

September 2022



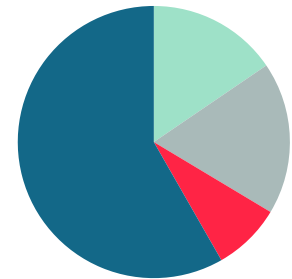
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	106	59	-44.34%
Pending Listings	92	69	-25.00%
New Listings	102	106	3.92%
Average List Price	203,572	213,461	4.86%
Average Sale Price	198,227	208,024	4.94%
Average Percent of Selling Price to List Price	97.42%	98.15%	0.75%
Average Days on Market to Sale	27.56	28.08	1.92%
End of Month Inventory	204	222	8.82%
Months Supply of Inventory	2.82	2.86	1.23%



■ Closed (15.49%)
■ Pending (18.11%)
■ Other OffMarket (8.14%)
■ Active (58.27%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of September 30, 2022 = **222**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **8.82%** to 222 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **2.86** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.94%** in September 2022 to \$208,024 versus the previous year at \$198,227.

Average Days on Market Lengthens

The average number of **28.08** days that homes spent on the market before selling increased by 0.53 days or **1.92%** in September 2022 compared to last year's same month at **27.56** DOM.

Sales Success for September 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 106 New Listings in September 2022, up **3.92%** from last year at 102. Furthermore, there were 59 Closed Listings this month versus last year at 106, a **-44.34%** decrease.

Closed versus Listed trends yielded a **55.7%** ratio, down from previous year's, September 2021, at **103.9%**, a **46.44%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

September 2022



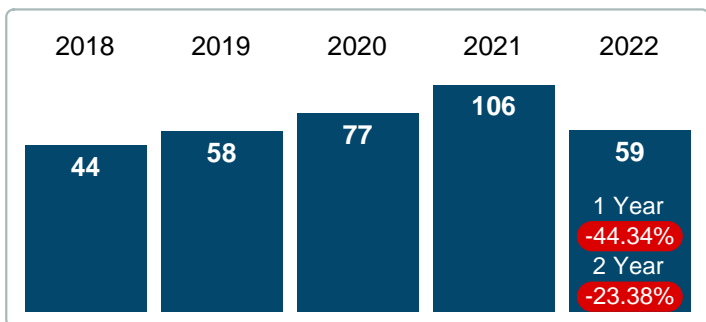
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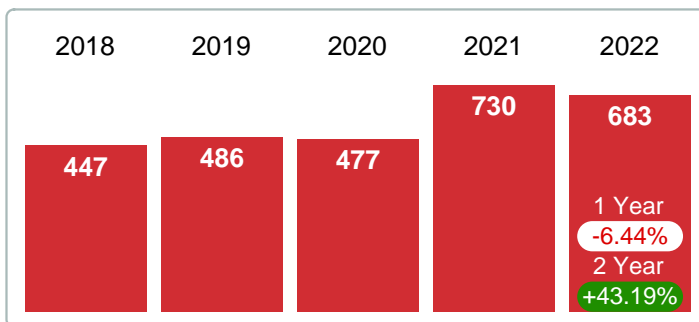
CLOSED LISTINGS

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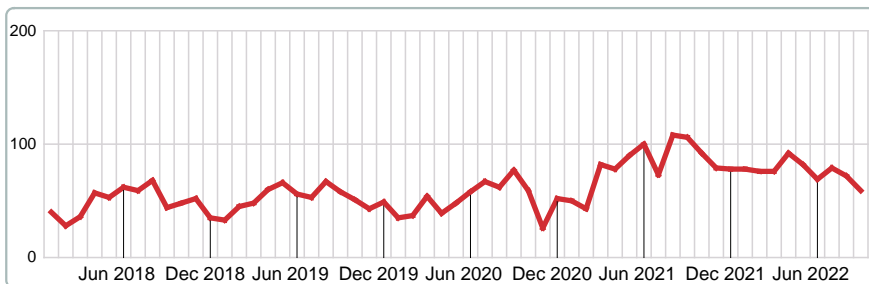
SEPTEMBER



YEAR TO DATE (YTD)

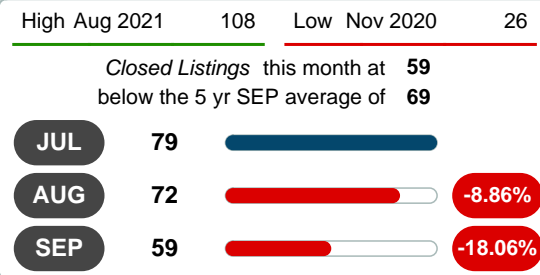


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.47%	8.0	3	2	0	0
\$50,001 - \$100,000	7	11.86%	12.6	4	3	0	0
\$100,001 - \$150,000	8	13.56%	17.8	3	4	1	0
\$150,001 - \$225,000	14	23.73%	40.6	4	9	1	0
\$225,001 - \$250,000	6	10.17%	31.7	0	3	3	0
\$250,001 - \$350,000	13	22.03%	21.4	1	8	4	0
\$350,001 and up	6	10.17%	58.5	1	1	3	1
Total Closed Units	59			16	30	12	1
Total Closed Volume	12,273,400	100%	28.1	2.28M	5.68M	3.79M	530.00K
Average Closed Price	\$208,024			\$142,188	\$189,387	\$315,567	\$530,000

