

September 2023



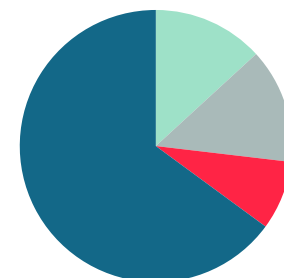
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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% |
| Median List Price | 199,900 | 179,000 | -10.46% |
| Median Sale Price | 191,000 | 179,000 | -6.28% |
| Median Percent of Selling Price to List Price | 100.00% | 98.44% | -1.56% |
| Median Days on Market to Sale | 9.00 | 29.00 | 222.22% |
| 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.

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 **6.28%** in September 2023 to \$179,000 versus the previous year at \$191,000.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 20.00 days or **222.22%** in September 2023 compared to last year's same month at **9.00** DOM.

Sales Success for September 2023 is Positive

Overall, with Median 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.

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

September 2023



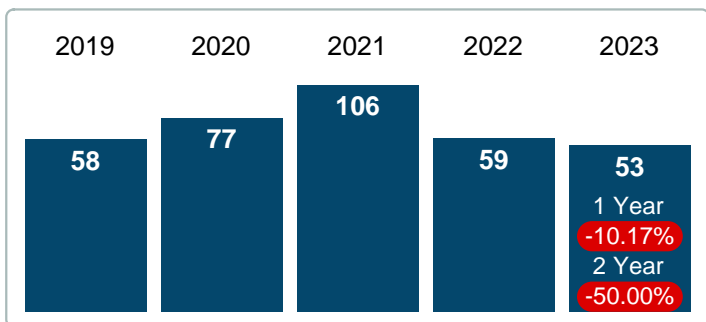
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



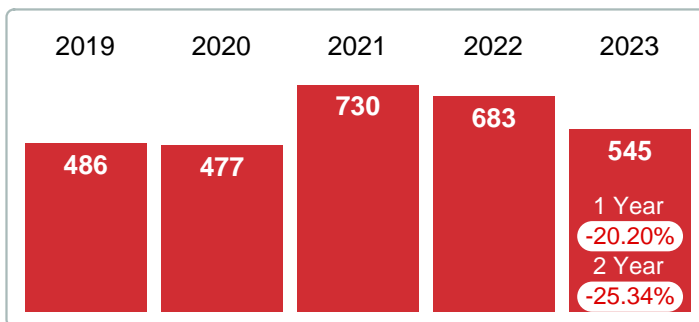
CLOSED LISTINGS

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

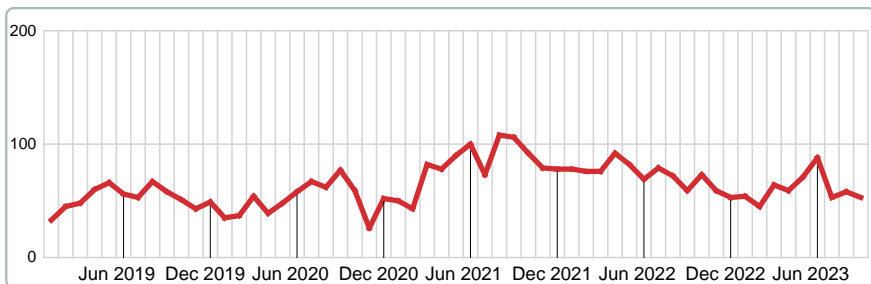
SEPTEMBER



YEAR TO DATE (YTD)

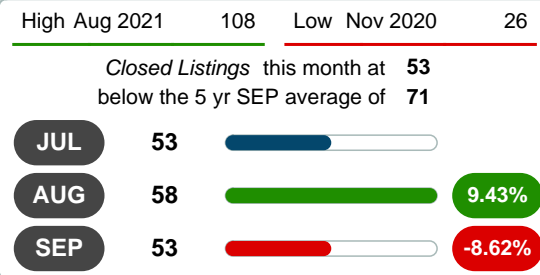


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 5 | 9.43% | 33.0 | 4 | 1 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 7.55% | 120.5 | 2 | 1 | 1 | 0 |
| \$75,001 - \$125,000 | 10 | 18.87% | 8.0 | 6 | 4 | 0 | 0 |
| \$125,001 - \$200,000 | 12 | 22.64% | 32.0 | 2 | 8 | 2 | 0 |
| \$200,001 - \$250,000 | 6 | 11.32% | 7.5 | 2 | 4 | 0 | 0 |
| \$250,001 - \$300,000 | 10 | 18.87% | 30.0 | 1 | 5 | 4 | 0 |
| \$300,001 and up | 6 | 11.32% | 35.0 | 1 | 3 | 1 | 1 |
| Total Closed Units | 53 | | | 18 | 26 | 8 | 1 |
| Total Closed Volume | 9,585,781 | 100% | 29.0 | 2.18M | 5.12M | 1.91M | 380.00K |
| Median Closed Price | \$179,000 | | | \$92,000 | \$194,000 | \$269,250 | \$380,000 |

