

December 2022



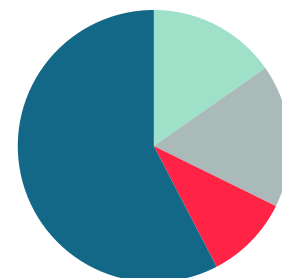
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	78	53	-32.05%
Pending Listings	60	59	-1.67%
New Listings	66	59	-10.61%
Average List Price	204,128	195,757	-4.10%
Average Sale Price	194,538	185,187	-4.81%
Average Percent of Selling Price to List Price	94.13%	93.16%	-1.04%
Average Days on Market to Sale	31.94	50.58	58.40%
End of Month Inventory	296	200	-32.43%
Months Supply of Inventory	3.63	2.76	-23.79%



■ Closed (15.27%)
■ Pending (17.00%)
■ Other OffMarket (10.09%)
■ Active (57.64%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of December 31, 2022 = **200**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2022 decreased **32.43%** to 200 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.76** 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 **4.81%** in December 2022 to \$185,187 versus the previous year at \$194,538.

Average Days on Market Lengthens

The average number of **50.58** days that homes spent on the market before selling increased by 18.65 days or **58.40%** in December 2022 compared to last year's same month at **31.94** DOM.

Sales Success for December 2022 is Positive

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

There were 59 New Listings in December 2022, down **10.61%** from last year at 66. Furthermore, there were 53 Closed Listings this month versus last year at 78, a **-32.05%** decrease.

Closed versus Listed trends yielded a **89.8%** ratio, down from previous year's, December 2021, at **118.2%**, a **23.99%** downswing. 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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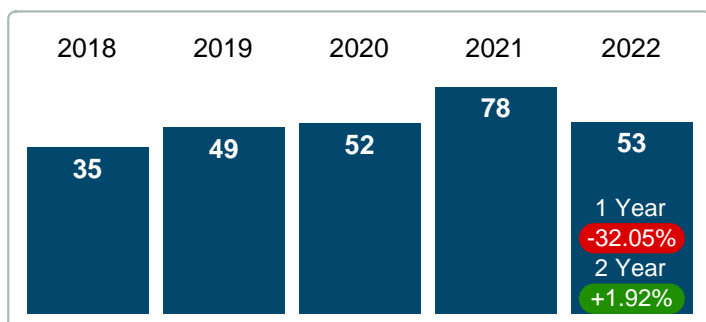
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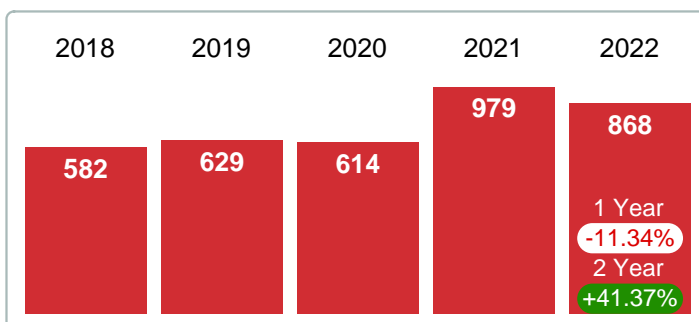
CLOSED LISTINGS

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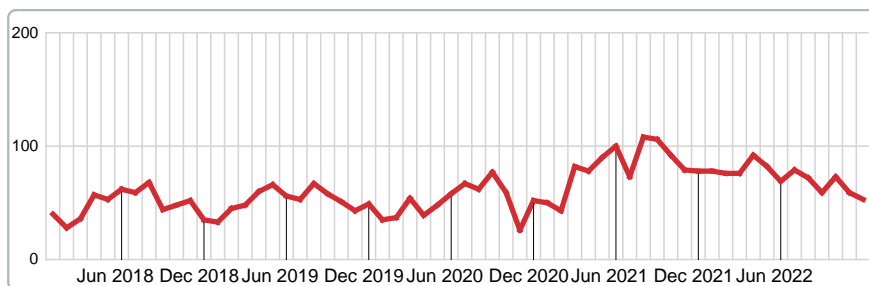
DECEMBER



YEAR TO DATE (YTD)

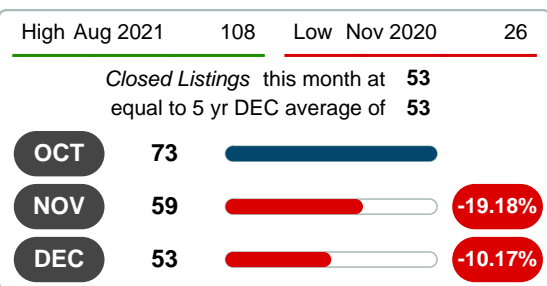


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



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	7.55%	28.3	2	2	0	0
\$50,001 - \$75,000	7	13.21%	50.4	5	2	0	0
\$75,001 - \$100,000	4	7.55%	45.8	2	1	0	1
\$100,001 - \$175,000	18	33.96%	55.2	3	14	1	0
\$175,001 - \$200,000	3	5.66%	109.3	1	2	0	0
\$200,001 - \$250,000	8	15.09%	62.6	1	4	2	1
\$250,001 and up	9	16.98%	23.2	0	6	2	1
Total Closed Units	53			14	31	5	3
Total Closed Volume	9,814,900	100%	50.6	1.30M	6.51M	1.32M	688.00K
Average Closed Price	\$185,187			\$92,786	\$209,932	\$264,000	\$229,333

