

October 2022



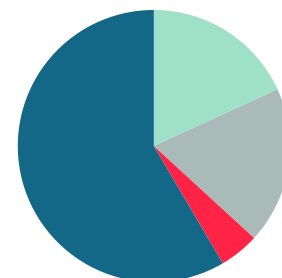
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	92	73	-20.65%
Pending Listings	78	75	-3.85%
New Listings	109	82	-24.77%
Average List Price	215,782	204,801	-5.09%
Average Sale Price	211,251	194,514	-7.92%
Average Percent of Selling Price to List Price	97.36%	94.16%	-3.29%
Average Days on Market to Sale	22.67	33.62	48.26%
End of Month Inventory	364	235	-35.44%
Months Supply of Inventory	4.85	3.09	-36.36%



■ Closed (18.16%)
■ Pending (18.66%)
■ Other OffMarket (4.73%)
■ Active (58.46%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of October 31, 2022 = **235**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **35.44%** to 235 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **3.09** 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 **7.92%** in October 2022 to \$194,514 versus the previous year at \$211,251.

Average Days on Market Lengthens

The average number of **33.62** days that homes spent on the market before selling increased by 10.94 days or **48.26%** in October 2022 compared to last year's same month at **22.67** DOM.

Sales Success for October 2022 is Positive

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

There were 82 New Listings in October 2022, down **24.77%** from last year at 109. Furthermore, there were 73 Closed Listings this month versus last year at 92, a **-20.65%** decrease.

Closed versus Listed trends yielded a **89.0%** ratio, up from previous year's, October 2021, at **84.4%**, a **5.47%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

October 2022



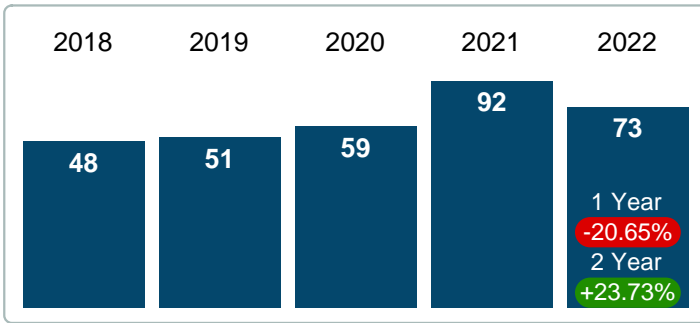
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



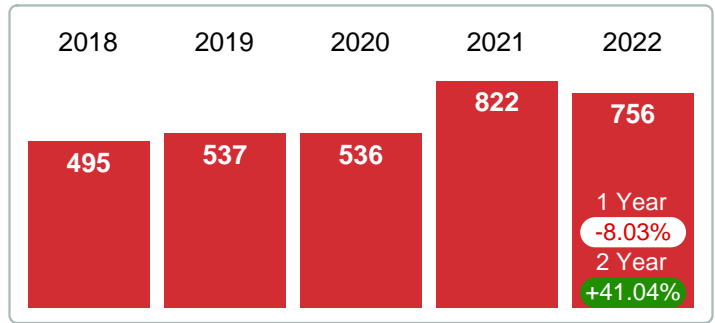
CLOSED LISTINGS

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

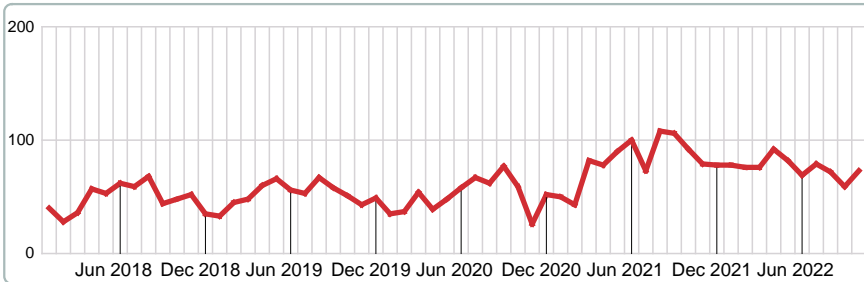
OCTOBER



YEAR TO DATE (YTD)

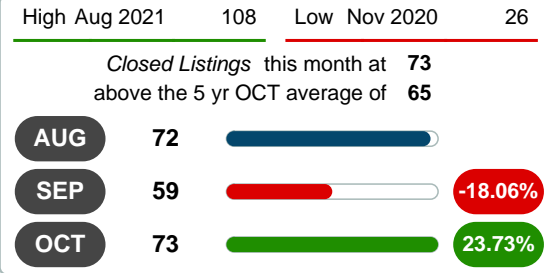


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 65



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	3	4.11%	3.3	3	0	0	0
\$25,001 - \$50,000	7	9.59%	17.1	6	1	0	0
\$50,001 - \$100,000	14	19.18%	22.2	7	6	1	0
\$100,001 - \$200,000	20	27.40%	40.3	6	13	1	0
\$200,001 - \$250,000	7	9.59%	11.4	0	7	0	0
\$250,001 - \$375,000	13	17.81%	37.3	1	8	4	0
\$375,001 and up	9	12.33%	71.3	0	6	3	0
Total Closed Units	73			23	41	9	0
Total Closed Volume	14,199,500	100%	33.6	1.93M	9.32M	2.94M	0.00B
Average Closed Price	\$194,514			\$84,104	\$227,368	\$327,000	\$0

