

August 2023



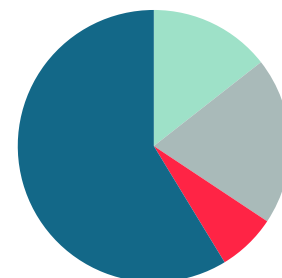
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	72	58	-19.44%
Pending Listings	81	80	-1.23%
New Listings	106	104	-1.89%
Average List Price	233,867	229,252	-1.97%
Average Sale Price	221,337	220,007	-0.60%
Average Percent of Selling Price to List Price	97.09%	94.55%	-2.61%
Average Days on Market to Sale	26.63	41.34	55.29%
End of Month Inventory	215	236	9.77%
Months Supply of Inventory	2.64	3.85	46.01%



■ Closed (14.43%)
■ Pending (19.90%)
■ Other OffMarket (6.97%)
■ Active (58.71%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of August 31, 2023 = **236**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **9.77%** to 236 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **3.85** 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 **0.60%** in August 2023 to \$220,007 versus the previous year at \$221,337.

Average Days on Market Lengthens

The average number of **41.34** days that homes spent on the market before selling increased by 14.72 days or **55.29%** in August 2023 compared to last year's same month at **26.63** DOM.

Sales Success for August 2023 is Positive

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

There were 104 New Listings in August 2023, down **1.89%** from last year at 106. Furthermore, there were 58 Closed Listings this month versus last year at 72, a **-19.44%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, August 2022, at **67.9%**, a **17.90%** 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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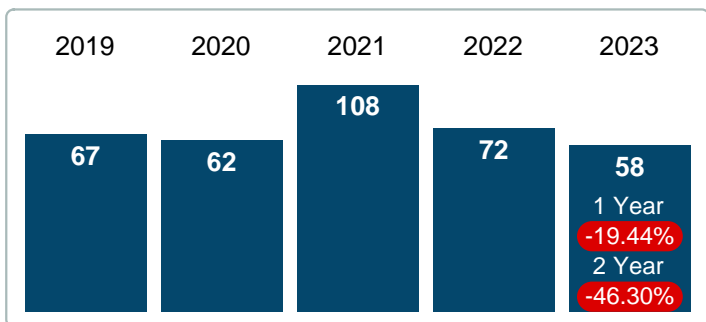
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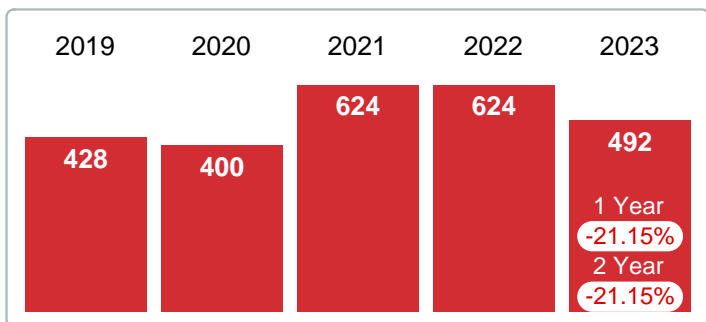
CLOSED LISTINGS

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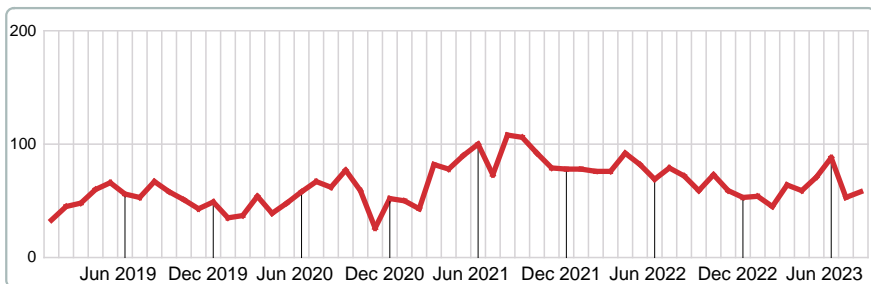
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 73

High Aug 2021: 108 | Low Nov 2020: 26

Closed Listings this month at **58**
 below the 5 yr AUG average of **73**

Month	Closed Listings	Change
JUN	88	
JUL	53	-39.77%
AUG	58	9.43%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.90%	84.5	1	2	1	0
\$75,001 - \$100,000	3	5.17%	31.7	1	2	0	0
\$100,001 - \$150,000	10	17.24%	34.2	7	3	0	0
\$150,001 - \$225,000	15	25.86%	44.6	1	11	2	1
\$225,001 - \$275,000	12	20.69%	21.1	2	6	4	0
\$275,001 - \$400,000	9	15.52%	49.8	0	8	1	0
\$400,001 and up	5	8.62%	50.6	1	1	3	0
Total Closed Units	58			13	33	11	1
Total Closed Volume	12,760,398	100%	41.3	1.94M	7.29M	3.36M	174.00K
Average Closed Price	\$220,007			\$149,346	\$220,800	\$305,318	\$174,000

