

September 2023



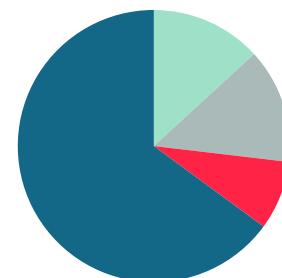
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	59	53	-10.17%
Pending Listings	69	55	-20.29%
New Listings	106	98	-7.55%
Average List Price	213,461	191,004	-10.52%
Average Sale Price	208,024	180,864	-13.06%
Average Percent of Selling Price to List Price	98.15%	94.99%	-3.22%
Average Days on Market to Sale	28.08	48.45	72.52%
End of Month Inventory	223	261	17.04%
Months Supply of Inventory	2.87	4.29	49.43%



■ Closed (13.18%)
■ Pending (13.68%)
■ Other OffMarket (8.21%)
■ Active (64.93%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of September 30, 2023 = **261**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **17.04%** to 261 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 **4.29** 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 **13.06%** in September 2023 to \$180,864 versus the previous year at \$208,024.

Average Days on Market Lengthens

The average number of **48.45** days that homes spent on the market before selling increased by 20.37 days or **72.52%** in September 2023 compared to last year's same month at **28.08** DOM.

Sales Success for September 2023 is Positive

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

There were 98 New Listings in September 2023, down **7.55%** from last year at 106. Furthermore, there were 53 Closed Listings this month versus last year at 59, a **-10.17%** decrease.

Closed versus Listed trends yielded a **54.1%** ratio, down from previous year's, September 2022, at **55.7%**, a **2.84%** 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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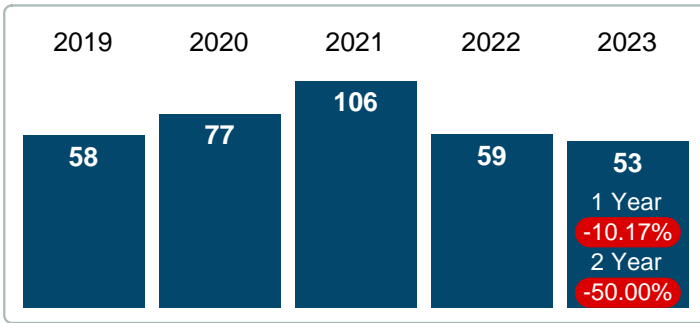
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



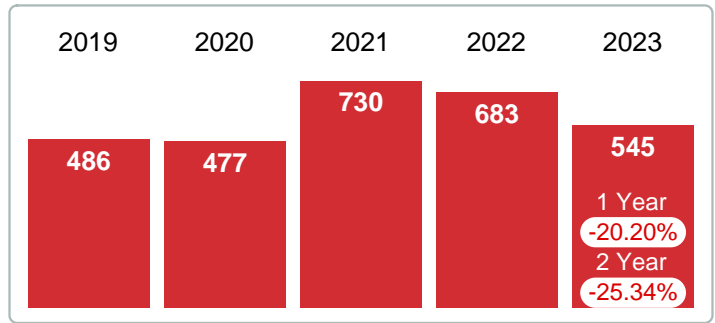
CLOSED LISTINGS

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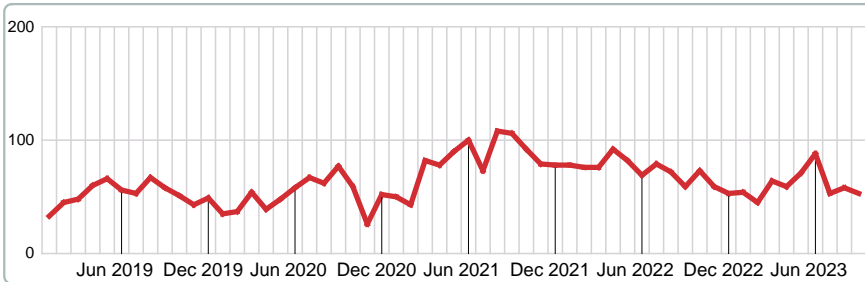
SEPTEMBER



YEAR TO DATE (YTD)

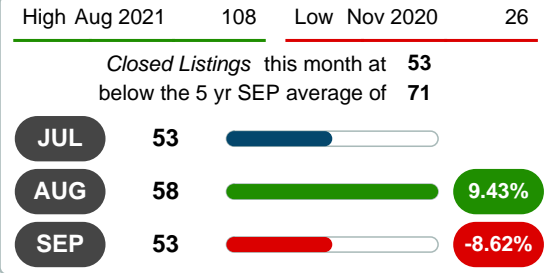


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 71



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	9.43%	26.0	4	1	0	0
\$50,001 - \$75,000	4	7.55%	97.3	2	1	1	0
\$75,001 - \$125,000	10	18.87%	53.1	6	4	0	0
\$125,001 - \$200,000	12	22.64%	55.0	2	8	2	0
\$200,001 - \$250,000	6	11.32%	23.3	2	4	0	0
\$250,001 - \$300,000	10	18.87%	42.6	1	5	4	0
\$300,001 and up	6	11.32%	48.7	1	3	1	1
Total Closed Units	53			18	26	8	1
Total Closed Volume	9,585,781	100%	48.5	2.18M	5.12M	1.91M	380.00K
Average Closed Price	\$180,864			\$121,161	\$196,903	\$238,175	\$380,000

