

December 2022



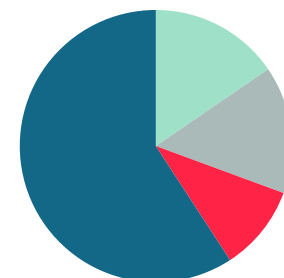
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	78	53	-32.05%
Pending Listings	60	52	-13.33%
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	169	203	20.12%
Months Supply of Inventory	2.07	2.81	35.48%



■ Closed (15.45%)
■ Pending (15.16%)
■ Other OffMarket (10.20%)
■ Active (59.18%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of December 31, 2022 = **203**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2022 rose **20.12%** to 203 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 **2.81** 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 an increasing 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

December 2022



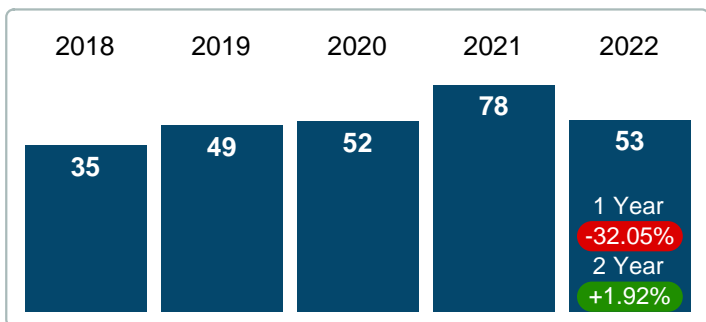
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



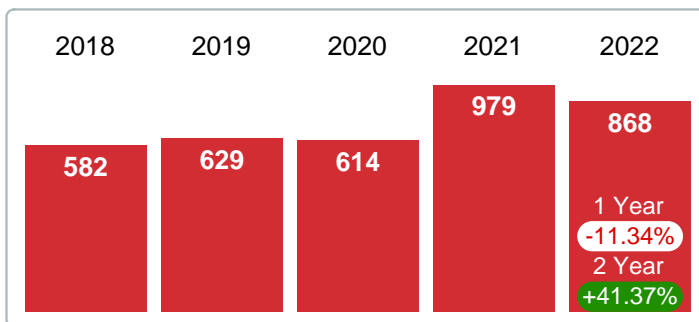
CLOSED LISTINGS

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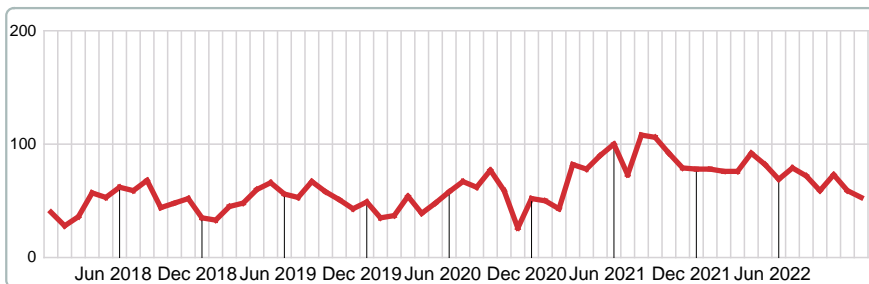
DECEMBER



YEAR TO DATE (YTD)

