

October 2022



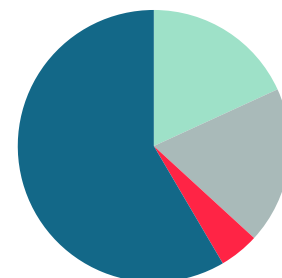
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	199,450	175,000	-12.26%
Median Sale Price	200,500	175,000	-12.72%
Median Percent of Selling Price to List Price	99.49%	96.77%	-2.73%
Median Days on Market to Sale	8.00	16.00	100.00%
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.

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 **12.72%** in October 2022 to \$175,000 versus the previous year at \$200,500.

Median Days on Market Lengthens

The median number of **16.00** days that homes spent on the market before selling increased by 8.00 days or **100.00%** in October 2022 compared to last year's same month at **8.00** DOM.

Sales Success for October 2022 is Positive

Overall, with Median 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.

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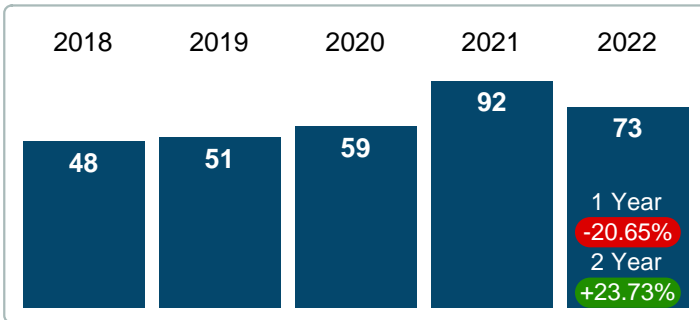
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



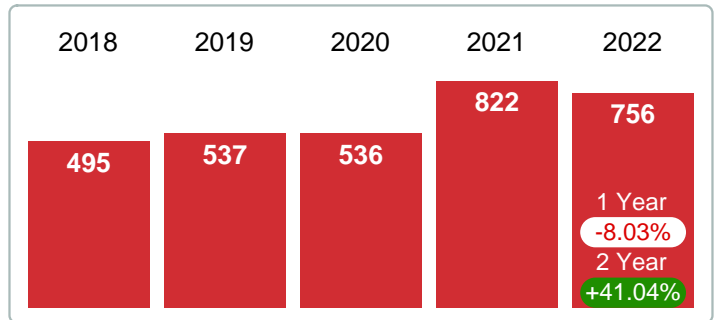
CLOSED LISTINGS

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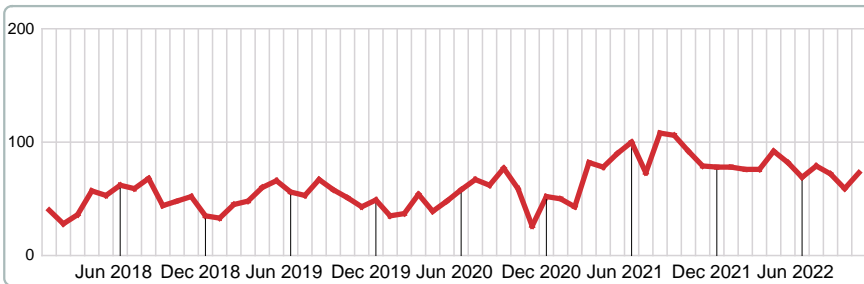
OCTOBER



YEAR TO DATE (YTD)

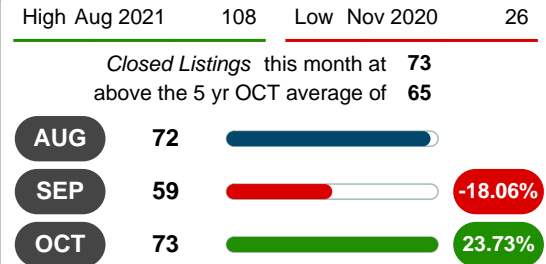


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.11%	1.0	3	0	0	0
\$25,001 - \$50,000	7	9.59%	5.0	6	1	0	0
\$50,001 - \$100,000	14	19.18%	13.5	7	6	1	0
\$100,001 - \$200,000	20	27.40%	23.5	6	13	1	0
\$200,001 - \$250,000	7	9.59%	9.0	0	7	0	0
\$250,001 - \$375,000	13	17.81%	27.0	1	8	4	0
\$375,001 and up	9	12.33%	29.0	0	6	3	0
Total Closed Units	73			23	41	9	0
Total Closed Volume	14,199,500	100%	16.0	1.93M	9.32M	2.94M	0.00B
Median Closed Price	\$175,000			\$60,000	\$205,000	\$320,000	\$0

