

# November 2022



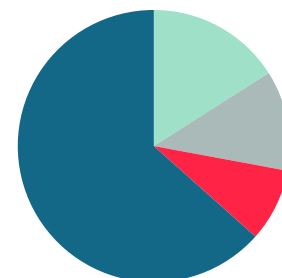
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	79	59	-25.32%
Pending Listings	82	44	-46.34%
New Listings	67	79	17.91%
Average List Price	225,609	216,859	-3.88%
Average Sale Price	217,241	203,185	-6.47%
Average Percent of Selling Price to List Price	95.62%	92.27%	-3.50%
Average Days on Market to Sale	32.23	36.49	13.23%
End of Month Inventory	333	234	-29.73%
Months Supply of Inventory	4.19	3.14	-25.01%



■ Closed (15.99%)  
■ Pending (11.92%)  
■ Other OffMarket (8.67%)  
■ Active (63.41%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of November 30, 2022 = **234**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 decreased **29.73%** to 234 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **3.14** 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 **6.47%** in November 2022 to \$203,185 versus the previous year at \$217,241.

#### Average Days on Market Lengthens

The average number of **36.49** days that homes spent on the market before selling increased by 4.26 days or **13.23%** in November 2022 compared to last year's same month at **32.23** DOM.

#### Sales Success for November 2022 is Positive

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

There were 79 New Listings in November 2022, up **17.91%** from last year at 67. Furthermore, there were 59 Closed Listings this month versus last year at 79, a **-25.32%** decrease.

Closed versus Listed trends yielded a **74.7%** ratio, down from previous year's, November 2021, at **117.9%**, a **36.66%** 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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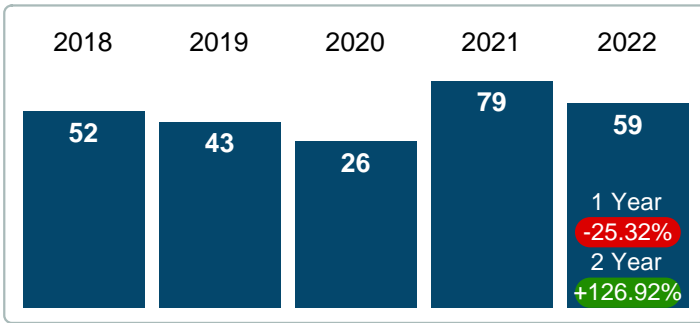
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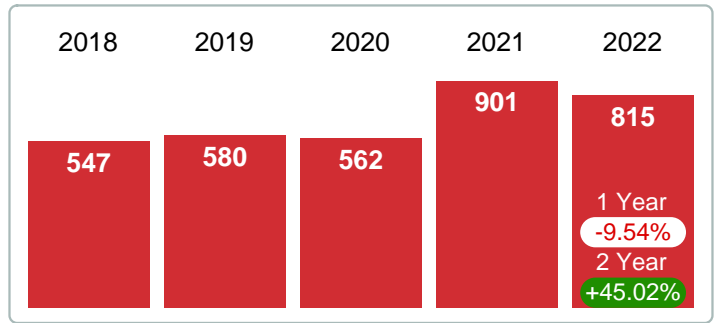
## CLOSED LISTINGS

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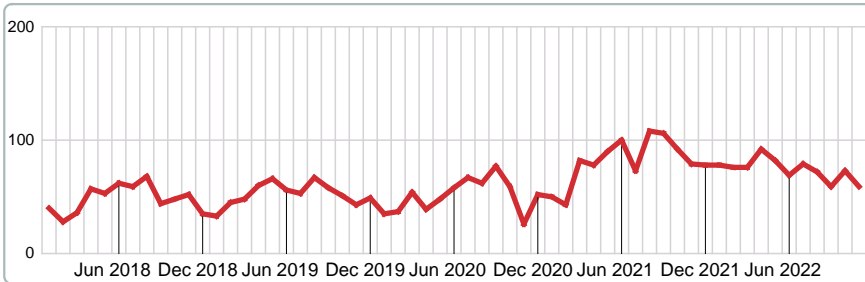
### NOVEMBER



### YEAR TO DATE (YTD)

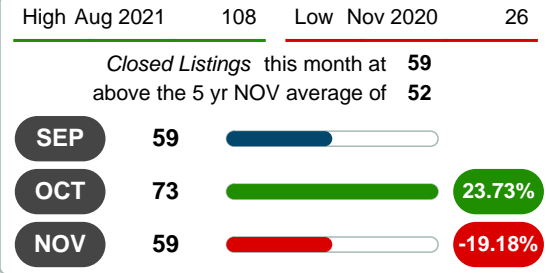


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 52



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.39%	72.0	2	0	0	0
\$25,001 - \$75,000	11	18.64%	50.6	8	2	1	0
\$75,001 - \$125,000	10	16.95%	23.7	3	6	1	0
\$125,001 - \$175,000	10	16.95%	29.1	2	5	3	0
\$175,001 - \$250,000	12	20.34%	34.3	0	10	2	0
\$250,001 - \$425,000	8	13.56%	18.5	1	4	3	0
\$425,001 and up	6	10.17%	60.7	0	3	1	2
<b>Total Closed Units</b>	<b>59</b>			<b>16</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,987,900</b>	<b>100%</b>	<b>36.5</b>	<b>1.33M</b>	<b>6.55M</b>	<b>2.41M</b>	<b>1.70M</b>
<b>Average Closed Price</b>	<b>\$203,185</b>			<b>\$82,938</b>	<b>\$218,347</b>	<b>\$219,136</b>	<b>\$850,000</b>

