

# November 2021



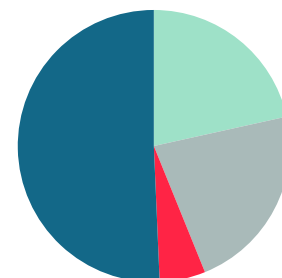
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	160,750	187,500	16.64%
Median Sale Price	158,000	179,500	13.61%
Median Percent of Selling Price to List Price	96.93%	97.68%	0.77%
Median Days on Market to Sale	1.50	22.00	1,366.67%
End of Month Inventory	198	186	-6.06%
Months Supply of Inventory	3.89	2.34	-39.77%



■ Closed (21.53%)  
■ Pending (22.34%)  
■ Other OffMarket (5.45%)  
■ Active (50.68%)

**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.

#### 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 **13.61%** in November 2021 to \$179,500 versus the previous year at \$158,000.

#### Median Days on Market Lengthens

The median number of **22.00** days that homes spent on the market before selling increased by 20.50 days or **1,366.67%** in November 2021 compared to last year's same month at **1.50** DOM.

#### Sales Success for November 2021 is Positive

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

There were 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

<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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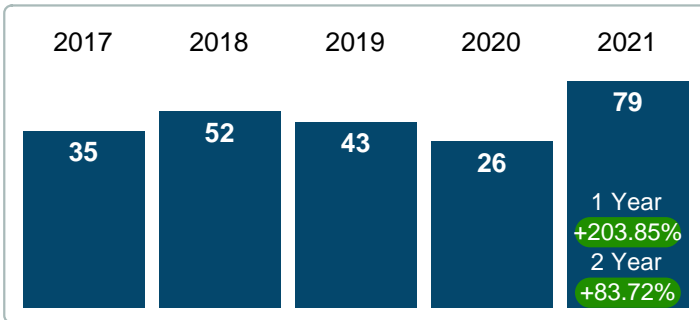
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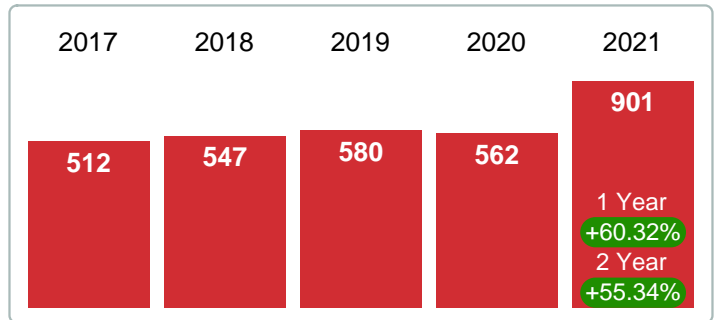
## CLOSED LISTINGS

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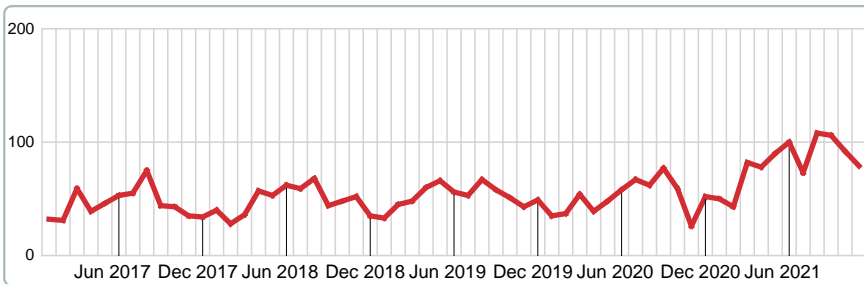
### NOVEMBER



### YEAR TO DATE (YTD)

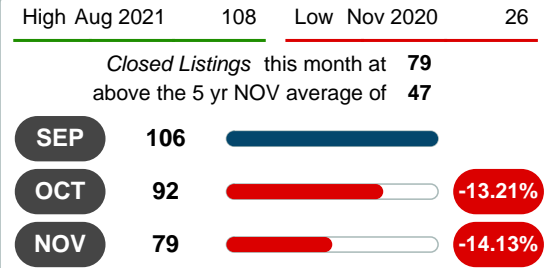


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 47



### 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	4	5.06%	20.5	0	3	1	0
\$50,001 - \$75,000	8	10.13%	48.0	5	2	1	0
\$75,001 - \$125,000	15	18.99%	23.0	5	8	2	0
\$125,001 - \$225,000	22	27.85%	15.5	3	16	3	0
\$225,001 - \$300,000	11	13.92%	21.0	1	6	3	1
\$300,001 - \$425,000	10	12.66%	14.5	0	6	4	0
\$425,001 and up	9	11.39%	33.0	1	5	3	0
<b>Total Closed Units</b>	<b>79</b>			<b>15</b>	<b>46</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>17,162,024</b>	<b>100%</b>	<b>22.0</b>	<b>2.03M</b>	<b>10.14M</b>	<b>4.74M</b>	<b>250.00K</b>
<b>Median Closed Price</b>	<b>\$179,500</b>			<b>\$92,000</b>	<b>\$180,500</b>	<b>\$252,000</b>	<b>\$250,000</b>

