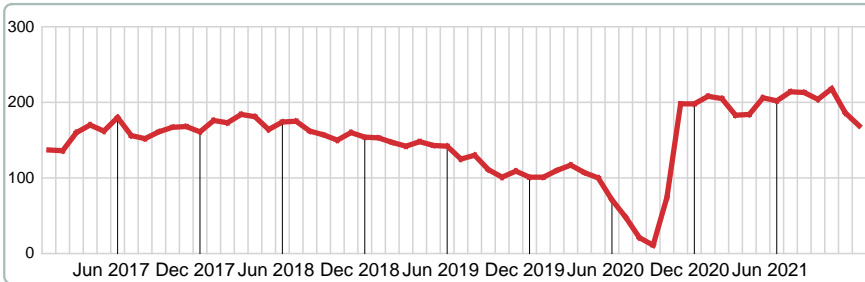
### END OF DECEMBER



### ACTIVE DURING DECEMBER

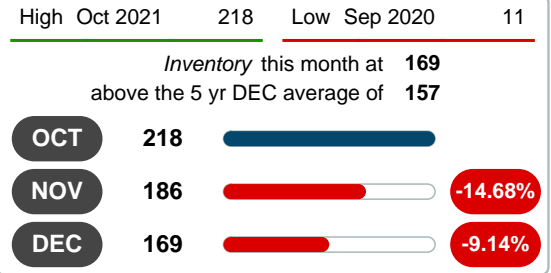


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 157



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	7.10%	84.0	9	3	0	0
\$50,001 - \$100,000	24	14.20%	88.5	11	10	2	1
\$100,001 - \$125,000	14	8.28%	107.5	4	10	0	0
\$125,001 - \$225,000	53	31.36%	80.0	8	37	7	1
\$225,001 - \$375,000	25	14.79%	76.0	2	18	4	1
\$375,001 - \$675,000	23	13.61%	63.0	0	14	7	2
\$675,001 and up	18	10.65%	95.5	1	4	7	6
<b>Total Active Inventory by Units</b>	<b>169</b>			<b>35</b>	<b>96</b>	<b>27</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>58,046,799</b>	<b>100%</b>	<b>80.0</b>	<b>5.92M</b>	<b>24.15M</b>	<b>19.06M</b>	<b>8.92M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$179,900</b>			<b>\$99,000</b>	<b>\$179,900</b>	<b>\$408,000</b>	<b>\$699,000</b>

# December 2021



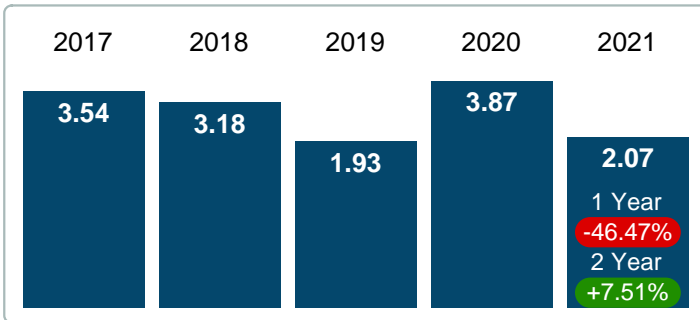
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



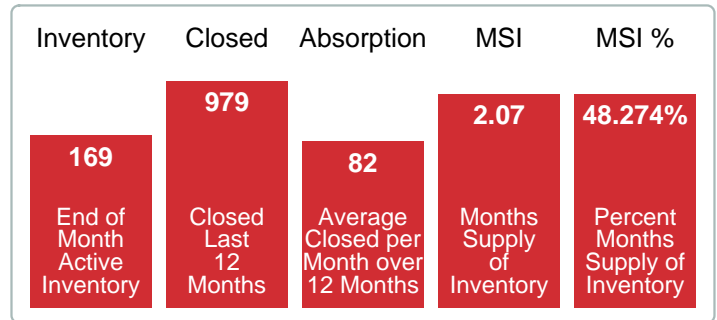
## MONTHS SUPPLY of INVENTORY (MSI)