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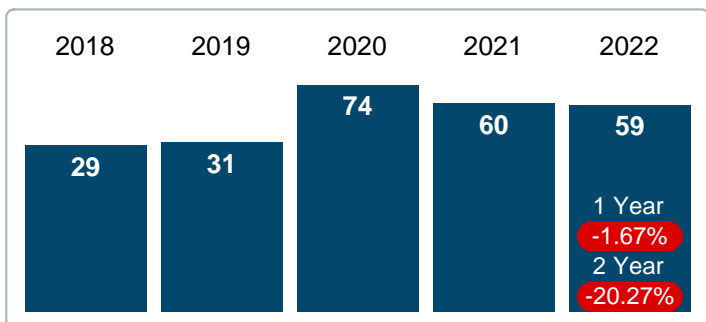
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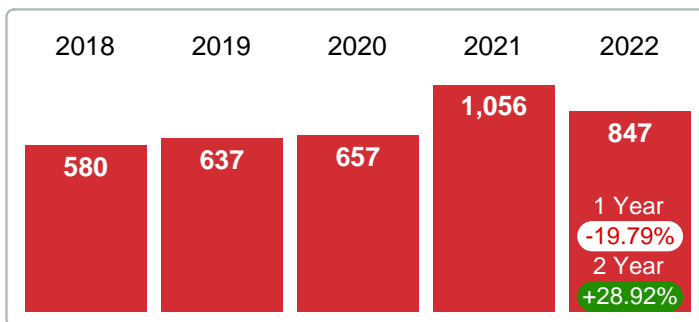
PENDING LISTINGS

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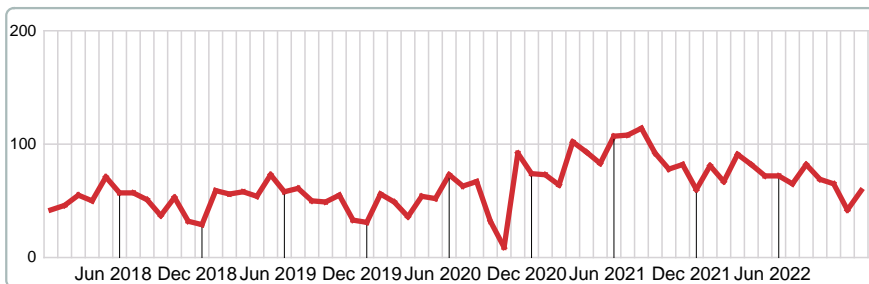
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 59 above the 5 yr DEC average of 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.78%	78.8	4	0	0	0
\$40,001 - \$70,000	9	15.25%	9.1	4	4	1	0
\$70,001 - \$130,000	9	15.25%	41.4	3	4	1	1
\$130,001 - \$200,000	14	23.73%	87.6	1	12	1	0
\$200,001 - \$260,000	8	13.56%	49.4	1	4	3	0
\$260,001 - \$350,000	10	16.95%	46.9	1	7	2	0
\$350,001 and up	5	8.47%	88.2	0	4	1	0
Total Pending Units	59			14	35	9	1
Total Pending Volume	11,983,995	100%	40.9	1.37M	8.20M	2.29M	125.00K
Average Listing Price	\$92,600			\$98,050	\$234,283	\$254,044	\$125,000

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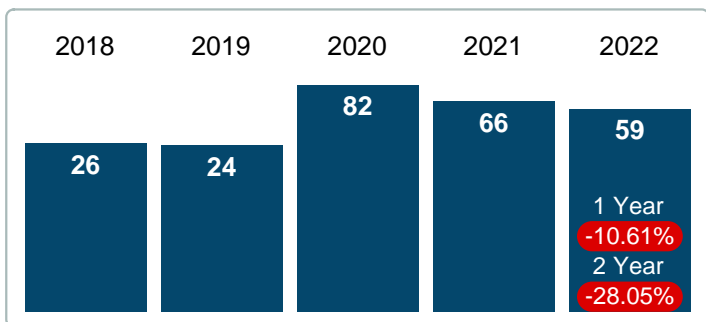
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