August 2023



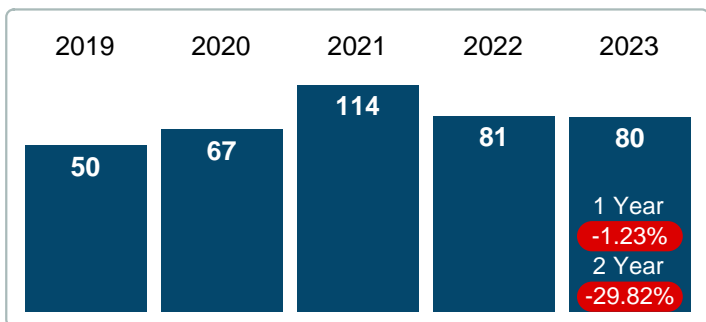
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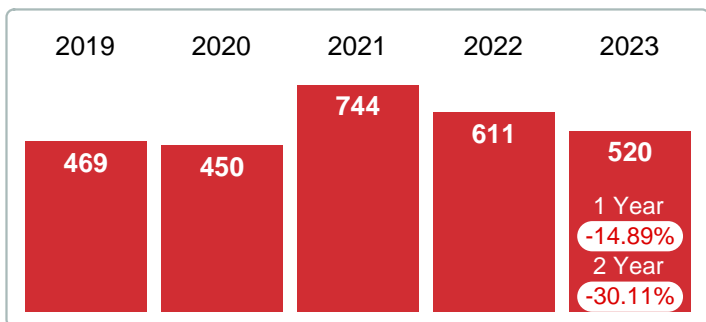
PENDING LISTINGS

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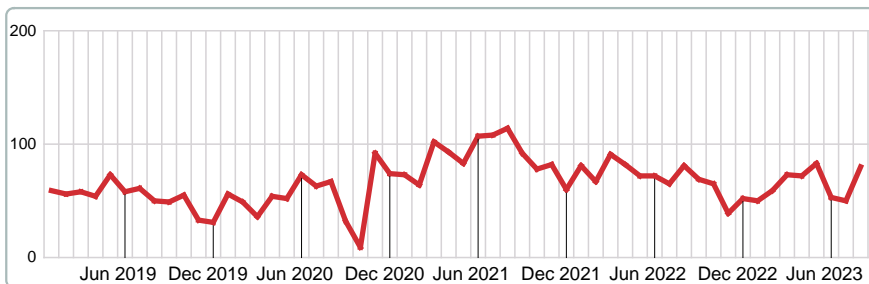
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 78

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **80**
above the 5 yr AUG average of **78**

- JUN 53
- JUL 50 (-5.66%)
- AUG 80 (60.00%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	11.25%	76.7	3	5	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	17	21.25%	75.6	11	6	0	0
\$125,001 - \$200,000	20	25.00%	47.0	2	12	6	0
\$200,001 - \$275,000	16	20.00%	39.6	0	13	3	0
\$275,001 - \$325,000	9	11.25%	32.1	2	3	4	0
\$325,001 and up	9	11.25%	49.6	0	5	3	1
Total Pending Units	80			18	44	17	1
Total Pending Volume	15,985,692	100%	79.6	2.12M	8.99M	4.52M	349.00K
Average Listing Price	\$216,213			\$117,733	\$204,386	\$266,147	\$349,000

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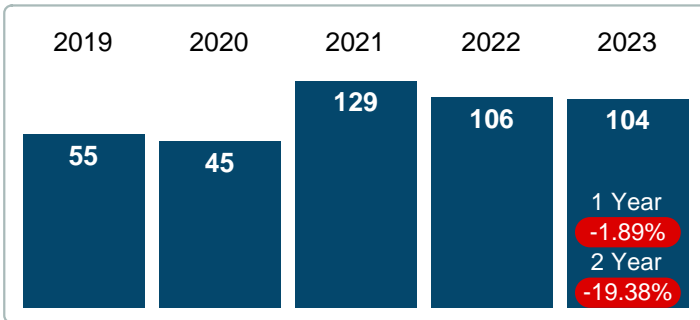
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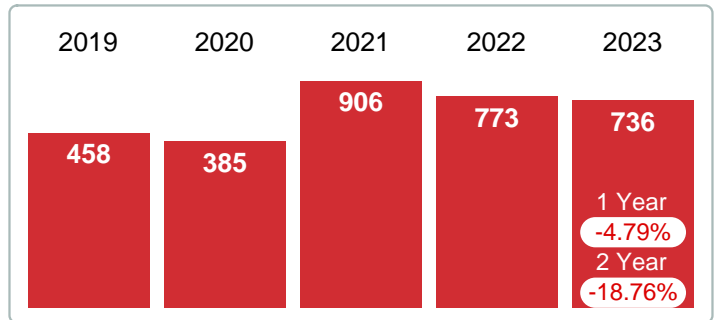
NEW LISTINGS

