

August 2023



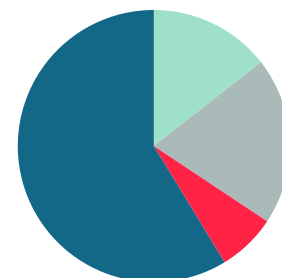
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	189,500	226,500	19.53%
Median Sale Price	182,500	197,500	8.22%
Median Percent of Selling Price to List Price	98.36%	97.67%	-0.70%
Median Days on Market to Sale	9.50	26.50	178.95%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **8.22%** in August 2023 to \$197,500 versus the previous year at \$182,500.

Median Days on Market Lengthens

The median number of **26.50** days that homes spent on the market before selling increased by 17.00 days or **178.95%** in August 2023 compared to last year's same month at **9.50** DOM.

Sales Success for August 2023 is Positive

Overall, with Median Prices going up 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

August 2023



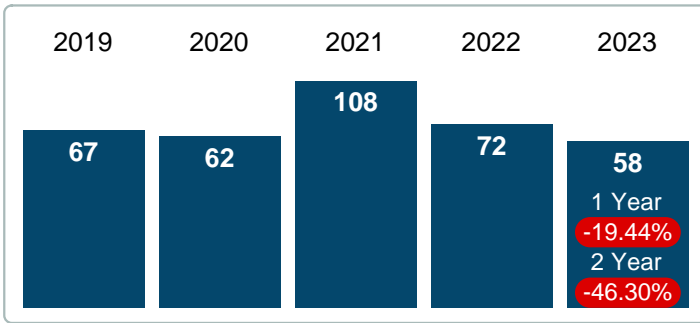
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



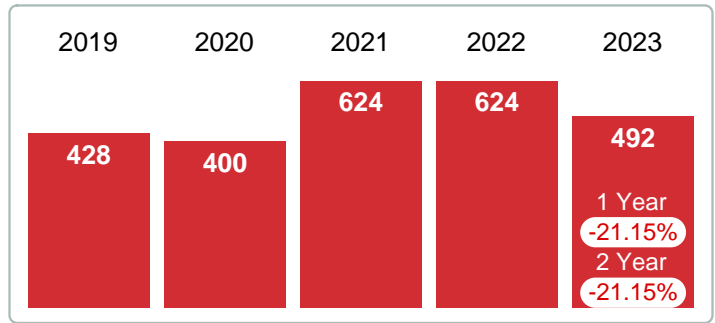
CLOSED LISTINGS

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

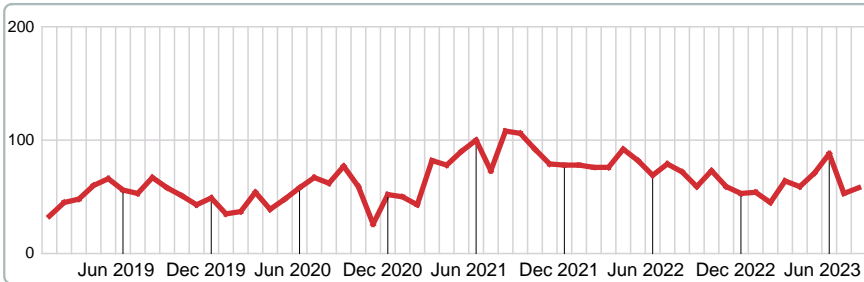
AUGUST



YEAR TO DATE (YTD)

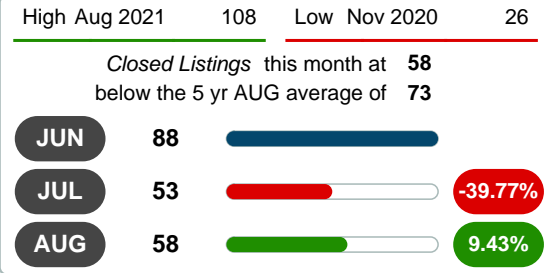


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.90%	41.5	1	2	1	0
\$75,001 - \$100,000	3	5.17%	28.0	1	2	0	0
\$100,001 - \$150,000	10	17.24%	18.0	7	3	0	0
\$150,001 - \$225,000	15	25.86%	34.0	1	11	2	1
\$225,001 - \$275,000	12	20.69%	16.5	2	6	4	0
\$275,001 - \$400,000	9	15.52%	25.0	0	8	1	0
\$400,001 and up	5	8.62%	48.0	1	1	3	0
Total Closed Units	58			13	33	11	1
Total Closed Volume	12,760,398	100%	26.5	1.94M	7.29M	3.36M	174.00K
Median Closed Price	\$197,500			\$110,000	\$207,000	\$250,000	\$174,000

