

# October 2023



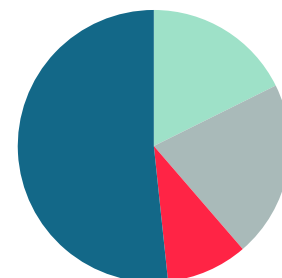
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	60	53	-11.67%
Pending Listings	58	63	8.62%
New Listings	72	80	11.11%
Average List Price	249,987	230,468	-7.81%
Average Sale Price	240,217	226,700	-5.63%
Average Percent of Selling Price to List Price	98.74%	98.40%	-0.35%
Average Days on Market to Sale	19.62	22.72	15.80%
End of Month Inventory	162	155	-4.32%
Months Supply of Inventory	2.18	2.58	18.21%



■ Closed (17.67%)  
■ Pending (21.00%)  
■ Other OffMarket (9.67%)  
■ Active (51.67%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of October 31, 2023 = **155**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2023 decreased **4.32%** to 155 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **2.58** 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 **5.63%** in October 2023 to \$226,700 versus the previous year at \$240,217.

#### Average Days on Market Lengthens

The average number of **22.72** days that homes spent on the market before selling increased by 3.10 days or **15.80%** in October 2023 compared to last year's same month at **19.62** DOM.

#### Sales Success for October 2023 is Positive

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

There were 80 New Listings in October 2023, up **11.11%** from last year at 72. Furthermore, there were 53 Closed Listings this month versus last year at 60, a **-11.67%** decrease.

Closed versus Listed trends yielded a **66.3%** ratio, down from previous year's, October 2022, at **83.3%**, a **20.50%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# October 2023



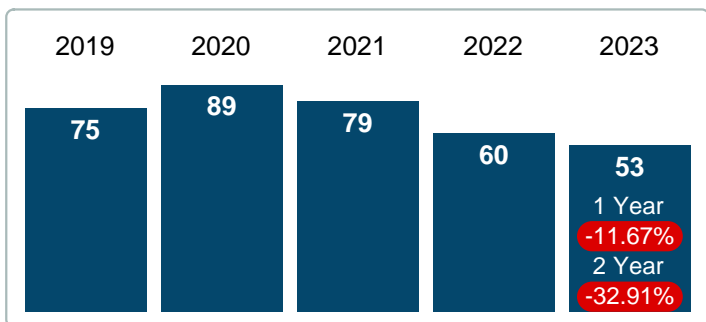
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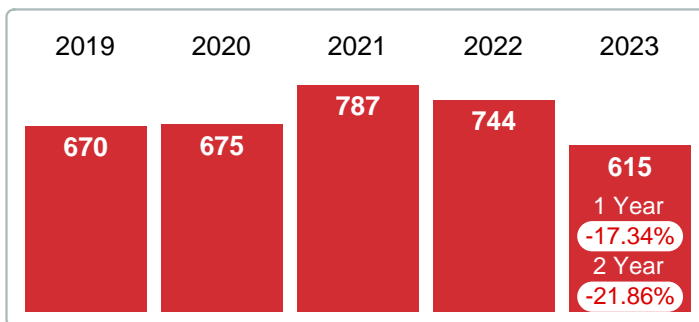
## CLOSED LISTINGS

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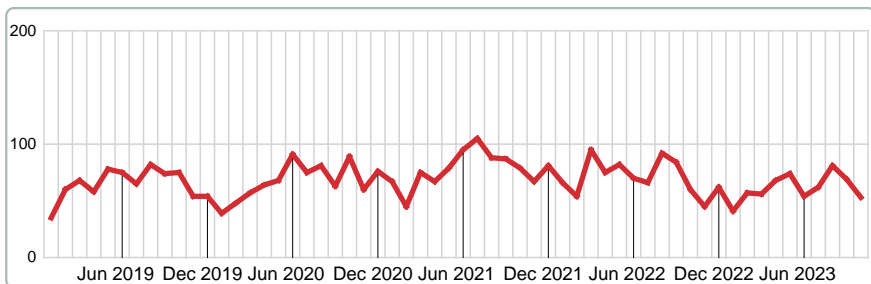
### OCTOBER



### YEAR TO DATE (YTD)

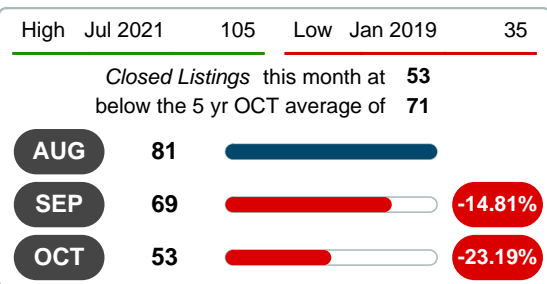


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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
\$100,000 and less	5	9.43%	4.6	2	3	0	0
\$100,001 - \$125,000	5	9.43%	17.4	1	4	0	0
\$125,001 - \$175,000	7	13.21%	11.0	1	5	1	0
\$175,001 - \$225,000	14	26.42%	20.0	1	11	2	0
\$225,001 - \$275,000	9	16.98%	24.9	1	7	1	0
\$275,001 - \$375,000	6	11.32%	39.8	1	2	3	0
\$375,001 and up	7	13.21%	39.1	1	1	5	0
<b>Total Closed Units</b>	<b>53</b>			<b>8</b>	<b>33</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,015,098</b>	<b>100%</b>	<b>22.7</b>	<b>1.48M</b>	<b>6.55M</b>	<b>3.99M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$226,700</b>			<b>\$185,125</b>	<b>\$198,429</b>	<b>\$332,162</b>	<b>\$0</b>

