

November 2022



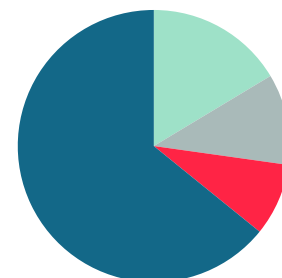
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	79	59	-25.32%
Pending Listings	82	39	-52.44%
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	186	231	24.19%
Months Supply of Inventory	2.34	3.10	32.54%



■ Closed (16.39%)
■ Pending (10.83%)
■ Other OffMarket (8.61%)
■ Active (64.17%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of November 30, 2022 = **231**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **24.19%** to 231 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 **3.10** 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 an increasing 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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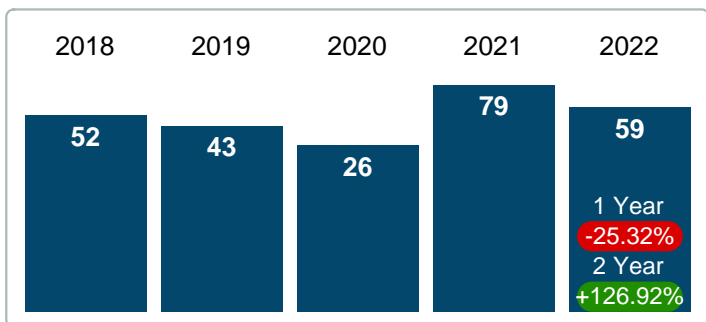
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



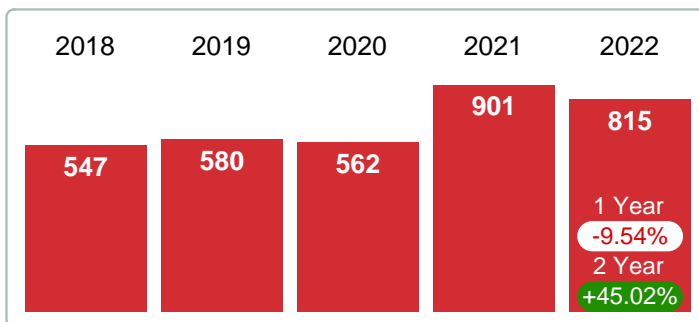
CLOSED LISTINGS

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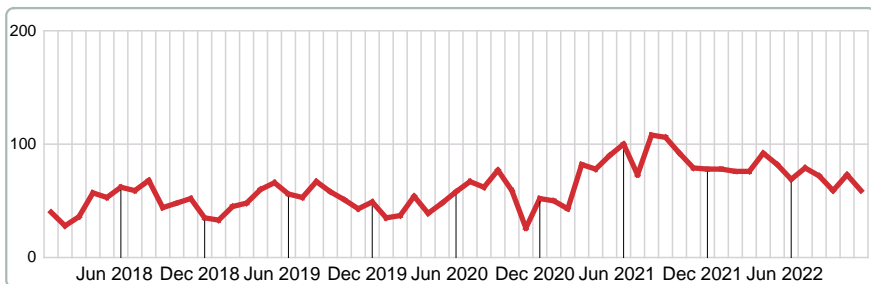
NOVEMBER



YEAR TO DATE (YTD)

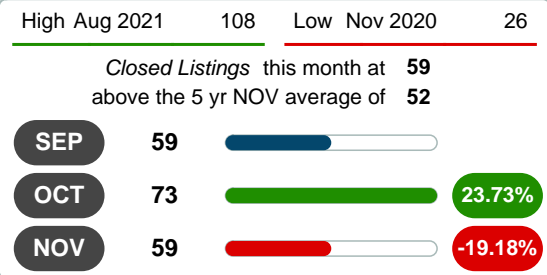


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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
Total Closed Units	59			16	30	11	2
Total Closed Volume	11,987,900	100%	36.5	1.33M	6.55M	2.41M	1.70M
Average Closed Price	\$203,185			\$82,938	\$218,347	\$219,136	\$850,000