August 2023



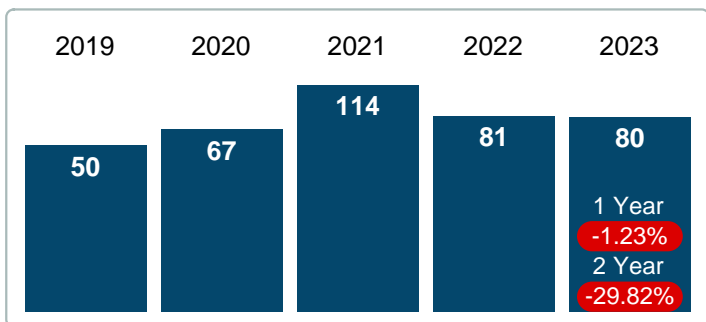
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



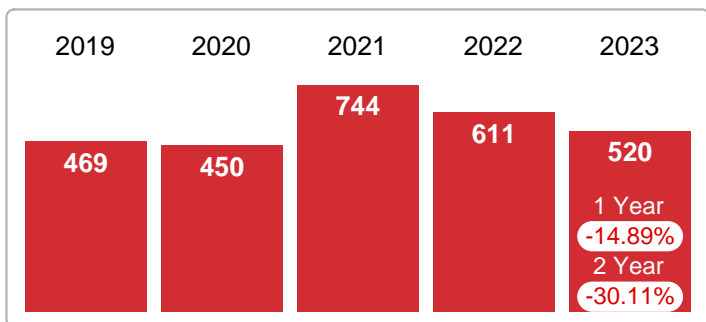
PENDING LISTINGS

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

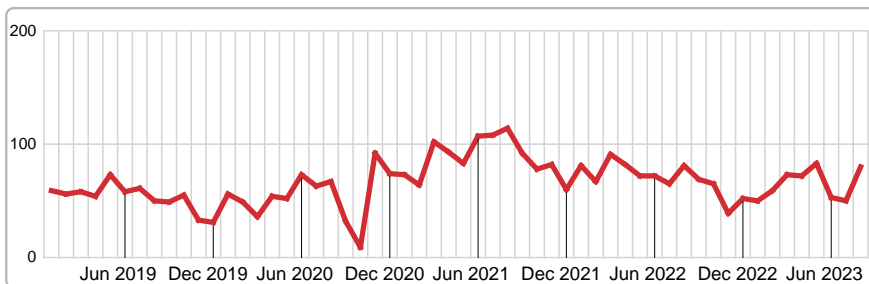
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	11.25%	33.0	3	5	1	0
\$75,001 - \$75,000	0	0.00%	33.0	0	0	0	0
\$75,001 - \$125,000	17	21.25%	54.0	11	6	0	0
\$125,001 - \$200,000	20	25.00%	44.0	2	12	6	0
\$200,001 - \$275,000	16	20.00%	33.0	0	13	3	0
\$275,001 - \$325,000	9	11.25%	14.0	2	3	4	0
\$325,001 and up	9	11.25%	33.0	0	5	3	1
Total Pending Units	80			18	44	17	1
Total Pending Volume	15,985,692	100%	33.0	2.12M	8.99M	4.52M	349.00K
Median Listing Price	\$179,450			\$89,900	\$188,750	\$224,999	\$349,000

August 2023



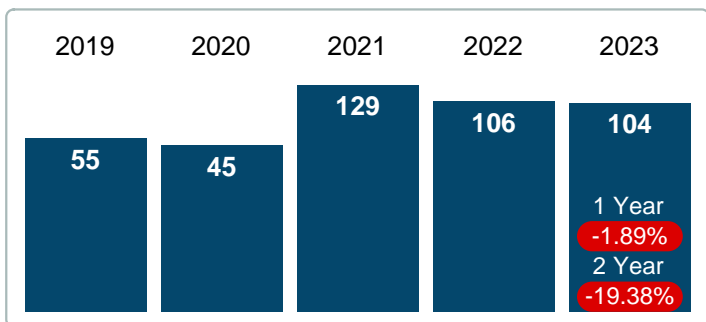
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