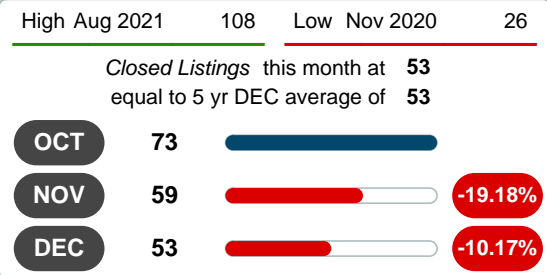


5 YEAR MARKET ACTIVITY TRENDS



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



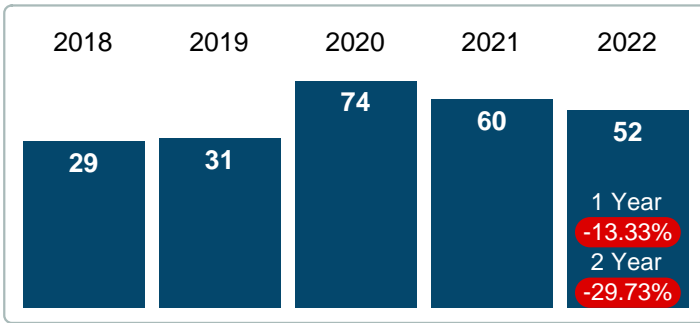
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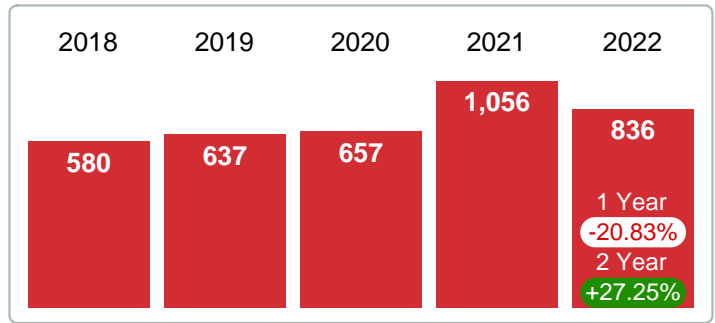
PENDING LISTINGS

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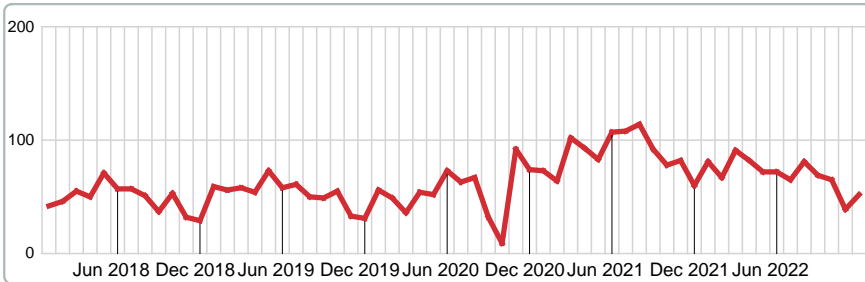
DECEMBER



YEAR TO DATE (YTD)

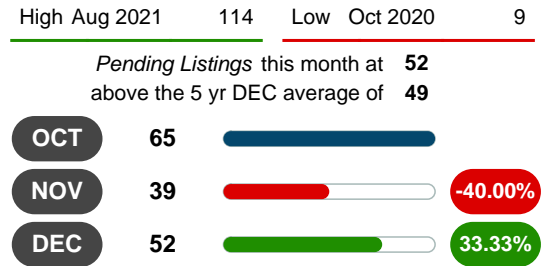


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 49



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	7.69%	1.5	3	1	0	0
\$50,001 - \$75,000	8	15.38%	8.5	3	4	1	0
\$75,001 - \$125,000	5	9.62%	23.0	2	1	1	1
\$125,001 - \$200,000	13	25.00%	51.0	2	10	1	0
\$200,001 - \$275,000	10	19.23%	27.0	1	6	3	0
\$275,001 - \$350,000	8	15.38%	52.0	1	5	2	0
\$350,001 and up	4	7.69%	86.0	0	3	1	0
Total Pending Units	52			12	30	9	1
Total Pending Volume	10,951,995	100%	33.0	1.32M	7.22M	2.29M	125.00K
Median Listing Price	\$192,000			\$78,000	\$199,500	\$229,500	\$125,000

December 2022



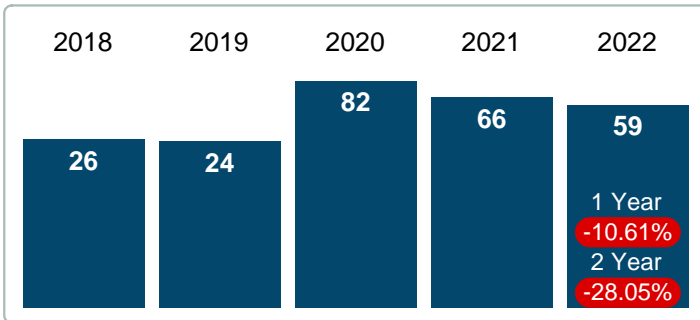
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