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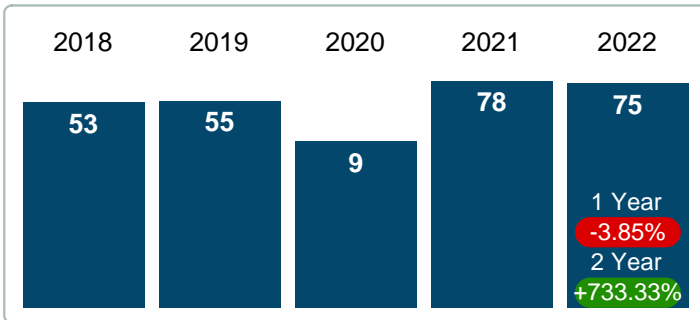
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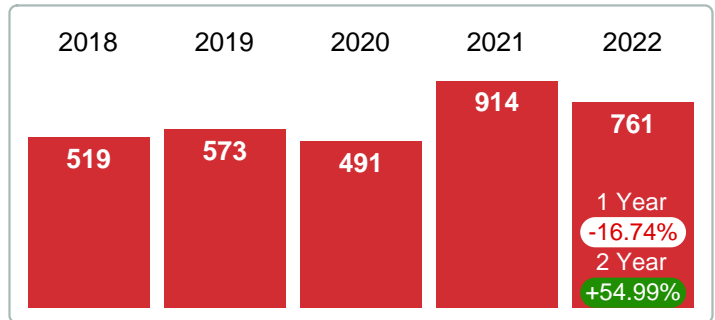
PENDING LISTINGS

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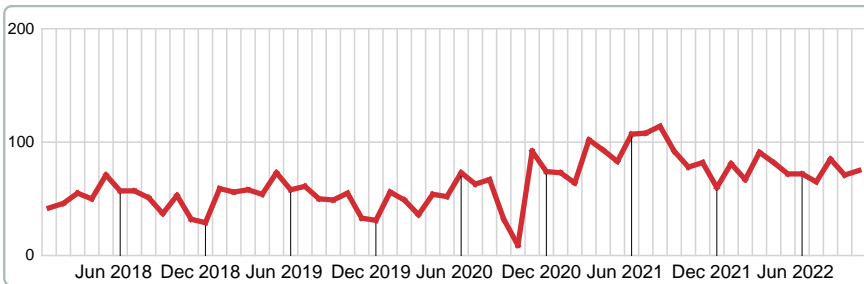
OCTOBER



YEAR TO DATE (YTD)

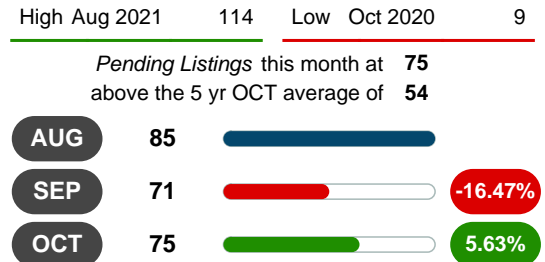


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.00%	32.0	5	1	0	0
\$50,001 - \$75,000	6	8.00%	128.5	3	1	1	1
\$75,001 - \$125,000	14	18.67%	28.5	4	9	1	0
\$125,001 - \$200,000	19	25.33%	35.0	3	13	3	0
\$200,001 - \$275,000	10	13.33%	20.5	1	8	0	1
\$275,001 - \$375,000	12	16.00%	36.5	1	8	3	0
\$375,001 and up	8	10.67%	69.0	0	4	2	2
Total Pending Units	75			17	44	10	4
Total Pending Volume	16,407,799	100%	35.0	1.72M	10.90M	2.60M	1.18M
Median Listing Price	\$165,000			\$79,000	\$182,500	\$226,750	\$307,000

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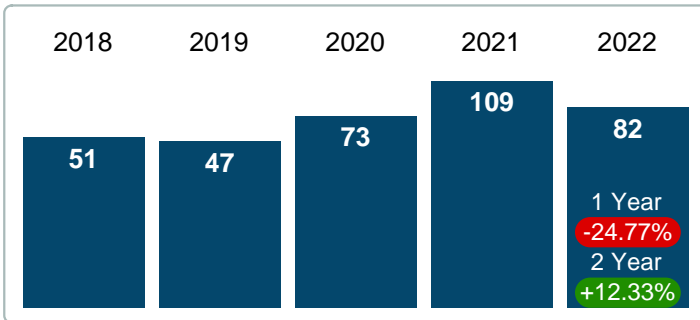
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



