

November 2022



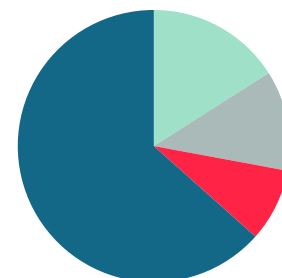
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	187,500	165,000	-12.00%
Median Sale Price	179,500	152,000	-15.32%
Median Percent of Selling Price to List Price	97.68%	93.91%	-3.86%
Median Days on Market to Sale	22.00	28.00	27.27%
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.

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 **15.32%** in November 2022 to \$152,000 versus the previous year at \$179,500.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 6.00 days or **27.27%** in November 2022 compared to last year's same month at **22.00** DOM.

Sales Success for November 2022 is Positive

Overall, with Median 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.

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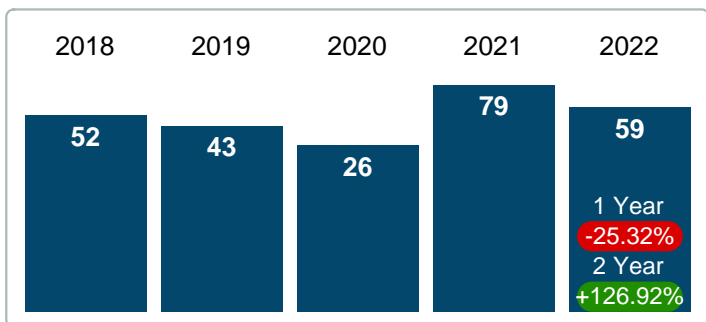
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



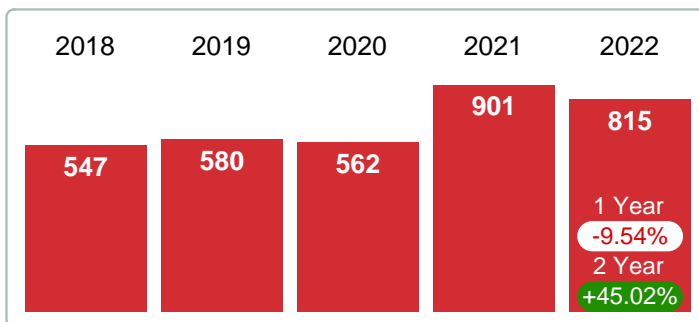
CLOSED LISTINGS

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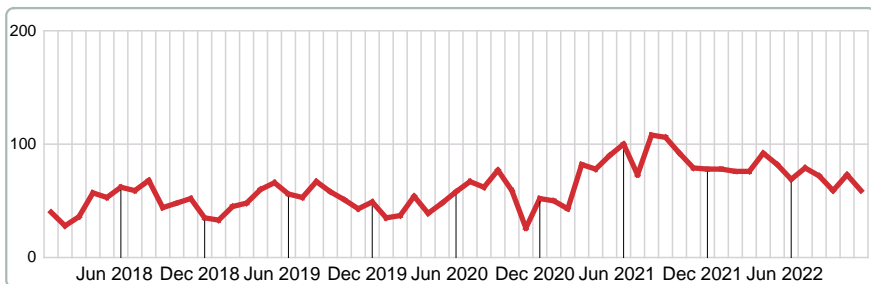
NOVEMBER



YEAR TO DATE (YTD)

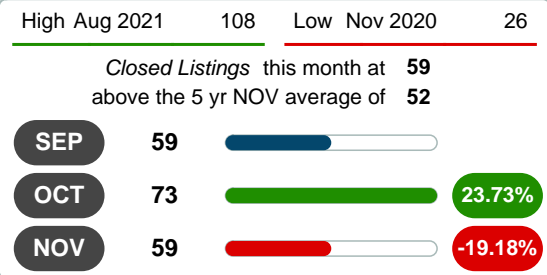


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	16.0	8	2	1	0
\$75,001 - \$125,000	10	16.95%	20.0	3	6	1	0
\$125,001 - \$175,000	10	16.95%	20.0	2	5	3	0
\$175,001 - \$250,000	12	20.34%	34.0	0	10	2	0
\$250,001 - \$425,000	8	13.56%	18.5	1	4	3	0
\$425,001 and up	6	10.17%	53.0	0	3	1	2
Total Closed Units	59			16	30	11	2
Total Closed Volume	11,987,900	100%	28.0	1.33M	6.55M	2.41M	1.70M
Median Closed Price	\$152,000			\$66,500	\$185,000	\$200,000	\$850,000