# November 2021



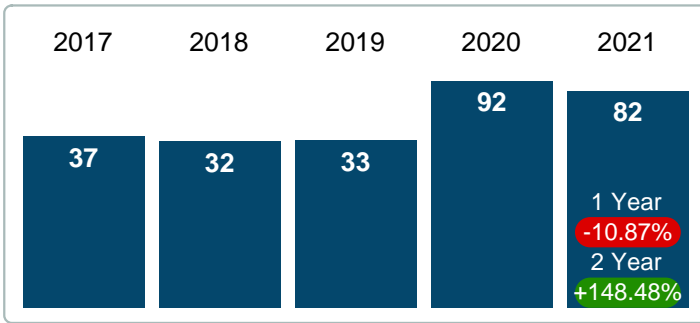
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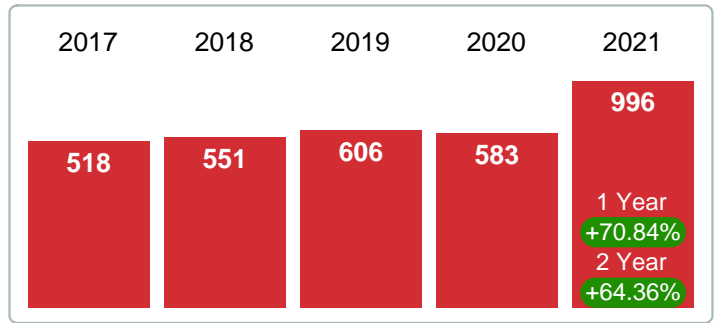
## PENDING LISTINGS

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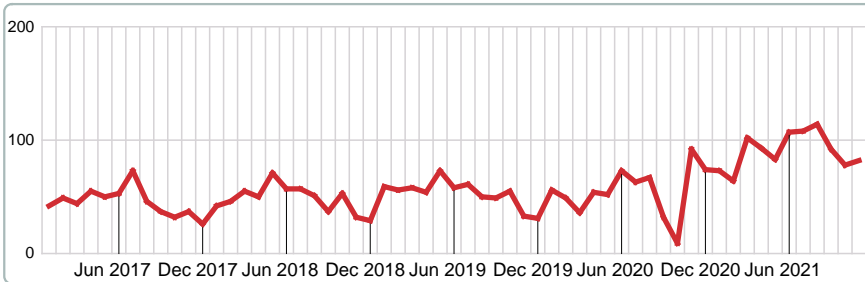
### NOVEMBER



### YEAR TO DATE (YTD)

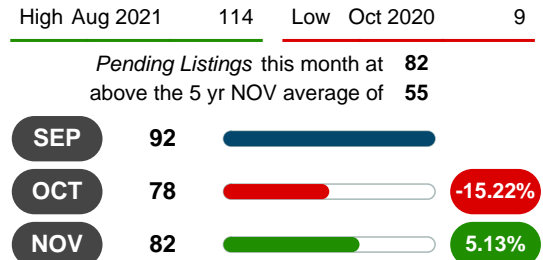


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 55



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.76%	26.5	6	2	0	0
\$75,001 - \$75,000	0	0.00%	26.5	0	0	0	0
\$75,001 - \$125,000	18	21.95%	21.5	6	9	2	1
\$125,001 - \$175,000	19	23.17%	20.0	4	12	1	2
\$175,001 - \$250,000	16	19.51%	7.0	2	14	0	0
\$250,001 - \$400,000	12	14.63%	93.0	0	5	7	0
\$400,001 and up	9	10.98%	36.0	0	5	3	1
<b>Total Pending Units</b>	<b>82</b>			<b>18</b>	<b>47</b>	<b>13</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>16,134,500</b>	<b>100%</b>	<b>24.0</b>	<b>1.86M</b>	<b>9.50M</b>	<b>3.92M</b>	<b>859.80K</b>
<b>Median Listing Price</b>	<b>\$169,000</b>			<b>\$91,500</b>	<b>\$177,000</b>	<b>\$295,000</b>	<b>\$155,450</b>

