

November 2023



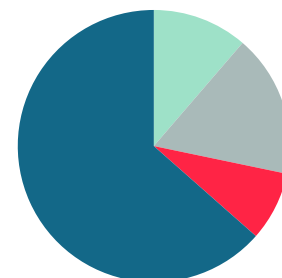
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	165,000	152,498	-7.58%
Median Sale Price	152,000	149,000	-1.97%
Median Percent of Selling Price to List Price	93.91%	96.24%	2.48%
Median Days on Market to Sale	28.00	49.00	75.00%
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.

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 **1.97%** in November 2023 to \$149,000 versus the previous year at \$152,000.

Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 21.00 days or **75.00%** in November 2023 compared to last year's same month at **28.00** DOM.

Sales Success for November 2023 is Positive

Overall, with Median 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.

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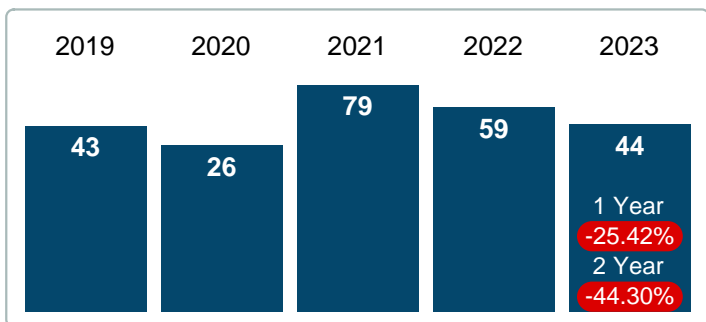
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



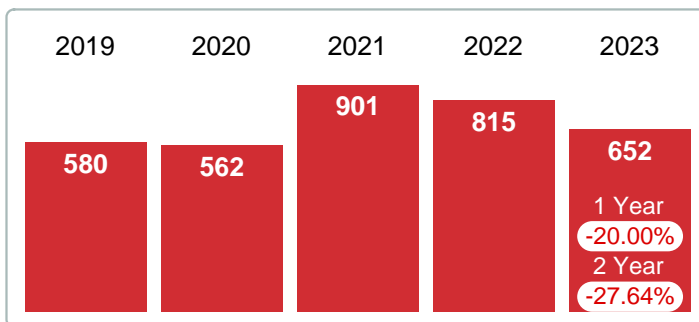
CLOSED LISTINGS

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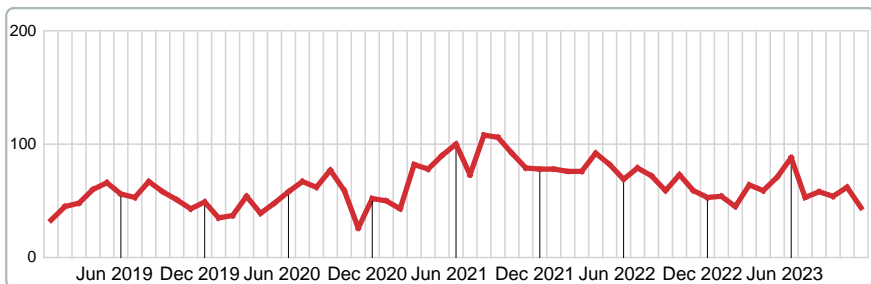
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 50

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at **44**
below the 5 yr NOV average of **50**

- SEP: 54 (Progress bar)
- OCT: 62 (Progress bar) **14.81%**
- NOV: 44 (Progress bar) **-29.03%**

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	4	9.09%	114.5	2	2	0	0
\$50,001 - \$100,000	5	11.36%	8.0	4	1	0	0
\$100,001 - \$130,000	7	15.91%	36.0	4	2	1	0
\$130,001 - \$190,000	12	27.27%	45.0	1	9	2	0
\$190,001 - \$250,000	8	18.18%	47.0	0	6	2	0
\$250,001 - \$400,000	4	9.09%	78.5	0	1	3	0
\$400,001 and up	4	9.09%	66.0	0	1	3	0
Total Closed Units	44			11	22	11	0
Total Closed Volume	8,772,950	100%	49.0	954.00K	4.20M	3.62M	0.00B
Median Closed Price	\$149,000			\$78,500	\$175,250	\$270,200	\$0

