

November 2021



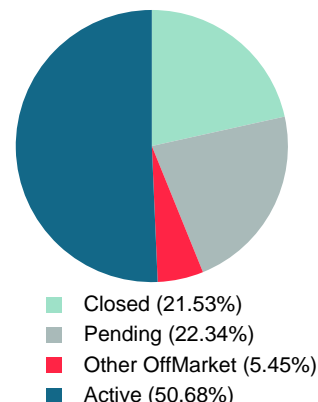
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/- %
Closed Listings	26	79	203.85%
Pending Listings	92	82	-10.87%
New Listings	228	67	-70.61%
Average List Price	209,323	225,609	7.78%
Average Sale Price	198,874	217,241	9.24%
Average Percent of Selling Price to List Price	94.84%	95.62%	0.82%
Average Days on Market to Sale	17.35	32.23	85.79%
End of Month Inventory	198	186	-6.06%
Months Supply of Inventory	3.89	2.34	-39.77%



Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of November 30, 2021 = **186**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **6.06%** to 186 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **2.34** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **9.24%** in November 2021 to \$217,241 versus the previous year at \$198,874.

Average Days on Market Lengthens

The average number of **32.23** days that homes spent on the market before selling increased by 14.88 days or **85.79%** in November 2021 compared to last year's same month at **17.35** DOM.

Sales Success for November 2021 is Positive

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

There were 67 New Listings in November 2021, down **70.61%** from last year at 228. Furthermore, there were 79 Closed Listings this month versus last year at 26, a **203.85%** increase.

Closed versus Listed trends yielded a **117.9%** ratio, up from previous year's, November 2020, at **11.4%**, a **933.98%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

November 2021



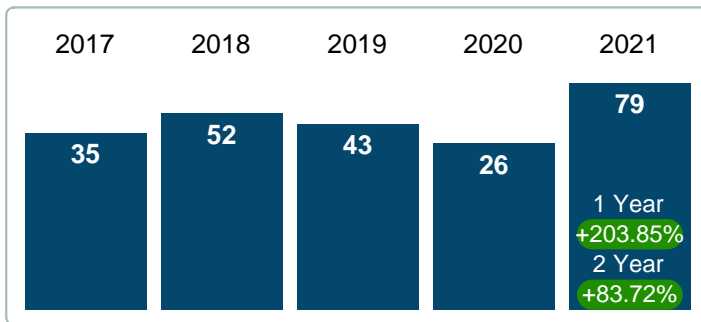
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



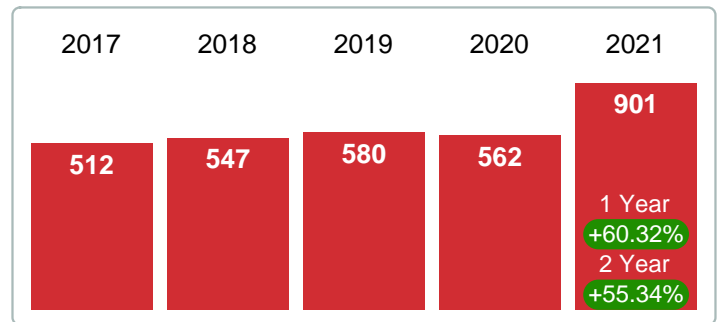
CLOSED LISTINGS

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

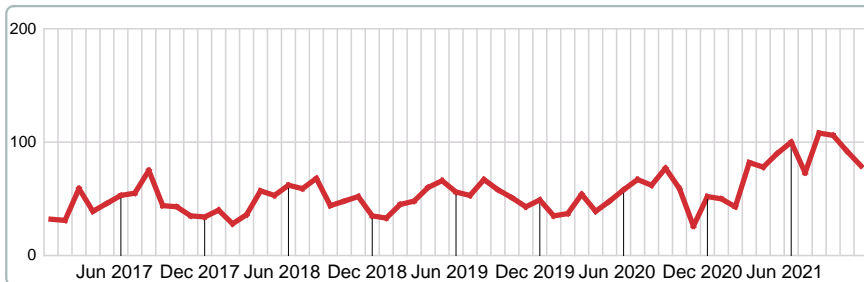
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 47

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at 79
above the 5 yr NOV average of 47

SEP	106		
OCT	92		-13.21%
NOV	79		-14.13%

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	4		5.06%	28.0	0	3	1	0
\$50,001 - \$75,000	8		10.13%	44.0	5	2	1	0
\$75,001 - \$125,000	15		18.99%	22.9	5	8	2	0
\$125,001 - \$225,000	22		27.85%	31.5	3	16	3	0
\$225,001 - \$300,000	11		13.92%	40.6	1	6	3	1
\$300,001 - \$425,000	10		12.66%	27.6	0	6	4	0
\$425,001 and up	9		11.39%	35.7	1	5	3	0
Total Closed Units			79		15	46	17	1
Total Closed Volume			17,162,024	100%	2.03M	10.14M	4.74M	250.00K
Average Closed Price			\$217,241		\$135,633	\$220,455	\$278,623	\$250,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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