# November 2022



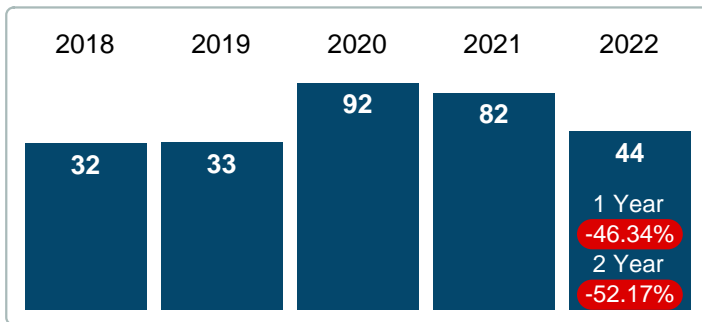
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



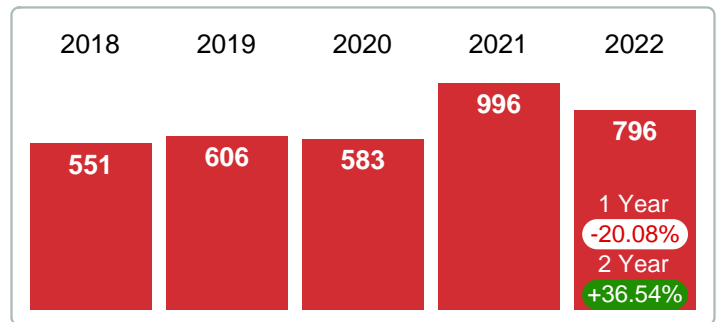
## PENDING LISTINGS

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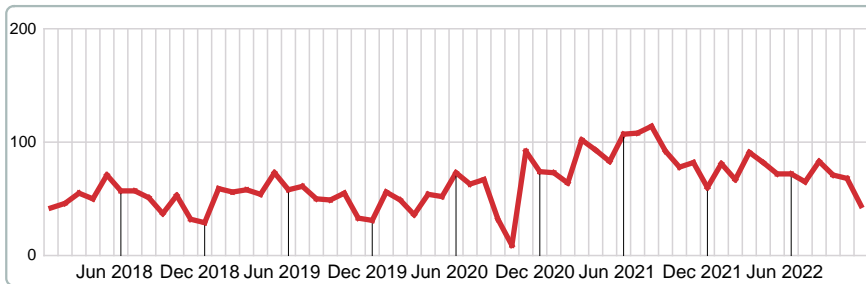
### NOVEMBER



### YEAR TO DATE (YTD)

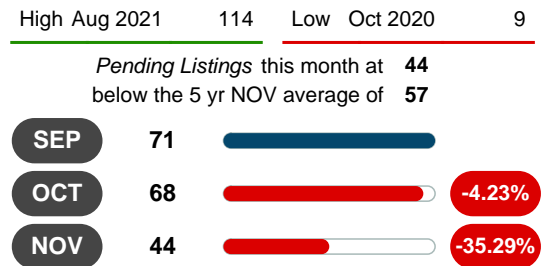


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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
\$60,000 and less	4	9.09%	63.0	2	2	0	0
\$60,001 - \$80,000	6	13.64%	97.2	4	1	1	0
\$80,001 - \$110,000	5	11.36%	115.6	3	2	0	0
\$110,001 - \$190,000	12	27.27%	61.1	5	7	0	0
\$190,001 - \$230,000	6	13.64%	56.7	0	4	2	0
\$230,001 - \$390,000	7	15.91%	16.7	1	5	1	0
\$390,001 and up	4	9.09%	63.3	1	3	0	0
<b>Total Pending Units</b>	<b>44</b>			<b>16</b>	<b>24</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>9,449,800</b>	<b>100%</b>	<b>44.0</b>	<b>2.09M</b>	<b>6.49M</b>	<b>863.50K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$119,133</b>			<b>\$130,875</b>	<b>\$270,513</b>	<b>\$215,875</b>	<b>\$0</b>

# November 2022



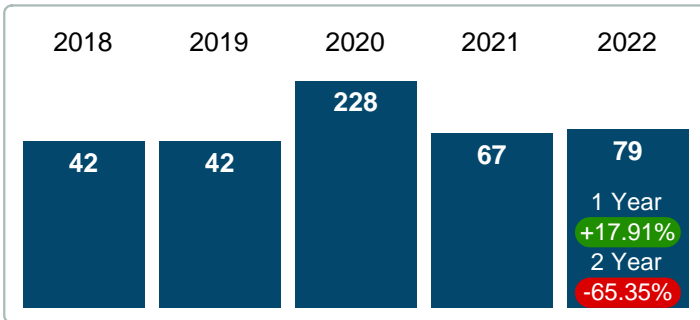
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



