

October 2022



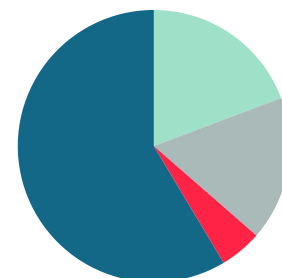
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	92	73	-20.65%
Pending Listings	78	65	-16.67%
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	218	222	1.83%
Months Supply of Inventory	2.91	2.92	0.38%



■ Closed (19.26%)
■ Pending (17.15%)
■ Other OffMarket (5.01%)
■ Active (58.58%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of October 31, 2022 = **222**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **1.83%** to 222 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 **2.92** 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 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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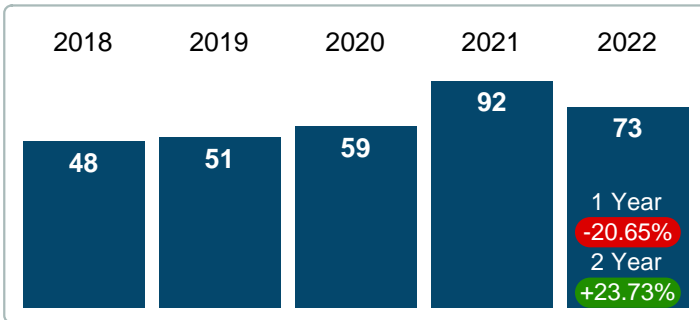
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



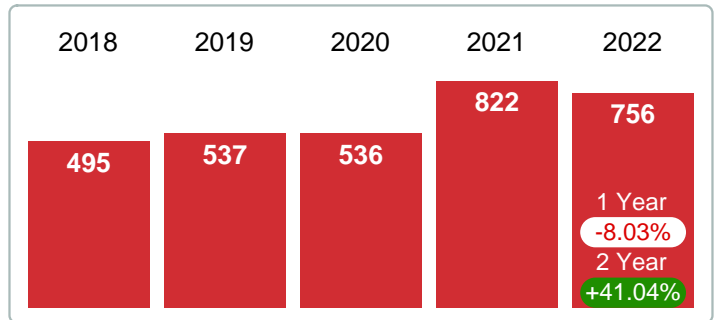
CLOSED LISTINGS

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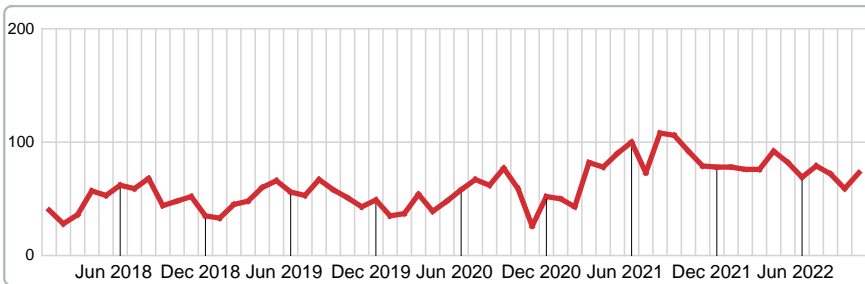
OCTOBER



YEAR TO DATE (YTD)

