

# November 2023



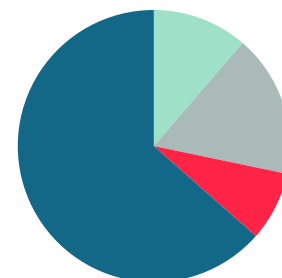
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	59	44	-25.42%
Pending Listings	39	66	69.23%
New Listings	79	76	-3.80%
Average List Price	216,859	212,136	-2.18%
Average Sale Price	203,185	199,385	-1.87%
Average Percent of Selling Price to List Price	92.27%	93.80%	1.65%
Average Days on Market to Sale	36.49	59.86	64.05%
End of Month Inventory	232	247	6.47%
Months Supply of Inventory	3.12	4.20	34.86%



■ Closed (11.31%)  
■ Pending (16.97%)  
■ Other OffMarket (8.23%)  
■ Active (63.50%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of November 30, 2023 = **247**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2023 rose **6.47%** to 247 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **4.20** 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 **1.87%** in November 2023 to \$199,385 versus the previous year at \$203,185.

#### Average Days on Market Lengthens

The average number of **59.86** days that homes spent on the market before selling increased by 23.37 days or **64.05%** in November 2023 compared to last year's same month at **36.49** DOM.

#### Sales Success for November 2023 is Positive

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

There were 76 New Listings in November 2023, down **3.80%** from last year at 79. Furthermore, there were 44 Closed Listings this month versus last year at 59, a **-25.42%** decrease.

Closed versus Listed trends yielded a **57.9%** ratio, down from previous year's, November 2022, at **74.7%**, a **22.48%** 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

<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

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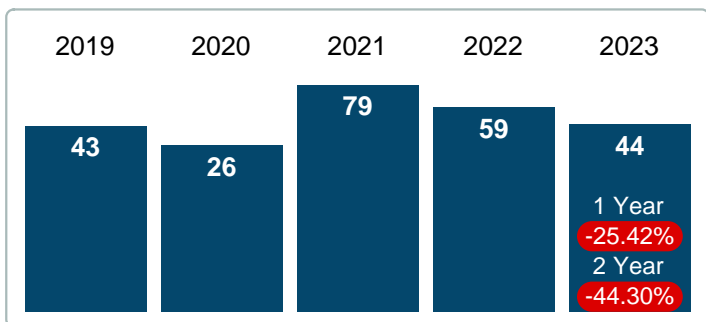
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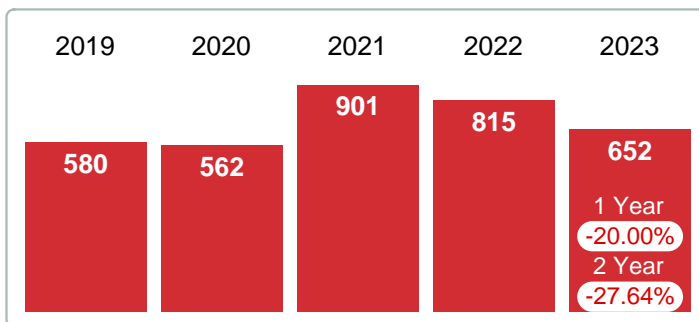
## CLOSED LISTINGS

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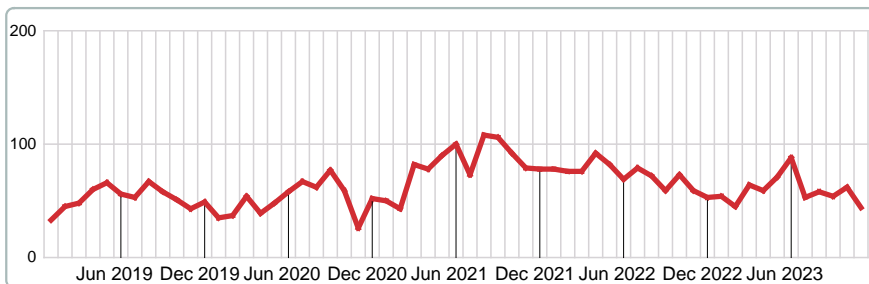
### NOVEMBER



### YEAR TO DATE (YTD)

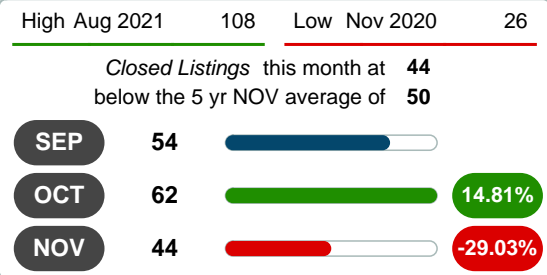


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 50



### 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	4	9.09%	112.3	2	2	0	0
\$50,001 - \$100,000	5	11.36%	42.6	4	1	0	0
\$100,001 - \$125,000	5	11.36%	40.0	4	0	1	0
\$125,001 - \$175,000	11	25.00%	57.5	1	8	2	0
\$175,001 - \$250,000	11	25.00%	42.2	0	9	2	0
\$250,001 - \$400,000	4	9.09%	99.8	0	1	3	0
\$400,001 and up	4	9.09%	69.0	0	1	3	0
<b>Total Closed Units</b>	<b>44</b>			<b>11</b>	<b>22</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,772,950</b>	<b>100%</b>	<b>59.9</b>	<b>954.00K</b>	<b>4.20M</b>	<b>3.62M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$199,385</b>			<b>\$86,727</b>	<b>\$190,886</b>	<b>\$329,041</b>	<b>\$0</b>