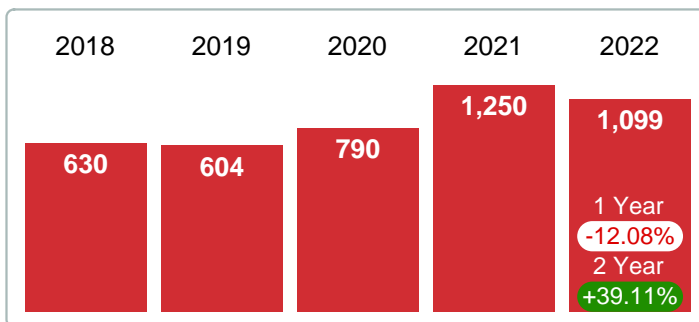
NEW LISTINGS

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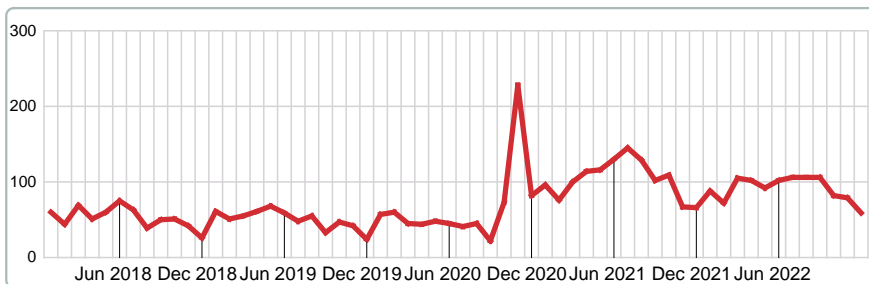
DECEMBER



YEAR TO DATE (YTD)

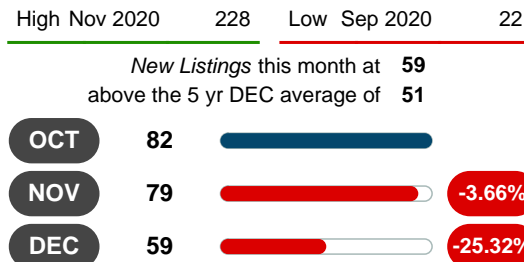


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.78%	3	1	0	0
\$50,001 - \$70,000	9	15.25%	4	4	1	0
\$70,001 - \$120,000	9	15.25%	4	5	0	0
\$120,001 - \$170,000	14	23.73%	5	7	2	0
\$170,001 - \$260,000	9	15.25%	1	6	2	0
\$260,001 - \$390,000	8	13.56%	1	7	0	0
\$390,001 and up	6	10.17%	0	4	0	2
Total New Listed Units	59		18	34	5	2
Total New Listed Volume	12,560,665	100%	1.91M	8.98M	827.40K	838.17K
Average New Listed Listing Price	\$74,380		\$106,383	\$264,124	\$165,480	\$419,083

December 2022



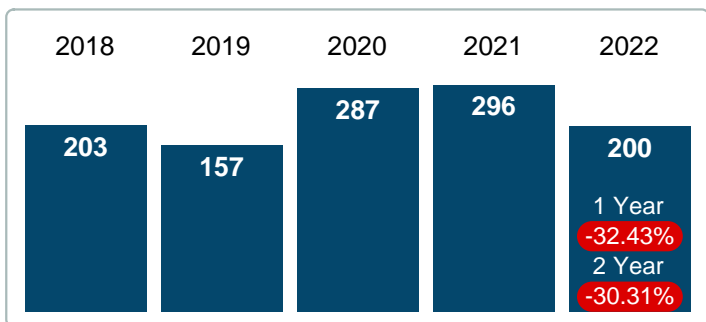
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



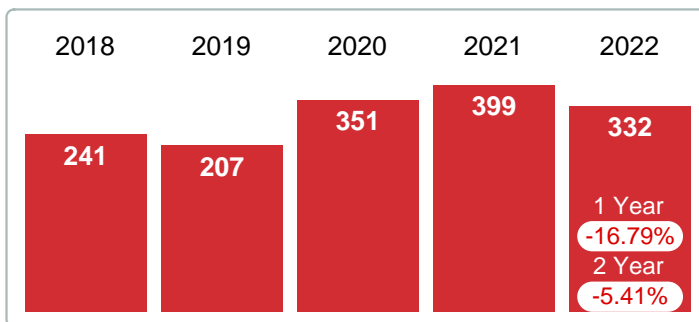
ACTIVE INVENTORY

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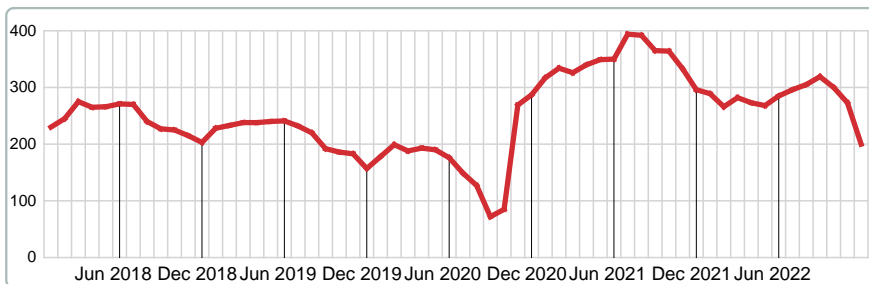
END OF DECEMBER