September 2023



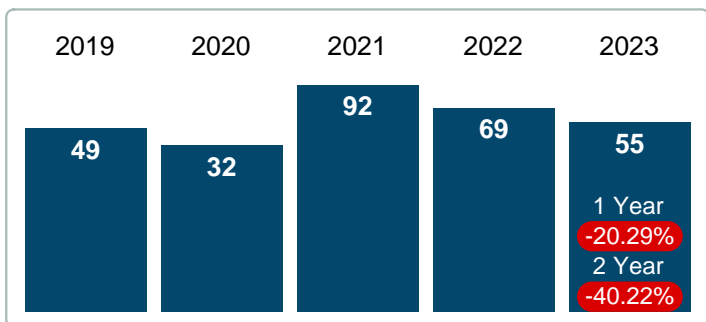
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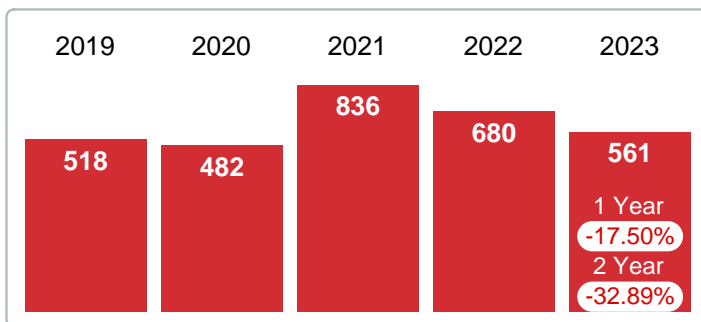
PENDING LISTINGS

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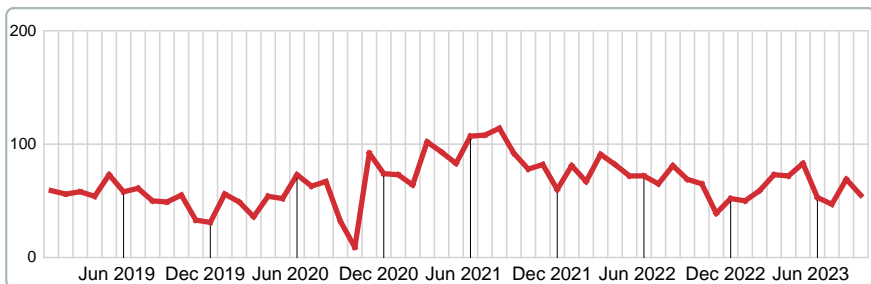
SEPTEMBER



YEAR TO DATE (YTD)

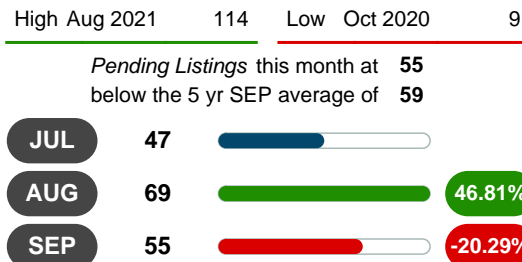


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	7.27%	57.0	1	3	0	0
\$60,001 - \$100,000	7	12.73%	67.6	6	0	1	0
\$100,001 - \$140,000	7	12.73%	90.0	2	4	1	0
\$140,001 - \$230,000	15	27.27%	80.3	8	6	1	0
\$230,001 - \$300,000	10	18.18%	97.5	1	6	3	0
\$300,001 - \$440,000	5	9.09%	72.0	0	3	1	1
\$440,001 and up	7	12.73%	60.7	1	2	4	0
Total Pending Units	55			19	24	11	1
Total Pending Volume	12,662,449	100%	104.0	2.84M	5.50M	3.92M	395.00K
Average Listing Price	\$143,871			\$149,539	\$229,304	\$356,627	\$395,000