November 2022



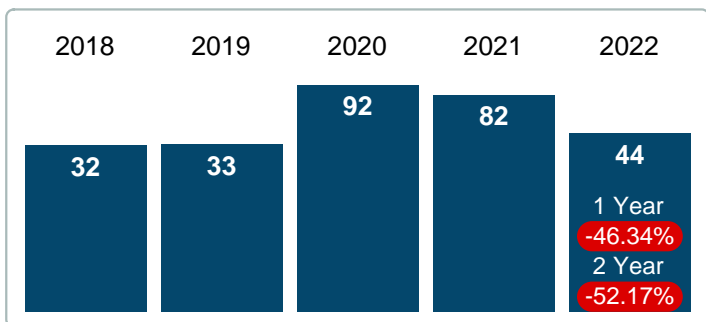
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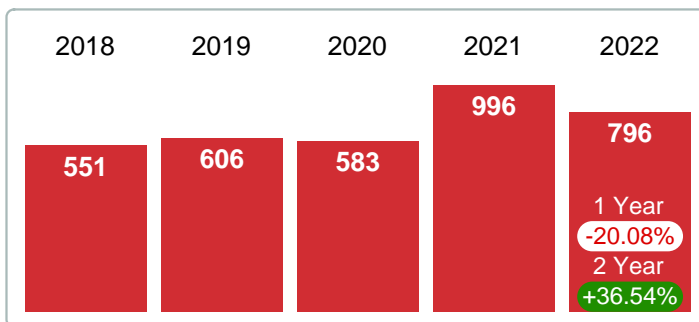
PENDING LISTINGS

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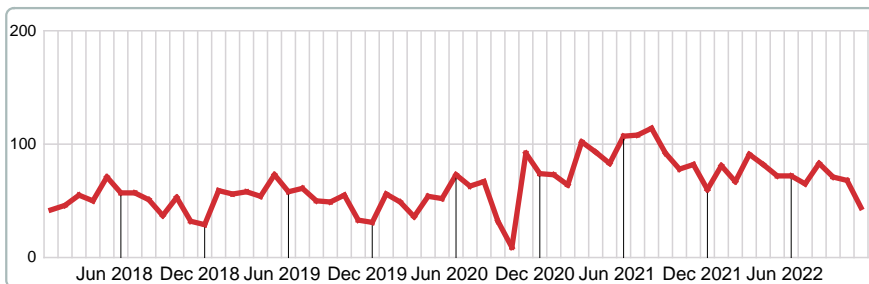
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 44
below the 5 yr NOV average of 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.09%	39.5	2	2	0	0
\$50,001 - \$75,000	4	9.09%	131.5	2	1	1	0
\$75,001 - \$100,000	6	13.64%	41.5	4	2	0	0
\$100,001 - \$175,000	10	22.73%	56.5	5	5	0	0
\$175,001 - \$225,000	8	18.18%	67.5	1	5	2	0
\$225,001 - \$375,000	7	15.91%	11.0	1	6	0	0
\$375,001 and up	5	11.36%	16.0	1	3	1	0
Total Pending Units	44			16	24	4	0
Total Pending Volume	9,449,800	100%	41.5	2.09M	6.49M	863.50K	0.00B
Median Listing Price	\$164,500			\$104,000	\$193,250	\$204,250	\$0

November 2022



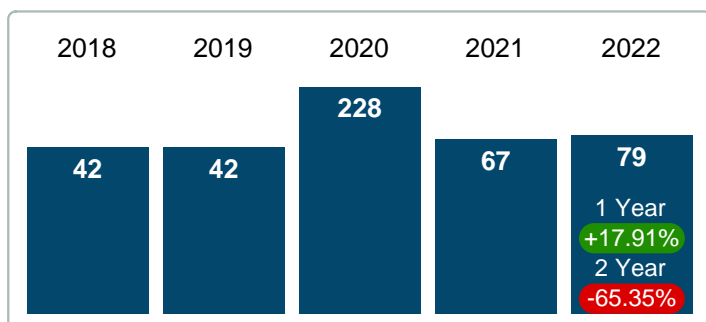
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



