

December 2023



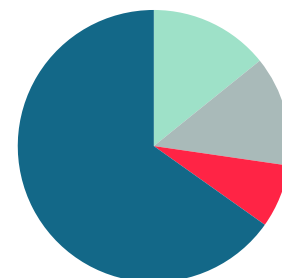
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	53	51	-3.77%
Pending Listings	52	47	-9.62%
New Listings	59	54	-8.47%
Average List Price	195,757	220,179	12.48%
Average Sale Price	185,187	210,112	13.46%
Average Percent of Selling Price to List Price	93.16%	94.99%	1.97%
Average Days on Market to Sale	50.58	41.65	-17.67%
End of Month Inventory	204	234	14.71%
Months Supply of Inventory	2.82	3.99	41.63%



■ Closed (14.21%)
■ Pending (13.09%)
■ Other OffMarket (7.52%)
■ Active (65.18%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of December 31, 2023 = **234**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2023 rose **14.71%** to 234 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 **3.99** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **13.46%** in December 2023 to \$210,112 versus the previous year at \$185,187.

Average Days on Market Shortens

The average number of **41.65** days that homes spent on the market before selling decreased by 8.94 days or **17.67%** in December 2023 compared to last year's same month at **50.58** DOM.

Sales Success for December 2023 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 54 New Listings in December 2023, down **8.47%** from last year at 59. Furthermore, there were 51 Closed Listings this month versus last year at 53, a **-3.77%** decrease.

Closed versus Listed trends yielded a **94.4%** ratio, up from previous year's, December 2022, at **89.8%**, a **5.14%** upswing. 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

December 2023



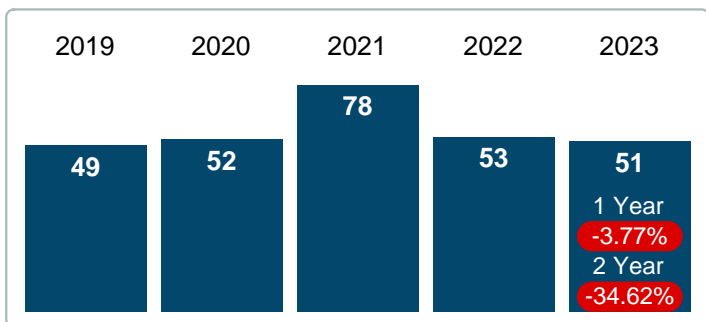
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



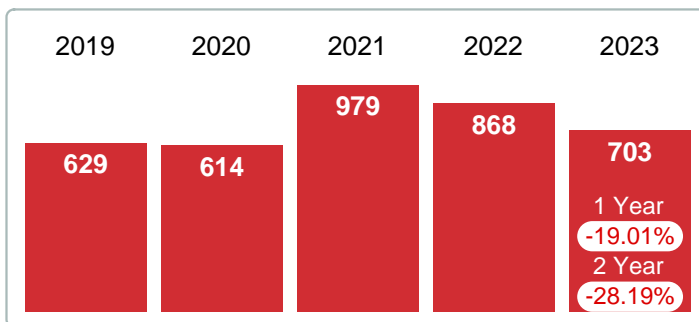
CLOSED LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

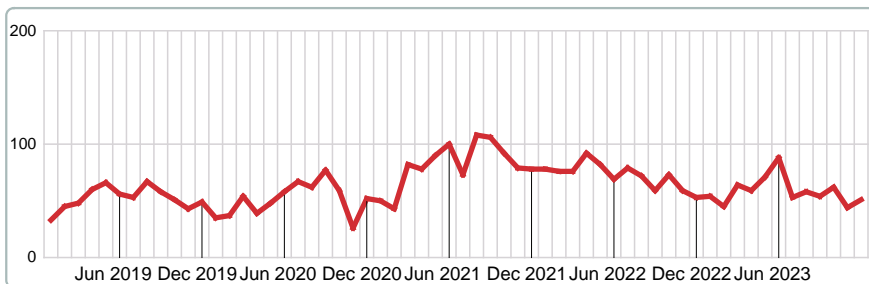
DECEMBER



YEAR TO DATE (YTD)

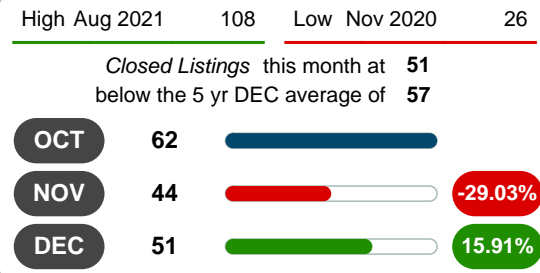


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



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	7.84%	24.5	3	1	0	0
\$50,001 - \$100,000	6	11.76%	59.3	6	0	0	0
\$100,001 - \$150,000	9	17.65%	39.7	4	5	0	0
\$150,001 - \$200,000	9	17.65%	34.7	0	6	3	0
\$200,001 - \$325,000	11	21.57%	51.7	3	7	1	0
\$325,001 - \$350,000	7	13.73%	40.1	0	6	0	1
\$350,001 and up	5	9.80%	30.2	1	2	1	1
Total Closed Units	51			17	27	5	2
Total Closed Volume	10,715,700	100%	41.6	2.21M	6.55M	1.24M	713.00K
Average Closed Price	\$210,112			\$130,088	\$242,659	\$247,880	\$356,500