November 2023



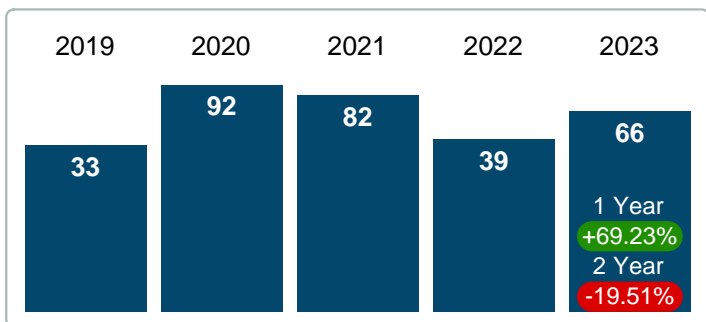
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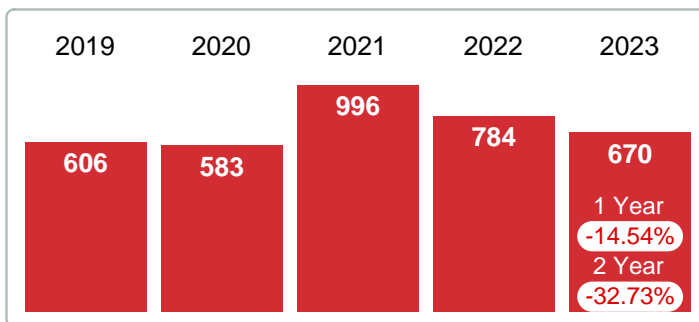
PENDING LISTINGS

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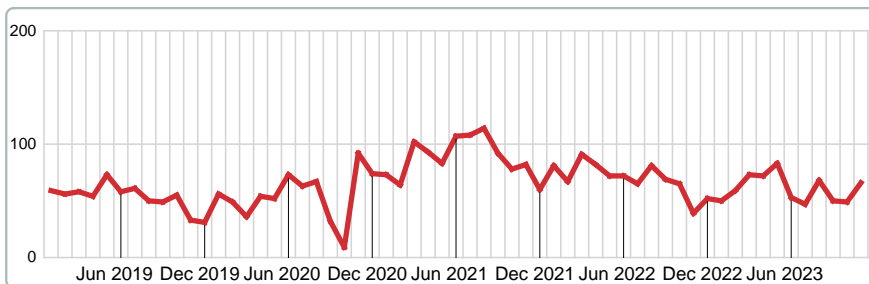
NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.55%	15.0	1	2	0	0
\$50,001 - \$100,000	10	15.15%	62.0	7	3	0	0
\$100,001 - \$150,000	10	15.15%	36.0	4	6	0	0
\$150,001 - \$225,000	18	27.27%	25.5	1	13	4	0
\$225,001 - \$325,000	10	15.15%	29.0	1	8	1	0
\$325,001 - \$375,000	7	10.61%	32.0	0	6	0	1
\$375,001 and up	8	12.12%	74.0	1	4	3	0
Total Pending Units	66			15	42	8	1
Total Pending Volume	14,878,949	100%	36.5	2.36M	9.56M	2.61M	349.00K
Median Listing Price	\$189,750			\$100,000	\$202,450	\$229,000	\$349,000

November 2023



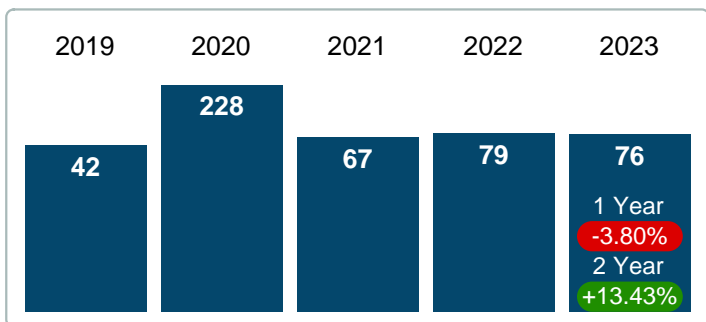
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