September 2023



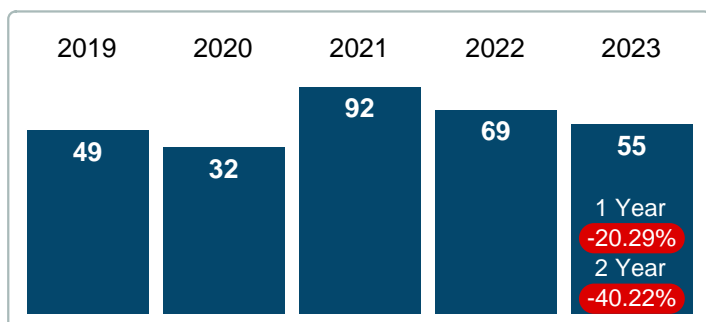
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



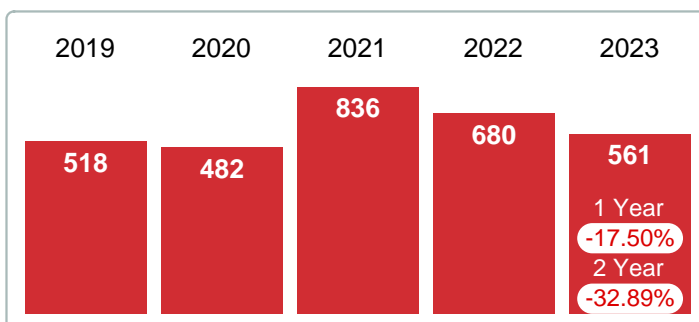
PENDING LISTINGS

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

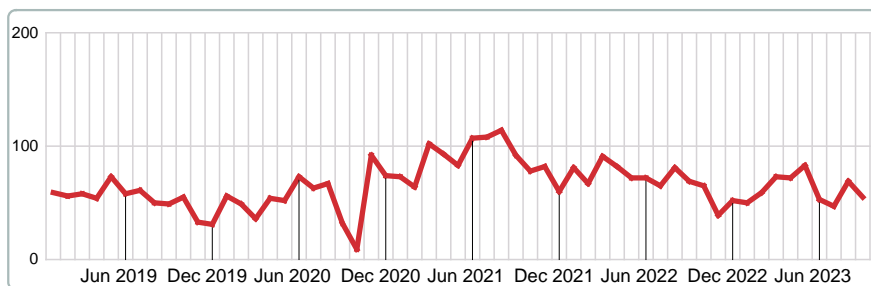
SEPTEMBER



YEAR TO DATE (YTD)

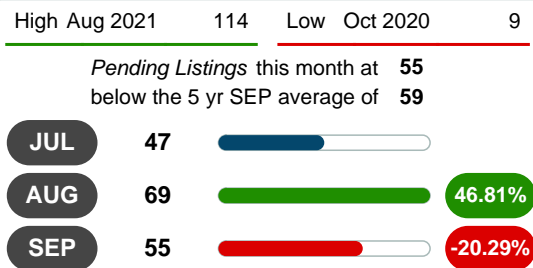


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 3 | 5.45% | 67.0 | 1 | 2 | 0 | 0 |
| \$50,001 - \$100,000 | 8 | 14.55% | 6.5 | 6 | 1 | 1 | 0 |
| \$100,001 - \$125,000 | 4 | 7.27% | 23.0 | 0 | 3 | 1 | 0 |
| \$125,001 - \$225,000 | 17 | 30.91% | 52.0 | 9 | 7 | 1 | 0 |
| \$225,001 - \$300,000 | 11 | 20.00% | 84.0 | 2 | 6 | 3 | 0 |
| \$300,001 - \$425,000 | 5 | 9.09% | 41.0 | 0 | 3 | 1 | 1 |
| \$425,001 and up | 7 | 12.73% | 59.0 | 1 | 2 | 4 | 0 |
| Total Pending Units | 55 | | | 19 | 24 | 11 | 1 |
| Total Pending Volume | 12,662,449 | 100% | 52.0 | 2.84M | 5.50M | 3.92M | 395.00K |
| Median Listing Price | \$185,000 | | | \$149,500 | \$204,000 | \$300,000 | \$395,000 |

September 2023



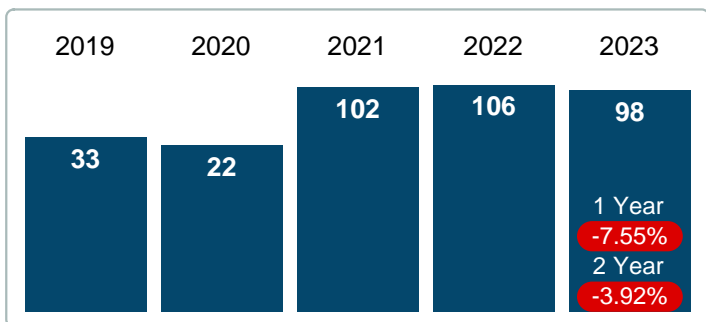
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



