

# September 2022



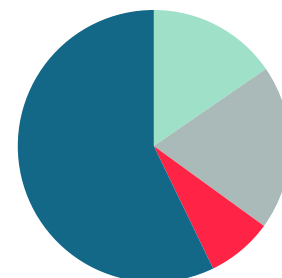
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	106	59	-44.34%
Pending Listings	92	75	-18.48%
New Listings	102	106	3.92%
Average List Price	203,572	213,461	4.86%
Average Sale Price	198,227	208,024	4.94%
Average Percent of Selling Price to List Price	97.42%	98.15%	0.75%
Average Days on Market to Sale	27.56	28.08	1.92%
End of Month Inventory	364	219	-39.84%
Months Supply of Inventory	5.04	2.82	-44.03%



■ Closed (15.40%)  
■ Pending (19.58%)  
■ Other OffMarket (7.83%)  
■ Active (57.18%)

**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of September 30, 2022 = **219**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 decreased **39.84%** to 219 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **2.82** 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 **4.94%** in September 2022 to \$208,024 versus the previous year at \$198,227.

#### Average Days on Market Lengthens

The average number of **28.08** days that homes spent on the market before selling increased by 0.53 days or **1.92%** in September 2022 compared to last year's same month at **27.56** DOM.

#### Sales Success for September 2022 is Positive

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

There were 106 New Listings in September 2022, up **3.92%** from last year at 102. Furthermore, there were 59 Closed Listings this month versus last year at 106, a **-44.34%** decrease.

Closed versus Listed trends yielded a **55.7%** ratio, down from previous year's, September 2021, at **103.9%**, a **46.44%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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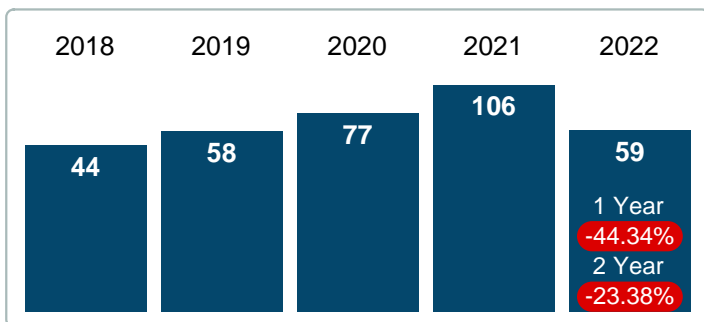
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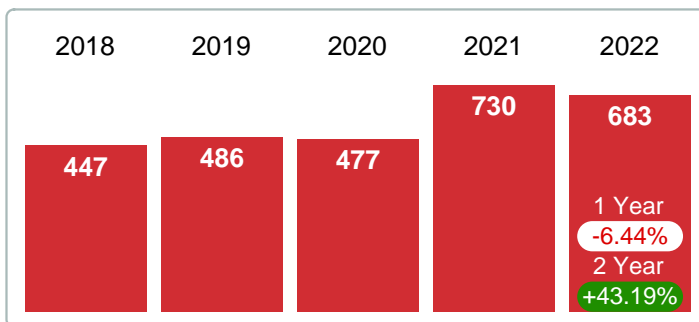
## CLOSED LISTINGS

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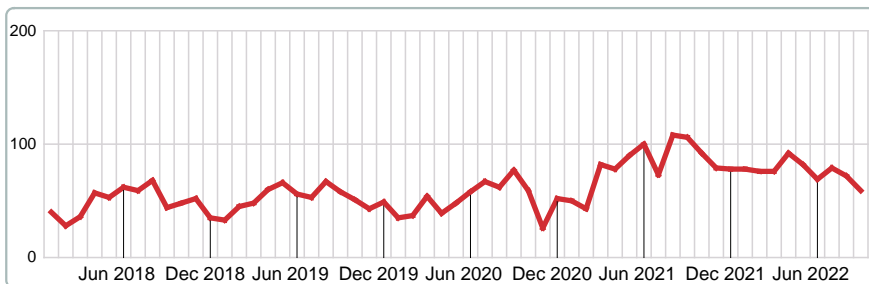
### SEPTEMBER



