

# November 2022



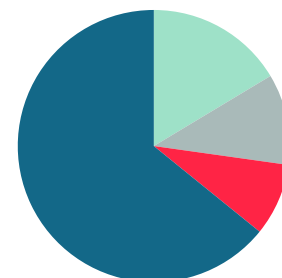
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
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	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.

#### 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 an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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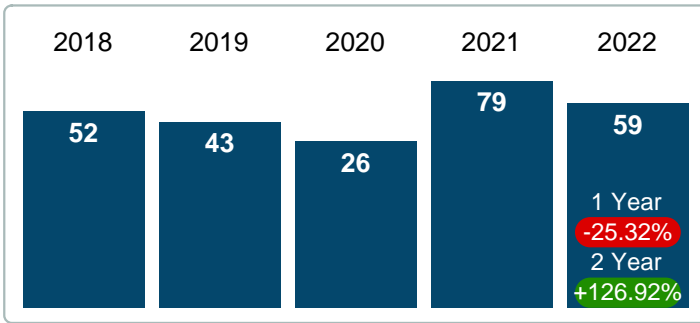
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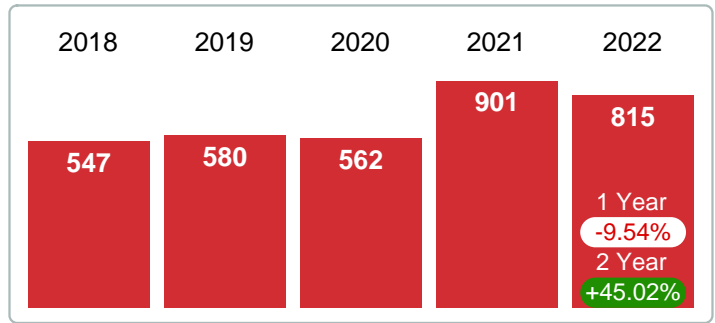
## CLOSED LISTINGS

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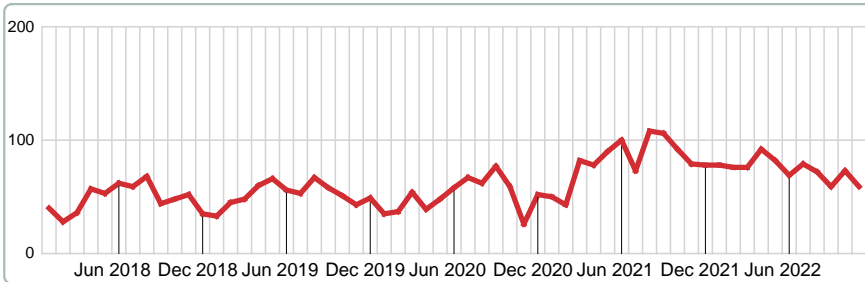
### NOVEMBER



### YEAR TO DATE (YTD)

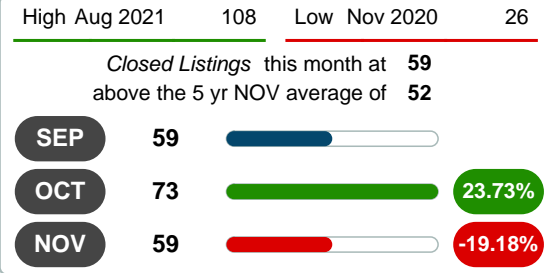


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total Closed Units</b>	<b>59</b>			<b>16</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,987,900</b>	<b>100%</b>	<b>28.0</b>	<b>1.33M</b>	<b>6.55M</b>	<b>2.41M</b>	<b>1.70M</b>
<b>Median Closed Price</b>	<b>\$152,000</b>			<b>\$66,500</b>	<b>\$185,000</b>	<b>\$200,000</b>	<b>\$850,000</b>