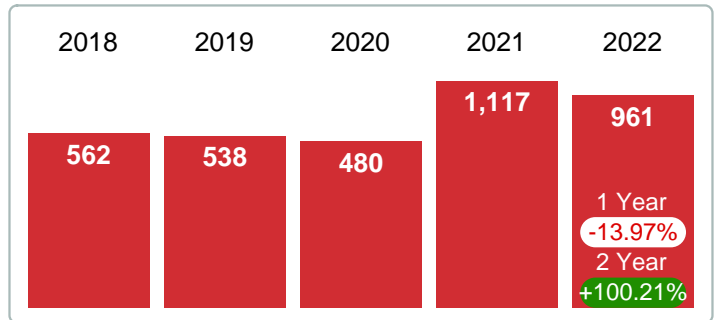
NEW LISTINGS

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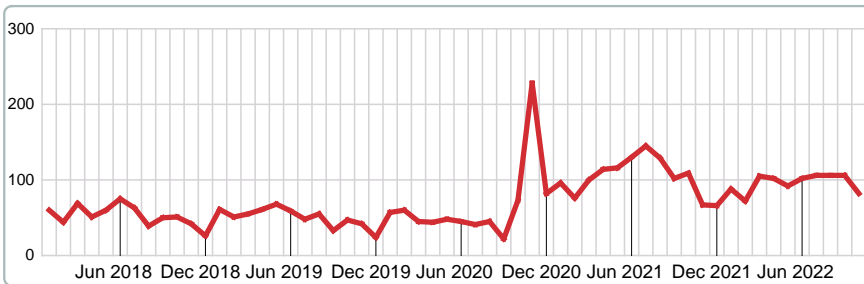
OCTOBER



YEAR TO DATE (YTD)

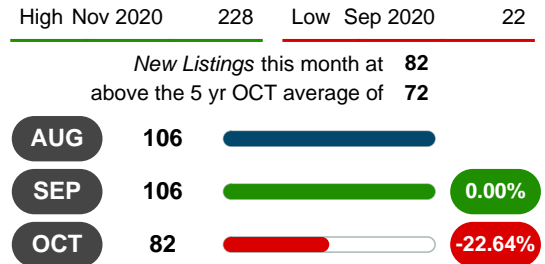


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	9	10.98%	7	2	0	0
\$75,001 - \$125,000	7	8.54%	3	2	2	0
\$125,001 - \$175,000	12	14.63%	2	7	3	0
\$175,001 - \$250,000	19	23.17%	4	11	3	1
\$250,001 - \$275,000	7	8.54%	0	7	0	0
\$275,001 - \$425,000	19	23.17%	3	9	4	3
\$425,001 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
Median New Listed Listing Price	\$227,000		\$119,200	\$252,000	\$214,500	\$354,000

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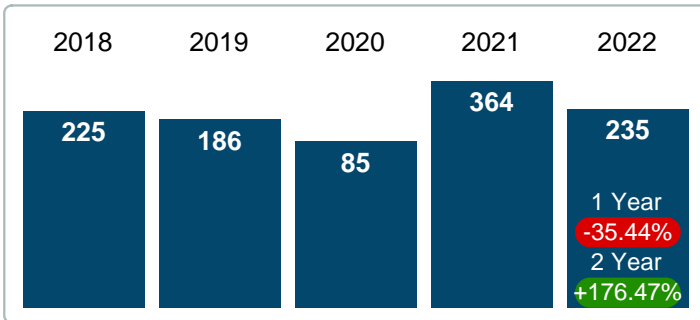
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



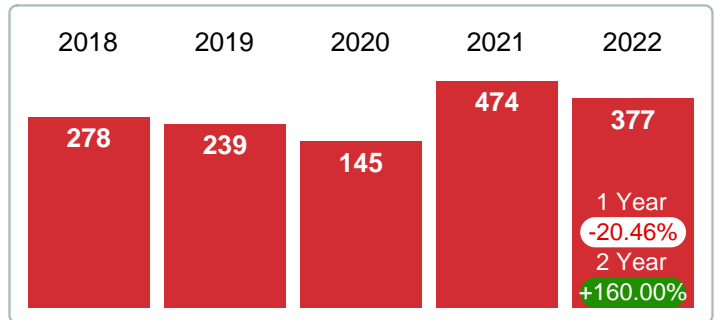
ACTIVE INVENTORY

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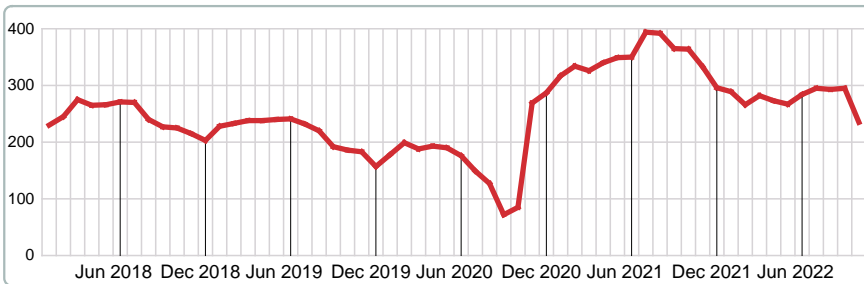
END OF OCTOBER