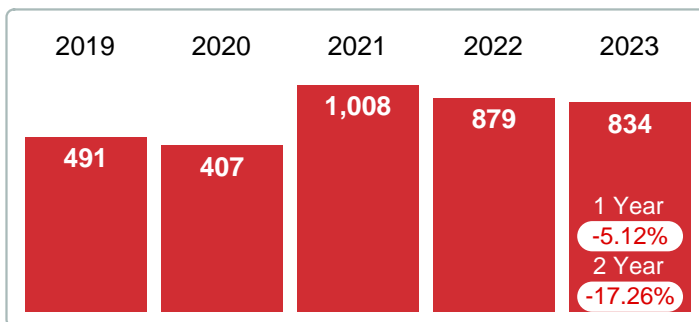
NEW LISTINGS

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

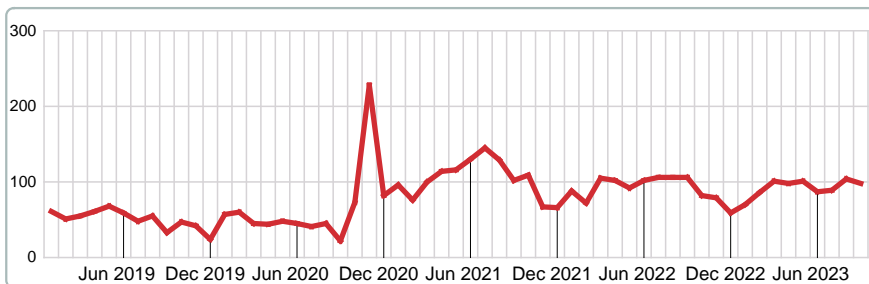
SEPTEMBER



YEAR TO DATE (YTD)

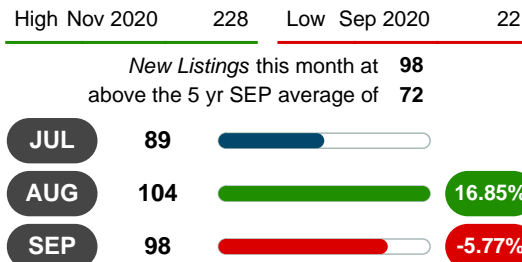


5 YEAR MARKET ACTIVITY TRENDS



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 |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 9 | 9.18% | 6 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 12 | 12.24% | 8 | 4 | 0 | 0 |
| \$125,001 - \$175,000 | 9 | 9.18% | 1 | 7 | 1 | 0 |
| \$175,001 - \$250,000 | 30 | 30.61% | 4 | 20 | 6 | 0 |
| \$250,001 - \$350,000 | 16 | 16.33% | 1 | 14 | 1 | 0 |
| \$350,001 - \$575,000 | 12 | 12.24% | 1 | 4 | 5 | 2 |
| \$575,001 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 |
| Median New Listed Listing Price | \$222,500 | | \$89,900 | \$225,000 | \$347,500 | \$715,000 |

September 2023



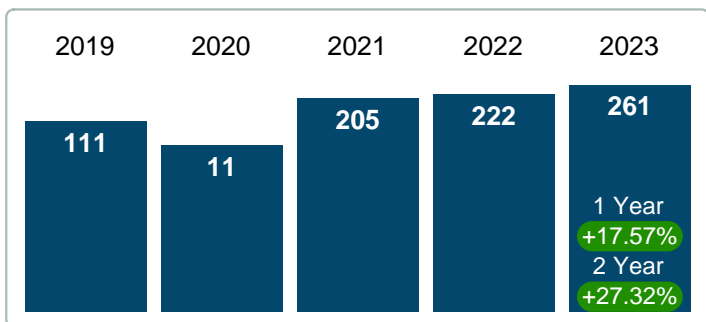
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



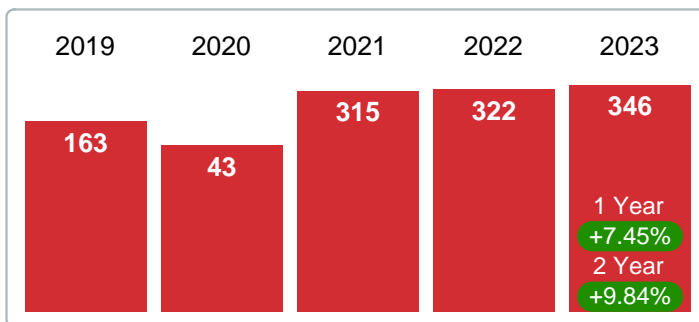
ACTIVE INVENTORY

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

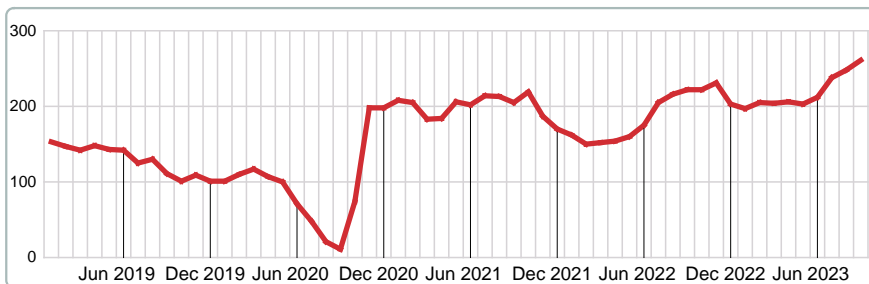
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 162