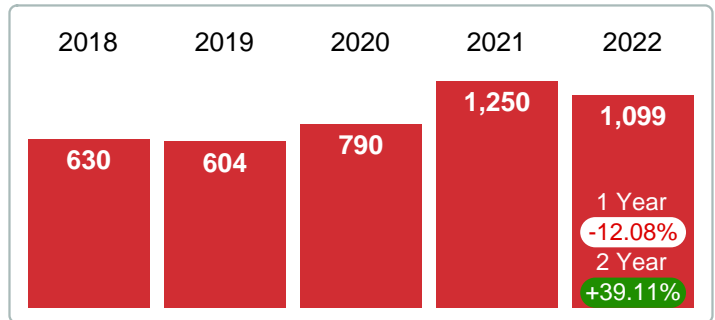
NEW LISTINGS

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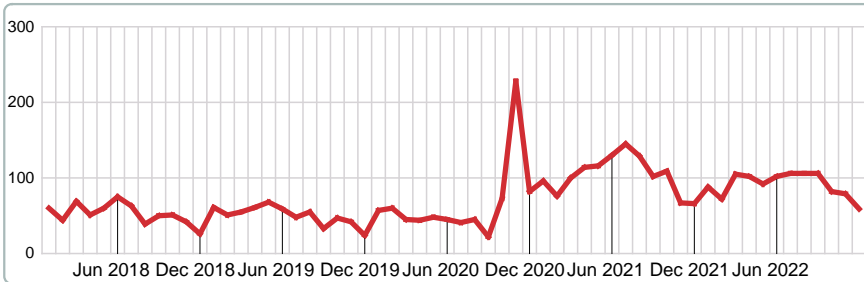
DECEMBER



YEAR TO DATE (YTD)

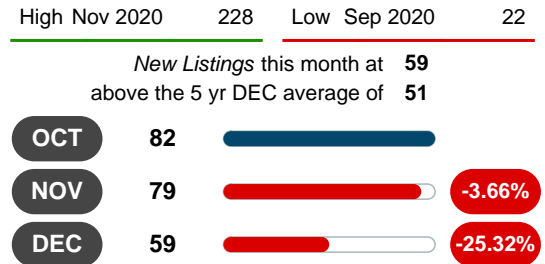


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	4	6.78%	3	1	0	0
\$40,001 - \$70,000	9	15.25%	4	4	1	0
\$70,001 - \$110,000	8	13.56%	4	4	0	0
\$110,001 - \$160,000	14	23.73%	5	8	1	0
\$160,001 - \$260,000	10	16.95%	1	6	3	0
\$260,001 - \$390,000	8	13.56%	1	7	0	0
\$390,001 and up	6	10.17%	0	4	0	2
Total New Listed Units	59		18	34	5	2
Total New Listed Volume	12,280,864	100%	1.84M	8.78M	818.00K	838.17K
Median New Listed Listing Price	\$149,000		\$87,000	\$161,500	\$167,000	\$419,083

December 2022



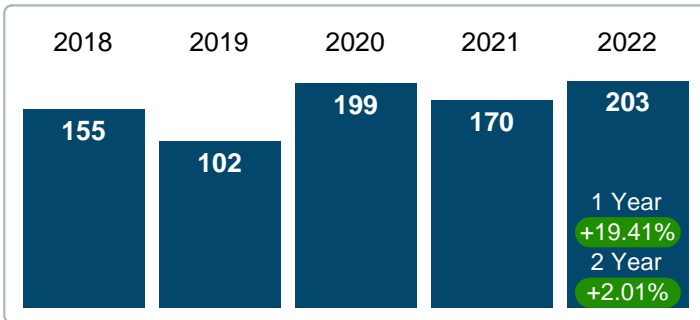
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