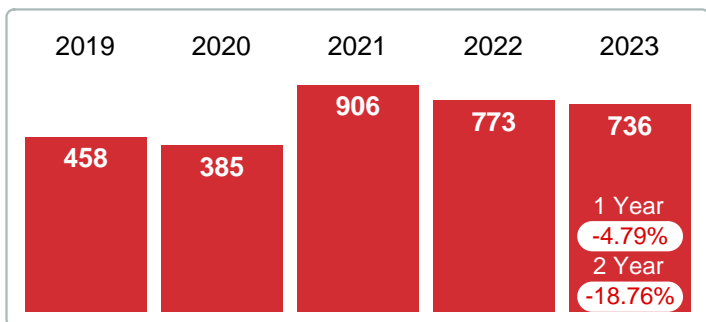
NEW LISTINGS

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

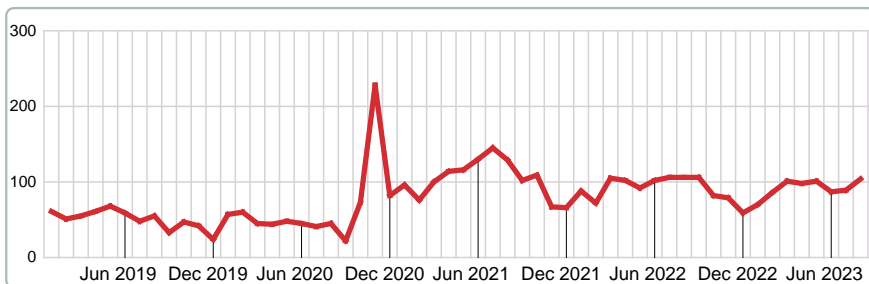
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

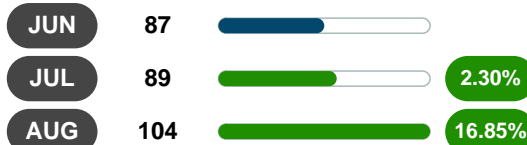


3 MONTHS

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			Bedroom Distribution			
Price Range	Count	%	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
Median New Listed Listing Price	\$249,500		\$144,000	\$262,450	\$262,000	\$574,500

August 2023



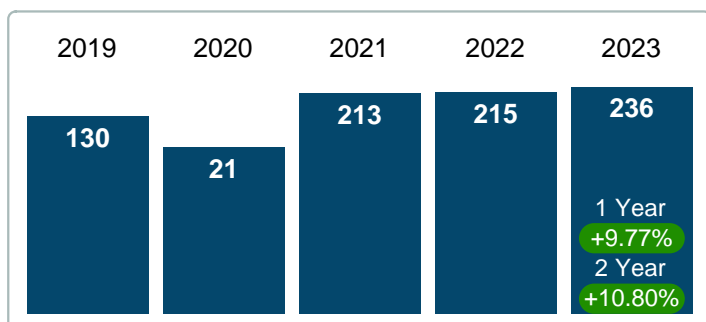
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