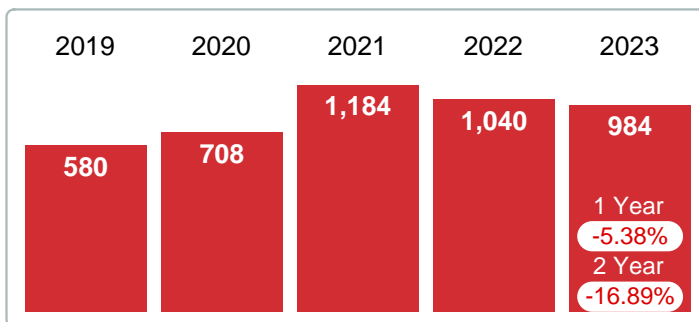
NEW LISTINGS

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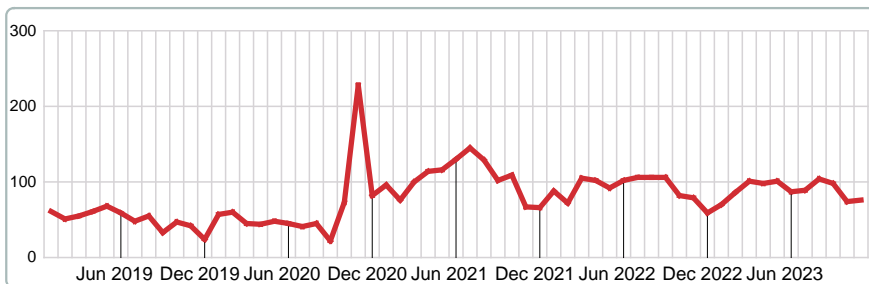
NOVEMBER



YEAR TO DATE (YTD)

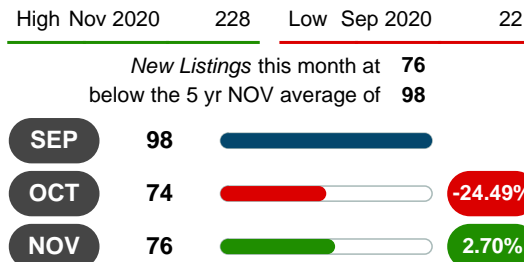


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	6	7.89%	4	2	0	0
\$75,001 - \$125,000	13	17.11%	9	4	0	0
\$125,001 - \$150,000	8	10.53%	4	3	1	0
\$150,001 - \$225,000	20	26.32%	1	15	4	0
\$225,001 - \$325,000	10	13.16%	2	7	1	0
\$325,001 - \$550,000	11	14.47%	0	8	1	2
\$550,001 and up	8	10.53%	0	5	1	2
Total New Listed Units	76		20	44	8	4
Total New Listed Volume	19,881,089	100%	2.47M	12.91M	2.40M	2.09M
Median New Listed Listing Price	\$177,000		\$116,450	\$214,450	\$194,250	\$522,500

November 2023



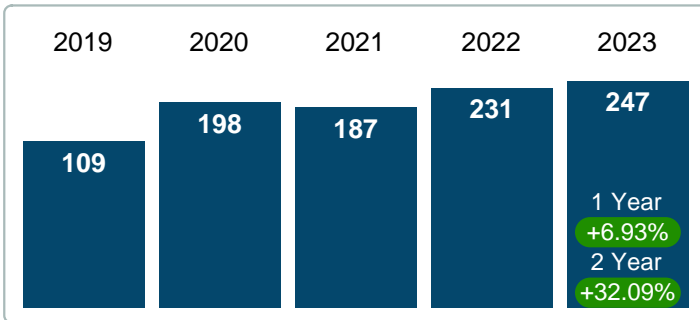
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



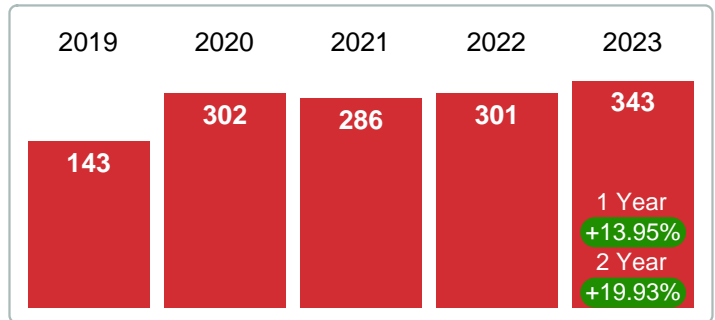
ACTIVE INVENTORY

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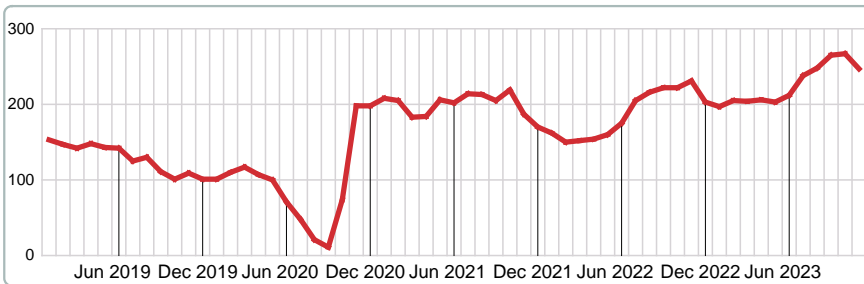
END OF NOVEMBER