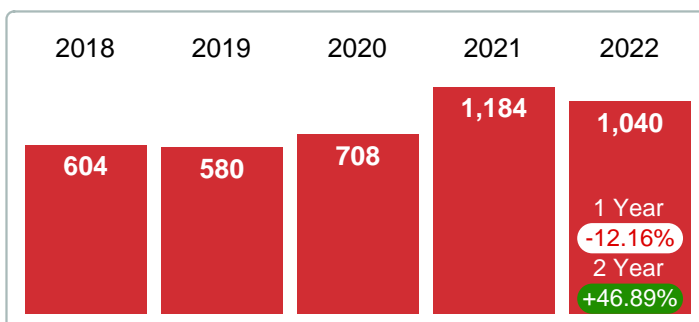
NEW LISTINGS

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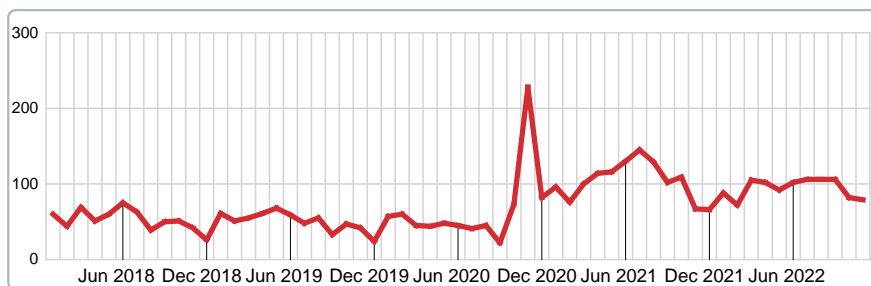
NOVEMBER



YEAR TO DATE (YTD)

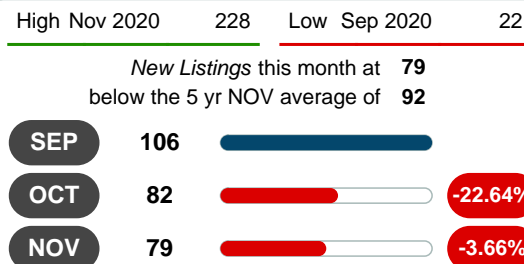


5 YEAR MARKET ACTIVITY TRENDS



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
\$50,000 and less	4	5.06%	3	1	0	0
\$50,001 - \$125,000	14	17.72%	8	4	1	1
\$125,001 - \$150,000	7	8.86%	3	4	0	0
\$150,001 - \$250,000	24	30.38%	4	18	2	0
\$250,001 - \$325,000	10	12.66%	1	5	3	1
\$325,001 - \$500,000	12	15.19%	0	8	4	0
\$500,001 and up	8	10.13%	0	5	2	1
Total New Listed Units	79		19	45	12	3
Total New Listed Volume	26,686,298	100%	2.30M	18.59M	4.20M	1.60M
Median New Listed Listing Price	\$229,000		\$109,900	\$230,000	\$306,500	\$297,000

November 2022



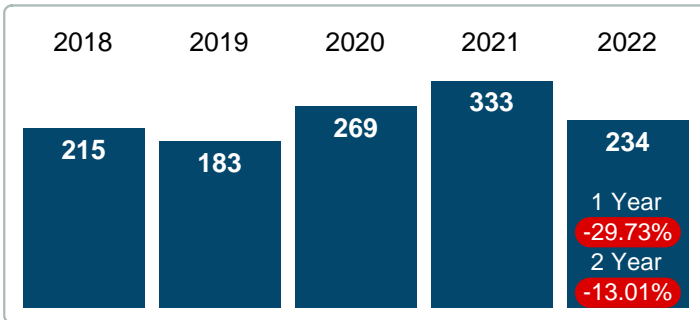
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



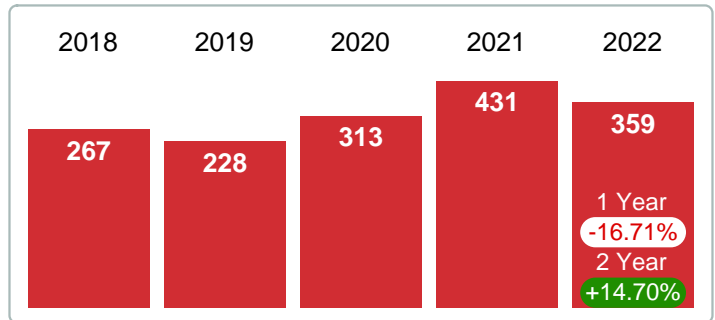
ACTIVE INVENTORY

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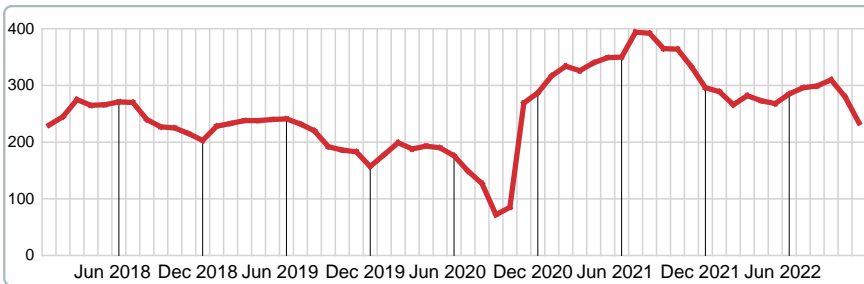
END OF NOVEMBER



