

# October 2022



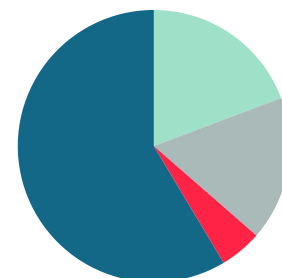
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
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	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.

#### 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 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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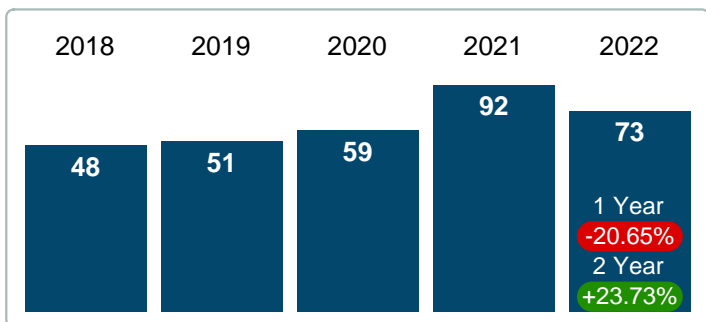
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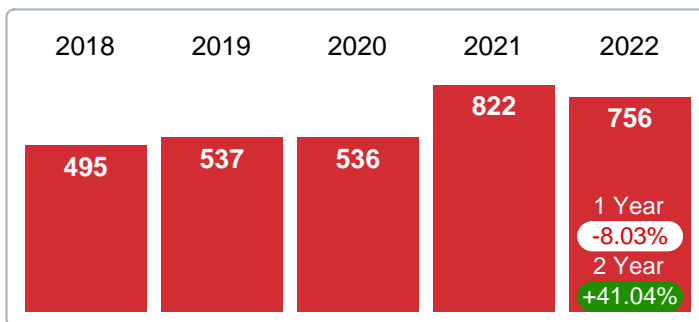
## CLOSED LISTINGS

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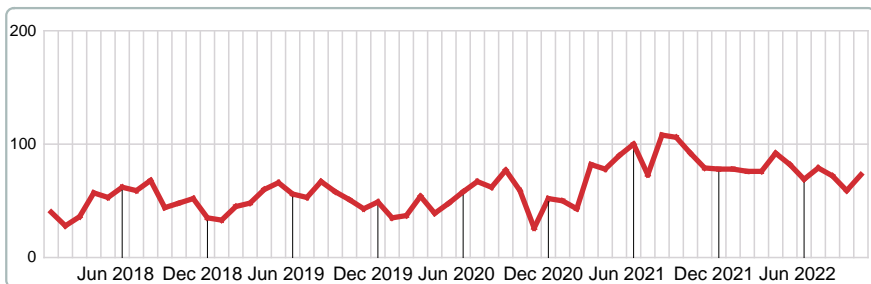
### OCTOBER



### YEAR TO DATE (YTD)

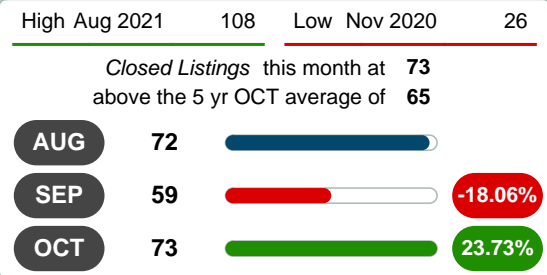


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total Closed Units</b>	<b>73</b>			<b>23</b>	<b>41</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>14,199,500</b>	<b>100%</b>	<b>16.0</b>	<b>1.93M</b>	<b>9.32M</b>	<b>2.94M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$60,000</b>	<b>\$205,000</b>	<b>\$320,000</b>	<b>\$0</b>