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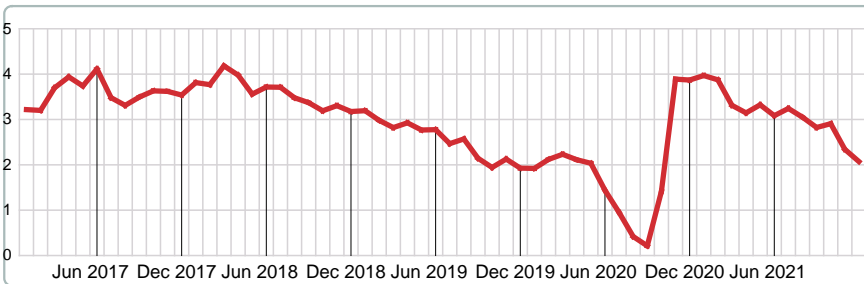
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

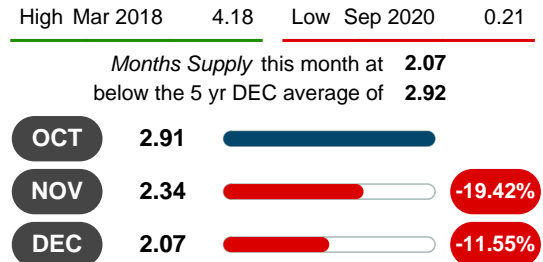


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# December 2021



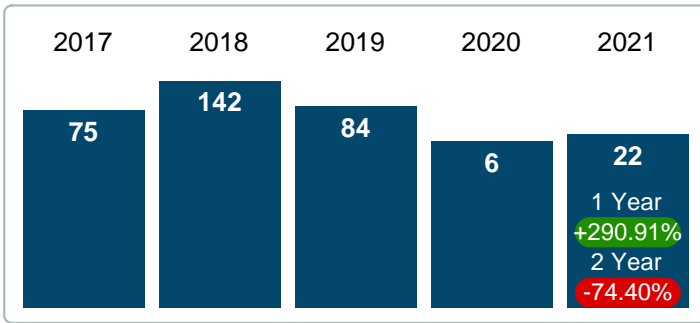
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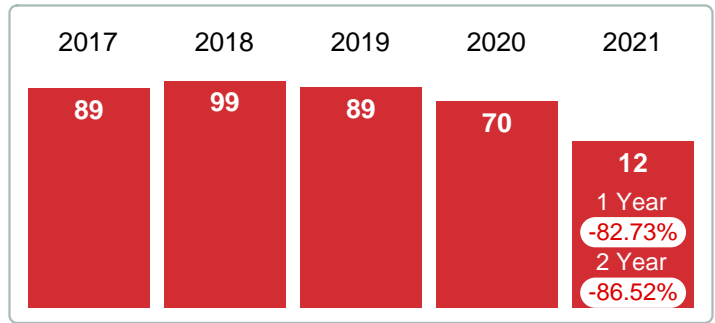
## MEDIAN DAYS ON MARKET TO SALE

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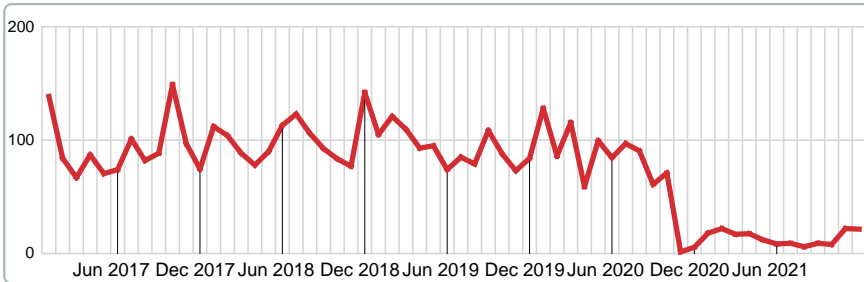
### DECEMBER



