

October 2023



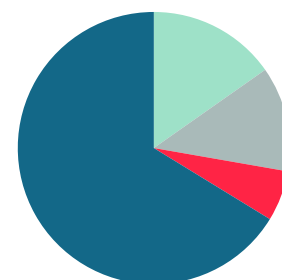
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	October 2023	+/-%
Closed Listings	73	61	-16.44%
Pending Listings	65	50	-23.08%
New Listings	82	74	-9.76%
Median List Price	175,000	185,000	5.71%
Median Sale Price	175,000	185,000	5.71%
Median Percent of Selling Price to List Price	96.77%	98.33%	1.61%
Median Days on Market to Sale	16.00	31.00	93.75%
End of Month Inventory	223	265	18.83%
Months Supply of Inventory	2.93	4.42	50.90%



■ Closed (15.25%)
■ Pending (12.50%)
■ Other OffMarket (6.00%)
■ Active (66.25%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of October 31, 2023 = **265**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **18.83%** to 265 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 **4.42** 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 **5.71%** in October 2023 to \$185,000 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 15.00 days or **93.75%** in October 2023 compared to last year's same month at **16.00** DOM.

Sales Success for October 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 74 New Listings in October 2023, down **9.76%** from last year at 82. Furthermore, there were 61 Closed Listings this month versus last year at 73, a **-16.44%** decrease.

Closed versus Listed trends yielded a **82.4%** ratio, down from previous year's, October 2022, at **89.0%**, a **7.40%** 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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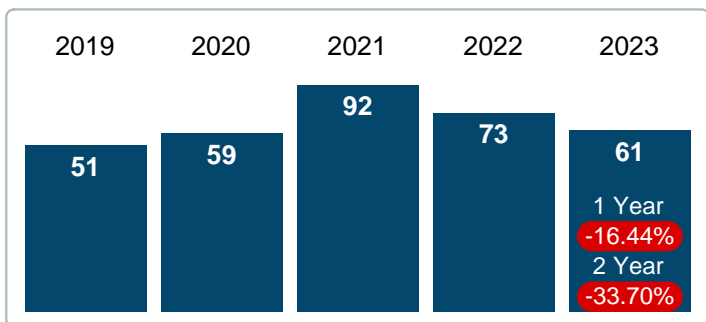
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



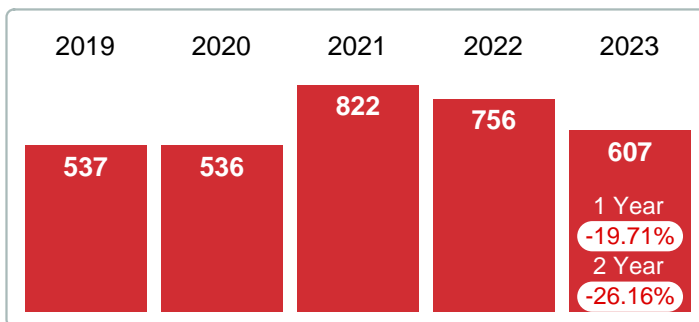
CLOSED LISTINGS

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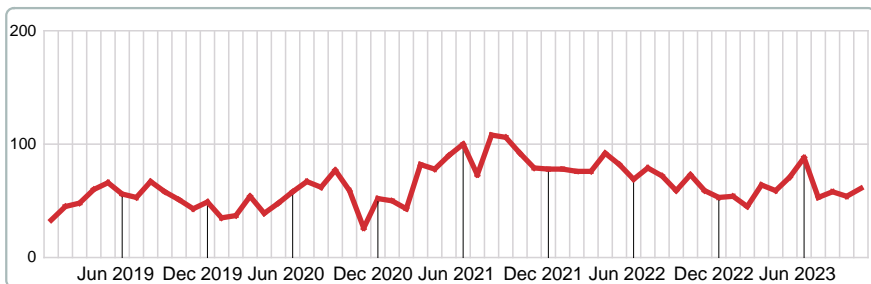
OCTOBER



YEAR TO DATE (YTD)

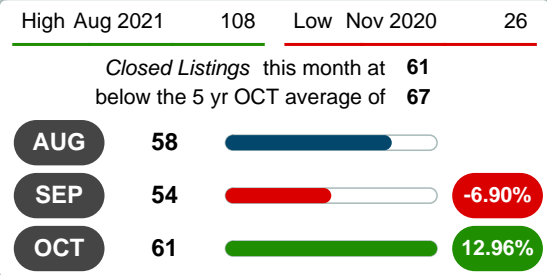


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 67



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	5	8.20%	5.0	4	1	0	0
\$75,001 - \$100,000	7	11.48%	54.0	4	3	0	0
\$100,001 - \$125,000	6	9.84%	4.0	4	2	0	0
\$125,001 - \$225,000	21	34.43%	28.0	7	12	2	0
\$225,001 - \$250,000	6	9.84%	53.0	1	5	0	0
\$250,001 - \$300,000	8	13.11%	49.0	1	5	2	0
\$300,001 and up	8	13.11%	33.5	0	6	1	1
Total Closed Units	61			21	34	5	1
Total Closed Volume	12,011,401	100%	31.0	2.72M	7.53M	1.40M	365.00K
Median Closed Price	\$185,000			\$118,000	\$220,000	\$295,000	\$365,000