# October 2022



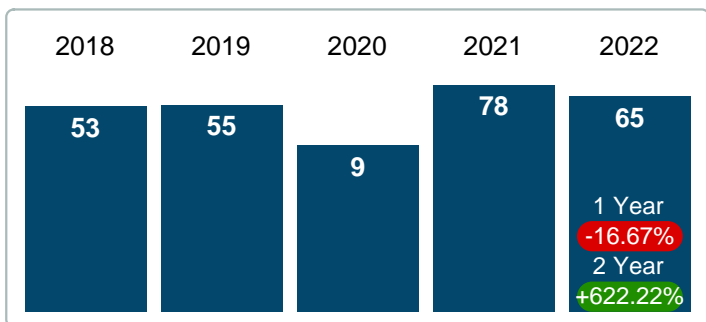
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



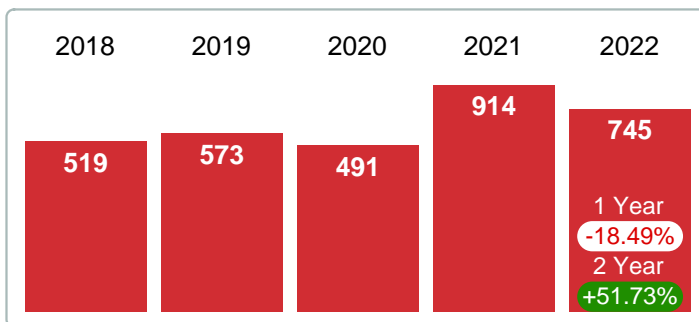
## PENDING LISTINGS

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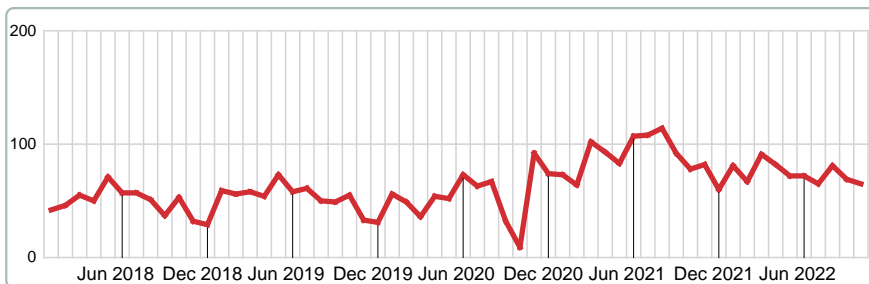
### OCTOBER



### YEAR TO DATE (YTD)

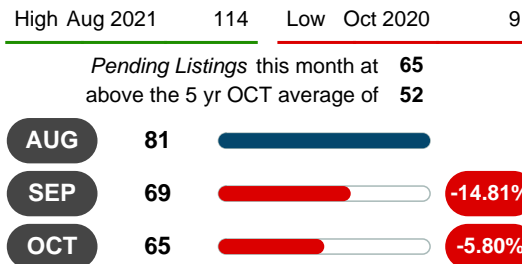


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 52



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.69%	1.0	4	1	0	0
\$50,001 - \$75,000	6	9.23%	128.5	3	1	1	1
\$75,001 - \$125,000	12	18.46%	21.0	4	7	1	0
\$125,001 - \$175,000	13	20.00%	35.0	2	8	3	0
\$175,001 - \$275,000	14	21.54%	28.0	2	11	0	1
\$275,001 - \$350,000	8	12.31%	20.0	1	5	2	0
\$350,001 and up	7	10.77%	53.0	0	2	3	2
<b>Total Pending Units</b>	<b>65</b>			<b>16</b>	<b>35</b>	<b>10</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>12,178,899</b>	<b>100%</b>	<b>33.0</b>	<b>1.68M</b>	<b>6.71M</b>	<b>2.60M</b>	<b>1.18M</b>
<b>Median Listing Price</b>	<b>\$164,500</b>			<b>\$79,500</b>	<b>\$179,900</b>	<b>\$226,750</b>	<b>\$307,000</b>