December 2023



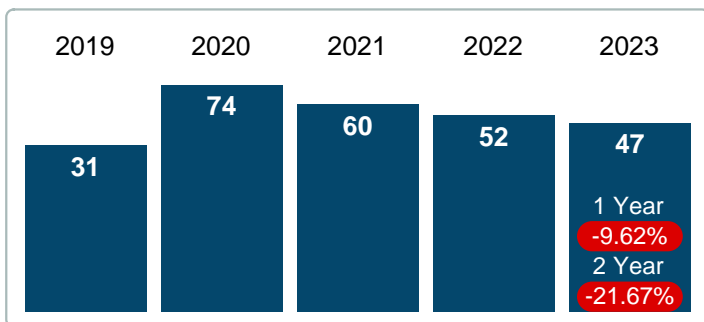
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



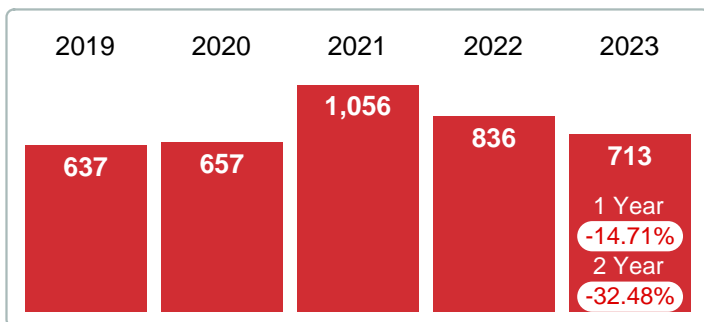
PENDING LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

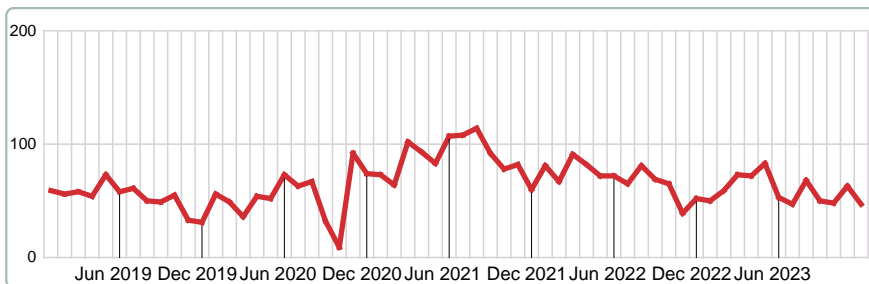
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

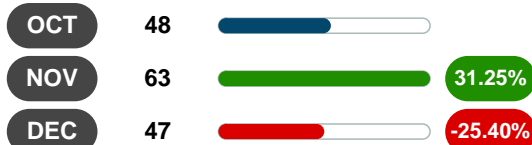


3 MONTHS

5 year DEC AVG = 53

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 47
below the 5 yr DEC average of 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.13%	48.0	0	1	0	0
\$25,001 - \$75,000	6	12.77%	65.2	5	1	0	0
\$75,001 - \$150,000	10	21.28%	19.8	5	4	1	0
\$150,001 - \$200,000	11	23.40%	62.2	0	7	4	0
\$200,001 - \$325,000	8	17.02%	68.6	1	5	2	0
\$325,001 - \$425,000	4	8.51%	45.5	1	3	0	0
\$425,001 and up	7	14.89%	48.9	0	5	1	1
Total Pending Units	47			12	26	8	1
Total Pending Volume	10,509,300	100%	23.5	1.36M	6.76M	1.76M	625.00K
Average Listing Price	\$183,600			\$113,325	\$260,119	\$220,163	\$625,000

December 2023



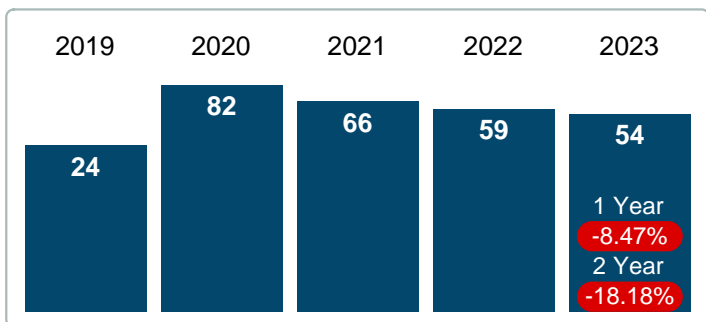
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