ACTIVE DURING NOVEMBER

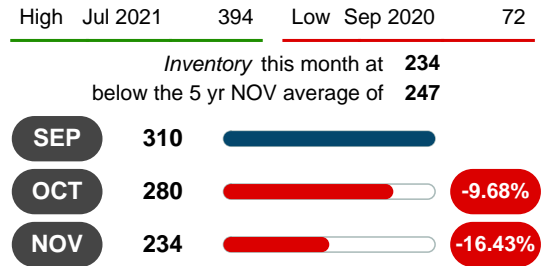


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 247



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18	7.69%	74.5	12	5	1	0
\$50,001 - \$125,000	33	14.10%	69.0	11	17	4	1
\$125,001 - \$175,000	35	14.96%	65.0	5	29	1	0
\$175,001 - \$275,000	59	25.21%	43.0	7	41	10	1
\$275,001 - \$375,000	37	15.81%	47.0	5	21	9	2
\$375,001 - \$550,000	28	11.97%	71.5	1	20	5	2
\$550,001 and up	24	10.26%	76.0	1	13	6	4
Total Active Inventory by Units	234			42	146	36	10
Total Active Inventory by Volume	75,458,492	100%	58.0	6.35M	46.73M	15.54M	6.84M
Median Active Inventory Listing Price	\$229,250			\$102,450	\$229,000	\$289,000	\$494,000

November 2022



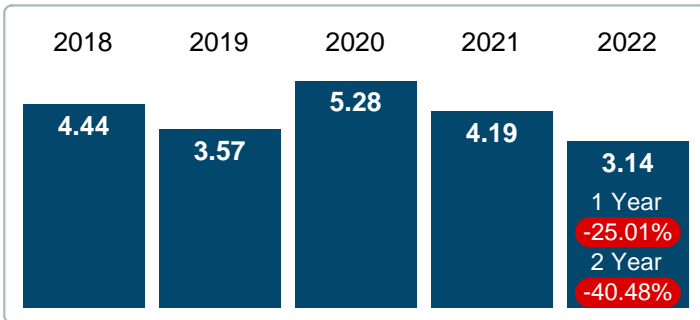
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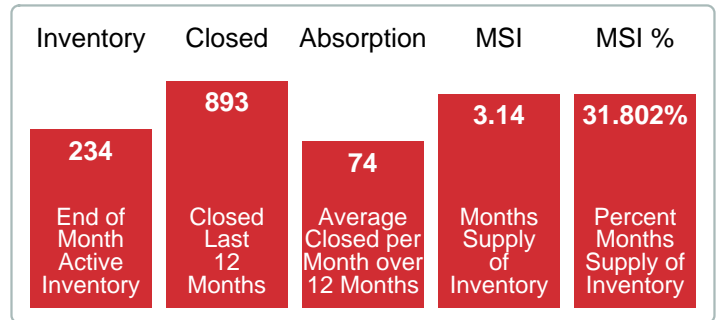
MONTHS SUPPLY of INVENTORY (MSI)

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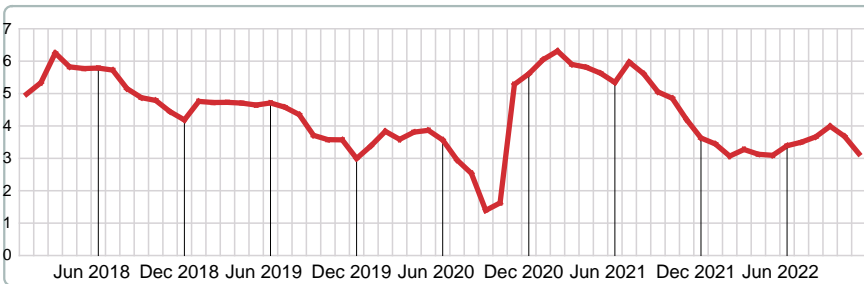
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