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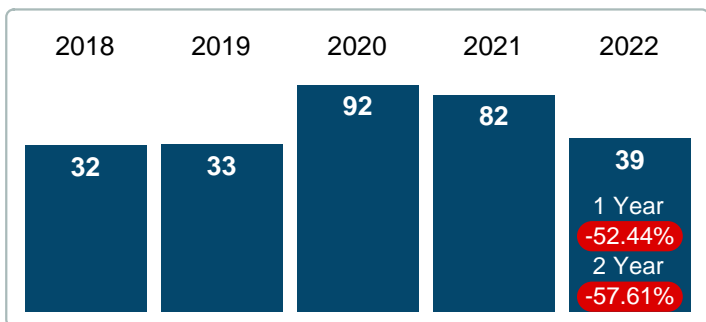
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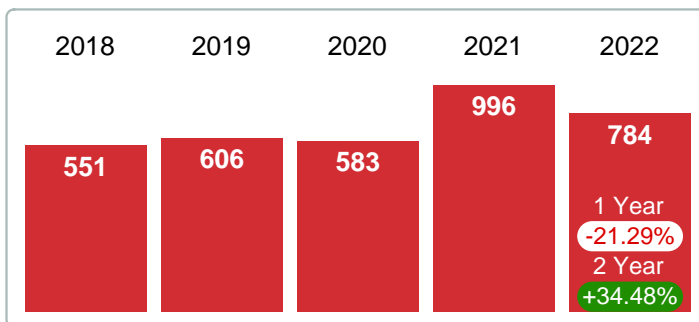
PENDING LISTINGS

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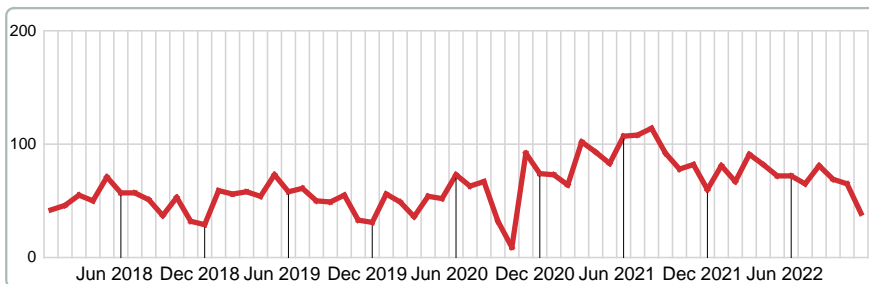
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 56

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 39
below the 5 yr NOV average of 56



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	4	10.26%	63.0	2	2	0	0
\$50,001 - \$75,000	3	7.69%	177.3	2	1	0	0
\$75,001 - \$100,000	5	12.82%	98.6	4	1	0	0
\$100,001 - \$175,000	10	25.64%	62.4	5	5	0	0
\$175,001 - \$225,000	6	15.38%	70.7	1	4	1	0
\$225,001 - \$400,000	7	17.95%	18.1	1	6	0	0
\$400,001 and up	4	10.26%	63.3	1	3	0	0
Total Pending Units	39			16	22	1	0
Total Pending Volume	8,496,300	100%	69.4	2.09M	6.19M	209.00K	0.00B
Average Listing Price	\$217,854			\$130,875	\$281,514	\$209,000	\$0

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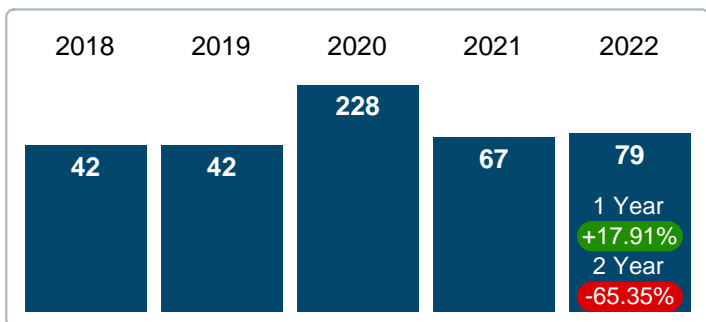
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