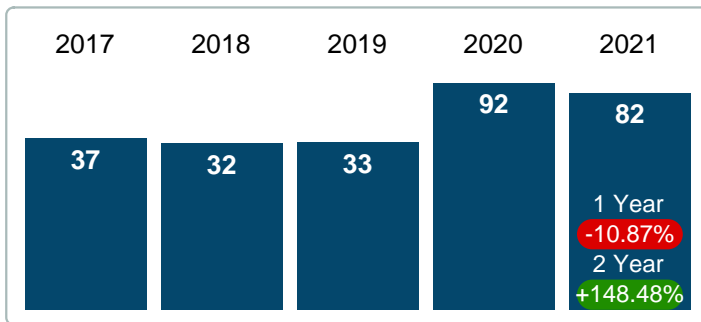


November 2021

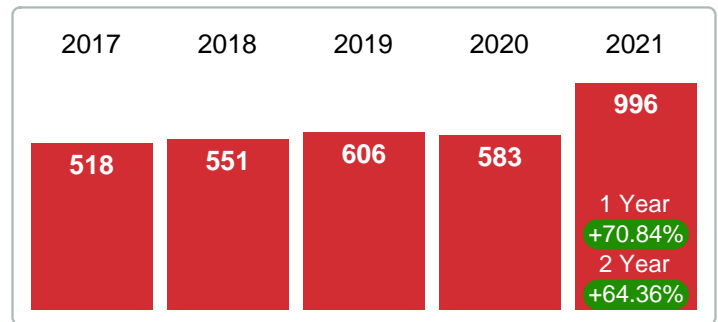
PENDING LISTINGS

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

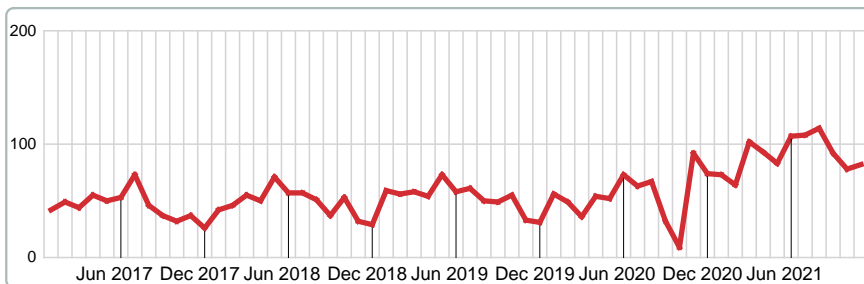
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 55

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **82**
above the 5 yr NOV average of **55**

SEP	92		
OCT	78		-15.22%
NOV	82		5.13%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.76%	51.1	6	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	18	21.95%	22.7	6	9	2	1
\$125,001 - \$175,000	19	23.17%	31.2	4	12	1	2
\$175,001 - \$250,000	16	19.51%	20.9	2	14	0	0
\$250,001 - \$400,000	12	14.63%	104.4	0	5	7	0
\$400,001 and up	9	10.98%	35.0	0	5	3	1
Total Pending Units	82			18	47	13	4
Total Pending Volume	16,134,500	100%	39.8	1.86M	9.50M	3.92M	859.80K
Average Listing Price	\$198,805			\$103,150	\$202,179	\$301,200	\$214,950

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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