# November 2023



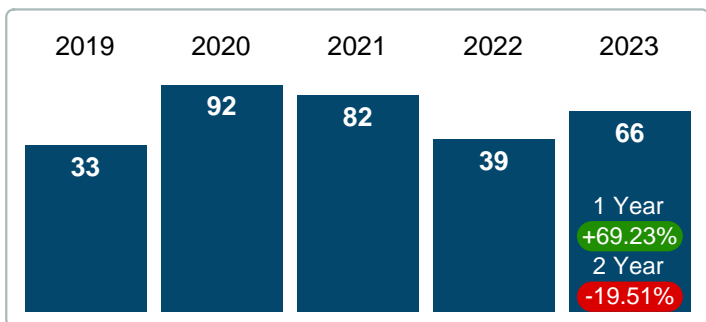
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



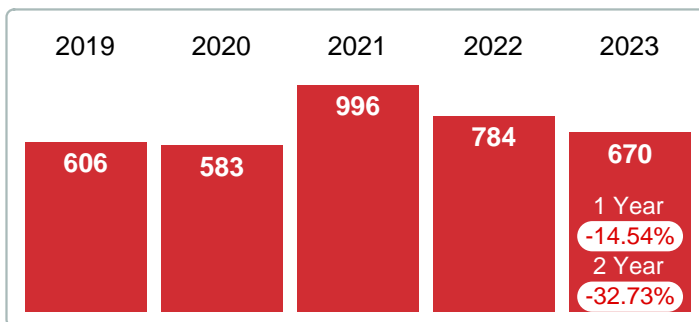
## PENDING LISTINGS

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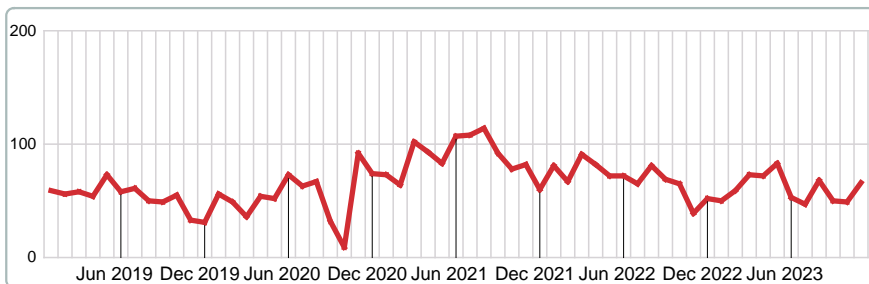
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 62

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 66 above the 5 yr NOV average of 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.55%	33.7	1	2	0	0
\$50,001 - \$100,000	10	15.15%	71.9	7	3	0	0
\$100,001 - \$150,000	10	15.15%	53.3	4	6	0	0
\$150,001 - \$225,000	18	27.27%	43.5	1	13	4	0
\$225,001 - \$325,000	10	15.15%	36.3	1	8	1	0
\$325,001 - \$375,000	7	10.61%	45.0	0	6	0	1
\$375,001 and up	8	12.12%	93.4	1	4	3	0
<b>Total Pending Units</b>	<b>66</b>			<b>15</b>	<b>42</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>14,878,949</b>	<b>100%</b>	<b>89.9</b>	<b>2.36M</b>	<b>9.56M</b>	<b>2.61M</b>	<b>349.00K</b>
<b>Average Listing Price</b>	<b>\$174,613</b>			<b>\$157,173</b>	<b>\$227,568</b>	<b>\$326,813</b>	<b>\$349,000</b>

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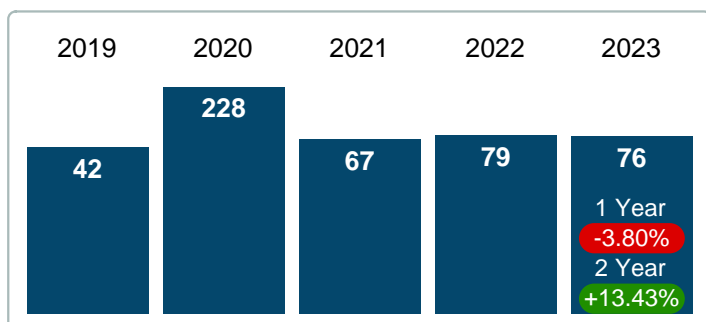
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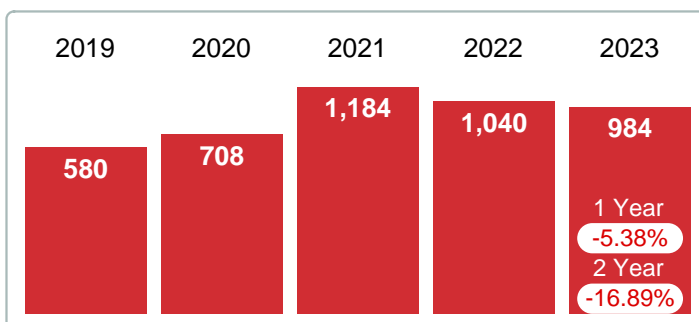
## NEW LISTINGS