# November 2021



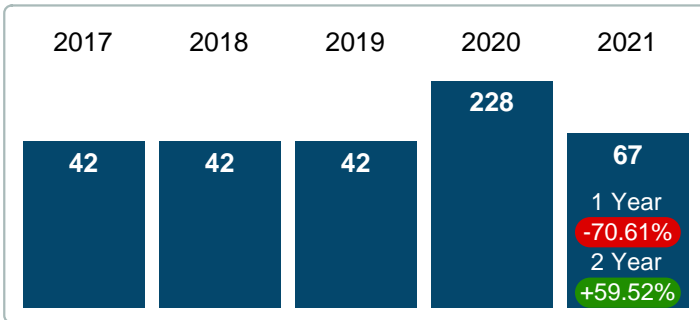
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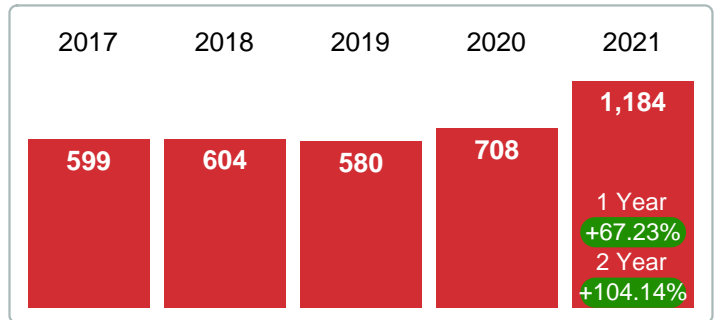
## NEW LISTINGS

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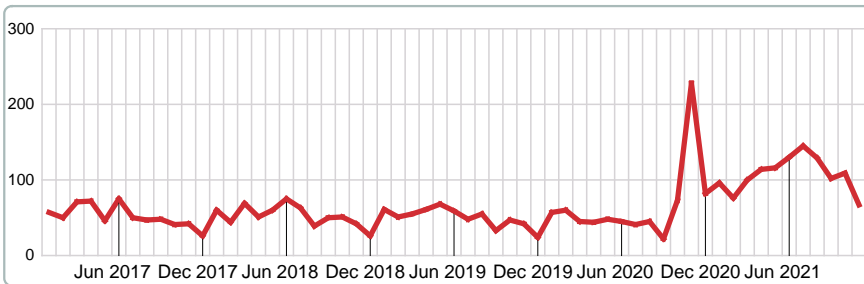
### NOVEMBER



### YEAR TO DATE (YTD)

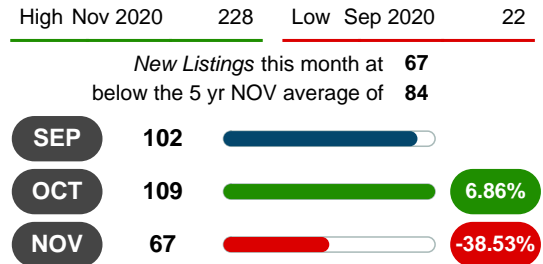


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 84



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.96%	5	1	0	0
\$75,001 - \$100,000	6	8.96%	3	2	1	0
\$100,001 - \$125,000	8	11.94%	2	5	1	0
\$125,001 - \$225,000	22	32.84%	6	14	1	1
\$225,001 - \$400,000	8	11.94%	2	5	1	0
\$400,001 - \$575,000	11	16.42%	0	4	7	0
\$575,001 and up	6	8.96%	1	1	1	3
<b>Total New Listed Units</b>	<b>67</b>		<b>19</b>	<b>32</b>	<b>12</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,796,400</b>	<b>100%</b>	<b>4.54M</b>	<b>7.25M</b>	<b>5.09M</b>	<b>2.91M</b>
<b>Median New Listed Listing Price</b>	<b>\$185,000</b>		<b>\$110,000</b>	<b>\$190,500</b>	<b>\$434,700</b>	<b>\$674,500</b>

# November 2021



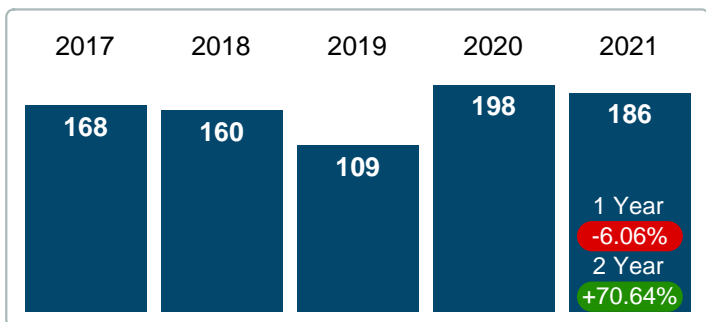
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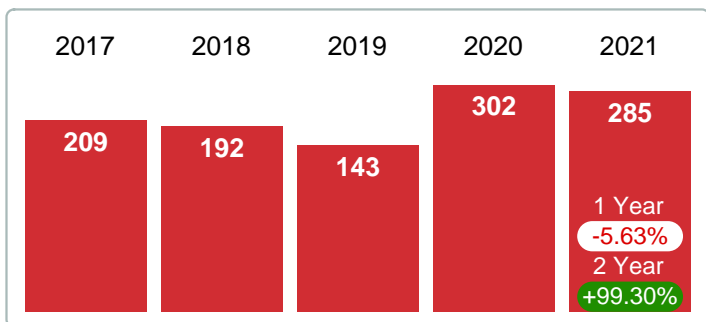
## ACTIVE INVENTORY