### YEAR TO DATE (YTD)

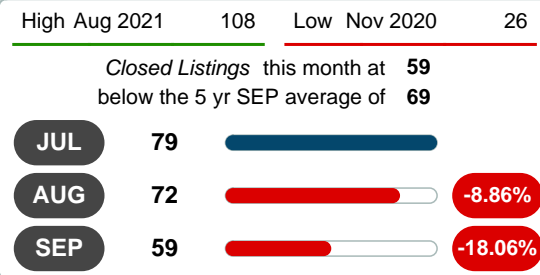


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 69



### 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	5	8.47%	8.0	3	2	0	0
\$50,001 - \$100,000	7	11.86%	12.6	4	3	0	0
\$100,001 - \$150,000	8	13.56%	17.8	3	4	1	0
\$150,001 - \$225,000	14	23.73%	40.6	4	9	1	0
\$225,001 - \$250,000	6	10.17%	31.7	0	3	3	0
\$250,001 - \$350,000	13	22.03%	21.4	1	8	4	0
\$350,001 and up	6	10.17%	58.5	1	1	3	1
<b>Total Closed Units</b>	<b>59</b>			<b>16</b>	<b>30</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,273,400</b>	<b>100%</b>	<b>28.1</b>	<b>2.28M</b>	<b>5.68M</b>	<b>3.79M</b>	<b>530.00K</b>
<b>Average Closed Price</b>	<b>\$208,024</b>			<b>\$142,188</b>	<b>\$189,387</b>	<b>\$315,567</b>	<b>\$530,000</b>

# September 2022



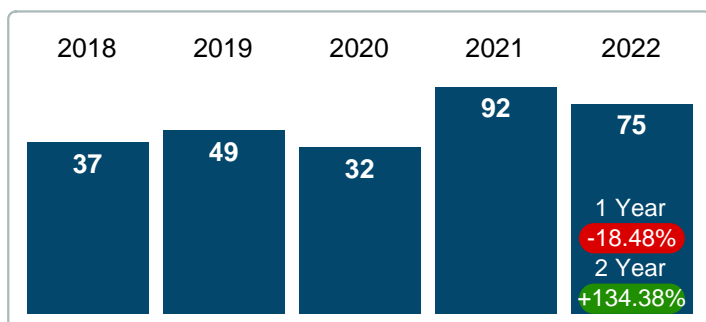
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



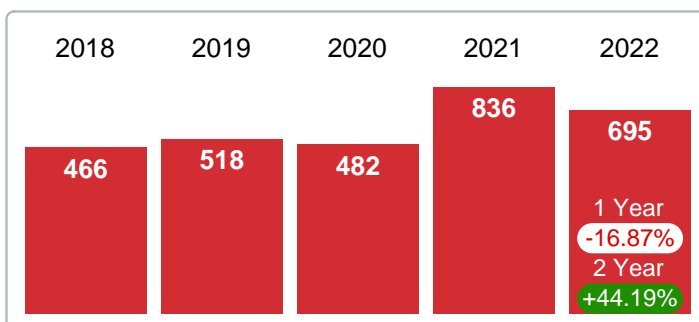
## PENDING LISTINGS

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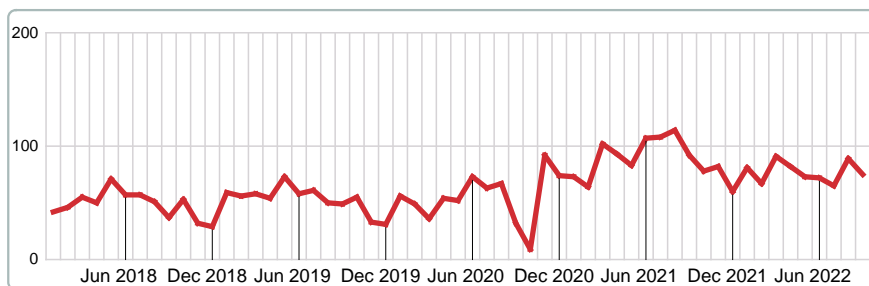
### SEPTEMBER



### YEAR TO DATE (YTD)

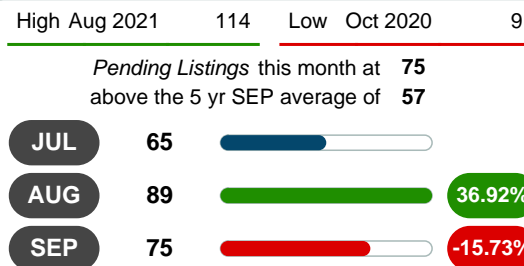


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 57



### 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	5	6.67%	6.0	2	3	0	0
\$50,001 - \$75,000	9	12.00%	33.6	6	3	0	0
\$75,001 - \$150,000	13	17.33%	17.5	5	6	2	0
\$150,001 - \$225,000	19	25.33%	45.3	4	12	3	0
\$225,001 - \$300,000	10	13.33%	55.3	0	7	3	0
\$300,001 - \$475,000	12	16.00%	45.8	1	6	5	0
\$475,001 and up	7	9.33%	94.7	0	4	2	1
<b>Total Pending Units</b>	<b>75</b>			<b>18</b>	<b>41</b>	<b>15</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,912,400</b>	<b>100%</b>	<b>19.0</b>	<b>2.12M</b>	<b>9.78M</b>	<b>4.82M</b>	<b>1.20M</b>
<b>Average Listing Price</b>	<b>\$177,143</b>			<b>\$117,522</b>	<b>\$238,495</b>	<b>\$321,247</b>	<b>\$1,200,000</b>