September 2023



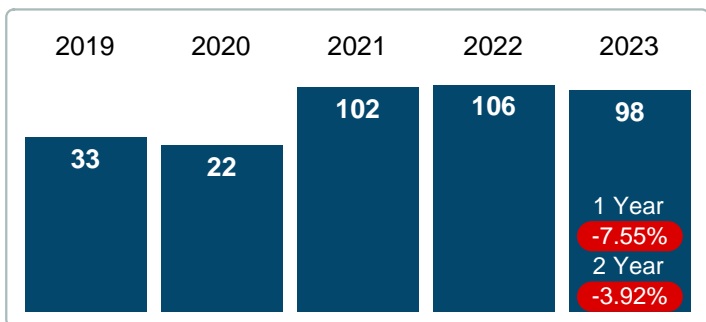
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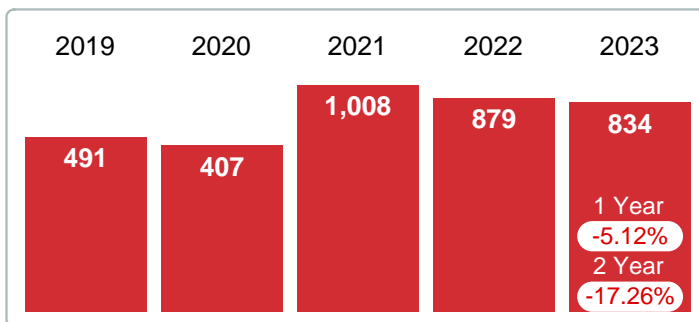
NEW LISTINGS

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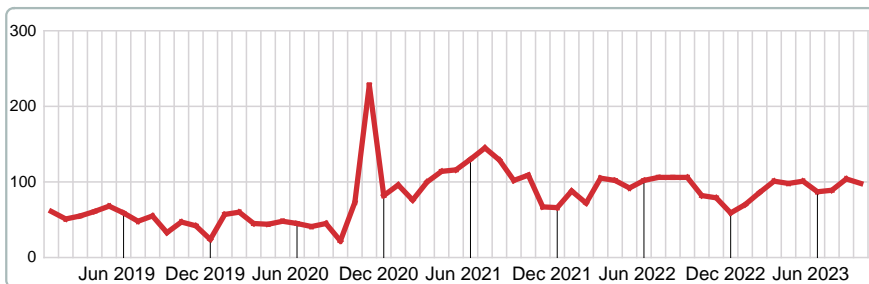
SEPTEMBER



YEAR TO DATE (YTD)

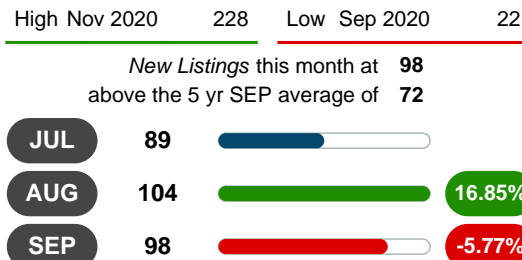


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	9	9.18%	6	3	0	0
\$70,001 - \$130,000	14	14.29%	9	5	0	0
\$130,001 - \$190,000	13	13.27%	1	10	2	0
\$190,001 - \$260,000	24	24.49%	3	16	5	0
\$260,001 - \$350,000	16	16.33%	1	14	1	0
\$350,001 - \$570,000	12	12.24%	1	4	5	2
\$570,001 and up	10	10.20%	0	4	3	3
Total New Listed Units	98		21	56	16	5
Total New Listed Volume	28,509,598	100%	2.81M	15.83M	5.85M	4.02M
Average New Listed Listing Price	\$89,000		\$133,814	\$282,618	\$365,625	\$804,580

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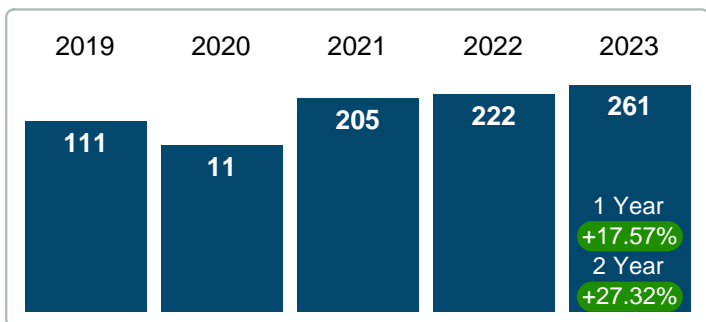
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