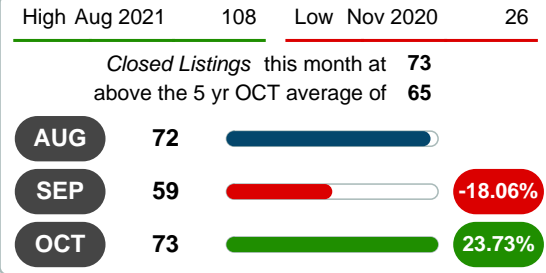


5 YEAR MARKET ACTIVITY TRENDS



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



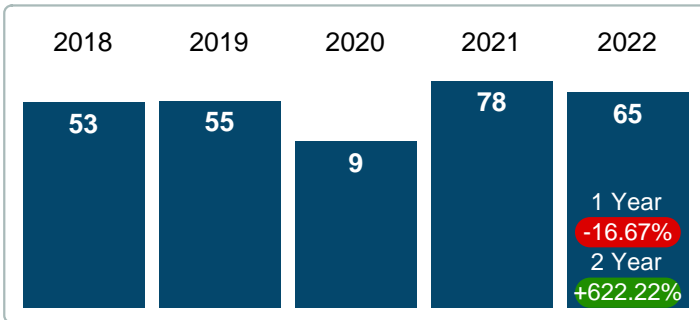
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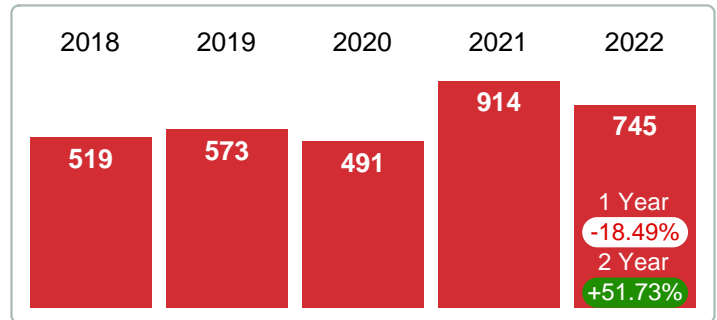
PENDING LISTINGS

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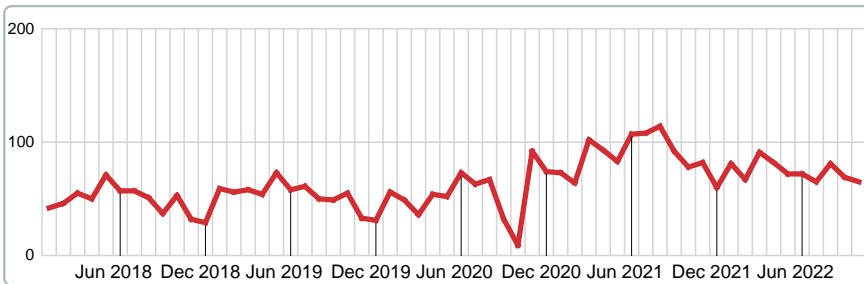
OCTOBER



YEAR TO DATE (YTD)

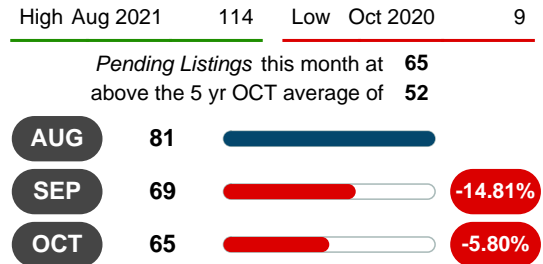


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



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	5	7.69%	27.4	4	1	0	0
\$50,001 - \$75,000	6	9.23%	113.3	3	1	1	1
\$75,001 - \$125,000	12	18.46%	40.1	4	7	1	0
\$125,001 - \$175,000	13	20.00%	40.0	2	8	3	0
\$175,001 - \$275,000	14	21.54%	43.9	2	11	0	1
\$275,001 - \$350,000	8	12.31%	50.1	1	5	2	0
\$350,001 and up	7	10.77%	62.9	0	2	3	2
Total Pending Units	65			16	35	10	4
Total Pending Volume	12,178,899	100%	49.0	1.68M	6.71M	2.60M	1.18M
Average Listing Price	\$189,490			\$104,819	\$191,840	\$260,440	\$295,750

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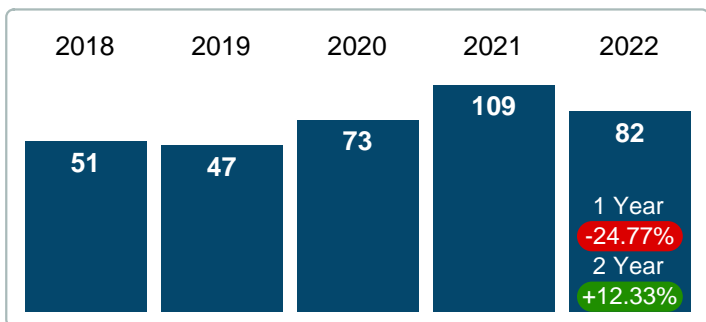
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