# October 2022



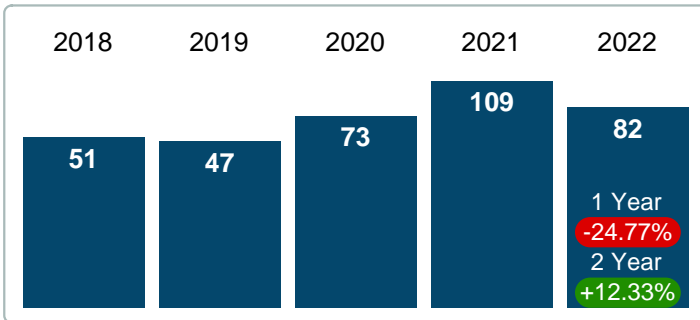
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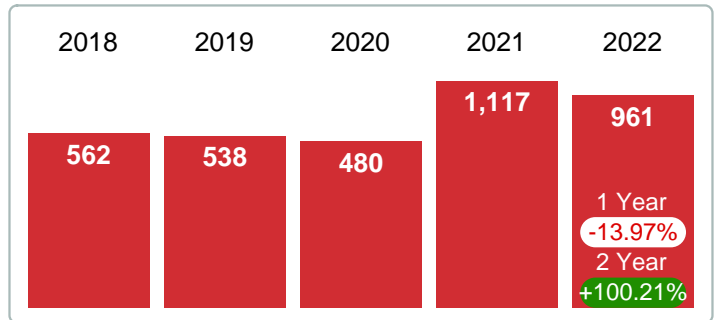
## NEW LISTINGS

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

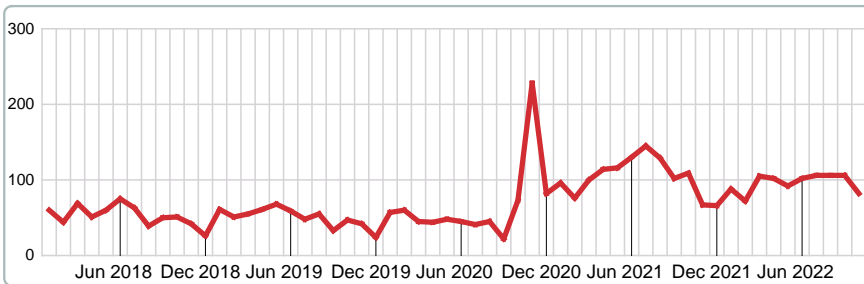
### OCTOBER



### YEAR TO DATE (YTD)

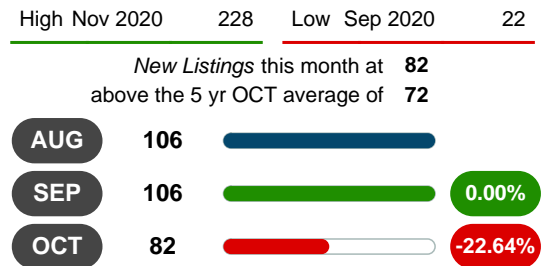


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>82</b>		<b>20</b>	<b>44</b>	<b>14</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,642,085</b>	<b>100%</b>	<b>3.31M</b>	<b>11.60M</b>	<b>3.41M</b>	<b>1.33M</b>
<b>Median New Listed Listing Price</b>	<b>\$226,750</b>		<b>\$129,900</b>	<b>\$247,000</b>	<b>\$214,500</b>	<b>\$354,000</b>

# October 2022



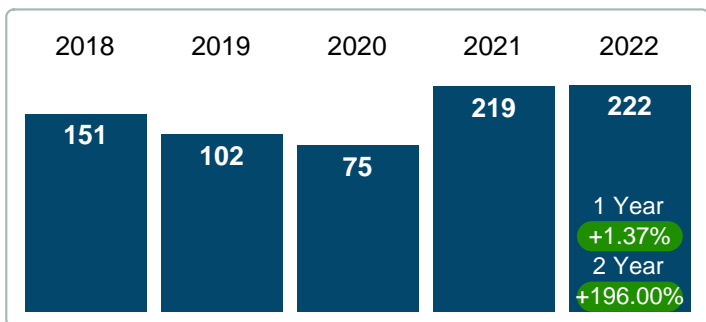
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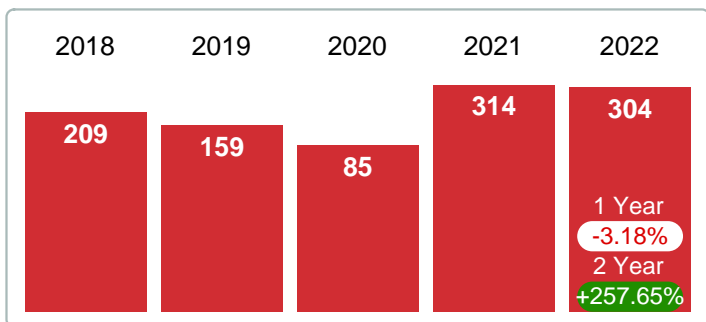
## ACTIVE INVENTORY