### YEAR TO DATE (YTD)

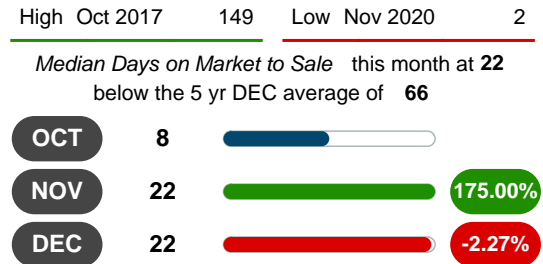


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 66



### 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
\$50,000 and less	7.69%	37	46	28	0	0
\$50,001 - \$75,000	8.97%	21	102	21	0	0
\$75,001 - \$125,000	21.79%	35	51	23	13	0
\$125,001 - \$200,000	23.08%	19	23	19	18	0
\$200,001 - \$250,000	15.38%	8	0	4	37	0
\$250,001 - \$375,000	12.82%	22	0	16	18	69
\$375,001 and up	10.26%	30	0	30	3	0
<b>Median Closed DOM</b>		<b>22</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>21.5</b>	<b>11</b>	<b>49</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,173,966</b>	<b>911.40K</b>	<b>9.04M</b>	<b>4.93M</b>	<b>300.00K</b>

# December 2021



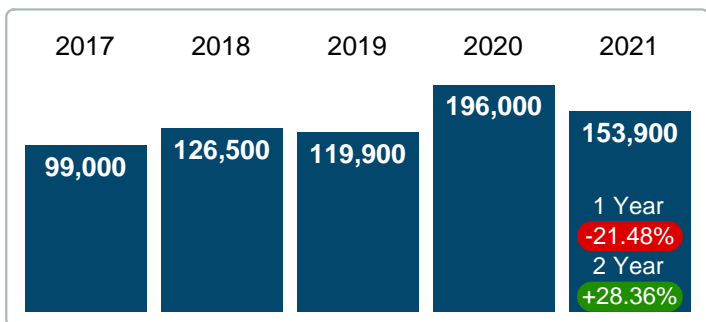
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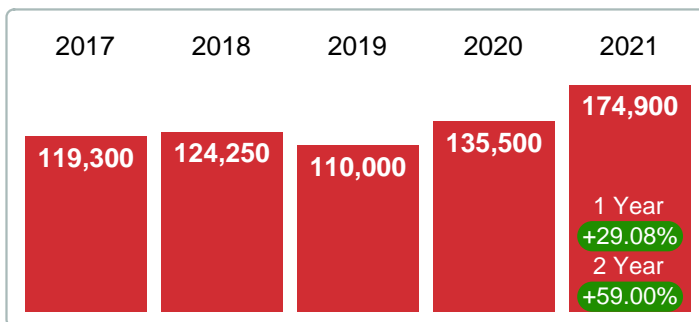
## MEDIAN LIST PRICE AT CLOSING

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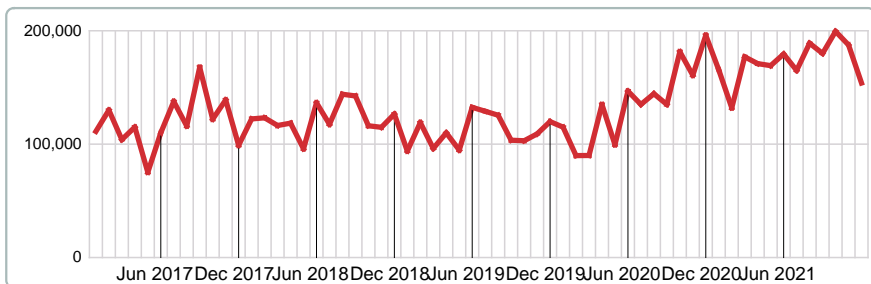
### DECEMBER