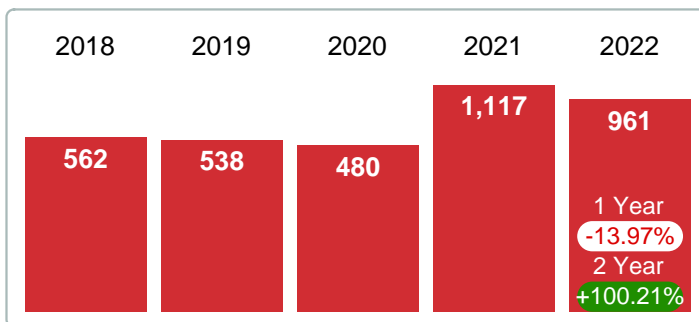
NEW LISTINGS

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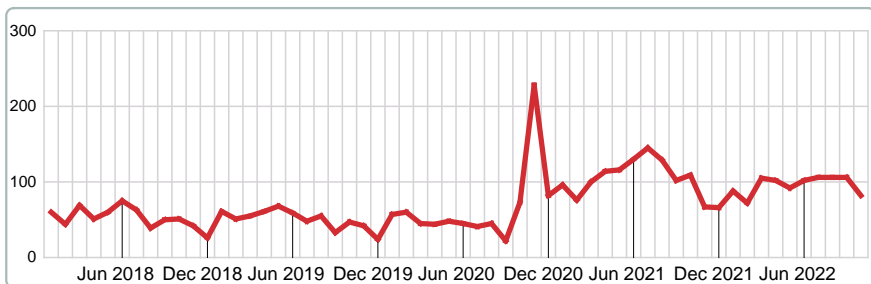
OCTOBER



YEAR TO DATE (YTD)

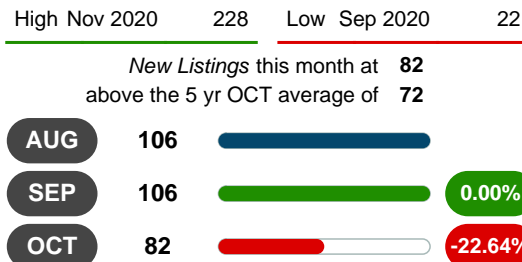


5 YEAR MARKET ACTIVITY TRENDS



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	8	9.76%	3	2	3	0
\$125,001 - \$175,000	11	13.41%	1	8	2	0
\$175,001 - \$250,000	22	26.83%	5	13	3	1
\$250,001 - \$275,000	6	7.32%	0	6	0	0
\$275,001 - \$425,000	18	21.95%	3	8	4	3
\$425,001 and up	8	9.76%	1	5	2	0
Total New Listed Units	82		20	44	14	4
Total New Listed Volume	19,642,085	100%	3.31M	11.60M	3.41M	1.33M
Average New Listed Listing Price	\$217,076		\$165,375	\$263,577	\$243,656	\$331,500

October 2022



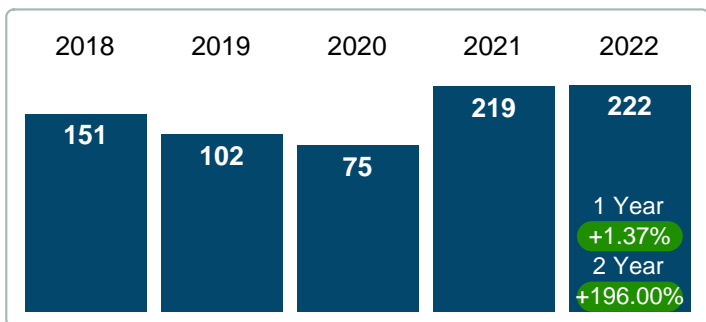
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