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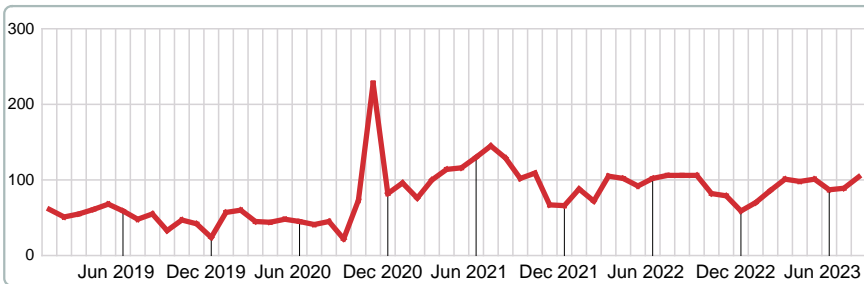
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 88

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **104**
above the 5 yr AUG average of **88**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.62%	7	3	0	0
\$100,001 - \$125,000	4	3.85%	3	0	1	0
\$125,001 - \$175,000	18	17.31%	4	12	2	0
\$175,001 - \$275,000	29	27.88%	4	17	8	0
\$275,001 - \$325,000	16	15.38%	2	8	6	0
\$325,001 - \$475,000	12	11.54%	2	9	1	0
\$475,001 and up	15	14.42%	2	7	4	2
Total New Listed Units	104		24	56	22	2
Total New Listed Volume	29,385,343	100%	4.67M	16.76M	6.81M	1.15M
Average New Listed Listing Price	\$221,000		\$194,444	\$299,361	\$309,341	\$574,500

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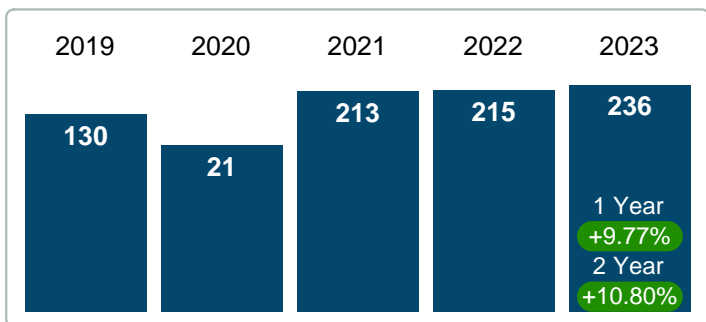
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



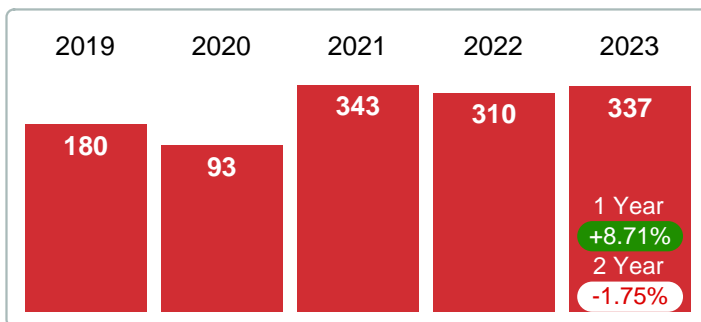
ACTIVE INVENTORY

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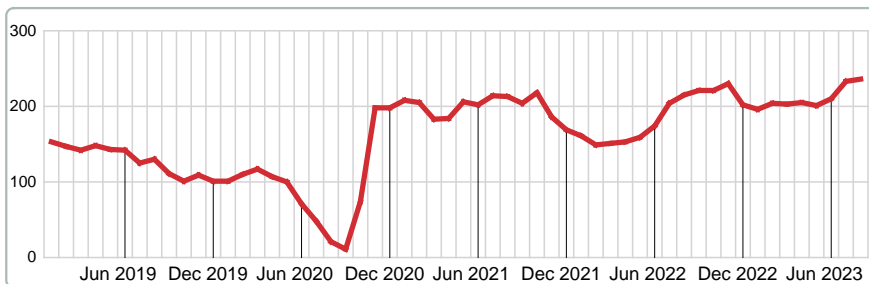
END OF AUGUST