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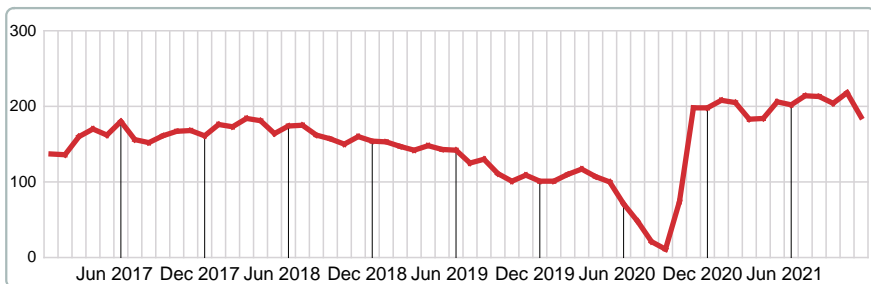
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

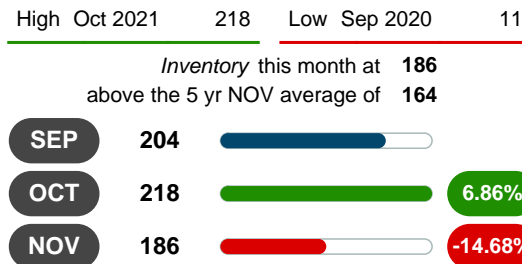


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 164



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	8.06%	83.0	10	5	0	0
\$50,001 - \$100,000	27	14.52%	97.0	11	13	2	1
\$100,001 - \$125,000	20	10.75%	80.0	5	15	0	0
\$125,001 - \$250,000	54	29.03%	63.5	11	33	9	1
\$250,001 - \$425,000	28	15.05%	55.5	3	19	4	2
\$425,001 - \$775,000	22	11.83%	58.5	0	11	7	4
\$775,001 and up	20	10.75%	74.5	1	4	7	8
<b>Total Active Inventory by Units</b>	<b>186</b>			<b>41</b>	<b>100</b>	<b>29</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>65,194,199</b>	<b>100%</b>	<b>75.0</b>	<b>7.08M</b>	<b>24.92M</b>	<b>19.92M</b>	<b>13.27M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$160,000</b>			<b>\$99,900</b>	<b>\$160,000</b>	<b>\$408,000</b>	<b>\$749,450</b>

# November 2021



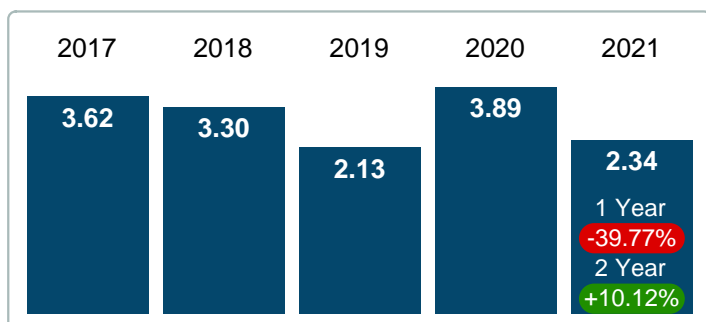
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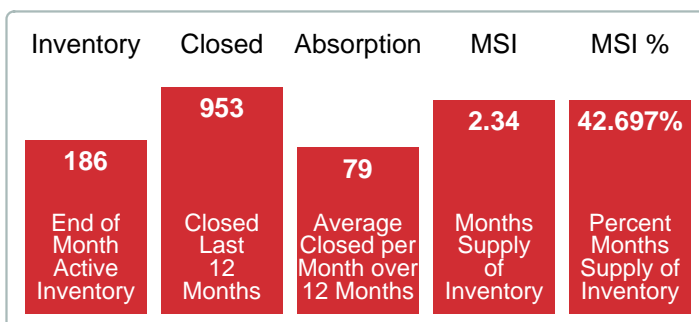
## MONTHS SUPPLY of INVENTORY (MSI)