# October 2023



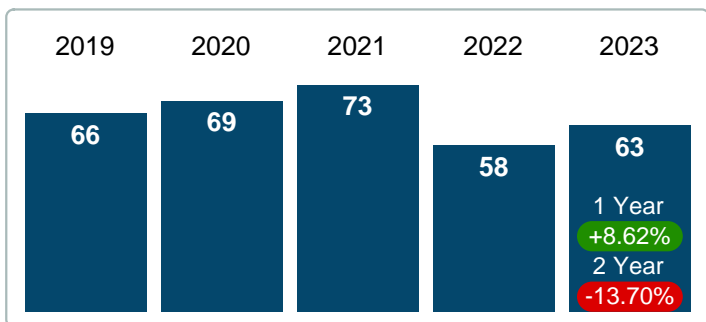
Area Delimited by County Of Creek - Residential Property Type



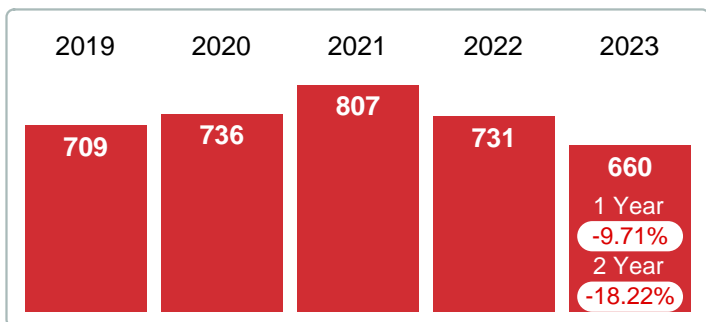
## PENDING LISTINGS

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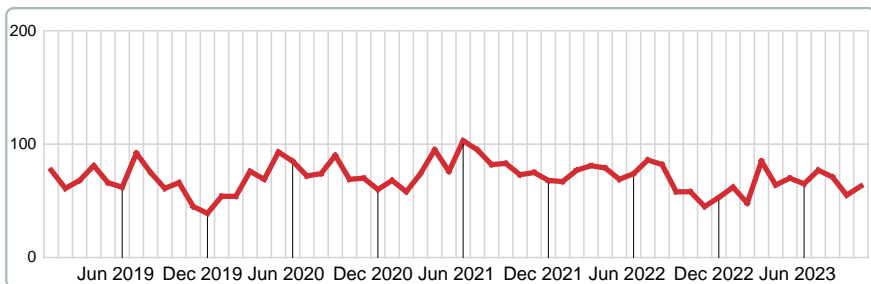
### OCTOBER



### YEAR TO DATE (YTD)

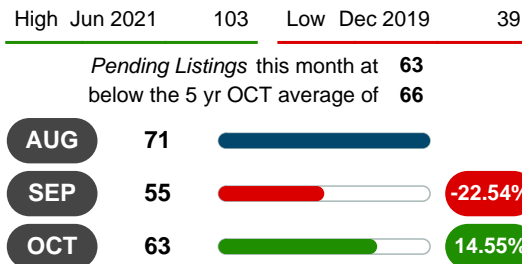


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 66



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	6.35%	30.8	2	2	0	0
\$100,001 - \$125,000	7	11.11%	57.0	2	5	0	0
\$125,001 - \$175,000	11	17.46%	31.7	0	10	1	0
\$175,001 - \$250,000	15	23.81%	22.2	0	12	2	1
\$250,001 - \$325,000	11	17.46%	39.5	2	7	2	0
\$325,001 - \$425,000	8	12.70%	30.5	1	2	4	1
\$425,001 and up	7	11.11%	59.1	0	1	4	2
<b>Total Pending Units</b>	<b>63</b>			<b>7</b>	<b>39</b>	<b>13</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>16,633,933</b>	<b>100%</b>	<b>30.0</b>	<b>1.35M</b>	<b>8.01M</b>	<b>5.10M</b>	<b>2.17M</b>
<b>Average Listing Price</b>	<b>\$216,281</b>			<b>\$193,314</b>	<b>\$205,395</b>	<b>\$392,103</b>	<b>\$543,250</b>

# October 2023



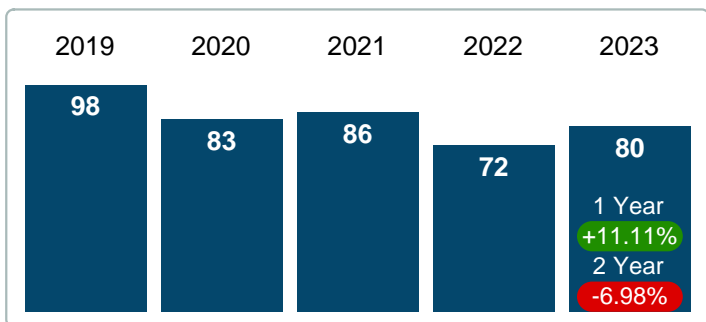
Area Delimited by County Of Creek - Residential Property Type