September 2022



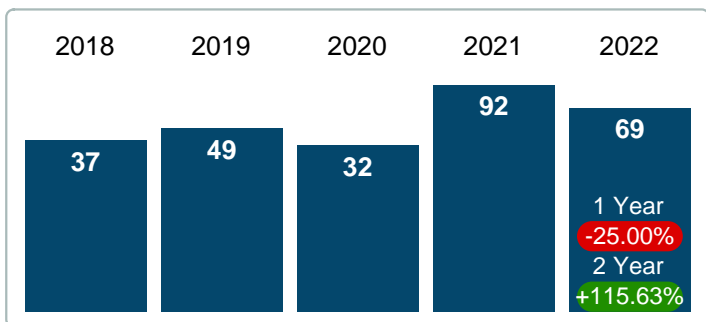
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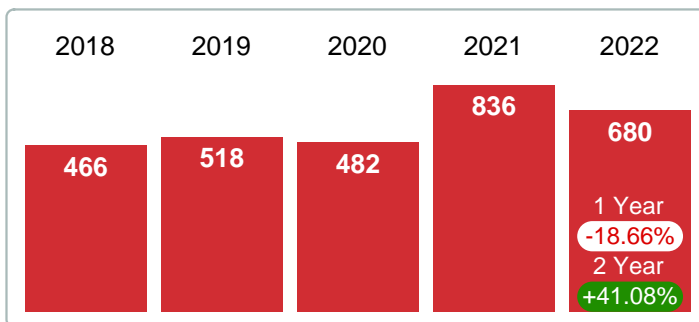
PENDING LISTINGS

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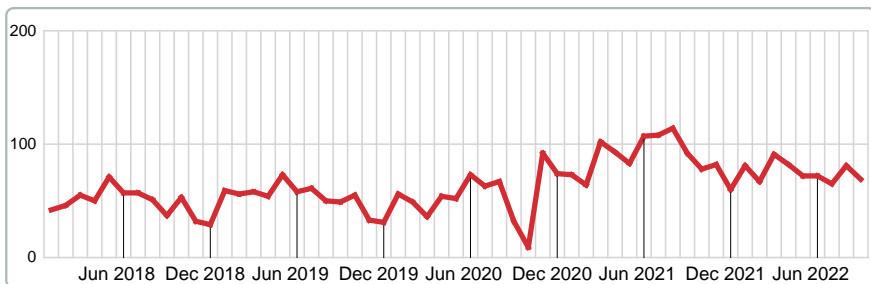
SEPTEMBER



YEAR TO DATE (YTD)

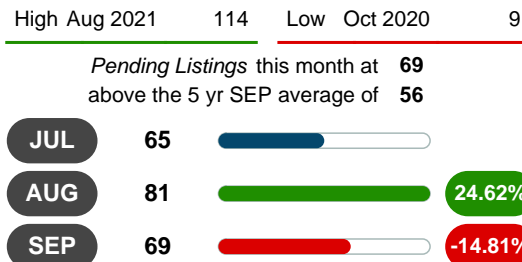


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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	5	7.25%	6.0	2	3	0	0
\$50,001 - \$75,000	9	13.04%	33.6	6	3	0	0
\$75,001 - \$150,000	11	15.94%	16.5	4	5	2	0
\$150,001 - \$225,000	18	26.09%	36.2	4	11	3	0
\$225,001 - \$300,000	9	13.04%	49.7	0	6	3	0
\$300,001 - \$475,000	10	14.49%	35.7	0	5	5	0
\$475,001 and up	7	10.14%	95.0	0	5	1	1
Total Pending Units	69			16	38	14	1
Total Pending Volume	16,413,000	100%	38.2	1.56M	9.61M	4.04M	1.20M
Average Listing Price	\$237,870			\$97,525	\$252,866	\$288,836	\$1,200,000

