

December 2022



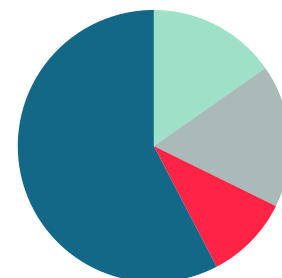
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	153,900	160,000	3.96%
Median Sale Price	154,950	150,000	-3.19%
Median Percent of Selling Price to List Price	97.78%	95.12%	-2.72%
Median Days on Market to Sale	21.50	28.00	30.23%
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.

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 **3.19%** in December 2022 to \$150,000 versus the previous year at \$154,950.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 6.50 days or **30.23%** in December 2022 compared to last year's same month at **21.50** DOM.

Sales Success for December 2022 is Positive

Overall, with Median 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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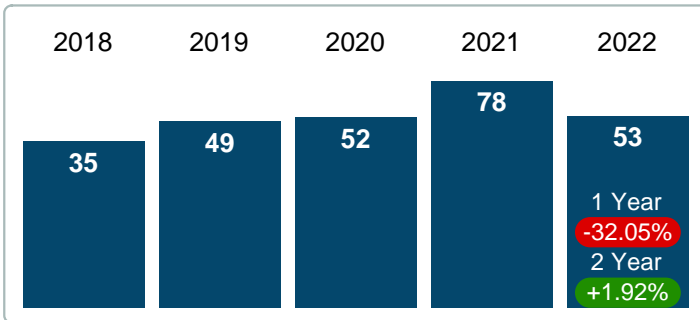
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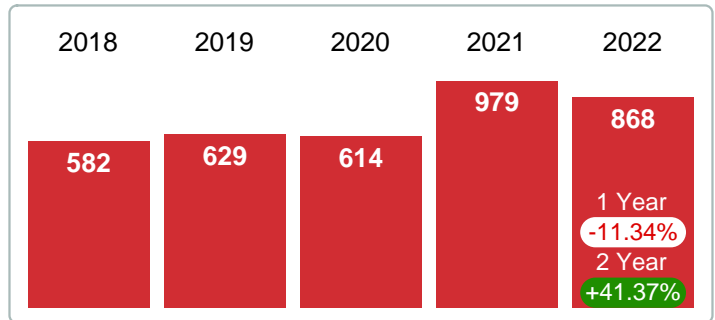
CLOSED LISTINGS

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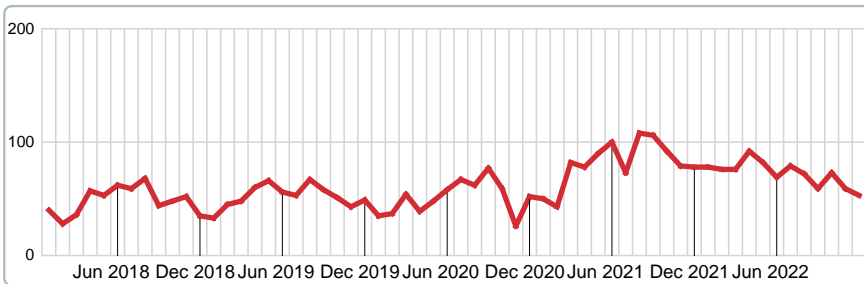
DECEMBER



YEAR TO DATE (YTD)

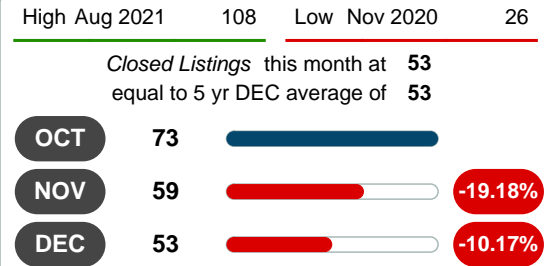


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	13.21%	17.0	5	2	0	0
\$60,001 - \$70,000	3	5.66%	5.0	2	1	0	0
\$70,001 - \$120,000	9	16.98%	36.0	3	5	0	1
\$120,001 - \$170,000	14	26.42%	35.0	2	11	1	0
\$170,001 - \$210,000	7	13.21%	42.0	1	4	1	1
\$210,001 - \$270,000	7	13.21%	13.0	1	5	1	0
\$270,001 and up	6	11.32%	11.5	0	3	2	1
Total Closed Units	53			14	31	5	3
Total Closed Volume	9,814,900	100%	28.0	1.30M	6.51M	1.32M	688.00K
Median Closed Price	\$150,000			\$71,500	\$155,000	\$240,000	\$208,000