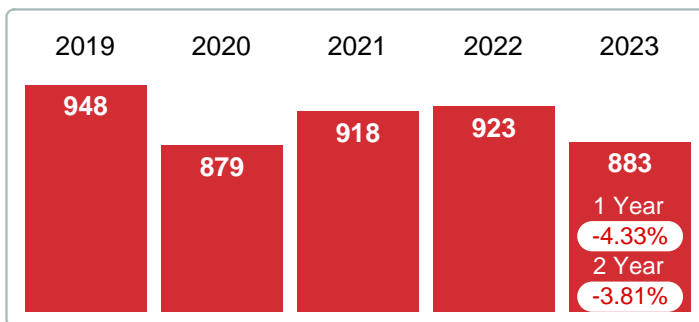
## NEW LISTINGS

Report produced on Nov 13, 2023 for MLS Technology Inc.

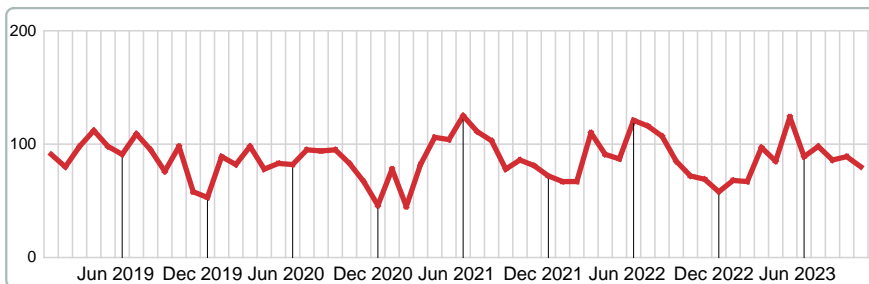
### OCTOBER



### YEAR TO DATE (YTD)

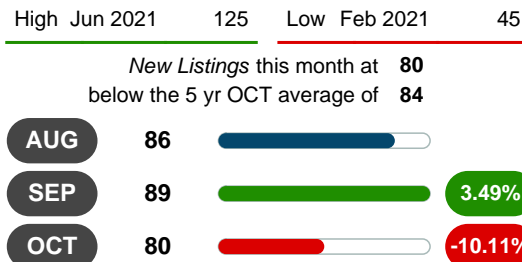


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 84



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	6.25%	3	2	0	0
\$125,001 - \$175,000	13	16.25%	1	10	2	0
\$175,001 - \$200,000	7	8.75%	1	5	1	0
\$200,001 - \$275,000	25	31.25%	0	17	8	0
\$275,001 - \$375,000	10	12.50%	0	8	2	0
\$375,001 - \$525,000	13	16.25%	3	2	7	1
\$525,001 and up	7	8.75%	1	2	2	2
<b>Total New Listed Units</b>	<b>80</b>		<b>9</b>	<b>46</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>24,974,320</b>	<b>100%</b>	<b>3.04M</b>	<b>11.82M</b>	<b>8.31M</b>	<b>1.80M</b>
<b>Average New Listed Listing Price</b>	<b>\$399,000</b>		<b>\$338,267</b>	<b>\$256,915</b>	<b>\$377,905</b>	<b>\$599,300</b>

# October 2023



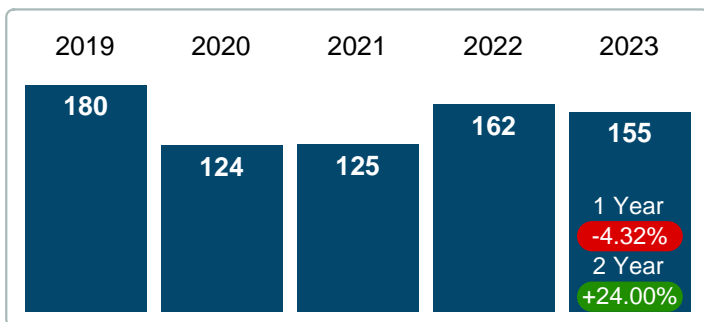
Area Delimited by County Of Creek - Residential Property Type