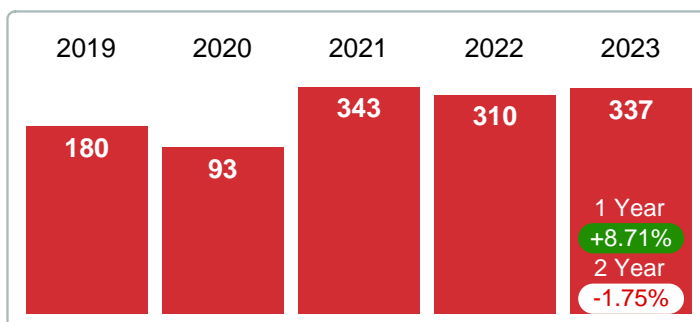
ACTIVE INVENTORY

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

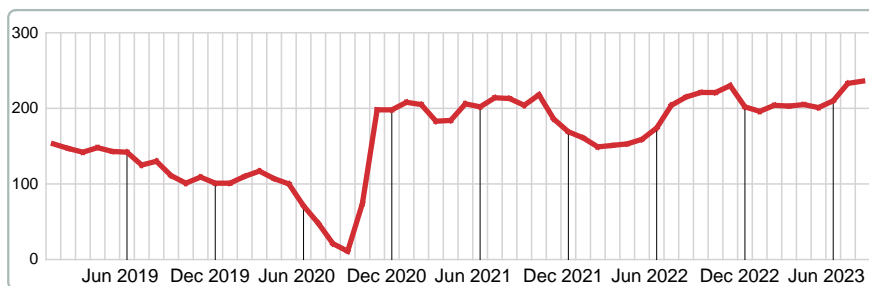
END OF AUGUST



ACTIVE DURING AUGUST

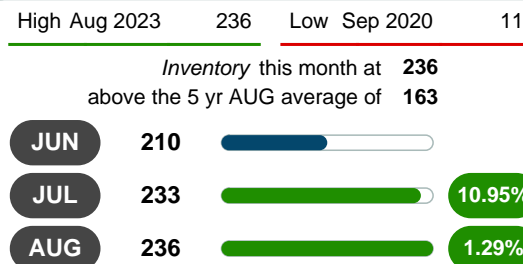


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 163



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	6.78%	46.0	13	3	0	0
\$75,001 - \$125,000	17	7.20%	96.0	7	7	3	0
\$125,001 - \$175,000	46	19.49%	59.0	18	26	1	1
\$175,001 - \$275,000	55	23.31%	41.0	10	31	13	1
\$275,001 - \$425,000	48	20.34%	39.5	5	30	9	4
\$425,001 - \$650,000	32	13.56%	35.5	4	15	10	3
\$650,001 and up	22	9.32%	90.5	1	12	7	2
Total Active Inventory by Units	236			58	124	43	11
Total Active Inventory by Volume	80,175,042	100%	51.5	10.65M	44.90M	18.42M	6.20M
Median Active Inventory Listing Price	\$252,500			\$144,450	\$262,500	\$319,900	\$395,000

August 2023



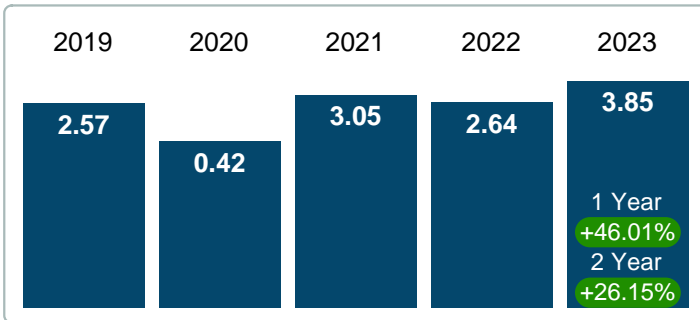
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



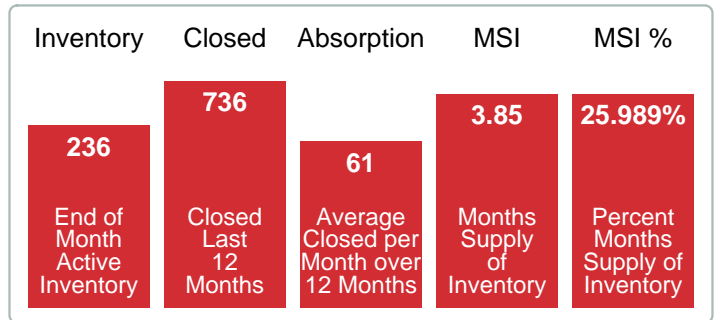
MONTHS SUPPLY of INVENTORY (MSI)

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

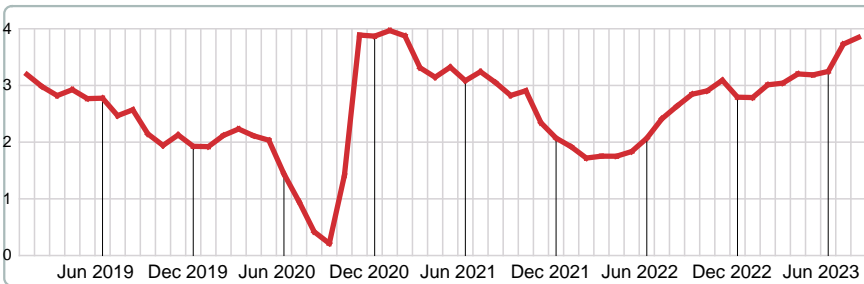
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