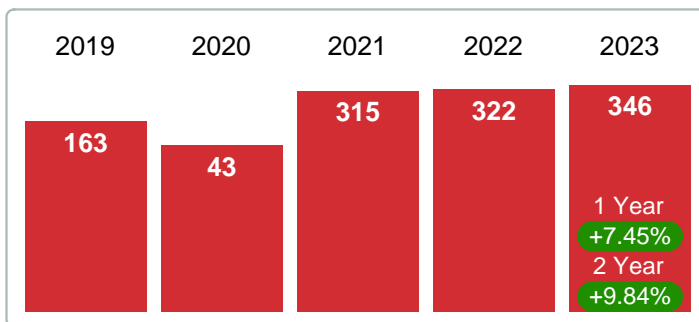
ACTIVE INVENTORY

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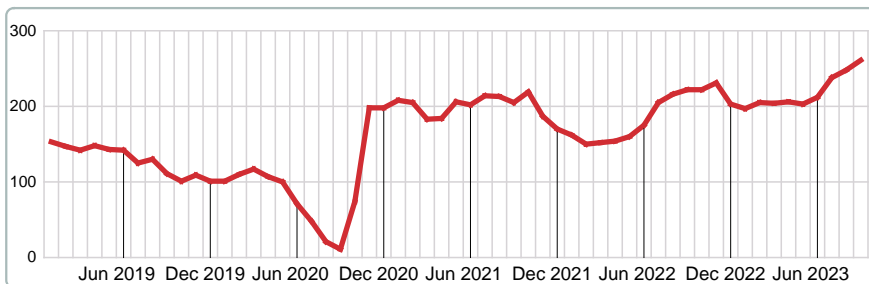
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

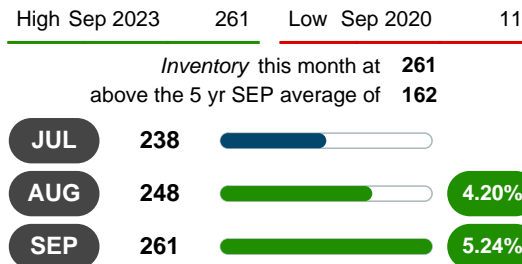


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 162



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	15	5.75%	53.6	11	4	0	0
\$75,001 - \$125,000	25	9.58%	94.1	14	10	1	0
\$125,001 - \$175,000	42	16.09%	74.5	10	28	3	1
\$175,001 - \$300,000	83	31.80%	65.8	14	48	20	1
\$300,001 - \$425,000	38	14.56%	57.7	4	24	7	3
\$425,001 - \$650,000	32	12.26%	78.3	2	17	9	4
\$650,001 and up	26	9.96%	88.1	1	13	7	5
Total Active Inventory by Units	261			56	144	47	14
Total Active Inventory by Volume	90,906,441	100%	71.8	10.25M	51.49M	19.66M	9.50M
Average Active Inventory Listing Price	\$348,301			\$183,086	\$357,596	\$418,236	\$678,764

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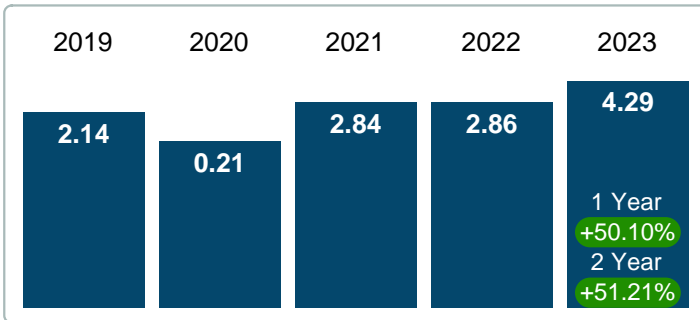
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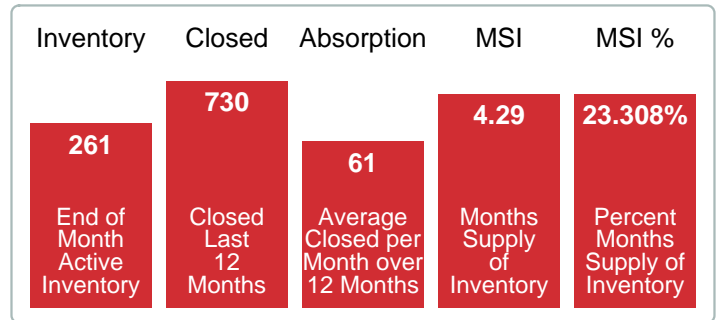
MONTHS SUPPLY of INVENTORY (MSI)

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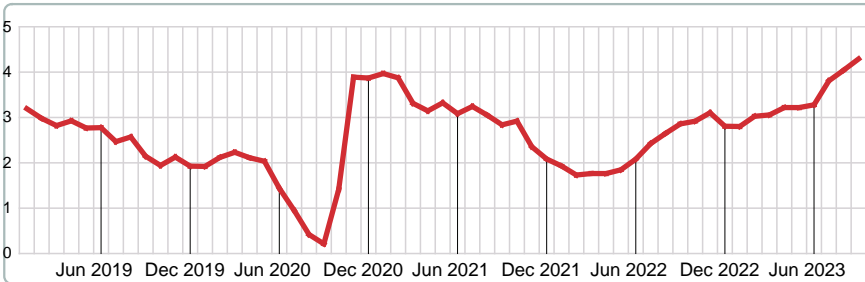
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