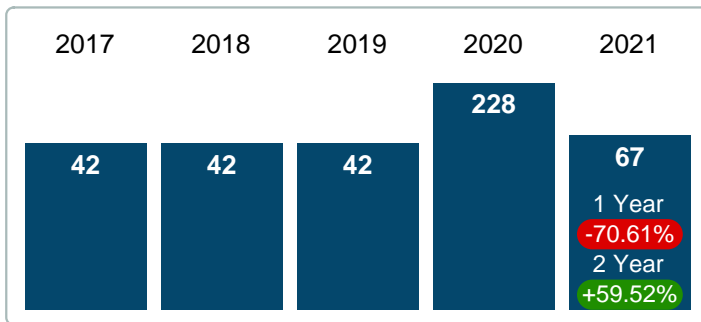


November 2021

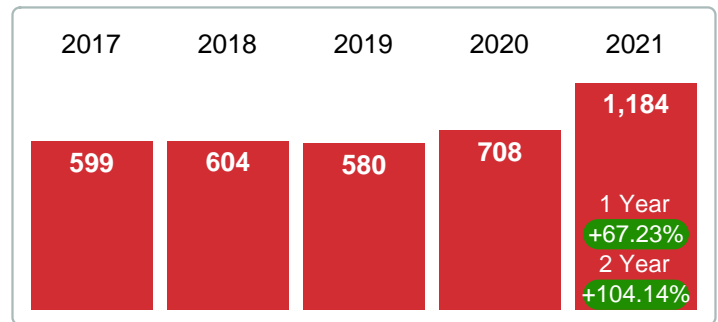
NEW LISTINGS

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

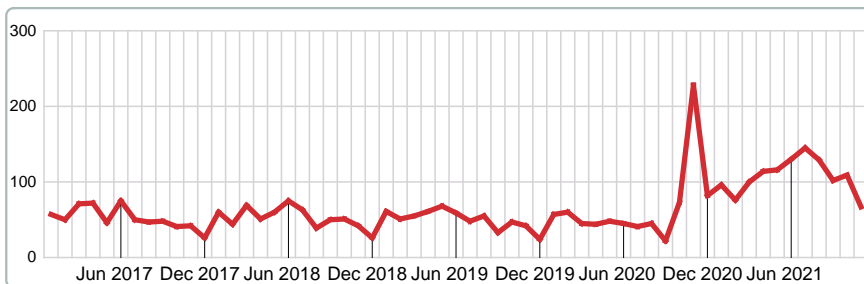
NOVEMBER



YEAR TO DATE (YTD)

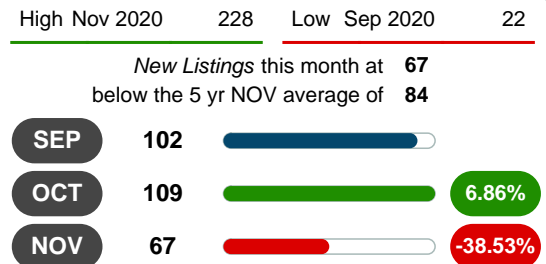


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 84



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			%
\$75,000 and less	6		8.96%
\$75,001 - \$100,000	6		8.96%
\$100,001 - \$125,000	8		11.94%
\$125,001 - \$225,000	22		32.84%
\$225,001 - \$400,000	8		11.94%
\$400,001 - \$575,000	11		16.42%
\$575,001 and up	6		8.96%
Total New Listed Units	67		
Total New Listed Volume	19,796,400		100%
Average New Listed Listing Price	\$203,132		

1-2 Beds	3 Beds	4 Beds	5+ Beds
5	1	0	0
3	2	1	0
2	5	1	0
6	14	1	1
2	5	1	0
0	4	7	0
1	1	1	3
19	32	12	4
4.54M	7.25M	5.09M	2.91M
\$238,826	\$226,703	\$424,183	\$728,500

November 2021



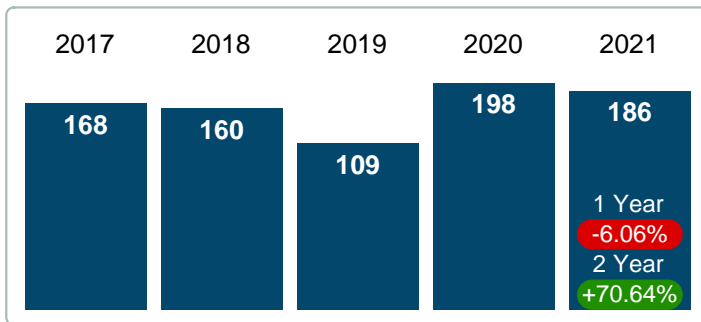
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