September 2022



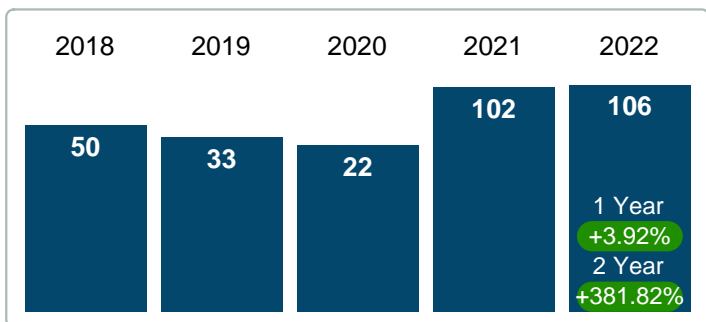
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



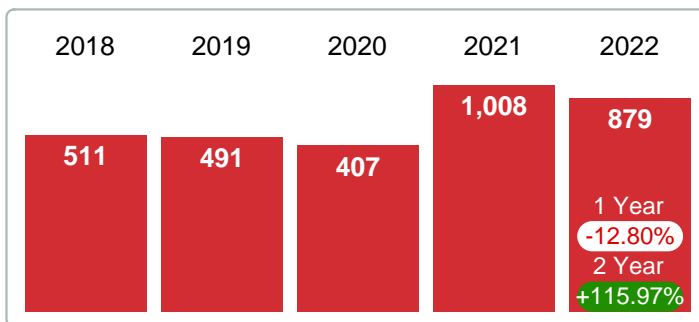
NEW LISTINGS

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

SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 106
above the 5 yr SEP average of 63

JUL	106	
AUG	106	0.00%
SEP	106	0.00%

Distribution of New Listings by Price Range

%

\$50,000 and less	11	10.38%
\$50,001 - \$75,000	3	2.83%
\$75,001 - \$125,000	20	18.87%
\$125,001 - \$225,000	30	28.30%
\$225,001 - \$325,000	16	15.09%
\$325,001 - \$425,000	15	14.15%
\$425,001 and up	11	10.38%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	4	6	1	0
	3	0	0	0
	7	12	1	0
	7	19	4	0
	1	8	7	0
	2	9	3	1
	1	8	2	0
	25	62	18	1
	3.48M	15.49M	8.33M	375.00K
	\$139,032	\$249,903	\$462,772	\$375,000

Total New Listed Units	106	
Total New Listed Volume	27,674,697	100%
Average New Listed Listing Price	\$192,846	

September 2022



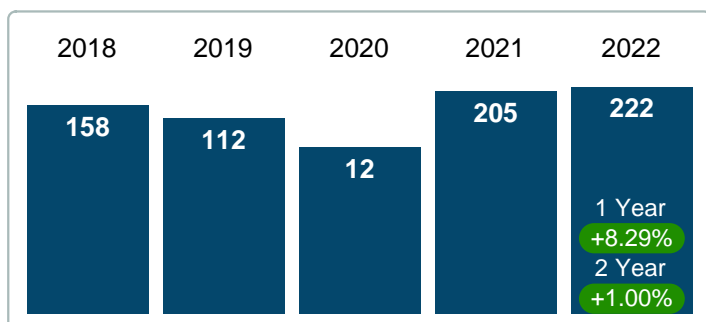
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



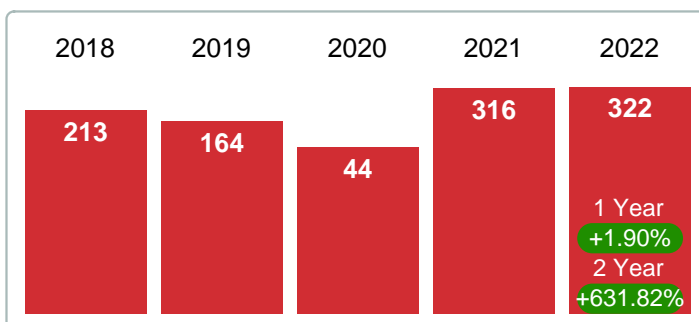
ACTIVE INVENTORY

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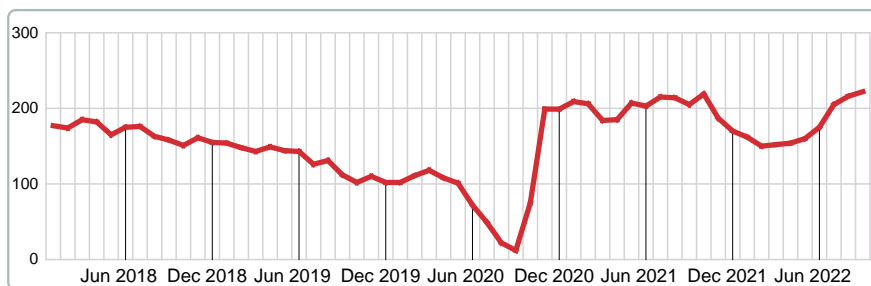
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