High Sep 2023 261 Low Sep 2020 11

Inventory this month at 261 above the 5 yr SEP average of 162

- JUL 238
- AUG 248 4.20%
- SEP 261 5.24%

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 | 15 | 5.75% | 40.0 | 11 | 4 | 0 | 0 |
| \$75,001 - \$125,000 | 25 | 9.58% | 94.0 | 14 | 10 | 1 | 0 |
| \$125,001 - \$175,000 | 42 | 16.09% | 56.0 | 10 | 28 | 3 | 1 |
| \$175,001 - \$300,000 | 83 | 31.80% | 46.0 | 14 | 48 | 20 | 1 |
| \$300,001 - \$425,000 | 38 | 14.56% | 50.5 | 4 | 24 | 7 | 3 |
| \$425,001 - \$650,000 | 32 | 12.26% | 44.0 | 2 | 17 | 9 | 4 |
| \$650,001 and up | 26 | 9.96% | 66.0 | 1 | 13 | 7 | 5 |
| Total Active Inventory by Units | 261 | | | 56 | 144 | 47 | 14 |
| Total Active Inventory by Volume | 90,906,441 | 100% | 51.0 | 10.25M | 51.49M | 19.66M | 9.50M |
| Median Active Inventory Listing Price | \$250,000 | | | \$130,000 | \$250,000 | \$299,900 | \$514,450 |

September 2023



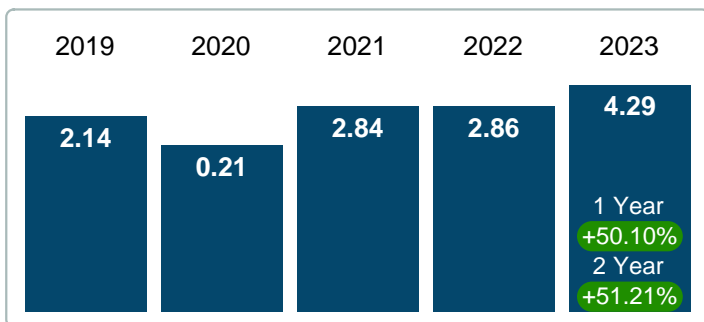
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



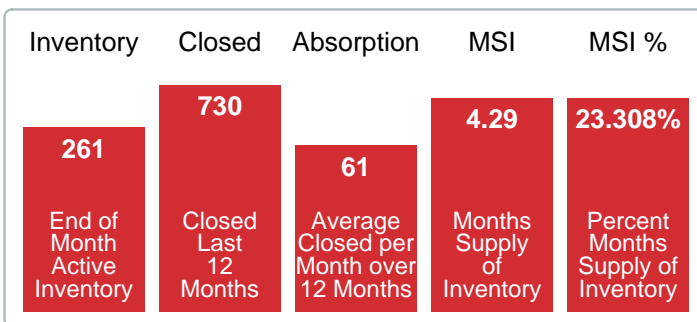
MONTHS SUPPLY of INVENTORY (MSI)

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

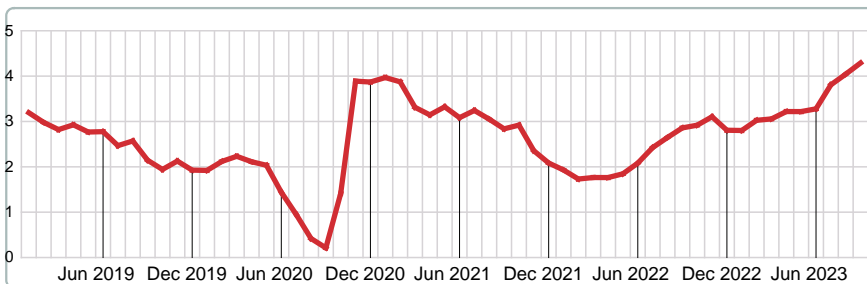
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