# November 2022



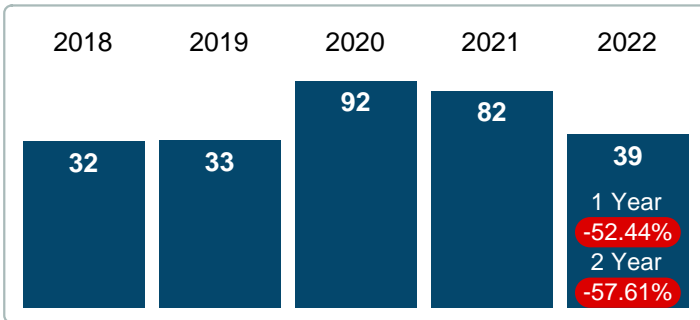
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



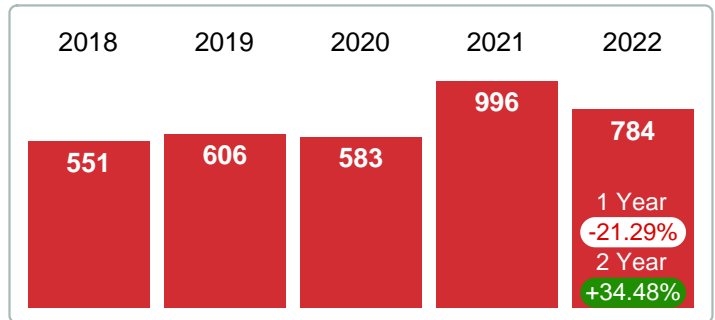
## PENDING LISTINGS

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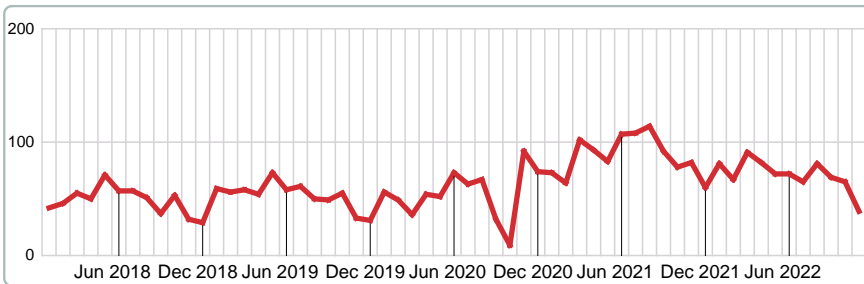
### NOVEMBER



### YEAR TO DATE (YTD)

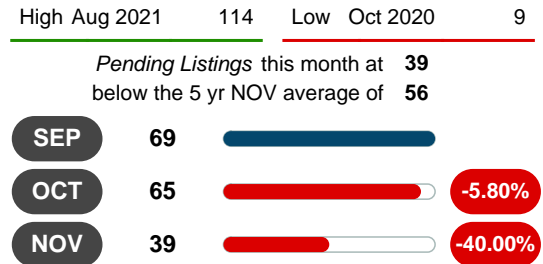


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 56



### 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	10.26%	39.5	2	2	0	0
\$50,001 - \$75,000	3	7.69%	246.0	2	1	0	0
\$75,001 - \$100,000	5	12.82%	42.0	4	1	0	0
\$100,001 - \$175,000	10	25.64%	56.5	5	5	0	0
\$175,001 - \$225,000	6	15.38%	67.5	1	4	1	0
\$225,001 - \$400,000	7	17.95%	11.0	1	6	0	0
\$400,001 and up	4	10.26%	41.0	1	3	0	0
<b>Total Pending Units</b>	<b>39</b>			<b>16</b>	<b>22</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,496,300</b>	<b>100%</b>	<b>42.0</b>	<b>2.09M</b>	<b>6.19M</b>	<b>209.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$160,000</b>			<b>\$104,000</b>	<b>\$193,250</b>	<b>\$209,000</b>	<b>\$0</b>

# November 2022



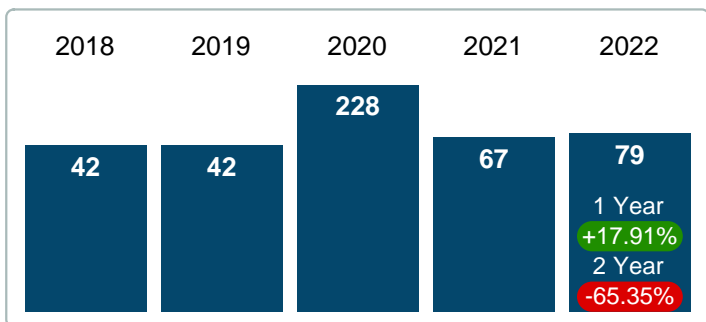
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