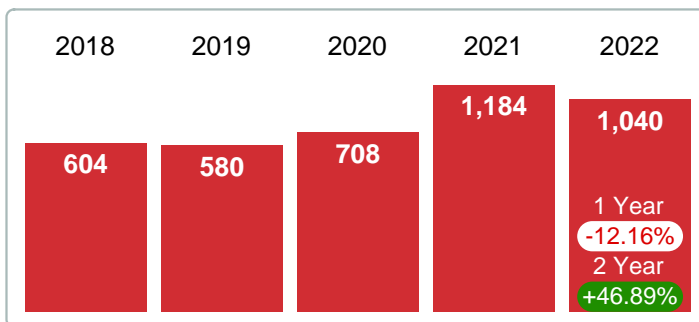
NEW LISTINGS

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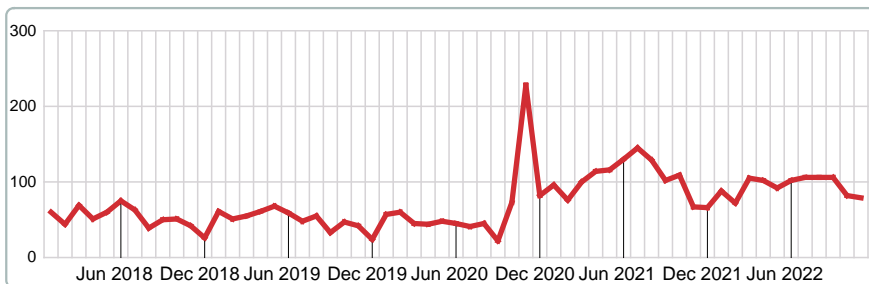
NOVEMBER



YEAR TO DATE (YTD)

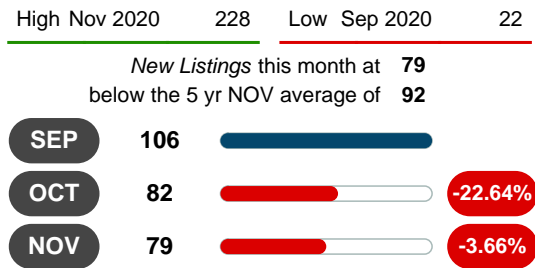


5 YEAR MARKET ACTIVITY TRENDS



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 - \$100,000	12	15.19%	7	4	1	0
\$100,001 - \$150,000	11	13.92%	4	6	0	1
\$150,001 - \$250,000	24	30.38%	4	17	3	0
\$250,001 - \$325,000	9	11.39%	0	5	3	1
\$325,001 - \$475,000	11	13.92%	0	8	3	0
\$475,001 and up	8	10.13%	0	5	2	1
Total New Listed Units	79		18	46	12	3
Total New Listed Volume	26,065,397	100%	1.99M	18.41M	4.07M	1.59M
Average New Listed Listing Price	\$212,876		\$110,383	\$400,267	\$339,292	\$531,567

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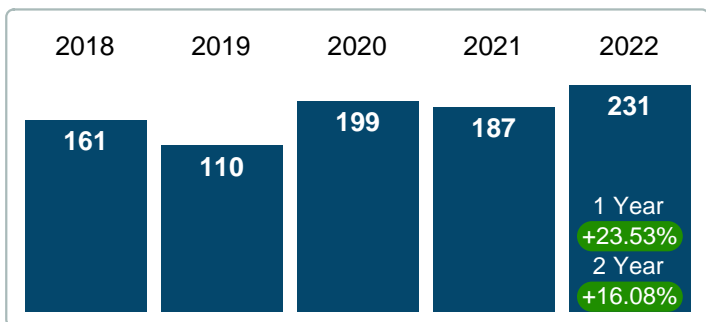
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