October 2023



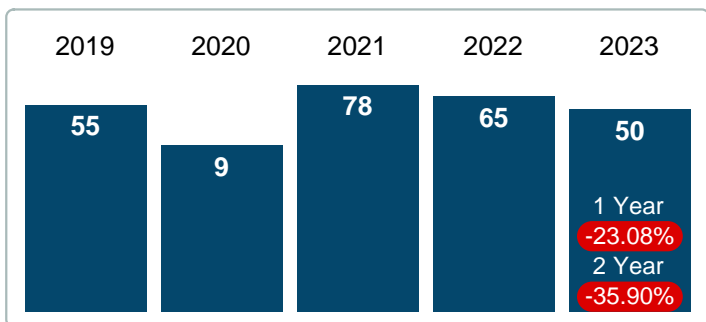
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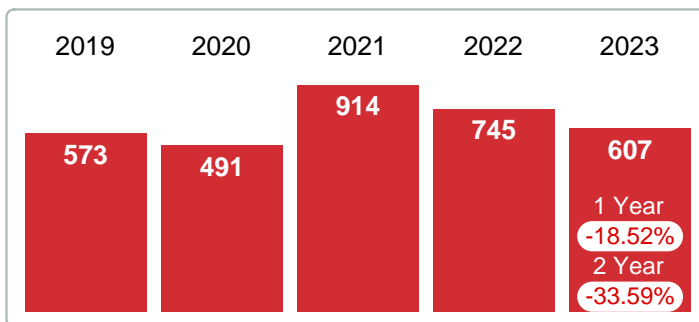
PENDING LISTINGS

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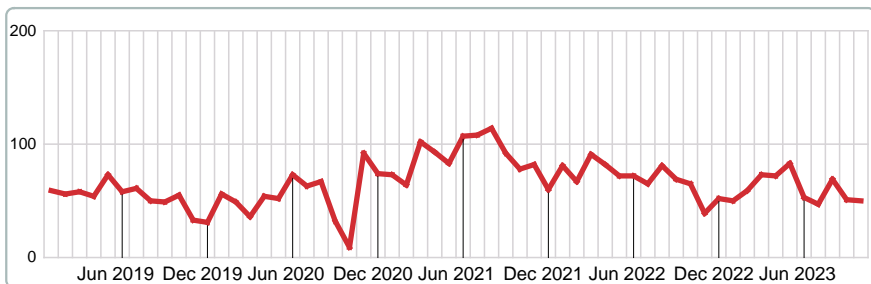
OCTOBER



YEAR TO DATE (YTD)

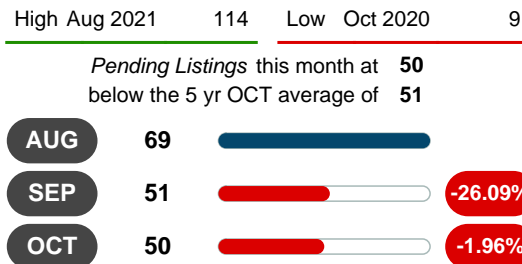


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



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	3	6.00%	81.0	2	1	0	0
\$75,001 - \$100,000	8	16.00%	32.0	7	1	0	0
\$100,001 - \$125,000	5	10.00%	1.0	5	0	0	0
\$125,001 - \$200,000	15	30.00%	33.0	4	9	2	0
\$200,001 - \$250,000	5	10.00%	20.0	1	3	1	0
\$250,001 - \$325,000	9	18.00%	68.0	3	4	2	0
\$325,001 and up	5	10.00%	32.0	0	4	0	1
Total Pending Units	50			22	22	5	1
Total Pending Volume	9,949,698	100%	34.0	2.90M	5.45M	1.20M	399.00K
Median Listing Price	\$155,000			\$112,250	\$198,750	\$249,999	\$399,000

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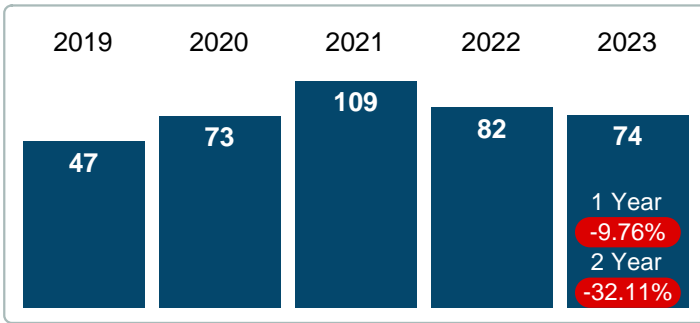
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