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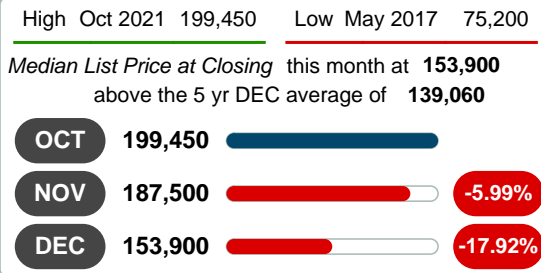


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 139,060



### 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
\$50,000 and less	7.69%	47,950	45,900	50,000	0	0
\$50,001 - \$75,000	5.13%	64,700	58,900	64,900	0	0
\$75,001 - \$125,000	21.79%	110,000	93,000	110,000	124,900	0
\$125,001 - \$200,000	24.36%	149,000	157,000	149,000	149,000	0
\$200,001 - \$250,000	16.67%	229,000	0	225,000	239,900	0
\$250,001 - \$375,000	12.82%	280,000	0	271,250	299,000	324,900
\$375,001 and up	11.54%	475,000	0	485,000	449,950	0
<b>Median List Price</b>		<b>153,900</b>	<b>89,900</b>	<b>149,000</b>	<b>275,000</b>	<b>324,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>153,900</b>	<b>11</b>	<b>49</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,922,000</b>	<b>979.50K</b>	<b>9.62M</b>	<b>5.00M</b>	<b>324.90K</b>



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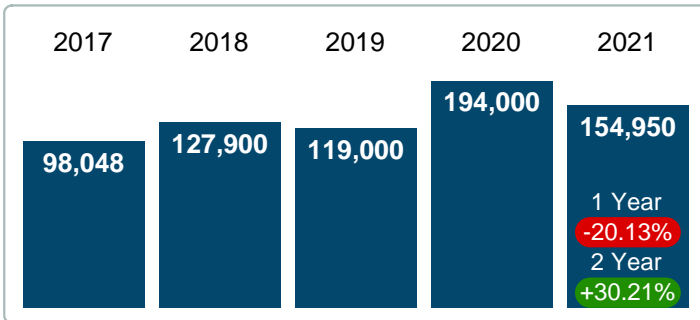
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



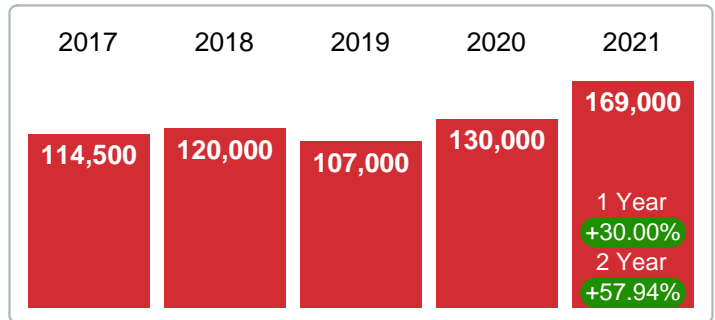
## MEDIAN SOLD PRICE AT CLOSING

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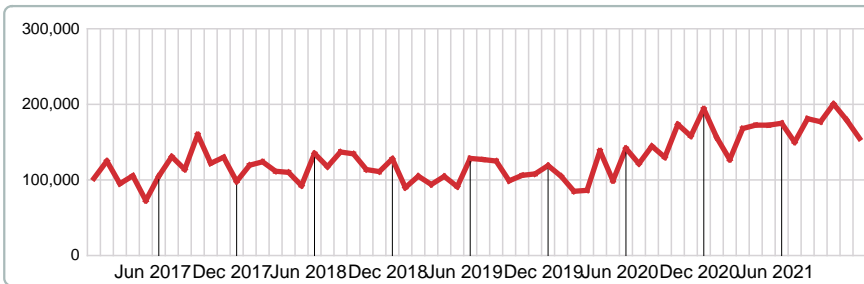
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