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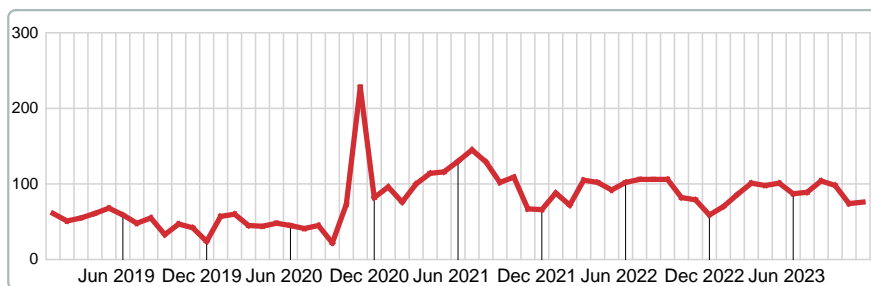
### NOVEMBER



### YEAR TO DATE (YTD)

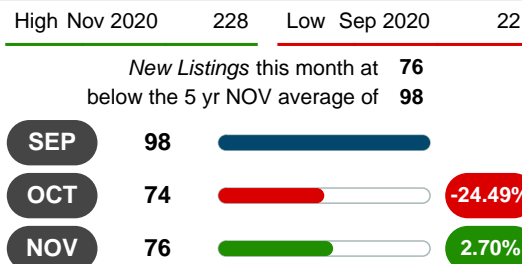


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 98



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	7	9.21%	4	3	0	0
\$80,001 - \$120,000	9	11.84%	6	3	0	0
\$120,001 - \$150,000	11	14.47%	7	3	1	0
\$150,001 - \$220,000	20	26.32%	1	15	4	0
\$220,001 - \$340,000	11	14.47%	2	7	2	0
\$340,001 - \$560,000	10	13.16%	0	8	0	2
\$560,001 and up	8	10.53%	0	5	1	2
<b>Total New Listed Units</b>	<b>76</b>		<b>20</b>	<b>44</b>	<b>8</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,881,089</b>	<b>100%</b>	<b>2.47M</b>	<b>12.91M</b>	<b>2.40M</b>	<b>2.09M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$123,730</b>	<b>\$293,409</b>	<b>\$300,311</b>	<b>\$523,500</b>

# November 2023



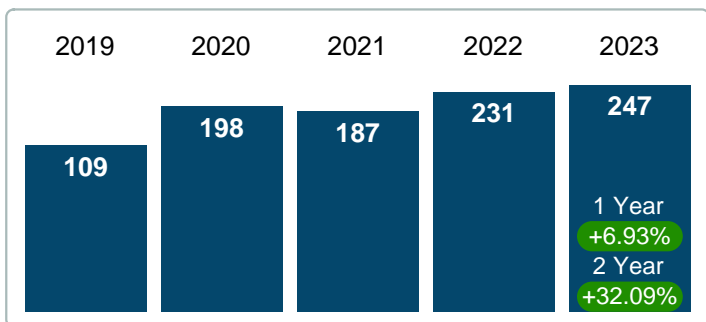
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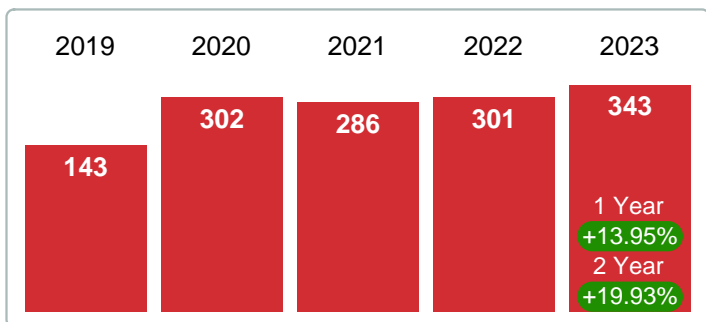
## ACTIVE INVENTORY