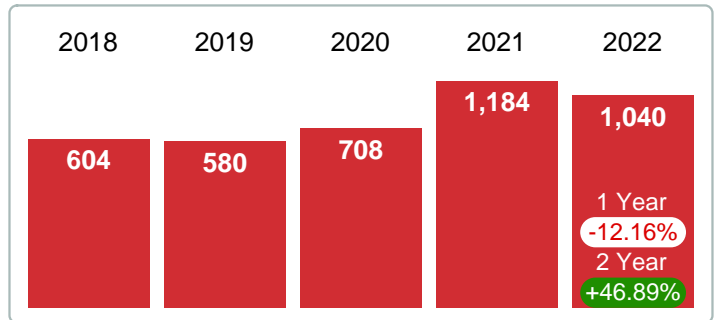
## NEW LISTINGS

Report produced on Dec 12, 2022 for MLS Technology Inc.

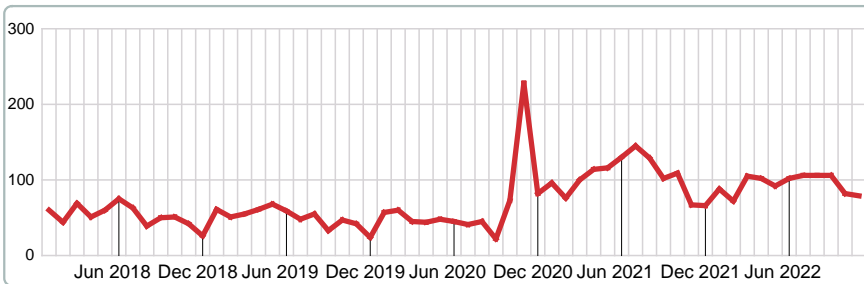
### NOVEMBER



### YEAR TO DATE (YTD)

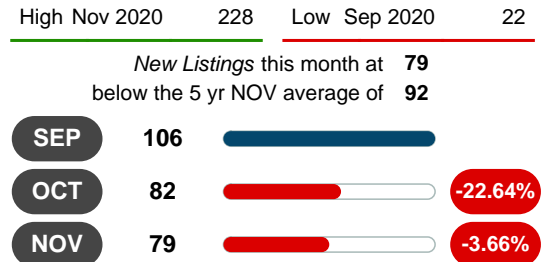


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 92



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	8.86%	6	1	0	0
\$60,001 - \$120,000	10	12.66%	5	4	1	0
\$120,001 - \$170,000	12	15.19%	3	8	0	1
\$170,001 - \$250,000	20	25.32%	4	14	2	0
\$250,001 - \$340,000	11	13.92%	1	6	3	1
\$340,001 - \$510,000	11	13.92%	0	7	4	0
\$510,001 and up	8	10.13%	0	5	2	1
<b>Total New Listed Units</b>	<b>79</b>		<b>19</b>	<b>45</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>26,686,298</b>	<b>100%</b>	<b>2.30M</b>	<b>18.59M</b>	<b>4.20M</b>	<b>1.60M</b>
<b>Average New Listed Listing Price</b>	<b>\$50,000</b>		<b>\$120,884</b>	<b>\$413,129</b>	<b>\$349,725</b>	<b>\$534,000</b>

# November 2022



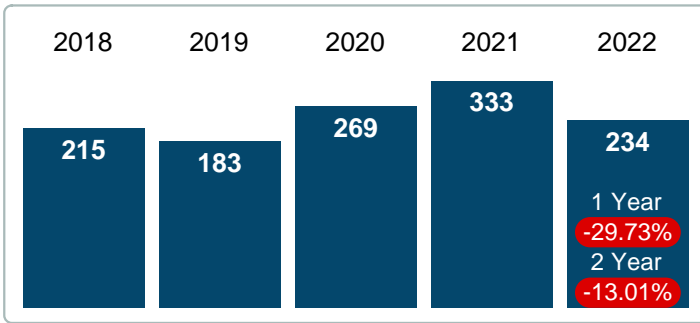
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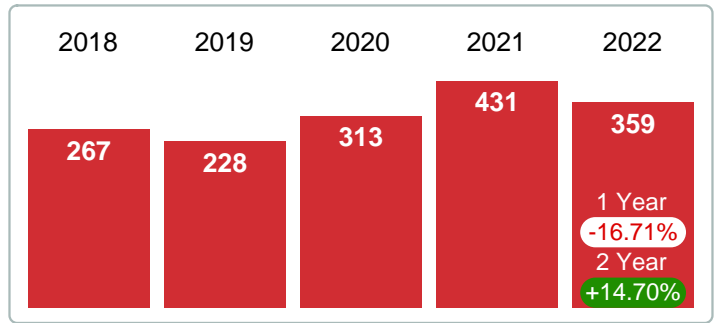
## ACTIVE INVENTORY