December 2022



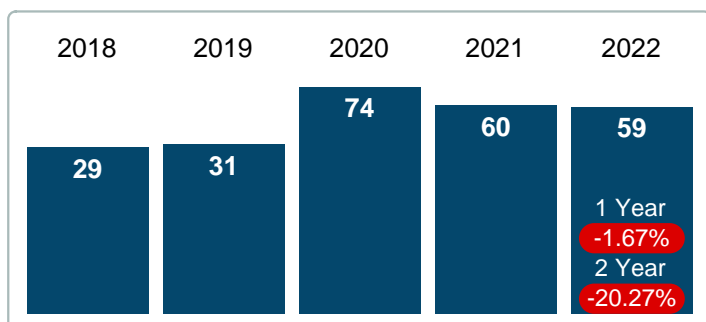
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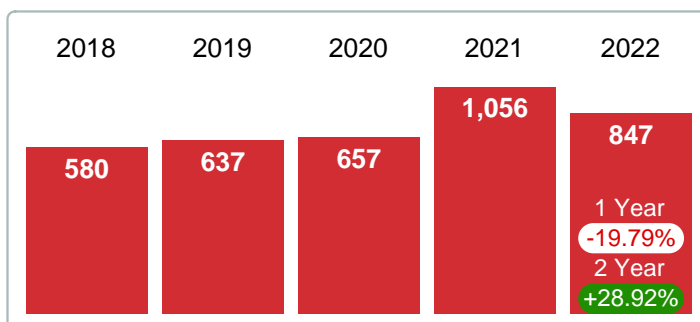
PENDING LISTINGS

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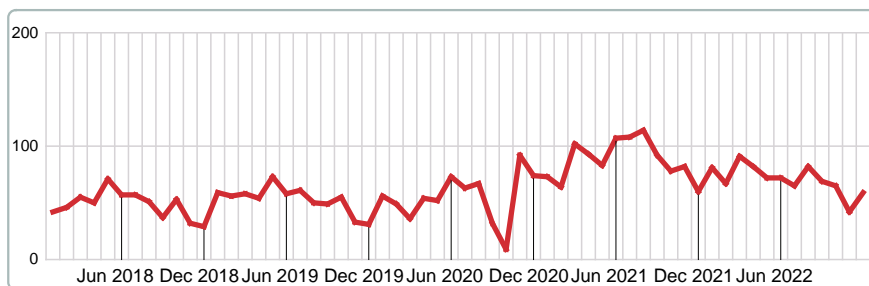
DECEMBER



YEAR TO DATE (YTD)

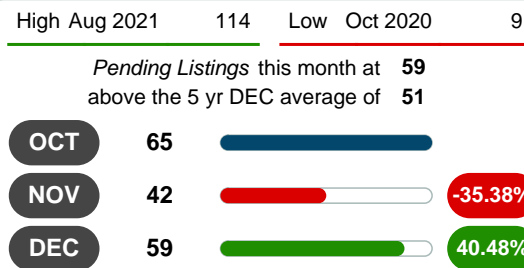


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.39%	62.5	2	0	0	0
\$25,001 - \$75,000	12	20.34%	6.0	6	5	1	0
\$75,001 - \$125,000	7	11.86%	36.0	2	3	1	1
\$125,001 - \$200,000	15	25.42%	51.0	2	12	1	0
\$200,001 - \$250,000	7	11.86%	41.0	1	3	3	0
\$250,001 - \$350,000	11	18.64%	37.0	1	8	2	0
\$350,001 and up	5	8.47%	9.0	0	4	1	0
Total Pending Units	59			14	35	9	1
Total Pending Volume	11,983,995	100%	36.0	1.37M	8.20M	2.29M	125.00K
Median Listing Price	\$175,000			\$63,500	\$189,000	\$229,500	\$125,000

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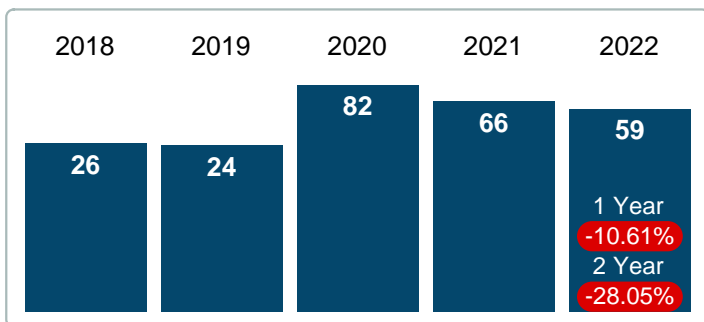
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