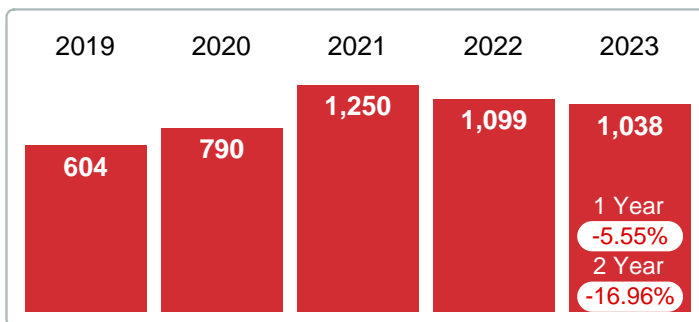
NEW LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

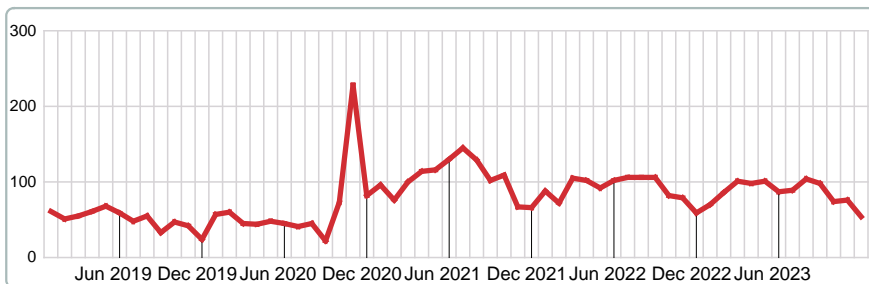
DECEMBER



YEAR TO DATE (YTD)

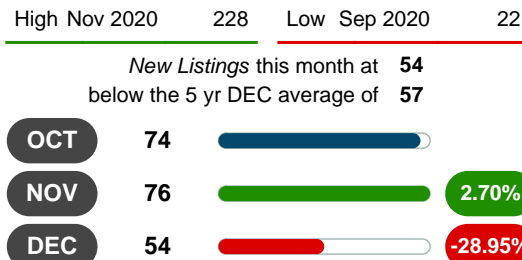


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$110,000 and less	5	9.26%	2	2	1	0
\$110,001 - \$150,000	7	12.96%	2	4	0	1
\$150,001 - \$190,000	8	14.81%	1	6	1	0
\$190,001 - \$320,000	13	24.07%	2	9	2	0
\$320,001 - \$390,000	6	11.11%	0	2	4	0
\$390,001 - \$490,000	9	16.67%	0	4	3	2
\$490,001 and up	6	11.11%	0	2	4	0
Total New Listed Units	54		7	29	15	3
Total New Listed Volume	17,496,789	100%	916.80K	7.49M	8.13M	963.90K
Average New Listed Listing Price	\$147,700		\$130,971	\$258,290	\$541,713	\$321,300

December 2023



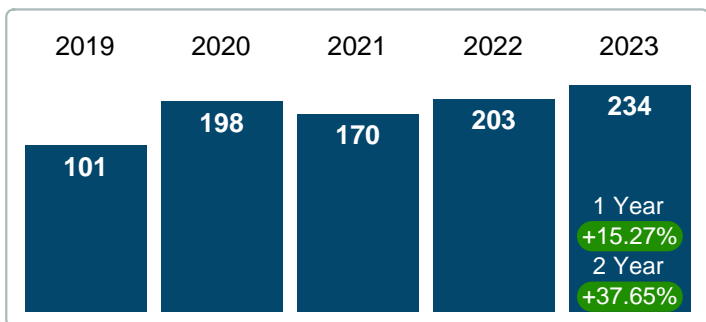
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



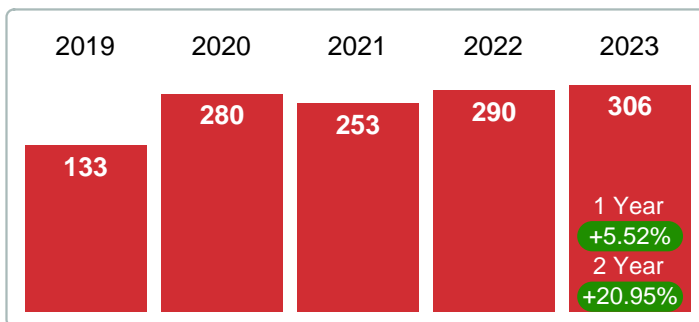
ACTIVE INVENTORY

Report produced on Jan 11, 2024 for MLS Technology Inc.