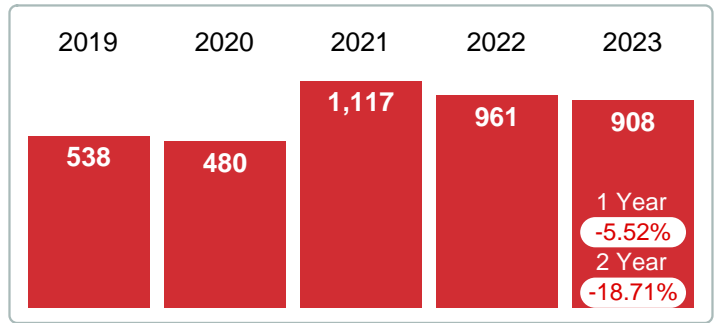
NEW LISTINGS

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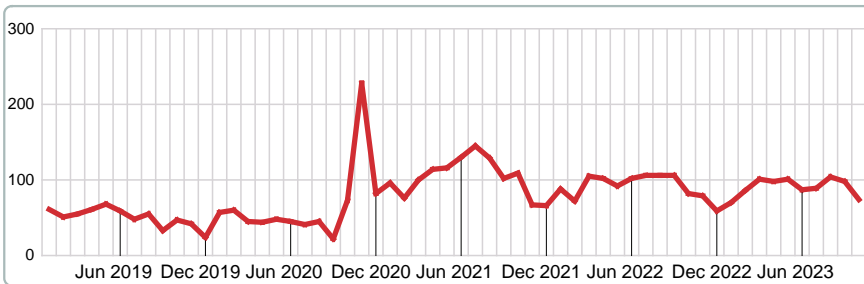
OCTOBER



YEAR TO DATE (YTD)

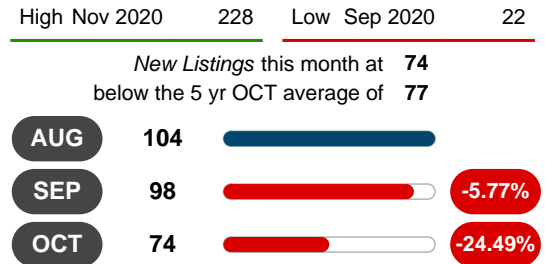


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 77



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	5	6.76%	4	1	0	0
\$75,001 - \$100,000	6	8.11%	6	0	0	0
\$100,001 - \$150,000	15	20.27%	8	6	1	0
\$150,001 - \$225,000	20	27.03%	2	12	6	0
\$225,001 - \$275,000	10	13.51%	0	6	4	0
\$275,001 - \$350,000	8	10.81%	1	5	2	0
\$350,001 and up	10	13.51%	1	7	2	0
Total New Listed Units	74		22	37	15	0
Total New Listed Volume	17,858,400	100%	2.85M	9.44M	5.57M	0.00B
Median New Listed Listing Price	\$185,500		\$111,000	\$215,000	\$230,000	\$0

October 2023



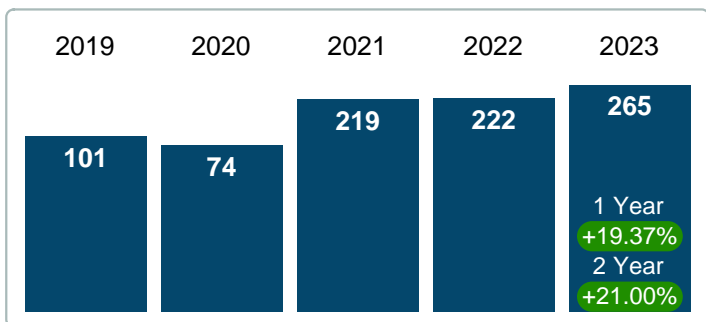
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