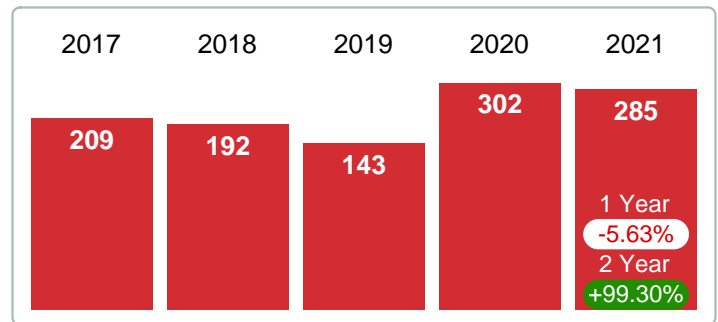
ACTIVE INVENTORY

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

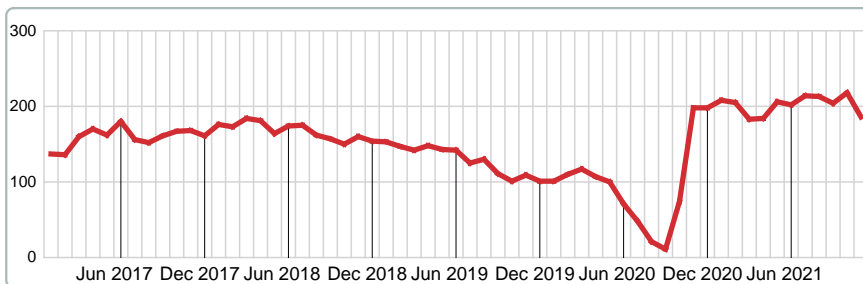
END OF NOVEMBER



ACTIVE DURING NOVEMBER

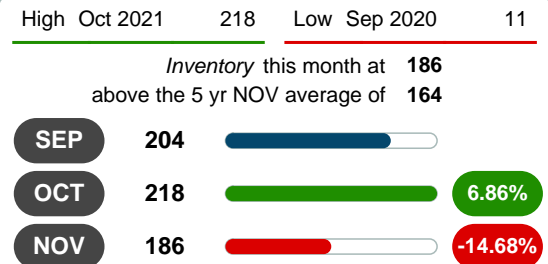


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 164



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	15	8.06%	118.5	10	5	0	0
\$50,001 - \$100,000	27	14.52%	102.7	11	13	2	1
\$100,001 - \$125,000	20	10.75%	80.4	5	15	0	0
\$125,001 - \$250,000	54	29.03%	93.3	11	33	9	1
\$250,001 - \$425,000	28	15.05%	90.2	3	19	4	2
\$425,001 - \$775,000	22	11.83%	76.0	0	11	7	4
\$775,001 and up	20	10.75%	88.4	1	4	7	8
Total Active Inventory by Units		186		41	100	29	16
Total Active Inventory by Volume		65,194,199	100%	7.08M	24.92M	19.92M	13.27M
Average Active Inventory Listing Price		\$350,506		\$172,680	\$249,224	\$686,948	\$829,400

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

November 2021



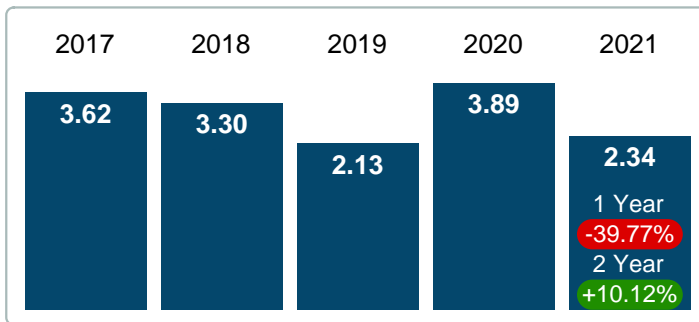
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



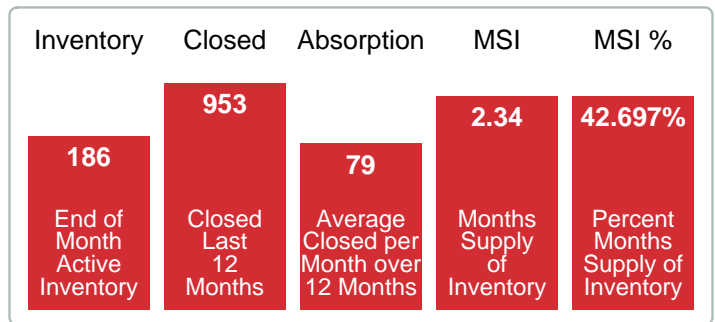
MONTHS SUPPLY of INVENTORY (MSI)

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

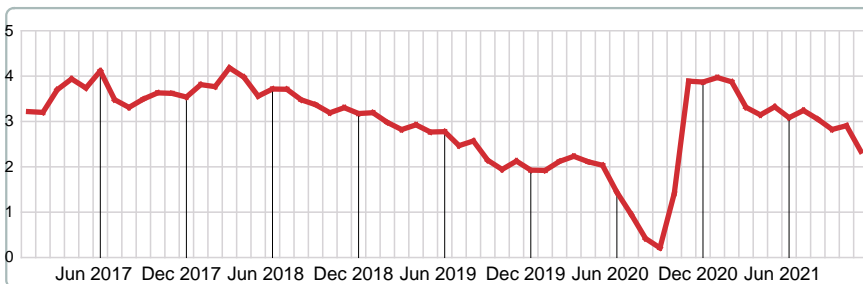
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