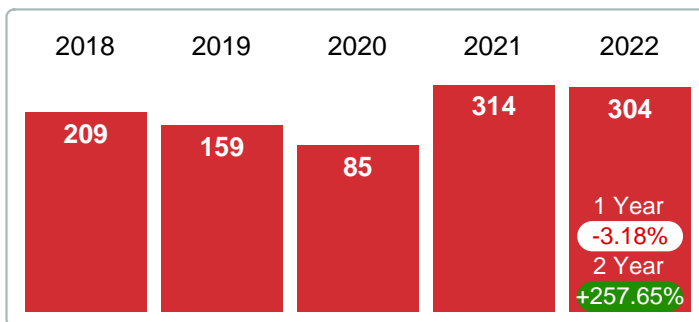
ACTIVE INVENTORY

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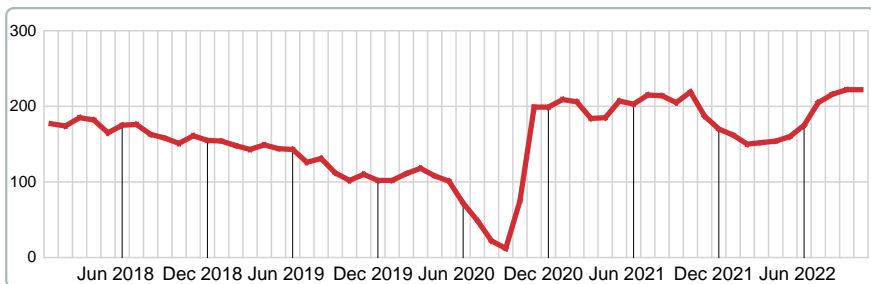
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 154

High Oct 2022 222 Low Sep 2020 12

Inventory this month at 222 above the 5 yr OCT average of 154

- AUG 216
- SEP 222 +2.78%
- OCT 222 +0.00%

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	7.66%	74.9	10	6	1	0
\$50,001 - \$100,000	33	14.86%	109.0	18	13	1	1
\$100,001 - \$150,000	26	11.71%	65.7	6	17	3	0
\$150,001 - \$275,000	64	28.83%	66.8	6	46	11	1
\$275,001 - \$375,000	33	14.86%	74.9	5	19	6	3
\$375,001 - \$525,000	24	10.81%	80.3	3	15	6	0
\$525,001 and up	25	11.26%	104.9	1	15	5	4
Total Active Inventory by Units	222			49	131	33	9
Total Active Inventory by Volume	65,978,783	100%	80.5	7.34M	38.99M	14.03M	5.61M
Average Active Inventory Listing Price	\$297,202			\$149,890	\$297,653	\$425,172	\$623,444

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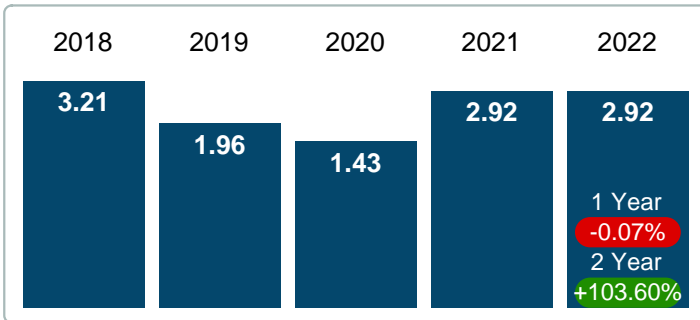
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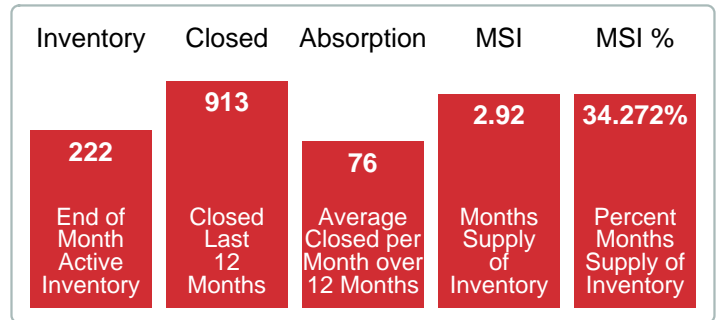
MONTHS SUPPLY of INVENTORY (MSI)

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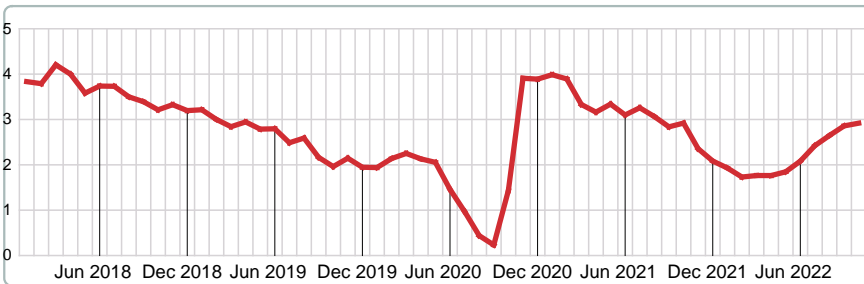
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