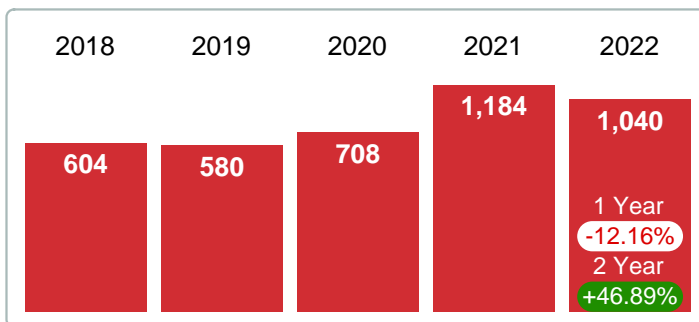
## NEW LISTINGS

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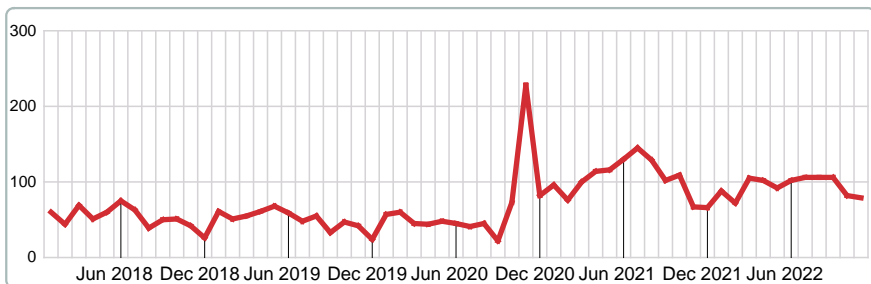
### NOVEMBER



### YEAR TO DATE (YTD)

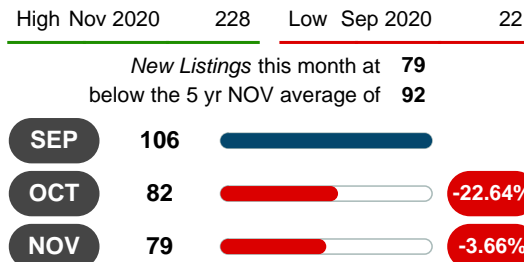


### 5 YEAR MARKET ACTIVITY TRENDS



### 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 - \$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
<b>Total New Listed Units</b>	<b>79</b>		<b>18</b>	<b>46</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>26,065,397</b>	<b>100%</b>	<b>1.99M</b>	<b>18.41M</b>	<b>4.07M</b>	<b>1.59M</b>
<b>Median New Listed Listing Price</b>	<b>\$219,000</b>		<b>\$94,450</b>	<b>\$227,000</b>	<b>\$282,500</b>	<b>\$289,700</b>

# November 2022



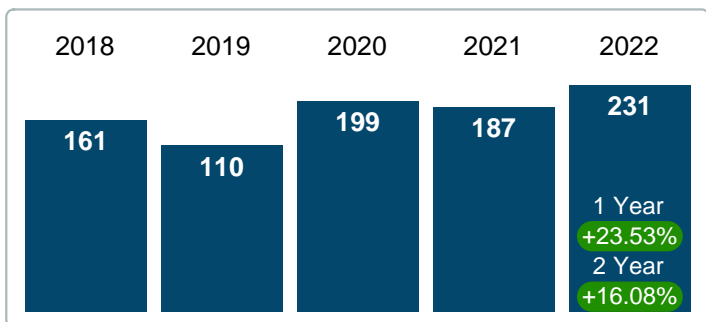
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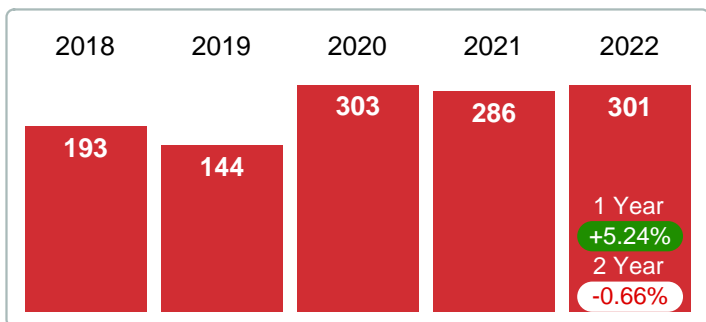
## ACTIVE INVENTORY