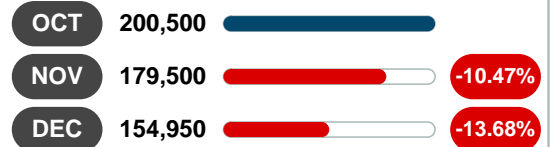


### 3 MONTHS

5 year DEC AVG = 138,780

High Oct 2021 200,500 Low May 2017 72,750

Median Sold Price at Closing this month at 154,950 above the 5 yr DEC average of 138,780



### 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
\$50,000 and less	7.69%	36,500	43,000	30,000	0	0
\$50,001 - \$75,000	8.97%	70,000	66,500	70,000	0	0
\$75,001 - \$125,000	21.79%	100,000	87,950	115,250	120,000	0
\$125,001 - \$200,000	23.08%	154,950	157,000	155,000	149,000	0
\$200,001 - \$250,000	15.38%	234,250	0	224,950	239,750	0
\$250,001 - \$375,000	12.82%	289,950	0	267,000	299,950	300,000
\$375,001 and up	10.26%	450,000	0	450,000	450,000	0
Median Sold Price		154,950	86,000	149,000	275,000	300,000
Total Closed Units	100%	78	11	49	17	1
Total Closed Volume		15,173,966	911.40K	9.04M	4.93M	300.00K

# December 2021



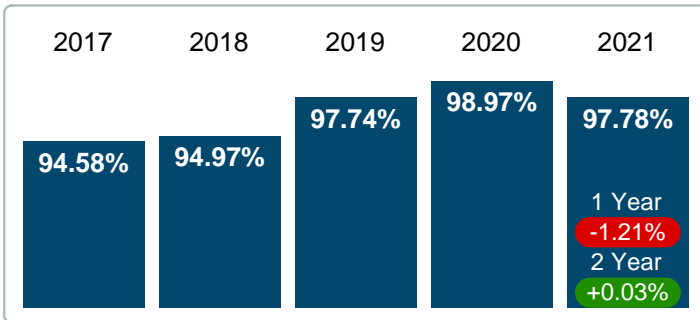
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



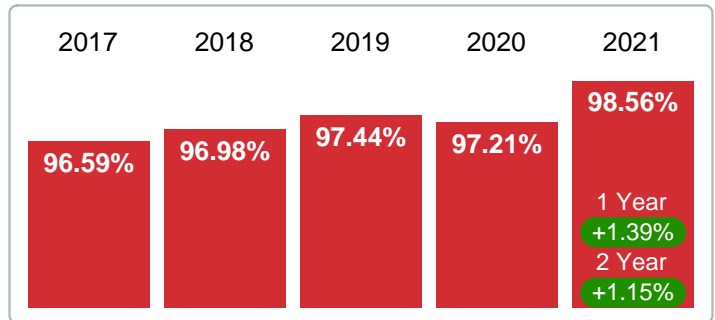
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

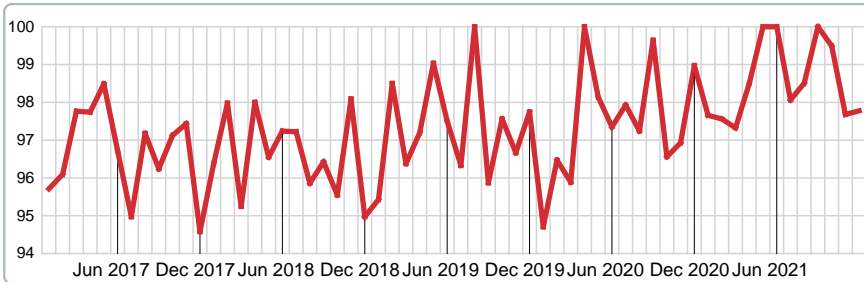
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

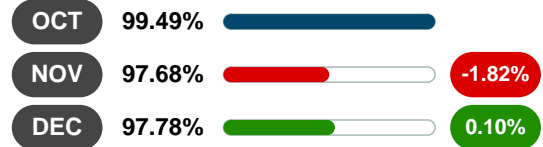


### 3 MONTHS

5 year DEC AVG = 96.81%

High Sep 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.78%**  
above the 5 yr DEC average of **96.81%**