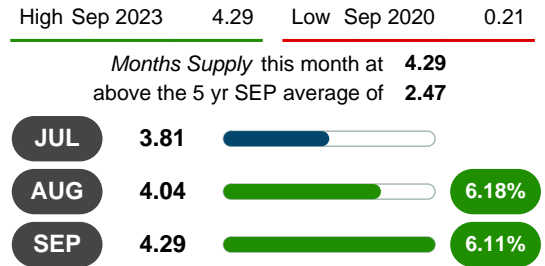


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.47



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	15	5.75%	1.55	1.83	1.37	0.00	0.00
\$75,001 - \$125,000	25	9.58%	2.48	2.95	2.22	1.33	0.00
\$125,001 - \$175,000	42	16.09%	4.10	4.14	4.36	2.40	6.00
\$175,001 - \$300,000	83	31.80%	4.24	8.00	3.58	4.90	3.00
\$300,001 - \$425,000	38	14.56%	5.56	16.00	5.65	3.50	9.00
\$425,001 - \$650,000	32	12.26%	10.38	12.00	12.00	7.20	16.00
\$650,001 and up	26	9.96%	19.50	0.00	19.50	21.00	15.00
Market Supply of Inventory (MSI)			4.29	3.65	4.29	4.59	8.40
Total Active Inventory by Units		100%	4.29	56	144	47	14

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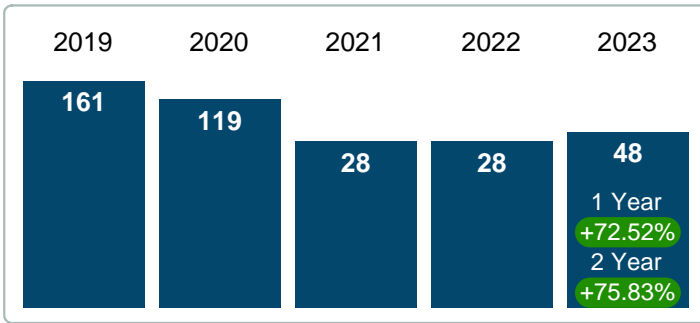
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



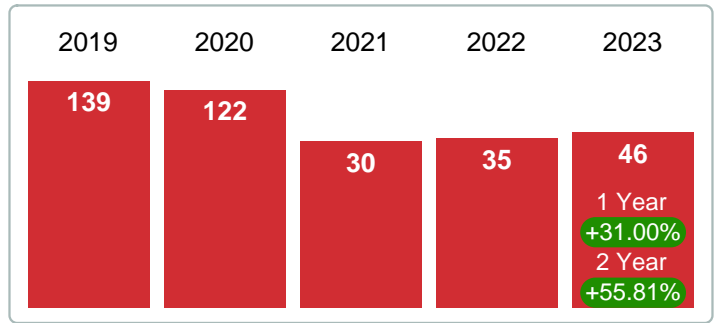
AVERAGE DAYS ON MARKET TO SALE

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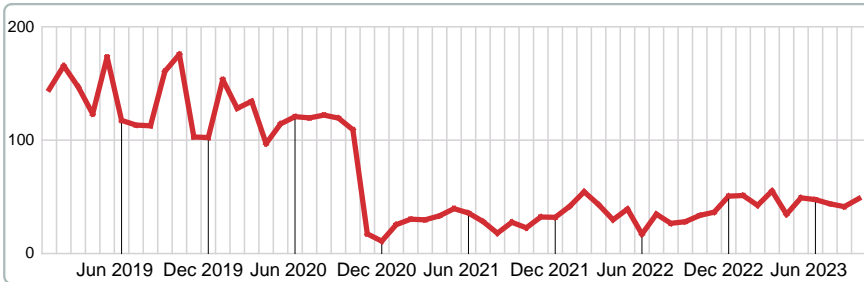
SEPTEMBER



YEAR TO DATE (YTD)

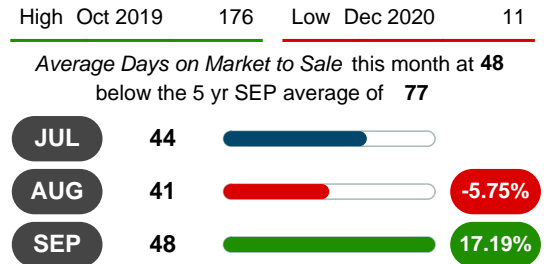


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



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	9.43%	26	31	6	0	0
\$50,001 - \$75,000	7.55%	97	137	9	106	0
\$75,001 - \$125,000	18.87%	53	29	89	0	0
\$125,001 - \$200,000	22.64%	55	127	47	18	0
\$200,001 - \$250,000	11.32%	23	8	31	0	0
\$250,001 - \$300,000	18.87%	43	108	55	11	0
\$300,001 and up	11.32%	49	2	33	145	45
Average Closed DOM		48	53	48	41	45
Total Closed Units	100%	48	18	26	8	1
Total Closed Volume		9,585,781	2.18M	5.12M	1.91M	380.00K