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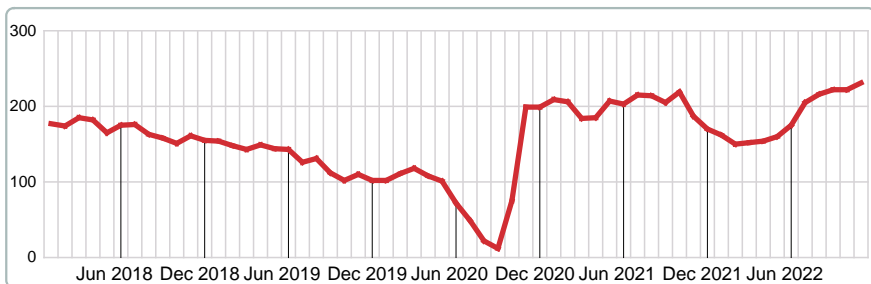
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

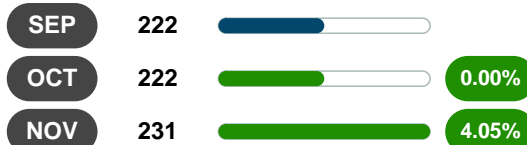


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	6.93%	74.5	10	5	1	0
\$50,001 - \$100,000	30	12.99%	79.0	12	15	2	1
\$100,001 - \$150,000	29	12.55%	61.0	5	20	3	1
\$150,001 - \$250,000	61	26.41%	49.0	7	42	11	1
\$250,001 - \$375,000	45	19.48%	51.0	5	27	10	3
\$375,001 - \$525,000	23	9.96%	62.0	2	15	6	0
\$525,001 and up	27	11.69%	79.0	1	15	6	5
<b>Total Active Inventory by Units</b>	<b>231</b>			<b>42</b>	<b>139</b>	<b>39</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>72,976,080</b>	<b>100%</b>	<b>61.0</b>	<b>6.52M</b>	<b>43.72M</b>	<b>15.89M</b>	<b>6.85M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$219,000</b>			<b>\$94,450</b>	<b>\$215,000</b>	<b>\$279,000</b>	<b>\$375,000</b>

# November 2022



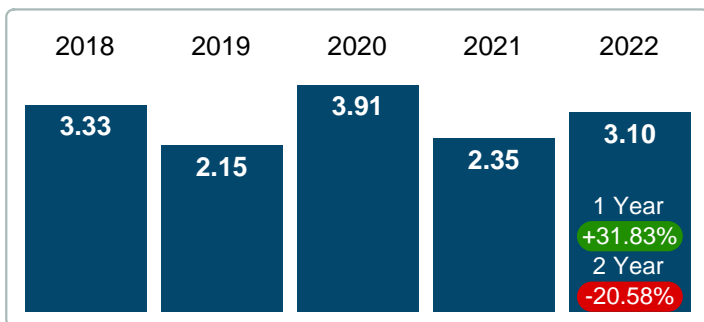
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



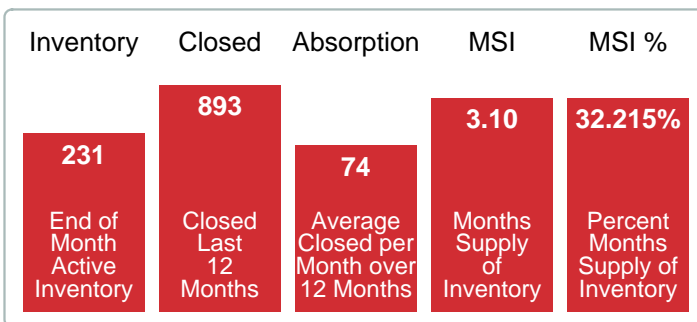
## MONTHS SUPPLY of INVENTORY (MSI)