ACTIVE DURING AUGUST

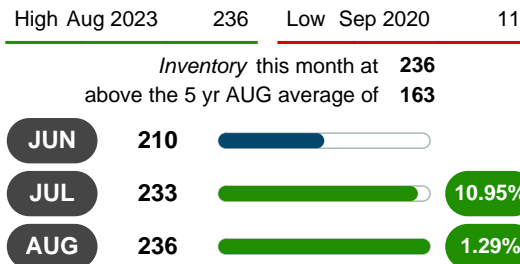


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 163



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	6.78%	93.3	13	3	0	0
\$75,001 - \$125,000	17	7.20%	116.1	7	7	3	0
\$125,001 - \$175,000	46	19.49%	84.7	18	26	1	1
\$175,001 - \$275,000	55	23.31%	65.7	10	31	13	1
\$275,001 - \$425,000	48	20.34%	64.9	5	30	9	4
\$425,001 - \$650,000	32	13.56%	79.6	4	15	10	3
\$650,001 and up	22	9.32%	87.3	1	12	7	2
Total Active Inventory by Units	236			58	124	43	11
Total Active Inventory by Volume	80,175,042	100%	78.6	10.65M	44.90M	18.42M	6.20M
Average Active Inventory Listing Price	\$339,725			\$183,669	\$362,100	\$428,307	\$564,064

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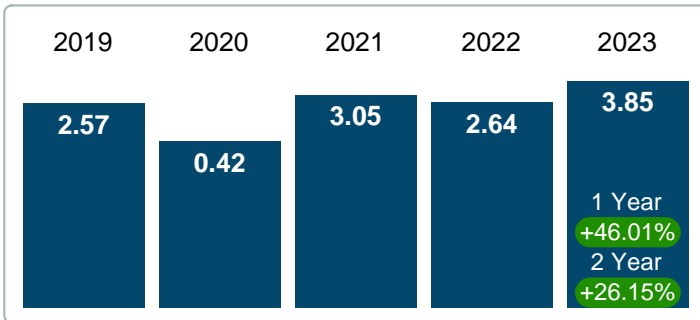
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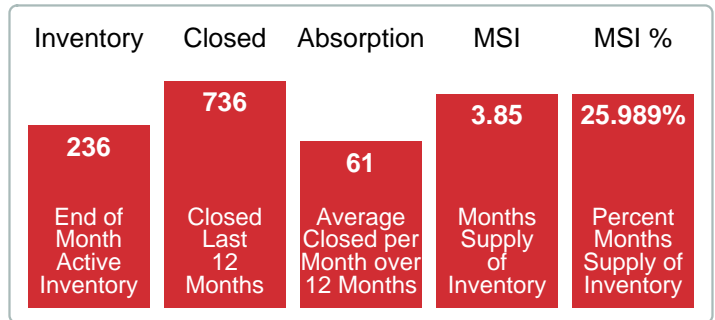
MONTHS SUPPLY of INVENTORY (MSI)

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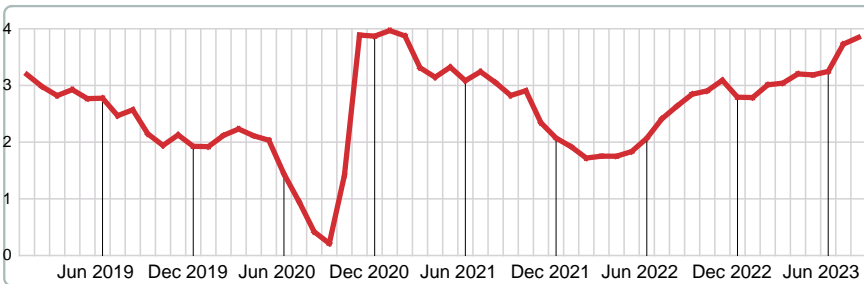
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

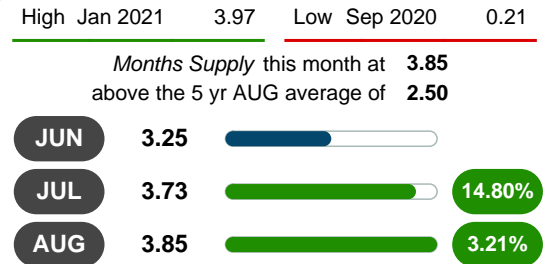


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.50



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
\$75,000 and less	16	6.78%	1.67	2.20	1.00	0.00	0.00
\$75,001 - \$125,000	17	7.20%	1.71	1.58	1.53	3.60	0.00
\$125,001 - \$175,000	46	19.49%	4.38	6.75	4.05	0.80	6.00
\$175,001 - \$275,000	55	23.31%	3.10	7.06	2.51	3.55	3.00
\$275,001 - \$425,000	48	20.34%	5.33	8.57	5.37	3.48	16.00
\$425,001 - \$650,000	32	13.56%	9.85	24.00	11.25	7.06	9.00
\$650,001 and up	22	9.32%	16.50	0.00	18.00	21.00	6.00
Market Supply of Inventory (MSI)			3.85	3.82	3.66	4.06	6.60
Total Active Inventory by Units		100%	3.85	58	124	43	11