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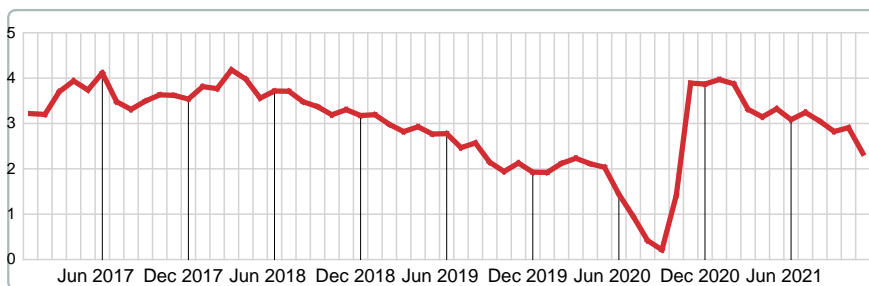
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

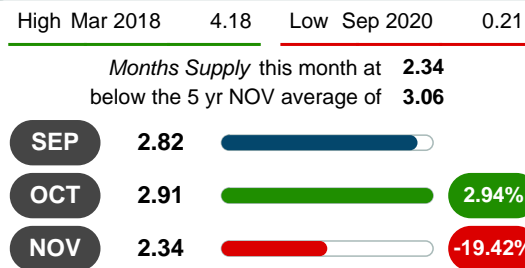


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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

# November 2021



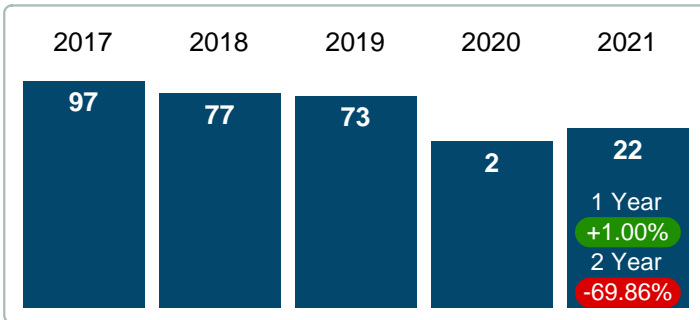
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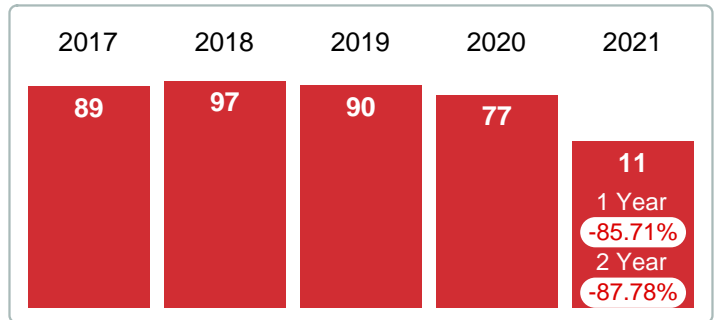
## MEDIAN DAYS ON MARKET TO SALE

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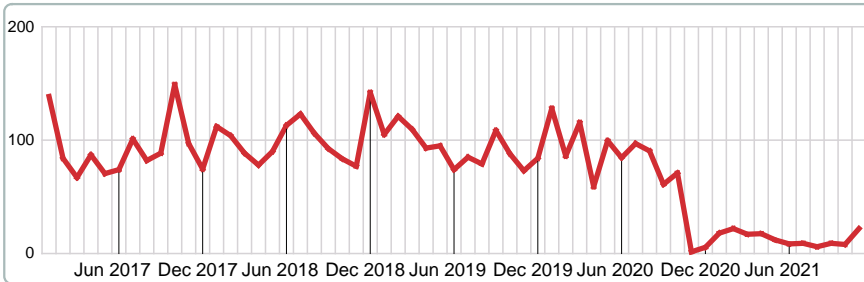
### NOVEMBER



### YEAR TO DATE (YTD)

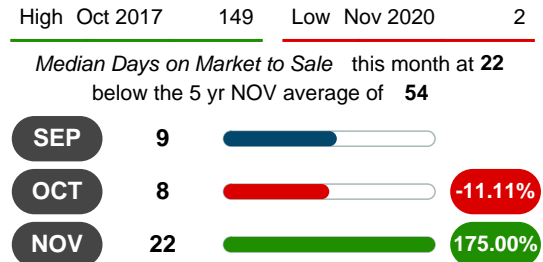


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 54



### 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	5.06%	21	0	10	69	0
\$50,001 - \$75,000	10.13%	48	46	44	69	0
\$75,001 - \$125,000	18.99%	23	8	21	45	0
\$125,001 - \$225,000	27.85%	16	40	14	15	0
\$225,001 - \$300,000	13.92%	21	1	41	17	118
\$300,001 - \$425,000	12.66%	15	0	20	8	0
\$425,001 and up	11.39%	33	7	33	50	0
Median Closed DOM		22	8	22	29	118
Total Closed Units	100%	79	15	46	17	1
Total Closed Volume		17,162,024	2.03M	10.14M	4.74M	250.00K