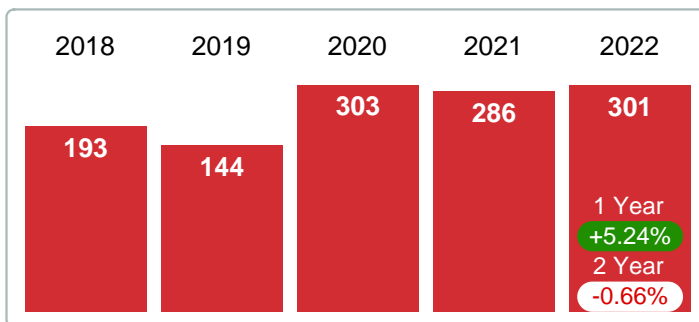
ACTIVE INVENTORY

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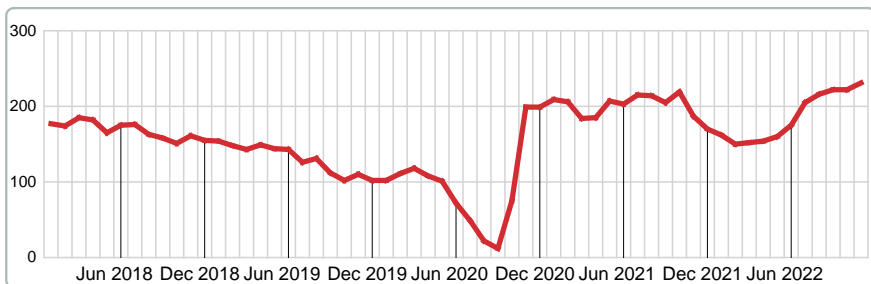
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

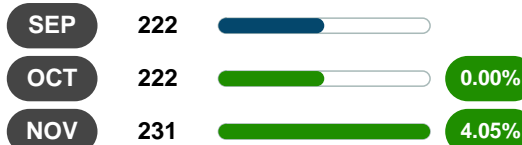


3 MONTHS

5 year NOV AVG = 178

High Nov 2022 231 Low Sep 2020 12

Inventory this month at 231
above the 5 yr NOV average of 178



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	16	6.93%	86.4	10	5	1	0
\$50,001 - \$100,000	30	12.99%	86.6	12	15	2	1
\$100,001 - \$150,000	29	12.55%	63.1	5	20	3	1
\$150,001 - \$250,000	61	26.41%	65.0	7	42	11	1
\$250,001 - \$375,000	45	19.48%	78.8	5	27	10	3
\$375,001 - \$525,000	23	9.96%	72.3	2	15	6	0
\$525,001 and up	27	11.69%	109.3	1	15	6	5
Total Active Inventory by Units	231			42	139	39	11
Total Active Inventory by Volume	72,976,080	100%	77.6	6.52M	43.72M	15.89M	6.85M
Average Active Inventory Listing Price	\$315,914			\$155,186	\$314,513	\$407,546	\$622,427

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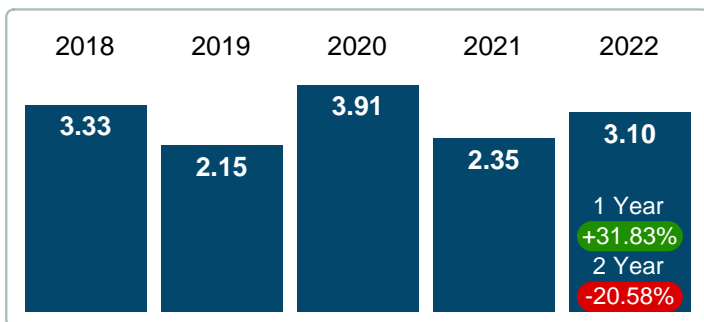
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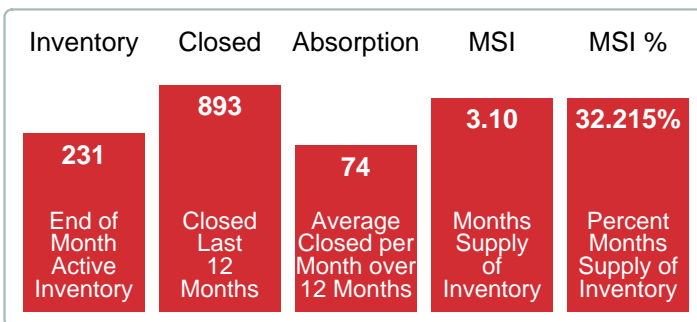
MONTHS SUPPLY of INVENTORY (MSI)

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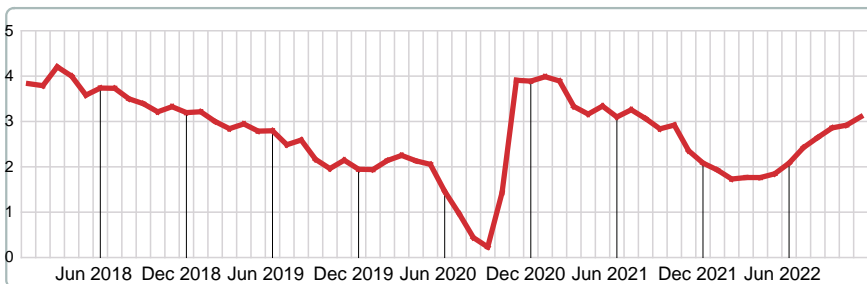
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