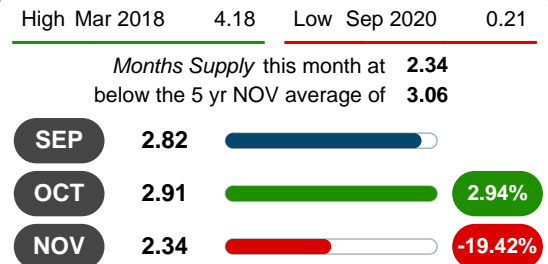


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.06



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	15		8.06%	2.40	3.08	1.88	0.00	0.00
\$50,001 - \$100,000	27		14.52%	2.09	2.16	1.88	2.67	6.00
\$100,001 - \$125,000	20		10.75%	2.73	2.00	3.83	0.00	0.00
\$125,001 - \$250,000	54		29.03%	1.67	3.22	1.48	1.50	1.33
\$250,001 - \$425,000	28		15.05%	1.86	3.00	2.53	0.67	3.43
\$425,001 - \$775,000	22		11.83%	4.98	0.00	9.43	3.23	5.33
\$775,001 and up	20		10.75%	20.00	4.00	24.00	21.00	32.00
Market Supply of Inventory (MSI)				2.34	2.59	2.24	1.77	6.19
Total Active Inventory by Units			100%	2.34	41	100	29	16

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

November 2021



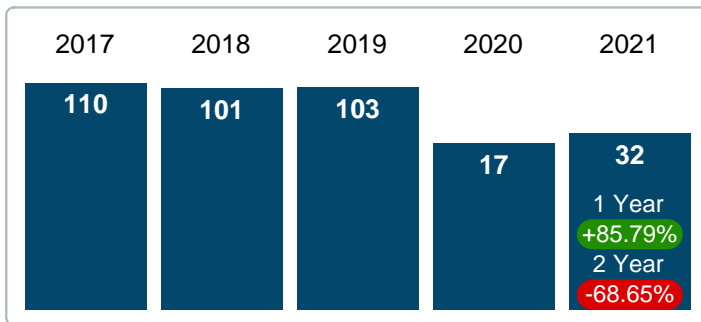
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



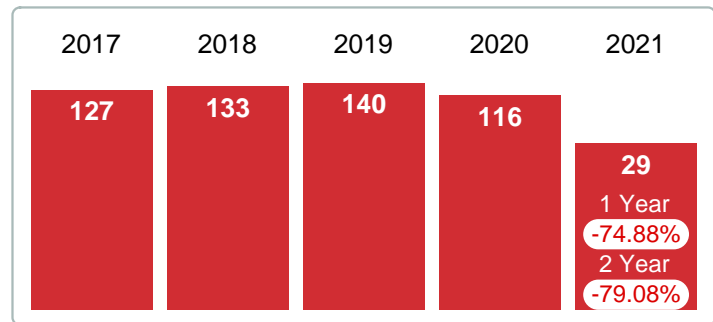
AVERAGE DAYS ON MARKET TO SALE

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

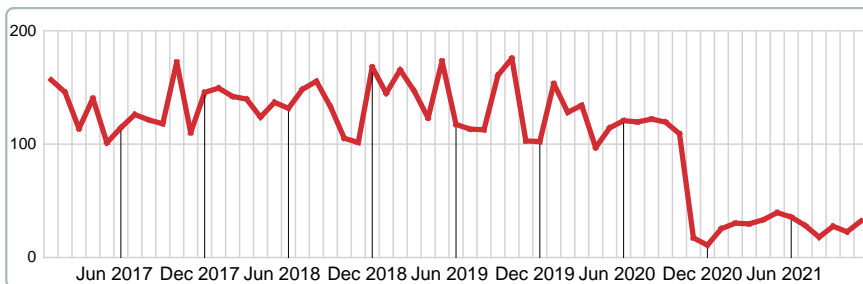
NOVEMBER



YEAR TO DATE (YTD)

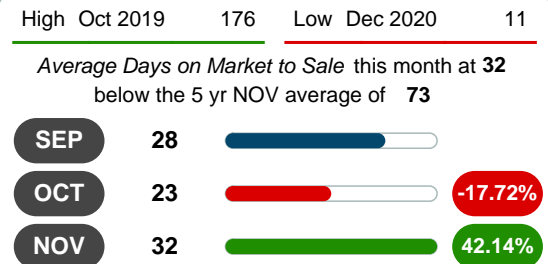


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 73



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	4		5.06%	28	0	14	69	0
\$50,001 - \$75,000	8		10.13%	44	39	44	69	0
\$75,001 - \$125,000	15		18.99%	23	14	23	45	0
\$125,001 - \$225,000	22		27.85%	32	36	33	18	0
\$225,001 - \$300,000	11		13.92%	41	1	46	17	118
\$300,001 - \$425,000	10		12.66%	28	0	37	13	0
\$425,001 and up	9		11.39%	36	7	38	42	0
Average Closed DOM		32			25	33	30	118
Total Closed Units		79	100%	32	15	46	17	1
Total Closed Volume		17,162,024			2.03M	10.14M	4.74M	250.00K