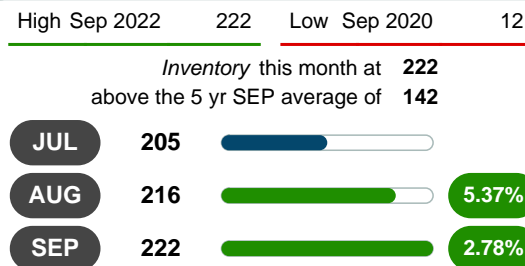


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 142



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	15	6.76%	59.3	8	6	1	0
\$50,001 - \$75,000	17	7.66%	97.7	10	4	2	1
\$75,001 - \$125,000	38	17.12%	67.8	14	21	2	1
\$125,001 - \$275,000	70	31.53%	62.9	9	50	10	1
\$275,001 - \$375,000	29	13.06%	77.0	3	19	6	1
\$375,001 - \$550,000	31	13.96%	84.9	3	18	6	4
\$550,001 and up	22	9.91%	90.0	0	12	6	4
Total Active Inventory by Units	222			47	130	33	12
Total Active Inventory by Volume	65,250,097	100%	73.8	5.94M	37.50M	14.75M	7.06M
Average Active Inventory Listing Price	\$293,919			\$126,345	\$288,467	\$446,870	\$588,708

September 2022



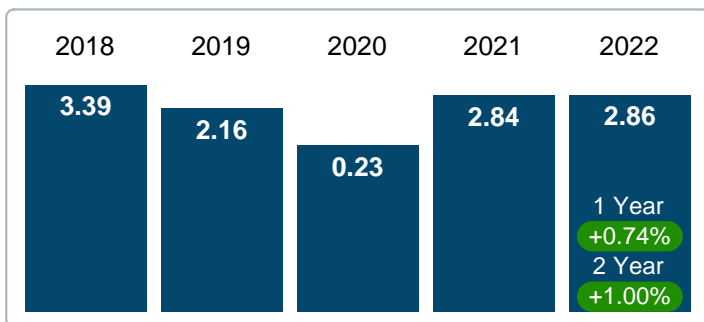
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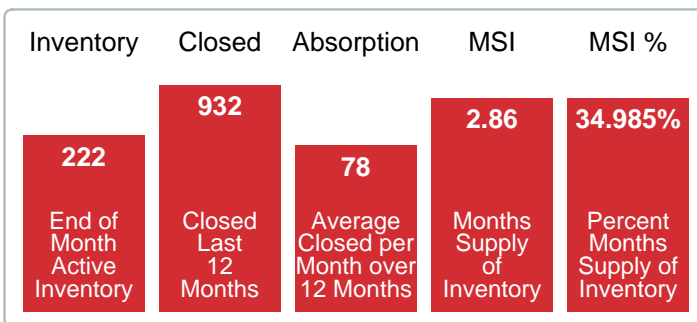
MONTHS SUPPLY of INVENTORY (MSI)

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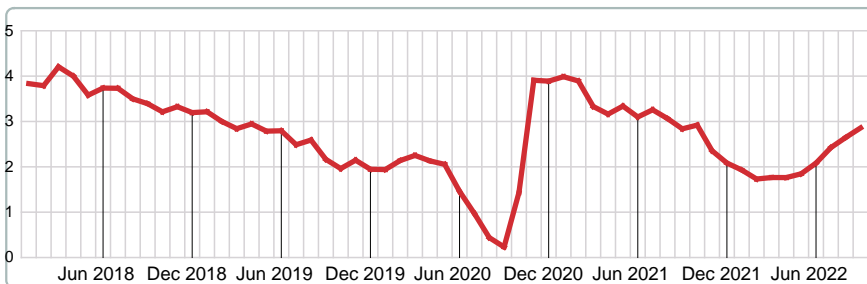
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

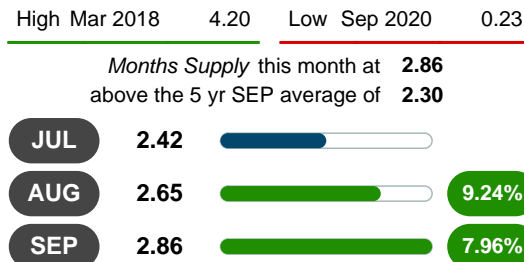


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.30



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	15	6.76%	2.40	2.04	2.88	6.00	0.00
\$50,001 - \$75,000	17	7.66%	2.79	3.08	1.55	8.00	0.00
\$75,001 - \$125,000	38	17.12%	2.92	3.00	2.83	2.40	12.00
\$125,001 - \$275,000	70	31.53%	1.99	1.89	2.17	1.46	1.71
\$275,001 - \$375,000	29	13.06%	3.66	7.20	4.75	1.95	2.40
\$375,001 - \$550,000	31	13.96%	4.54	5.14	5.40	2.67	6.00
\$550,001 and up	22	9.91%	9.10	0.00	20.57	4.80	9.60
Market Supply of Inventory (MSI)			2.86	2.65	3.02	2.25	5.33
Total Active Inventory by Units		100%	222	47	130	33	12