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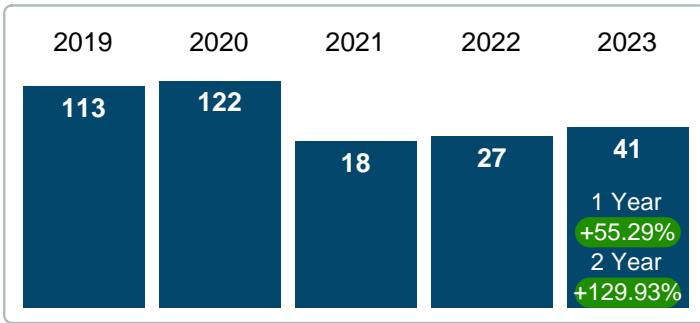
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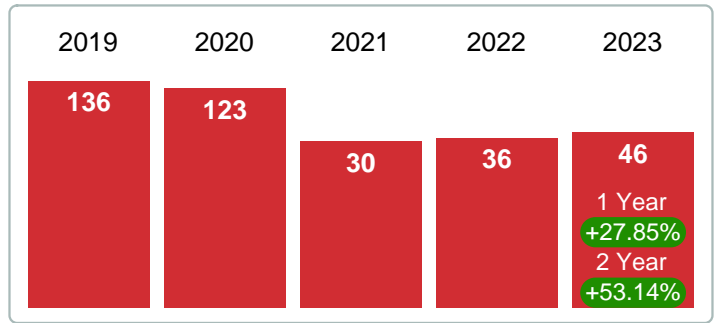
AVERAGE DAYS ON MARKET TO SALE

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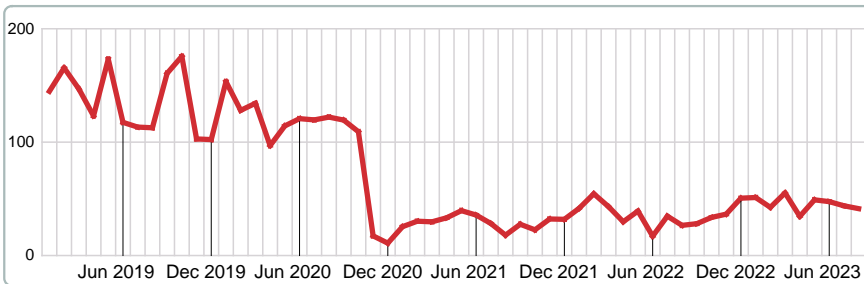
AUGUST



YEAR TO DATE (YTD)

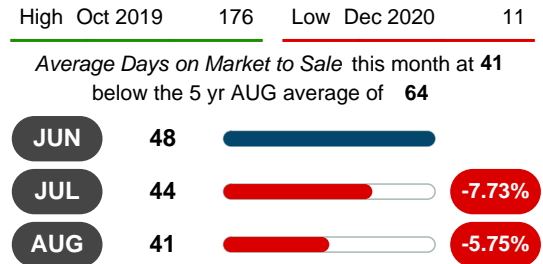


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 64



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
\$75,000 and less	6.90%	85	248	42	7	0
\$75,001 - \$100,000	5.17%	32	6	45	0	0
\$100,001 - \$150,000	17.24%	34	35	31	0	0
\$150,001 - \$225,000	25.86%	45	30	44	42	77
\$225,001 - \$275,000	20.69%	21	34	19	19	0
\$275,001 - \$400,000	15.52%	50	0	45	92	0
\$400,001 and up	8.62%	51	81	8	55	0
Average Closed DOM		41	52	37	38	77
Total Closed Units	100%	41	13	33	11	1
Total Closed Volume		12,760,398	1.94M	7.29M	3.36M	174.00K