November 2021



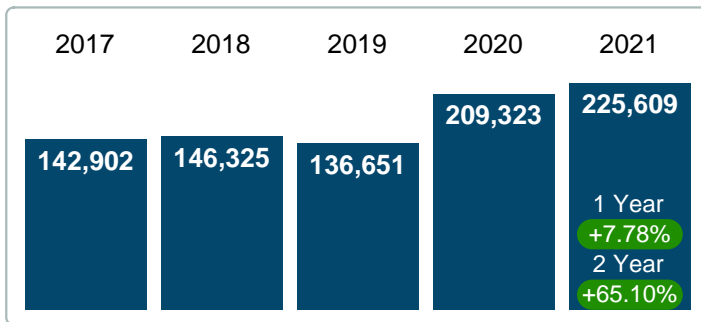
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



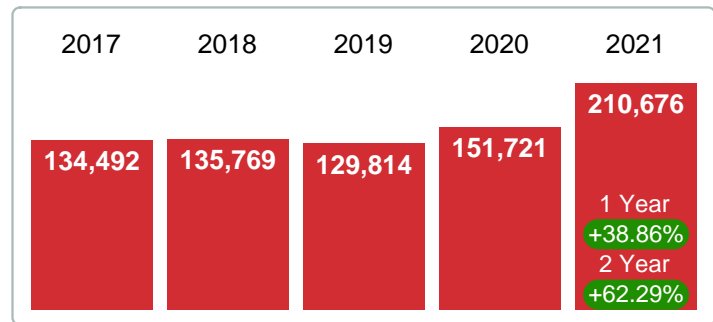
AVERAGE LIST PRICE AT CLOSING

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

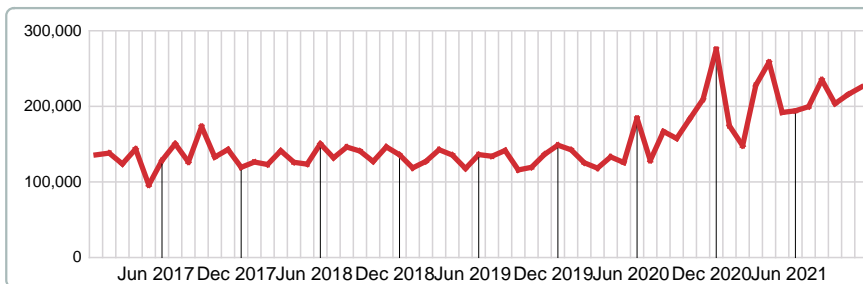
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 172,162

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **225,609**
above the 5 yr NOV average of **172,162**

SEP	203,572	<div></div>	
OCT	215,782	<div></div>	6.00%
NOV	225,609	<div></div>	4.55%

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	3	3.80%	43,633	0	43,633	69,000	0
\$50,001 - \$75,000	6	7.59%	68,600	75,160	67,400	115,000	0
\$75,001 - \$125,000	15	18.99%	99,707	105,760	102,513	124,450	0
\$125,001 - \$225,000	24	30.38%	176,471	179,833	187,606	186,300	0
\$225,001 - \$300,000	12	15.19%	262,350	231,000	268,233	265,967	259,900
\$300,001 - \$425,000	10	12.66%	360,370	0	368,317	370,975	0
\$425,001 and up	9	11.39%	533,094	349,900	536,800	557,950	0
Average List Price			225,609	135,000	230,235	291,026	259,900
Total Closed Units		100%	225,609	15	46	17	1
Total Closed Volume			17,823,150	2.03M	10.59M	4.95M	259.90K

November 2021



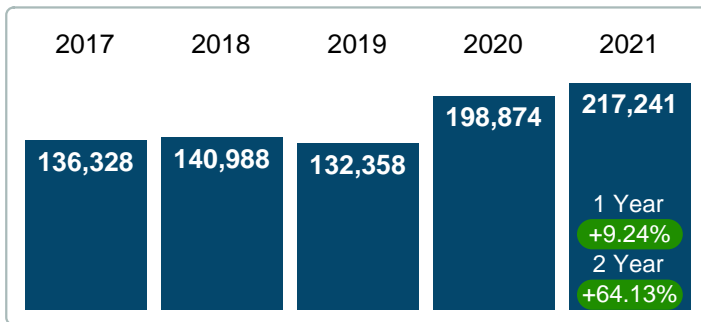
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