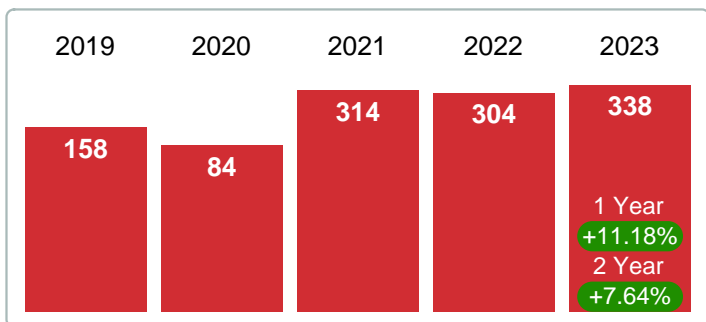
ACTIVE INVENTORY

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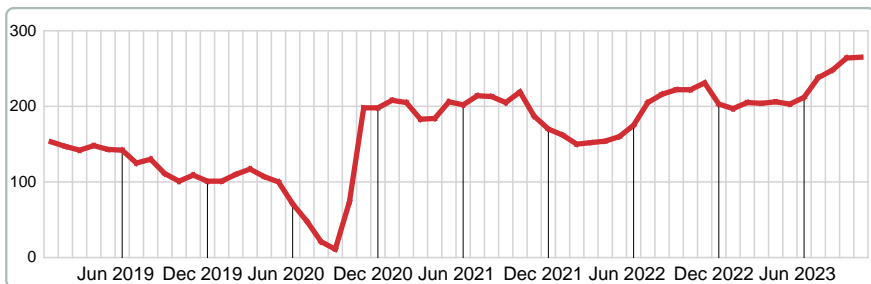
END OF OCTOBER



ACTIVE DURING OCTOBER

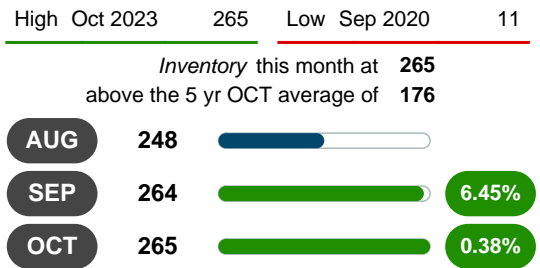


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 176



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	17	6.42%	67.0	12	5	0	0
\$75,001 - \$125,000	23	8.68%	69.0	13	8	2	0
\$125,001 - \$175,000	46	17.36%	66.5	9	32	4	1
\$175,001 - \$275,000	70	26.42%	55.5	10	37	22	1
\$275,001 - \$375,000	46	17.36%	65.5	2	33	8	3
\$375,001 - \$650,000	37	13.96%	67.0	6	17	11	3
\$650,001 and up	26	9.81%	94.5	1	12	8	5
Total Active Inventory by Units	265			53	144	55	13
Total Active Inventory by Volume	91,357,042	100%	67.0	9.70M	49.96M	22.98M	8.71M
Median Active Inventory Listing Price	\$239,900			\$132,000	\$247,250	\$269,000	\$499,000

October 2023



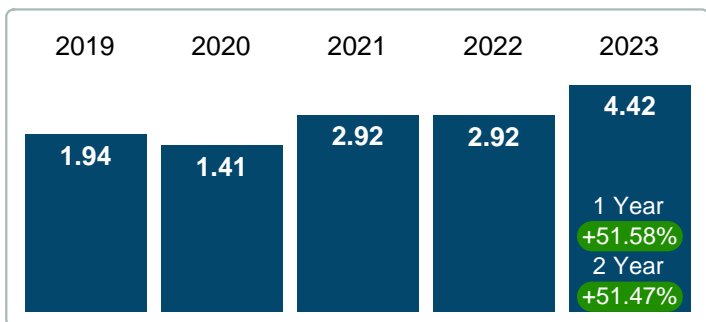
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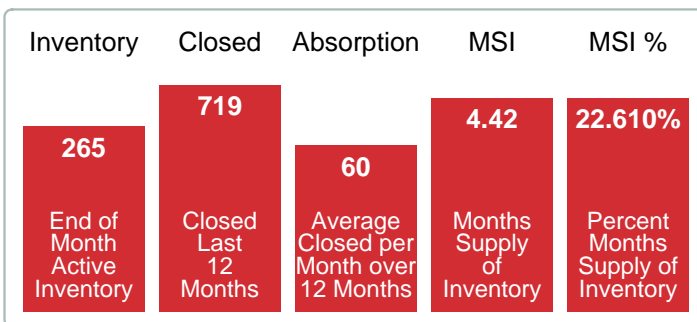
MONTHS SUPPLY of INVENTORY (MSI)

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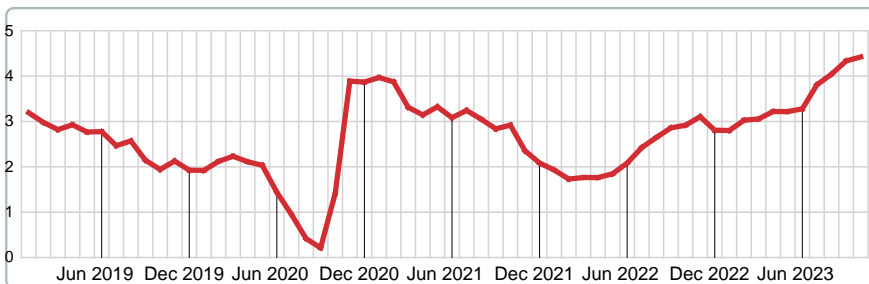
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