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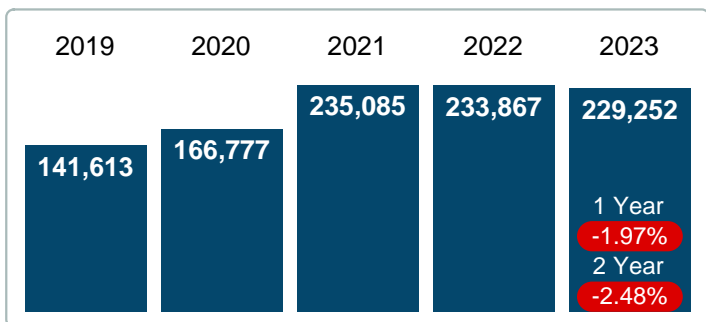
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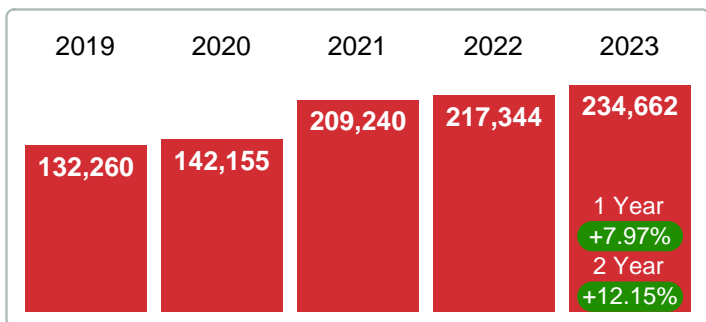
AVERAGE LIST PRICE AT CLOSING

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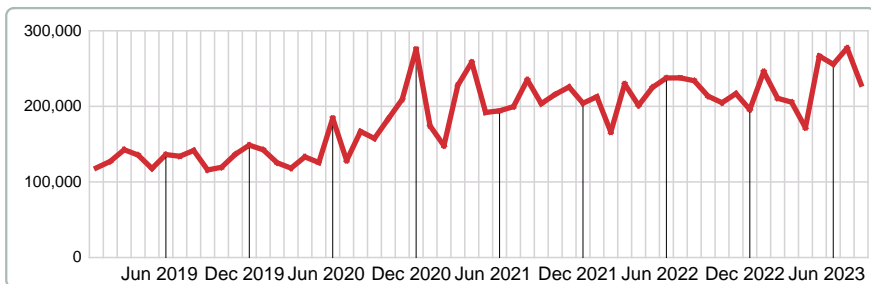
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

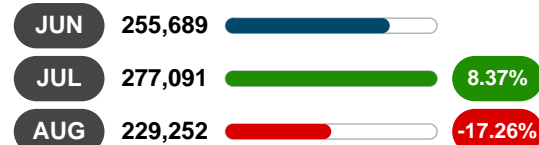


3 MONTHS

5 year AUG AVG = 201,319

High Jul 2023 277,091 Low Sep 2019 115,902

Average List Price at Closing this month at **229,252** above the 5 yr AUG average of **201,319**



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
\$75,000 and less	6.90%	54,475	35,000	56,500	69,900	0
\$75,001 - \$100,000	5.17%	91,467	90,000	92,200	0	0
\$100,001 - \$150,000	15.52%	127,489	136,143	143,167	0	0
\$150,001 - \$225,000	22.41%	181,669	159,900	192,654	182,500	174,900
\$225,001 - \$275,000	22.41%	244,500	249,950	256,067	258,450	0
\$275,001 - \$400,000	20.69%	331,817	0	332,975	335,000	0
\$400,001 and up	6.90%	533,725	435,000	475,000	541,300	0
Average List Price		229,252	167,138	227,918	311,600	174,900
Total Closed Units	100%	229,252	13	33	11	1
Total Closed Volume		13,296,598	2.17M	7.52M	3.43M	174.90K

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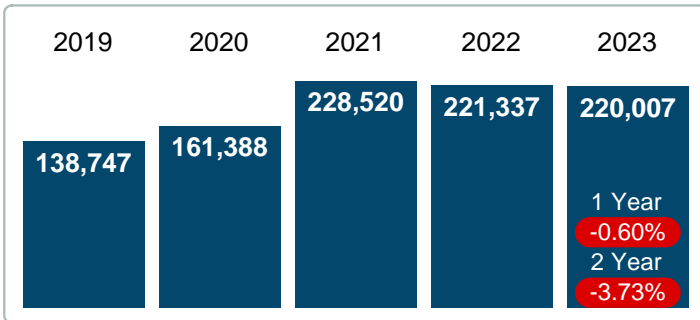
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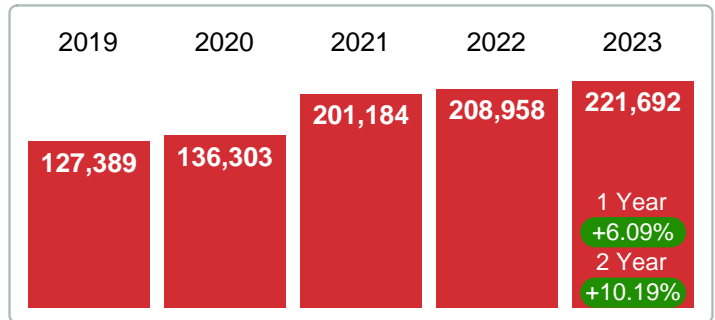
AVERAGE SOLD PRICE AT CLOSING