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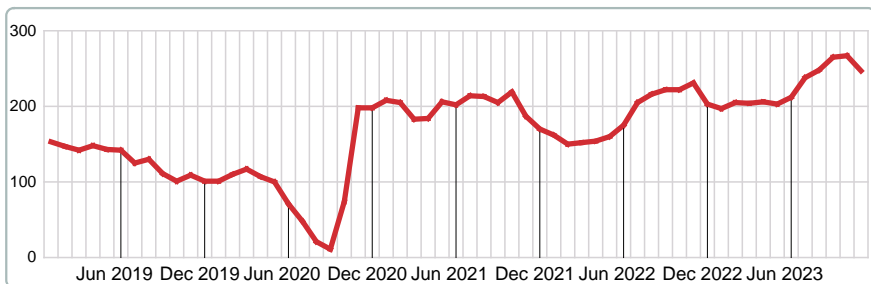
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

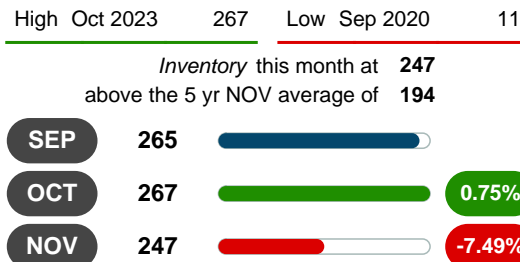


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 194



### 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	14	5.67%	68.6	9	5	0	0
\$75,001 - \$125,000	26	10.53%	83.0	18	7	1	0
\$125,001 - \$175,000	43	17.41%	71.7	11	27	5	0
\$175,001 - \$275,000	60	24.29%	90.6	10	31	18	1
\$275,001 - \$400,000	48	19.43%	90.0	6	29	11	2
\$400,001 - \$675,000	33	13.36%	96.7	2	17	7	7
\$675,001 and up	23	9.31%	115.3	0	11	8	4
<b>Total Active Inventory by Units</b>	<b>247</b>			<b>56</b>	<b>127</b>	<b>50</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>83,928,681</b>	<b>100%</b>	<b>88.3</b>	<b>9.10M</b>	<b>43.19M</b>	<b>21.74M</b>	<b>9.90M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$339,792</b>			<b>\$162,511</b>	<b>\$340,051</b>	<b>\$434,856</b>	<b>\$707,057</b>

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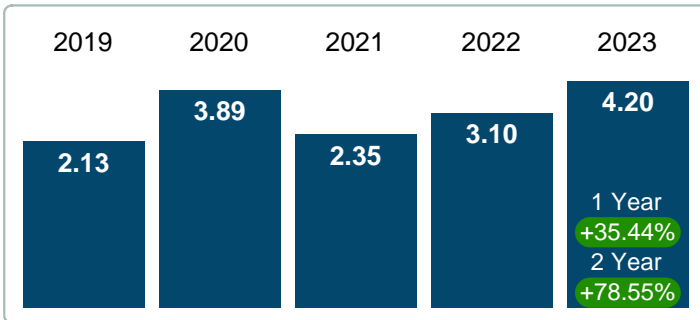
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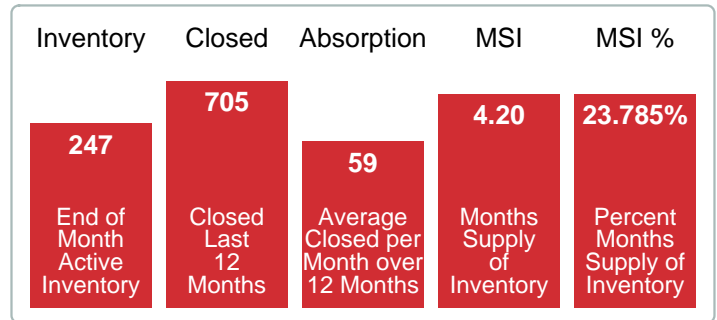
## MONTHS SUPPLY of INVENTORY (MSI)

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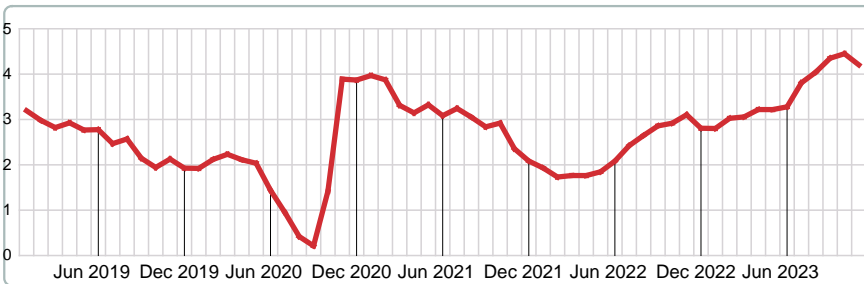
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023