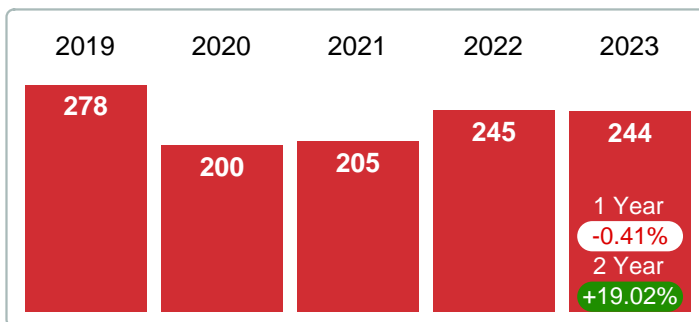
## ACTIVE INVENTORY

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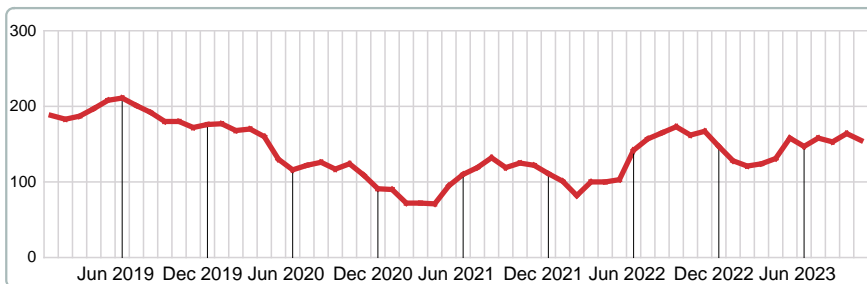
### END OF OCTOBER



### ACTIVE DURING OCTOBER

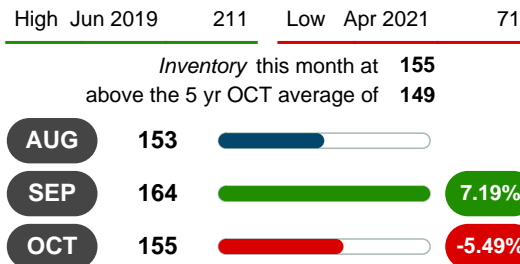


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 149



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.03%	98.1	10	3	0	1
\$100,001 - \$125,000	11	7.10%	80.8	4	7	0	0
\$125,001 - \$175,000	26	16.77%	73.1	5	18	3	0
\$175,001 - \$275,000	44	28.39%	44.5	4	26	12	2
\$275,001 - \$450,000	25	16.13%	59.6	0	16	7	2
\$450,001 - \$675,000	20	12.90%	51.5	2	5	11	2
\$675,001 and up	15	9.68%	101.9	1	5	7	2
<b>Total Active Inventory by Units</b>	<b>155</b>			<b>26</b>	<b>80</b>	<b>40</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>50,963,597</b>	<b>100%</b>	<b>65.6</b>	<b>4.72M</b>	<b>22.71M</b>	<b>19.50M</b>	<b>4.03M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$328,797</b>			<b>\$181,477</b>	<b>\$283,891</b>	<b>\$487,537</b>	<b>\$448,050</b>

# October 2023



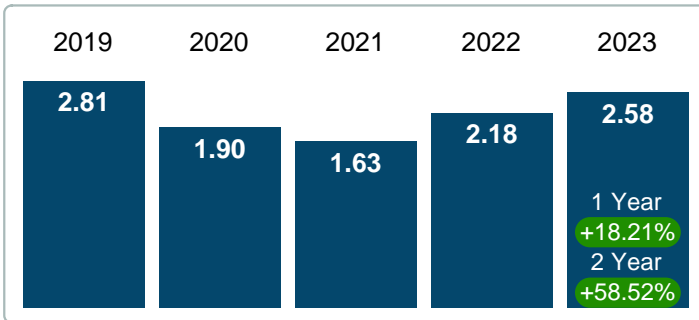
Area Delimited by County Of Creek - Residential Property Type



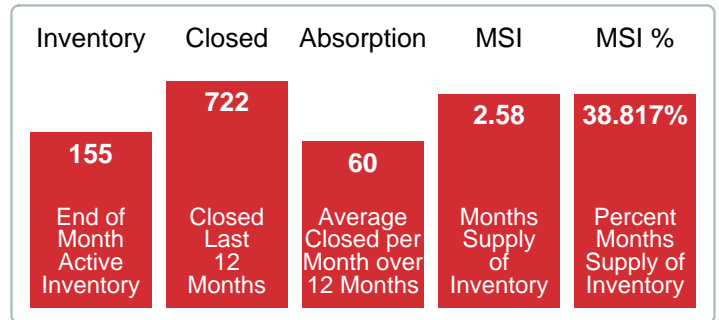
## MONTHS SUPPLY of INVENTORY (MSI)

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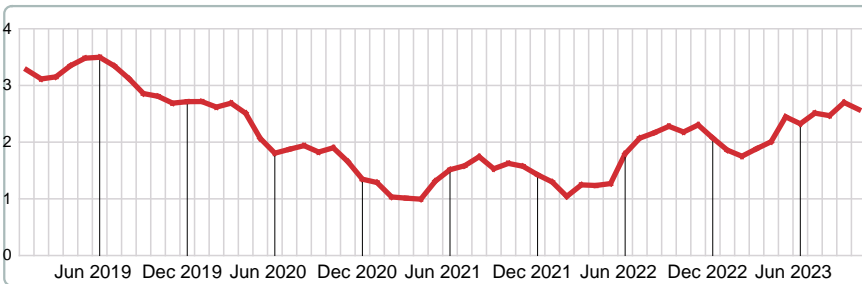
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2023