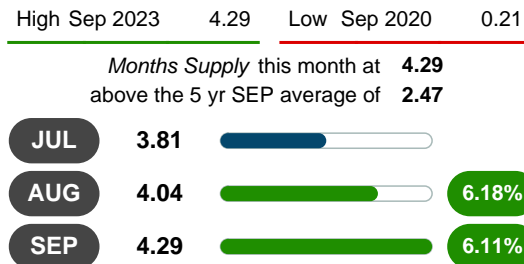


5 YEAR MARKET ACTIVITY TRENDS



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 |

September 2023



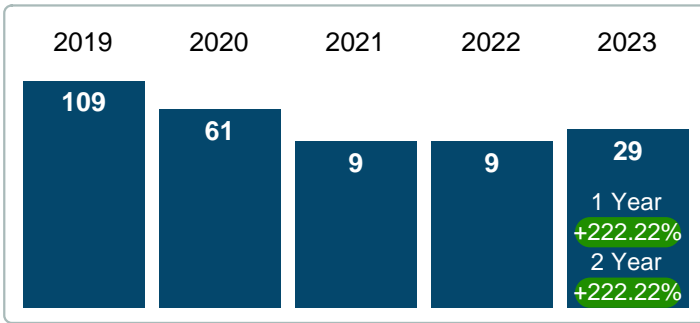
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



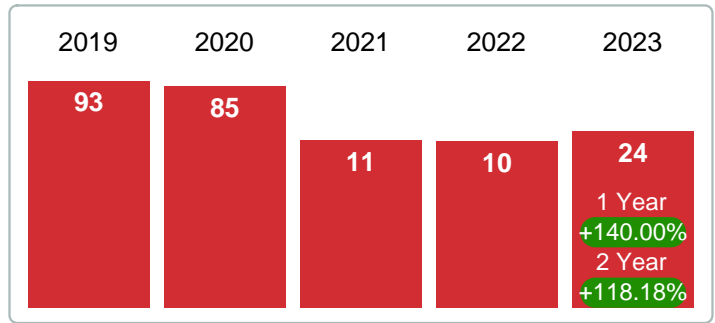
MEDIAN DAYS ON MARKET TO SALE

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

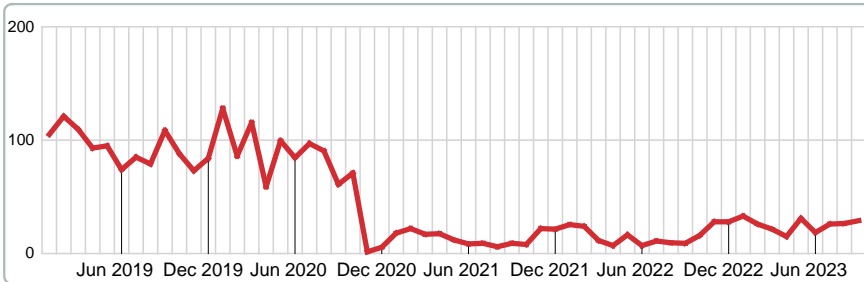
SEPTEMBER



YEAR TO DATE (YTD)

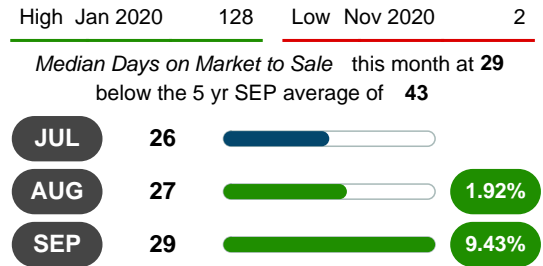


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43



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 |
|--|--------|-----------|----------|--------|--------|---------|
| \$50,000 and less | 9.43% | 33 | 34 | 6 | 0 | 0 |
| \$50,001 - \$75,000 | 7.55% | 121 | 137 | 9 | 106 | 0 |
| \$75,001 - \$125,000 | 18.87% | 8 | 6 | 37 | 0 | 0 |
| \$125,001 - \$200,000 | 22.64% | 32 | 127 | 32 | 18 | 0 |
| \$200,001 - \$250,000 | 11.32% | 8 | 8 | 15 | 0 | 0 |
| \$250,001 - \$300,000 | 18.87% | 30 | 108 | 35 | 6 | 0 |
| \$300,001 and up | 11.32% | 35 | 2 | 25 | 145 | 45 |
| Median Closed DOM | | 29 | 24 | 29 | 19 | 45 |
| Total Closed Units | 100% | 53 | 18 | 26 | 8 | 1 |
| Total Closed Volume | | 9,585,781 | 2.18M | 5.12M | 1.91M | 380.00K |

September 2023



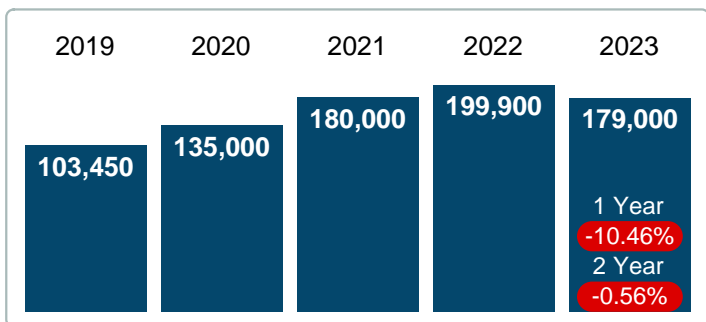
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