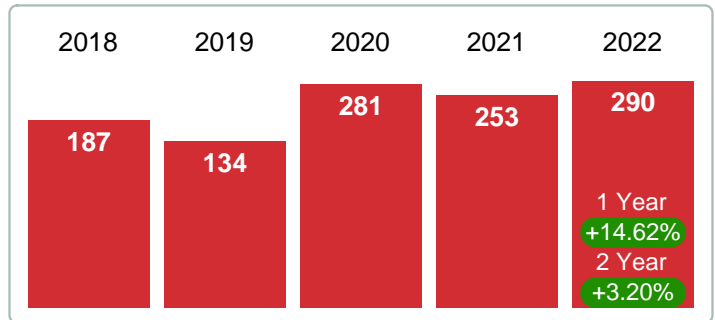
ACTIVE INVENTORY

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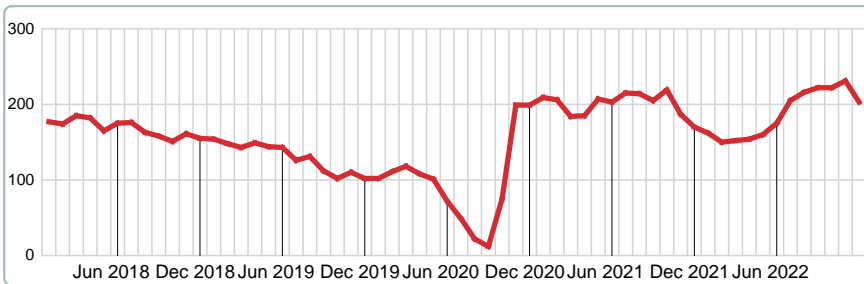
END OF DECEMBER



ACTIVE DURING DECEMBER

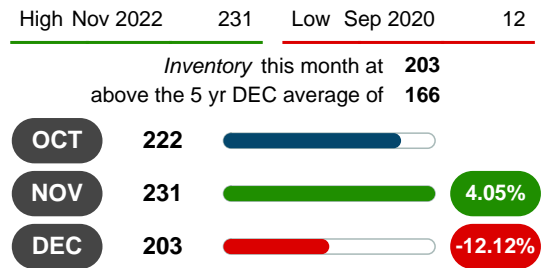


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 166



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	8.37%	81.0	10	6	1	0
\$50,001 - \$75,000	12	5.91%	70.0	6	5	1	0
\$75,001 - \$125,000	29	14.29%	72.0	10	18	1	0
\$125,001 - \$250,000	66	32.51%	57.5	12	44	10	0
\$250,001 - \$375,000	34	16.75%	76.0	4	21	6	3
\$375,001 - \$550,000	24	11.82%	88.0	2	15	5	2
\$550,001 and up	21	10.34%	96.0	1	12	4	4
Total Active Inventory by Units	203			45	121	28	9
Total Active Inventory by Volume	64,221,549	100%	74.0	6.50M	38.64M	12.37M	6.71M
Median Active Inventory Listing Price	\$214,900			\$89,900	\$219,000	\$272,000	\$438,265

December 2022



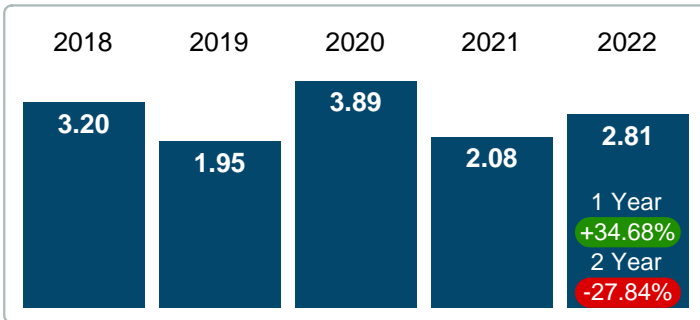
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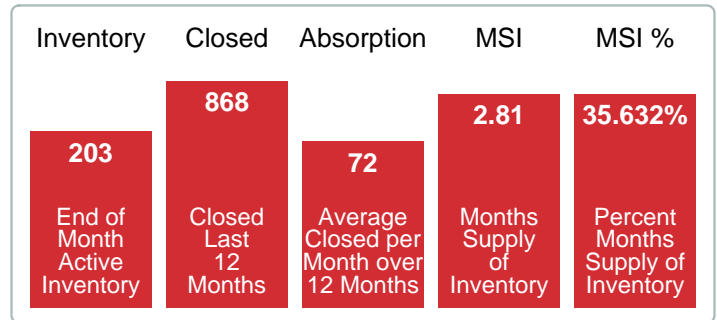
MONTHS SUPPLY of INVENTORY (MSI)