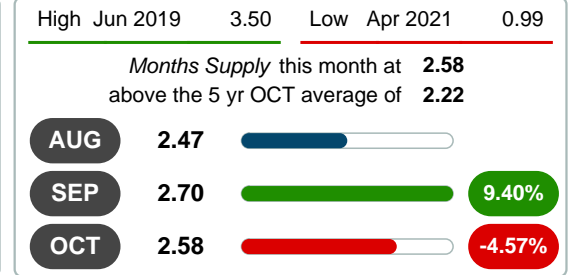


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.22



### 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
\$100,000 and less	14	9.03%	1.54	2.86	0.60	0.00	4.00
\$100,001 - \$125,000	11	7.10%	2.87	2.82	4.42	0.00	0.00
\$125,001 - \$175,000	26	16.77%	2.12	1.62	2.27	2.77	0.00
\$175,001 - \$275,000	44	28.39%	2.27	2.82	1.72	4.50	8.00
\$275,001 - \$450,000	25	16.13%	2.33	0.00	2.95	1.65	3.00
\$450,001 - \$675,000	20	12.90%	5.85	0.00	3.53	6.60	6.00
\$675,001 and up	15	9.68%	10.59	0.00	30.00	9.33	4.00
Market Supply of Inventory (MSI)			2.58	2.64	2.19	3.50	3.86
Total Active Inventory by Units		100%	2.58	26	80	40	9

# October 2023



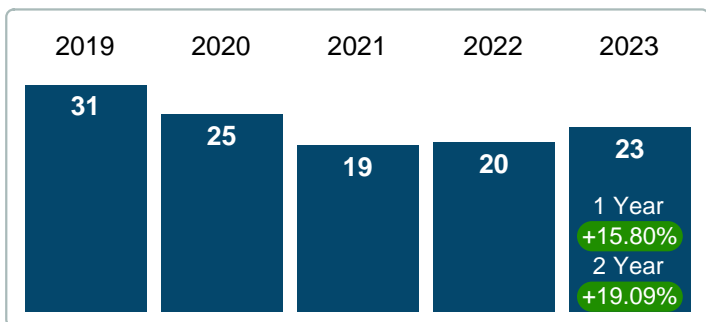
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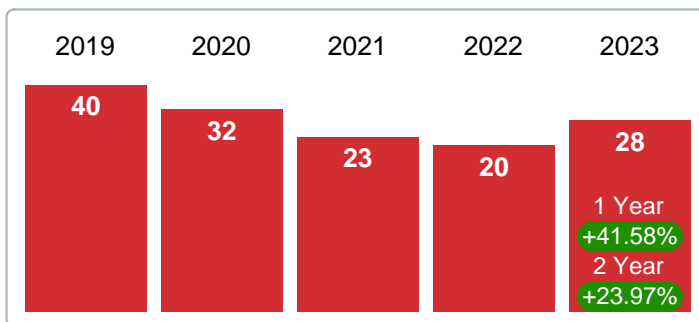
## AVERAGE DAYS ON MARKET TO SALE

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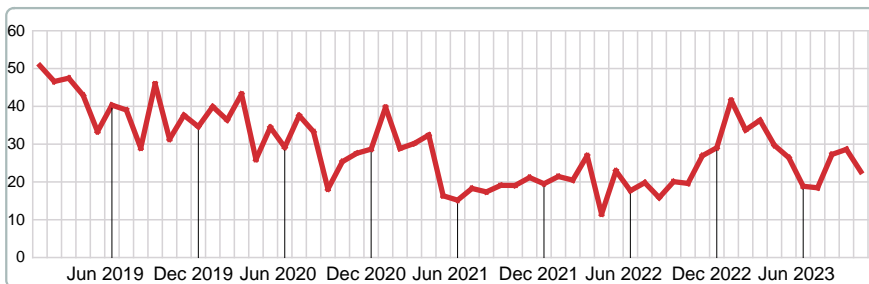
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

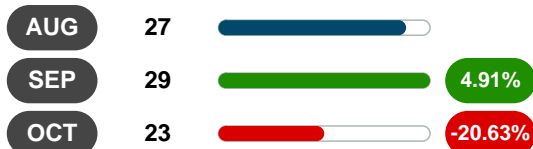


### 3 MONTHS

5 year OCT AVG = 24

High Jan 2019 51 Low Apr 2022 11

Average Days on Market to Sale this month at 23 below the 5 yr OCT average of 24



### 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
\$100,000 and less	9.43%	5	1	7	0	0
\$100,001 - \$125,000	9.43%	17	5	21	0	0
\$125,001 - \$175,000	13.21%	11	16	10	9	0
\$175,001 - \$225,000	26.42%	20	4	18	38	0
\$225,001 - \$275,000	16.98%	25	47	25	3	0
\$275,001 - \$375,000	11.32%	40	70	39	30	0
\$375,001 and up	13.21%	39	13	11	50	0
<b>Average Closed DOM</b>		23	20	19	36	0
<b>Total Closed Units</b>	100%	23	8	33	12	
<b>Total Closed Volume</b>		12,015,098	1.48M	6.55M	3.99M	0.00B