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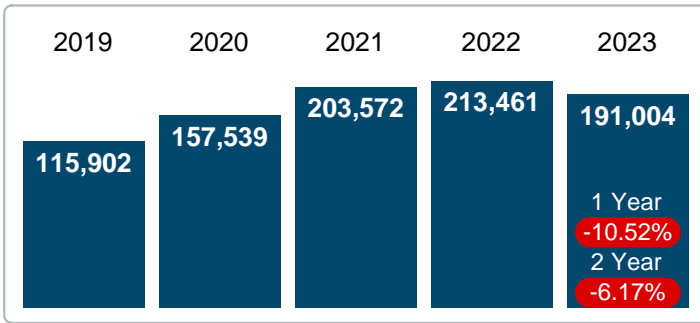
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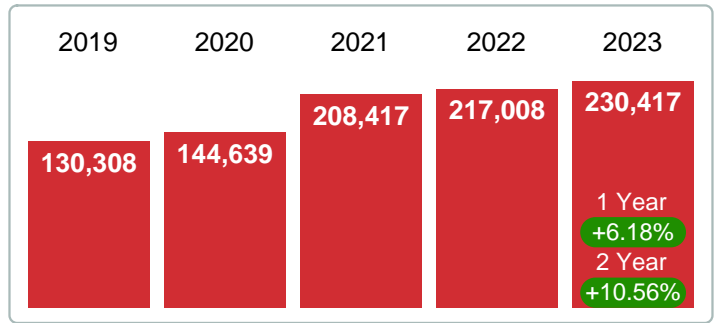
AVERAGE LIST PRICE AT CLOSING

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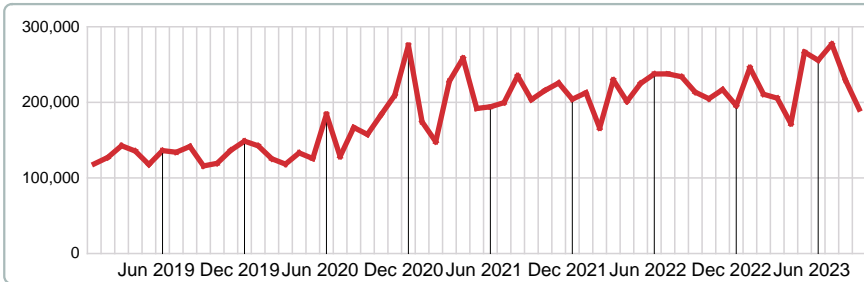
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

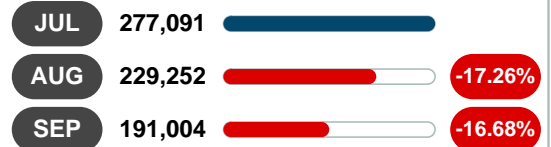


3 MONTHS

5 year SEP AVG = 176,295

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

Average List Price at Closing this month at **191,004**
above the 5 yr SEP average of **176,295**



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	9.43%	46,980	51,850	46,500	0	0
\$50,001 - \$75,000	3.77%	64,500	70,000	50,000	99,000	0
\$75,001 - \$125,000	20.75%	97,345	96,133	112,475	0	0
\$125,001 - \$200,000	20.75%	152,318	138,700	162,400	194,500	0
\$200,001 - \$250,000	13.21%	225,429	232,500	236,750	0	0
\$250,001 - \$300,000	20.75%	275,873	285,000	265,380	290,925	0
\$300,001 and up	11.32%	400,067	309,000	429,133	395,000	409,000
Average List Price		191,004	125,589	207,958	255,838	409,000
Total Closed Units	100%	191,004	18	26	8	1
Total Closed Volume		10,123,199	2.26M	5.41M	2.05M	409.00K

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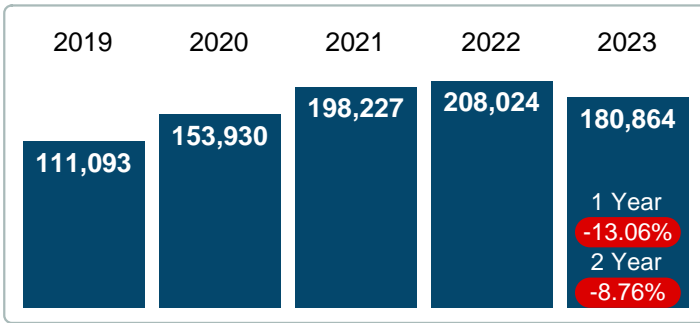
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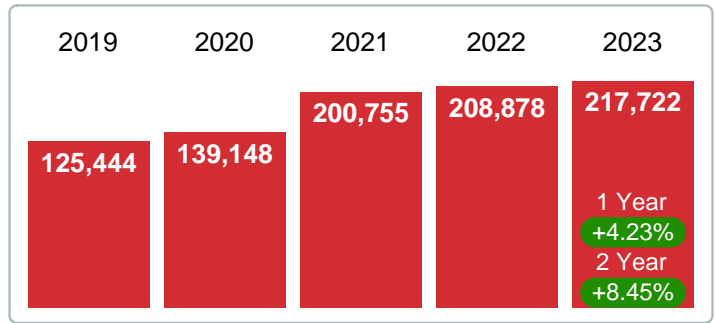
AVERAGE SOLD PRICE AT CLOSING