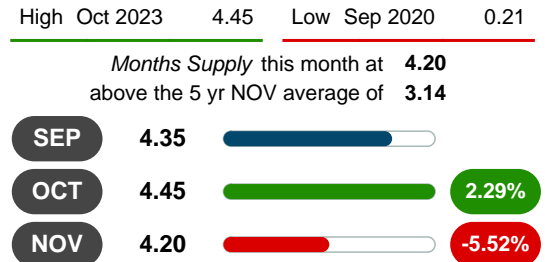


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.14



### 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	14	5.67%	1.73	1.89	1.88	0.00	0.00
\$75,001 - \$125,000	26	10.53%	2.60	3.43	1.75	1.50	0.00
\$125,001 - \$175,000	43	17.41%	4.03	4.26	4.05	4.00	0.00
\$175,001 - \$275,000	60	24.29%	3.43	6.00	2.60	5.02	3.00
\$275,001 - \$400,000	48	19.43%	6.40	18.00	5.90	6.00	4.80
\$400,001 - \$675,000	33	13.36%	8.25	12.00	9.71	3.65	42.00
\$675,001 and up	23	9.31%	23.00	0.00	22.00	32.00	16.00
Market Supply of Inventory (MSI)			4.20	3.80	3.92	5.00	8.84
Total Active Inventory by Units		100%	4.20	56	127	50	14

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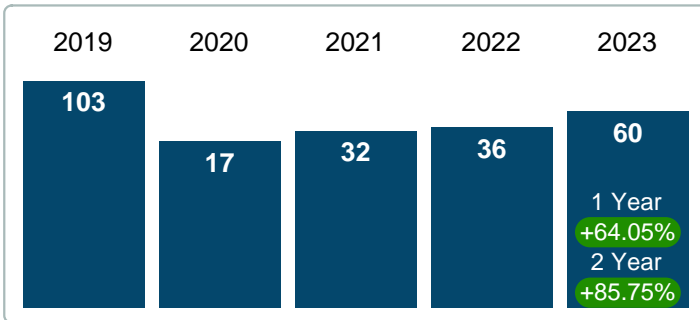
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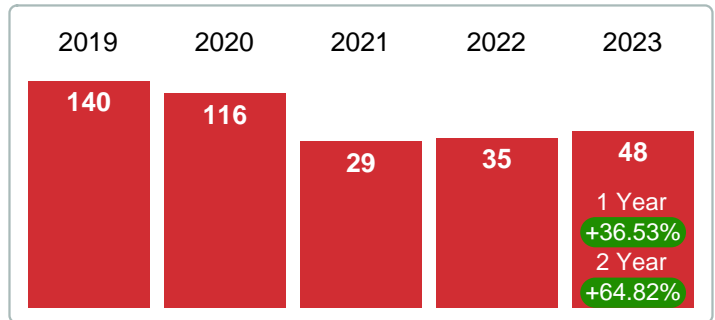
## AVERAGE DAYS ON MARKET TO SALE

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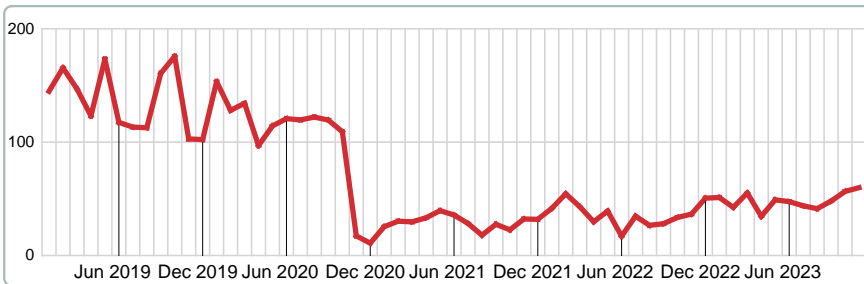
### NOVEMBER



### YEAR TO DATE (YTD)

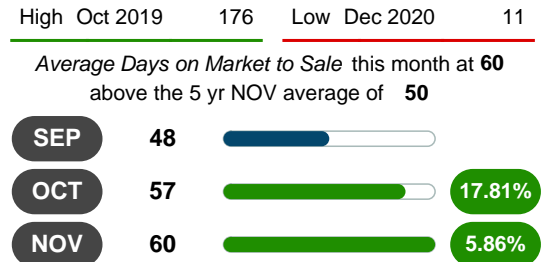


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 50



### 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	9.09%	112	115	110	0	0	
\$50,001 - \$100,000	11.36%	43	52	5	0	0	
\$100,001 - \$125,000	11.36%	40	41	0	36	0	
\$125,001 - \$175,000	25.00%	58	52	65	30	0	
\$175,001 - \$250,000	25.00%	42	0	39	55	0	
\$250,001 - \$400,000	9.09%	100	0	192	69	0	
\$400,001 and up	9.09%	69	0	8	89	0	
<b>Average Closed DOM</b>		<b>60</b>		<b>59</b>	<b>59</b>	<b>62</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>11</b>	<b>22</b>	<b>11</b>	<b>0</b>	
<b>Total Closed Volume</b>		<b>8,772,950</b>	<b>954.00K</b>	<b>4.20M</b>	<b>3.62M</b>	<b>0.00B</b>	