October 2022



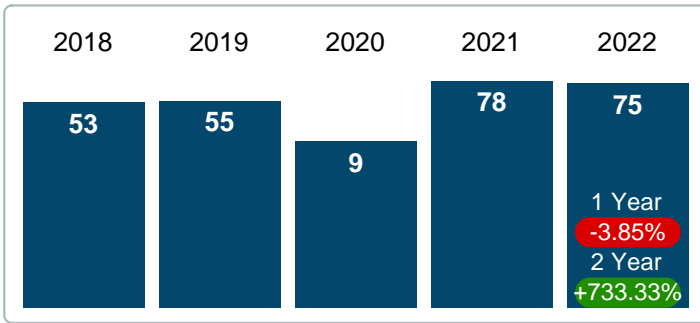
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



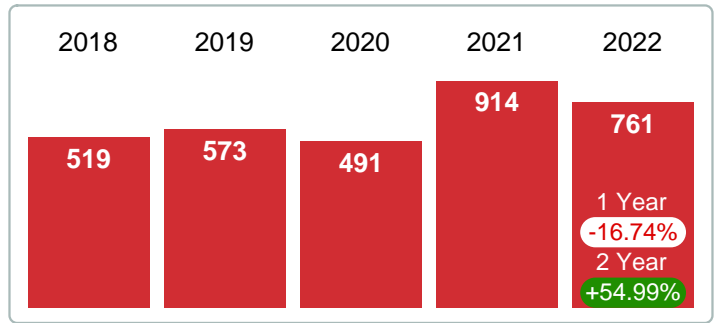
PENDING LISTINGS

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

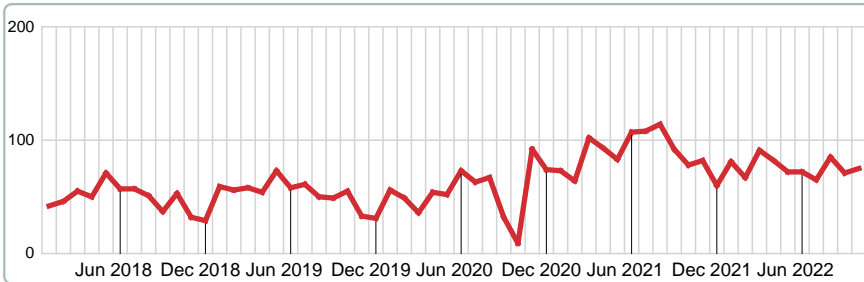
OCTOBER



YEAR TO DATE (YTD)

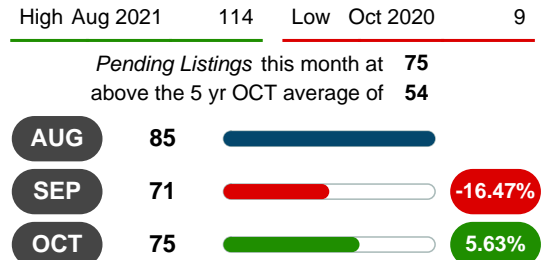


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 54



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	6	8.00%	48.5	5	1	0	0
\$50,001 - \$75,000	6	8.00%	113.3	3	1	1	1
\$75,001 - \$125,000	14	18.67%	46.1	4	9	1	0
\$125,001 - \$200,000	19	25.33%	44.6	3	13	3	0
\$200,001 - \$275,000	10	13.33%	30.7	1	8	0	1
\$275,001 - \$375,000	12	16.00%	59.8	1	8	3	0
\$375,001 and up	8	10.67%	76.0	0	4	2	2
Total Pending Units	75			17	44	10	4
Total Pending Volume	16,407,799	100%	50.4	1.72M	10.90M	2.60M	1.18M
Average Listing Price	\$155,740			\$101,300	\$247,689	\$260,440	\$295,750

October 2022



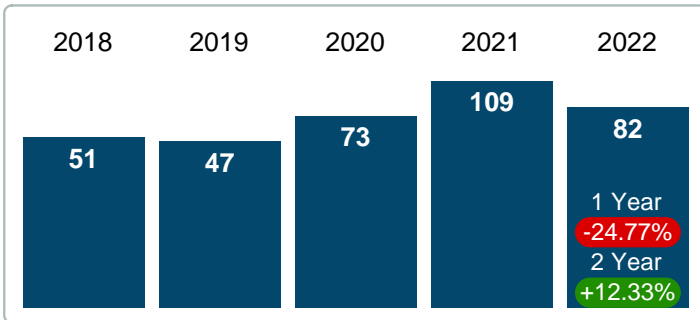
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