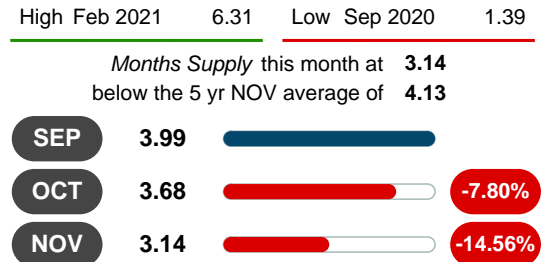


5 YEAR MARKET ACTIVITY TRENDS



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

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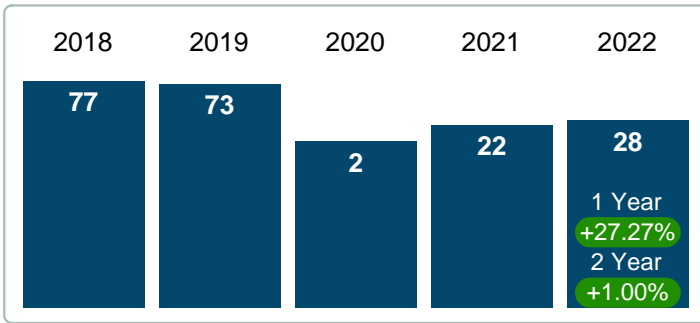
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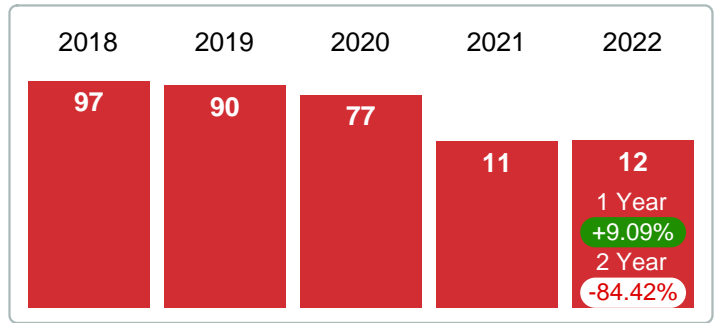
MEDIAN DAYS ON MARKET TO SALE

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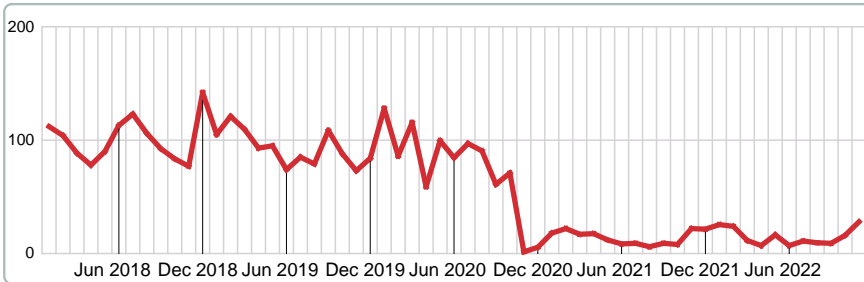
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

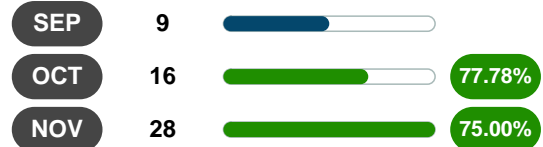


3 MONTHS

5 year NOV AVG = 40

High Dec 2018 142 Low Nov 2020 2

Median Days on Market to Sale this month at 28 below the 5 yr NOV average of 40



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
\$25,000 and less	3.39%	72	72	0	0	0
\$25,001 - \$75,000	18.64%	16	35	6	125	0
\$75,001 - \$125,000	16.95%	20	6	29	15	0
\$125,001 - \$175,000	16.95%	20	2	29	21	0
\$175,001 - \$250,000	20.34%	34	0	34	34	0
\$250,001 - \$425,000	13.56%	19	28	21	10	0
\$425,001 and up	10.17%	53	0	77	66	40
Median Closed DOM		28	15	29	27	40
Total Closed Units	100%	59	16	30	11	2
Total Closed Volume		11,987,900	1.33M	6.55M	2.41M	1.70M