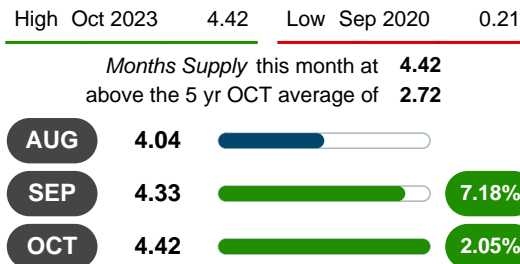


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.72



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	17	6.42%	2.00	2.32	1.94	0.00	0.00
\$75,001 - \$125,000	23	8.68%	2.23	2.56	1.78	3.00	0.00
\$125,001 - \$175,000	46	17.36%	4.35	3.38	4.99	3.00	6.00
\$175,001 - \$275,000	70	26.42%	3.98	6.00	3.08	6.14	3.00
\$275,001 - \$375,000	46	17.36%	7.17	4.80	7.62	5.65	12.00
\$375,001 - \$650,000	37	13.96%	7.05	36.00	6.58	5.28	7.20
\$650,001 and up	26	9.81%	20.80	0.00	20.57	24.00	15.00
Market Supply of Inventory (MSI)			4.42	3.49	4.36	5.50	7.43
Total Active Inventory by Units		100%	4.42	53	144	55	13

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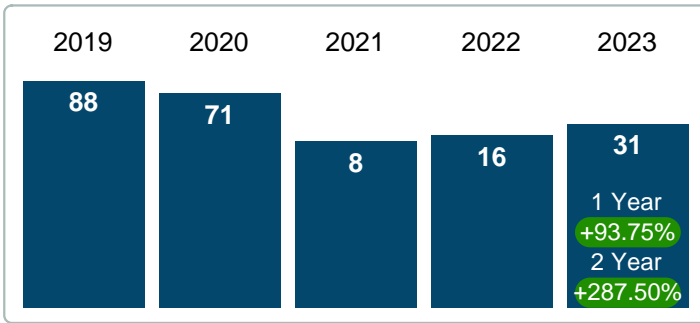
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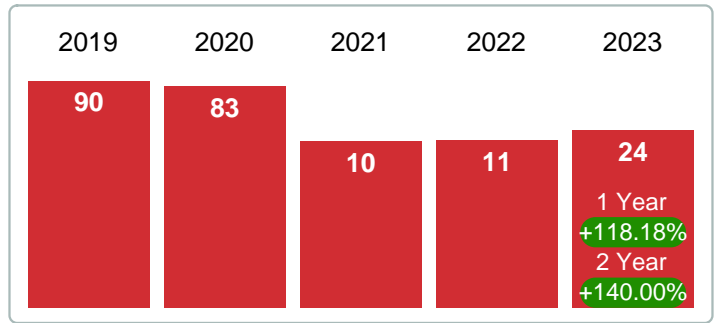
MEDIAN DAYS ON MARKET TO SALE

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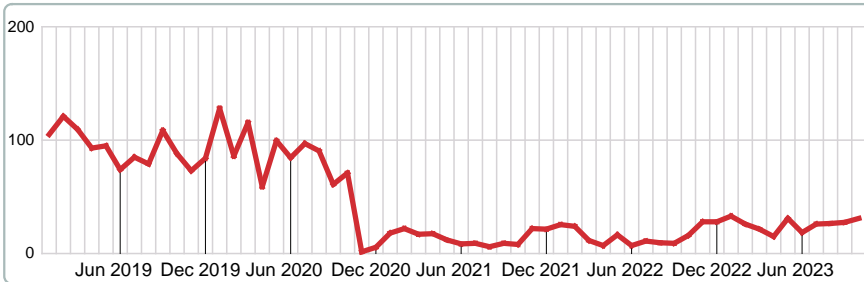
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

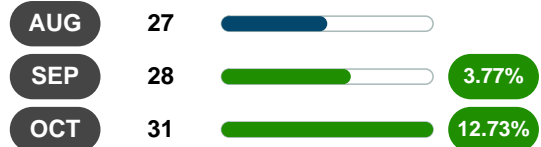


3 MONTHS

5 year OCT AVG = 43

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 31 below the 5 yr OCT average of 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
\$75,000 and less	8.20%	5	17	1	0	0
\$75,001 - \$100,000	11.48%	54	7	57	0	0
\$100,001 - \$125,000	9.84%	4	2	159	0	0
\$125,001 - \$225,000	34.43%	28	32	5	89	0
\$225,001 - \$250,000	9.84%	53	56	50	0	0
\$250,001 - \$300,000	13.11%	49	124	36	85	0
\$300,001 and up	13.11%	34	0	34	12	232
Median Closed DOM		31	28	34	49	232
Total Closed Units	100%	61	21	34	5	1
Total Closed Volume		12,011,401	2.72M	7.53M	1.40M	365.00K