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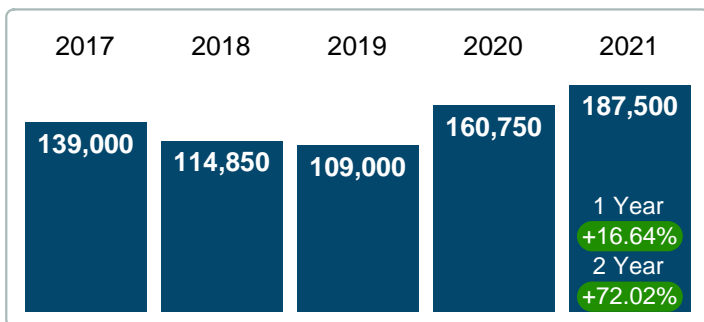
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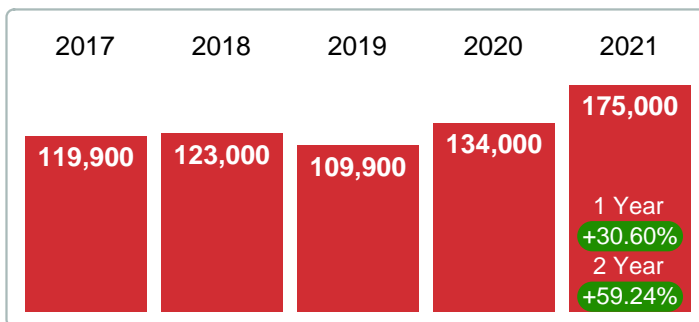
## MEDIAN LIST PRICE AT CLOSING

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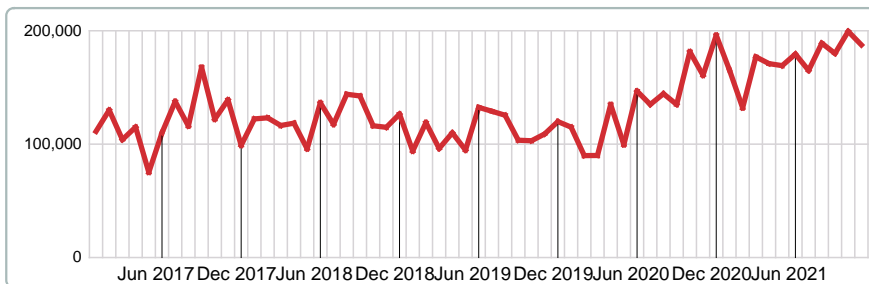
### NOVEMBER



### YEAR TO DATE (YTD)

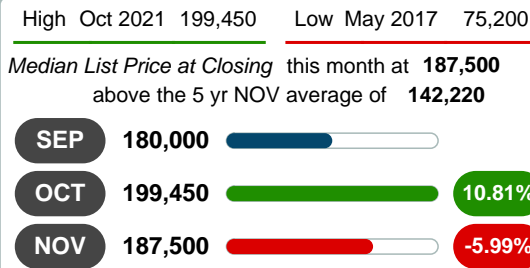


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 142,220



### 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	3	3.80%	45,900	0	45,900	0	0
\$50,001 - \$75,000	6	7.59%	69,450	69,900	67,400	69,000	0
\$75,001 - \$125,000	15	18.99%	94,000	94,000	90,750	117,450	0
\$125,001 - \$225,000	24	30.38%	177,000	144,750	182,000	167,000	0
\$225,001 - \$300,000	12	15.19%	254,950	240,500	267,450	249,900	259,900
\$300,001 - \$425,000	10	12.66%	357,450	349,900	365,000	362,450	0
\$425,001 and up	9	11.39%	524,000	0	499,500	575,000	0
Median List Price			187,500	99,900	189,950	249,900	259,900
Total Closed Units		100%	187,500	15	46	17	1
Total Closed Volume			17,823,150	2.03M	10.59M	4.95M	259.90K