September 2022



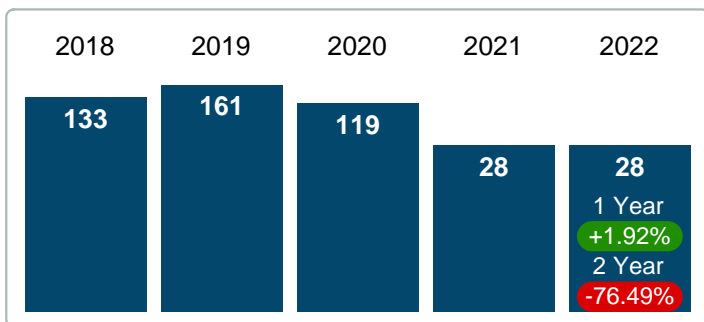
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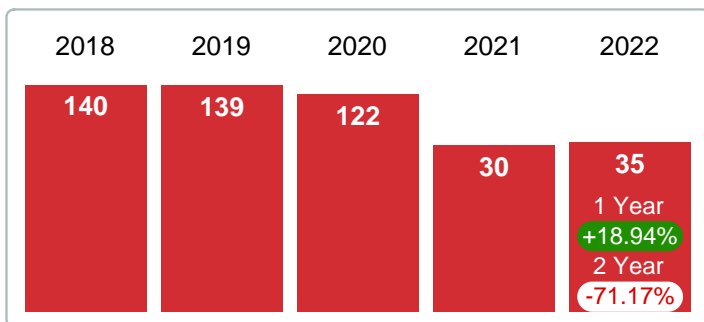
AVERAGE DAYS ON MARKET TO SALE

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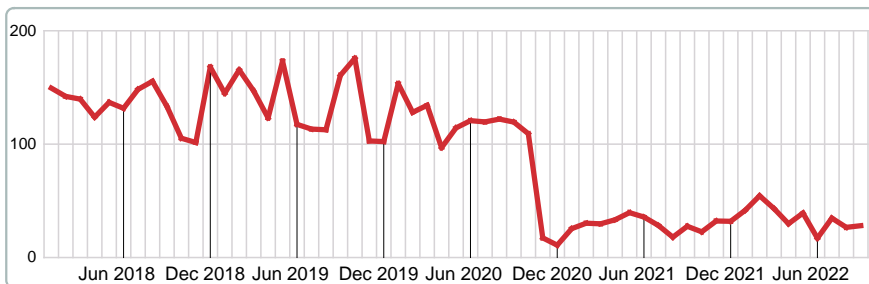
SEPTEMBER



YEAR TO DATE (YTD)

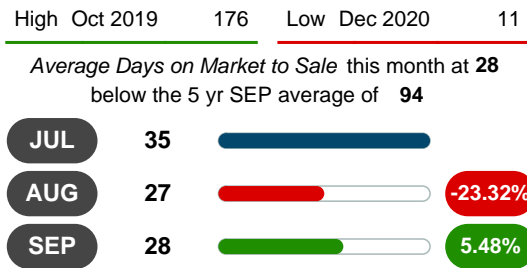


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 94



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
\$50,000 and less	8.47%	8	10	6	0	0
\$50,001 - \$100,000	11.86%	13	17	7	0	0
\$100,001 - \$150,000	13.56%	18	30	12	3	0
\$150,001 - \$225,000	23.73%	41	12	57	5	0
\$225,001 - \$250,000	10.17%	32	0	7	56	0
\$250,001 - \$350,000	22.03%	21	14	10	45	0
\$350,001 and up	10.17%	59	3	262	4	73
Average Closed DOM		28	16	32	31	73
Total Closed Units	100%	28	16	30	12	1
Total Closed Volume		12,273,400	2.28M	5.68M	3.79M	530.00K

September 2022



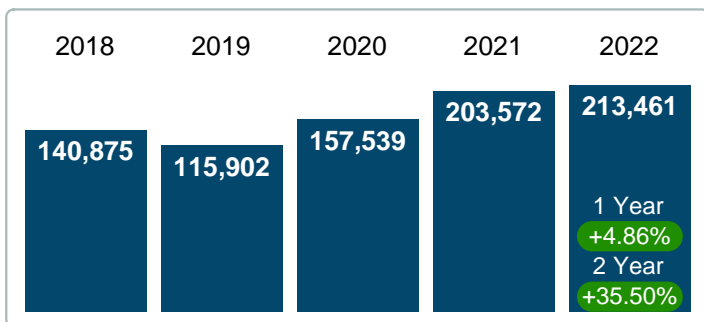
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