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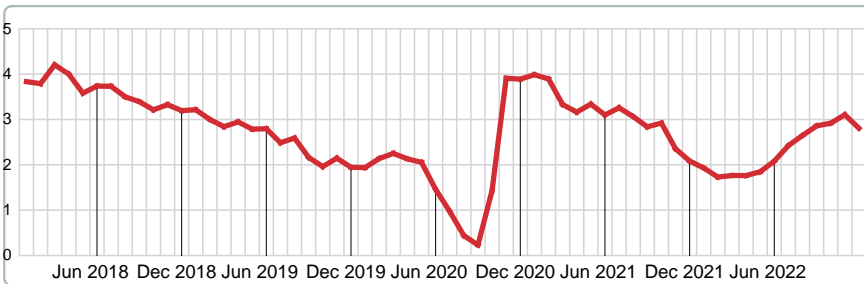
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

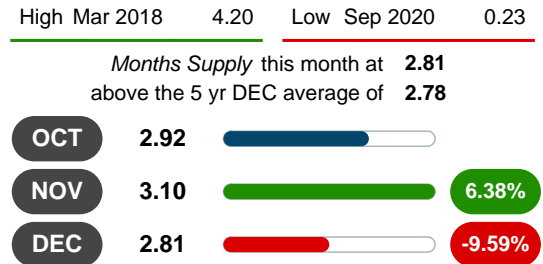


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.78



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	8.37%	2.49	2.00	3.60	12.00	0.00
\$50,001 - \$75,000	12	5.91%	1.97	1.85	1.94	4.00	0.00
\$75,001 - \$125,000	29	14.29%	2.52	2.26	2.88	1.50	0.00
\$125,001 - \$250,000	66	32.51%	2.24	2.77	2.28	1.88	0.00
\$250,001 - \$375,000	34	16.75%	3.29	5.33	3.50	1.89	7.20
\$375,001 - \$550,000	24	11.82%	4.17	4.00	5.63	2.61	3.00
\$550,001 and up	21	10.34%	8.69	12.00	16.00	3.69	8.00
Market Supply of Inventory (MSI)			2.81	2.45	3.08	2.24	4.00
Total Active Inventory by Units		100%	2.81	45	121	28	9

December 2022



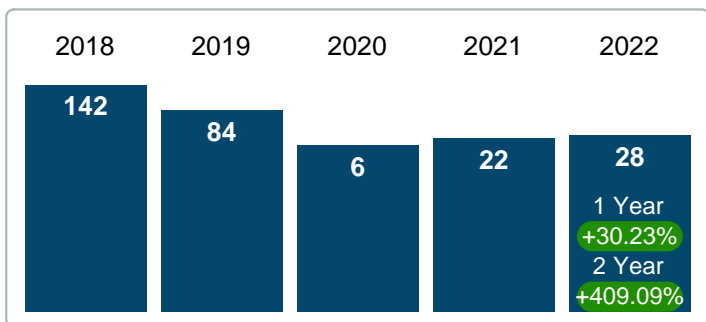
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



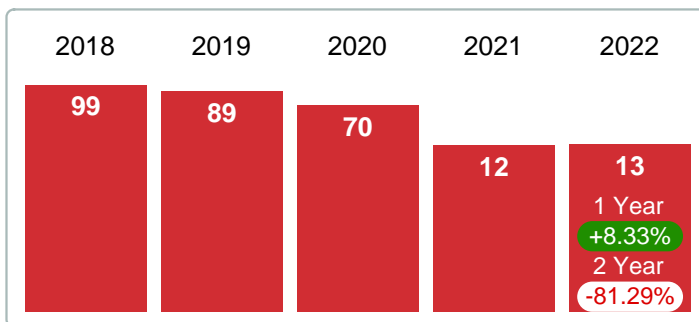
MEDIAN DAYS ON MARKET TO SALE

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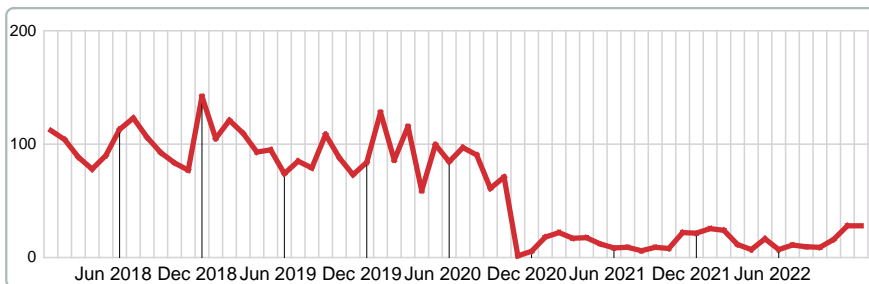
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