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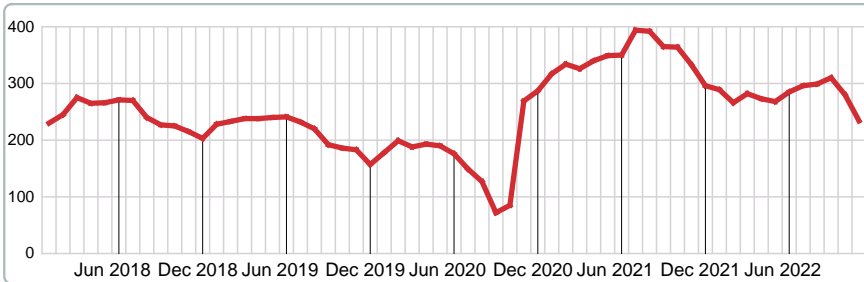
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

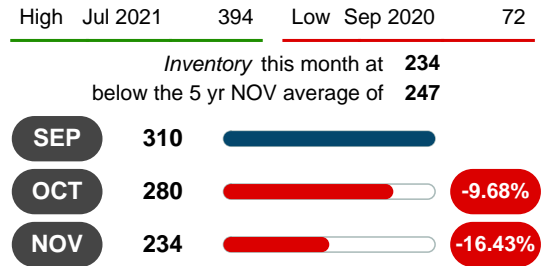


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 247



## 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	18	7.69%	79.6	12	5	1	0
\$50,001 - \$125,000	33	14.10%	78.1	11	17	4	1
\$125,001 - \$175,000	35	14.96%	66.7	5	29	1	0
\$175,001 - \$275,000	59	25.21%	60.7	7	41	10	1
\$275,001 - \$375,000	37	15.81%	81.2	5	21	9	2
\$375,001 - \$550,000	28	11.97%	88.0	1	20	5	2
\$550,001 and up	24	10.26%	101.3	1	13	6	4
Total Active Inventory by Units		234		42	146	36	10
Total Active Inventory by Volume		75,458,492	100%	6.35M	46.73M	15.54M	6.84M
Average Active Inventory Listing Price		\$322,472		\$151,255	\$320,082	\$431,550	\$683,800

# November 2022



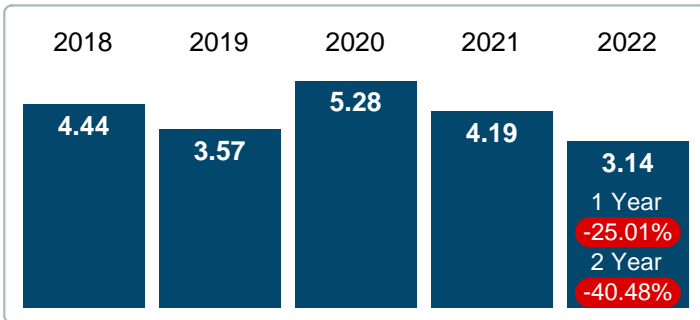
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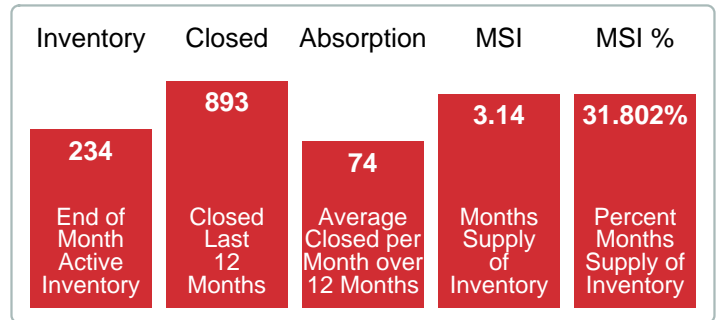
## MONTHS SUPPLY of INVENTORY (MSI)

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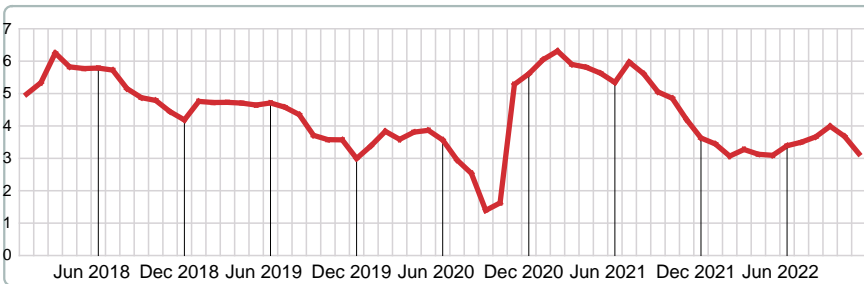
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