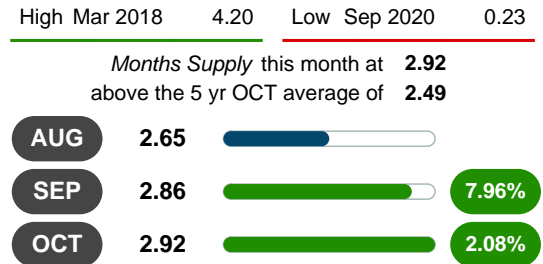


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.49



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	7.66%	2.55	2.22	3.13	6.00	0.00
\$50,001 - \$100,000	33	14.86%	2.83	3.18	2.44	1.71	12.00
\$100,001 - \$150,000	26	11.71%	1.64	1.41	1.74	1.89	0.00
\$150,001 - \$275,000	64	28.83%	2.53	2.48	2.64	2.13	3.00
\$275,001 - \$375,000	33	14.86%	4.35	10.00	5.18	1.95	9.00
\$375,001 - \$525,000	24	10.81%	4.17	5.14	5.00	3.27	0.00
\$525,001 and up	25	11.26%	7.69	12.00	15.00	3.16	6.86
Market Supply of Inventory (MSI)			2.92	2.72	3.11	2.36	4.50
Total Active Inventory by Units		100%	2.92	49	131	33	9

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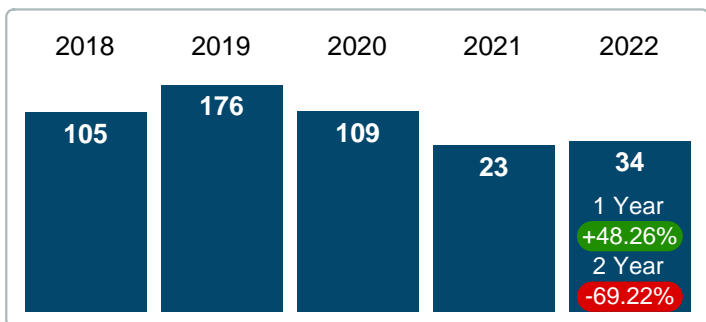
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



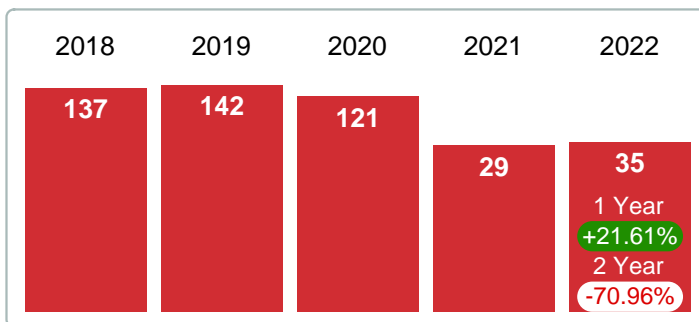
AVERAGE DAYS ON MARKET TO SALE

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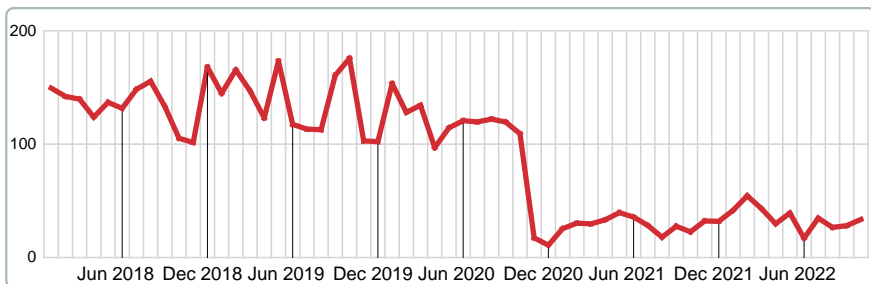
OCTOBER



YEAR TO DATE (YTD)