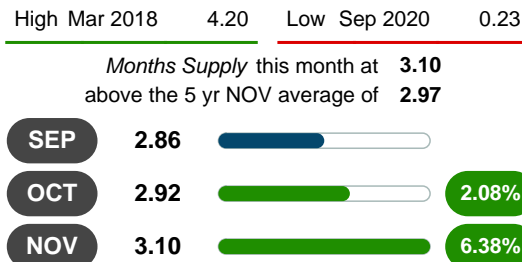


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.97



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	16	6.93%	2.29	1.97	2.86	12.00	0.00
\$50,001 - \$100,000	30	12.99%	2.67	2.18	3.00	3.00	12.00
\$100,001 - \$150,000	29	12.55%	1.83	1.22	2.02	1.89	4.00
\$150,001 - \$250,000	61	26.41%	2.89	3.36	2.90	2.49	12.00
\$250,001 - \$375,000	45	19.48%	4.22	6.67	4.63	2.79	6.00
\$375,001 - \$525,000	23	9.96%	4.18	4.00	5.29	3.43	0.00
\$525,001 and up	27	11.69%	8.76	12.00	16.36	4.24	7.50
Market Supply of Inventory (MSI)			3.10	2.32	3.41	2.89	5.28
Total Active Inventory by Units		100%	3.10	42	139	39	11

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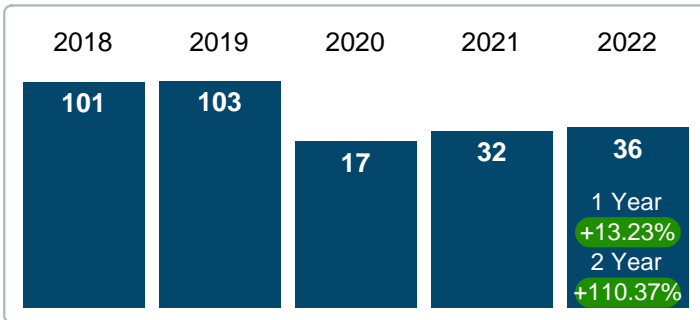
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



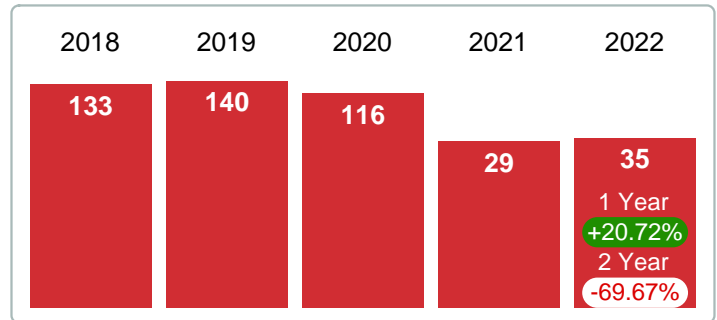
AVERAGE DAYS ON MARKET TO SALE

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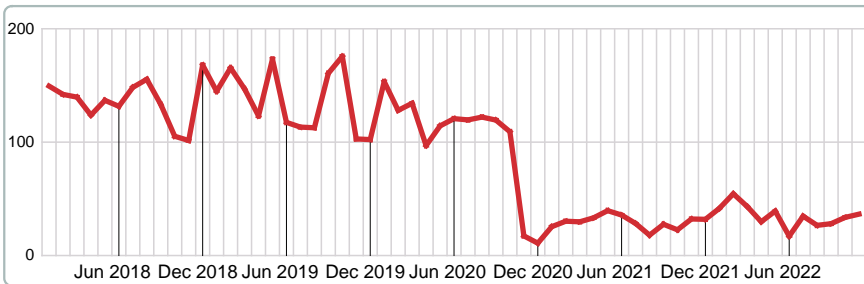
NOVEMBER



YEAR TO DATE (YTD)