ACTIVE DURING NOVEMBER

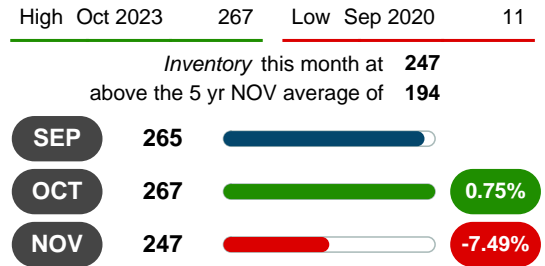


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 194



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	5.67%	58.5	9	5	0	0
\$75,001 - \$125,000	26	10.53%	60.5	18	7	1	0
\$125,001 - \$175,000	43	17.41%	49.0	11	27	5	0
\$175,001 - \$275,000	60	24.29%	80.0	10	31	18	1
\$275,001 - \$400,000	48	19.43%	80.0	6	29	11	2
\$400,001 - \$675,000	33	13.36%	80.0	2	17	7	7
\$675,001 and up	23	9.31%	105.0	0	11	8	4
Total Active Inventory by Units	247			56	127	50	14
Total Active Inventory by Volume	83,928,681	100%	78.0	9.10M	43.19M	21.74M	9.90M
Median Active Inventory Listing Price	\$229,999			\$131,000	\$255,000	\$281,450	\$562,450

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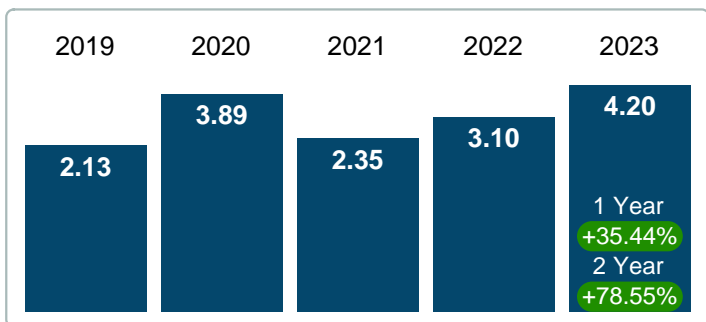
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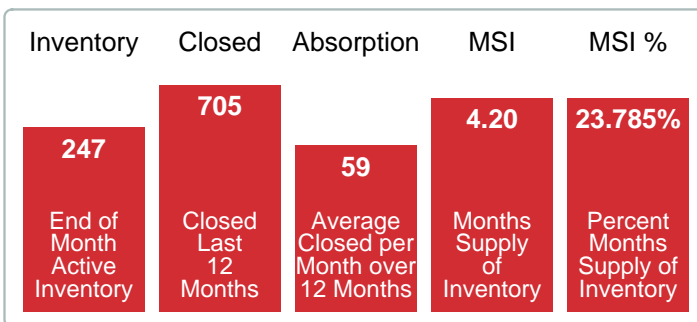
MONTHS SUPPLY of INVENTORY (MSI)

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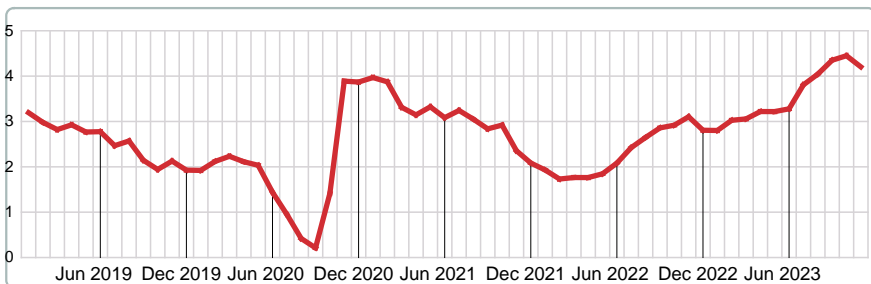
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