October 2023



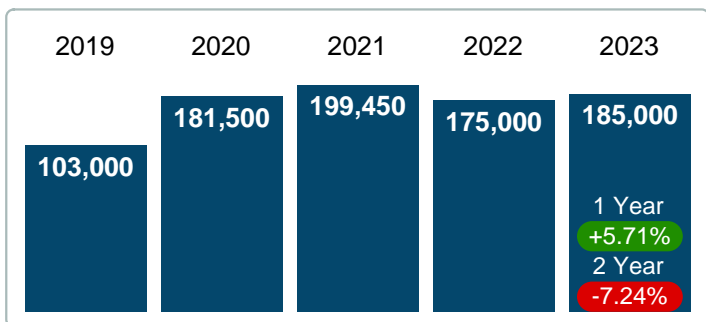
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



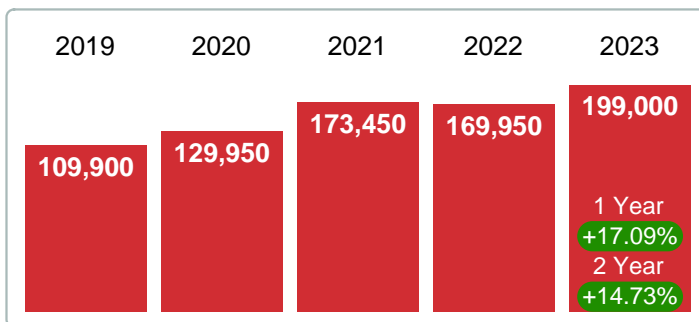
MEDIAN LIST PRICE AT CLOSING

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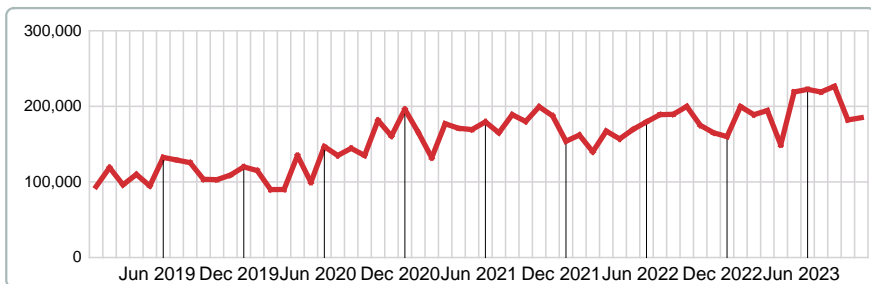
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

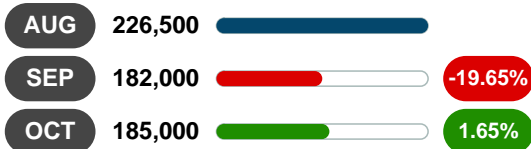


3 MONTHS

5 year OCT AVG = 168,790

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

Median List Price at Closing this month at **185,000** above the 5 yr OCT average of **168,790**



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	5	8.20%	69,000	69,450	59,000	0	0
\$75,001 - \$100,000	6	9.84%	89,750	89,750	87,250	0	0
\$100,001 - \$125,000	5	8.20%	114,000	114,000	114,950	0	0
\$125,001 - \$225,000	21	34.43%	155,000	149,825	179,900	170,750	0
\$225,001 - \$250,000	6	9.84%	239,000	229,900	245,000	0	0
\$250,001 - \$300,000	9	14.75%	279,900	279,900	279,000	300,000	0
\$300,001 and up	9	14.75%	395,000	0	380,950	397,500	395,000
Median List Price			185,000	118,000	222,500	300,000	395,000
Total Closed Units		100%	185,000	21	34	5	1
Total Closed Volume			12,472,648	2.81M	7.83M	1.44M	395.00K

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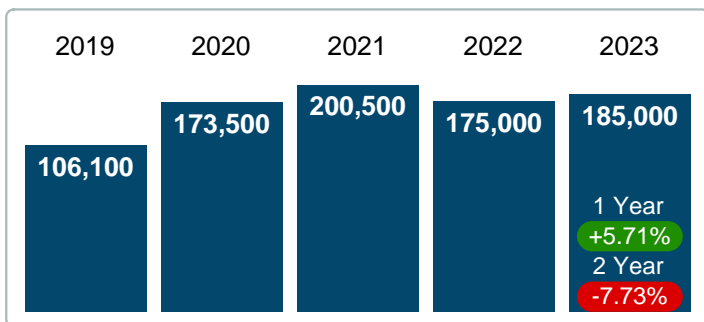
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