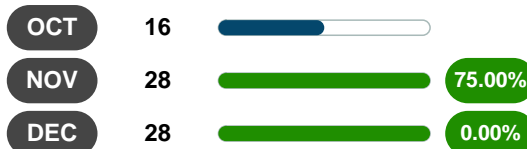


3 MONTHS

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	13.21%	17	7	53	0	0
\$60,001 - \$70,000	5.66%	5	24	1	0	0
\$70,001 - \$120,000	16.98%	36	98	18	0	36
\$120,001 - \$170,000	26.42%	35	72	18	37	0
\$170,001 - \$210,000	13.21%	42	42	33	61	112
\$210,001 - \$270,000	13.21%	13	1	13	229	0
\$270,001 and up	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



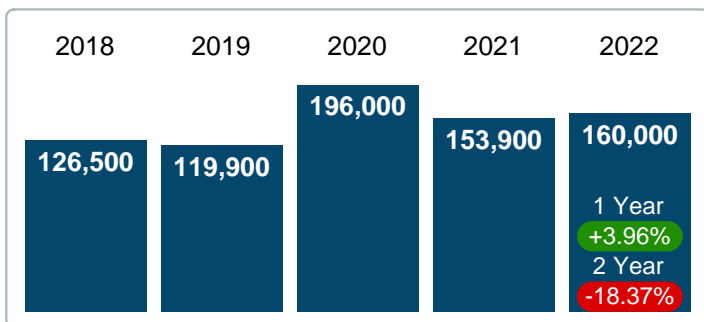
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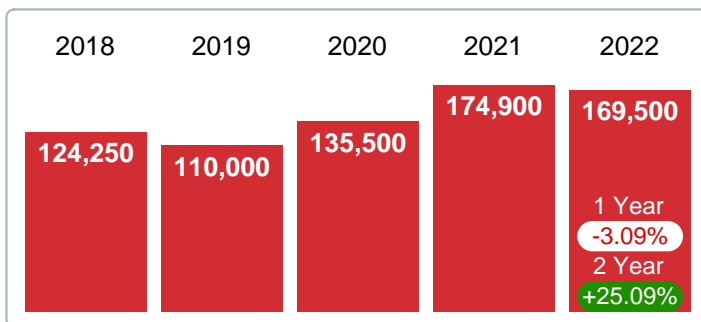
MEDIAN LIST PRICE AT CLOSING

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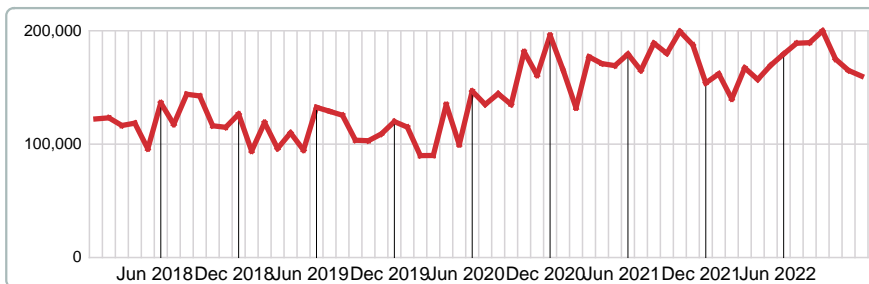
DECEMBER



YEAR TO DATE (YTD)