# September 2022



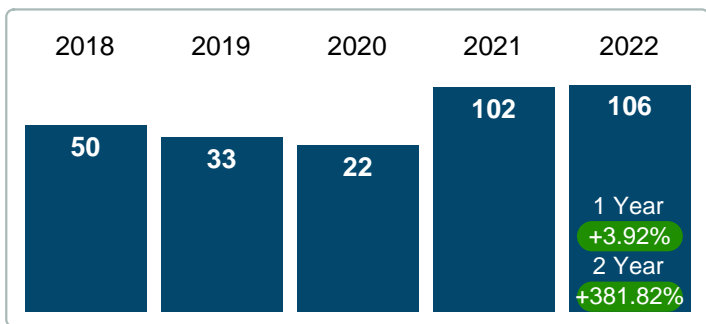
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



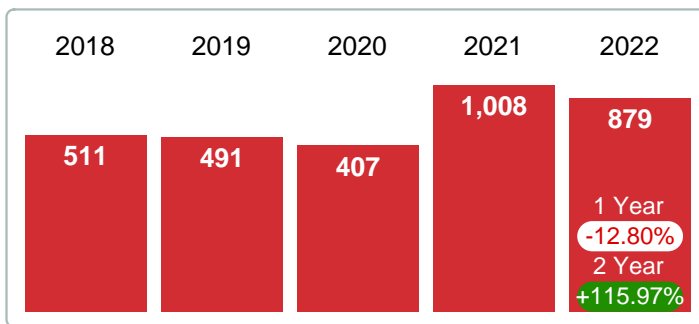
## NEW LISTINGS

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

### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 63

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **106**  
above the 5 yr SEP average of **63**

JUL	106	
AUG	106	0.00%
SEP	106	0.00%

### Distribution of New Listings by Price Range

%

\$50,000 and less	11	10.38%
\$50,001 - \$75,000	3	2.83%
\$75,001 - \$125,000	17	16.04%
\$125,001 - \$225,000	30	28.30%
\$225,001 - \$350,000	22	20.75%
\$350,001 - \$475,000	13	12.26%
\$475,001 and up	10	9.43%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	5	5	1	0
	2	1	0	0
	7	9	1	0
	7	21	2	0
	2	10	10	0
	1	8	3	1
	0	9	1	0
	24	63	18	1
	3.13M	16.36M	8.45M	475.00K
	\$130,383	\$259,722	\$469,433	\$475,000

Total New Listed Units	106	
Total New Listed Volume	28,416,498	100%
Average New Listed Listing Price	\$171,667	

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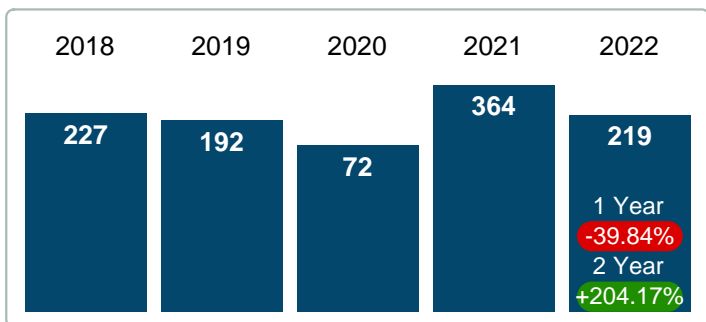
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



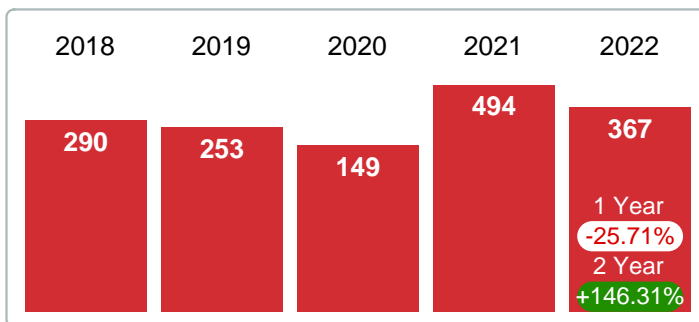
## ACTIVE INVENTORY

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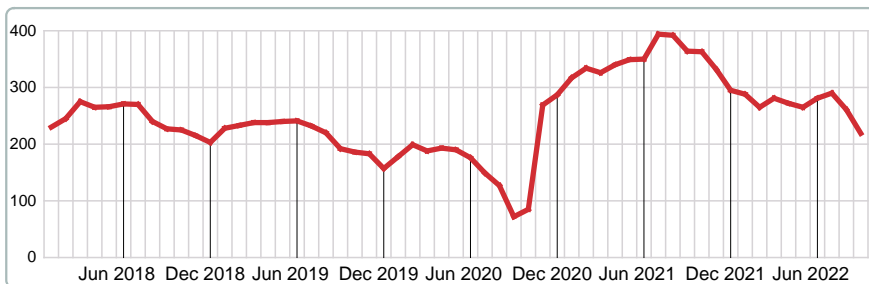
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