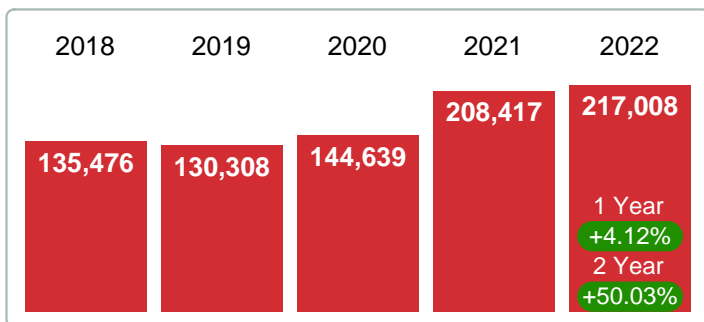
AVERAGE LIST PRICE AT CLOSING

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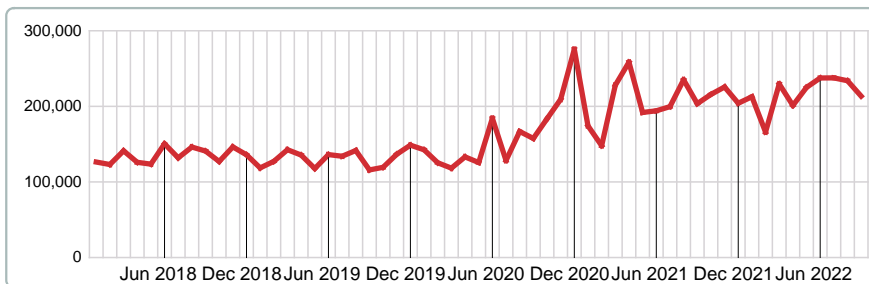
SEPTEMBER



YEAR TO DATE (YTD)

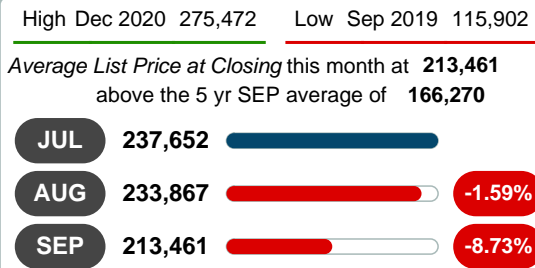


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 166,270



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
\$50,000 and less	8.47%	35,800	33,833	38,750	0	0
\$50,001 - \$100,000	11.86%	80,429	80,000	81,000	0	0
\$100,001 - \$150,000	15.25%	136,089	147,967	129,000	115,000	0
\$150,001 - \$225,000	23.73%	190,836	179,475	186,078	210,000	0
\$225,001 - \$250,000	10.17%	239,317	0	274,333	247,300	0
\$250,001 - \$350,000	16.95%	293,180	335,000	272,363	316,975	0
\$350,001 and up	13.56%	448,500	389,000	375,000	501,667	559,000
Average List Price		213,461	144,206	196,270	319,983	559,000
Total Closed Units	100%	213,461	16	30	12	1
Total Closed Volume		12,594,199	2.31M	5.89M	3.84M	559.00K

September 2022



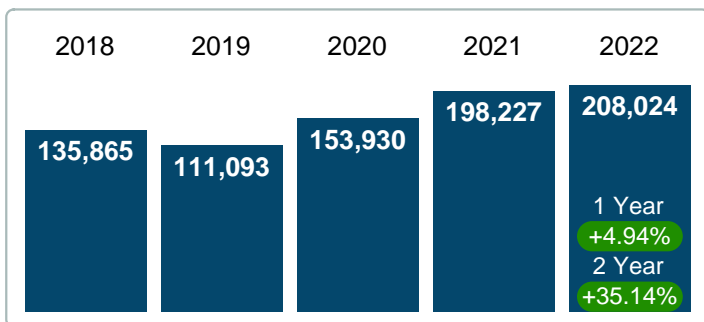
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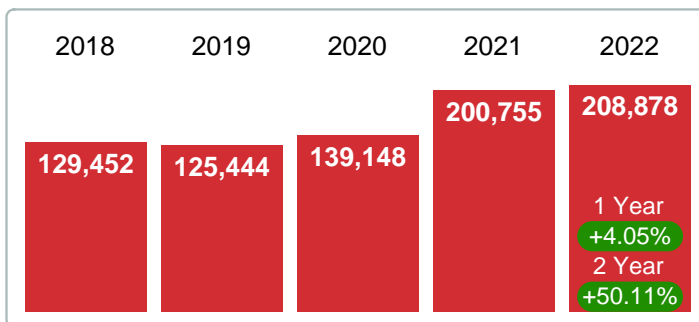
AVERAGE SOLD PRICE AT CLOSING