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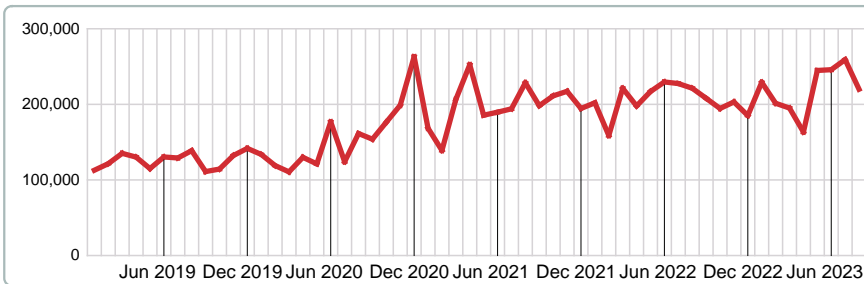
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

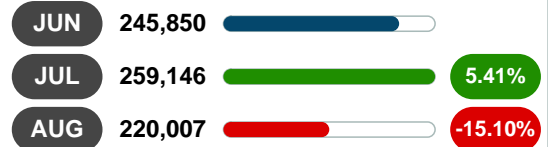


3 MONTHS

5 year AUG AVG = 194,000

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

Average Sold Price at Closing this month at **220,007** above the 5 yr AUG average of **194,000**



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
\$75,000 and less	6.90%	46,250	20,000	50,000	65,000	0
\$75,001 - \$100,000	5.17%	86,500	80,000	89,750	0	0
\$100,001 - \$150,000	17.24%	119,550	113,071	134,667	0	0
\$150,001 - \$225,000	25.86%	180,027	151,000	183,582	178,000	174,000
\$225,001 - \$275,000	20.69%	246,875	234,500	249,250	249,500	0
\$275,001 - \$400,000	15.52%	326,111	0	326,625	322,000	0
\$400,001 and up	8.62%	504,500	430,000	475,000	539,167	0
Average Sold Price		220,007	149,346	220,800	305,318	174,000
Total Closed Units	100%	220,007	13	33	11	1
Total Closed Volume		12,760,398	1.94M	7.29M	3.36M	174.00K

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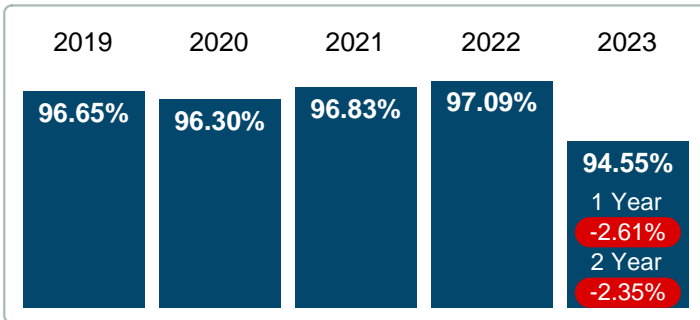
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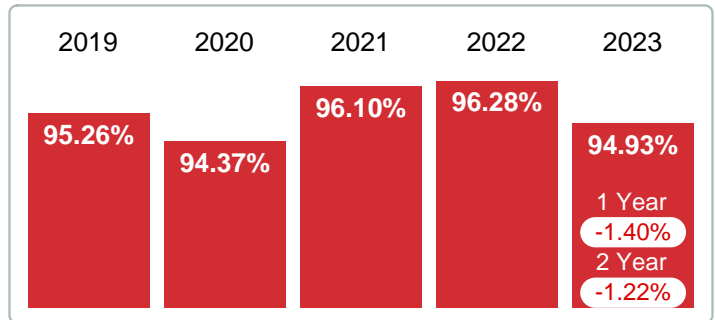
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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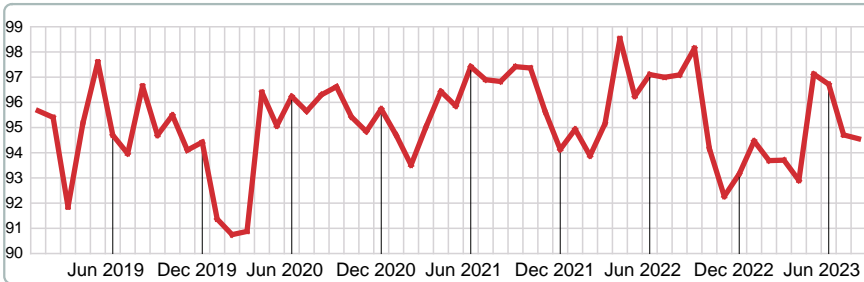
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