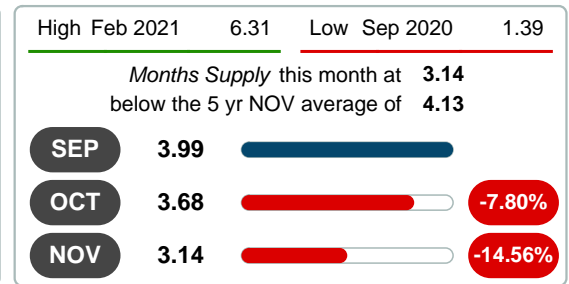


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.13



### 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	18	7.69%	2.57	2.36	2.86	12.00	0.00
\$50,001 - \$125,000	33	14.10%	1.82	1.50	1.76	4.00	12.00
\$125,001 - \$175,000	35	14.96%	2.47	1.54	3.28	0.55	0.00
\$175,001 - \$275,000	59	25.21%	3.04	5.60	3.06	2.22	4.00
\$275,001 - \$375,000	37	15.81%	5.16	8.57	6.30	3.09	6.00
\$375,001 - \$550,000	28	11.97%	4.60	2.00	6.67	2.50	3.43
\$550,001 and up	24	10.26%	9.60	12.00	17.33	5.14	8.00
Market Supply of Inventory (MSI)			3.14	2.32	3.58	2.67	4.80
Total Active Inventory by Units		100%	3.14	42	146	36	10

# November 2022



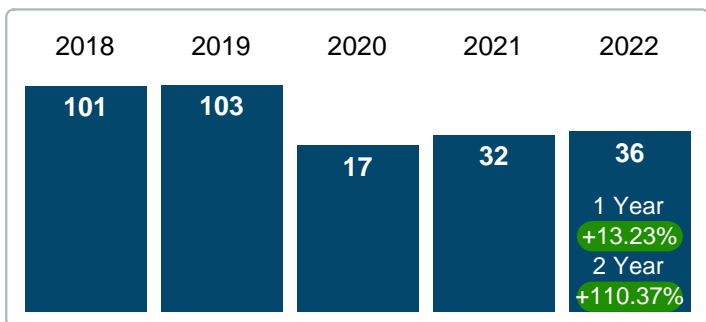
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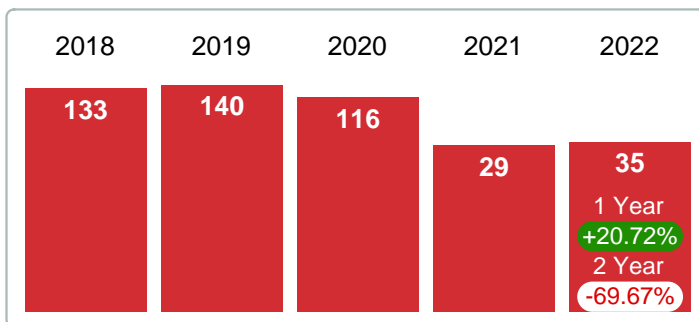
## AVERAGE DAYS ON MARKET TO SALE

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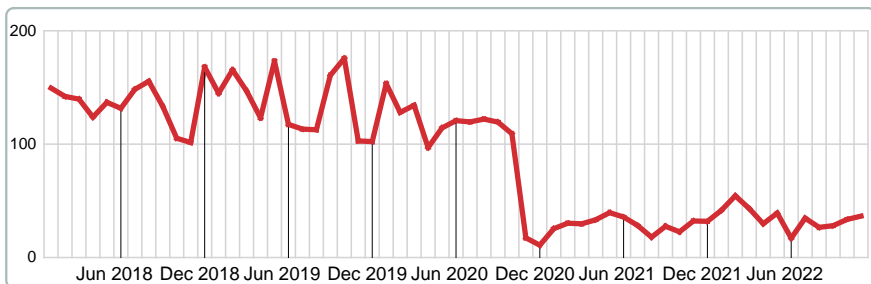
### NOVEMBER



### YEAR TO DATE (YTD)

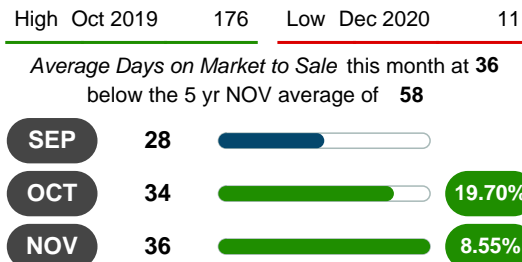


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 58



### 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
\$25,000 and less	3.39%	72	72	0	0	0
\$25,001 - \$75,000	18.64%	51	53	6	125	0
\$75,001 - \$125,000	16.95%	24	9	32	15	0
\$125,001 - \$175,000	16.95%	29	2	45	21	0
\$175,001 - \$250,000	20.34%	34	0	34	34	0
\$250,001 - \$425,000	13.56%	19	28	21	13	0
\$425,001 and up	10.17%	61	0	73	66	40
<b>Average Closed DOM</b>		<b>36</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>16</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,987,900</b>	<b>1.33M</b>	<b>6.55M</b>	<b>2.41M</b>	<b>1.70M</b>