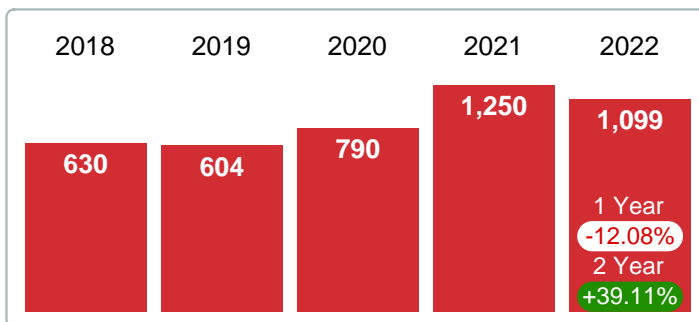
NEW LISTINGS

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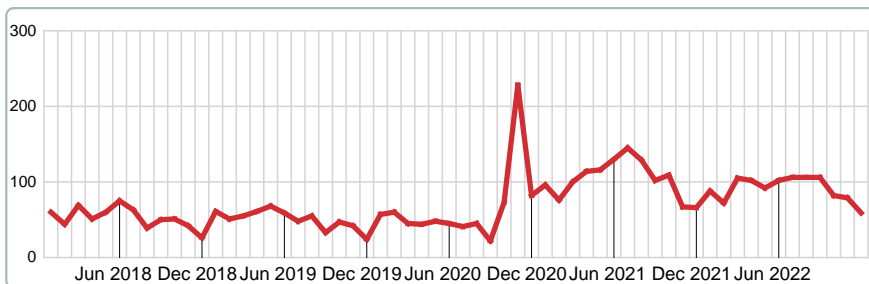
DECEMBER



YEAR TO DATE (YTD)

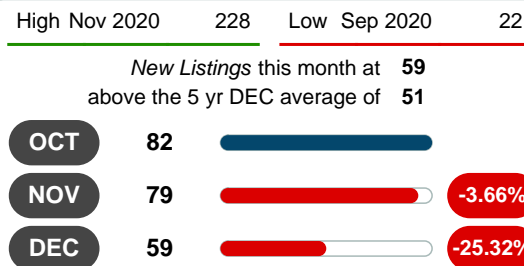


5 YEAR MARKET ACTIVITY TRENDS



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 - \$75,000	10	16.95%	4	5	1	0
\$75,001 - \$125,000	9	15.25%	4	5	0	0
\$125,001 - \$175,000	15	25.42%	5	8	2	0
\$175,001 - \$250,000	6	10.17%	1	3	2	0
\$250,001 - \$375,000	7	11.86%	1	6	0	0
\$375,001 and up	8	13.56%	0	6	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
Median New Listed Listing Price	\$159,000		\$94,000	\$170,000	\$167,000	\$419,083

December 2022



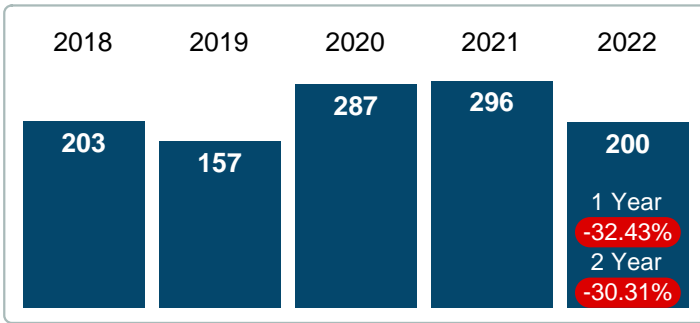
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



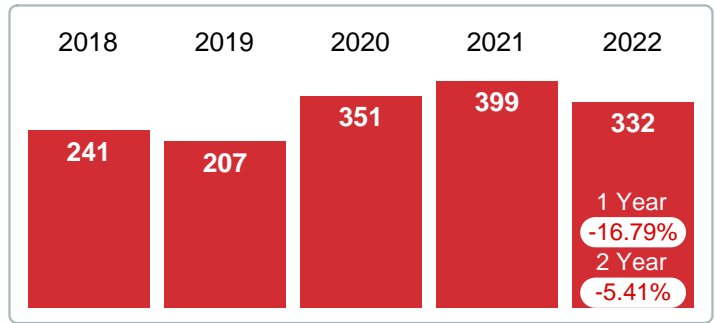
ACTIVE INVENTORY

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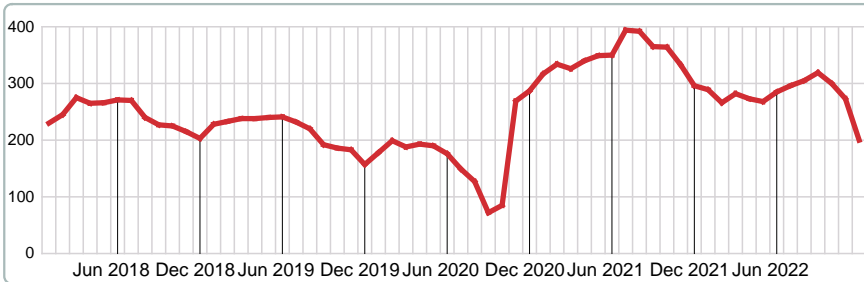
END OF DECEMBER