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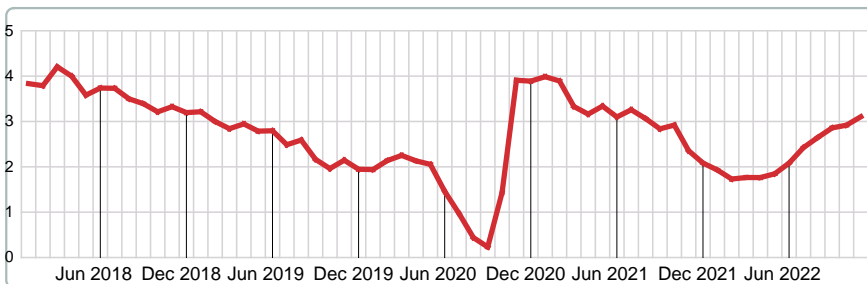
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

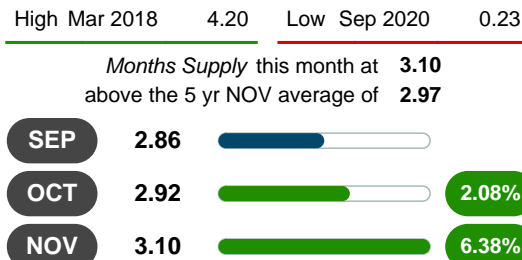


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# November 2022



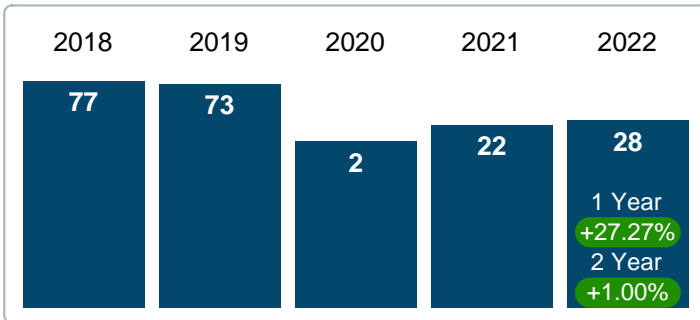
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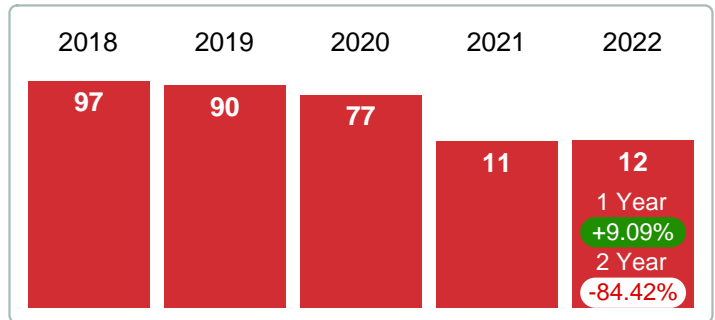
## MEDIAN DAYS ON MARKET TO SALE

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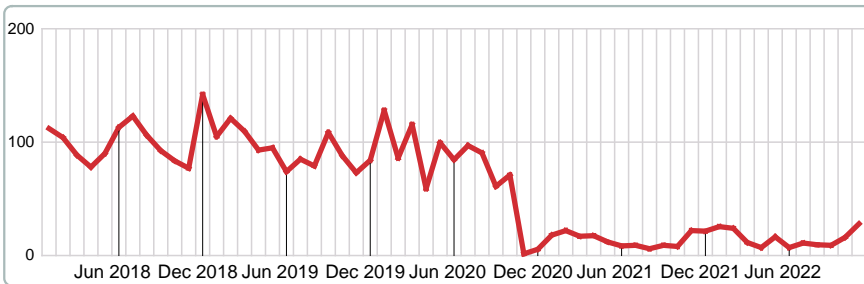
### NOVEMBER