# November 2022



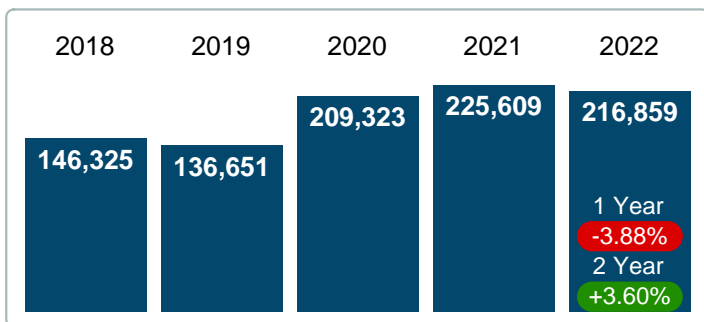
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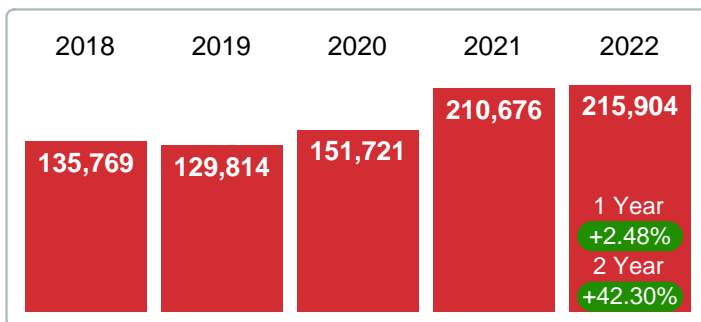
## AVERAGE LIST PRICE AT CLOSING

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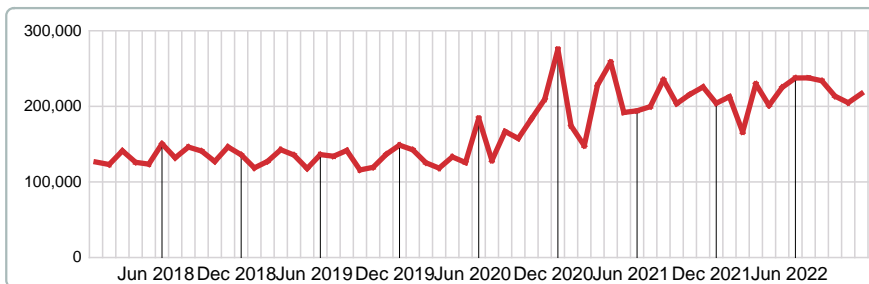
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

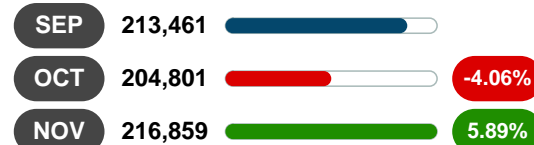


### 3 MONTHS

5 year NOV AVG = 186,954

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

Average List Price at Closing this month at **216,859** above the 5 yr NOV average of **186,954**



### 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
\$25,000 and less	3.39%	23,500	23,500	0	0	0
\$25,001 - \$75,000	16.95%	61,200	62,125	62,500	75,000	0
\$75,001 - \$125,000	16.95%	98,960	87,933	110,117	159,500	0
\$125,001 - \$175,000	16.95%	153,890	162,400	160,960	138,300	0
\$175,001 - \$250,000	18.64%	206,791	0	218,580	219,450	0
\$250,001 - \$425,000	15.25%	312,889	335,000	322,875	361,167	0
\$425,001 and up	11.86%	645,214	0	637,500	475,000	850,000
<b>Average List Price</b>		<b>216,859</b>	<b>91,725</b>	<b>232,677</b>	<b>240,618</b>	<b>850,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>216,859</b>	<b>16</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,794,700</b>	<b>1.47M</b>	<b>6.98M</b>	<b>2.65M</b>	<b>1.70M</b>



# November 2022



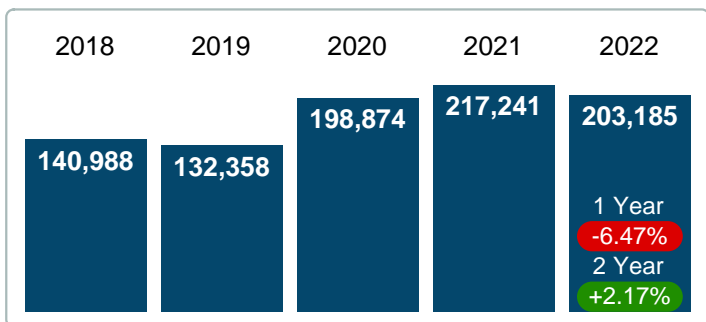
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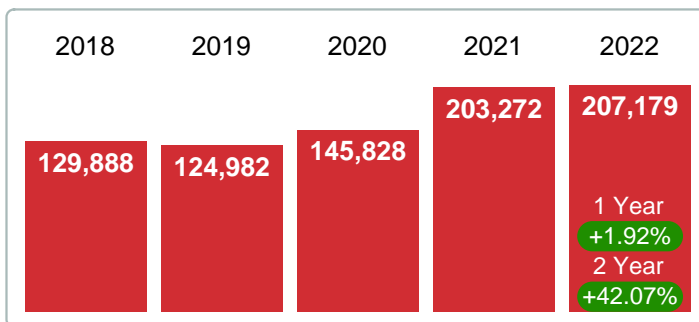
## AVERAGE SOLD PRICE AT CLOSING