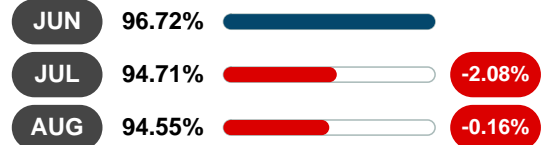


3 MONTHS

5 year AUG AVG = 96.28%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.55%**
below the 5 yr AUG average of **96.28%**



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
\$75,000 and less	4	6.90%	80.76%	57.14%	86.46%	92.99%	0.00%
\$75,001 - \$100,000	3	5.17%	94.48%	88.89%	97.27%	0.00%	0.00%
\$100,001 - \$150,000	10	17.24%	89.55%	87.53%	94.27%	0.00%	0.00%
\$150,001 - \$225,000	15	25.86%	96.29%	94.43%	95.90%	97.74%	99.49%
\$225,001 - \$275,000	12	20.69%	96.63%	94.03%	97.50%	96.64%	0.00%
\$275,001 - \$400,000	9	15.52%	97.81%	0.00%	98.02%	96.12%	0.00%
\$400,001 and up	5	8.62%	99.59%	98.85%	100.00%	99.70%	0.00%
Average Sold/List Ratio		94.60%		87.70%	96.19%	97.29%	99.49%
Total Closed Units		58	100%	13	33	11	1
Total Closed Volume		12,760,398		1.94M	7.29M	3.36M	174.00K

August 2023



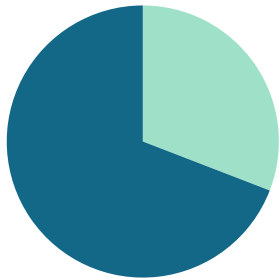
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

INVENTORY

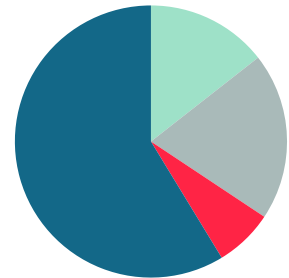


Inventory
 New Listings
104 = 30.86%
 Start Inventory
233
 Total Inventory Units
337
 Volume
\$104,548,434

Market Activity

Closed Sales
58 = 14.43%
 Pending Sales
80 = 19.90%
 Other Off Market
28 = 6.97%
 Active Inventory
236 = 58.71%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	72	58	-19.44%	624	492	-21.15%
Pending Sales	81	80	-1.23%	611	520	-14.89%
New Listings	106	104	-1.89%	773	736	-4.79%
Average List Price	233,867	229,252	-1.97%	217,344	234,662	7.97%
Average Sale Price	221,337	220,007	-0.60%	208,958	221,692	6.09%
Average Percent of Selling Price to List Price	97.09%	94.55%	-2.61%	96.28%	94.93%	-1.40%
Average Days on Market to Sale	26.63	41.34	55.29%	35.99	46.01	27.85%
Monthly Inventory	215	236	9.77%	215	236	9.77%
Months Supply of Inventory	2.64	3.85	46.01%	2.64	3.85	46.01%

Absorption: Last 12 months, an Average of **61** Sales/Month

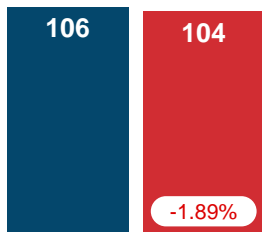
Inventory on August 31, 2023 = **236**

2022 **2023**

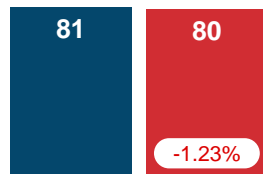
AUGUST MARKET

AVERAGE PRICES

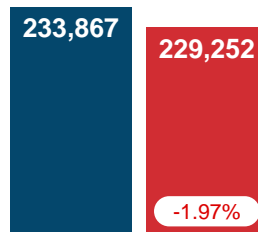
New Listings



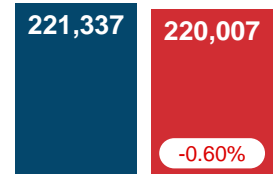
Pending Listings



List Price



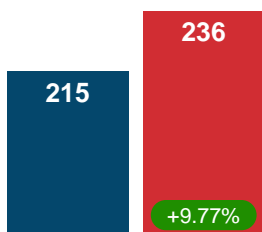
Sale Price



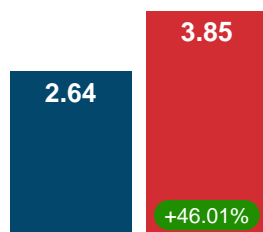
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

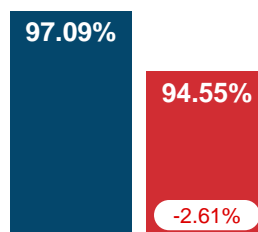
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