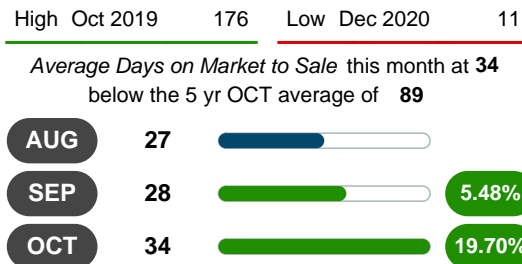


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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

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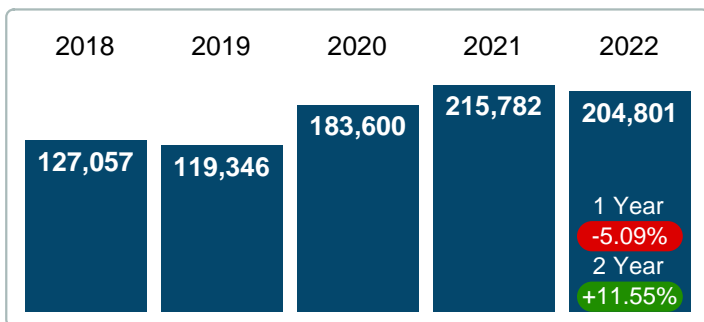
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



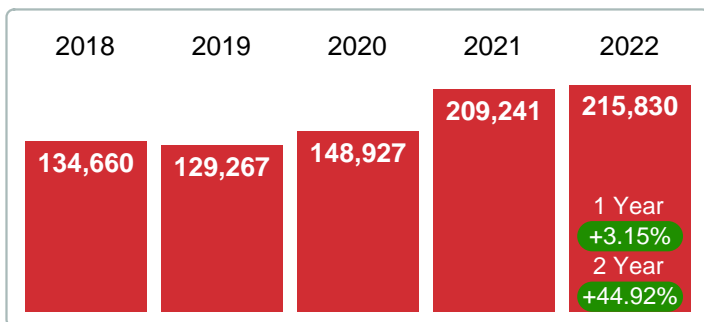
AVERAGE LIST PRICE AT CLOSING

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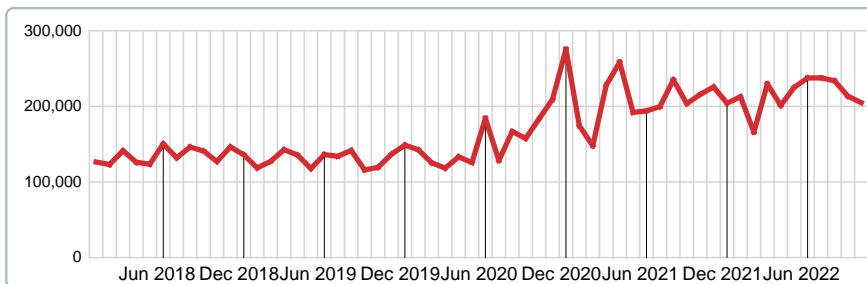
OCTOBER



YEAR TO DATE (YTD)

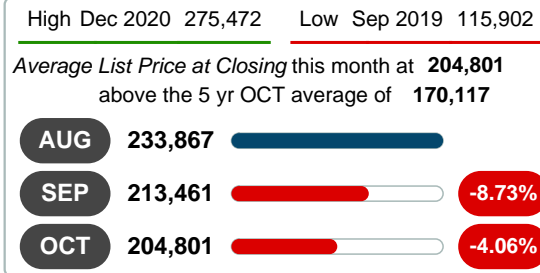


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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	3	4.11%	18,333	18,333	0	0	0
\$25,001 - \$50,000	5	6.85%	37,380	44,317	35,000	0	0
\$50,001 - \$100,000	15	20.55%	74,807	80,871	76,167	89,000	0
\$100,001 - \$200,000	21	28.77%	157,619	144,067	166,854	189,500	0
\$200,001 - \$250,000	7	9.59%	219,000	0	216,571	0	0
\$250,001 - \$375,000	13	17.81%	314,738	375,000	304,600	319,950	0
\$375,001 and up	9	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	0
Total Closed Volume				2.13M	9.74M	3.08M	0.00B