# October 2023



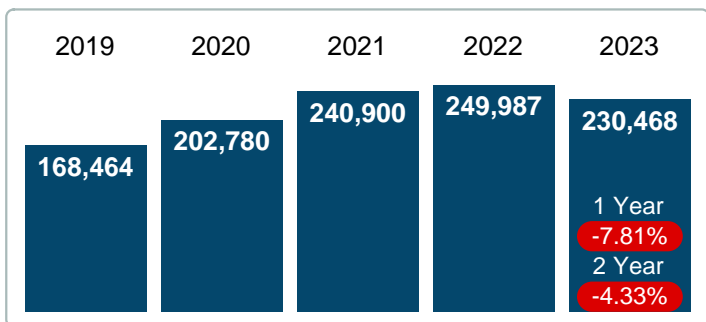
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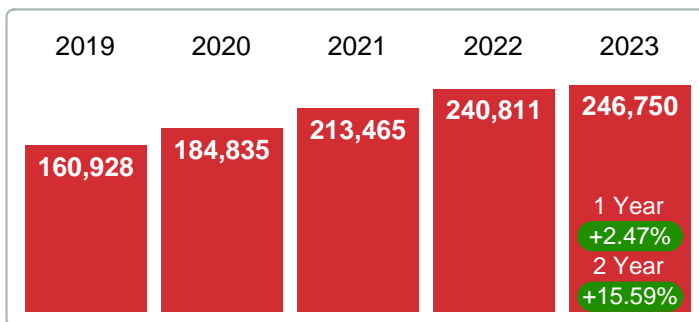
## AVERAGE LIST PRICE AT CLOSING

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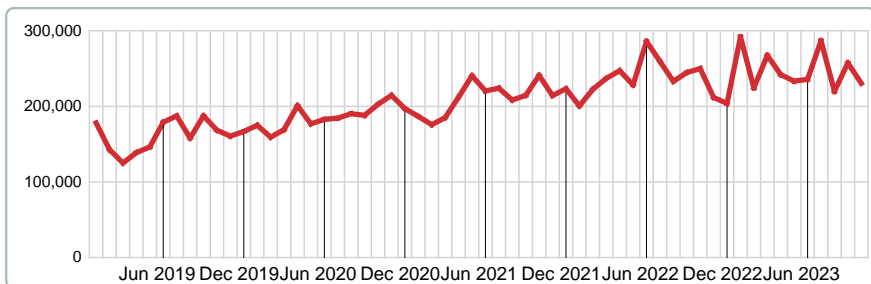
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

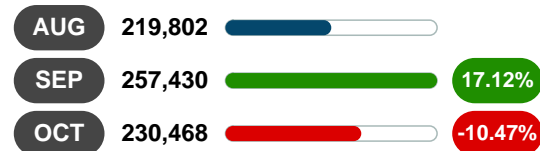


### 3 MONTHS

5 year OCT AVG = 218,520

High Jan 2023 291,890 Low Mar 2019 125,047

Average List Price at Closing this month at **230,468** above the 5 yr OCT average of **218,520**



### 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
\$100,000 and less	9.43%	83,000	67,500	93,333	0	0
\$100,001 - \$125,000	9.43%	119,740	114,900	120,950	0	0
\$125,001 - \$175,000	15.09%	152,425	140,000	151,900	144,900	0
\$175,001 - \$225,000	22.64%	206,467	175,000	211,609	189,950	0
\$225,001 - \$275,000	18.87%	247,210	260,000	248,871	240,000	0
\$275,001 - \$375,000	13.21%	325,641	302,000	313,950	324,862	0
\$375,001 and up	11.32%	458,750	399,000	399,000	465,900	0
<b>Average List Price</b>		<b>230,468</b>	<b>190,738</b>	<b>200,606</b>	<b>339,074</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,468</b>	<b>8</b>	<b>33</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,214,785</b>	<b>1.53M</b>	<b>6.62M</b>	<b>4.07M</b>	<b>0.00B</b>



# October 2023



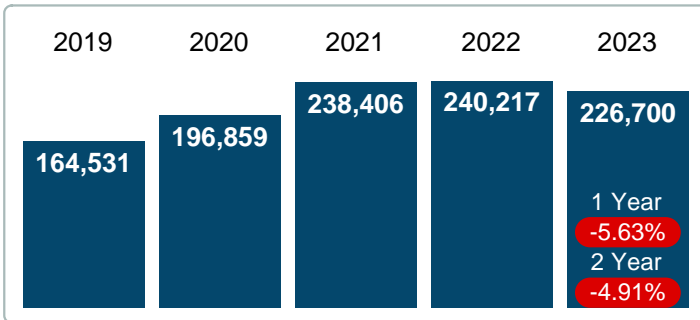
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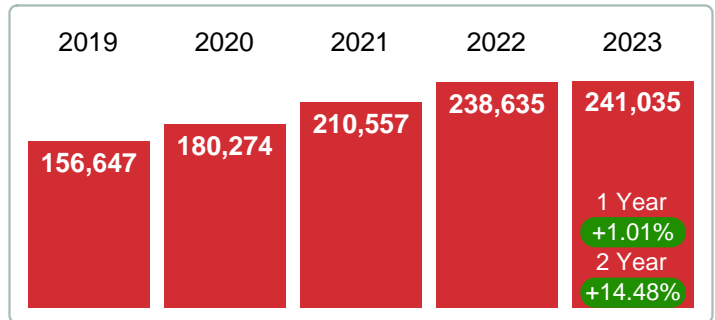
## AVERAGE SOLD PRICE AT CLOSING