### 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
\$50,000 and less	<b>6</b>	7.69%	83.28%	86.00%	76.92%	0.00%	0.00%
\$50,001 - \$75,000	<b>7</b>	8.97%	93.87%	96.17%	80.92%	0.00%	0.00%
\$75,001 - \$125,000	<b>17</b>	21.79%	94.62%	92.77%	94.83%	96.08%	0.00%
\$125,001 - \$200,000	<b>18</b>	23.08%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	<b>12</b>	15.38%	100.00%	0.00%	100.00%	99.92%	0.00%
\$250,001 - \$375,000	<b>10</b>	12.82%	98.55%	0.00%	100.00%	98.49%	92.34%
\$375,001 and up	<b>8</b>	10.26%	97.37%	0.00%	92.78%	100.00%	0.00%
Median Sold/List Ratio		97.78%		94.62%	97.78%	100.00%	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



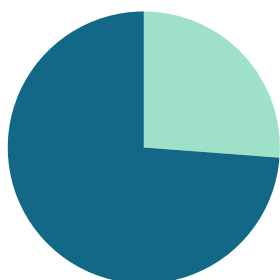
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

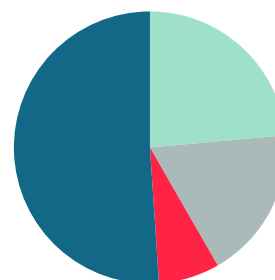


**Inventory**  
 New Listings  
**66 = 26.19%**  
 Start Inventory  
**186**  
 Total Inventory Units  
**252**  
 Volume  
**\$80,065,224**

### 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%
Median List Price	196,000	153,900	-21.48%	135,500	174,900	29.08%
Median Sale Price	194,000	154,950	-20.13%	130,000	169,000	30.00%
Median Percent of Selling Price to List Price	98.97%	97.78%	-1.21%	97.21%	98.56%	1.39%
Median Days on Market to Sale	5.50	21.50	290.91%	69.50	12.00	-82.73%
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

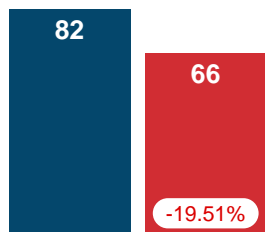
**Inventory** on December 31, 2021 = **169**

**2020** **2021**

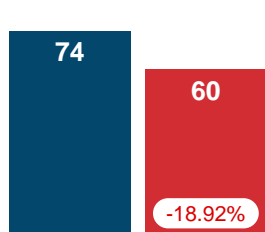
### DECEMBER MARKET

### MEDIAN PRICES

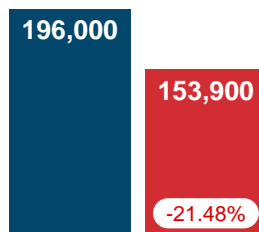
#### New Listings



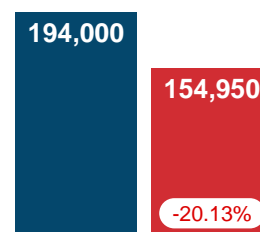
#### Pending Listings



#### List Price



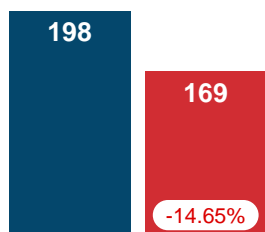
#### Sale Price



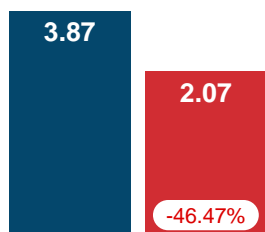
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

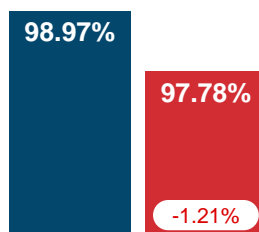
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