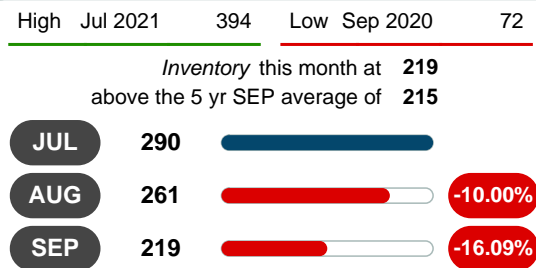


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 215



### 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	6.85%	50.4	8	6	1	0
\$50,001 - \$75,000	15	6.85%	96.4	8	5	1	1
\$75,001 - \$150,000	48	21.92%	63.1	19	26	3	0
\$150,001 - \$275,000	57	26.03%	59.5	4	43	9	1
\$275,001 - \$375,000	29	13.24%	79.7	2	21	6	0
\$375,001 - \$550,000	33	15.07%	86.1	2	20	6	5
\$550,001 and up	22	10.05%	93.7	0	14	4	4
<b>Total Active Inventory by Units</b>	<b>219</b>			<b>43</b>	<b>135</b>	<b>30</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>66,900,598</b>	<b>100%</b>	<b>72.3</b>	<b>5.21M</b>	<b>41.21M</b>	<b>13.41M</b>	<b>7.07M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$305,482</b>			<b>\$121,200</b>	<b>\$305,247</b>	<b>\$446,870</b>	<b>\$643,136</b>

# September 2022



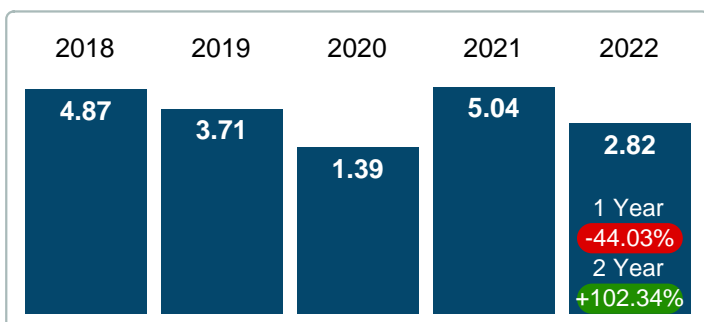
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



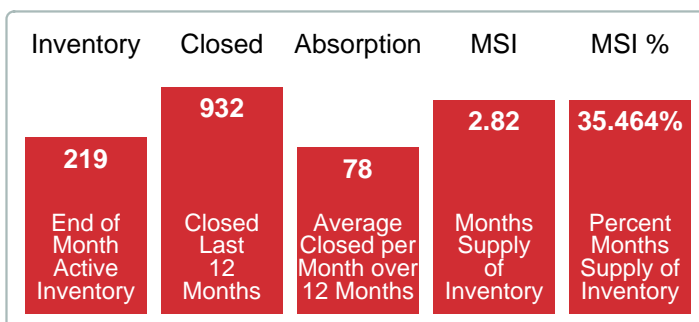
## MONTHS SUPPLY of INVENTORY (MSI)

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

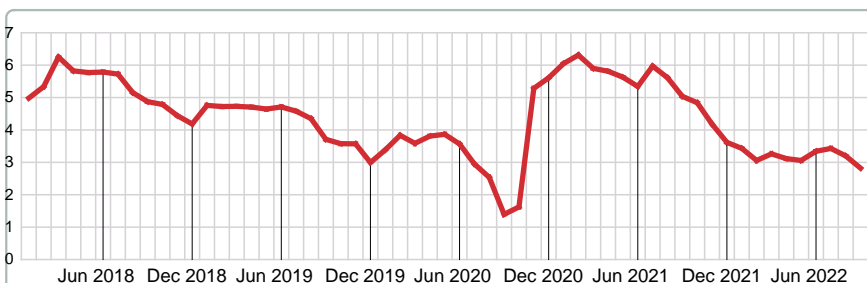
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

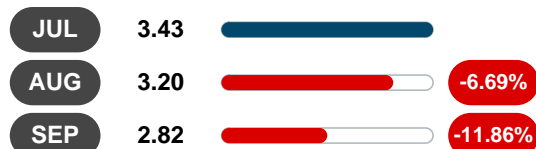


### 3 MONTHS

5 year SEP AVG = 3.57

High Feb 2021 6.31 Low Sep 2020 1.39

Months Supply this month at **2.82**  
below the 5 yr SEP average of **3.57**



### 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	6.85%	2.40	2.04	2.88	6.00	0.00
\$50,001 - \$75,000	15	6.85%	2.47	2.46	1.94	4.00	0.00
\$75,001 - \$150,000	48	21.92%	2.18	2.78	2.04	1.44	0.00
\$150,001 - \$275,000	57	26.03%	2.18	1.55	2.43	1.61	3.00
\$275,001 - \$375,000	29	13.24%	3.66	4.80	5.25	1.95	0.00
\$375,001 - \$550,000	33	15.07%	4.83	3.43	6.00	2.67	7.50
\$550,001 and up	22	10.05%	9.10	0.00	24.00	3.20	9.60
Market Supply of Inventory (MSI)			2.82	2.42	3.14	2.05	4.89
Total Active Inventory by Units		100%	2.82	43	135	30	11