ACTIVE DURING DECEMBER

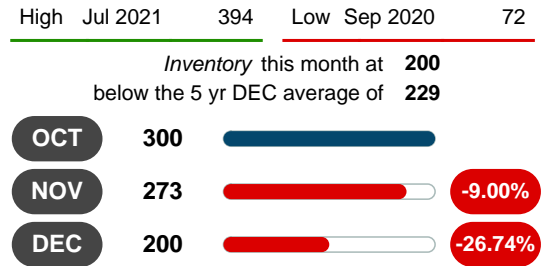


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 229



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	6.00%	102.0	8	3	1	0
\$50,001 - \$125,000	33	16.50%	60.0	14	18	1	0
\$125,001 - \$150,000	22	11.00%	80.5	9	13	0	0
\$150,001 - \$275,000	59	29.50%	56.0	9	38	12	0
\$275,001 - \$375,000	27	13.50%	78.0	4	16	5	2
\$375,001 - \$575,000	27	13.50%	96.0	2	17	5	3
\$575,001 and up	20	10.00%	92.5	1	12	3	4
Total Active Inventory by Units	200			47	117	27	9
Total Active Inventory by Volume	65,892,452	100%	73.0	7.37M	39.53M	12.25M	6.74M
Median Active Inventory Listing Price	\$226,950			\$129,000	\$235,000	\$265,000	\$438,265

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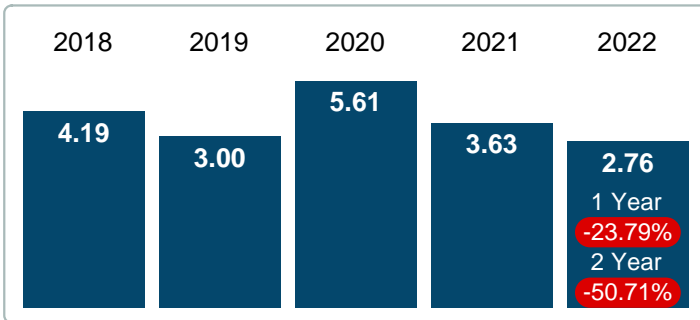
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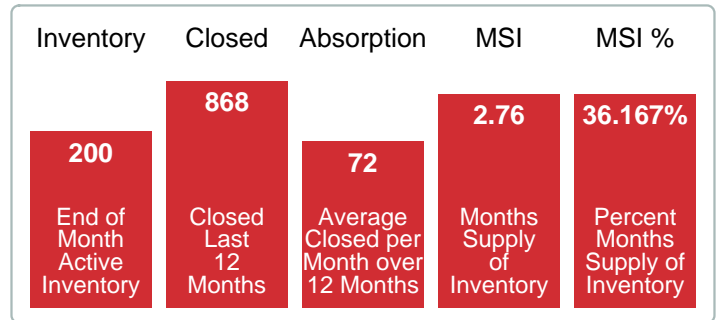
MONTHS SUPPLY of INVENTORY (MSI)

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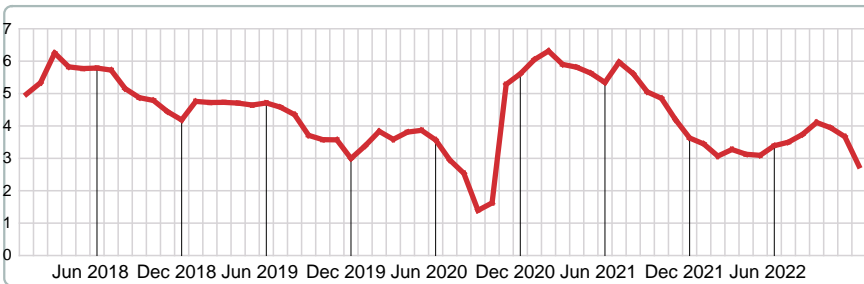
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