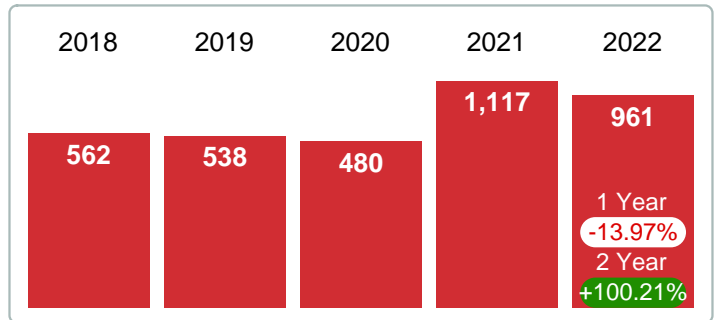
NEW LISTINGS

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

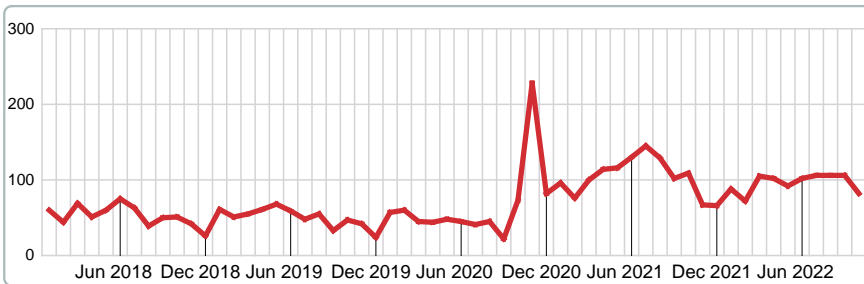
OCTOBER



YEAR TO DATE (YTD)

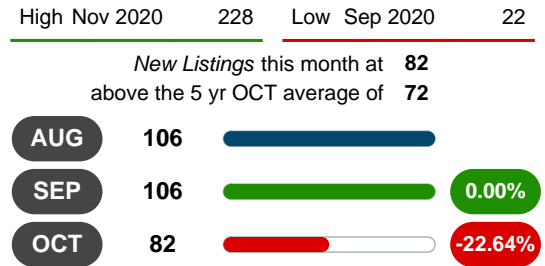


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	8.54%	6	1	0	0
\$70,001 - \$130,000	10	12.20%	4	4	2	0
\$130,001 - \$180,000	12	14.63%	2	7	3	0
\$180,001 - \$260,000	21	25.61%	4	13	3	1
\$260,001 - \$290,000	11	13.41%	2	7	2	0
\$290,001 - \$430,000	12	14.63%	1	6	2	3
\$430,001 and up	9	10.98%	1	6	2	0
Total New Listed Units	82		20	44	14	4
Total New Listed Volume	20,019,895	100%	3.26M	11.95M	3.49M	1.33M
Average New Listed Listing Price	\$64,500		\$162,750	\$271,645	\$249,036	\$331,500

October 2022



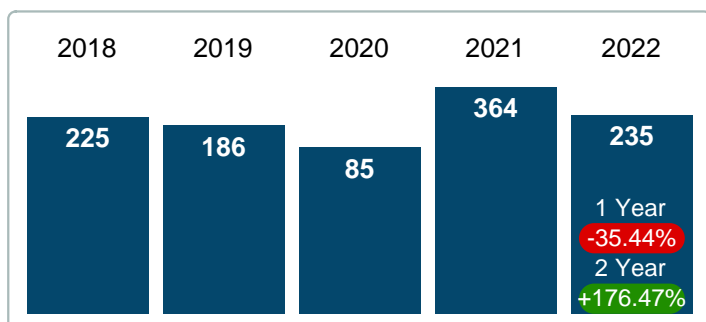
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