# September 2022



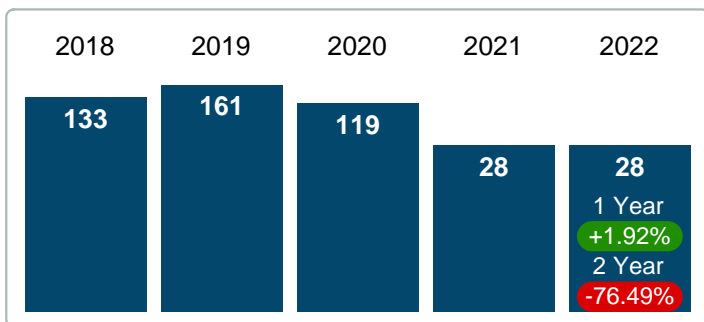
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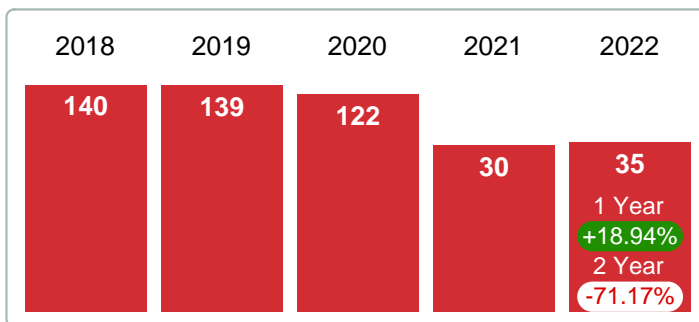
## AVERAGE DAYS ON MARKET TO SALE

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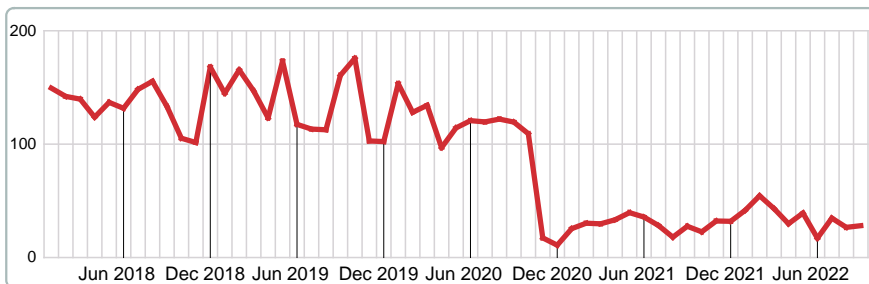
### SEPTEMBER



### YEAR TO DATE (YTD)

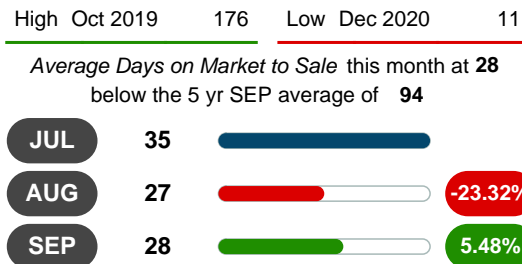


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 94



### 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	8.47%	8	10	6	0	0
\$50,001 - \$100,000	11.86%	13	17	7	0	0
\$100,001 - \$150,000	13.56%	18	30	12	3	0
\$150,001 - \$225,000	23.73%	41	12	57	5	0
\$225,001 - \$250,000	10.17%	32	0	7	56	0
\$250,001 - \$350,000	22.03%	21	14	10	45	0
\$350,001 and up	10.17%	59	3	262	4	73
<b>Average Closed DOM</b>		<b>28</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>28</b>	<b>16</b>	<b>32</b>	<b>31</b>	<b>73</b>
<b>Total Closed Volume</b>		<b>12,273,400</b>	<b>2.28M</b>	<b>5.68M</b>	<b>3.79M</b>	<b>530.00K</b>