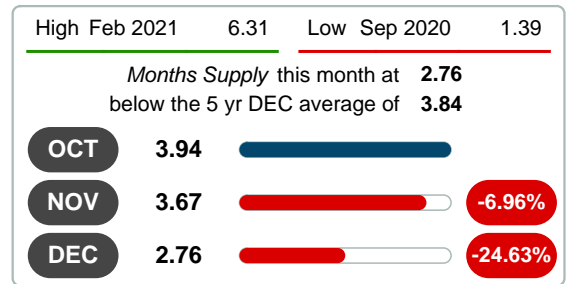


5 YEAR MARKET ACTIVITY TRENDS



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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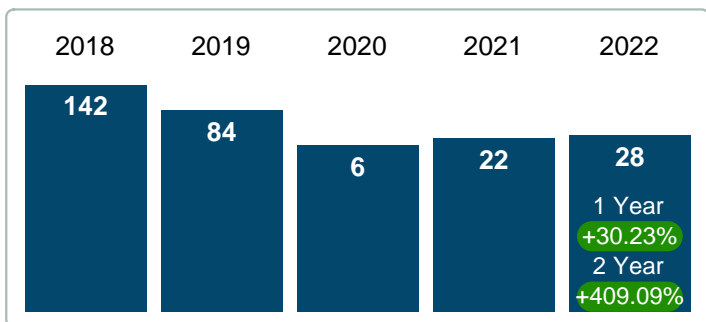
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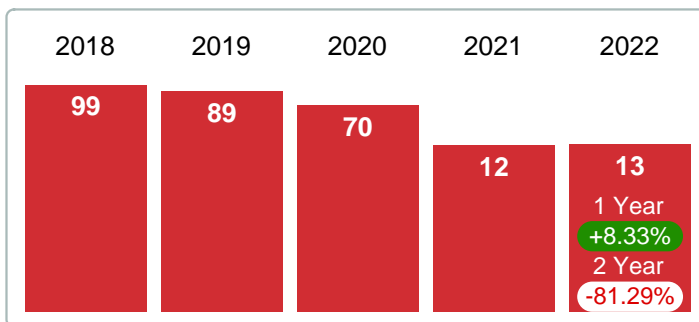
MEDIAN DAYS ON MARKET TO SALE

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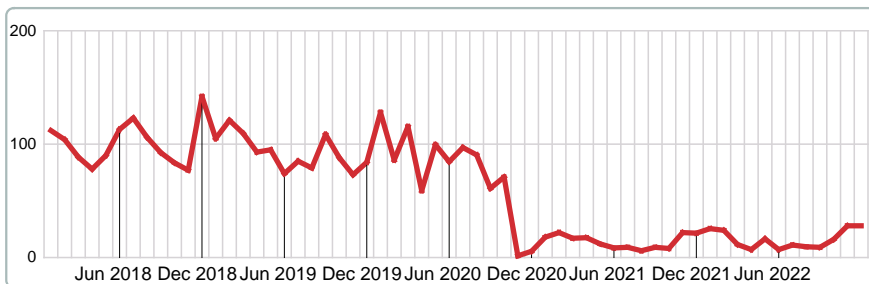
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

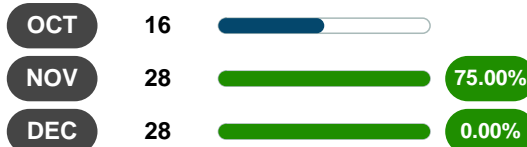


3 MONTHS

5 year DEC AVG = 56

High Dec 2018: 142 | Low Nov 2020: 2

Median Days on Market to Sale this month at 28 below the 5 yr DEC average of 56



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
\$60,000 and less	7	13.21%	17	7	53	0	0
\$60,001 - \$70,000	3	5.66%	5	24	1	0	0
\$70,001 - \$120,000	9	16.98%	36	98	18	0	36
\$120,001 - \$170,000	14	26.42%	35	72	18	37	0
\$170,001 - \$210,000	7	13.21%	42	42	33	61	112
\$210,001 - \$270,000	7	13.21%	13	1	13	229	0
\$270,001 and up	6	11.32%	12	0	11	33	1
Median Closed DOM			28	30	18	53	36
Total Closed Units		100%	28.0	14	31	5	3
Total Closed Volume			9,814,900	1.30M	6.51M	1.32M	688.00K

December 2022



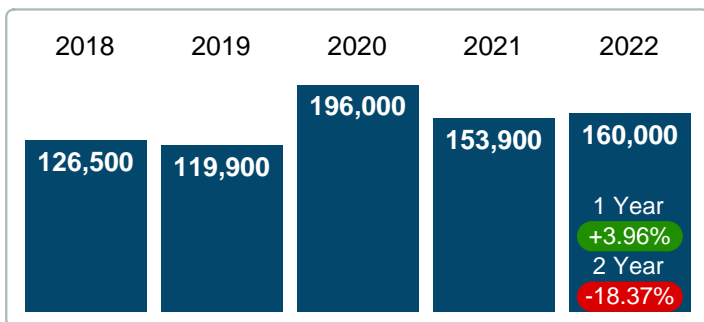
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