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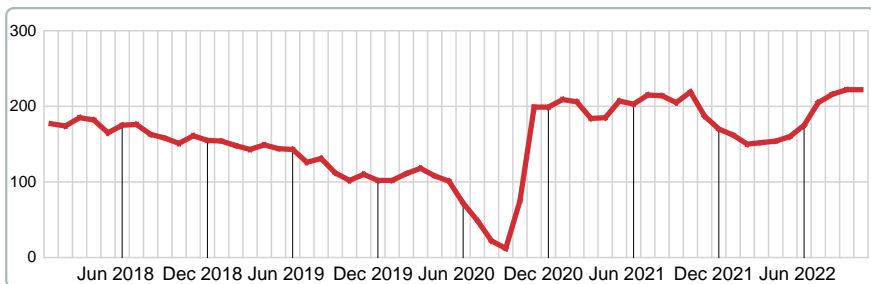
### END OF OCTOBER



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	7.66%	54.0	10	6	1	0
\$50,001 - \$100,000	33	14.86%	86.0	18	13	1	1
\$100,001 - \$150,000	26	11.71%	44.5	6	17	3	0
\$150,001 - \$275,000	64	28.83%	49.0	6	46	11	1
\$275,001 - \$375,000	33	14.86%	47.0	5	19	6	3
\$375,001 - \$525,000	24	10.81%	59.5	3	15	6	0
\$525,001 and up	25	11.26%	105.0	1	15	5	4
<b>Total Active Inventory by Units</b>	<b>222</b>			<b>49</b>	<b>131</b>	<b>33</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>65,978,783</b>	<b>100%</b>	<b>54.5</b>	<b>7.34M</b>	<b>38.99M</b>	<b>14.03M</b>	<b>5.61M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$209,950</b>			<b>\$95,000</b>	<b>\$229,000</b>	<b>\$279,000</b>	<b>\$375,000</b>

# October 2022



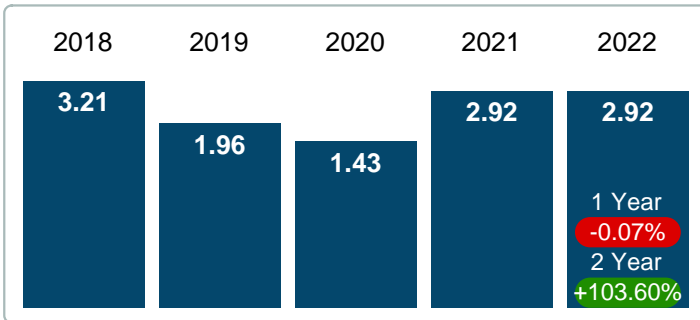
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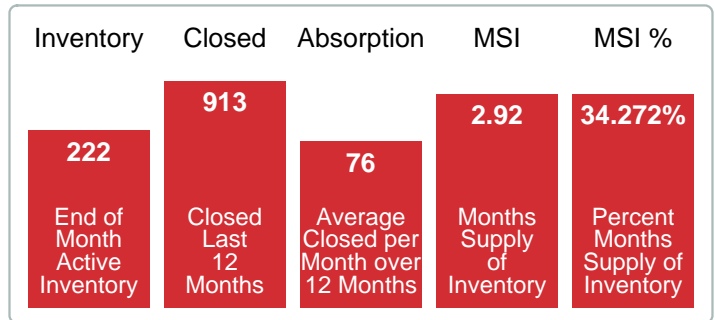
## MONTHS SUPPLY of INVENTORY (MSI)