# September 2022



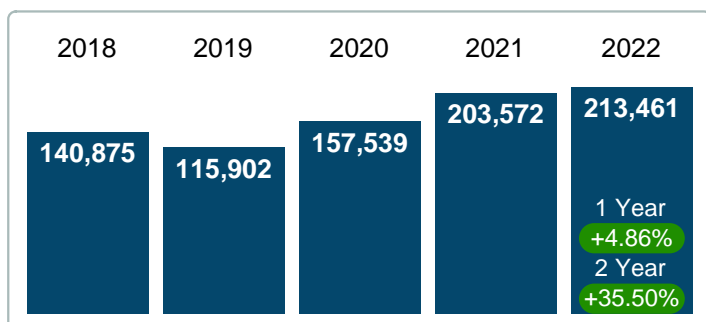
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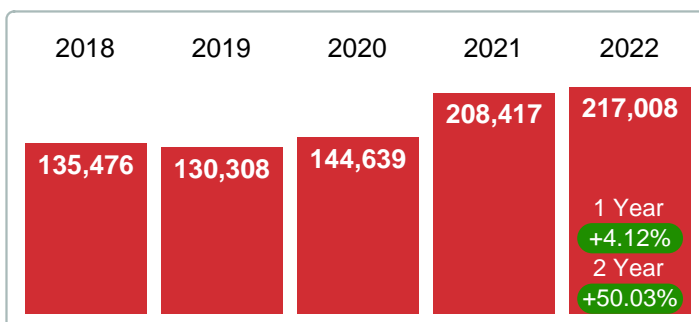
## AVERAGE LIST PRICE AT CLOSING

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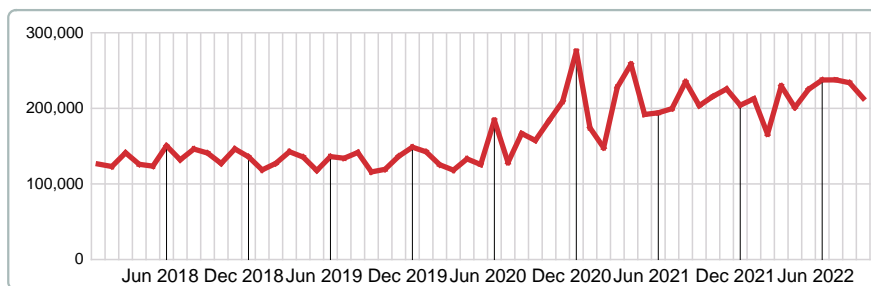
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 166,270

High Dec 2020 275,472    Low Sep 2019 115,902

Average List Price at Closing this month at **213,461**  
above the 5 yr SEP average of **166,270**

- JUL** 237,652
- AUG** 233,867 -1.59%
- SEP** 213,461 -8.73%

### 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	8.47%	35,800	33,833	38,750	0	0
\$50,001 - \$100,000	11.86%	80,429	80,000	81,000	0	0
\$100,001 - \$150,000	15.25%	136,089	147,967	129,000	115,000	0
\$150,001 - \$225,000	23.73%	190,836	179,475	186,078	210,000	0
\$225,001 - \$250,000	10.17%	239,317	0	274,333	247,300	0
\$250,001 - \$350,000	16.95%	293,180	335,000	272,363	316,975	0
\$350,001 and up	13.56%	448,500	389,000	375,000	501,667	559,000
<b>Average List Price</b>		<b>213,461</b>	<b>144,206</b>	<b>196,270</b>	<b>319,983</b>	<b>559,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>213,461</b>	<b>16</b>	<b>30</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,594,199</b>	<b>2.31M</b>	<b>5.89M</b>	<b>3.84M</b>	<b>559.00K</b>



# September 2022



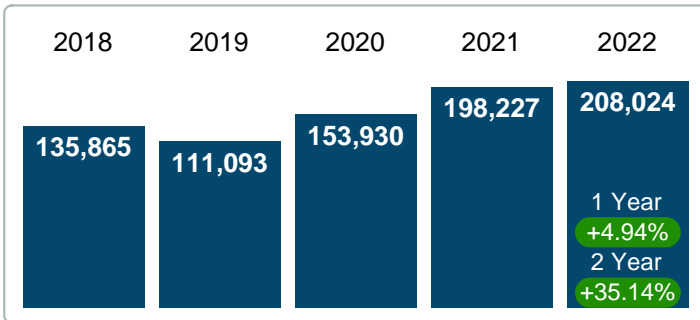
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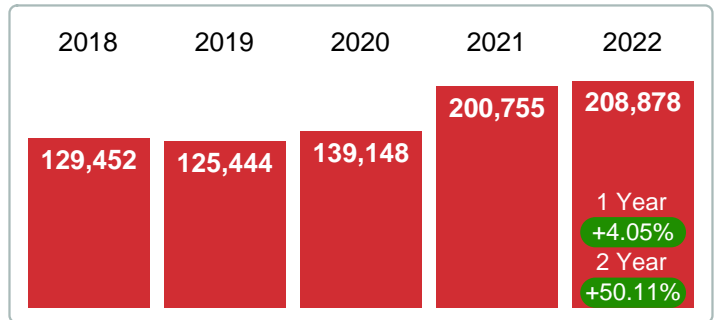
## AVERAGE SOLD PRICE AT CLOSING