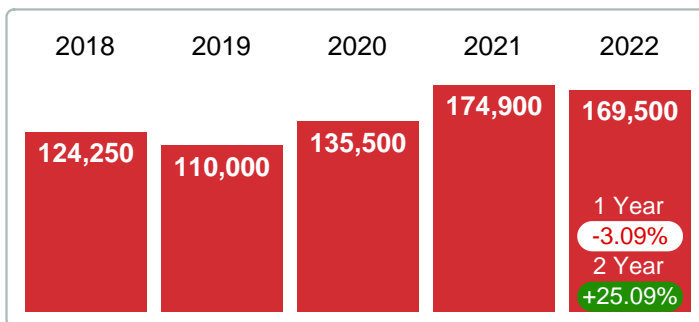
MEDIAN LIST PRICE AT CLOSING

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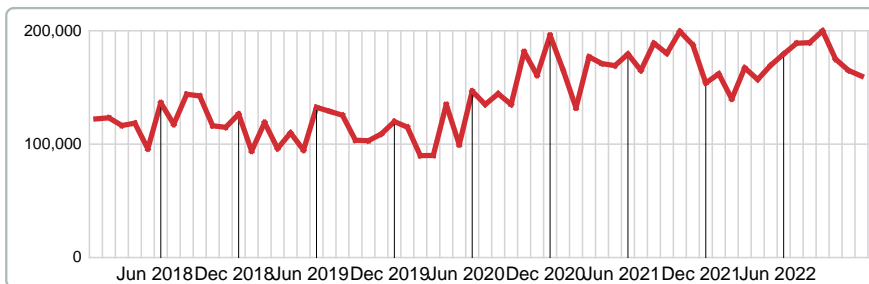
DECEMBER



YEAR TO DATE (YTD)

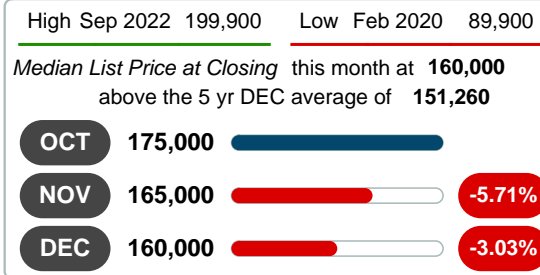


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 151,260



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	2	3.77%	44,450	39,000	49,900	0	0
\$50,001 - \$75,000	7	13.21%	67,000	65,000	69,500	0	0
\$75,001 - \$100,000	5	9.43%	84,900	80,000	86,950	0	0
\$100,001 - \$175,000	17	32.08%	149,000	114,000	149,900	169,000	125,000
\$175,001 - \$200,000	6	11.32%	192,450	192,450	192,000	0	0
\$200,001 - \$250,000	6	11.32%	215,000	215,000	229,000	209,000	215,000
\$250,001 and up	10	18.87%	303,000	0	303,000	290,000	399,000
Median List Price			160,000	79,950	165,000	289,000	215,000
Total Closed Units		100%	160,000	14	31	5	3
Total Closed Volume			10,375,100	1.44M	6.78M	1.42M	739.00K

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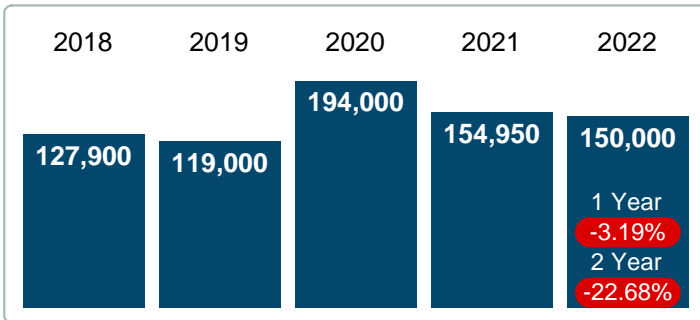
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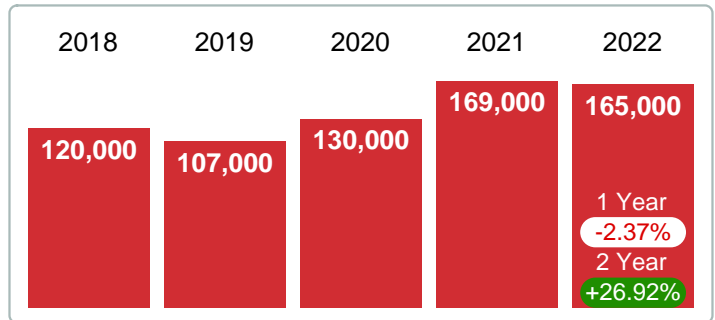
MEDIAN SOLD PRICE AT CLOSING