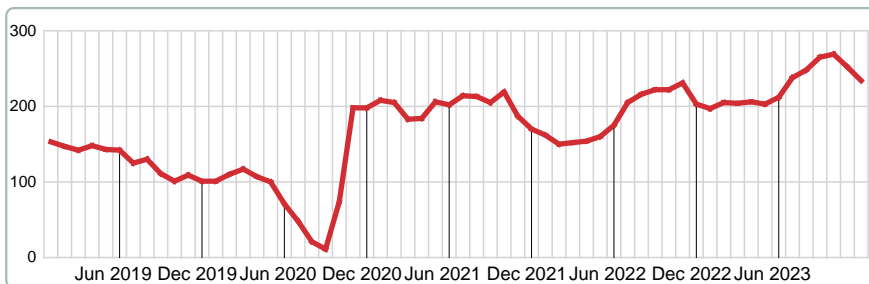
END OF DECEMBER



ACTIVE DURING DECEMBER

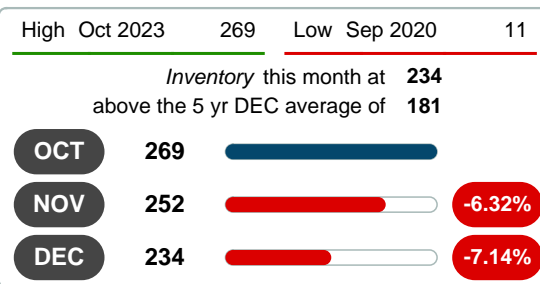


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 181



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	20	8.55%	92.8	13	6	1	0
\$100,001 - \$125,000	14	5.98%	105.4	9	5	0	0
\$125,001 - \$175,000	43	18.38%	84.6	11	27	4	1
\$175,001 - \$275,000	57	24.36%	98.1	7	37	12	1
\$275,001 - \$425,000	50	21.37%	93.4	4	30	11	5
\$425,001 - \$650,000	27	11.54%	114.0	2	12	10	3
\$650,001 and up	23	9.83%	132.1	0	11	8	4
Total Active Inventory by Units	234			46	128	46	14
Total Active Inventory by Volume	82,657,774	100%	99.8	7.46M	42.46M	23.87M	8.87M
Average Active Inventory Listing Price	\$353,238			\$162,098	\$331,693	\$519,006	\$633,593

December 2023



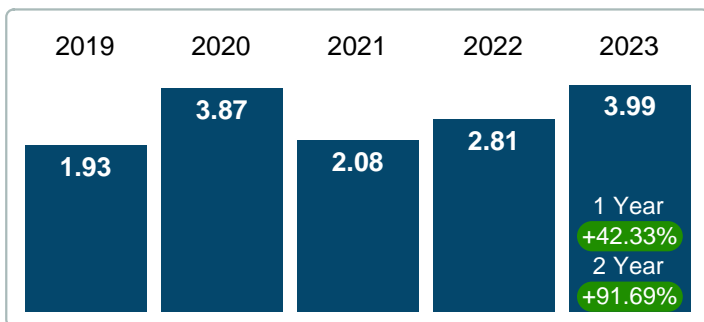
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



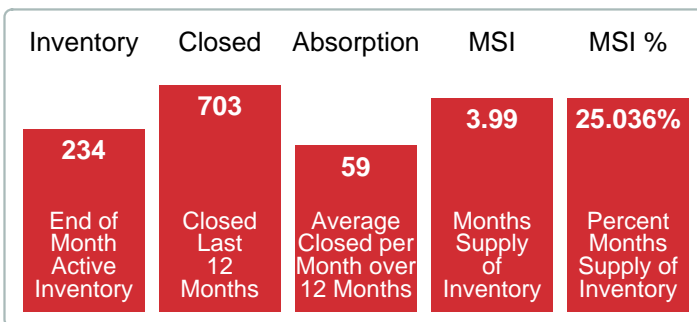
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2024 for MLS Technology Inc.

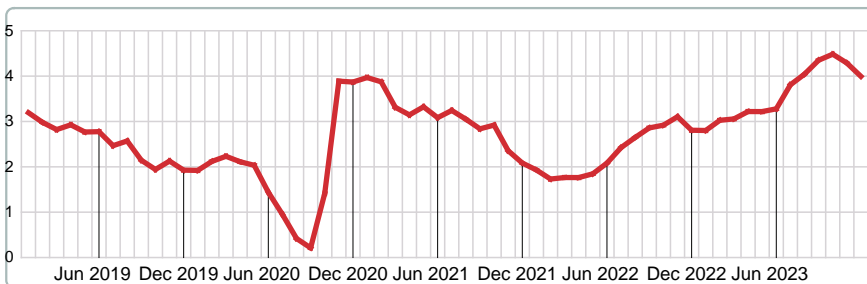
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