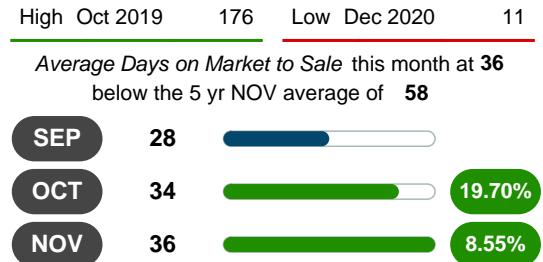


5 YEAR MARKET ACTIVITY TRENDS



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	
Average Closed DOM		36		39	36	34	40
Total Closed Units	100%	36	16	30	11	2	
Total Closed Volume		11,987,900	1.33M	6.55M	2.41M	1.70M	

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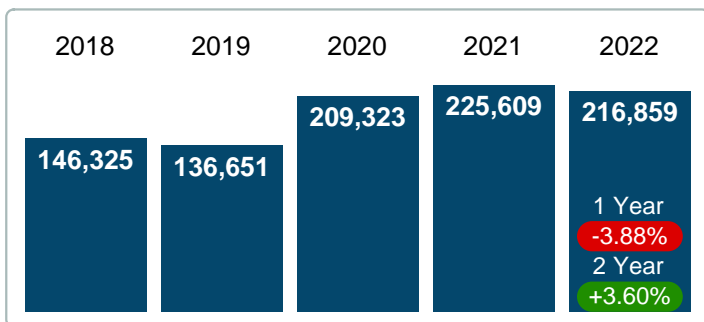
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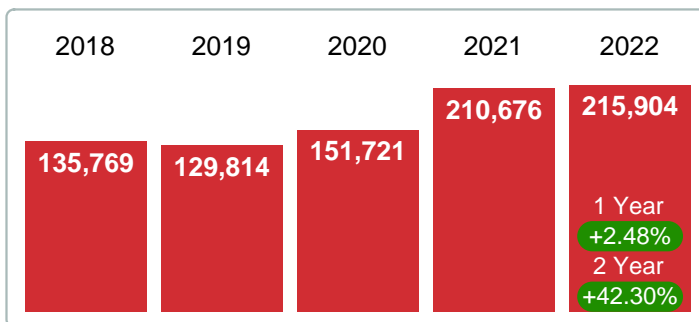
AVERAGE LIST PRICE AT CLOSING

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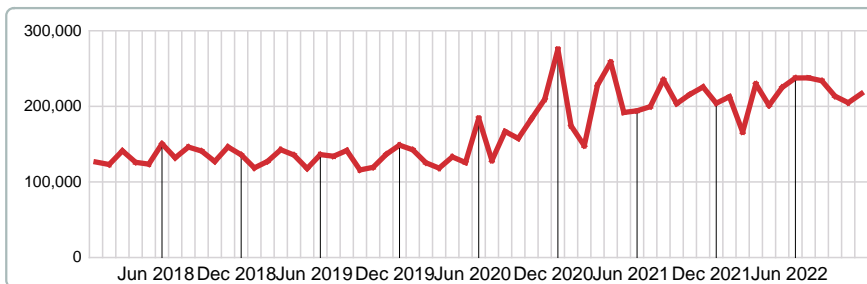
NOVEMBER



YEAR TO DATE (YTD)

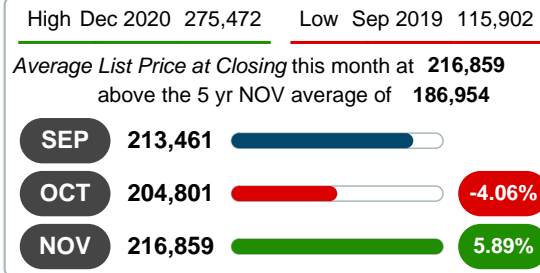


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 186,954



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	2	3.39%	23,500	0	0	0
\$25,001 - \$75,000	10	16.95%	62,125	62,500	75,000	0
\$75,001 - \$125,000	10	16.95%	87,933	110,117	159,500	0
\$125,001 - \$175,000	10	16.95%	162,400	160,960	138,300	0
\$175,001 - \$250,000	11	18.64%	0	218,580	219,450	0
\$250,001 - \$425,000	9	15.25%	335,000	322,875	361,167	0
\$425,001 and up	7	11.86%	0	637,500	475,000	850,000
Average List Price		216,859	91,725	232,677	240,618	850,000
Total Closed Units		59	16	30	11	2
Total Closed Volume		12,794,700	1.47M	6.98M	2.65M	1.70M