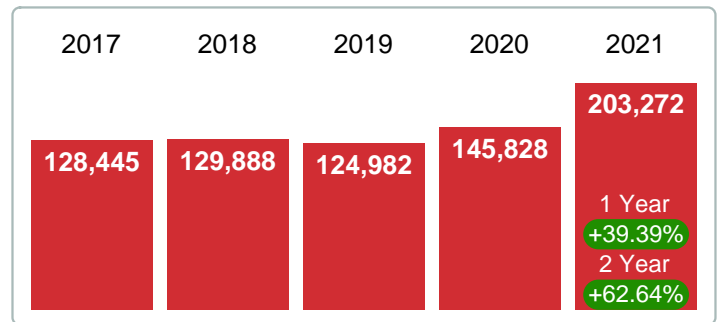
AVERAGE SOLD PRICE AT CLOSING

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

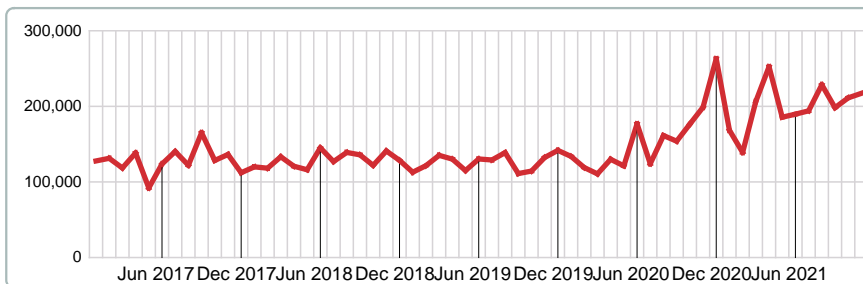
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 165,158

High Dec 2020 262,997 Low May 2017 92,064

Average Sold Price at Closing this month at 217,241
above the 5 yr NOV average of 165,158

SEP	198,227	
OCT	211,251	6.57%
NOV	217,241	2.84%

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	4			5.06%	40,375	0	38,833	45,000	0
\$50,001 to \$75,000	8			10.13%	68,424	68,518	67,400	70,000	0
\$75,001 to \$125,000	15			18.99%	103,020	101,980	100,063	117,450	0
\$125,001 to \$225,000	22			27.85%	178,832	173,667	180,394	175,667	0
\$225,001 to \$300,000	11			13.92%	255,786	231,000	260,817	255,917	250,000
\$300,001 to \$425,000	10			12.66%	355,094	0	346,492	367,996	0
\$425,001 and up	9			11.39%	512,106	430,000	511,800	539,983	0
Average Sold Price		217,241				135,633	220,455	278,623	250,000
Total Closed Units		79		100%	217,241	15	46	17	1
Total Closed Volume		17,162,024				2.03M	10.14M	4.74M	250.00K

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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

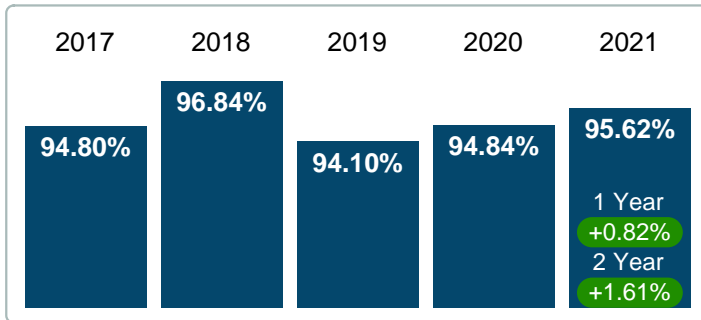


November 2021

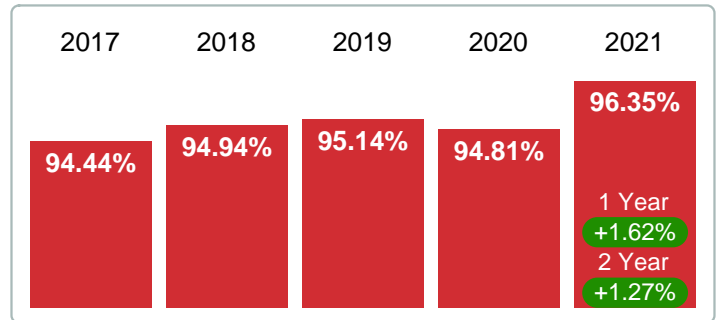
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

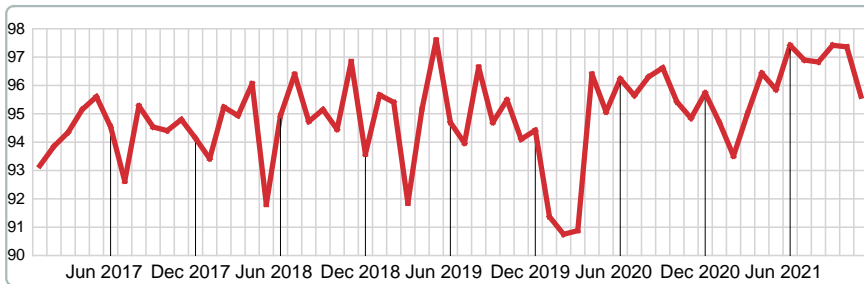
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 95.24%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.62%**
above the 5 yr NOV average of **95.24%**