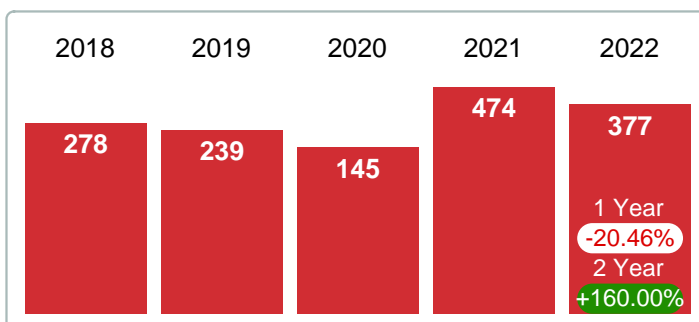
ACTIVE INVENTORY

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

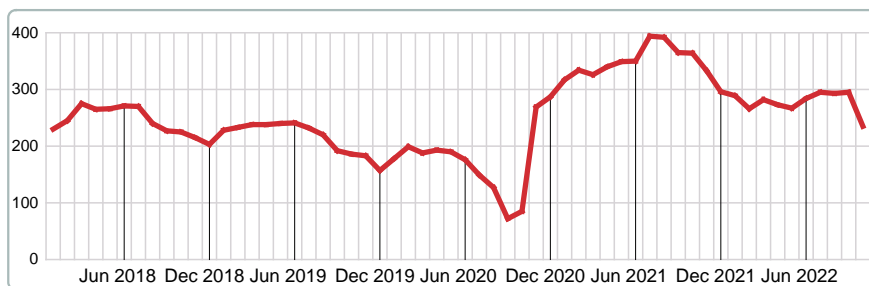
END OF OCTOBER



ACTIVE DURING OCTOBER

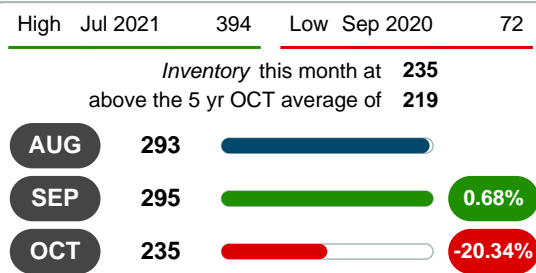


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 219



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	17	7.23%	69.5	11	5	1	0
\$50,001 - \$100,000	32	13.62%	104.2	21	10	1	0
\$100,001 - \$150,000	28	11.91%	74.6	7	16	5	0
\$150,001 - \$275,000	70	29.79%	69.5	7	48	14	1
\$275,001 - \$375,000	35	14.89%	74.3	6	21	6	2
\$375,001 - \$525,000	27	11.49%	80.9	2	16	7	2
\$525,001 and up	26	11.06%	102.0	1	16	4	5
Total Active Inventory by Units				55	132	38	10
Total Active Inventory by Volume				7.95M	40.12M	14.94M	7.30M
Average Active Inventory Listing Price				\$144,538	\$303,955	\$393,074	\$729,500

October 2022



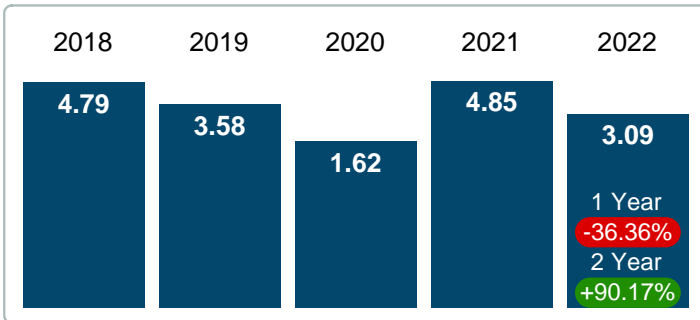
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



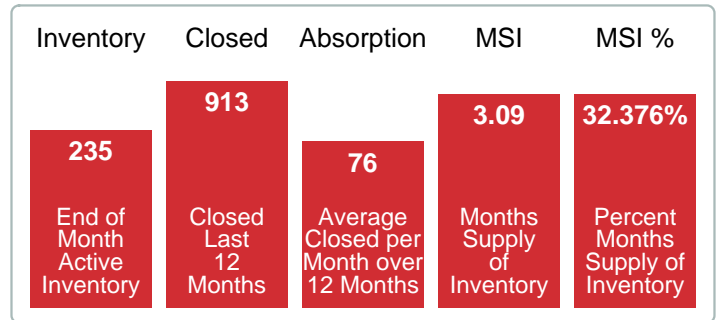
MONTHS SUPPLY of INVENTORY (MSI)

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

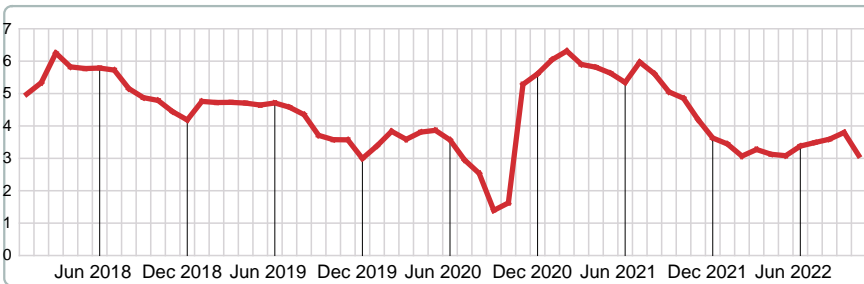
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