ACTIVE DURING OCTOBER

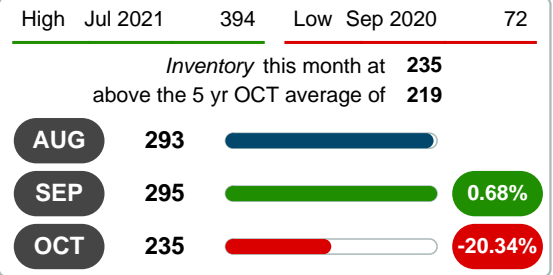


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 219



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	7.23%	47.0	11	5	1	0
\$50,001 - \$100,000	32	13.62%	93.5	21	10	1	0
\$100,001 - \$150,000	28	11.91%	54.0	7	16	5	0
\$150,001 - \$275,000	70	29.79%	50.5	7	48	14	1
\$275,001 - \$375,000	35	14.89%	48.0	6	21	6	2
\$375,001 - \$525,000	27	11.49%	60.0	2	16	7	2
\$525,001 and up	26	11.06%	97.5	1	16	4	5
Total Active Inventory by Units	235			55	132	38	10
Total Active Inventory by Volume	70,303,494	100%	59.0	7.95M	40.12M	14.94M	7.30M
Median Active Inventory Listing Price	\$214,900			\$99,000	\$242,000	\$263,950	\$519,500

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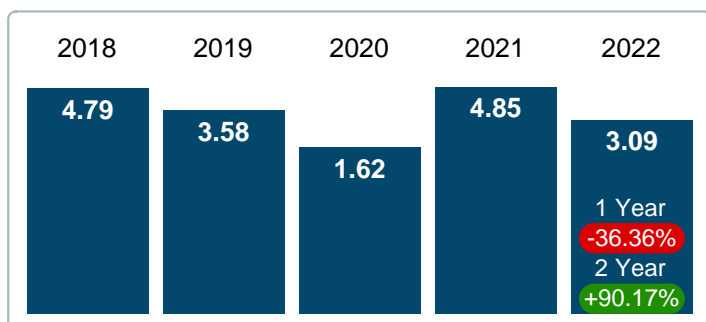
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



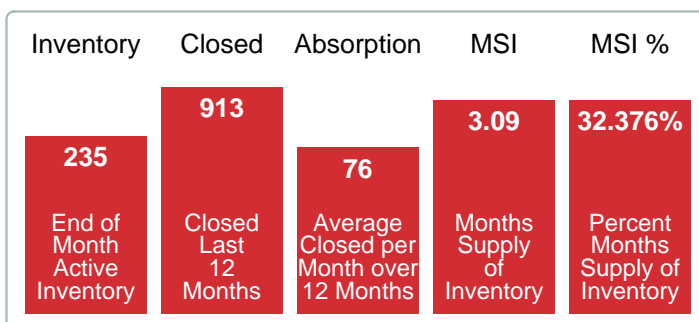
MONTHS SUPPLY of INVENTORY (MSI)

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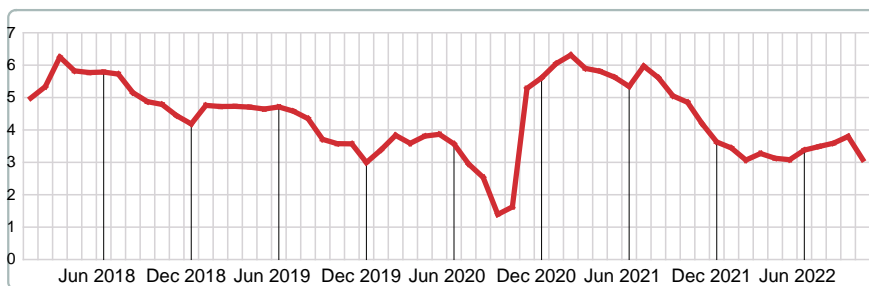
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