### YEAR TO DATE (YTD)

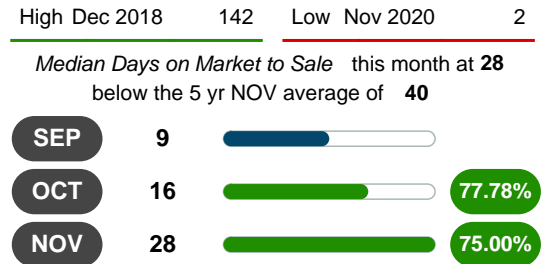


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 40



### 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



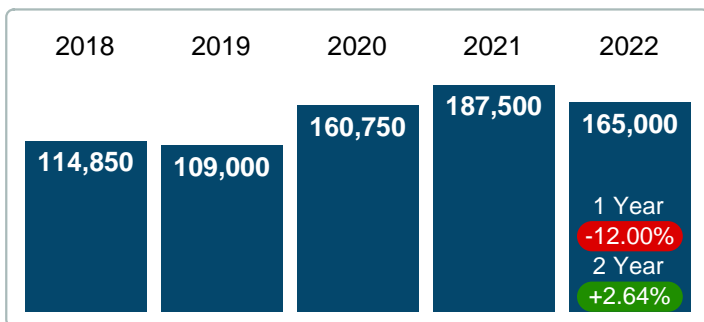
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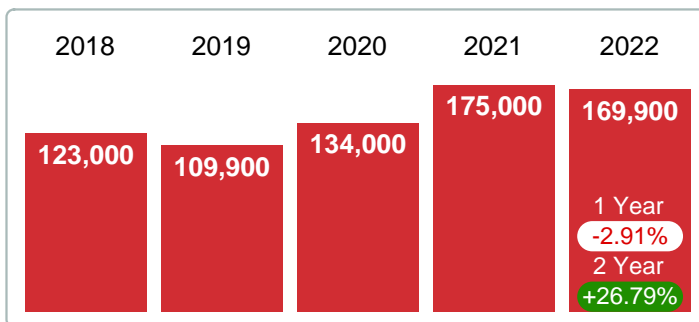
## MEDIAN LIST PRICE AT CLOSING

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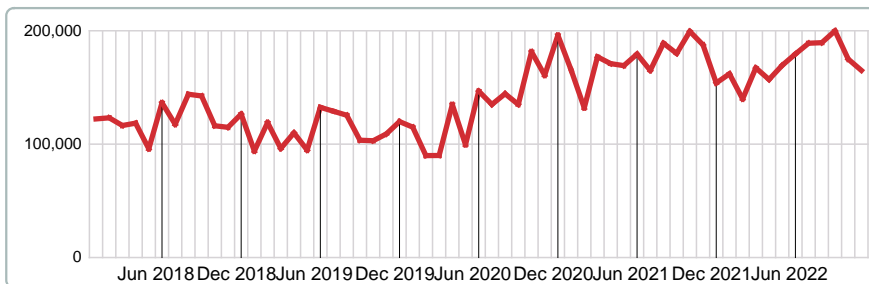
### NOVEMBER



### YEAR TO DATE (YTD)

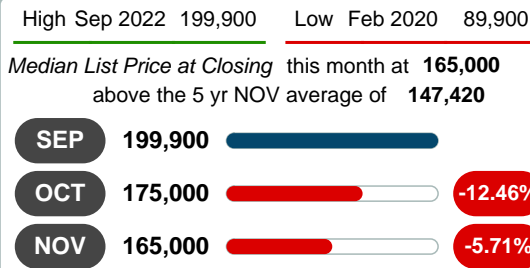


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Median List Price</b>		<b>165,000</b>	<b>69,500</b>	<b>186,250</b>	<b>219,000</b>	<b>850,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,000</b>	<b>16</b>	<b>30</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,794,700</b>	<b>1.47M</b>	<b>6.98M</b>	<b>2.65M</b>	<b>1.70M</b>