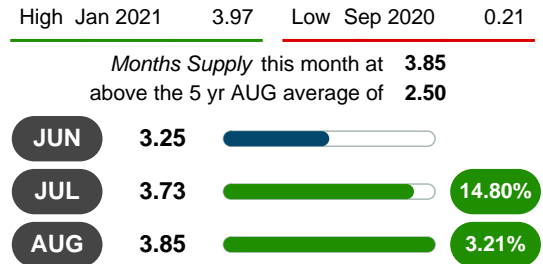


5 YEAR MARKET ACTIVITY TRENDS



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

August 2023



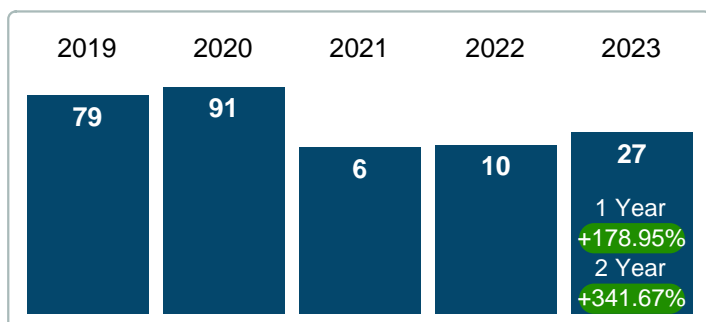
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



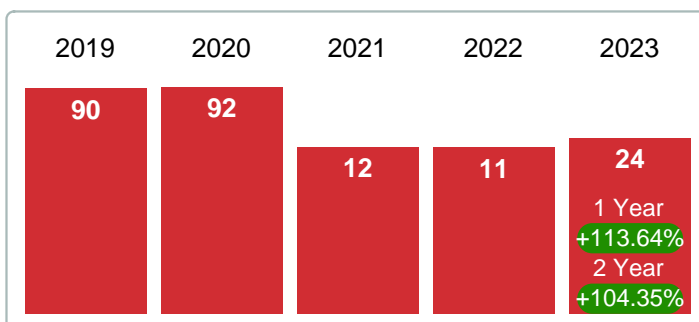
MEDIAN DAYS ON MARKET TO SALE

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

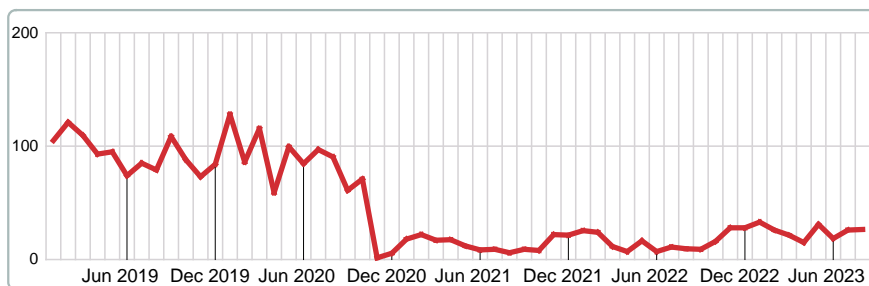
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

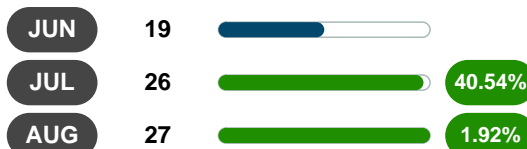


3 MONTHS

5 year AUG AVG = 42

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 27 below the 5 yr AUG average of 42



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
\$75,000 and less	6.90%	42	248	42	7	0
\$75,001 - \$100,000	5.17%	28	6	45	0	0
\$100,001 - \$150,000	17.24%	18	21	15	0	0
\$150,001 - \$225,000	25.86%	34	30	30	42	77
\$225,001 - \$275,000	20.69%	17	34	12	10	0
\$275,001 - \$400,000	15.52%	25	0	25	92	0
\$400,001 and up	8.62%	48	81	8	48	0
Median Closed DOM		27	30	24	40	77
Total Closed Units	100%	26.5	13	33	11	1
Total Closed Volume		12,760,398	1.94M	7.29M	3.36M	174.00K

August 2023



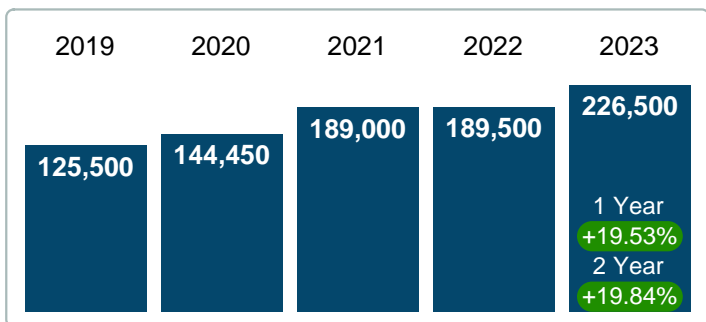
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