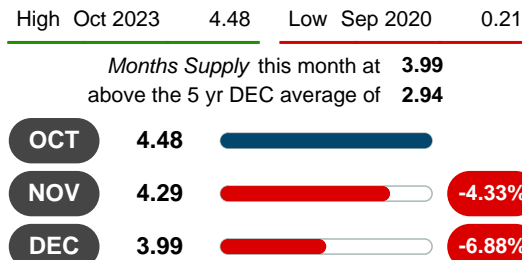


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.94



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	20	8.55%	1.63	1.79	1.44	1.50	0.00
\$100,001 - \$125,000	14	5.98%	2.71	3.38	2.50	0.00	0.00
\$125,001 - \$175,000	43	18.38%	4.06	4.00	4.21	3.20	6.00
\$175,001 - \$275,000	57	24.36%	3.29	4.20	3.10	3.43	4.00
\$275,001 - \$425,000	50	21.37%	5.41	9.60	5.14	4.40	10.00
\$425,001 - \$650,000	27	11.54%	9.53	8.00	9.60	8.57	18.00
\$650,001 and up	23	9.83%	19.71	0.00	22.00	19.20	16.00
Market Supply of Inventory (MSI)			3.99	3.07	3.99	4.60	9.33
Total Active Inventory by Units		100%	3.99	46	128	46	14

December 2023



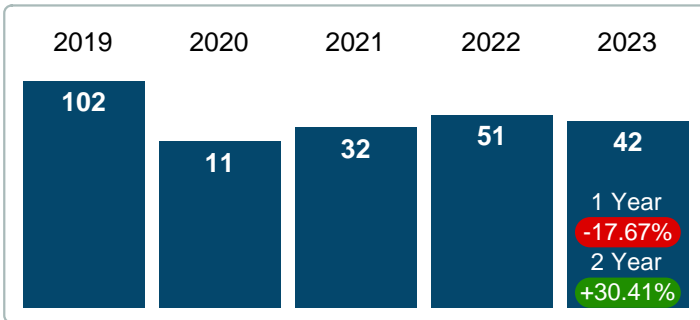
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



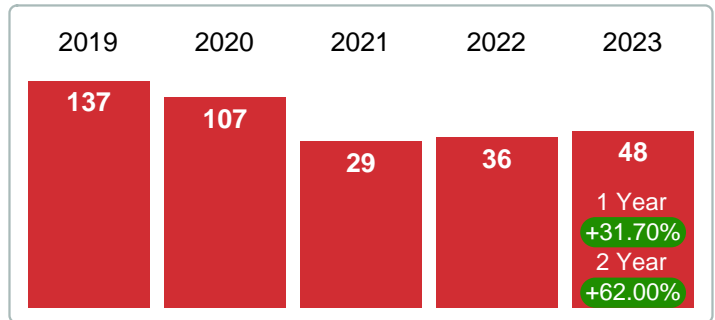
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 11, 2024 for MLS Technology Inc.

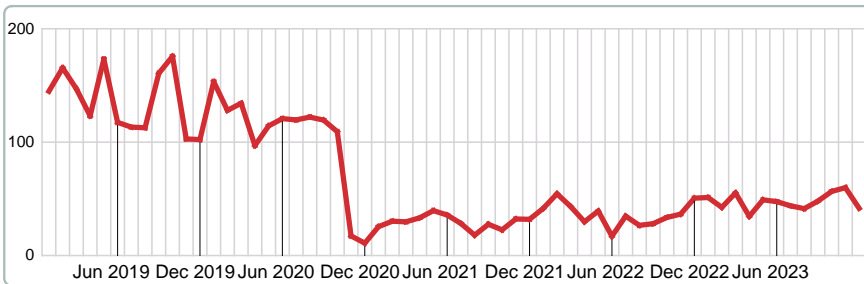
DECEMBER



YEAR TO DATE (YTD)

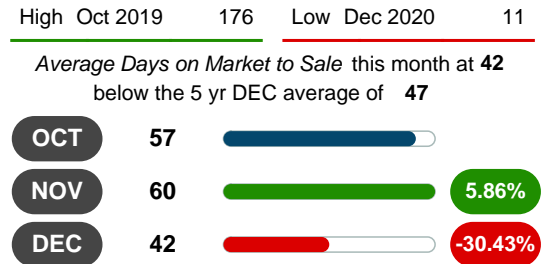


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



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	7.84%	25	28	15	0	0
\$50,001 - \$100,000	11.76%	59	59	0	0	0
\$100,001 - \$150,000	17.65%	40	30	47	0	0
\$150,001 - \$200,000	17.65%	35	0	29	46	0
\$200,001 - \$325,000	21.57%	52	105	31	36	0
\$325,001 - \$350,000	13.73%	40	0	27	0	121
\$350,001 and up	9.80%	30	41	25	42	18
Average Closed DOM		42	54	32	43	70
Total Closed Units	100%	42	17	27	5	2
Total Closed Volume		10,715,700	2.21M	6.55M	1.24M	713.00K