# November 2022



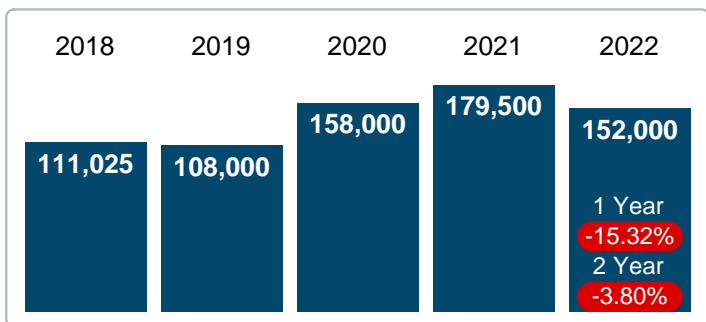
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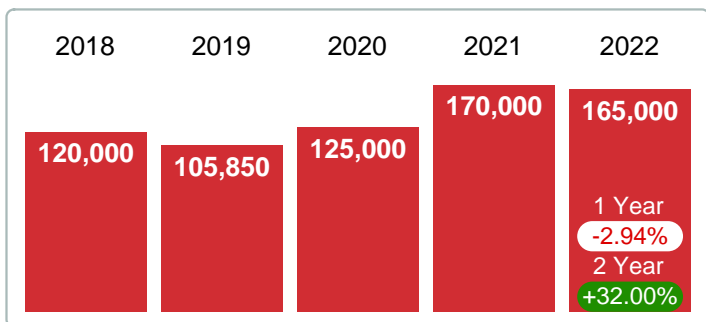
## MEDIAN SOLD PRICE AT CLOSING

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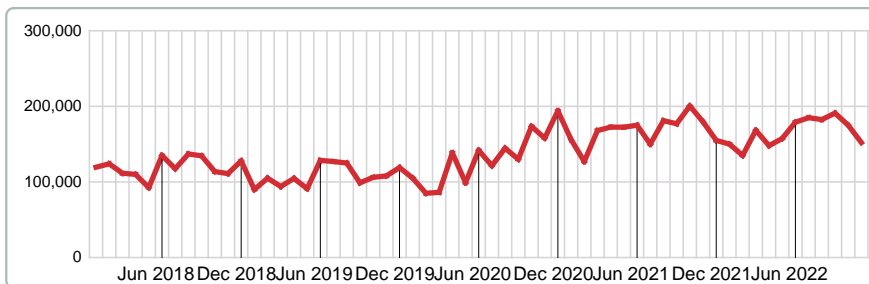
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

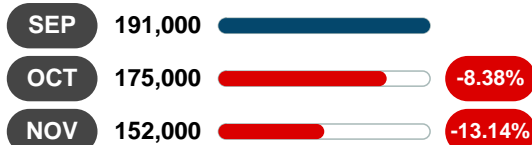


### 3 MONTHS

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



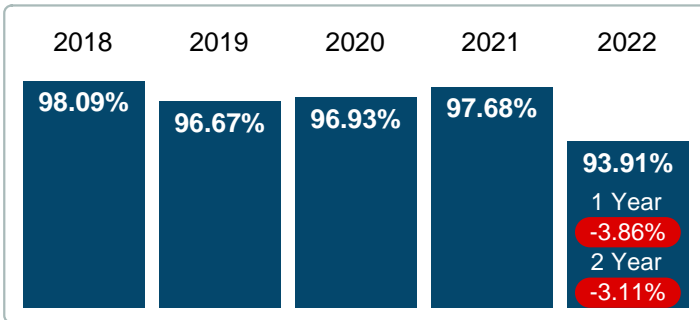
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



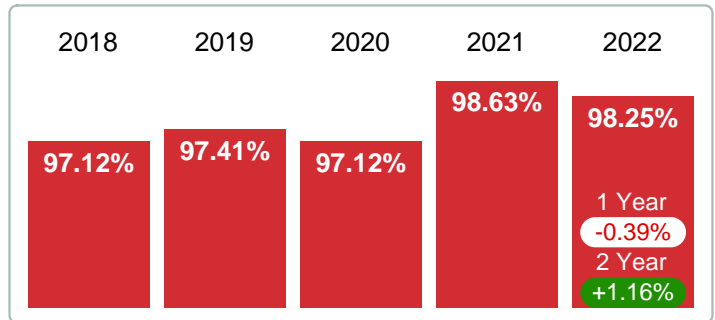
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