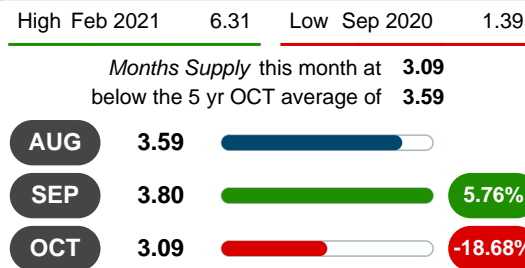


5 YEAR MARKET ACTIVITY TRENDS



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

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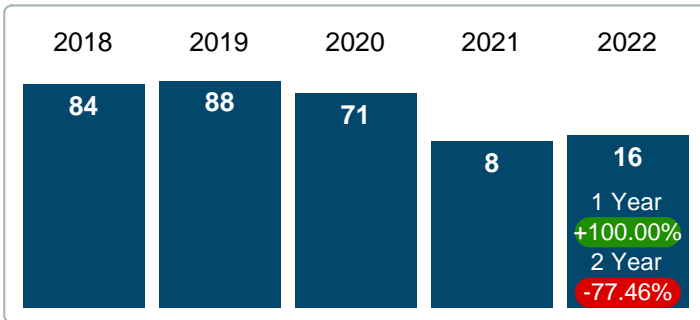
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



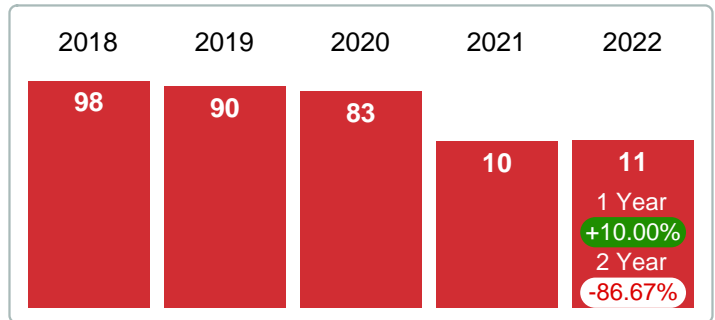
MEDIAN DAYS ON MARKET TO SALE

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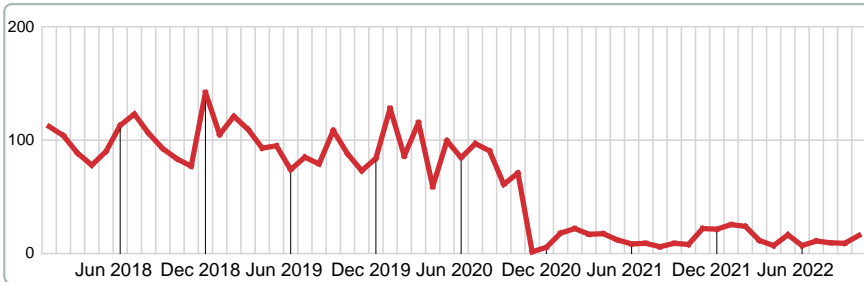
OCTOBER



YEAR TO DATE (YTD)

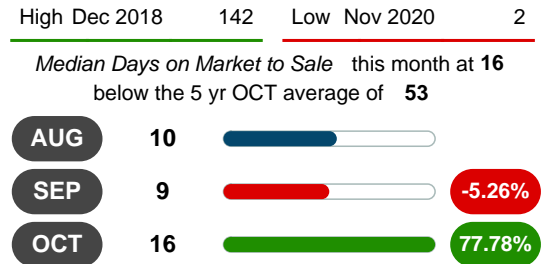


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53



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	4.11%	1	1	0	0	0
\$25,001 - \$50,000	7	9.59%	5	11	3	0	0
\$50,001 - \$100,000	14	19.18%	14	15	18	4	0
\$100,001 - \$200,000	20	27.40%	24	14	36	71	0
\$200,001 - \$250,000	7	9.59%	9	0	9	0	0
\$250,001 - \$375,000	13	17.81%	27	139	25	31	0
\$375,001 and up	9	12.33%	29	0	24	35	0
Median Closed DOM	16			12	18	35	0
Total Closed Units	73	100%	16.0	23	41	9	
Total Closed Volume	14,199,500			1.93M	9.32M	2.94M	0.00B

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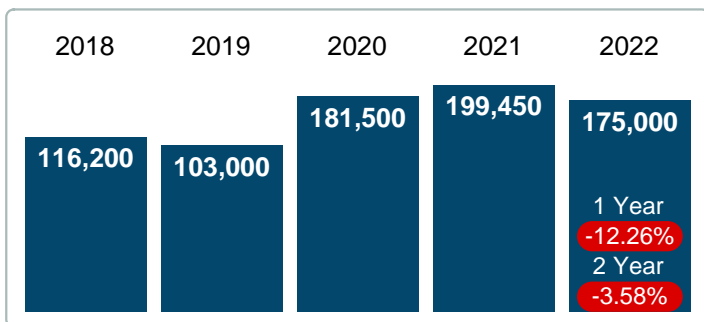
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