December 2023



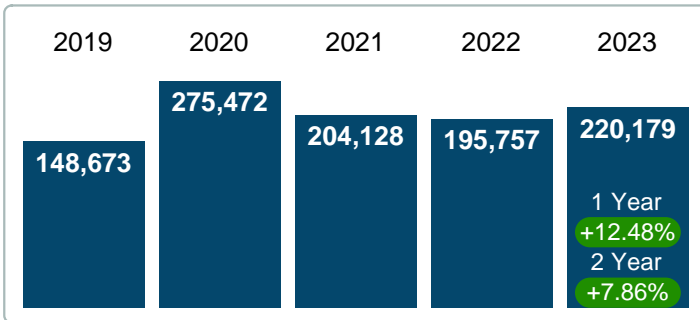
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



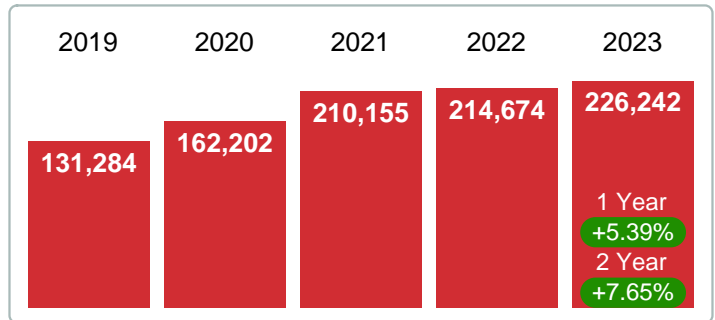
AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 11, 2024 for MLS Technology Inc.

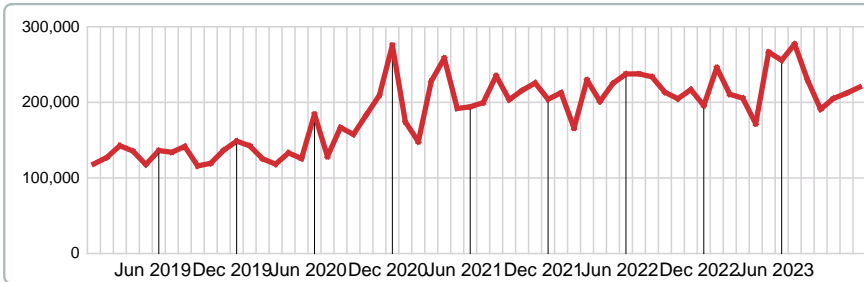
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

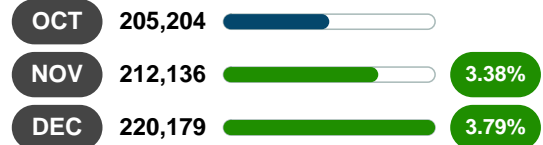


3 MONTHS

5 year DEC AVG = 208,842

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

Average List Price at Closing this month at **220,179** above the 5 yr DEC average of **208,842**



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	5.88%	35,000	38,000	50,000	0	0
\$50,001 - \$100,000	13.73%	78,900	82,217	0	0	0
\$100,001 - \$150,000	15.69%	128,713	121,200	140,780	0	0
\$150,001 - \$200,000	19.61%	176,135	0	175,558	183,000	0
\$200,001 - \$325,000	19.61%	245,900	276,667	241,300	289,900	0
\$325,001 - \$350,000	11.76%	345,500	0	355,650	0	349,000
\$350,001 and up	13.73%	464,114	465,000	599,950	425,000	399,000
Average List Price		220,179	140,418	252,969	252,780	374,000
Total Closed Units	100%	220,179	17	27	5	2
Total Closed Volume		11,229,150	2.39M	6.83M	1.26M	748.00K

December 2023



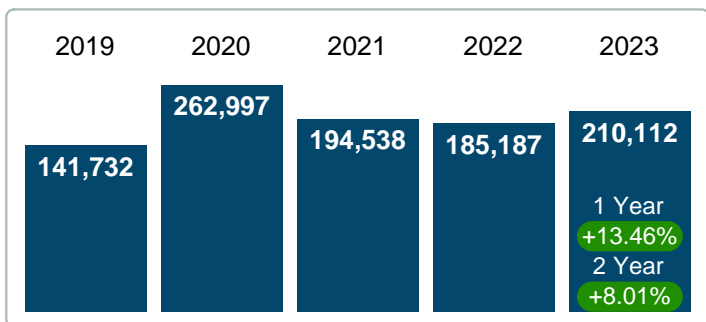
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



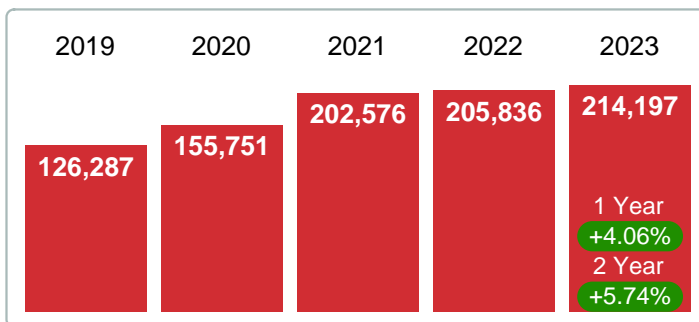
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 11, 2024 for MLS Technology Inc.