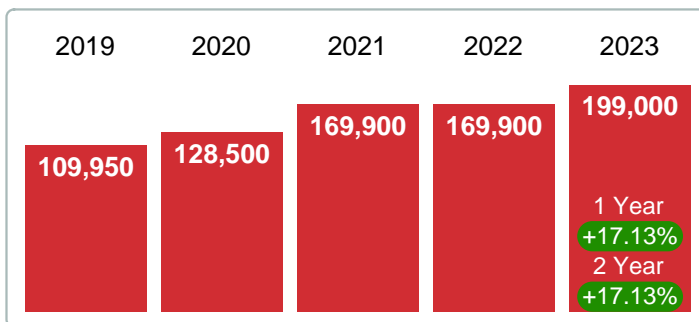
MEDIAN LIST PRICE AT CLOSING

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

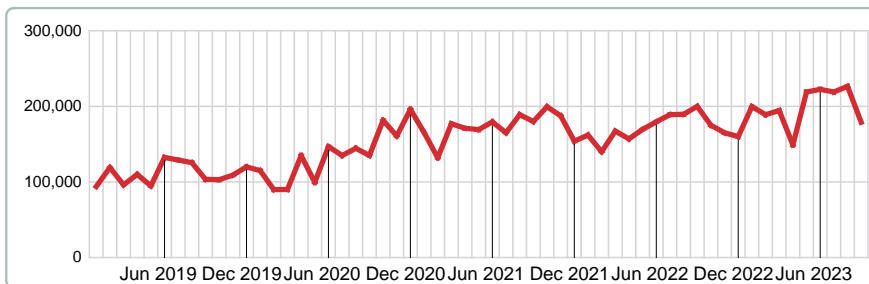
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

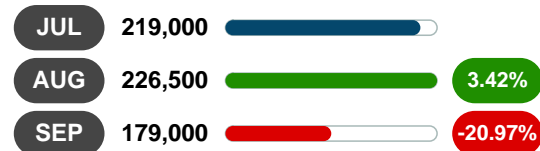


3 MONTHS

5 year SEP AVG = 159,470

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

Median List Price at Closing this month at **179,000**
 above the 5 yr SEP average of **159,470**



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 |
|---|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$50,000 and less | 9.43% | 48,500 | 48,500 | 48,250 | 0 | 0 |
| \$50,001 - \$75,000 | 3.77% | 64,500 | 64,500 | 0 | 0 | 0 |
| \$75,001 - \$125,000 | 20.75% | 89,900 | 89,000 | 110,000 | 99,000 | 0 |
| \$125,001 - \$200,000 | 20.75% | 145,000 | 138,700 | 142,450 | 179,000 | 0 |
| \$200,001 - \$250,000 | 13.21% | 219,000 | 232,500 | 219,500 | 210,000 | 0 |
| \$250,001 - \$300,000 | 20.75% | 284,900 | 285,000 | 259,500 | 289,450 | 0 |
| \$300,001 and up | 11.32% | 397,450 | 309,000 | 399,900 | 395,000 | 409,000 |
| Median List Price | | 179,000 | 89,450 | 202,250 | 286,950 | 409,000 |
| Total Closed Units | 100% | 179,000 | 18 | 26 | 8 | 1 |
| Total Closed Volume | | 10,123,199 | 2.26M | 5.41M | 2.05M | 409.00K |

September 2023



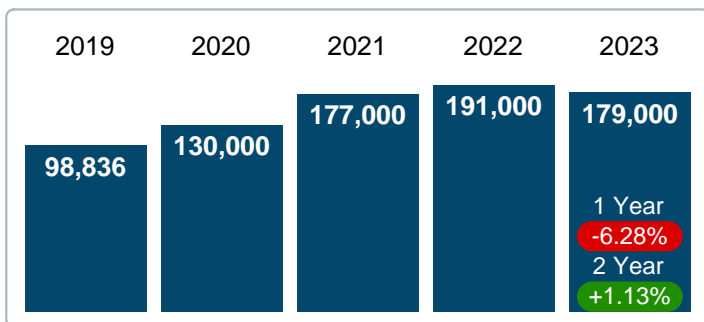
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