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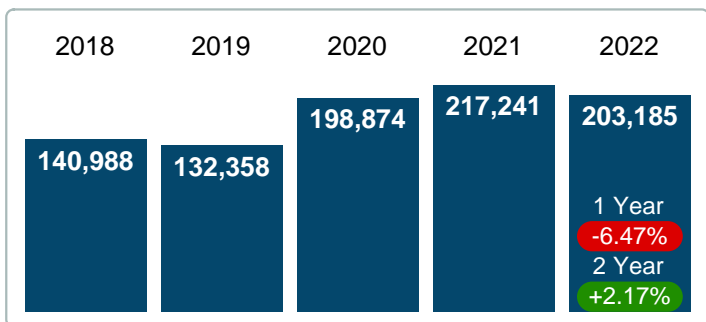
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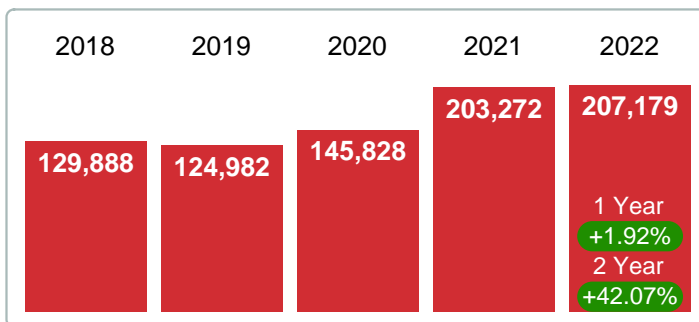
AVERAGE SOLD PRICE AT CLOSING

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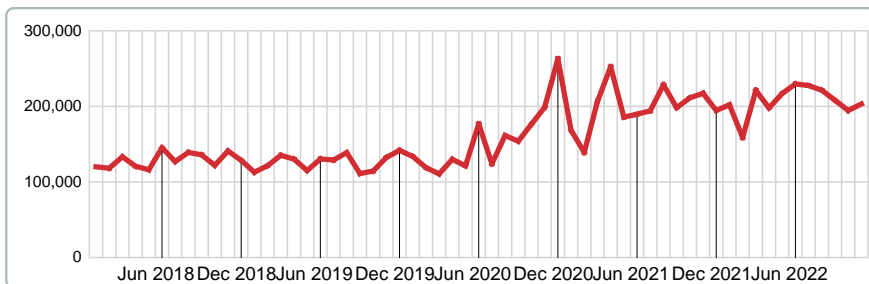
NOVEMBER



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
Average Sold Price		203,185	82,938	218,347	219,136	850,000
Total Closed Units	100%	203,185	16	30	11	2
Total Closed Volume		11,987,900	1.33M	6.55M	2.41M	1.70M

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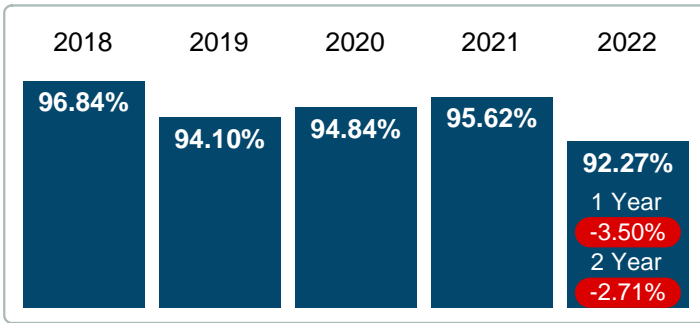
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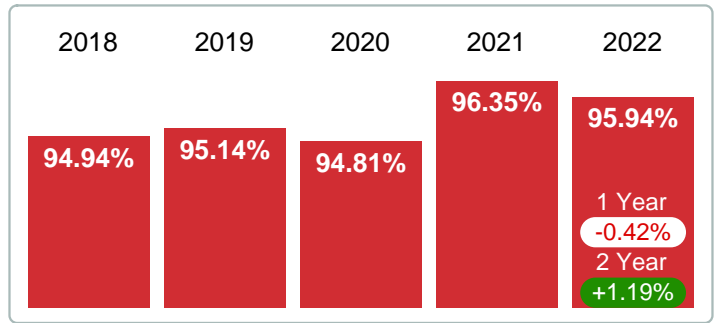
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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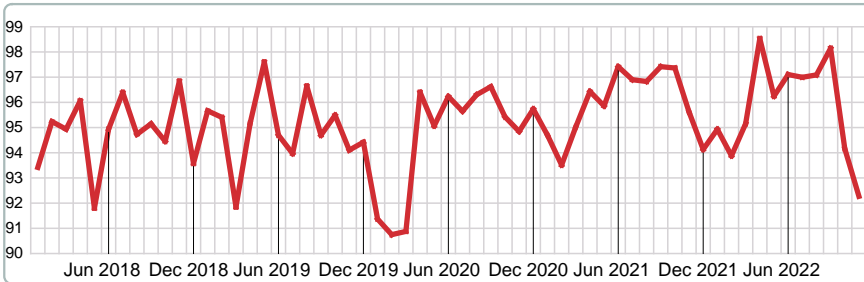
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