SEP	97.42%	
OCT	97.36%	-0.06%
NOV	95.62%	-1.79%

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	4	5.06%	83.72%	0.00%	89.88%	65.22%	0.00%
\$50,001 to \$75,000	8	10.13%	90.02%	91.86%	100.00%	60.87%	0.00%
\$75,001 to \$125,000	15	18.99%	96.80%	96.33%	97.64%	94.57%	0.00%
\$125,001 to \$225,000	22	27.85%	96.51%	98.55%	96.46%	94.72%	0.00%
\$225,001 to \$300,000	11	13.92%	97.22%	100.00%	97.35%	96.37%	96.19%
\$300,001 to \$425,000	10	12.66%	96.19%	0.00%	94.18%	99.21%	0.00%
\$425,001 and up	9	11.39%	99.17%	122.89%	95.79%	96.91%	0.00%
Average Sold/List Ratio		95.60%		97.30%	96.13%	92.71%	96.19%
Total Closed Units		79	100%	15	46	17	1
Total Closed Volume		17,162,024		2.03M	10.14M	4.74M	250.00K

November 2021



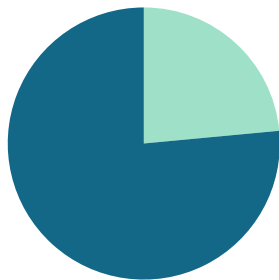
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
67 = 23.51%

Start Inventory
218

Total Inventory
Units
285

Volume
\$94,312,599

Market Activity

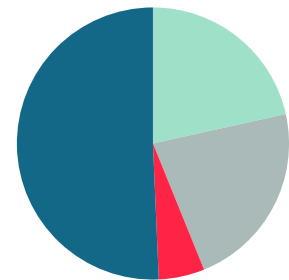
Closed Sales
79 = 21.53%

Pending Sales
82 = 22.34%

Other Off Market
20 = 5.45%

Active Inventory
186 = 50.68%

MARKET ACTIVITY



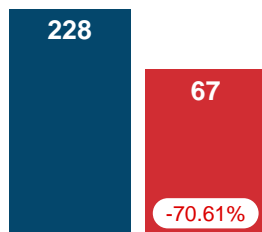
Compared Metrics	2020	November 2021	+/-%	2020	Year to Date 2021	+/-%
Closed Sales	26	79	203.85%	562	901	60.32%
Pending Sales	92	82	-10.87%	583	996	70.84%
New Listings	228	67	-70.61%	708	1,184	67.23%
Average List Price	209,323	225,609	7.78%	151,721	210,676	38.86%
Average Sale Price	198,874	217,241	9.24%	145,828	203,272	39.39%
Average Percent of Selling Price to List Price	94.84%	95.62%	0.82%	94.81%	96.35%	1.62%
Average Days on Market to Sale	17.35	32.23	85.79%	116.20	29.19	-74.88%
Monthly Inventory	198	186	-6.06%	198	186	-6.06%
Months Supply of Inventory	3.89	2.34	-39.77%	3.89	2.34	-39.77%

Absorption: Last 12 months, an Average of **79** Sales/Month**Inventory** on November 30, 2021 = **186****2020****2021**

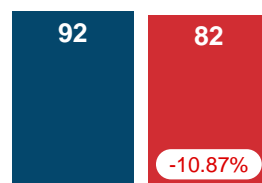
NOVEMBER MARKET

AVERAGE PRICES

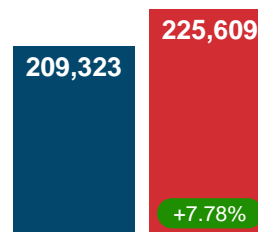
New Listings



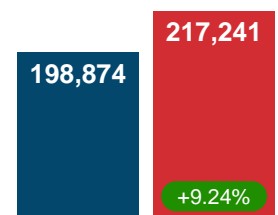
Pending Listings



List Price



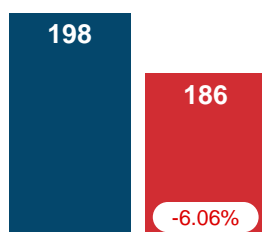
Sale Price



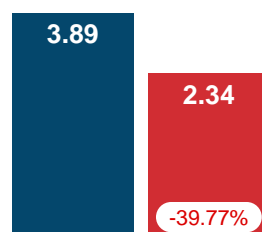
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

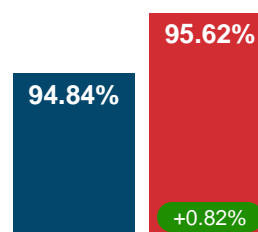
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