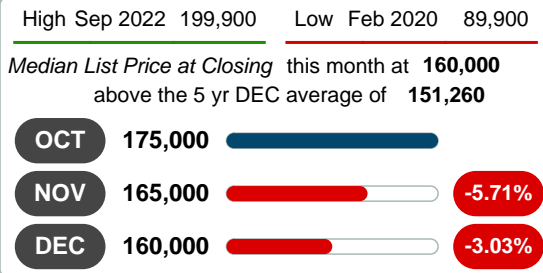


5 YEAR MARKET ACTIVITY TRENDS



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

December 2022



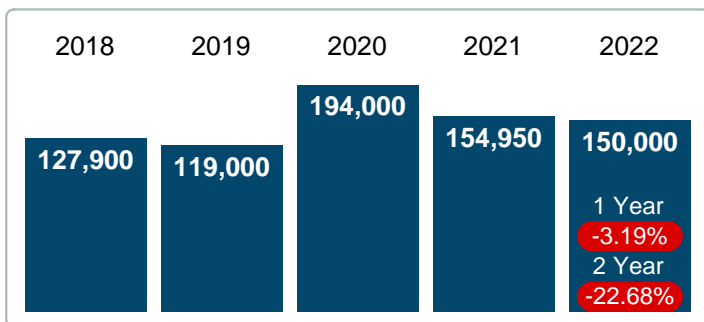
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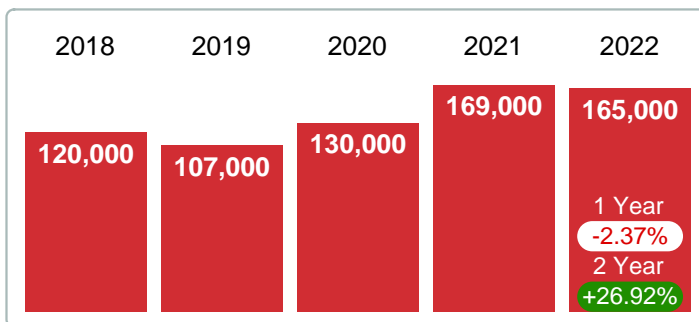
MEDIAN SOLD PRICE AT CLOSING

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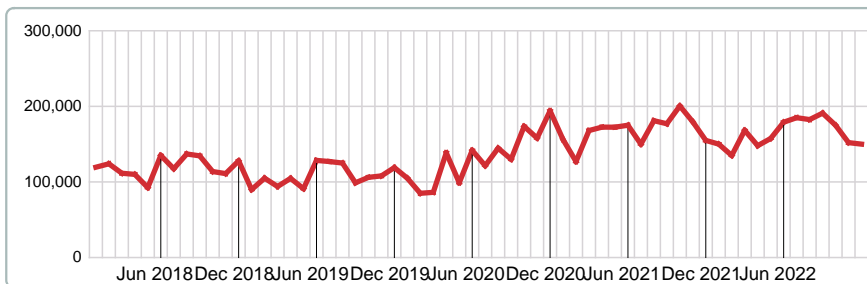
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

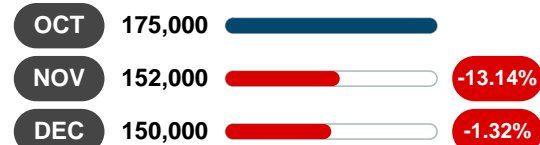


3 MONTHS

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	13.21%	50,000	54,000	44,000	0	0
\$60,001 - \$70,000	5.66%	67,000	64,500	69,000	0	0
\$70,001 - \$120,000	16.98%	100,000	80,000	110,000	0	100,000
\$120,001 - \$170,000	26.42%	150,000	123,750	150,000	169,000	0
\$170,001 - \$210,000	13.21%	201,500	185,000	190,750	209,000	208,000
\$210,001 - \$270,000	13.21%	240,000	215,000	255,000	240,000	0
\$270,001 and up	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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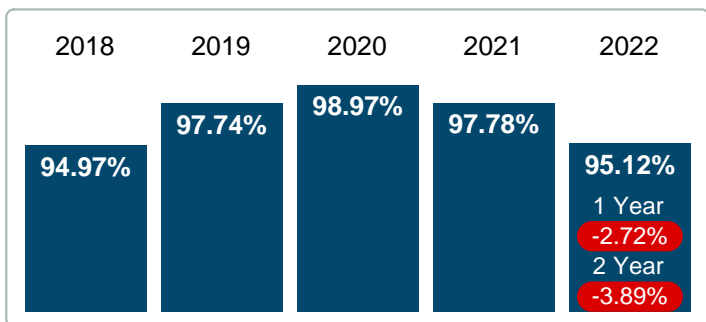
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