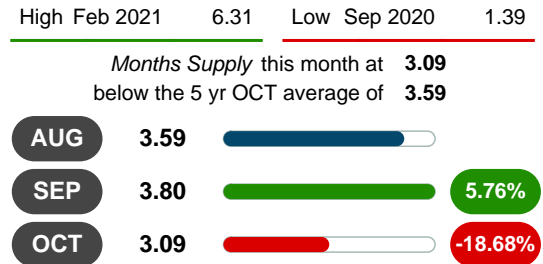


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.59



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	17	7.23%	2.55	2.44	2.61	6.00	0.00
\$50,001 - \$100,000	32	13.62%	2.74	3.71	1.88	1.71	0.00
\$100,001 - \$150,000	28	11.91%	1.77	1.65	1.64	3.16	0.00
\$150,001 - \$275,000	70	29.79%	2.76	2.90	2.76	2.71	3.00
\$275,001 - \$375,000	35	14.89%	4.62	12.00	5.73	1.95	6.00
\$375,001 - \$525,000	27	11.49%	4.70	3.43	5.33	3.82	6.00
\$525,001 and up	26	11.06%	8.00	12.00	16.00	2.53	8.57
Market Supply of Inventory (MSI)			3.09	3.06	3.14	2.71	5.00
Total Active Inventory by Units		100%	3.09	55	132	38	10

October 2022



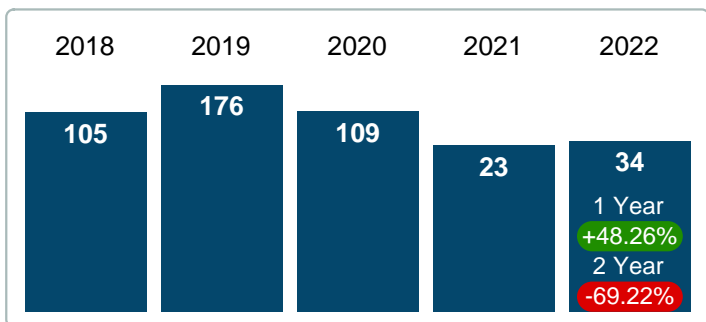
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



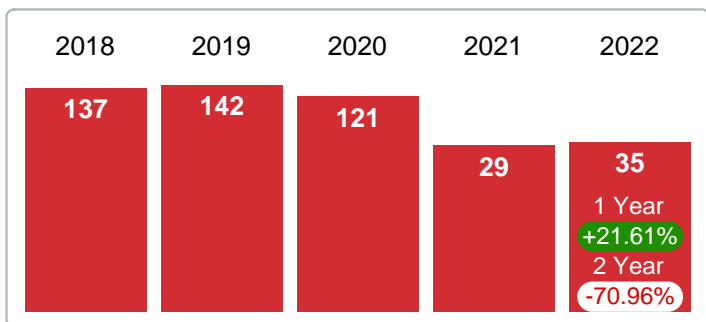
AVERAGE DAYS ON MARKET TO SALE

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

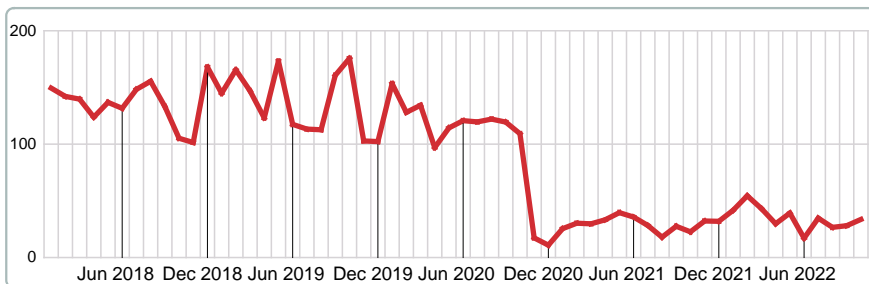
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 89

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 34 below the 5 yr OCT average of 89



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	4.11%	3	3	0	0	0
\$25,001 - \$50,000	9.59%	17	20	3	0	0
\$50,001 - \$100,000	19.18%	22	20	28	4	0
\$100,001 - \$200,000	27.40%	40	18	48	71	0
\$200,001 - \$250,000	9.59%	11	0	11	0	0
\$250,001 - \$375,000	17.81%	37	139	28	31	0
\$375,001 and up	12.33%	71	0	82	50	0
Average Closed DOM		34	22	39	39	0
Total Closed Units	100%	73	23	41	9	0
Total Closed Volume		14,199,500	1.93M	9.32M	2.94M	0.00B