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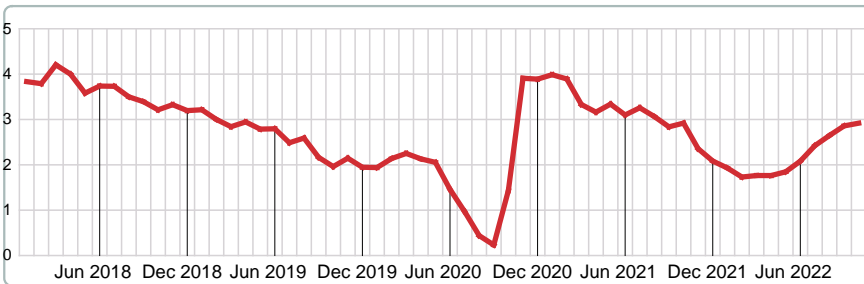
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022

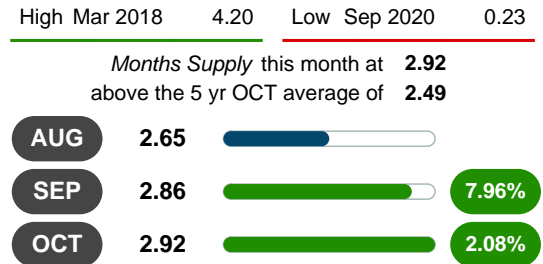


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# October 2022



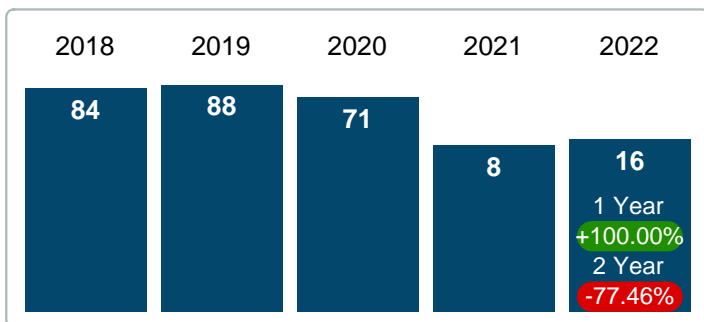
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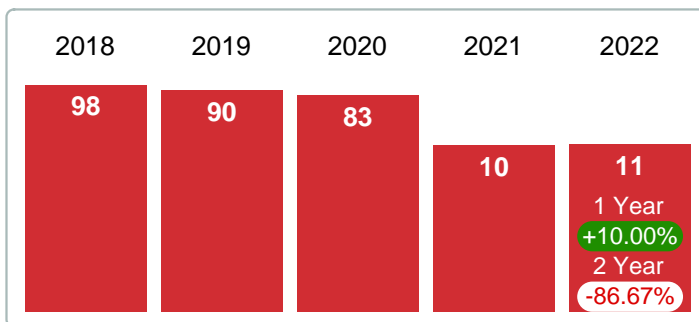
## MEDIAN DAYS ON MARKET TO SALE

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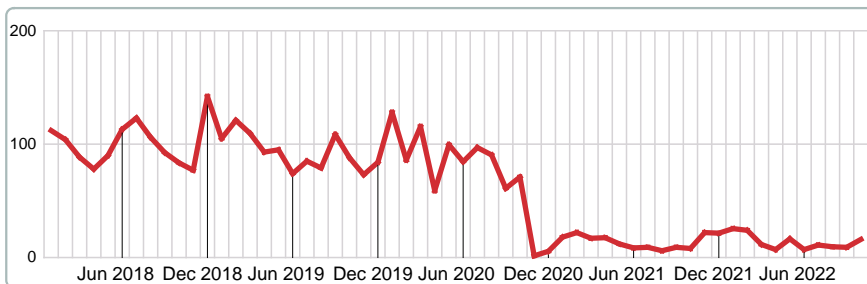
### OCTOBER