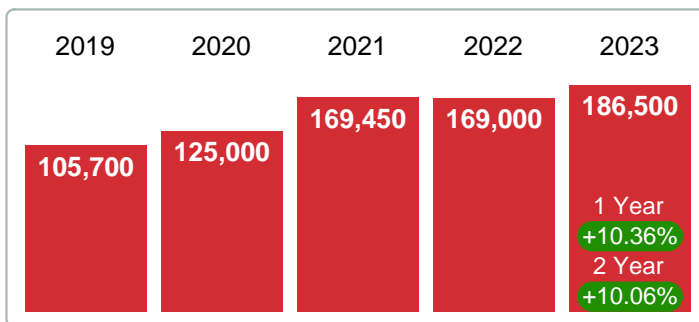
MEDIAN SOLD PRICE AT CLOSING

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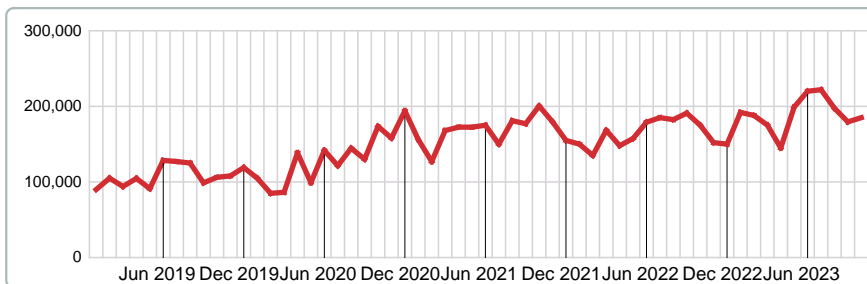
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

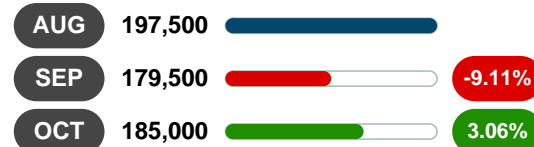


3 MONTHS

5 year OCT AVG = 168,020

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

Median Sold Price at Closing this month at **185,000** above the 5 yr OCT average of **168,020**



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	8.20%	59,000	62,500	59,000	0	0
\$75,001 - \$100,000	11.48%	82,000	83,500	80,000	0	0
\$100,001 - \$125,000	9.84%	113,250	116,000	109,950	0	0
\$125,001 - \$225,000	34.43%	165,000	148,001	177,500	171,000	0
\$225,001 - \$250,000	9.84%	239,950	227,900	249,900	0	0
\$250,001 - \$300,000	13.11%	276,500	269,900	274,000	297,500	0
\$300,001 and up	13.11%	381,000	0	368,500	460,000	365,000
Median Sold Price		185,000	118,000	220,000	295,000	365,000
Total Closed Units	100%	185,000	21	34	5	1
Total Closed Volume		12,011,401	2.72M	7.53M	1.40M	365.00K

October 2023



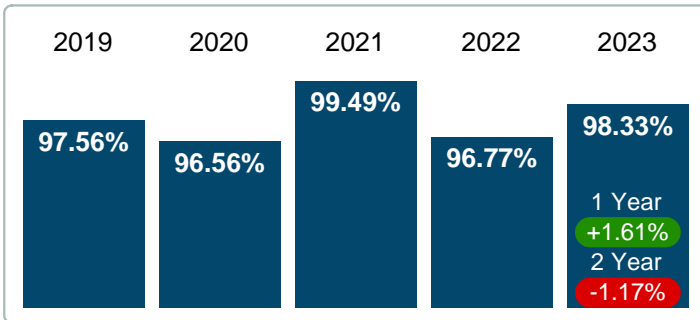
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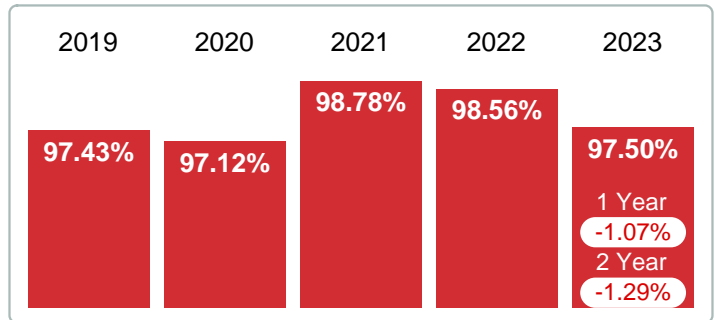
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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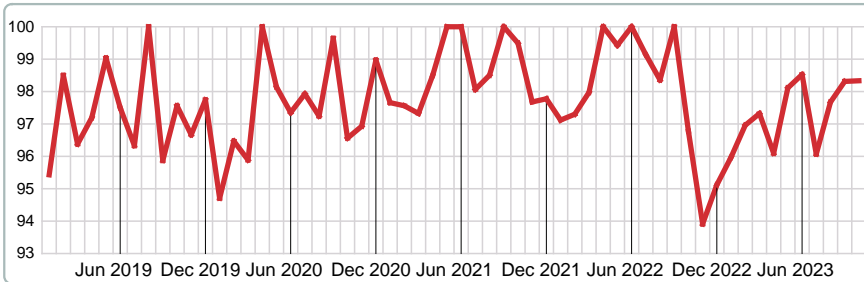
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