October 2022



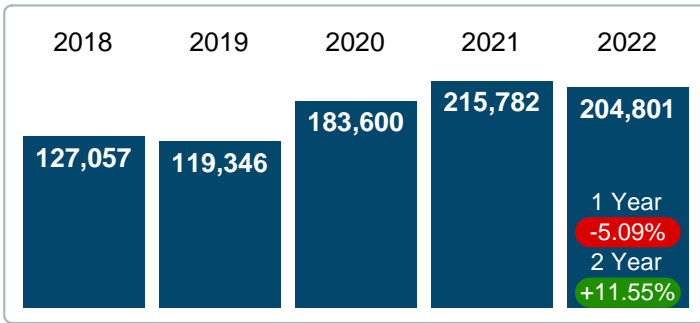
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



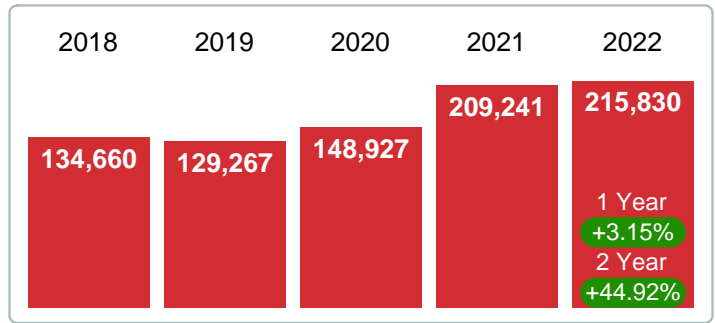
AVERAGE LIST PRICE AT CLOSING

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

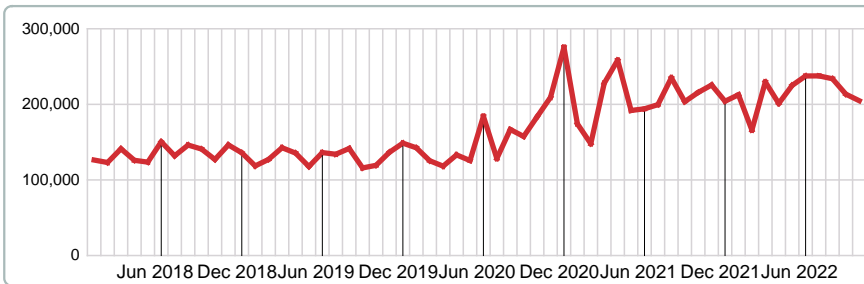
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

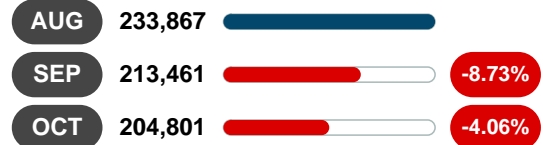


3 MONTHS

5 year OCT AVG = 170,117

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

Average List Price at Closing this month at **204,801**
above the 5 yr OCT average of **170,117**



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	4.11%	18,333	18,333	0	0	0
\$25,001 - \$50,000	6.85%	37,380	44,317	35,000	0	0
\$50,001 - \$100,000	20.55%	74,807	80,871	76,167	89,000	0
\$100,001 - \$200,000	28.77%	157,619	144,067	166,854	189,500	0
\$200,001 - \$250,000	9.59%	219,000	0	216,571	0	0
\$250,001 - \$375,000	17.81%	314,738	375,000	304,600	319,950	0
\$375,001 and up	12.33%	516,878	0	521,150	508,333	0
Average List Price		204,801	92,452	237,580	342,589	0
Total Closed Units	100%	204,801	23	41	9	
Total Closed Volume		14,950,500	2.13M	9.74M	3.08M	0.00B

October 2022



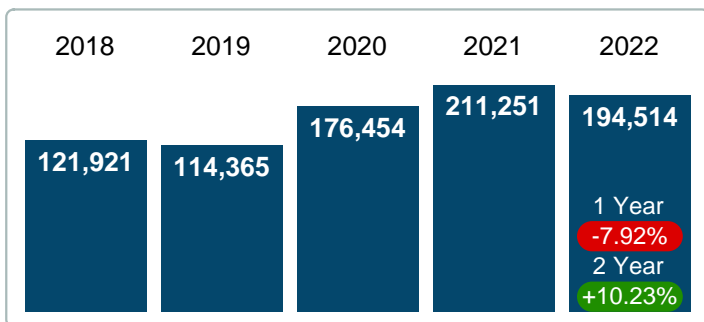
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