### YEAR TO DATE (YTD)

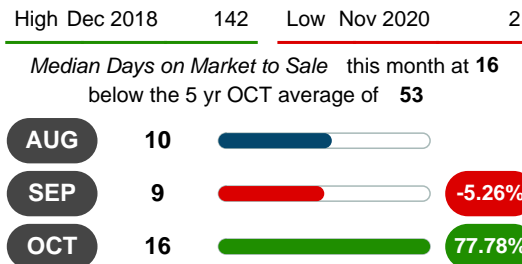


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# October 2022



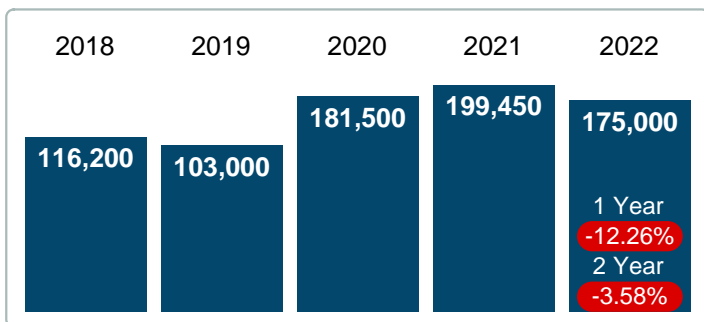
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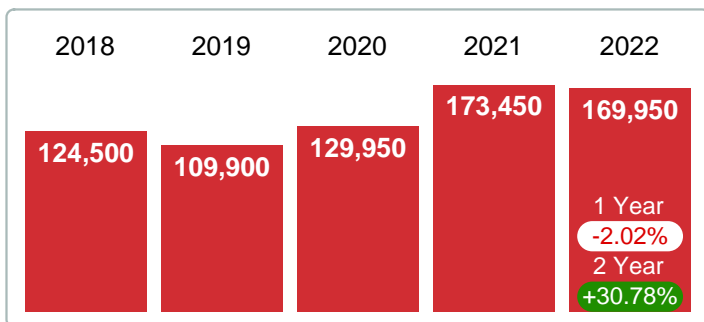
## MEDIAN LIST PRICE AT CLOSING

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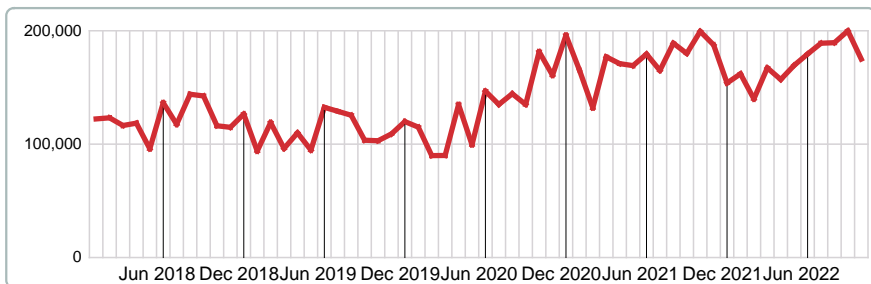
### OCTOBER