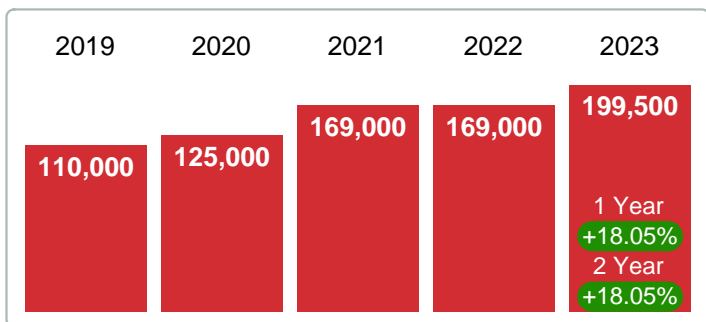
MEDIAN LIST PRICE AT CLOSING

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

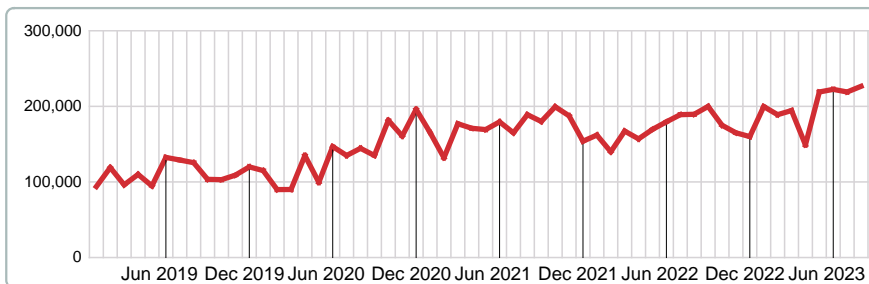
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

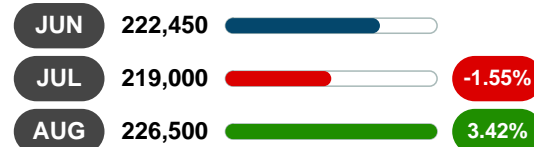


3 MONTHS

5 year AUG AVG = 174,990

High Aug 2023 226,500 Low Feb 2020 89,900

Median List Price at Closing this month at **226,500**
above the 5 yr AUG average of **174,990**



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
\$75,000 and less	4	6.90%	56,500	35,000	56,500	69,900	0
\$75,001 - \$100,000	3	5.17%	90,000	90,000	92,200	0	0
\$100,001 - \$150,000	9	15.52%	120,000	117,500	145,000	0	0
\$150,001 - \$225,000	13	22.41%	175,000	159,900	184,999	182,500	174,900
\$225,001 - \$275,000	13	22.41%	239,900	234,900	232,500	250,000	0
\$275,001 - \$400,000	12	20.69%	329,500	0	329,000	335,000	0
\$400,001 and up	4	6.90%	512,000	435,000	475,000	612,450	0
Median List Price			226,500	120,000	228,000	254,900	174,900
Total Closed Units		100%	226,500	13	33	11	1
Total Closed Volume			13,296,598	2.17M	7.52M	3.43M	174.90K

August 2023



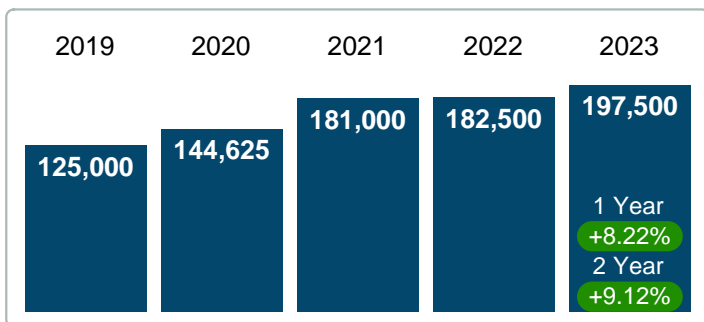
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