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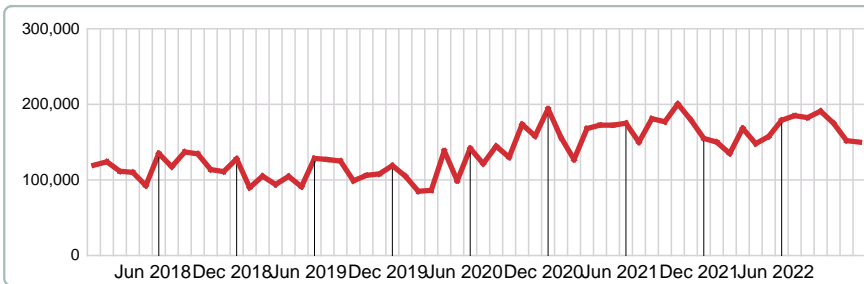
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

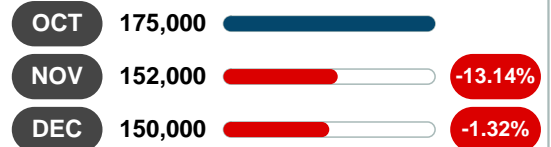


3 MONTHS

5 year DEC AVG = 149,170

High Oct 2021 200,500 Low Feb 2020 85,000

Median Sold Price at Closing this month at 150,000 above the 5 yr DEC average of 149,170



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
\$60,000 and less	7	13.21%	50,000	54,000	44,000	0	0
\$60,001 - \$70,000	3	5.66%	67,000	64,500	69,000	0	0
\$70,001 - \$120,000	9	16.98%	100,000	80,000	110,000	0	100,000
\$120,001 - \$170,000	14	26.42%	150,000	123,750	150,000	169,000	0
\$170,001 - \$210,000	7	13.21%	201,500	185,000	190,750	209,000	208,000
\$210,001 - \$270,000	7	13.21%	240,000	215,000	255,000	240,000	0
\$270,001 and up	6	11.32%	340,000	0	300,000	351,000	380,000
Median Sold Price			150,000	71,500	155,000	240,000	208,000
Total Closed Units		100%	150,000	14	31	5	3
Total Closed Volume			9,814,900	1.30M	6.51M	1.32M	688.00K

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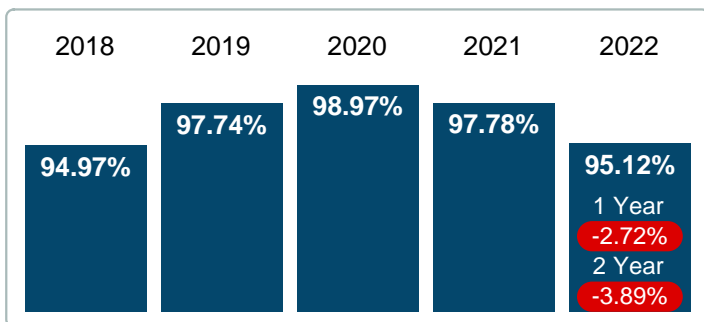
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



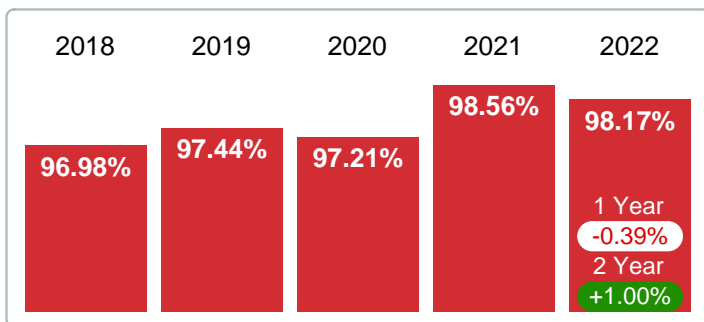
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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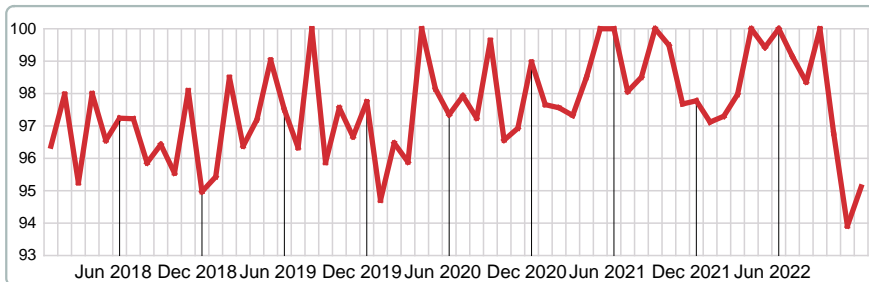
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