### YEAR TO DATE (YTD)

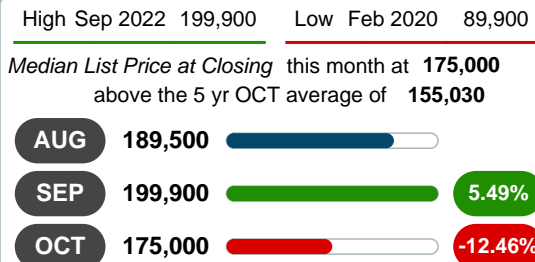


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



# October 2022



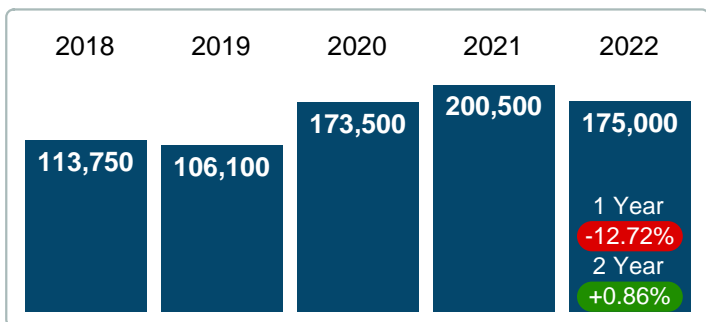
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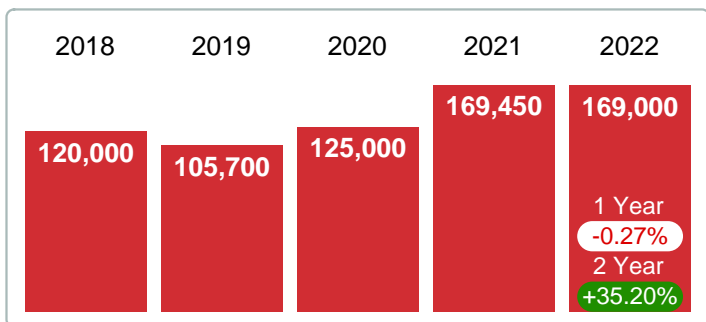
## MEDIAN SOLD PRICE AT CLOSING

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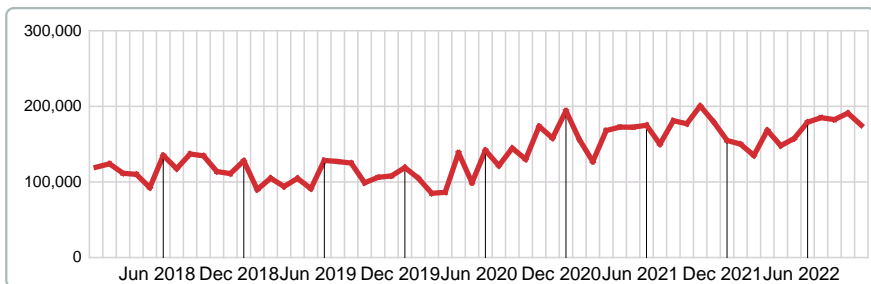
### OCTOBER



### YEAR TO DATE (YTD)

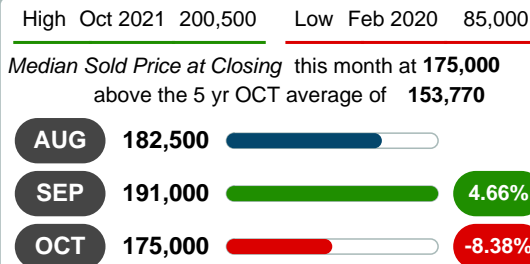


### 5 YEAR MARKET ACTIVITY TRENDS



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

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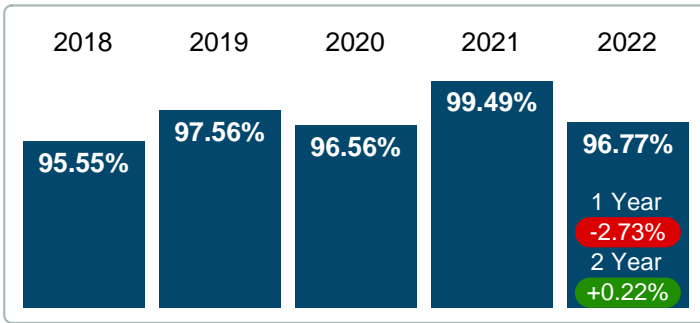
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



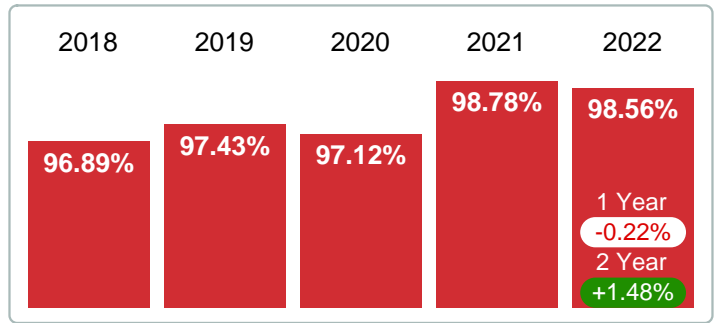
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