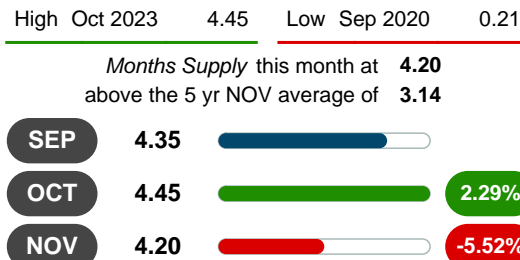


5 YEAR MARKET ACTIVITY TRENDS



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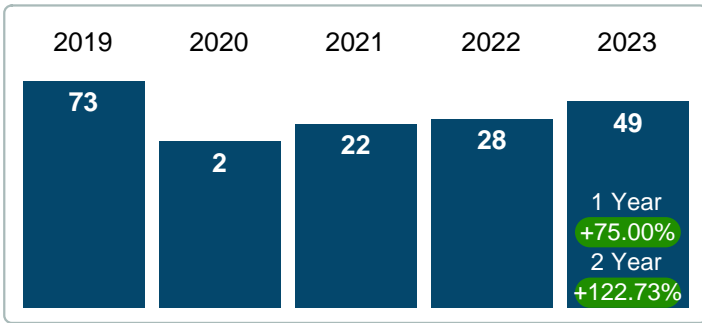
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



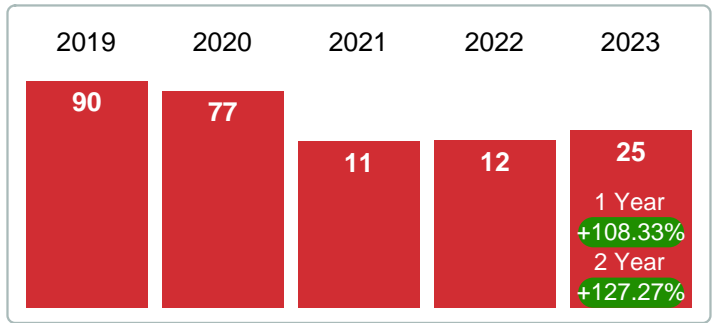
MEDIAN DAYS ON MARKET TO SALE

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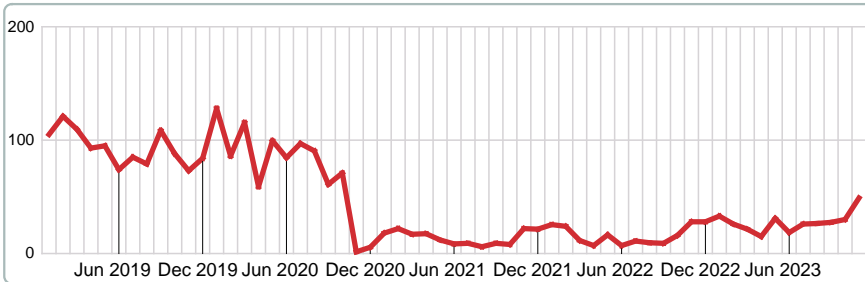
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

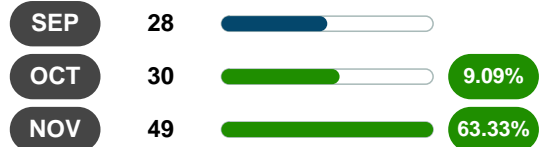


3 MONTHS

5 year NOV AVG = 35

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 49 above the 5 yr NOV average of 35



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	9.09%	115	115	110	0	0
\$50,001 - \$100,000	11.36%	8	25	5	0	0
\$100,001 - \$130,000	15.91%	36	36	68	36	0
\$130,001 - \$190,000	27.27%	45	52	45	30	0
\$190,001 - \$250,000	18.18%	47	0	47	55	0
\$250,001 - \$400,000	9.09%	79	0	192	76	0
\$400,001 and up	9.09%	66	0	8	74	0
Median Closed DOM		49	41	47	58	0
Total Closed Units	100%	44	11	22	11	
Total Closed Volume		8,772,950	954.00K	4.20M	3.62M	0.00B