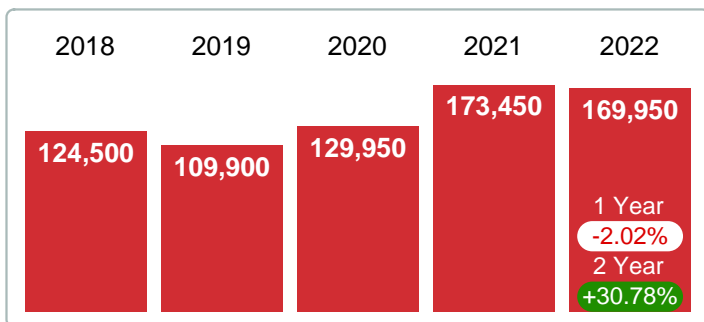
MEDIAN LIST PRICE AT CLOSING

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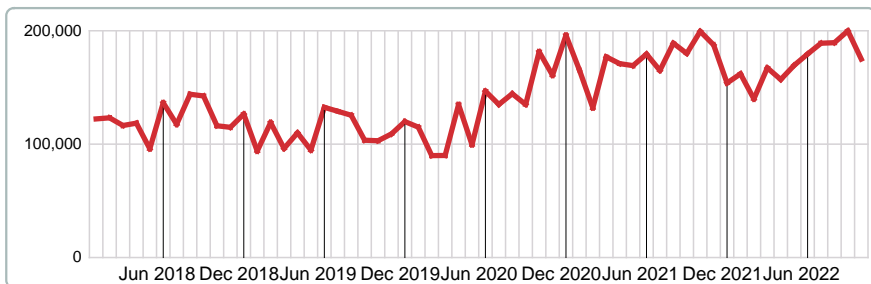
OCTOBER



YEAR TO DATE (YTD)

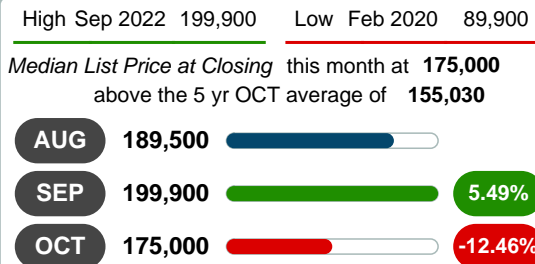


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 155,030



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	4.11%	15,000	15,000	0	0	0
\$25,001 - \$50,000	5	6.85%	38,500	38,700	35,000	0	0
\$50,001 - \$100,000	15	20.55%	69,000	66,950	69,500	89,000	0
\$100,001 - \$200,000	21	28.77%	159,900	139,900	175,000	189,500	0
\$200,001 - \$250,000	7	9.59%	215,000	0	215,000	0	0
\$250,001 - \$375,000	13	17.81%	314,900	375,000	299,450	322,450	0
\$375,001 and up	9	12.33%	495,000	0	477,000	495,000	0
Median List Price			175,000	69,000	209,000	330,000	0
Total Closed Units		100%	175,000	23	41	9	
Total Closed Volume			14,950,500	2.13M	9.74M	3.08M	0.00B

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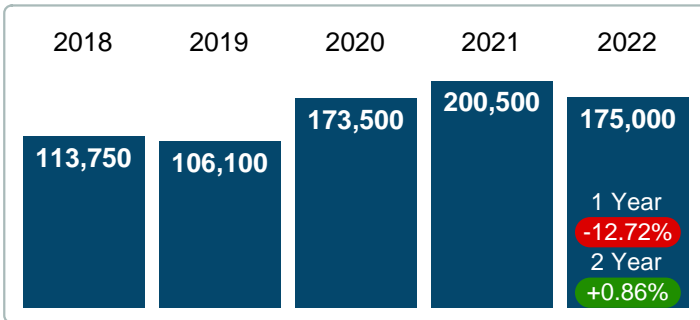
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