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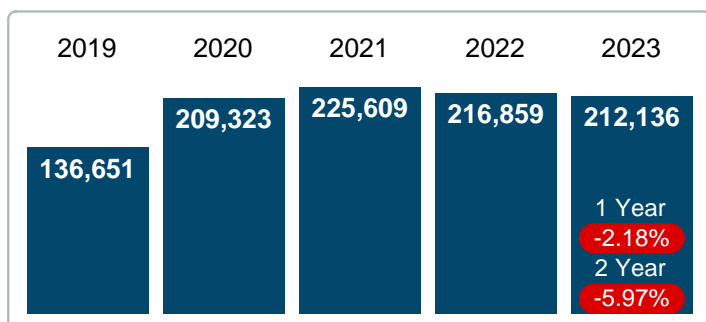
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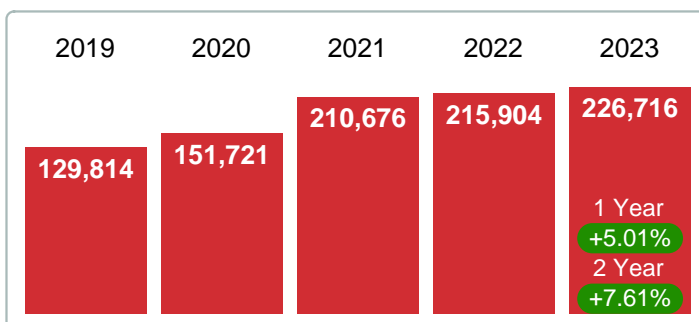
## AVERAGE LIST PRICE AT CLOSING

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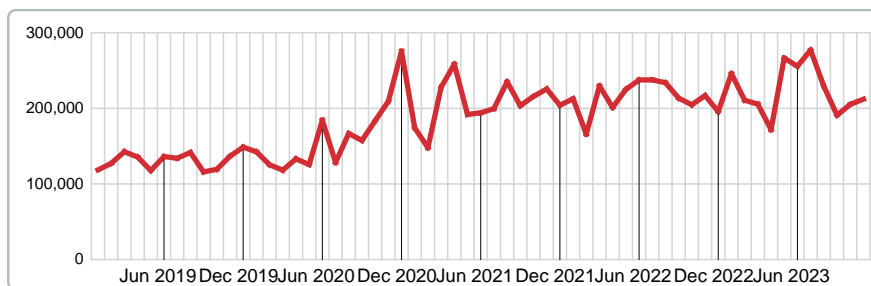
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 200,116

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

Average List Price at Closing this month at **212,136** above the 5 yr NOV average of **200,116**

SEP	190,893	<div style="width: 80%;"></div>
OCT	205,204	<div style="width: 90%;"></div> 7.50%
NOV	212,136	<div style="width: 100%;"></div> 3.38%

### 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	<div style="width: 4.55%;"></div> 2	4.55%	50,000	55,000	50,000	0	0
\$50,001 - \$100,000	<div style="width: 15.91%;"></div> 7	15.91%	66,700	70,475	75,000	0	0
\$100,001 - \$125,000	<div style="width: 6.82%;"></div> 3	6.82%	111,300	122,200	0	105,000	0
\$125,001 - \$175,000	<div style="width: 31.82%;"></div> 14	31.82%	148,785	149,500	150,787	151,200	0
\$175,001 - \$250,000	<div style="width: 11.36%;"></div> 5	11.36%	219,960	0	234,133	254,500	0
\$250,001 - \$400,000	<div style="width: 18.18%;"></div> 8	18.18%	289,425	0	395,000	337,967	0
\$400,001 and up	<div style="width: 11.36%;"></div> 5	11.36%	587,000	0	545,000	648,333	0
Average List Price			212,136	93,655	201,295	352,300	0
Total Closed Units		100%	212,136	11	22	11	0
Total Closed Volume			9,333,994	1.03M	4.43M	3.88M	0.00B



# November 2023



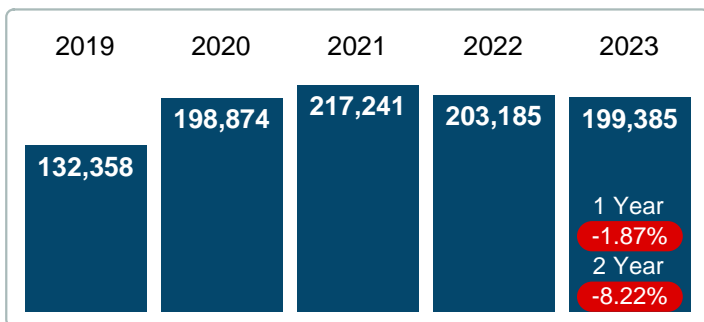
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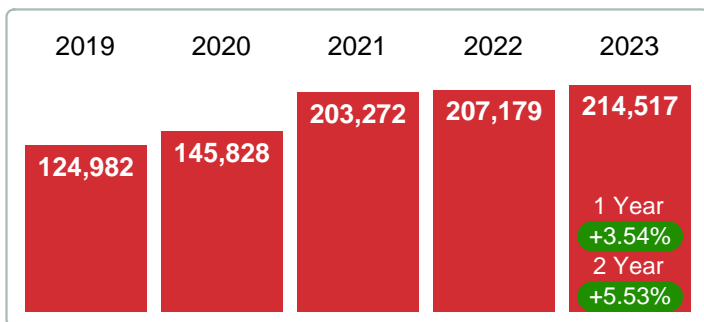
## AVERAGE SOLD PRICE AT CLOSING