November 2023



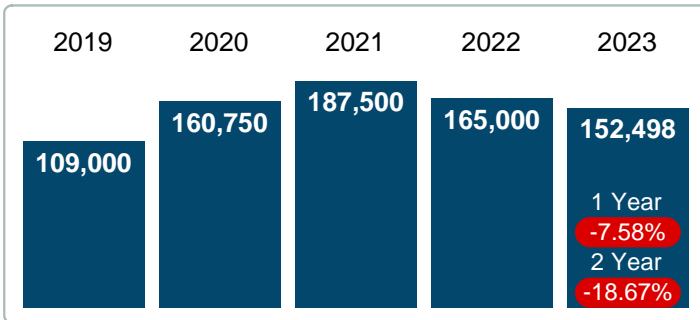
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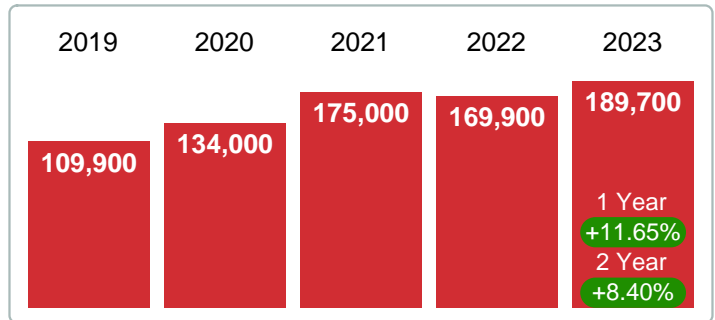
MEDIAN LIST PRICE AT CLOSING

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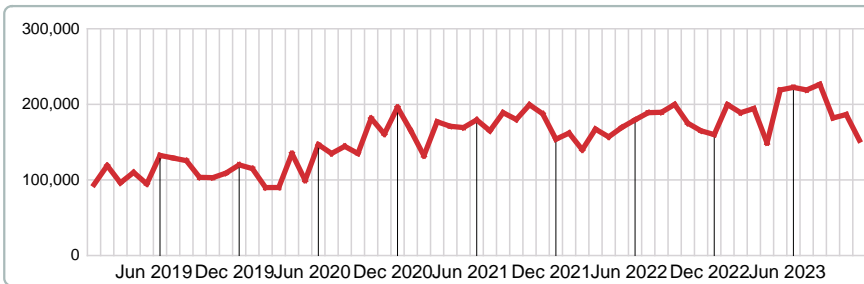
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

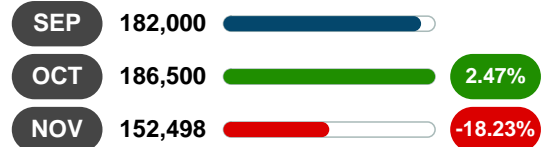


3 MONTHS

5 year NOV AVG = 154,950

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

Median List Price at Closing this month at **152,498**
 below the 5 yr NOV average of **154,950**



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	4.55%	50,000	0	50,000	0	0
\$50,001 - \$100,000	15.91%	60,000	57,500	75,000	0	0
\$100,001 - \$125,000	6.82%	109,000	114,450	0	105,000	0
\$125,001 - \$175,000	31.82%	148,750	130,000	149,900	151,200	0
\$175,001 - \$250,000	11.36%	210,000	0	209,950	249,999	0
\$250,001 - \$400,000	18.18%	269,250	0	269,500	269,000	0
\$400,001 and up	11.36%	545,000	0	545,000	585,000	0
Median List Price		152,498	89,000	169,700	269,000	0
Total Closed Units		44	11	22	11	0
Total Closed Volume		9,333,994	1.03M	4.43M	3.88M	0.00B

November 2023



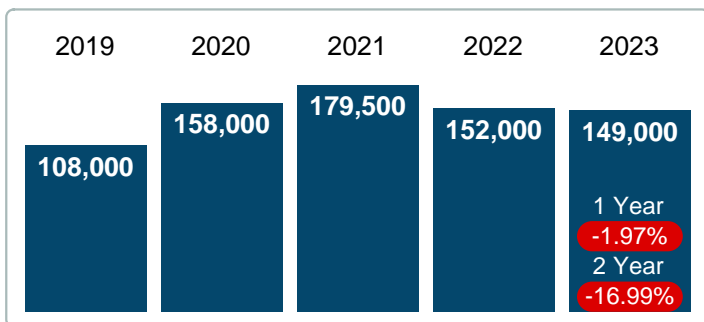
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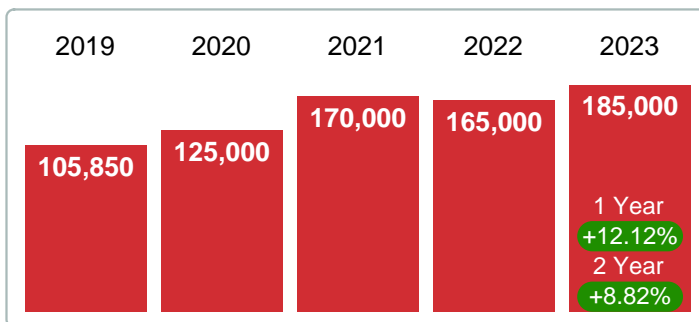
MEDIAN SOLD PRICE AT CLOSING