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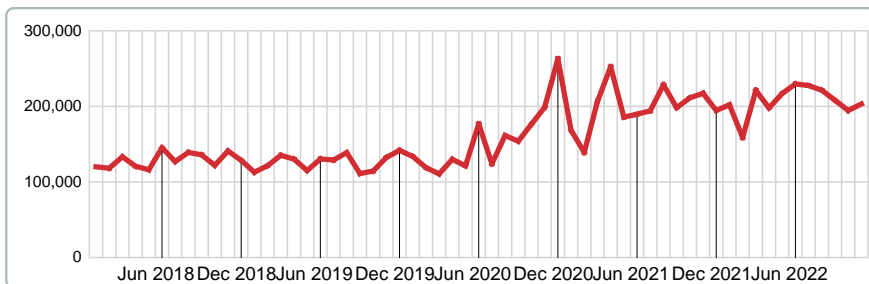
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 178,529

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

Average Sold Price at Closing this month at **203,185**  
above the 5 yr NOV average of **178,529**

- SEP: 208,024
- OCT: 194,514 (-6.49%)
- NOV: 203,185 (4.46%)

### 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
\$25,000 and less	3.39%	15,250	15,250	0	0	0
\$25,001 - \$75,000	18.64%	55,409	53,000	61,500	62,500	0
\$75,001 - \$125,000	16.95%	97,850	88,500	102,167	100,000	0
\$125,001 - \$175,000	16.95%	145,790	153,500	150,980	132,000	0
\$175,001 - \$250,000	20.34%	211,750	0	211,400	213,500	0
\$250,001 - \$425,000	13.56%	319,125	300,000	314,500	331,667	0
\$425,001 and up	10.17%	636,250	0	562,500	430,000	850,000
<b>Average Sold Price</b>		<b>203,185</b>	<b>82,938</b>	<b>218,347</b>	<b>219,136</b>	<b>850,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>203,185</b>	<b>16</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,987,900</b>	<b>1.33M</b>	<b>6.55M</b>	<b>2.41M</b>	<b>1.70M</b>

# November 2022



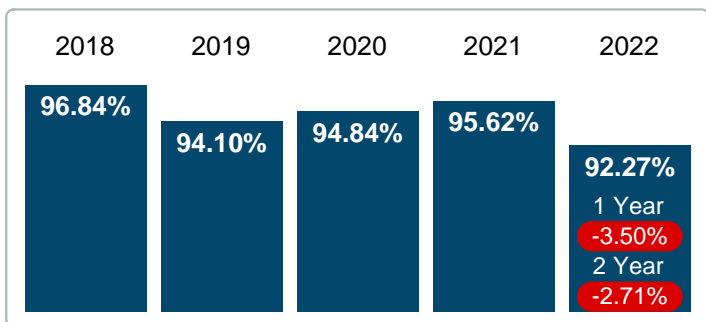
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



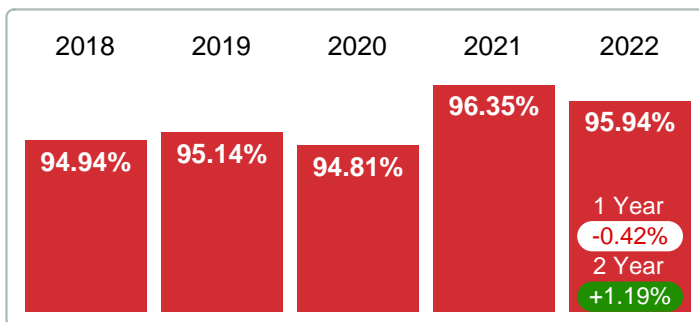
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 12, 2022 for MLS Technology Inc.

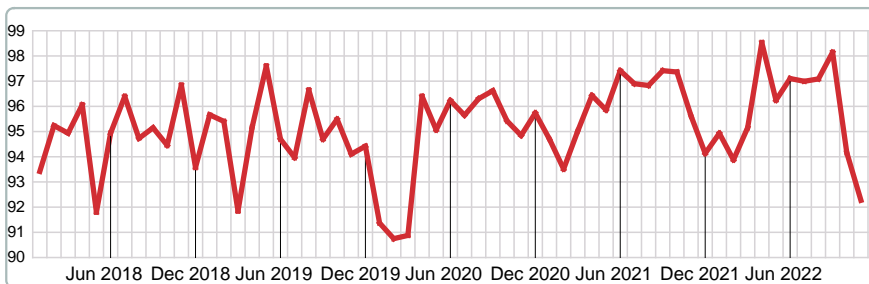
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