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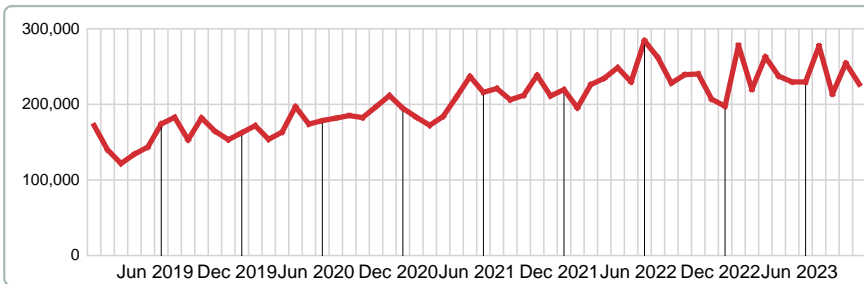
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

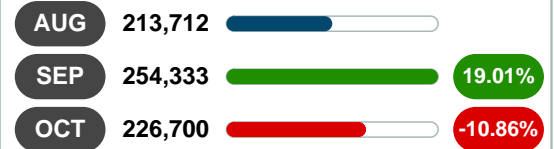


### 3 MONTHS

5 year OCT AVG = 213,343

High Jun 2022 284,215 Low Mar 2019 121,697

Average Sold Price at Closing this month at **226,700** above the 5 yr OCT average of **213,343**



### 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
\$100,000 and less	9.43%	82,400	69,500	91,000	0	0
\$100,001 - \$125,000	9.43%	110,280	102,000	112,350	0	0
\$125,001 - \$175,000	13.21%	147,107	135,000	150,950	140,000	0
\$175,001 - \$225,000	26.42%	203,871	185,000	208,000	190,600	0
\$225,001 - \$275,000	16.98%	250,567	260,000	251,443	235,000	0
\$275,001 - \$375,000	11.32%	311,514	280,000	313,950	320,395	0
\$375,001 and up	13.21%	434,795	380,000	395,000	453,713	0
<b>Average Sold Price</b>		<b>226,700</b>	<b>185,125</b>	<b>198,429</b>	<b>332,162</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>226,700</b>	<b>8</b>	<b>33</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,015,098</b>	<b>1.48M</b>	<b>6.55M</b>	<b>3.99M</b>	<b>0.00B</b>

# October 2023



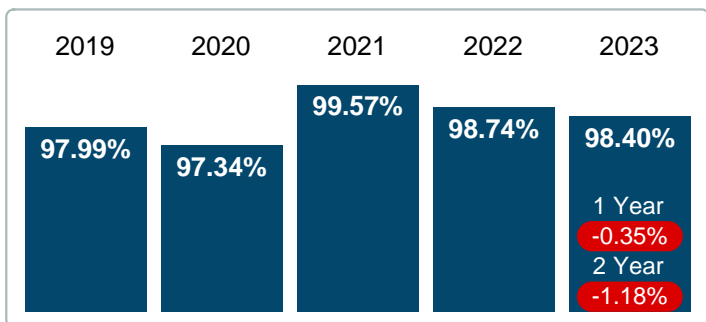
Area Delimited by County Of Creek - Residential Property Type



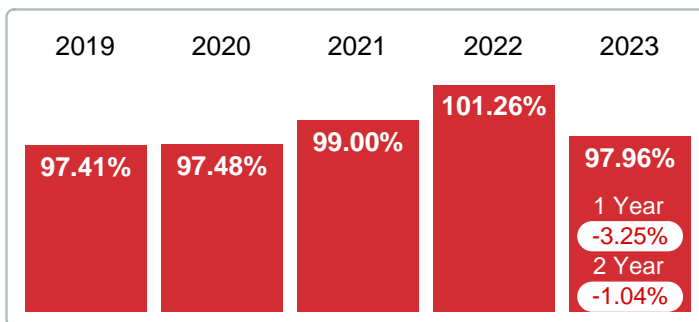
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 13, 2023 for MLS Technology Inc.