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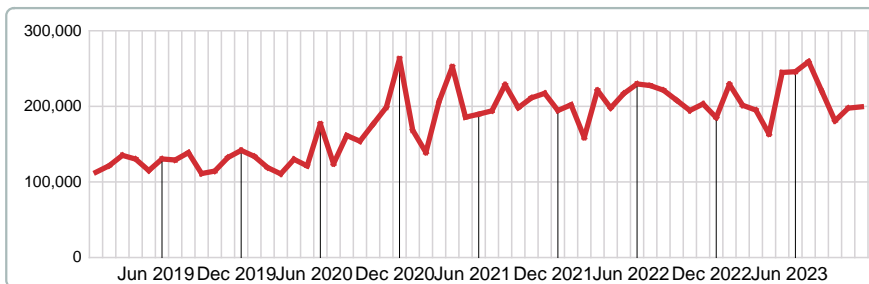
### NOVEMBER



### YEAR TO DATE (YTD)

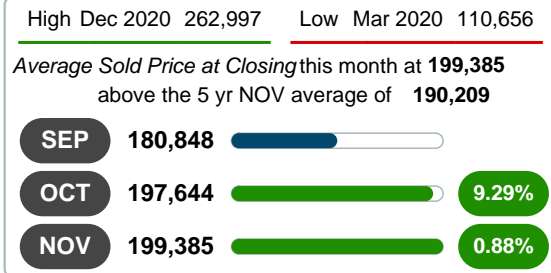


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 190,209



## 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	9.09%	43,250	50,000	36,500	0	0
\$50,001 - \$100,000	11.36%	67,100	65,125	75,000	0	0
\$100,001 - \$125,000	11.36%	110,150	112,125	0	102,250	0
\$125,001 - \$175,000	25.00%	144,864	145,000	143,938	148,500	0
\$175,001 - \$250,000	25.00%	225,727	0	221,444	245,000	0
\$250,001 - \$400,000	9.09%	336,800	0	382,000	321,733	0
\$400,001 and up	9.09%	572,500	0	525,000	588,333	0
<b>Average Sold Price</b>		<b>199,385</b>	<b>86,727</b>	<b>190,886</b>	<b>329,041</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,385</b>	<b>11</b>	<b>22</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,772,950</b>	<b>954.00K</b>	<b>4.20M</b>	<b>3.62M</b>	<b>0.00B</b>

# November 2023



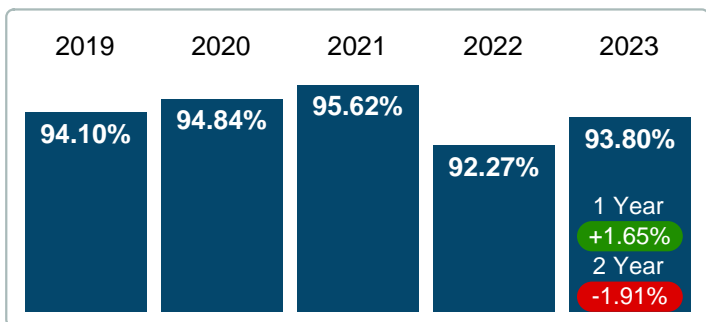
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



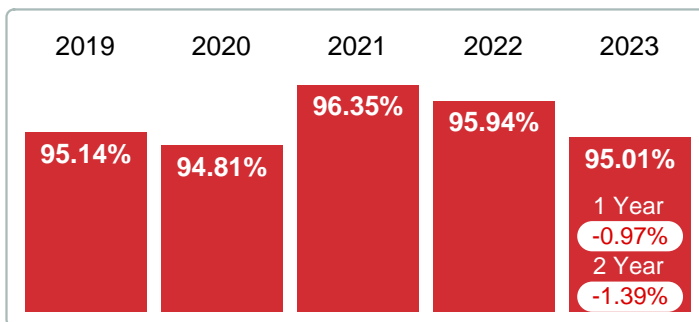
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

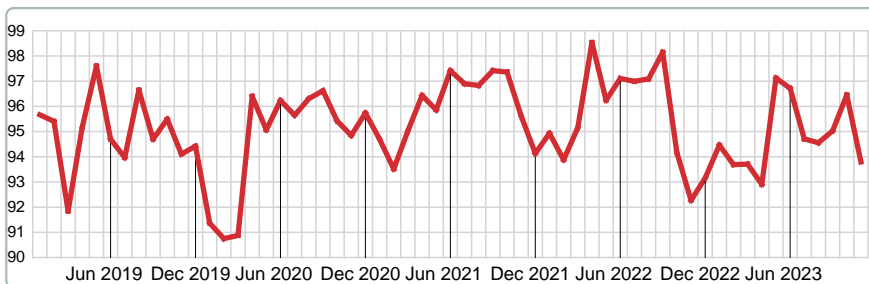
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