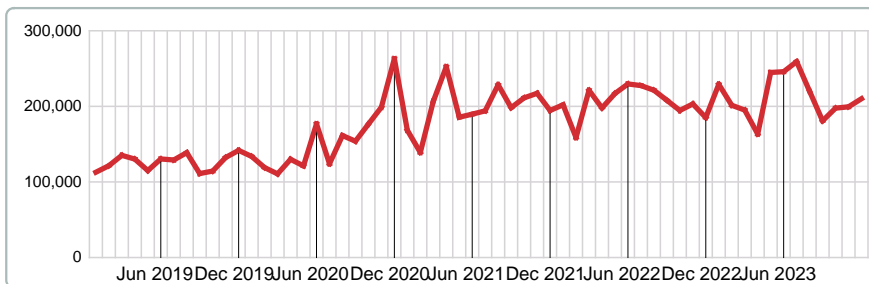
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 198,913

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **210,112**
above the 5 yr DEC average of **198,913**

OCT	197,644	<div style="width: 80%;"></div>
NOV	199,385	<div style="width: 85%;"></div> 0.88%
DEC	210,112	<div style="width: 105%;"></div> 5.38%

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	7.84%	35,625	33,667	41,500	0	0
\$50,001 - \$100,000	11.76%	74,917	74,917	0	0	0
\$100,001 - \$150,000	17.65%	125,556	119,000	130,800	0	0
\$150,001 - \$200,000	17.65%	173,056	0	172,167	174,833	0
\$200,001 - \$325,000	21.57%	242,064	245,000	233,971	289,900	0
\$325,001 - \$350,000	13.73%	339,714	0	341,333	0	330,000
\$350,001 and up	9.80%	479,100	450,000	568,750	425,000	383,000
Average Sold Price		210,112	130,088	242,659	247,880	356,500
Total Closed Units	100%	210,112	17	27	5	2
Total Closed Volume		10,715,700	2.21M	6.55M	1.24M	713.00K

December 2023



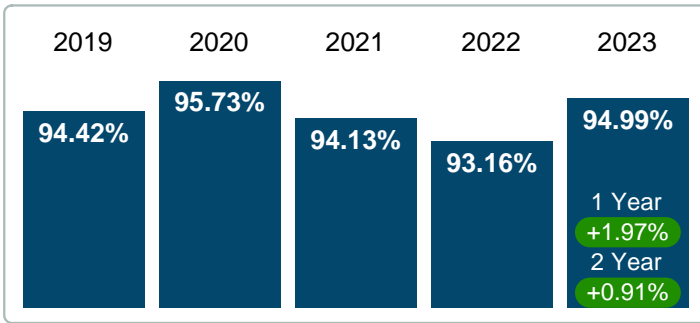
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



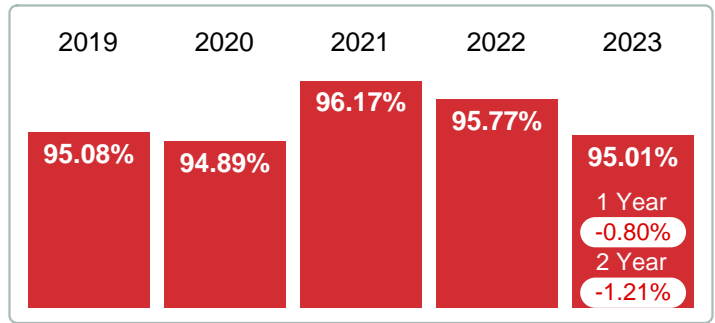
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2024 for MLS Technology Inc.

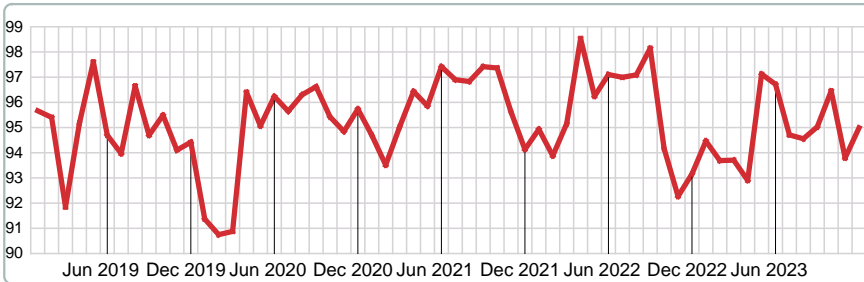
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