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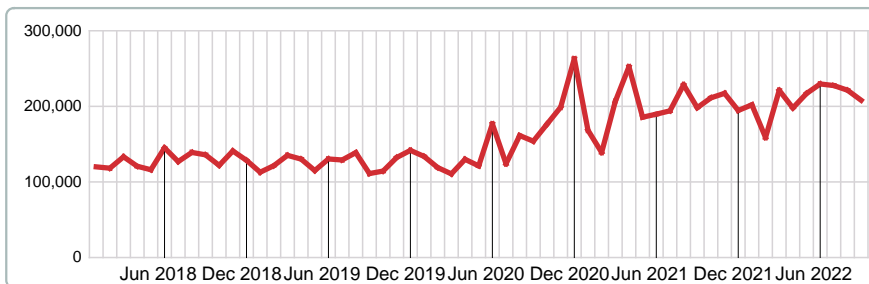
SEPTEMBER



YEAR TO DATE (YTD)

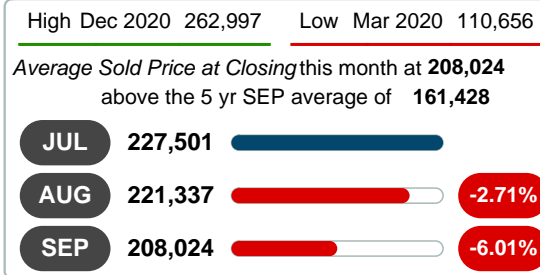


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 161,428



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
\$50,000 and less	8.47%	35,900	30,833	43,500	0	0
\$50,001 - \$100,000	11.86%	79,571	79,500	79,667	0	0
\$100,001 - \$150,000	13.56%	131,575	143,667	125,400	120,000	0
\$150,001 - \$225,000	23.73%	180,036	175,375	178,778	210,000	0
\$225,001 - \$250,000	10.17%	238,650	0	236,333	240,967	0
\$250,001 - \$350,000	22.03%	288,992	342,000	270,125	313,475	0
\$350,001 and up	10.17%	462,500	390,000	375,000	493,333	530,000
Average Sold Price		208,024	142,188	189,387	315,567	530,000
Total Closed Units	100%	208,024	16	30	12	1
Total Closed Volume		12,273,400	2.28M	5.68M	3.79M	530.00K

September 2022



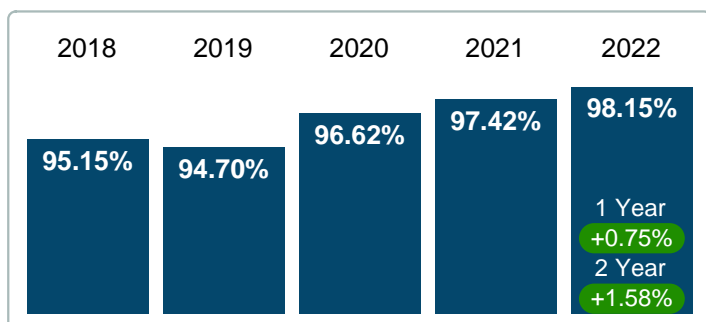
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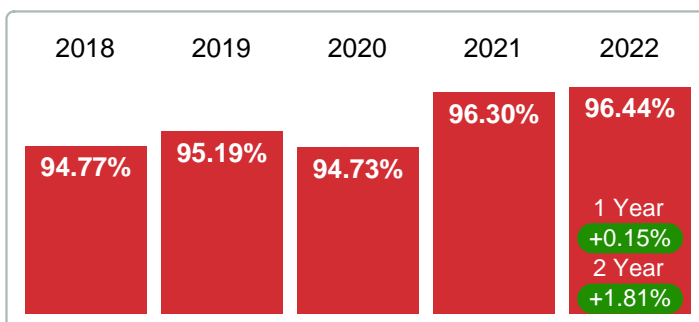
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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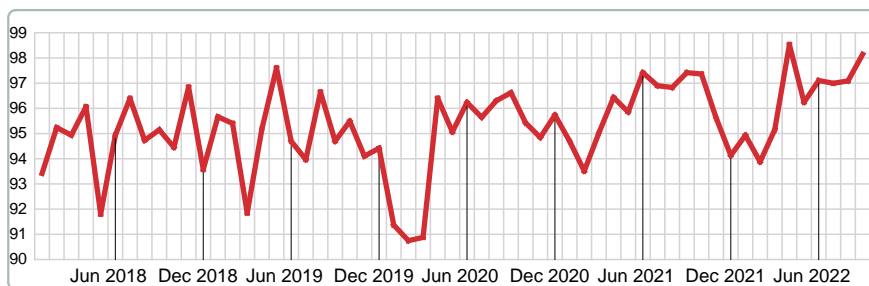
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