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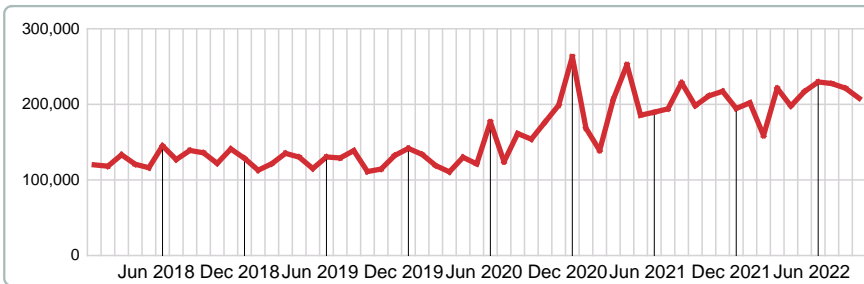
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

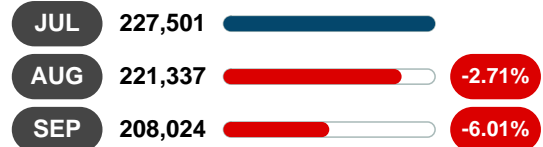


### 3 MONTHS

5 year SEP AVG = 161,428

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **208,024** above the 5 yr SEP average of **161,428**



### 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	8.47%	35,900	30,833	43,500	0	0
\$50,001 - \$100,000	11.86%	79,571	79,500	79,667	0	0
\$100,001 - \$150,000	13.56%	131,575	143,667	125,400	120,000	0
\$150,001 - \$225,000	23.73%	180,036	175,375	178,778	210,000	0
\$225,001 - \$250,000	10.17%	238,650	0	236,333	240,967	0
\$250,001 - \$350,000	22.03%	288,992	342,000	270,125	313,475	0
\$350,001 and up	10.17%	462,500	390,000	375,000	493,333	530,000
<b>Average Sold Price</b>		<b>208,024</b>	<b>142,188</b>	<b>189,387</b>	<b>315,567</b>	<b>530,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>208,024</b>	<b>16</b>	<b>30</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,273,400</b>	<b>2.28M</b>	<b>5.68M</b>	<b>3.79M</b>	<b>530.00K</b>

# September 2022



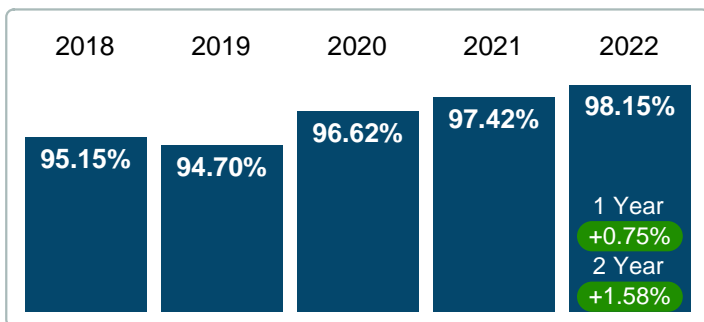
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



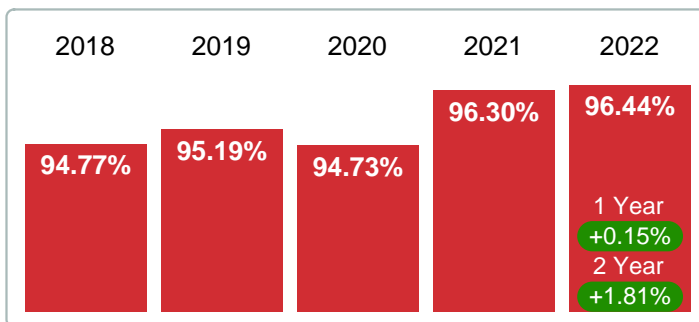
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

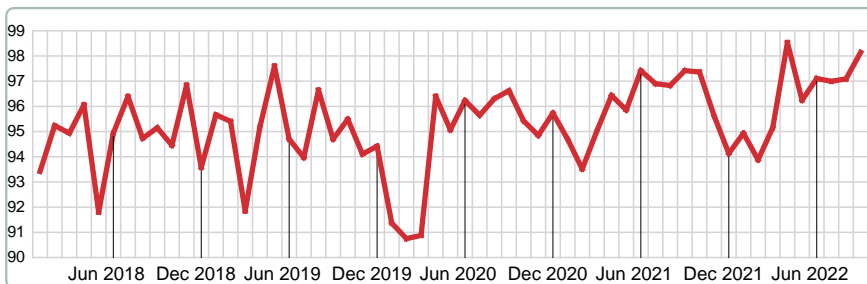
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