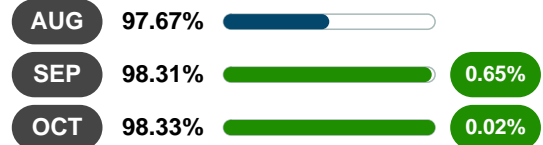


3 MONTHS

5 year OCT AVG = 97.74%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **98.33%**
equal to 5 yr OCT average of **97.74%**



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	5	8.20%	100.00%	100.00%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	7	11.48%	94.55%	95.51%	86.11%	0.00%	0.00%
\$100,001 - \$125,000	6	9.84%	100.00%	100.00%	95.83%	0.00%	0.00%
\$125,001 - \$225,000	21	34.43%	100.00%	96.73%	100.00%	100.16%	0.00%
\$225,001 - \$250,000	6	9.84%	95.29%	99.30%	94.34%	0.00%	0.00%
\$250,001 - \$300,000	8	13.11%	97.38%	96.43%	99.67%	96.04%	0.00%
\$300,001 and up	8	13.11%	95.34%	0.00%	95.52%	96.84%	92.41%
Median Sold/List Ratio		98.33%		98.67%	98.09%	98.33%	92.41%
Total Closed Units		61	100%	21	34	5	1
Total Closed Volume		12,011,401		2.72M	7.53M	1.40M	365.00K

October 2023



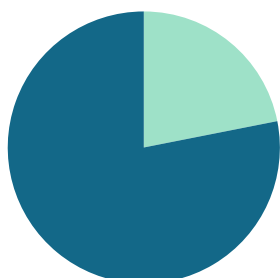
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

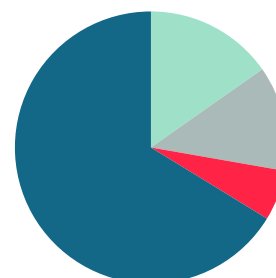


Inventory
 New Listings
74 = 21.89%
 Start Inventory
264
 Total Inventory Units
338
 Volume
\$108,064,840

Market Activity

Closed Sales
61 = 15.25%
 Pending Sales
50 = 12.50%
 Other Off Market
24 = 6.00%
 Active Inventory
265 = 66.25%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	73	61	-16.44%	756	607	-19.71%
Pending Sales	65	50	-23.08%	745	607	-18.52%
New Listings	82	74	-9.76%	961	908	-5.52%
Median List Price	175,000	185,000	5.71%	169,950	199,000	17.09%
Median Sale Price	175,000	185,000	5.71%	169,000	186,500	10.36%
Median Percent of Selling Price to List Price	96.77%	98.33%	1.61%	98.56%	97.50%	-1.07%
Median Days on Market to Sale	16.00	31.00	93.75%	11.00	24.00	118.18%
Monthly Inventory	223	265	18.83%	223	265	18.83%
Months Supply of Inventory	2.93	4.42	50.90%	2.93	4.42	50.90%

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

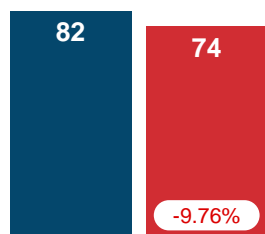
Inventory on October 31, 2023 = **265**

2022 **2023**

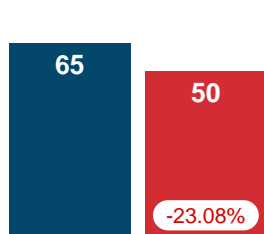
OCTOBER MARKET

MEDIAN PRICES

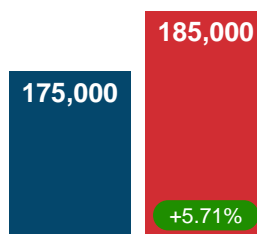
New Listings



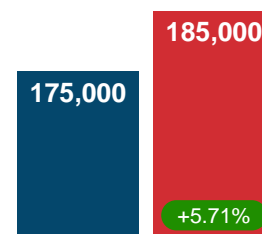
Pending Listings



List Price



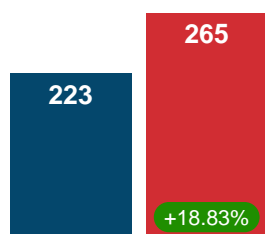
Sale Price



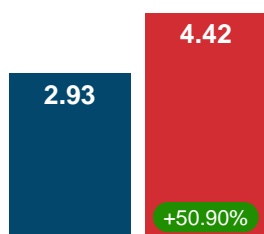
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

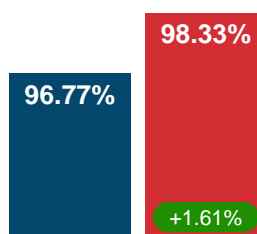
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