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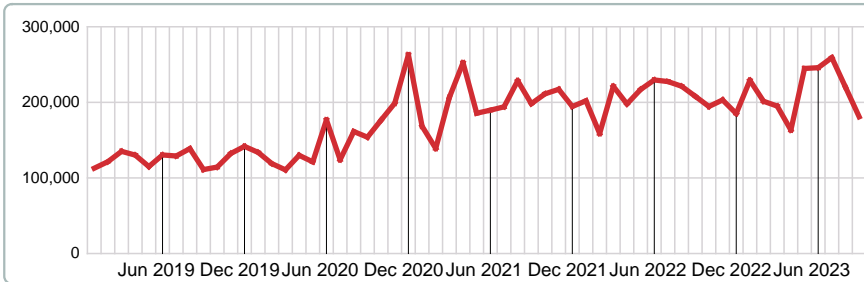
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

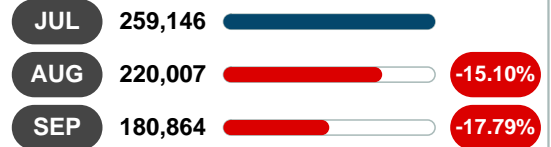


3 MONTHS

5 year SEP AVG = 170,427

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

Average Sold Price at Closing this month at **180,864** above the 5 yr SEP average of **170,427**



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	9.43%	43,600	43,000	46,000	0	0
\$50,001 - \$75,000	7.55%	64,750	66,000	57,000	70,000	0
\$75,001 - \$125,000	18.87%	95,740	96,567	94,500	0	0
\$125,001 - \$200,000	22.64%	160,540	138,750	158,998	188,500	0
\$200,001 - \$250,000	11.32%	223,167	222,500	223,500	0	0
\$250,001 - \$300,000	18.87%	269,090	270,000	261,500	278,350	0
\$300,001 and up	11.32%	365,833	305,000	388,333	345,000	380,000
Average Sold Price		180,864	121,161	196,903	238,175	380,000
Total Closed Units	100%	180,864	18	26	8	1
Total Closed Volume		9,585,781	2.18M	5.12M	1.91M	380.00K

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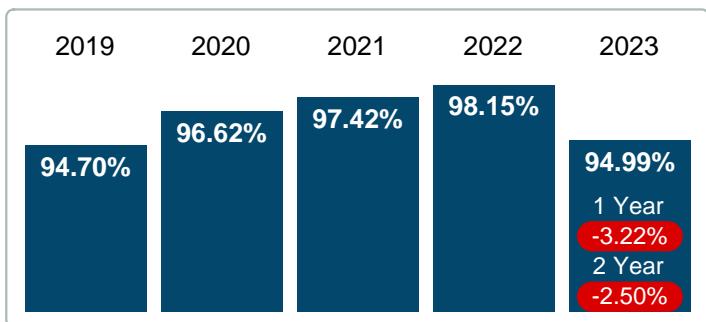
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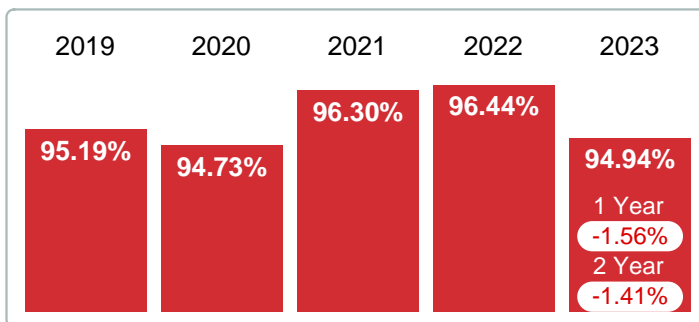
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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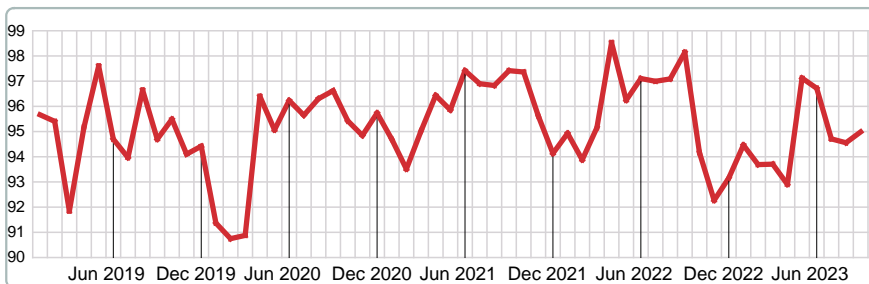
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