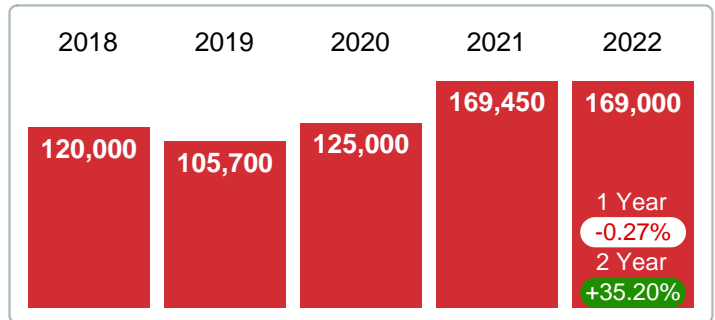
MEDIAN SOLD PRICE AT CLOSING

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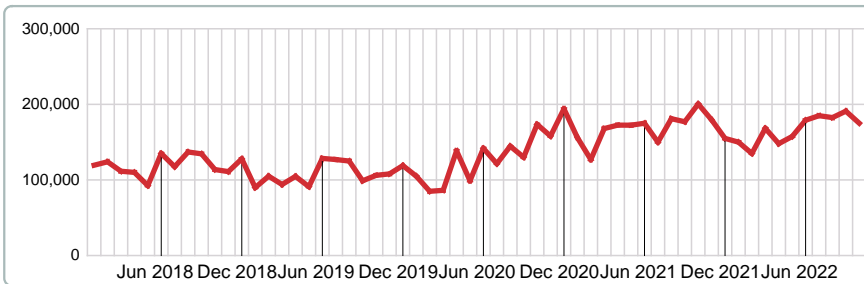
OCTOBER



YEAR TO DATE (YTD)

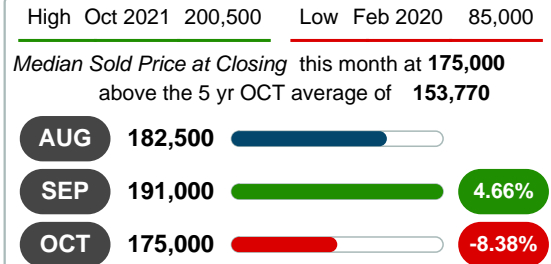


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 153,770



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	4.11%	15,000	15,000	0	0	0
\$25,001 - \$50,000	7	9.59%	38,900	41,950	30,000	0	0
\$50,001 - \$100,000	14	19.18%	65,000	65,000	62,250	89,000	0
\$100,001 - \$200,000	20	27.40%	167,450	139,000	175,000	185,000	0
\$200,001 - \$250,000	7	9.59%	215,000	0	215,000	0	0
\$250,001 - \$375,000	13	17.81%	275,000	300,000	270,000	310,000	0
\$375,001 and up	9	12.33%	493,000	0	450,000	493,000	0
Median Sold Price			175,000	60,000	205,000	320,000	0
Total Closed Units		100%	73	23	41	9	
Total Closed Volume			14,199,500	1.93M	9.32M	2.94M	0.00B

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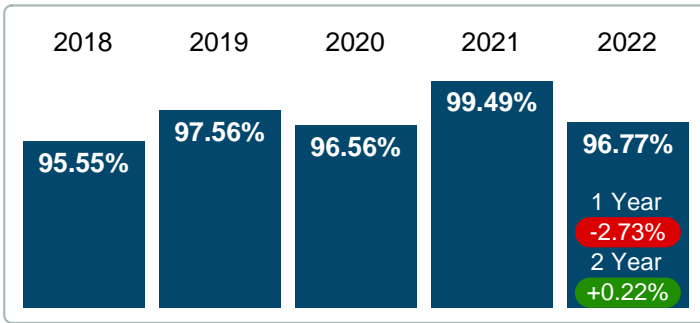
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



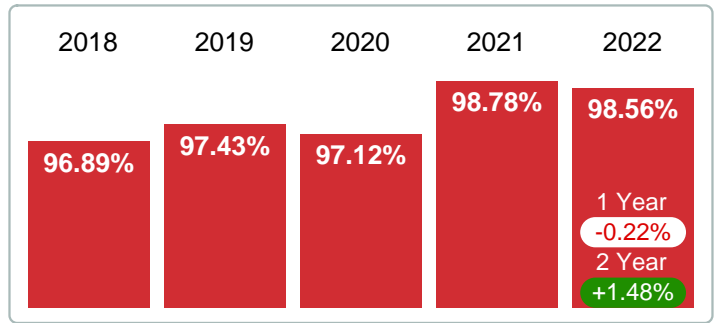
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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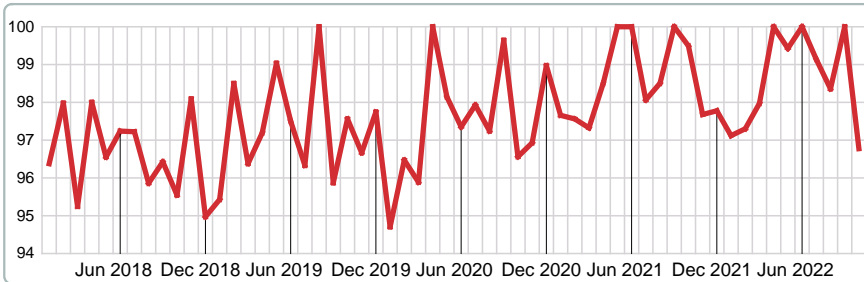
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