# November 2021



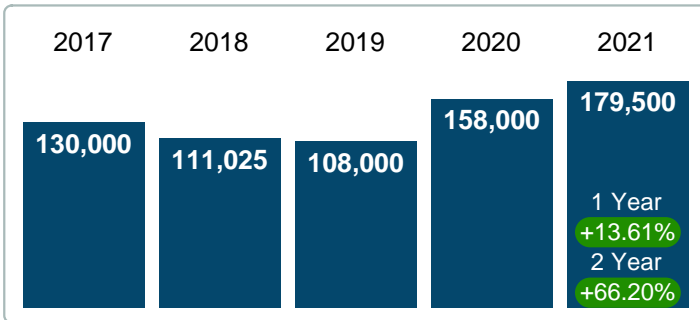
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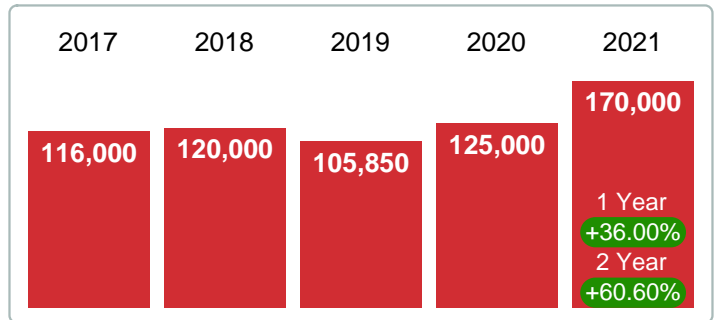
## MEDIAN SOLD PRICE AT CLOSING

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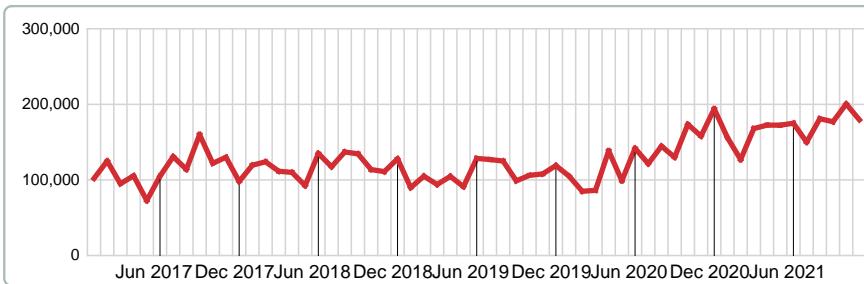
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 137,305

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

Median Sold Price at Closing this month at **179,500** above the 5 yr NOV average of **137,305**



### 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	4	5.06%	40,750	0	36,500	45,000	0
\$50,001 - \$75,000	8	10.13%	68,795	68,589	67,400	70,000	0
\$75,001 - \$125,000	15	18.99%	97,500	92,000	92,750	117,450	0
\$125,001 - \$225,000	22	27.85%	177,000	155,000	177,000	182,000	0
\$225,001 - \$300,000	11	13.92%	252,000	231,000	257,450	252,000	250,000
\$300,001 - \$425,000	10	12.66%	362,500	0	337,500	372,500	0
\$425,001 and up	9	11.39%	499,950	430,000	480,000	535,000	0
Median Sold Price			179,500	92,000	180,500	252,000	250,000
Total Closed Units		100%	179,500	15	46	17	1
Total Closed Volume			17,162,024	2.03M	10.14M	4.74M	250.00K

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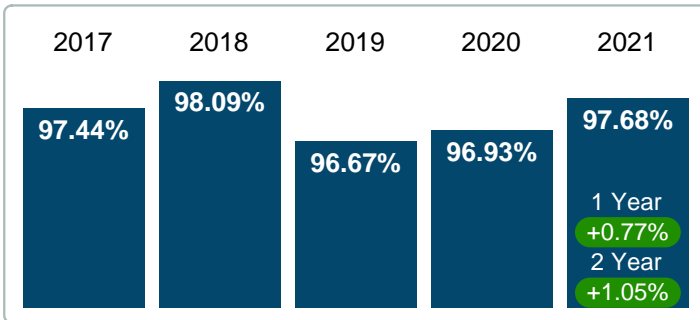
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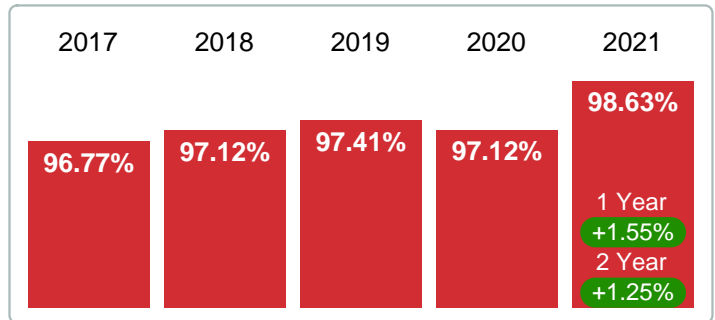
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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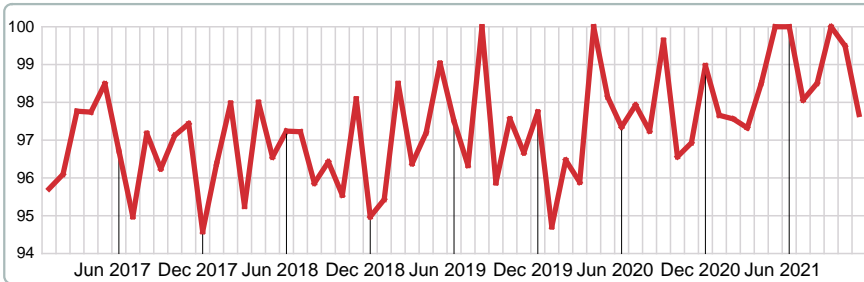
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