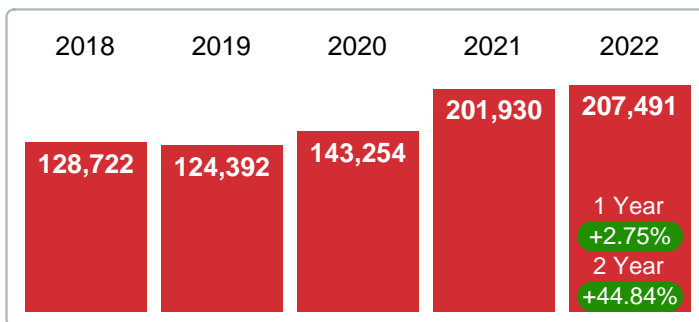
AVERAGE SOLD PRICE AT CLOSING

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

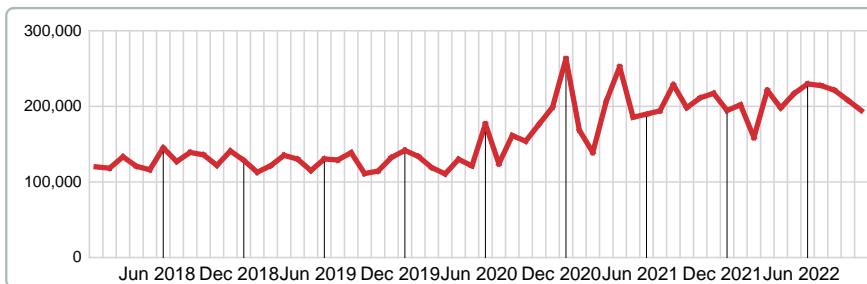
OCTOBER



YEAR TO DATE (YTD)

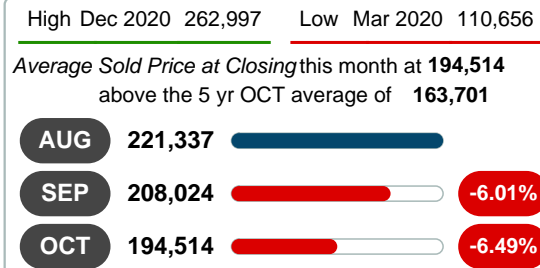


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 163,701



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	4.11%	16,667	16,667	0	0	0
\$25,001 - \$50,000	9.59%	39,414	40,983	30,000	0	0
\$50,001 - \$100,000	19.18%	69,000	68,071	66,750	89,000	0
\$100,001 - \$200,000	27.40%	156,985	143,667	160,977	185,000	0
\$200,001 - \$250,000	9.59%	218,143	0	218,143	0	0
\$250,001 - \$375,000	17.81%	290,685	300,000	280,363	309,000	0
\$375,001 and up	12.33%	495,778	0	504,833	477,667	0
Average Sold Price		194,514	84,104	227,368	327,000	0
Total Closed Units	100%	194,514	23	41	9	
Total Closed Volume		14,199,500	1.93M	9.32M	2.94M	0.00B

October 2022



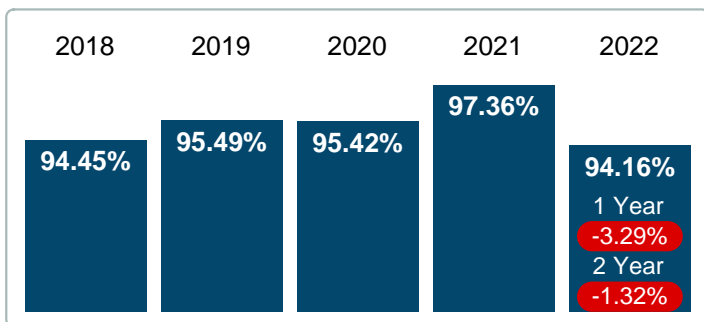
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



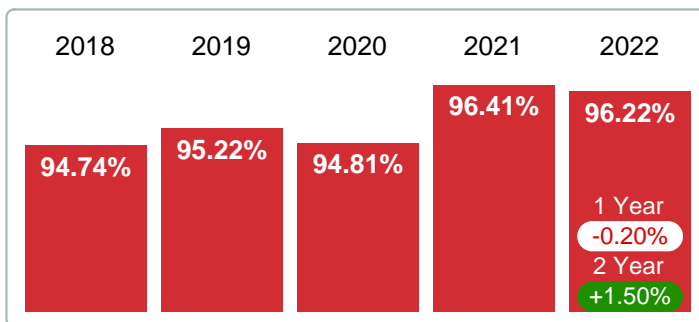
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

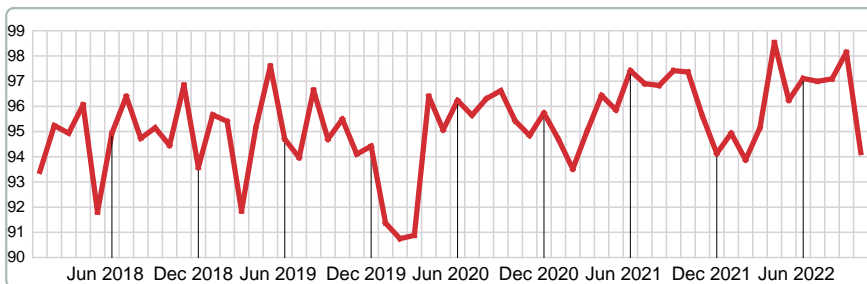
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