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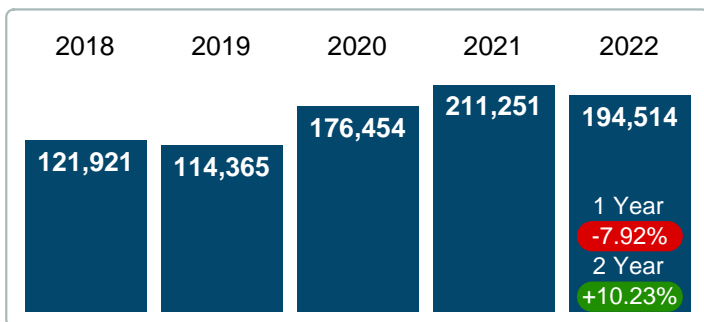
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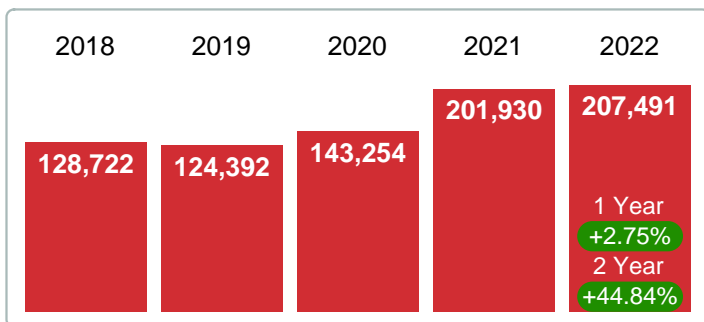
AVERAGE SOLD PRICE AT CLOSING

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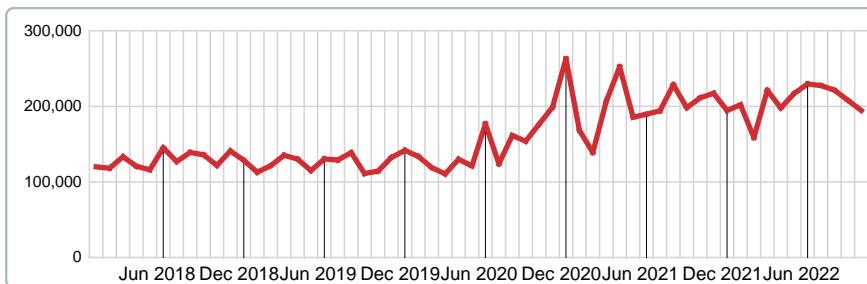
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

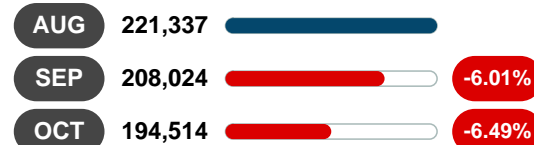


3 MONTHS

5 year OCT AVG = 163,701

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at 194,514 above the 5 yr OCT average of 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	0
Total Closed Volume		14,199,500	1.93M	9.32M	2.94M	0.00B

October 2022



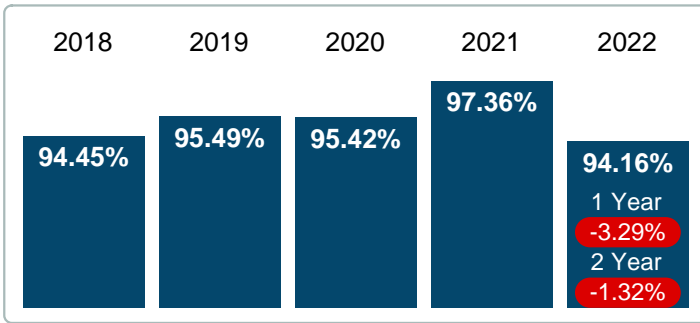
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