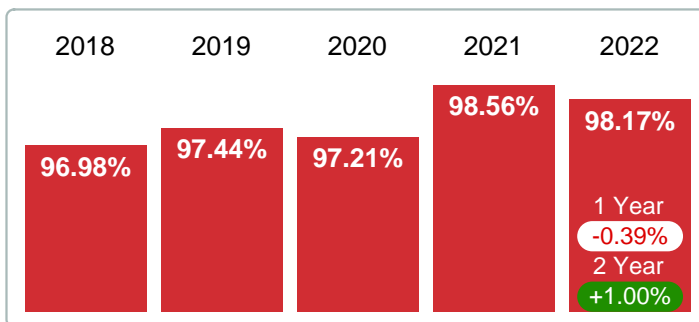
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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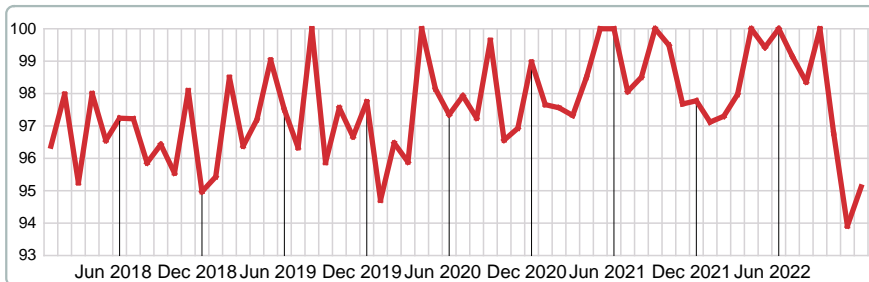
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

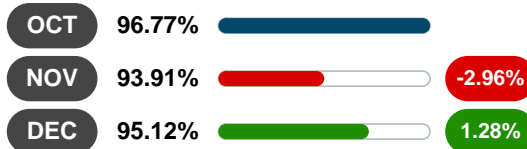


3 MONTHS

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



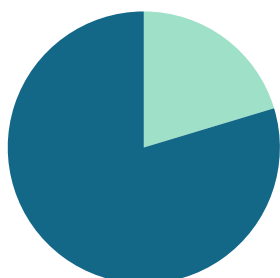
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

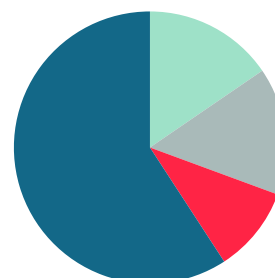


Inventory
 New Listings
59 = 20.34%
 Start Inventory
231
 Total Inventory Units
290
 Volume
\$85,256,944

Market Activity

Closed Sales
53 = 15.45%
 Pending Sales
52 = 15.16%
 Other Off Market
35 = 10.20%
 Active Inventory
203 = 59.18%

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	52	-13.33%	1,056	836	-20.83%
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	169	203	20.12%	169	203	20.12%
Months Supply of Inventory	2.07	2.81	35.48%	2.07	2.81	35.48%

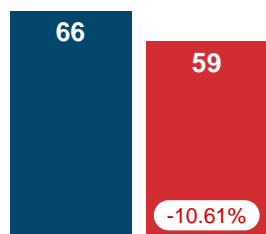
Absorption: Last 12 months, an Average of **72** Sales/Month

Inventory on December 31, 2022 = **203** 2021 2022

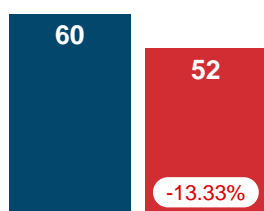
DECEMBER MARKET

MEDIAN PRICES

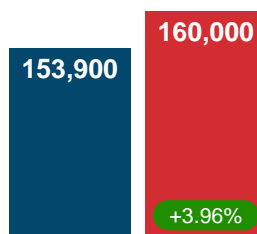
New Listings



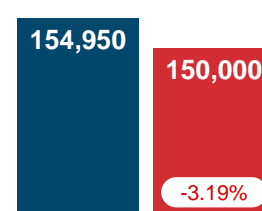
Pending Listings



List Price



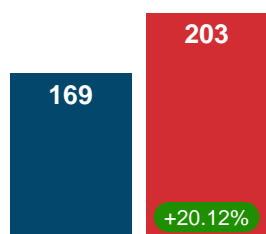
Sale Price



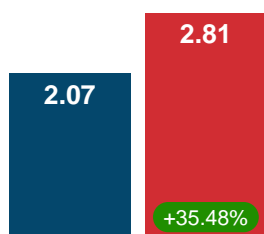
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

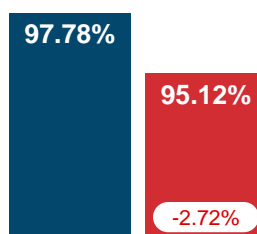
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