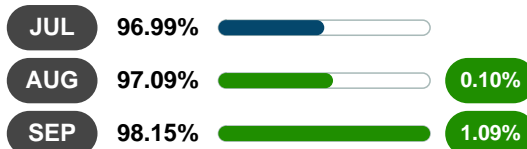


3 MONTHS

5 year SEP AVG = 96.41%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **98.15%**
above the 5 yr SEP average of **96.41%**



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
\$50,000 and less	5	8.47%	100.23%	90.64%	114.62%	0.00%	0.00%
\$50,001 - \$100,000	7	11.86%	98.62%	99.28%	97.74%	0.00%	0.00%
\$100,001 - \$150,000	8	13.56%	98.13%	97.11%	97.34%	104.35%	0.00%
\$150,001 - \$225,000	14	23.73%	97.11%	97.93%	96.42%	100.00%	0.00%
\$225,001 - \$250,000	6	10.17%	94.28%	0.00%	90.56%	98.00%	0.00%
\$250,001 - \$350,000	13	22.03%	99.87%	102.09%	99.49%	100.07%	0.00%
\$350,001 and up	6	10.17%	98.42%	100.26%	100.00%	98.48%	94.81%
Average Sold/List Ratio		98.10%		97.15%	98.24%	99.50%	94.81%
Total Closed Units		59	100%	16	30	12	1
Total Closed Volume		12,273,400		2.28M	5.68M	3.79M	530.00K

September 2022



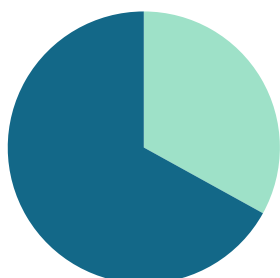
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

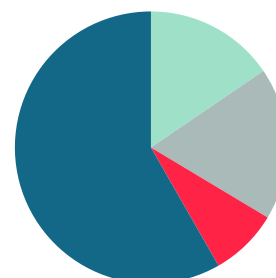


Inventory
 New Listings
106 = 33.02%
 Start Inventory
215
 Total Inventory Units
321
 Volume
\$92,796,197

Market Activity

Closed Sales
59 = 15.49%
 Pending Sales
69 = 18.11%
 Other Off Market
31 = 8.14%
 Active Inventory
222 = 58.27%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	106	59	-44.34%	730	683	-6.44%
Pending Sales	92	69	-25.00%	836	680	-18.66%
New Listings	102	106	3.92%	1,008	879	-12.80%
Average List Price	203,572	213,461	4.86%	208,417	217,008	4.12%
Average Sale Price	198,227	208,024	4.94%	200,755	208,878	4.05%
Average Percent of Selling Price to List Price	97.42%	98.15%	0.75%	96.30%	96.44%	0.15%
Average Days on Market to Sale	27.56	28.08	1.92%	29.68	35.31	18.94%
Monthly Inventory	204	222	8.82%	204	222	8.82%
Months Supply of Inventory	2.82	2.86	1.23%	2.82	2.86	1.23%

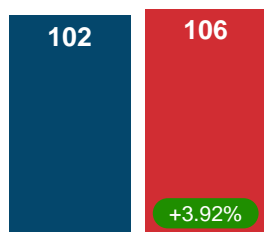
Absorption: Last 12 months, an Average of **78** Sales/Month

Inventory on September 30, 2022 = **222** 2021 2022

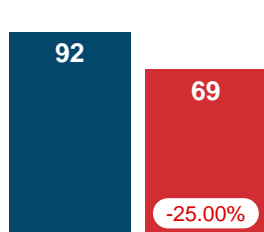
SEPTEMBER MARKET

AVERAGE PRICES

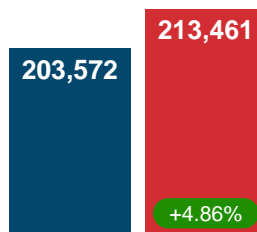
New Listings



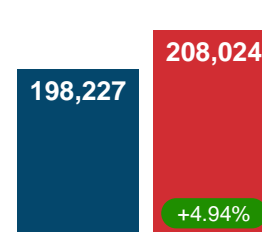
Pending Listings



List Price



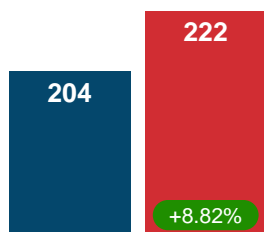
Sale Price



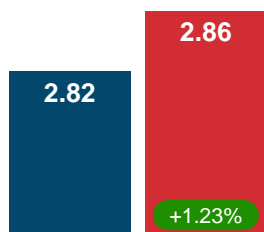
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

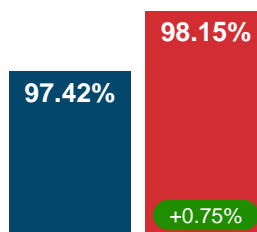
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