November 2022



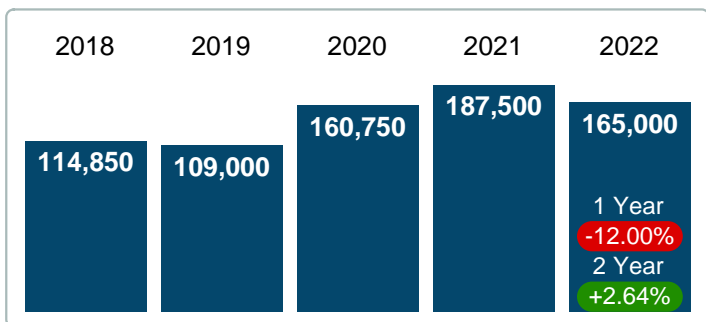
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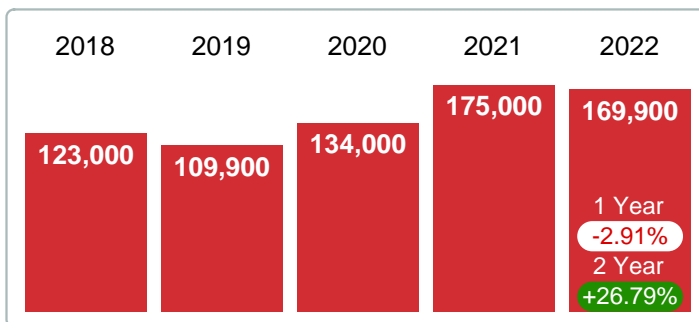
MEDIAN LIST PRICE AT CLOSING

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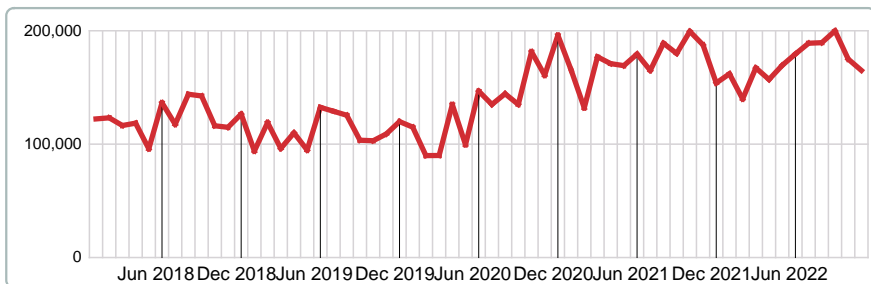
NOVEMBER



YEAR TO DATE (YTD)

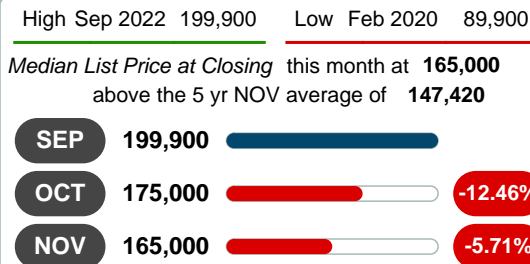


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 147,420



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
\$25,000 and less	3.39%	23,500	23,500	0	0	0
\$25,001 - \$75,000	16.95%	61,250	60,000	62,500	75,000	0
\$75,001 - \$125,000	16.95%	97,400	84,950	108,000	120,000	0
\$125,001 - \$175,000	16.95%	154,900	162,400	154,900	149,900	0
\$175,001 - \$250,000	18.64%	200,000	0	199,900	219,450	0
\$250,001 - \$425,000	15.25%	287,500	335,000	281,750	327,250	0
\$425,001 and up	11.86%	500,000	0	675,000	452,000	850,000
Median List Price		165,000	69,500	186,250	219,000	850,000
Total Closed Units	100%	165,000	16	30	11	2
Total Closed Volume		12,794,700	1.47M	6.98M	2.65M	1.70M

November 2022



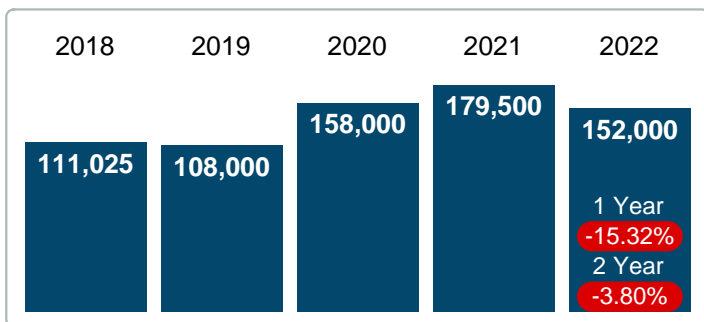
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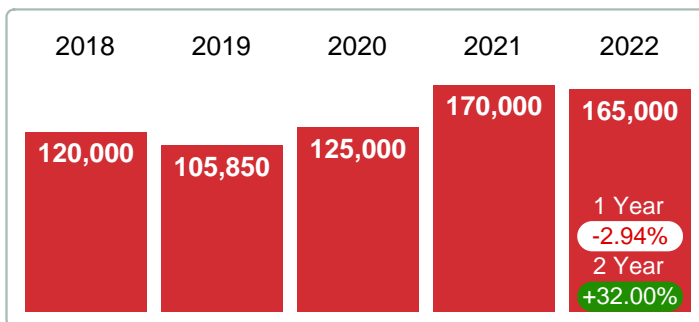
MEDIAN SOLD PRICE AT CLOSING