ACTIVE DURING DECEMBER

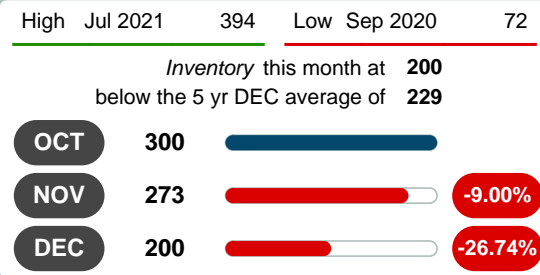


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 229



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	6.00%	95.5	8	3	1	0
\$50,001 - \$125,000	33	16.50%	76.6	14	18	1	0
\$125,001 - \$150,000	22	11.00%	79.9	9	13	0	0
\$150,001 - \$275,000	59	29.50%	66.5	9	38	12	0
\$275,001 - \$375,000	27	13.50%	104.3	4	16	5	2
\$375,001 - \$575,000	27	13.50%	107.7	2	17	5	3
\$575,001 and up	20	10.00%	107.9	1	12	3	4
Total Active Inventory by Units	200			47	117	27	9
Total Active Inventory by Volume	65,892,452	100%	86.2	7.37M	39.53M	12.25M	6.74M
Average Active Inventory Listing Price	\$329,462			\$156,757	\$337,874	\$453,866	\$748,796

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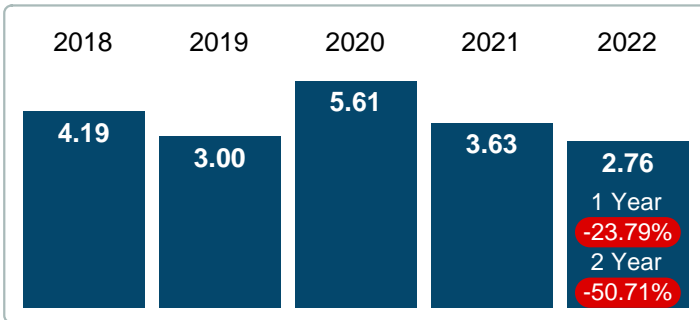
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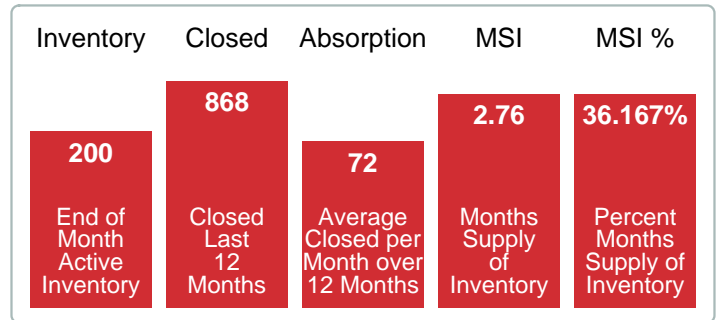
MONTHS SUPPLY of INVENTORY (MSI)

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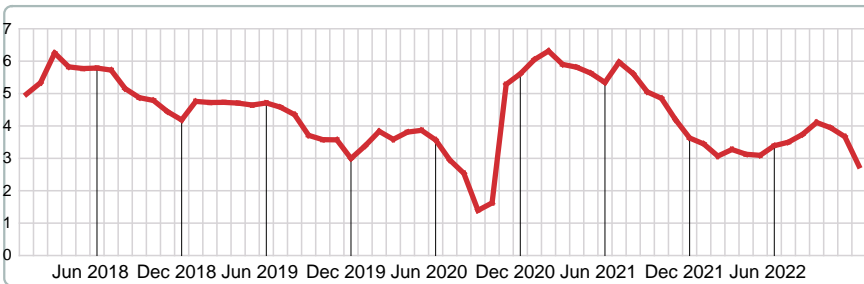
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