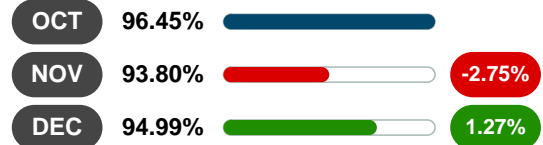


3 MONTHS

5 year DEC AVG = 94.49%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.99%** above the 5 yr DEC average of **94.49%**



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	7.84%	89.67%	91.89%	83.00%	0.00%	0.00%
\$50,001 - \$100,000	6	11.76%	91.07%	91.07%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	9	17.65%	95.56%	98.40%	93.29%	0.00%	0.00%
\$150,001 - \$200,000	9	17.65%	97.35%	0.00%	98.09%	95.87%	0.00%
\$200,001 - \$325,000	11	21.57%	95.37%	89.90%	97.06%	100.00%	0.00%
\$325,001 - \$350,000	7	13.73%	95.98%	0.00%	96.22%	0.00%	94.56%
\$350,001 and up	5	9.80%	96.45%	96.77%	94.73%	100.00%	95.99%
Average Sold/List Ratio		95.00%		93.07%	95.71%	97.52%	95.27%
Total Closed Units		51	100%	17	27	5	2
Total Closed Volume		10,715,700		2.21M	6.55M	1.24M	713.00K

December 2023



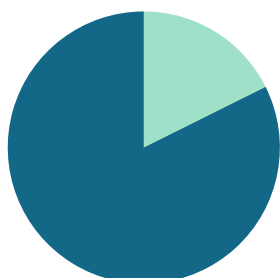
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

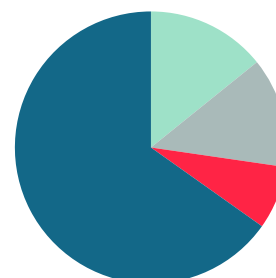


Inventory
 New Listings
54 = 17.65%
 Start Inventory
252
 Total Inventory Units
306
 Volume
\$101,349,173

Market Activity

Closed Sales
51 = 14.21%
 Pending Sales
47 = 13.09%
 Other Off Market
27 = 7.52%
 Active Inventory
234 = 65.18%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	53	51	-3.77%	868	703	-19.01%
Pending Sales	52	47	-9.62%	836	713	-14.71%
New Listings	59	54	-8.47%	1,099	1,038	-5.55%
Average List Price	195,757	220,179	12.48%	214,674	226,242	5.39%
Average Sale Price	185,187	210,112	13.46%	205,836	214,197	4.06%
Average Percent of Selling Price to List Price	93.16%	94.99%	1.97%	95.77%	95.01%	-0.80%
Average Days on Market to Sale	50.58	41.65	-17.67%	36.18	47.64	31.70%
Monthly Inventory	204	234	14.71%	204	234	14.71%
Months Supply of Inventory	2.82	3.99	41.63%	2.82	3.99	41.63%

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

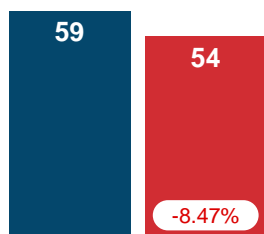
Inventory on December 31, 2023 = **234**

2022 **2023**

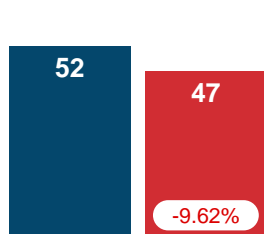
DECEMBER MARKET

AVERAGE PRICES

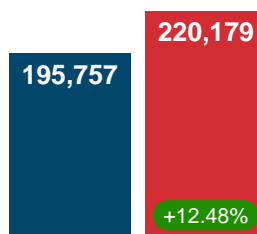
New Listings



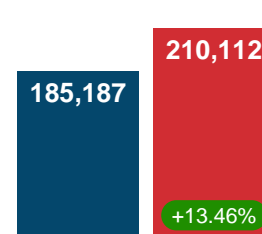
Pending Listings



List Price



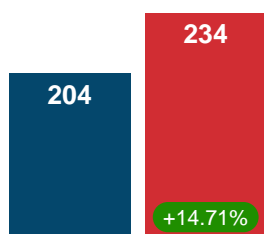
Sale Price



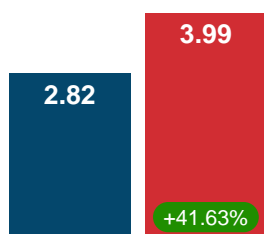
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

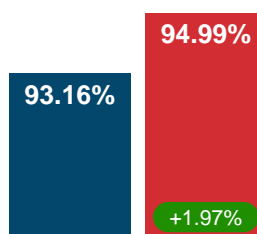
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