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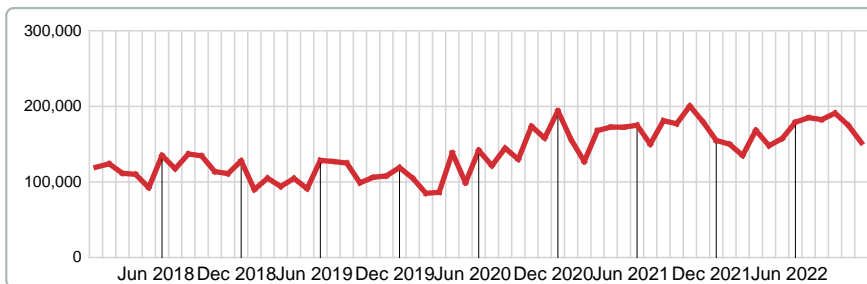
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

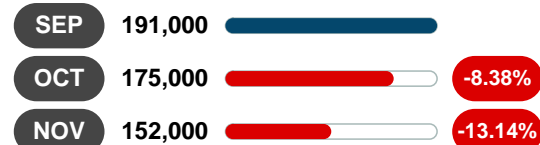


3 MONTHS

5 year NOV AVG = 141,705

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

Median Sold Price at Closing this month at 152,000 above the 5 yr NOV average of 141,705



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
\$25,000 and less	3.39%	15,250	15,250	0	0	0
\$25,001 - \$75,000	18.64%	50,000	48,000	61,500	62,500	0
\$75,001 - \$125,000	16.95%	100,000	89,000	105,500	100,000	0
\$125,001 - \$175,000	16.95%	143,500	153,500	152,000	130,000	0
\$175,001 - \$250,000	20.34%	216,500	0	216,500	213,500	0
\$250,001 - \$425,000	13.56%	320,000	300,000	312,750	340,000	0
\$425,001 and up	10.17%	512,500	0	525,000	430,000	850,000
Median Sold Price		152,000	66,500	185,000	200,000	850,000
Total Closed Units	100%	59	16	30	11	2
Total Closed Volume		11,987,900	1.33M	6.55M	2.41M	1.70M

November 2022



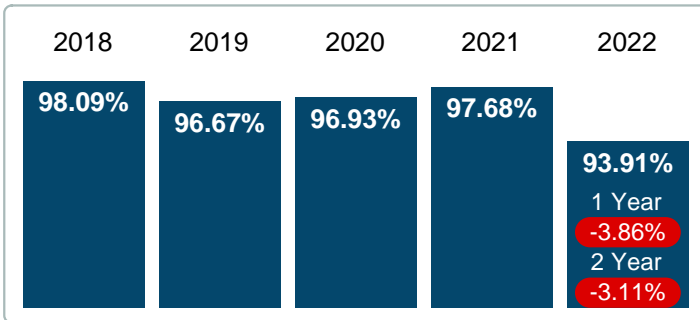
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



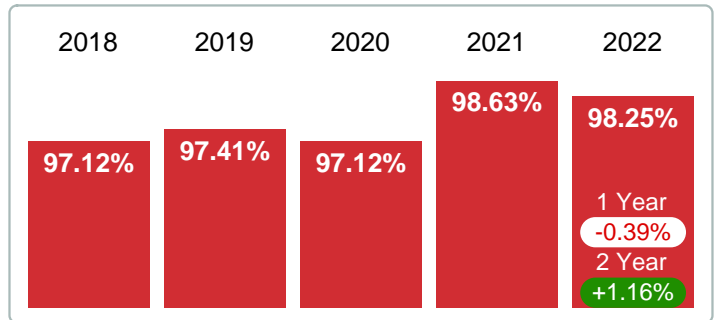
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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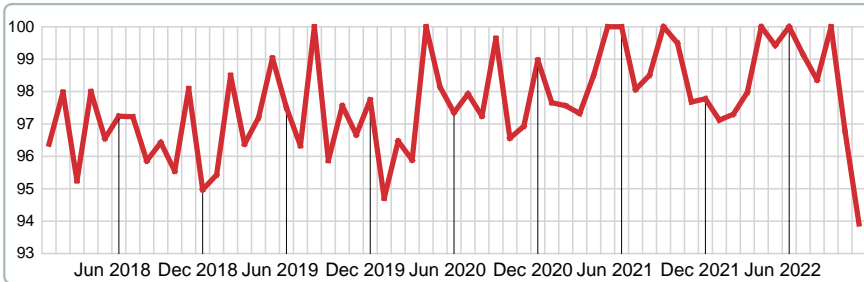
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