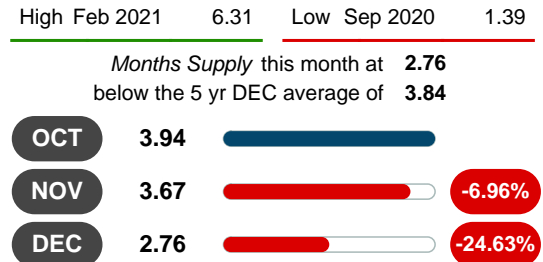


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.84



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	6.00%	1.76	1.60	1.80	12.00	0.00
\$50,001 - \$125,000	33	16.50%	1.88	1.83	2.04	1.09	0.00
\$125,001 - \$150,000	22	11.00%	2.49	4.15	2.44	0.00	0.00
\$150,001 - \$275,000	59	29.50%	2.45	3.86	2.30	2.44	0.00
\$275,001 - \$375,000	27	13.50%	3.95	6.86	4.57	2.00	8.00
\$375,001 - \$575,000	27	13.50%	4.56	4.00	6.00	2.61	4.50
\$575,001 and up	20	10.00%	8.89	12.00	20.57	2.77	8.00
Market Supply of Inventory (MSI)			2.76	2.56	2.98	2.16	4.00
Total Active Inventory by Units		100%	2.76	47	117	27	9

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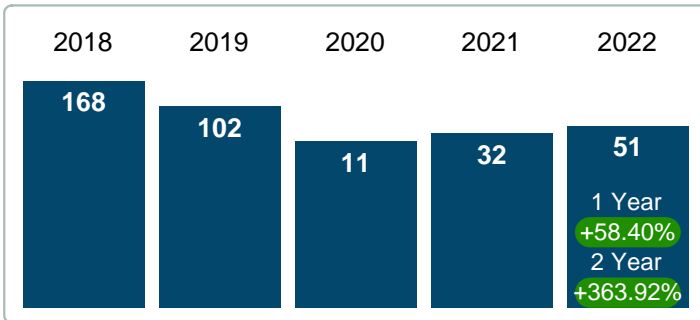
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



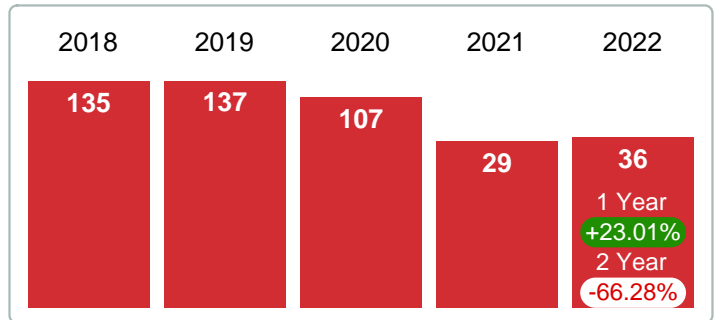
AVERAGE DAYS ON MARKET TO SALE

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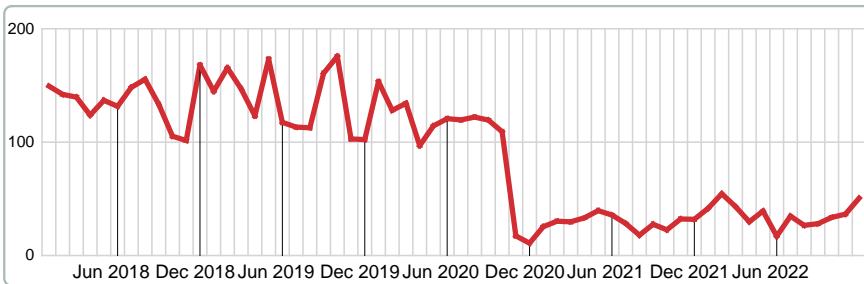
DECEMBER



YEAR TO DATE (YTD)

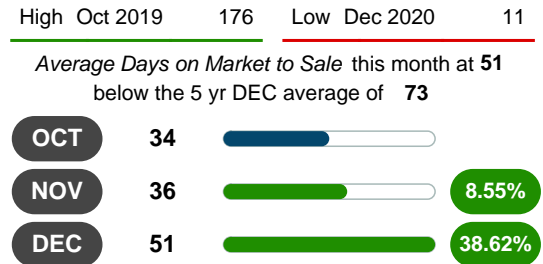


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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	7.55%	28	4	53	0	0
\$50,001 - \$75,000	13.21%	50	67	10	0	0
\$75,001 - \$100,000	7.55%	46	53	41	0	36
\$100,001 - \$175,000	33.96%	55	89	49	37	0
\$175,001 - \$200,000	5.66%	109	42	143	0	0
\$200,001 - \$250,000	15.09%	63	1	25	145	112
\$250,001 and up	16.98%	23	0	24	33	1
Average Closed DOM		51	54	45	78	50
Total Closed Units	100%	51	14	31	5	3
Total Closed Volume		9,814,900	1.30M	6.51M	1.32M	688.00K