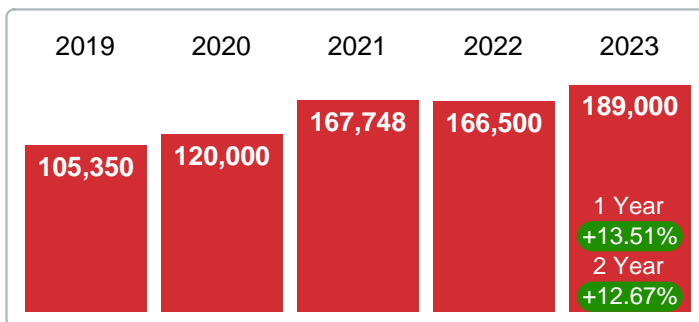
MEDIAN SOLD PRICE AT CLOSING

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

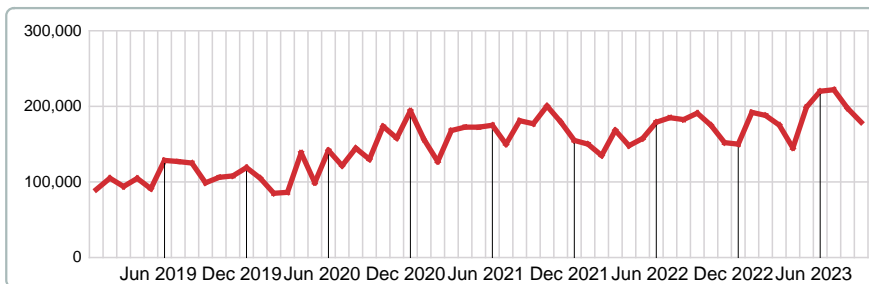
SEPTEMBER



YEAR TO DATE (YTD)

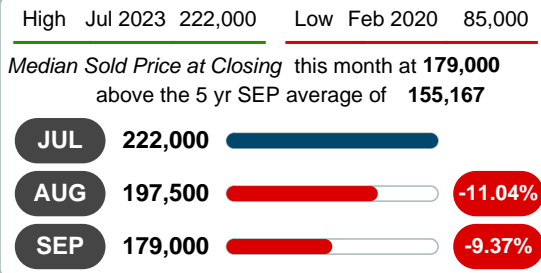


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155,167



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 5 | 9.43% | 44,000 | 42,000 | 46,000 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 7.55% | 63,500 | 66,000 | 57,000 | 70,000 | 0 |
| \$75,001 - \$125,000 | 10 | 18.87% | 92,000 | 92,000 | 95,000 | 0 | 0 |
| \$125,001 - \$200,000 | 12 | 22.64% | 151,500 | 138,750 | 149,991 | 188,500 | 0 |
| \$200,001 - \$250,000 | 6 | 11.32% | 217,500 | 222,500 | 217,500 | 0 | 0 |
| \$250,001 - \$300,000 | 10 | 18.87% | 270,000 | 270,000 | 257,500 | 279,500 | 0 |
| \$300,001 and up | 6 | 11.32% | 345,000 | 305,000 | 345,000 | 345,000 | 380,000 |
| Median Sold Price | | | 179,000 | 92,000 | 194,000 | 269,250 | 380,000 |
| Total Closed Units | | 100% | 179,000 | 18 | 26 | 8 | 1 |
| Total Closed Volume | | | 9,585,781 | 2.18M | 5.12M | 1.91M | 380.00K |

September 2023



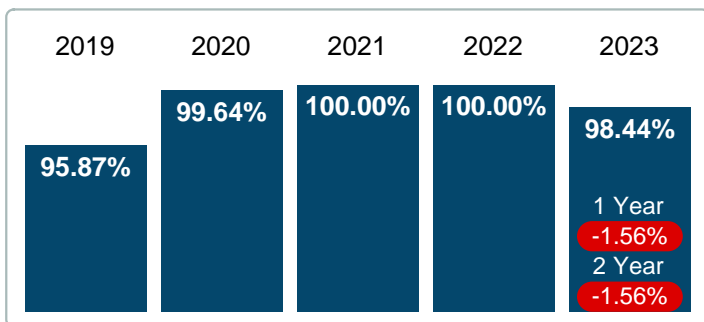
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



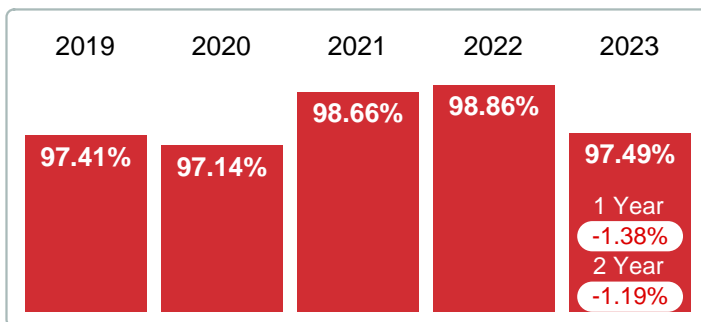
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

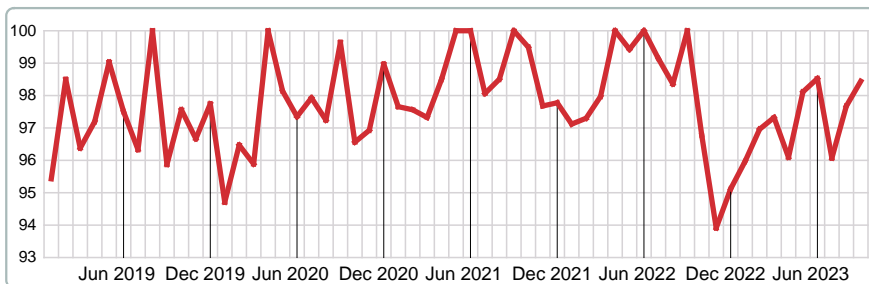
SEPTEMBER



YEAR TO DATE (YTD)