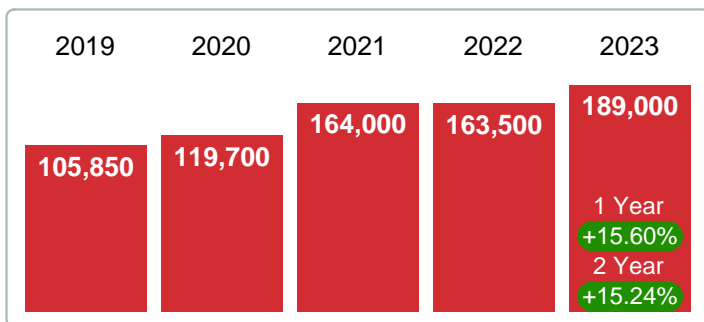
MEDIAN SOLD PRICE AT CLOSING

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

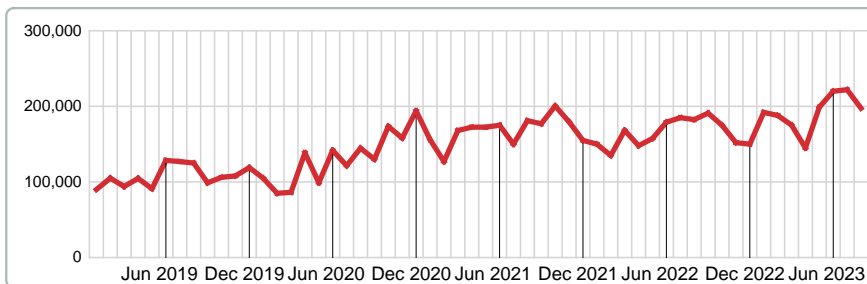
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

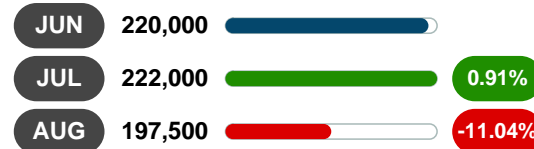


3 MONTHS

5 year AUG AVG = 166,125

High Jul 2023 222,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at 197,500 above the 5 yr AUG average of 166,125



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
\$75,000 and less	6.90%	50,000	20,000	50,000	65,000	0
\$75,001 - \$100,000	5.17%	85,000	80,000	89,750	0	0
\$100,001 - \$150,000	17.24%	111,250	110,000	132,000	0	0
\$150,001 - \$225,000	25.86%	175,000	151,000	180,000	178,000	174,000
\$225,001 - \$275,000	20.69%	245,000	234,500	250,000	250,000	0
\$275,001 - \$400,000	15.52%	325,000	0	327,000	322,000	0
\$400,001 and up	8.62%	475,000	430,000	475,000	540,000	0
Median Sold Price		197,500	110,000	207,000	250,000	174,000
Total Closed Units	100%	197,500	13	33	11	1
Total Closed Volume		12,760,398	1.94M	7.29M	3.36M	174.00K

August 2023



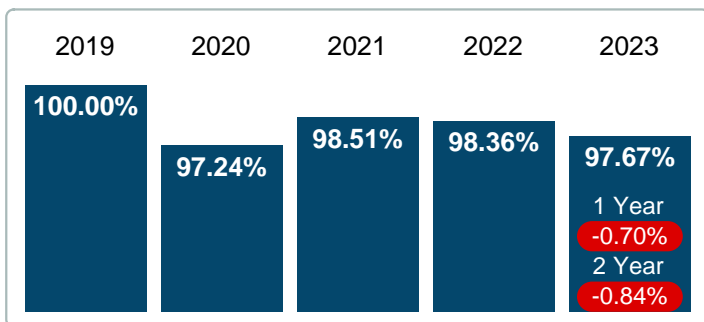
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



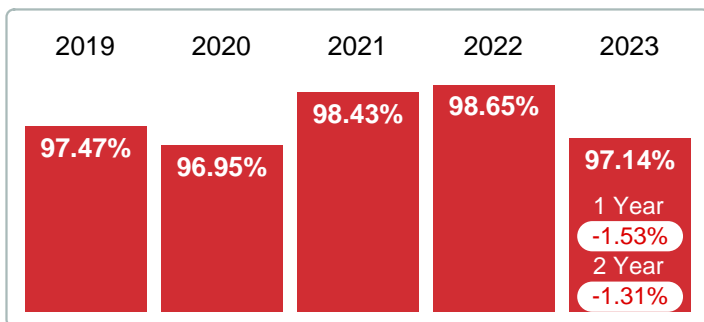
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

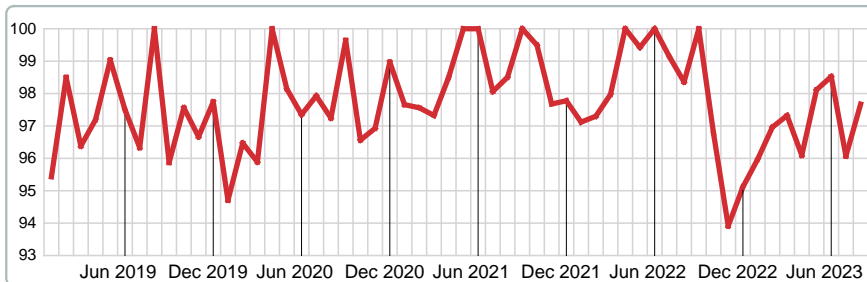
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