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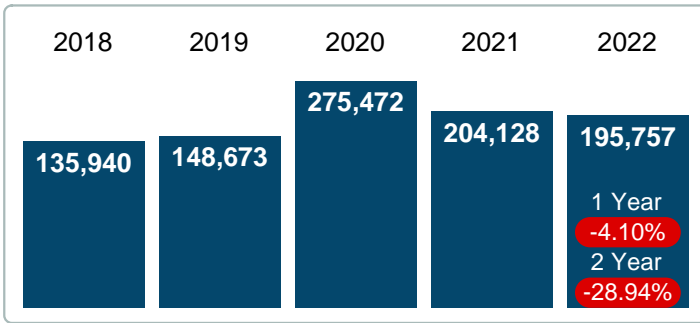
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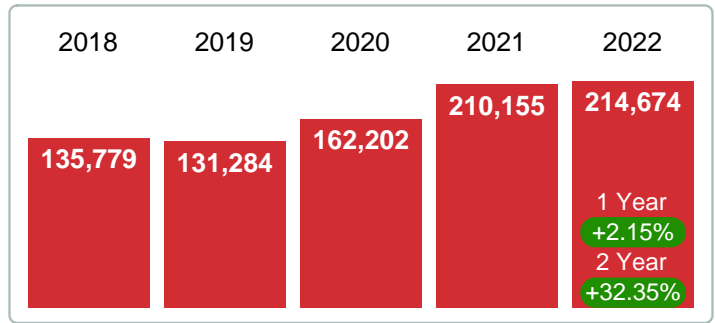
AVERAGE LIST PRICE AT CLOSING

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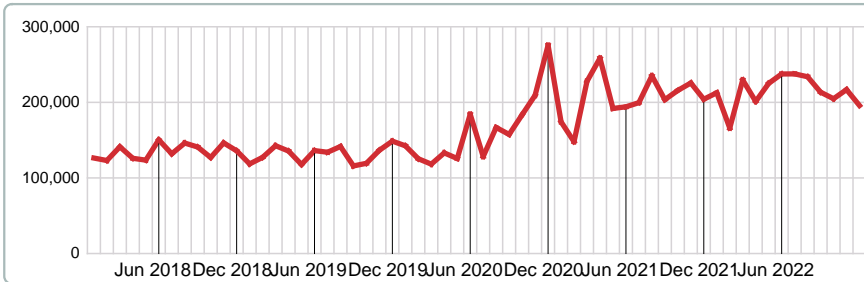
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

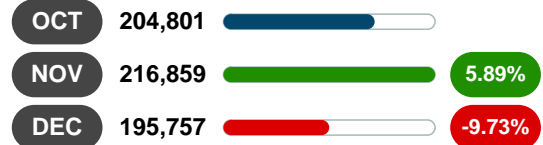


3 MONTHS

5 year DEC AVG = 191,994

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

Average List Price at Closing this month at **195,757** above the 5 yr DEC average of **191,994**



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	3.77%	44,450	46,500	59,950	0	0
\$50,001 - \$75,000	13.21%	65,643	69,300	79,000	0	0
\$75,001 - \$100,000	9.43%	85,760	87,450	84,900	0	125,000
\$100,001 - \$175,000	32.08%	143,453	141,000	150,121	169,000	0
\$175,001 - \$200,000	11.32%	191,383	189,900	189,700	0	0
\$200,001 - \$250,000	11.32%	219,650	215,000	219,475	249,500	215,000
\$250,001 and up	18.87%	449,300	0	509,333	374,000	399,000
Average List Price		195,757	103,021	218,639	283,200	246,333
Total Closed Units	100%	195,757	14	31	5	3
Total Closed Volume		10,375,100	1.44M	6.78M	1.42M	739.00K

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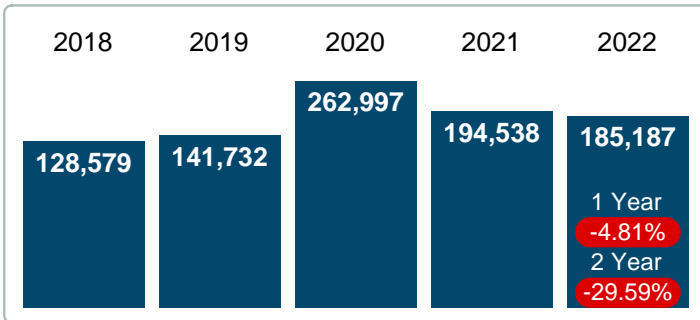
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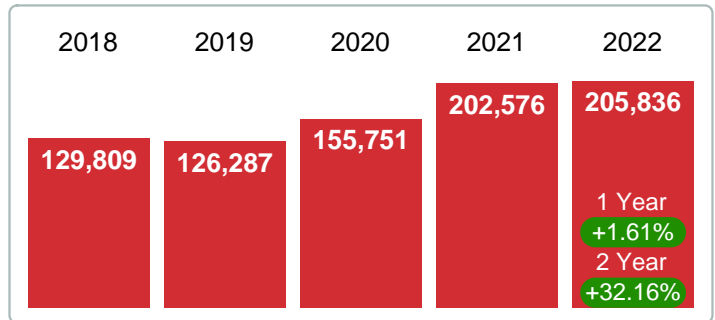
AVERAGE SOLD PRICE AT CLOSING