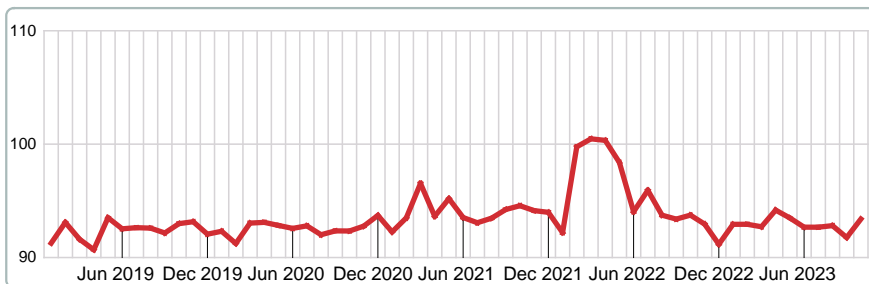
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

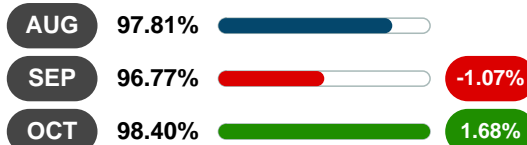


### 3 MONTHS

5 year OCT AVG = 98.41%

High Mar 2022 105.47% Low Apr 2019 95.69%

Average Sold/List Ratio this month at **98.40%**  
equal to 5 yr OCT average of **98.41%**



### 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
\$100,000 and less	5	9.43%	99.73%	102.67%	97.78%	0.00%	0.00%
\$100,001 - \$125,000	5	9.43%	92.09%	88.77%	92.92%	0.00%	0.00%
\$125,001 - \$175,000	7	13.21%	98.64%	96.43%	99.49%	96.62%	0.00%
\$175,001 - \$225,000	14	26.42%	99.22%	105.71%	98.43%	100.34%	0.00%
\$225,001 - \$275,000	9	16.98%	100.58%	100.00%	101.04%	97.92%	0.00%
\$275,001 - \$375,000	6	11.32%	98.09%	92.72%	100.00%	98.60%	0.00%
\$375,001 and up	7	13.21%	97.50%	95.24%	99.00%	97.65%	0.00%
Average Sold/List Ratio		98.40%		98.03%	98.53%	98.27%	0.00%
Total Closed Units		53	100%	8	33	12	
Total Closed Volume		12,015,098		1.48M	6.55M	3.99M	0.00B

# October 2023



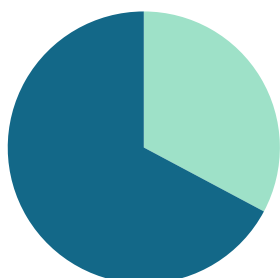
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

### INVENTORY

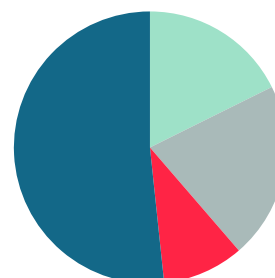


**Inventory**  
 New Listings  
**80 = 32.79%**  
 Start Inventory  
**164**  
 Total Inventory Units  
**244**  
 Volume  
**\$81,279,360**

### Market Activity

Closed Sales  
**53 = 17.67%**  
 Pending Sales  
**63 = 21.00%**  
 Other Off Market  
**29 = 9.67%**  
 Active Inventory  
**155 = 51.67%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	60	53	-11.67%	744	615	-17.34%
Pending Sales	58	63	8.62%	731	660	-9.71%
New Listings	72	80	11.11%	923	883	-4.33%
Average List Price	249,987	230,468	-7.81%	240,811	246,750	2.47%
Average Sale Price	240,217	226,700	-5.63%	238,635	241,035	1.01%
Average Percent of Selling Price to List Price	98.74%	98.40%	-0.35%	101.26%	97.96%	-3.25%
Average Days on Market to Sale	19.62	22.72	15.80%	19.74	27.95	41.58%
Monthly Inventory	162	155	-4.32%	162	155	-4.32%
Months Supply of Inventory	2.18	2.58	18.21%	2.18	2.58	18.21%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

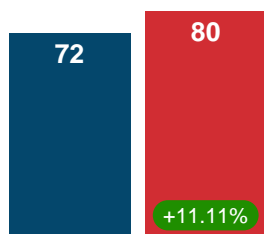
**Inventory** on October 31, 2023 = **155**

2022 2023

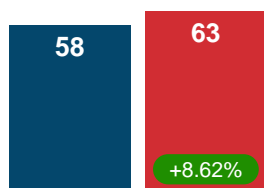
### OCTOBER MARKET

### AVERAGE PRICES

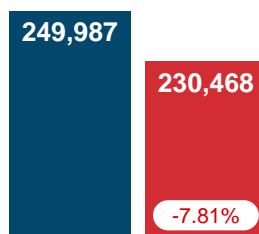
#### New Listings



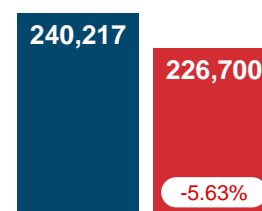
#### Pending Listings



#### List Price



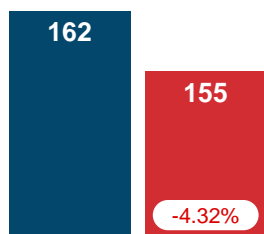
#### Sale Price



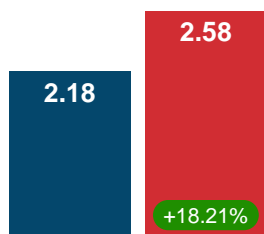
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

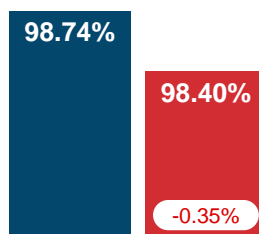
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