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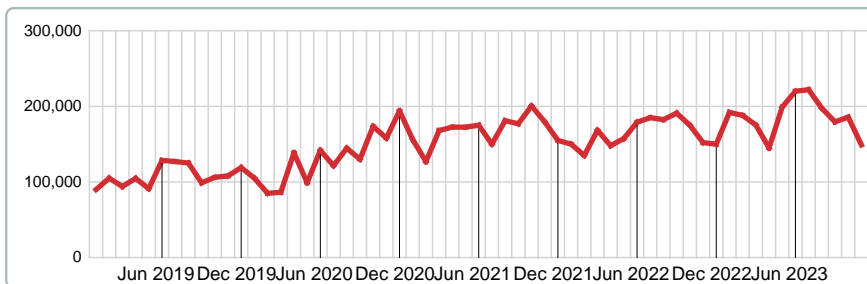
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

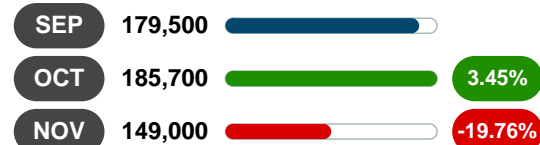


3 MONTHS

5 year NOV AVG = 149,300

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

Median Sold Price at Closing this month at 149,000 below the 5 yr NOV average of 149,300



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	9.09%	49,000	50,000	36,500	0	0
\$50,001 - \$100,000	11.36%	75,000	65,000	75,000	0	0
\$100,001 - \$130,000	15.91%	115,000	114,000	130,000	102,250	0
\$130,001 - \$190,000	27.27%	149,000	145,000	150,000	148,500	0
\$190,001 - \$250,000	18.18%	246,000	0	248,500	245,000	0
\$250,001 - \$400,000	9.09%	338,500	0	382,000	295,000	0
\$400,001 and up	9.09%	537,500	0	525,000	550,000	0
Median Sold Price		149,000	78,500	175,250	270,200	0
Total Closed Units	100%	44	11	22	11	0
Total Closed Volume		8,772,950	954.00K	4.20M	3.62M	0.00B

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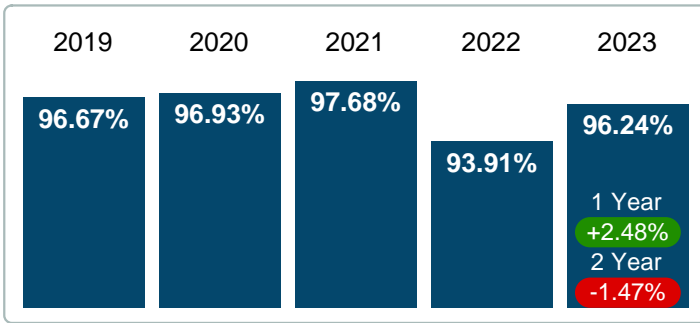
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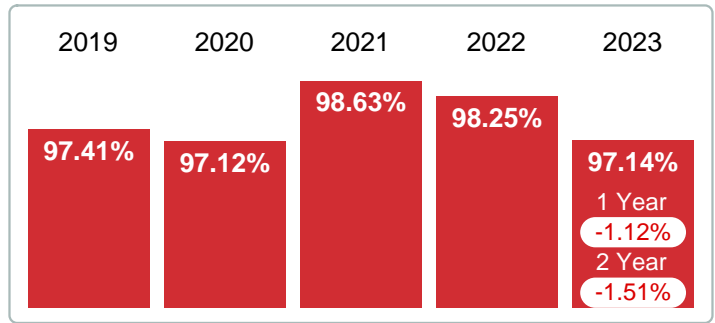
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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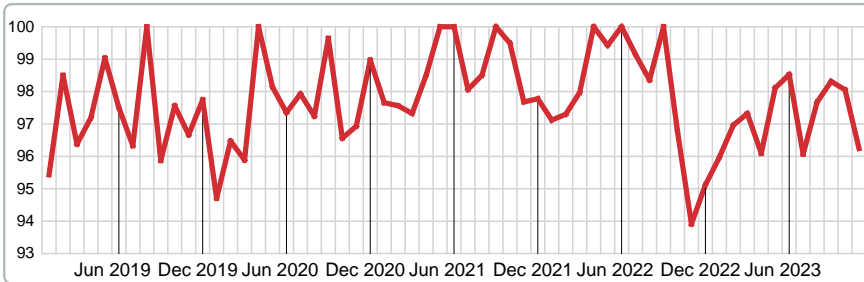
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