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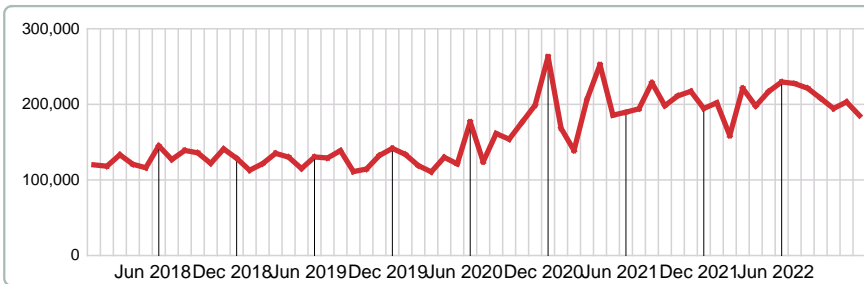
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

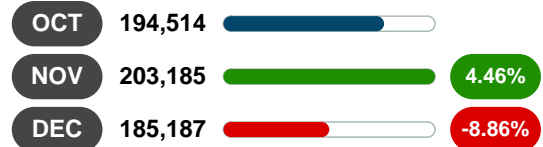


3 MONTHS

5 year DEC AVG = 182,606

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

Average Sold Price at Closing this month at **185,187** above the 5 yr DEC average of **182,606**



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	7.55%	44,250	44,500	44,000	0	0
\$50,001 - \$75,000	7	13.21%	63,464	60,600	70,625	0	0
\$75,001 - \$100,000	4	7.55%	85,975	78,000	87,900	0	100,000
\$100,001 - \$175,000	18	33.96%	139,689	117,000	142,457	169,000	0
\$175,001 - \$200,000	3	5.66%	180,333	185,000	178,000	0	0
\$200,001 - \$250,000	8	15.09%	216,750	215,000	215,500	224,500	208,000
\$250,001 and up	9	16.98%	451,150	0	496,392	351,000	380,000
Average Sold Price			185,187	92,786	209,932	264,000	229,333
Total Closed Units		100%	185,187	14	31	5	3
Total Closed Volume			9,814,900	1.30M	6.51M	1.32M	688.00K

December 2022



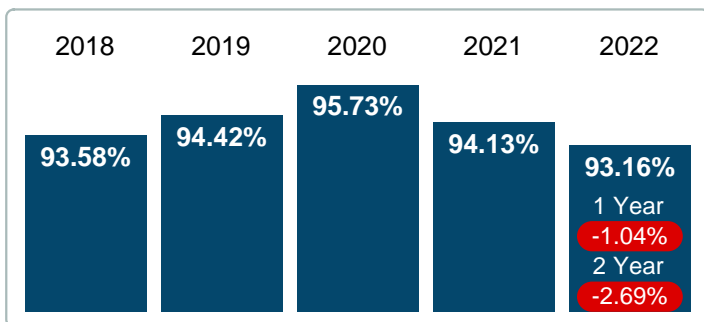
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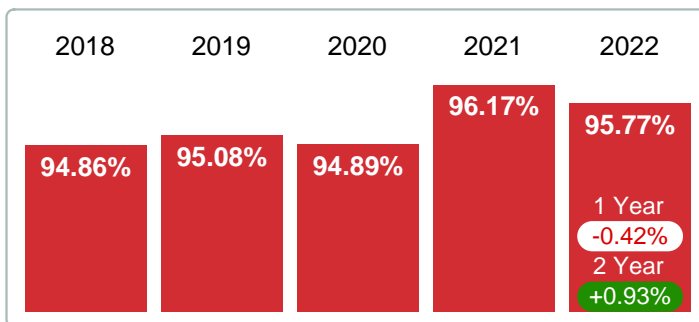
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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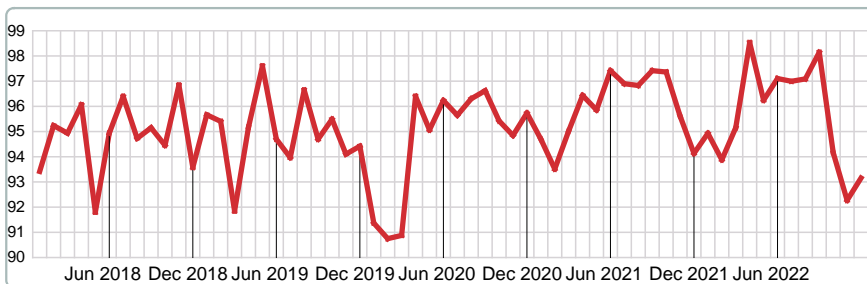
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