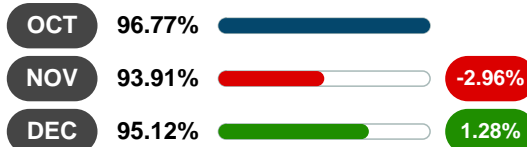


3 MONTHS

5 year DEC AVG = 96.92%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **95.12%**
below the 5 yr DEC average of **96.92%**



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
\$60,000 and less	7	13.21%	83.08%	92.59%	73.79%	0.00%	0.00%
\$60,001 - \$70,000	3	5.66%	100.00%	88.75%	100.00%	0.00%	0.00%
\$70,001 - \$120,000	9	16.98%	92.44%	94.95%	92.44%	0.00%	80.00%
\$120,001 - \$170,000	14	26.42%	99.55%	83.52%	99.09%	100.00%	0.00%
\$170,001 - \$210,000	7	13.21%	97.72%	97.42%	98.89%	100.00%	96.74%
\$210,001 - \$270,000	7	13.21%	99.22%	100.00%	99.22%	82.76%	0.00%
\$270,001 and up	6	11.32%	94.56%	0.00%	94.66%	93.96%	95.24%
Median Sold/List Ratio		95.12%		95.04%	97.72%	94.46%	95.24%
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



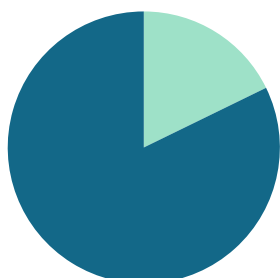
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

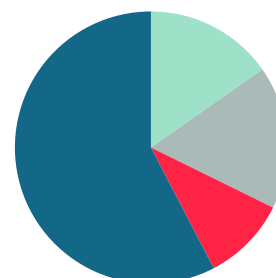


Inventory
 New Listings
59 = 17.77%
 Start Inventory
273
 Total Inventory Units
332
 Volume
\$96,019,247

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%
Median List Price	153,900	160,000	3.96%	174,900	169,500	-3.09%
Median Sale Price	154,950	150,000	-3.19%	169,000	165,000	-2.37%
Median Percent of Selling Price to List Price	97.78%	95.12%	-2.72%	98.56%	98.17%	-0.39%
Median Days on Market to Sale	21.50	28.00	30.23%	12.00	13.00	8.33%
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

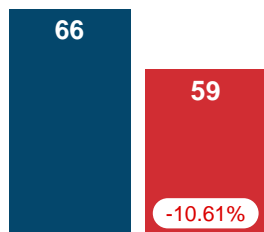
Inventory on December 31, 2022 = **200**

2021 **2022**

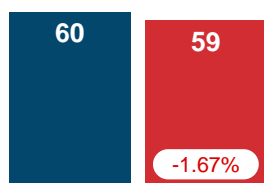
DECEMBER MARKET

MEDIAN PRICES

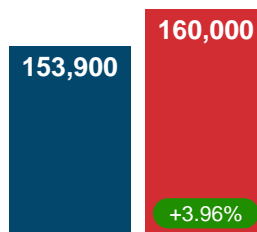
New Listings



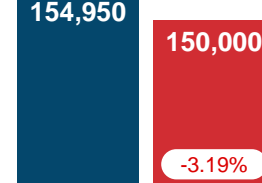
Pending Listings



List Price



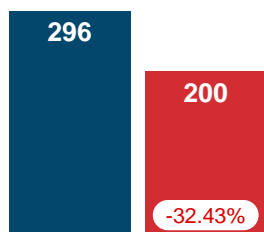
Sale Price



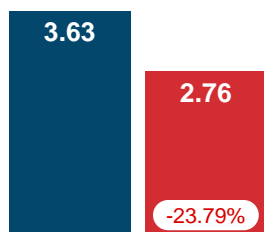
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

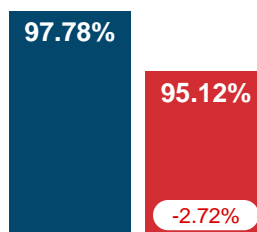
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