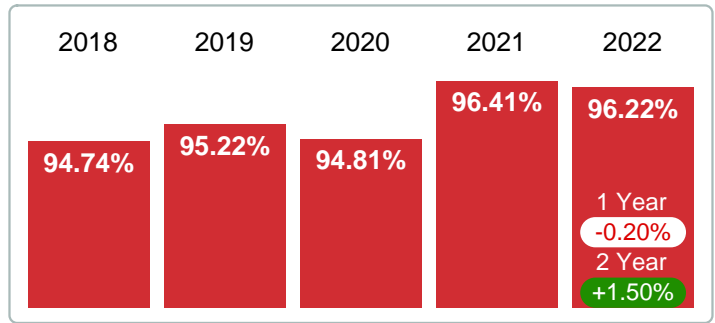
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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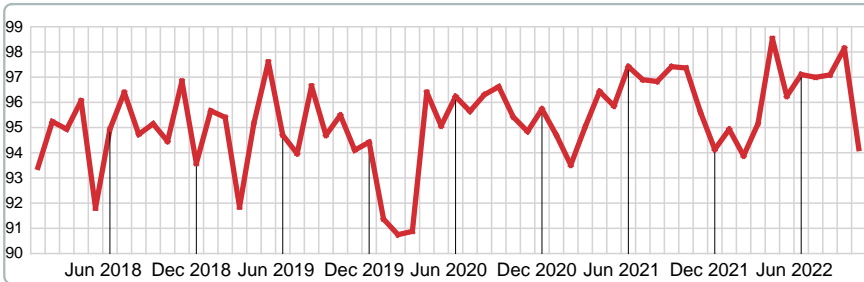
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

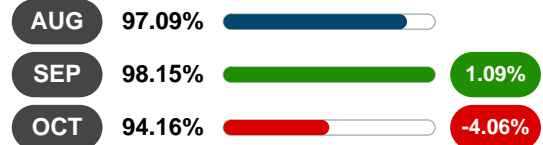


3 MONTHS

5 year OCT AVG = 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



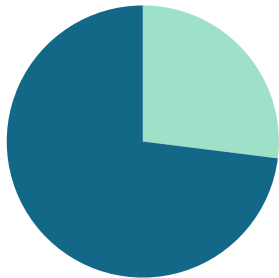
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

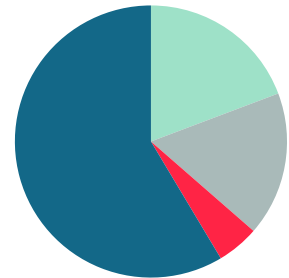


Inventory
 New Listings
82 = 26.97%
 Start Inventory
222
 Total Inventory Units
304
 Volume
\$84,892,182

Market Activity

Closed Sales
73 = 19.26%
 Pending Sales
65 = 17.15%
 Other Off Market
19 = 5.01%
 Active Inventory
222 = 58.58%

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	65	-16.67%	914	745	-18.49%
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	218	222	1.83%	218	222	1.83%
Months Supply of Inventory	2.91	2.92	0.38%	2.91	2.92	0.38%

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

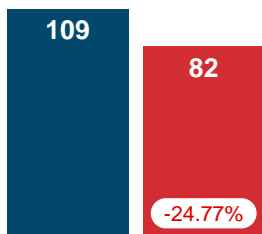
Inventory on October 31, 2022 = **222**

2021 **2022**

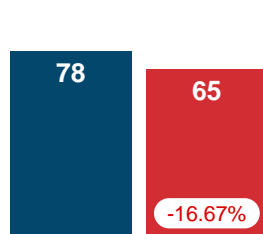
OCTOBER MARKET

AVERAGE PRICES

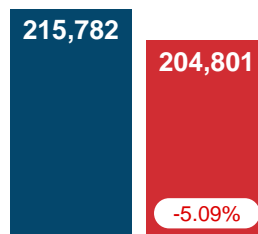
New Listings



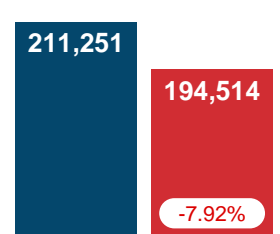
Pending Listings



List Price



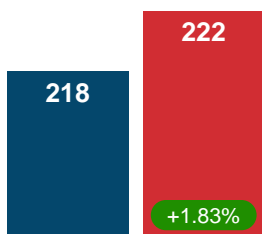
Sale Price



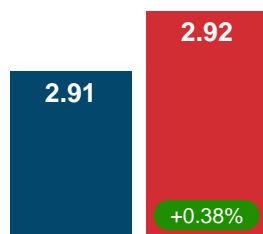
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

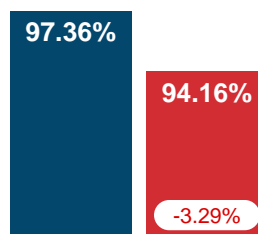
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