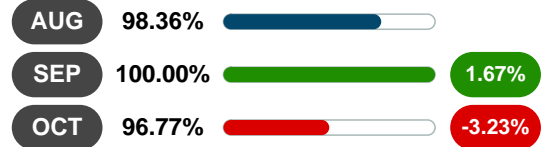


3 MONTHS

5 year OCT AVG = 97.19%

High Sep 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **96.77%**
 equal to 5 yr OCT average of **97.19%**



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	3	4.11%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	7	9.59%	100.00%	100.00%	85.71%	0.00%	0.00%
\$50,001 - \$100,000	14	19.18%	85.66%	85.09%	85.62%	100.00%	0.00%
\$100,001 - \$200,000	20	27.40%	100.00%	100.71%	100.00%	97.63%	0.00%
\$200,001 - \$250,000	7	9.59%	100.00%	0.00%	100.00%	0.00%	0.00%
\$250,001 - \$375,000	13	17.81%	92.00%	80.00%	91.15%	96.98%	0.00%
\$375,001 and up	9	12.33%	96.58%	0.00%	96.83%	93.64%	0.00%
Median Sold/List Ratio		96.77%		92.92%	96.98%	97.29%	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



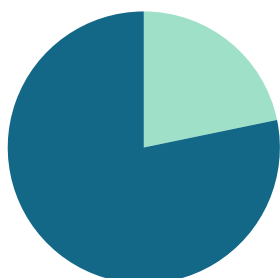
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

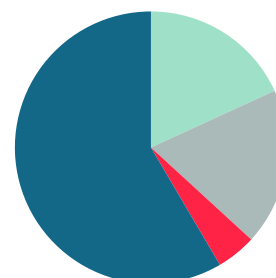


Inventory
 New Listings
82 = 21.75%
 Start Inventory
295
 Total Inventory Units
377
 Volume
\$102,933,193

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%
Median List Price	199,450	175,000	-12.26%	173,450	169,950	-2.02%
Median Sale Price	200,500	175,000	-12.72%	169,450	169,000	-0.27%
Median Percent of Selling Price to List Price	99.49%	96.77%	-2.73%	98.78%	98.56%	-0.22%
Median Days on Market to Sale	8.00	16.00	100.00%	10.00	11.00	10.00%
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

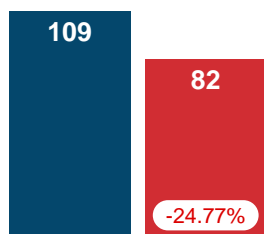
Inventory on October 31, 2022 = **235**

2021 **2022**

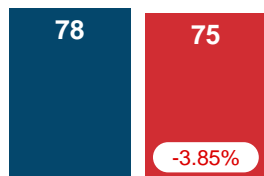
OCTOBER MARKET

MEDIAN PRICES

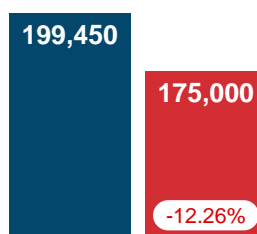
New Listings



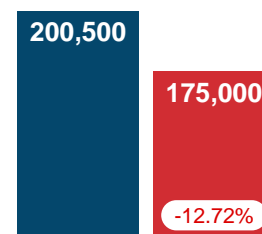
Pending Listings



List Price



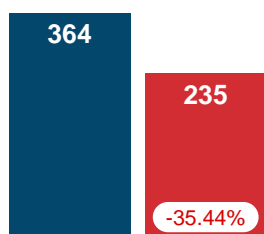
Sale Price



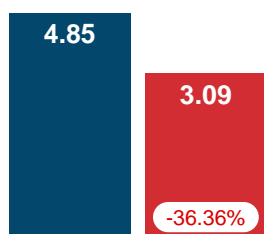
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

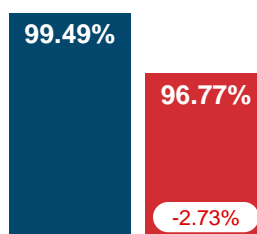
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