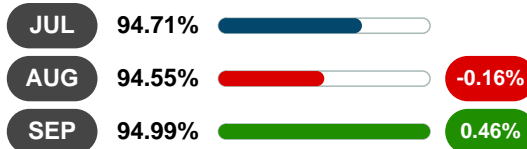


3 MONTHS

5 year SEP AVG = 96.37%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.99%**
below the 5 yr SEP average of **96.37%**



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	9.43%	87.65%	84.83%	98.92%	0.00%	0.00%
\$50,001 - \$75,000	4	7.55%	93.36%	94.38%	114.00%	70.71%	0.00%
\$75,001 - \$125,000	10	18.87%	94.84%	100.56%	86.25%	0.00%	0.00%
\$125,001 - \$200,000	12	22.64%	98.35%	100.33%	98.16%	97.14%	0.00%
\$200,001 - \$250,000	6	11.32%	95.21%	96.00%	94.81%	0.00%	0.00%
\$250,001 - \$300,000	10	18.87%	97.06%	94.74%	98.60%	95.70%	0.00%
\$300,001 and up	6	11.32%	92.03%	98.71%	91.07%	87.34%	92.91%
Average Sold/List Ratio		95.00%		95.42%	95.72%	91.89%	92.91%
Total Closed Units		53	100%	18	26	8	1
Total Closed Volume		9,585,781		2.18M	5.12M	1.91M	380.00K

September 2023



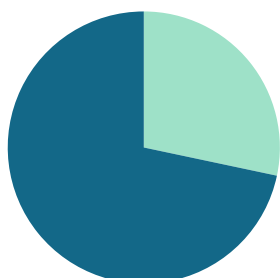
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

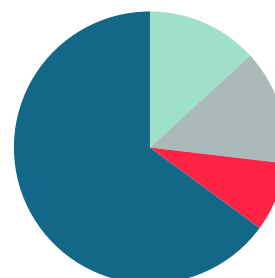


Inventory
 New Listings
98 = 28.32%
 Start Inventory
248
 Total Inventory Units
346
 Volume
\$110,747,190

Market Activity

Closed Sales
53 = 13.18%
 Pending Sales
55 = 13.68%
 Other Off Market
33 = 8.21%
 Active Inventory
261 = 64.93%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	59	53	-10.17%	683	545	-20.20%
Pending Sales	69	55	-20.29%	680	561	-17.50%
New Listings	106	98	-7.55%	879	834	-5.12%
Average List Price	213,461	191,004	-10.52%	217,008	230,417	6.18%
Average Sale Price	208,024	180,864	-13.06%	208,878	217,722	4.23%
Average Percent of Selling Price to List Price	98.15%	94.99%	-3.22%	96.44%	94.94%	-1.56%
Average Days on Market to Sale	28.08	48.45	72.52%	35.31	46.25	31.00%
Monthly Inventory	223	261	17.04%	223	261	17.04%
Months Supply of Inventory	2.87	4.29	49.43%	2.87	4.29	49.43%

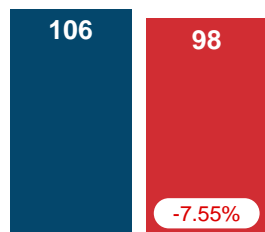
Absorption: Last 12 months, an Average of **61** Sales/Month

Inventory on September 30, 2023 = **261** 2022 2023

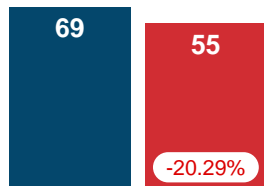
SEPTEMBER MARKET

AVERAGE PRICES

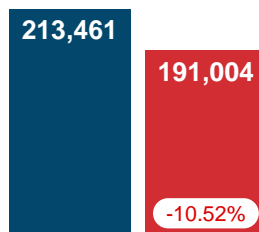
New Listings



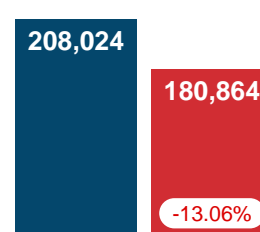
Pending Listings



List Price



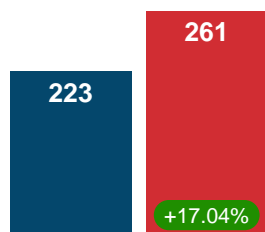
Sale Price



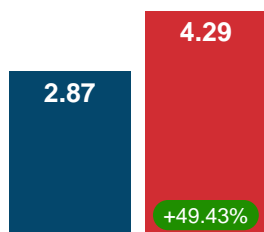
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

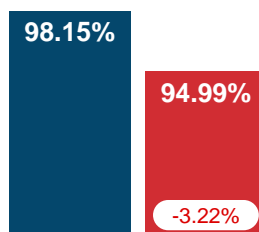
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