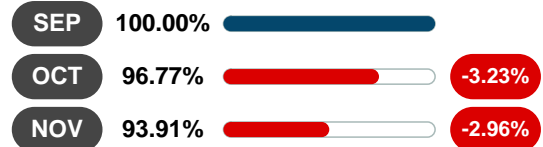


3 MONTHS

5 year NOV AVG = 96.66%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **93.91%**
 below the 5 yr NOV average of **96.66%**



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
\$25,000 and less	2	3.39%	66.59%	66.59%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	11	18.64%	90.91%	86.53%	98.67%	83.33%	0.00%
\$75,001 - \$125,000	10	16.95%	94.48%	100.10%	91.71%	62.70%	0.00%
\$125,001 - \$175,000	10	16.95%	97.04%	94.39%	98.13%	93.40%	0.00%
\$175,001 - \$250,000	12	20.34%	98.02%	0.00%	98.02%	97.30%	0.00%
\$250,001 - \$425,000	8	13.56%	93.28%	89.55%	100.35%	92.64%	0.00%
\$425,001 and up	6	10.17%	95.26%	0.00%	90.00%	90.53%	100.00%
Median Sold/List Ratio		93.91%		92.24%	97.29%	90.95%	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



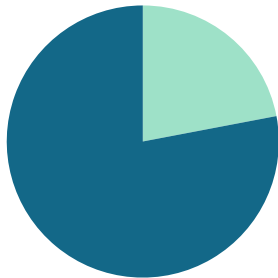
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

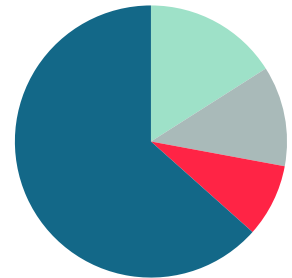


Inventory
 New Listings
79 = 22.01%
 Start Inventory
280
 Total Inventory Units
359
 Volume
\$106,696,592

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%
Median List Price	187,500	165,000	-12.00%	175,000	169,900	-2.91%
Median Sale Price	179,500	152,000	-15.32%	170,000	165,000	-2.94%
Median Percent of Selling Price to List Price	97.68%	93.91%	-3.86%	98.63%	98.25%	-0.39%
Median Days on Market to Sale	22.00	28.00	27.27%	11.00	12.00	9.09%
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

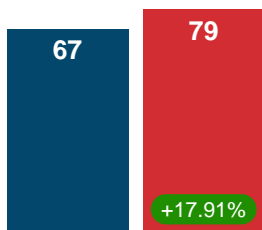
Inventory on November 30, 2022 = **234**

2021 **2022**

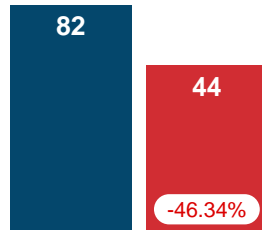
NOVEMBER MARKET

MEDIAN PRICES

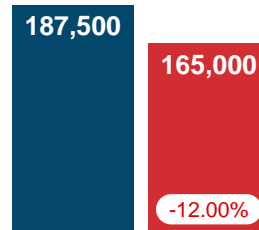
New Listings



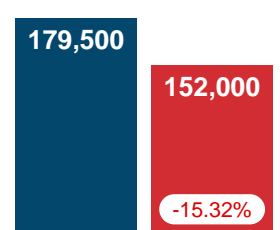
Pending Listings



List Price



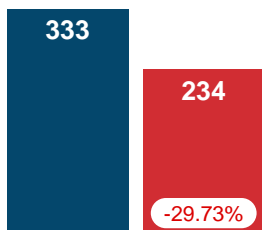
Sale Price



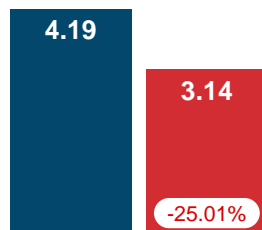
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

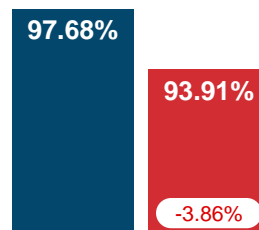
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