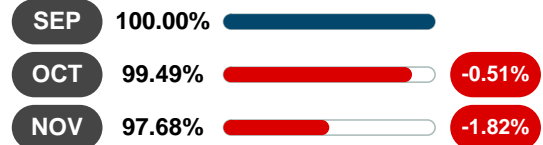


### 3 MONTHS

5 year NOV AVG = 97.36%

High Sep 2021 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.68%**  
above the 5 yr NOV average of **97.36%**



## 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	4	5.06%	82.68%	0.00%	100.00%	65.22%	0.00%
\$50,001 - \$75,000	8	10.13%	96.39%	94.65%	100.00%	60.87%	0.00%
\$75,001 - \$125,000	15	18.99%	97.78%	97.78%	97.70%	94.57%	0.00%
\$125,001 - \$225,000	22	27.85%	96.99%	97.18%	98.40%	93.55%	0.00%
\$225,001 - \$300,000	11	13.92%	96.29%	100.00%	97.13%	94.38%	96.19%
\$300,001 - \$425,000	10	12.66%	97.97%	0.00%	95.54%	99.69%	0.00%
\$425,001 and up	9	11.39%	97.68%	122.89%	96.91%	97.68%	0.00%
Median Sold/List Ratio		97.68%		97.78%	97.93%	94.38%	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



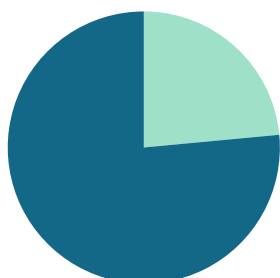
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

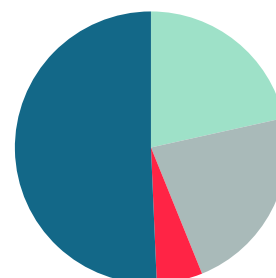


**Inventory**  
 New Listings  
**67 = 23.51%**  
 Start Inventory  
**218**  
 Total Inventory Units  
**285**  
 Volume  
**\$94,312,599**

### 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	November			Year to Date		
	2020	2021	+/-%	2020	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%
Median List Price	160,750	187,500	16.64%	134,000	175,000	30.60%
Median Sale Price	158,000	179,500	13.61%	125,000	170,000	36.00%
Median Percent of Selling Price to List Price	96.93%	97.68%	0.77%	97.12%	98.63%	1.55%
Median Days on Market to Sale	1.50	22.00	1,366.67%	77.00	11.00	-85.71%
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

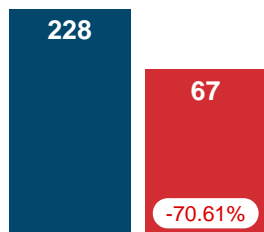
**Inventory** on November 30, 2021 = **186**

**2020** **2021**

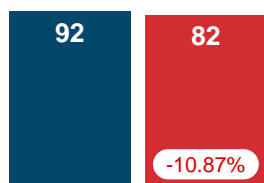
### NOVEMBER MARKET

### MEDIAN PRICES

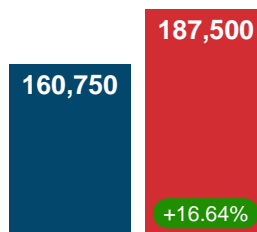
#### New Listings



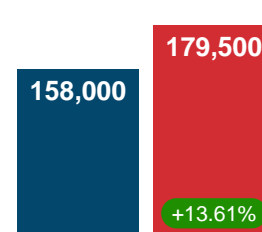
#### Pending Listings



#### List Price



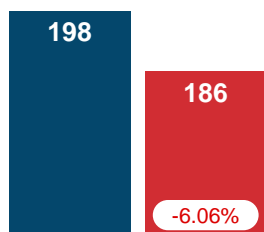
#### Sale Price



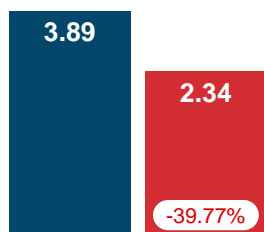
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

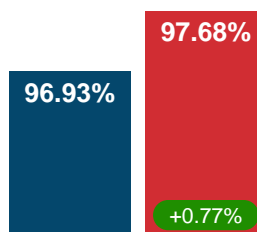
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