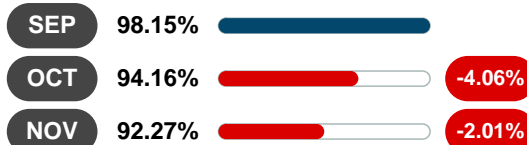


### 3 MONTHS

5 year NOV AVG = 94.74%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **92.27%** below the 5 yr NOV average of **94.74%**



## 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
\$25,000 and less	2	3.39%	66.59%	66.59%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	11	18.64%	86.71%	84.14%	98.67%	83.33%	0.00%
\$75,001 - \$125,000	10	16.95%	92.23%	100.83%	92.85%	62.70%	0.00%
\$125,001 - \$175,000	10	16.95%	94.94%	94.39%	94.40%	96.21%	0.00%
\$175,001 - \$250,000	12	20.34%	97.38%	0.00%	97.40%	97.30%	0.00%
\$250,001 - \$425,000	8	13.56%	94.80%	89.55%	98.13%	92.10%	0.00%
\$425,001 and up	6	10.17%	93.05%	0.00%	89.26%	90.53%	100.00%
Average Sold/List Ratio		92.30%		86.70%	95.36%	90.55%	100.00%
Total Closed Units		59	100%	16	30	11	2
Total Closed Volume		11,987,900		1.33M	6.55M	2.41M	1.70M

# November 2022



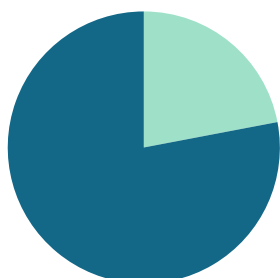
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

### INVENTORY

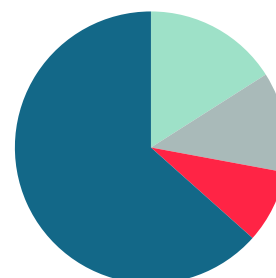


**Inventory**  
 New Listings  
**79 = 22.01%**  
 Start Inventory  
**280**  
 Total Inventory Units  
**359**  
 Volume  
**\$106,696,592**

### Market Activity

Closed Sales  
**59 = 15.99%**  
 Pending Sales  
**44 = 11.92%**  
 Other Off Market  
**32 = 8.67%**  
 Active Inventory  
**234 = 63.41%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	79	59	-25.32%	901	815	-9.54%
Pending Sales	82	44	-46.34%	996	796	-20.08%
New Listings	67	79	17.91%	1,184	1,040	-12.16%
Average List Price	225,609	216,859	-3.88%	210,676	215,904	2.48%
Average Sale Price	217,241	203,185	-6.47%	203,272	207,179	1.92%
Average Percent of Selling Price to List Price	95.62%	92.27%	-3.50%	96.35%	95.94%	-0.42%
Average Days on Market to Sale	32.23	36.49	13.23%	29.19	35.24	20.72%
Monthly Inventory	333	234	-29.73%	333	234	-29.73%
Months Supply of Inventory	4.19	3.14	-25.01%	4.19	3.14	-25.01%

**Absorption:** Last 12 months, an Average of **74** Sales/Month

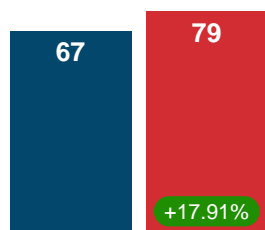
**Inventory** on November 30, 2022 = **234**

**2021** **2022**

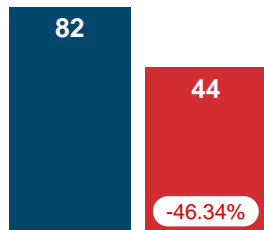
### NOVEMBER MARKET

### AVERAGE PRICES

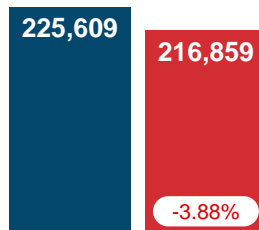
#### New Listings



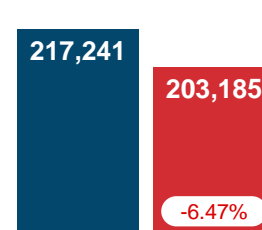
#### Pending Listings



#### List Price



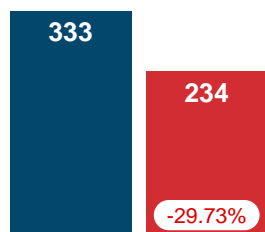
#### Sale Price



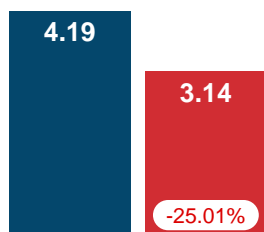
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

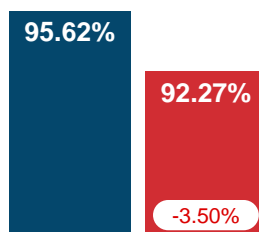
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