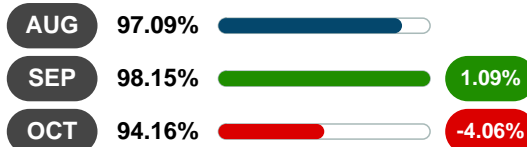


3 MONTHS

5 year OCT AVG = 95.38%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.16%** below the 5 yr OCT average of **95.38%**



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	3	4.11%	93.33%	93.33%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	7	9.59%	93.12%	94.36%	85.71%	0.00%	0.00%
\$50,001 - \$100,000	14	19.18%	87.35%	84.61%	88.43%	100.00%	0.00%
\$100,001 - \$200,000	20	27.40%	97.41%	99.43%	96.46%	97.63%	0.00%
\$200,001 - \$250,000	7	9.59%	100.88%	0.00%	100.88%	0.00%	0.00%
\$250,001 - \$375,000	13	17.81%	92.52%	80.00%	92.03%	96.62%	0.00%
\$375,001 and up	9	12.33%	95.80%	0.00%	96.67%	94.07%	0.00%
Average Sold/List Ratio		94.20%		91.95%	94.94%	96.26%	0.00%
Total Closed Units		73	100%	23	41	9	
Total Closed Volume		14,199,500		1.93M	9.32M	2.94M	0.00B

October 2022



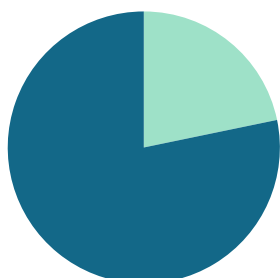
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

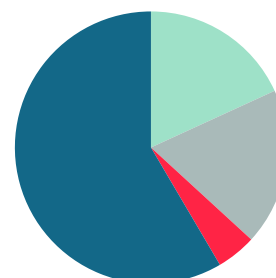


Inventory
 New Listings
82 = 21.75%
 Start Inventory
295
 Total Inventory Units
377
 Volume
\$102,933,193

Market Activity

Closed Sales
73 = 18.16%
 Pending Sales
75 = 18.66%
 Other Off Market
19 = 4.73%
 Active Inventory
235 = 58.46%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	92	73	-20.65%	822	756	-8.03%
Pending Sales	78	75	-3.85%	914	761	-16.74%
New Listings	109	82	-24.77%	1,117	961	-13.97%
Average List Price	215,782	204,801	-5.09%	209,241	215,830	3.15%
Average Sale Price	211,251	194,514	-7.92%	201,930	207,491	2.75%
Average Percent of Selling Price to List Price	97.36%	94.16%	-3.29%	96.41%	96.22%	-0.20%
Average Days on Market to Sale	22.67	33.62	48.26%	28.90	35.14	21.61%
Monthly Inventory	364	235	-35.44%	364	235	-35.44%
Months Supply of Inventory	4.85	3.09	-36.36%	4.85	3.09	-36.36%

Absorption: Last 12 months, an Average of **76** Sales/Month

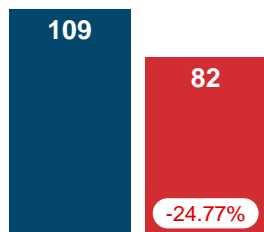
Inventory on October 31, 2022 = **235**

2021 **2022**

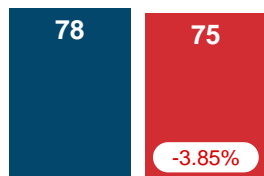
OCTOBER MARKET

AVERAGE PRICES

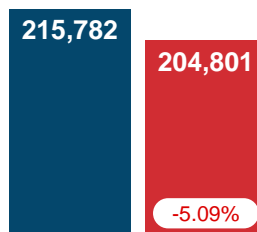
New Listings



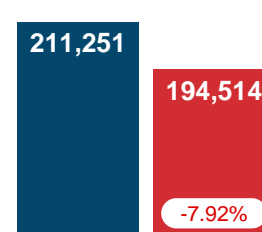
Pending Listings



List Price



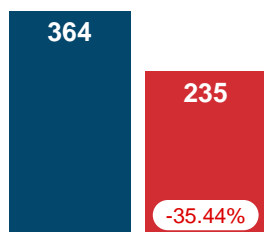
Sale Price



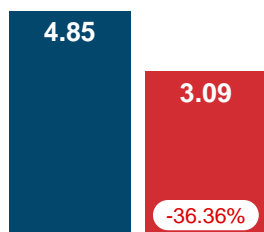
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

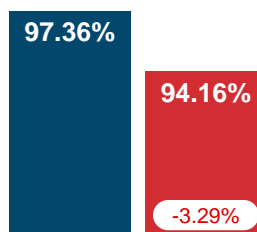
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