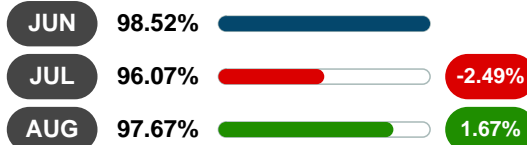


3 MONTHS

5 year AUG AVG = 98.36%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **97.67%**
equal to 5 yr AUG average of **98.36%**



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
\$75,000 and less	4	6.90%	82.95%	57.14%	86.46%	92.99%	0.00%
\$75,001 - \$100,000	3	5.17%	94.55%	88.89%	97.27%	0.00%	0.00%
\$100,001 - \$150,000	10	17.24%	94.93%	95.65%	94.21%	0.00%	0.00%
\$150,001 - \$225,000	15	25.86%	98.57%	94.43%	98.57%	97.74%	99.49%
\$225,001 - \$275,000	12	20.69%	97.78%	94.03%	98.82%	96.56%	0.00%
\$275,001 - \$400,000	9	15.52%	97.86%	0.00%	98.93%	96.12%	0.00%
\$400,001 and up	5	8.62%	99.87%	98.85%	100.00%	99.87%	0.00%
Median Sold/List Ratio		97.67%		94.43%	98.57%	98.08%	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



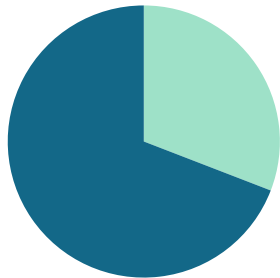
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

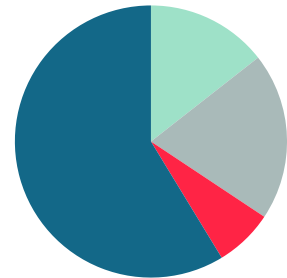


Inventory
 New Listings
104 = 30.86%
 Start Inventory
233
 Total Inventory Units
337
 Volume
\$104,548,434

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%
Median List Price	189,500	226,500	19.53%	169,000	199,500	18.05%
Median Sale Price	182,500	197,500	8.22%	163,500	189,000	15.60%
Median Percent of Selling Price to List Price	98.36%	97.67%	-0.70%	98.65%	97.14%	-1.53%
Median Days on Market to Sale	9.50	26.50	178.95%	11.00	23.50	113.64%
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

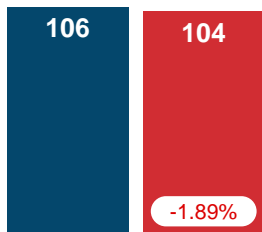
Inventory on August 31, 2023 = **236**

2022 **2023**

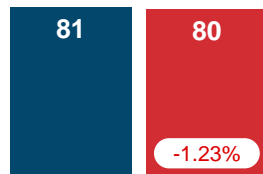
AUGUST MARKET

MEDIAN PRICES

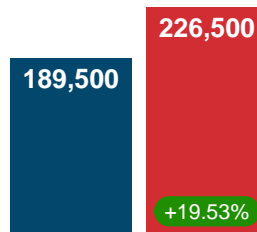
New Listings



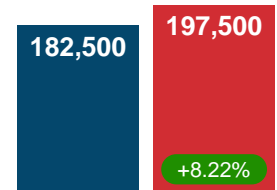
Pending Listings



List Price



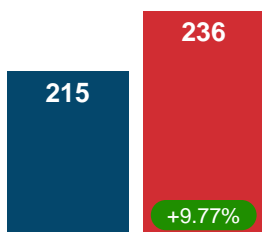
Sale Price



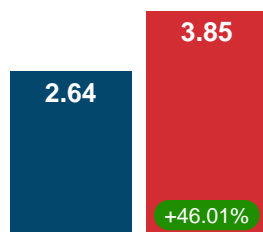
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

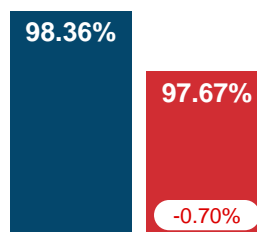
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