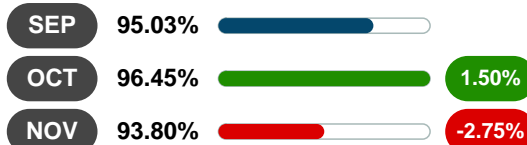


### 3 MONTHS

5 year NOV AVG = 94.13%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.80%**  
equal to 5 yr NOV average of **94.13%**



## 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	4	9.09%	81.95%	90.91%	73.00%	0.00%	0.00%
\$50,001 - \$100,000	5	11.36%	94.24%	92.80%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	5	11.36%	93.20%	92.15%	0.00%	97.38%	0.00%
\$125,001 - \$175,000	11	25.00%	96.05%	96.99%	95.37%	98.29%	0.00%
\$175,001 - \$250,000	11	25.00%	95.60%	0.00%	95.44%	96.30%	0.00%
\$250,001 - \$400,000	4	9.09%	96.35%	0.00%	96.71%	96.23%	0.00%
\$400,001 and up	4	9.09%	92.13%	0.00%	96.33%	90.73%	0.00%
Average Sold/List Ratio		93.80%		92.60%	93.68%	95.22%	0.00%
Total Closed Units		44	100%	11	22	11	
Total Closed Volume		8,772,950		954.00K	4.20M	3.62M	0.00B

# November 2023



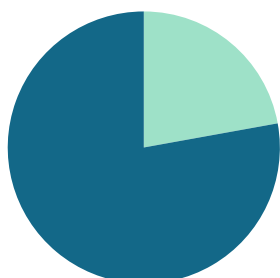
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

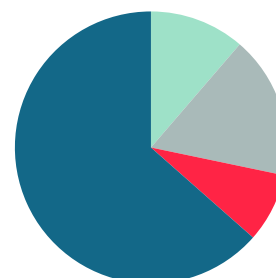


**Inventory**  
 New Listings  
**76 = 22.16%**  
 Start Inventory  
**267**  
 Total Inventory Units  
**343**  
 Volume  
**\$110,890,329**

### Market Activity

Closed Sales  
**44 = 11.31%**  
 Pending Sales  
**66 = 16.97%**  
 Other Off Market  
**32 = 8.23%**  
 Active Inventory  
**247 = 63.50%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	59	44	-25.42%	815	652	-20.00%
Pending Sales	39	66	69.23%	784	670	-14.54%
New Listings	79	76	-3.80%	1,040	984	-5.38%
Average List Price	216,859	212,136	-2.18%	215,904	226,716	5.01%
Average Sale Price	203,185	199,385	-1.87%	207,179	214,517	3.54%
Average Percent of Selling Price to List Price	92.27%	93.80%	1.65%	95.94%	95.01%	-0.97%
Average Days on Market to Sale	36.49	59.86	64.05%	35.24	48.11	36.53%
Monthly Inventory	232	247	6.47%	232	247	6.47%
Months Supply of Inventory	3.12	4.20	34.86%	3.12	4.20	34.86%

**Absorption:** Last 12 months, an Average of **59** Sales/Month

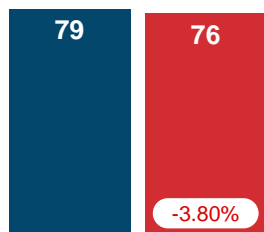
**Inventory** on November 30, 2023 = **247**

**2022** **2023**

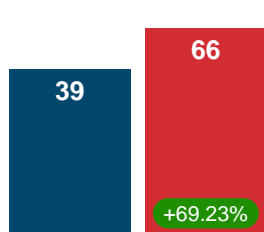
### NOVEMBER MARKET

### AVERAGE PRICES

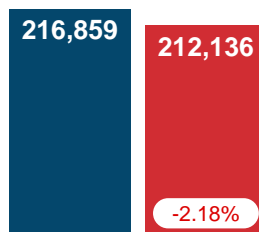
#### New Listings



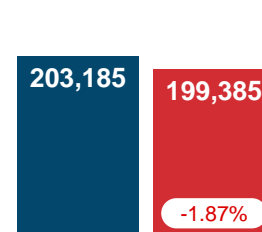
#### Pending Listings



#### List Price



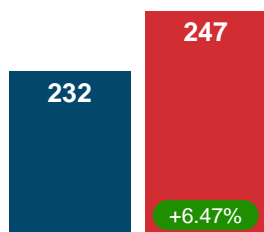
#### Sale Price



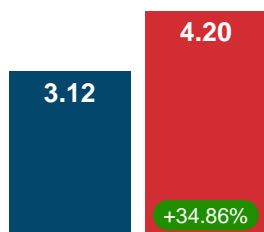
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

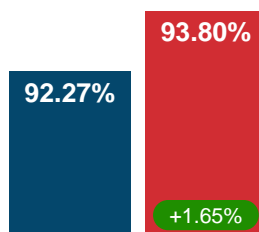
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