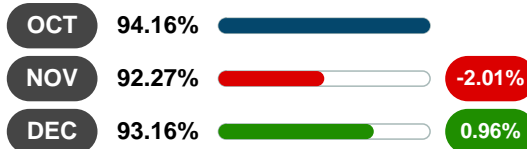


3 MONTHS

5 year DEC AVG = 94.20%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.16%** below the 5 yr DEC average of **94.20%**



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	7.55%	85.04%	96.30%	73.79%	0.00%	0.00%
\$50,001 - \$75,000	7	13.21%	88.90%	88.22%	90.59%	0.00%	0.00%
\$75,001 - \$100,000	4	7.55%	90.72%	89.66%	103.53%	0.00%	80.00%
\$100,001 - \$175,000	18	33.96%	94.16%	87.33%	95.21%	100.00%	0.00%
\$175,001 - \$200,000	3	5.66%	95.23%	97.42%	94.14%	0.00%	0.00%
\$200,001 - \$250,000	8	15.09%	96.57%	100.00%	98.27%	91.38%	96.74%
\$250,001 and up	9	16.98%	95.42%	0.00%	95.93%	93.96%	95.24%
Average Sold/List Ratio		93.20%		90.89%	94.26%	94.14%	90.66%
Total Closed Units		53	100%	14	31	5	3
Total Closed Volume		9,814,900		1.30M	6.51M	1.32M	688.00K

December 2022



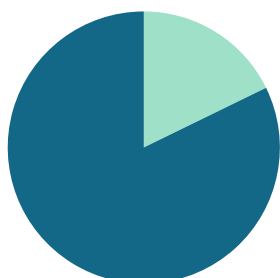
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

INVENTORY

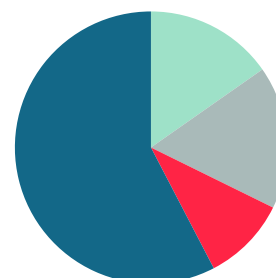


Inventory
 New Listings
59 = 17.77%
 Start Inventory
273
 Total Inventory Units
332
 Volume
\$96,019,247

Market Activity

Closed Sales
53 = 15.27%
 Pending Sales
59 = 17.00%
 Other Off Market
35 = 10.09%
 Active Inventory
200 = 57.64%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	78	53	-32.05%	979	868	-11.34%
Pending Sales	60	59	-1.67%	1,056	847	-19.79%
New Listings	66	59	-10.61%	1,250	1,099	-12.08%
Average List Price	204,128	195,757	-4.10%	210,155	214,674	2.15%
Average Sale Price	194,538	185,187	-4.81%	202,576	205,836	1.61%
Average Percent of Selling Price to List Price	94.13%	93.16%	-1.04%	96.17%	95.77%	-0.42%
Average Days on Market to Sale	31.94	50.58	58.40%	29.41	36.18	23.01%
Monthly Inventory	296	200	-32.43%	296	200	-32.43%
Months Supply of Inventory	3.63	2.76	-23.79%	3.63	2.76	-23.79%

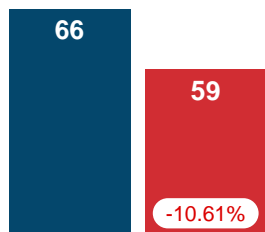
Absorption: Last 12 months, an Average of **72** Sales/Month

Inventory on December 31, 2022 = **200** 2021 2022

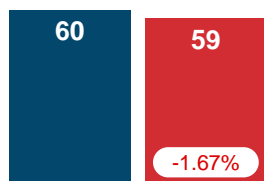
DECEMBER MARKET

AVERAGE PRICES

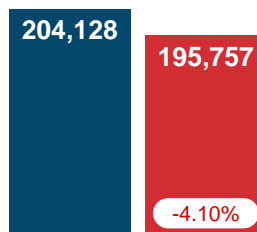
New Listings



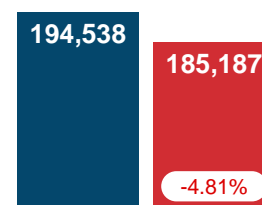
Pending Listings



List Price



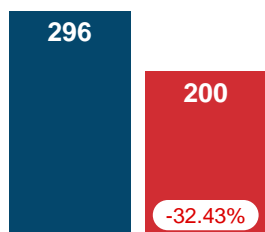
Sale Price



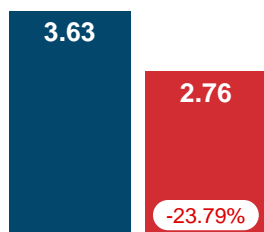
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

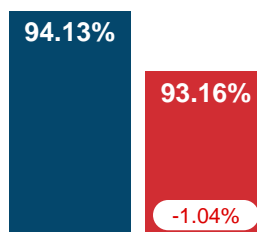
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