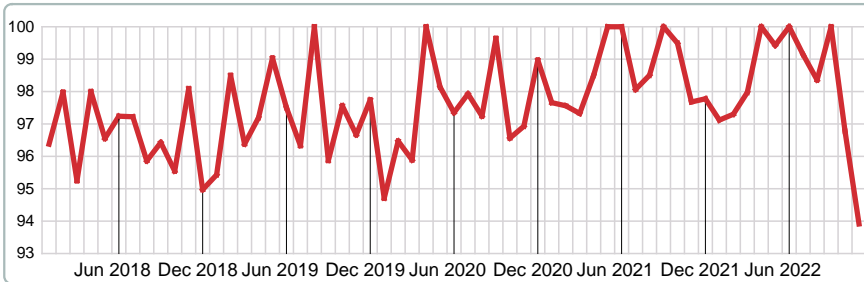
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

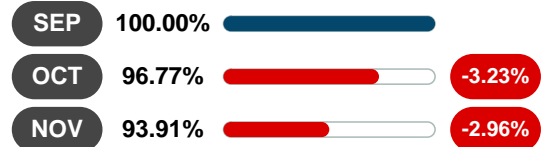


### 3 MONTHS

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



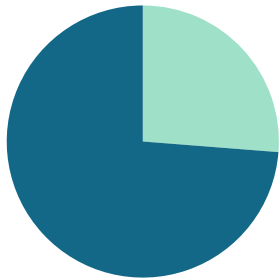
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

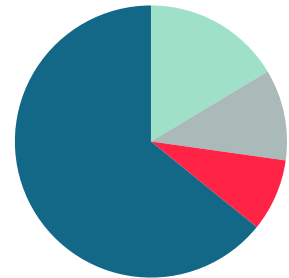


**Inventory**  
 New Listings  
**79 = 26.25%**  
 Start Inventory  
**222**  
 Total Inventory Units  
**301**  
 Volume  
**\$92,044,180**

### 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%
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	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

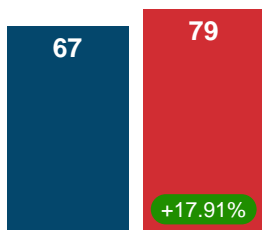
**Inventory** on November 30, 2022 = **231**

**2021** **2022**

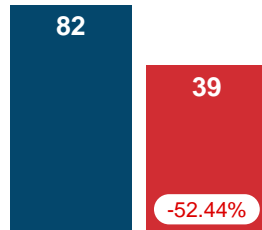
### NOVEMBER MARKET

### MEDIAN PRICES

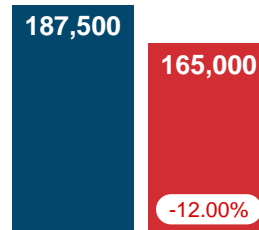
#### New Listings



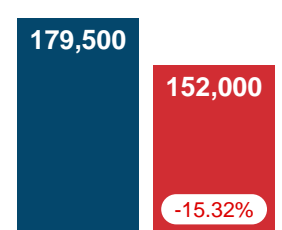
#### Pending Listings



#### List Price



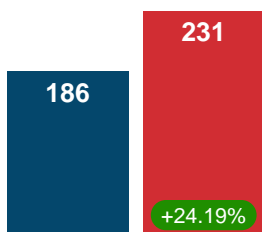
#### Sale Price



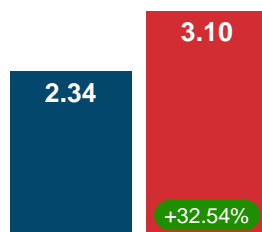
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

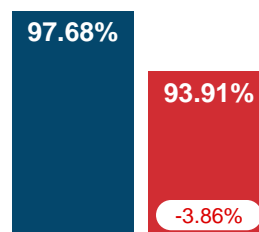
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