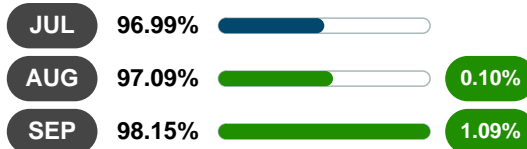


### 3 MONTHS

5 year SEP AVG = 96.41%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **98.15%** above the 5 yr SEP average of **96.41%**



### 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	5	8.47%	100.23%	90.64%	114.62%	0.00%	0.00%
\$50,001 - \$100,000	7	11.86%	98.62%	99.28%	97.74%	0.00%	0.00%
\$100,001 - \$150,000	8	13.56%	98.13%	97.11%	97.34%	104.35%	0.00%
\$150,001 - \$225,000	14	23.73%	97.11%	97.93%	96.42%	100.00%	0.00%
\$225,001 - \$250,000	6	10.17%	94.28%	0.00%	90.56%	98.00%	0.00%
\$250,001 - \$350,000	13	22.03%	99.87%	102.09%	99.49%	100.07%	0.00%
\$350,001 and up	6	10.17%	98.42%	100.26%	100.00%	98.48%	94.81%
Average Sold/List Ratio		98.10%		97.15%	98.24%	99.50%	94.81%
Total Closed Units		59	100%	16	30	12	1
Total Closed Volume		12,273,400		2.28M	5.68M	3.79M	530.00K

# September 2022



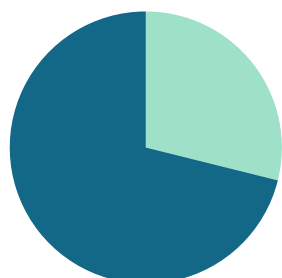
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

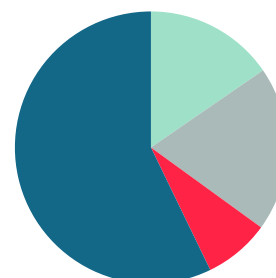


**Inventory**  
 New Listings  
**106 = 28.88%**  
 Start Inventory  
**261**  
 Total Inventory Units  
**367**  
 Volume  
**\$104,807,997**

### Market Activity

Closed Sales  
**59 = 15.40%**  
 Pending Sales  
**75 = 19.58%**  
 Other Off Market  
**30 = 7.83%**  
 Active Inventory  
**219 = 57.18%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	106	59	-44.34%	730	683	-6.44%
Pending Sales	92	75	-18.48%	836	695	-16.87%
New Listings	102	106	3.92%	1,008	879	-12.80%
Average List Price	203,572	213,461	4.86%	208,417	217,008	4.12%
Average Sale Price	198,227	208,024	4.94%	200,755	208,878	4.05%
Average Percent of Selling Price to List Price	97.42%	98.15%	0.75%	96.30%	96.44%	0.15%
Average Days on Market to Sale	27.56	28.08	1.92%	29.68	35.31	18.94%
Monthly Inventory	364	219	-39.84%	364	219	-39.84%
Months Supply of Inventory	5.04	2.82	-44.03%	5.04	2.82	-44.03%

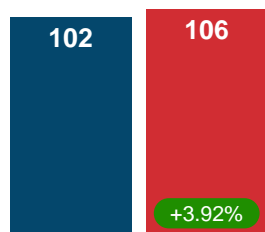
**Absorption:** Last 12 months, an Average of **78** Sales/Month

**Inventory** on September 30, 2022 = **219** 2021 2022

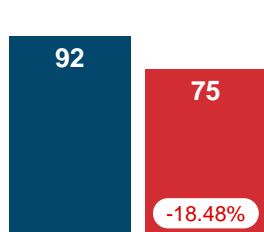
### SEPTEMBER MARKET

### AVERAGE PRICES

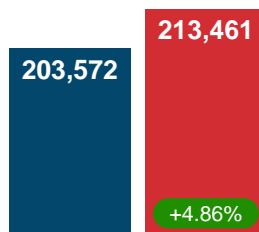
#### New Listings



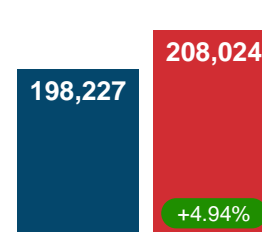
#### Pending Listings



#### List Price



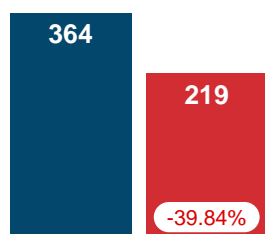
#### Sale Price



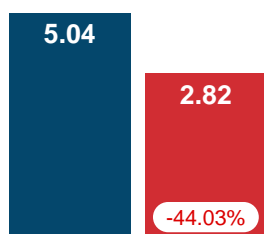
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

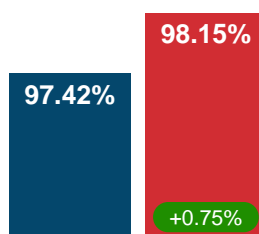
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