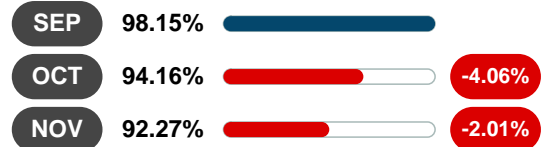


3 MONTHS

5 year NOV AVG = 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



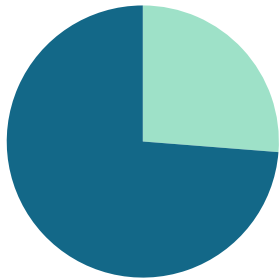
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

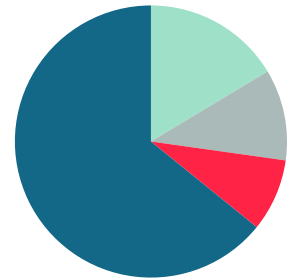


Inventory
 New Listings
79 = 26.25%
 Start Inventory
222
 Total Inventory Units
301
 Volume
\$92,044,180

Market Activity

Closed Sales
59 = 16.39%
 Pending Sales
39 = 10.83%
 Other Off Market
31 = 8.61%
 Active Inventory
231 = 64.17%

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	39	-52.44%	996	784	-21.29%
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	186	231	24.19%	186	231	24.19%
Months Supply of Inventory	2.34	3.10	32.54%	2.34	3.10	32.54%

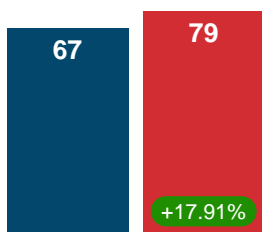
Absorption: Last 12 months, an Average of **74** Sales/Month

Inventory on November 30, 2022 = **231** 2021 2022

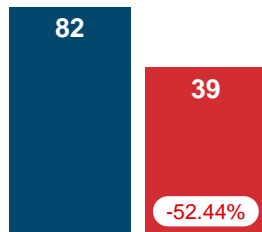
NOVEMBER MARKET

AVERAGE PRICES

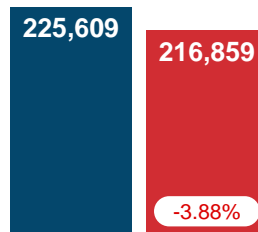
New Listings



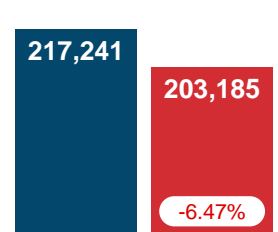
Pending Listings



List Price



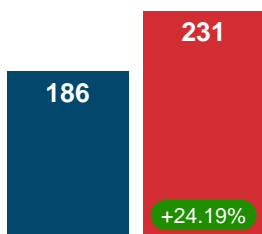
Sale Price



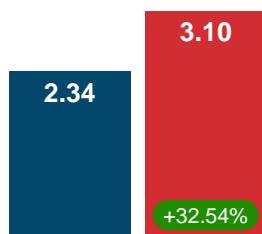
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

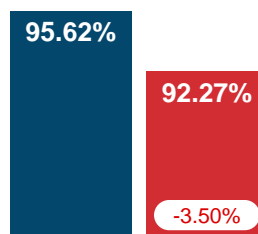
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