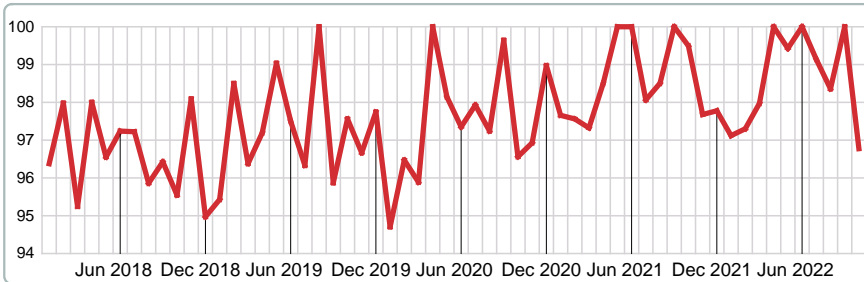
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

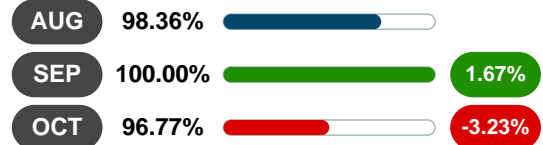


### 3 MONTHS

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



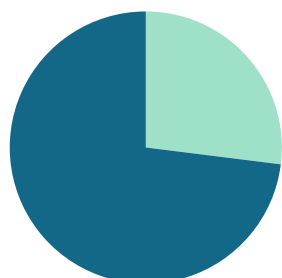
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

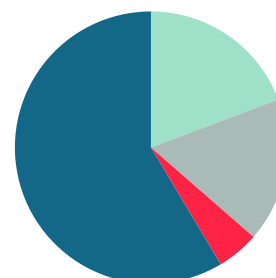


**Inventory**  
 New Listings  
**82 = 26.97%**  
 Start Inventory  
**222**  
 Total Inventory Units  
**304**  
 Volume  
**\$84,892,182**

### 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%
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	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

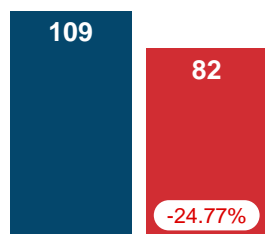
**Inventory** on October 31, 2022 = **222**

**2021** **2022**

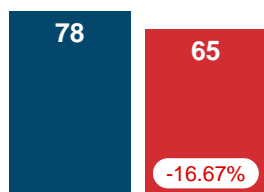
### OCTOBER MARKET

### MEDIAN PRICES

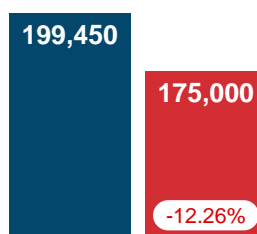
#### New Listings



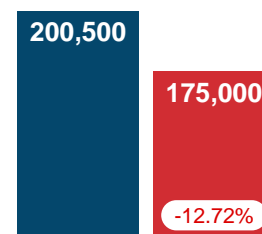
#### Pending Listings



#### List Price



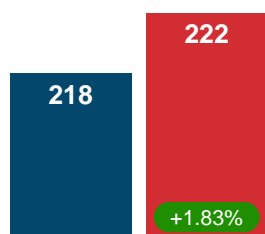
#### Sale Price



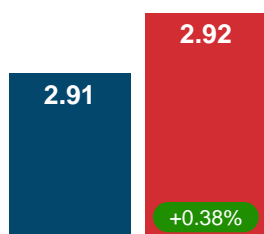
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

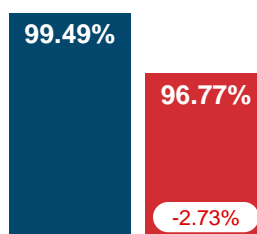
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