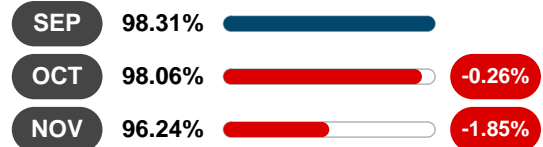


3 MONTHS

5 year NOV AVG = 96.29%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.24%**
 equal to 5 yr NOV average of **96.29%**



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	4	9.09%	90.91%	90.91%	73.00%	0.00%	0.00%
\$50,001 - \$100,000	5	11.36%	96.15%	92.18%	100.00%	0.00%	0.00%
\$100,001 - \$130,000	7	15.91%	88.91%	88.69%	90.38%	97.38%	0.00%
\$130,001 - \$190,000	12	27.27%	96.96%	96.99%	96.77%	98.29%	0.00%
\$190,001 - \$250,000	8	18.18%	95.56%	0.00%	95.43%	96.30%	0.00%
\$250,001 - \$400,000	4	9.09%	97.54%	0.00%	96.71%	98.37%	0.00%
\$400,001 and up	4	9.09%	95.13%	0.00%	96.33%	93.94%	0.00%
Median Sold/List Ratio		96.24%		90.91%	96.43%	96.94%	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



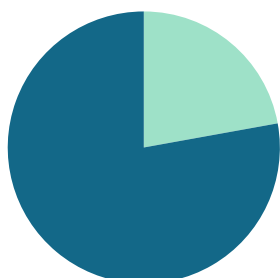
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

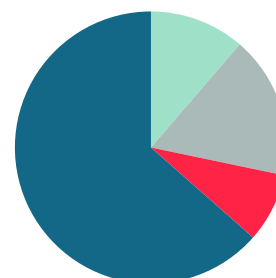


Inventory
 New Listings
76 = 22.16%
 Start Inventory
267
 Total Inventory Units
343
 Volume
\$110,890,329

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%
Median List Price	165,000	152,498	-7.58%	169,900	189,700	11.65%
Median Sale Price	152,000	149,000	-1.97%	165,000	185,000	12.12%
Median Percent of Selling Price to List Price	93.91%	96.24%	2.48%	98.25%	97.14%	-1.12%
Median Days on Market to Sale	28.00	49.00	75.00%	12.00	25.00	108.33%
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

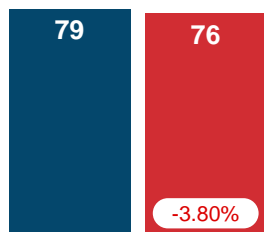
Inventory on November 30, 2023 = **247**

2022 **2023**

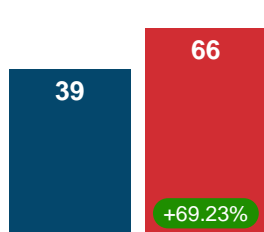
NOVEMBER MARKET

MEDIAN PRICES

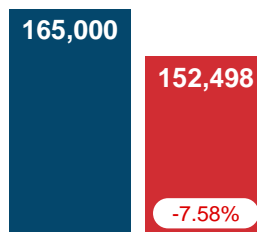
New Listings



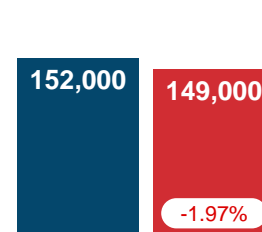
Pending Listings



List Price



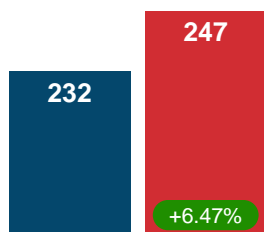
Sale Price



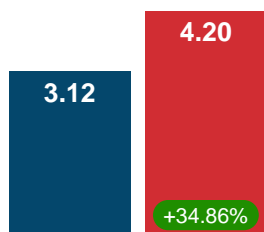
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

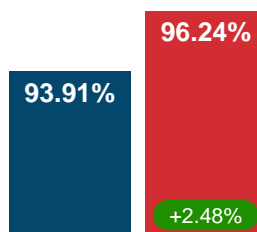
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