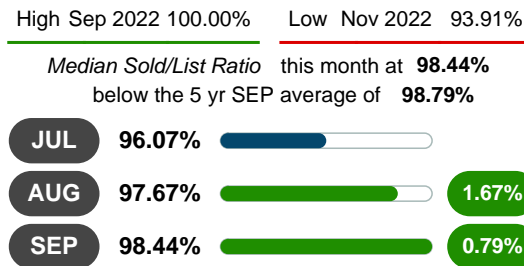


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.79%



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 |
|--|----|-----------|--------|----------|---------|--------|---------|
| \$50,000 and less | 5 | 9.43% | 90.72% | 83.44% | 98.92% | 0.00% | 0.00% |
| \$50,001 - \$75,000 | 4 | 7.55% | 94.38% | 94.38% | 114.00% | 70.71% | 0.00% |
| \$75,001 - \$125,000 | 10 | 18.87% | 99.22% | 100.00% | 92.84% | 0.00% | 0.00% |
| \$125,001 - \$200,000 | 12 | 22.64% | 99.52% | 100.33% | 99.52% | 97.14% | 0.00% |
| \$200,001 - \$250,000 | 6 | 11.32% | 99.09% | 96.00% | 99.09% | 0.00% | 0.00% |
| \$250,001 - \$300,000 | 10 | 18.87% | 98.27% | 94.74% | 98.46% | 95.73% | 0.00% |
| \$300,001 and up | 6 | 11.32% | 91.62% | 98.71% | 90.33% | 87.34% | 92.91% |
| Median Sold/List Ratio | | 98.44% | | 98.31% | 98.87% | 93.56% | 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



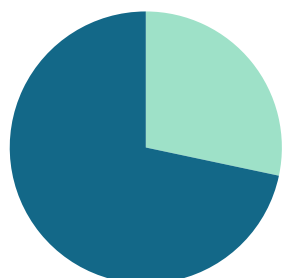
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

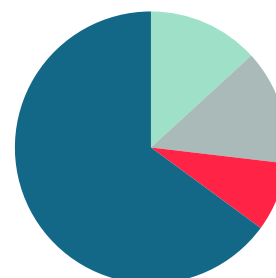


Inventory
 New Listings
98 = 28.32%
 Start Inventory
248
 Total Inventory Units
346
 Volume
\$110,747,190

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% |
| Median List Price | 199,900 | 179,000 | -10.46% | 169,900 | 199,000 | 17.13% |
| Median Sale Price | 191,000 | 179,000 | -6.28% | 166,500 | 189,000 | 13.51% |
| Median Percent of Selling Price to List Price | 100.00% | 98.44% | -1.56% | 98.86% | 97.49% | -1.38% |
| Median Days on Market to Sale | 9.00 | 29.00 | 222.22% | 10.00 | 24.00 | 140.00% |
| 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

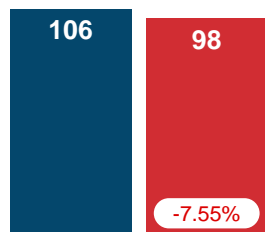
Inventory on September 30, 2023 = **261**

2022 **2023**

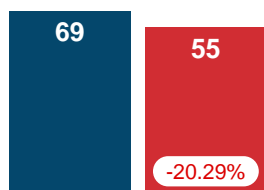
SEPTEMBER MARKET

MEDIAN PRICES

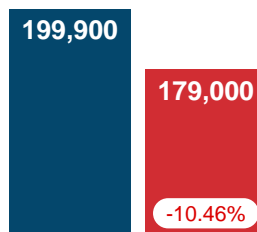
New Listings



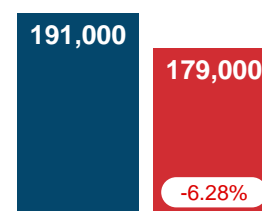
Pending Listings



List Price



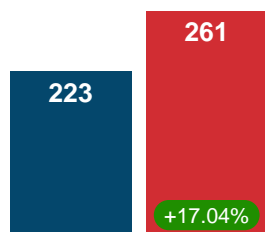
Sale Price



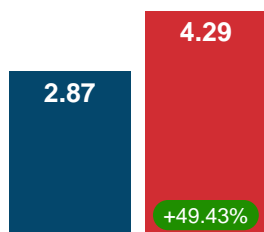
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

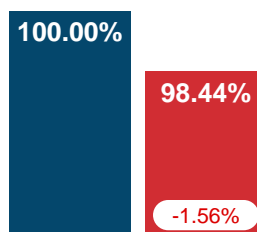
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

