

December 2023



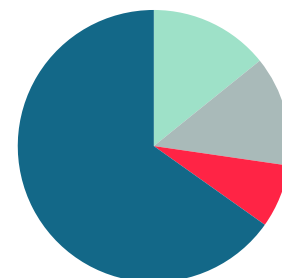
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	160,000	199,000	24.38%
Median Sale Price	150,000	189,000	26.00%
Median Percent of Selling Price to List Price	95.12%	95.83%	0.75%
Median Days on Market to Sale	28.00	25.00	-10.71%
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.

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 **26.00%** in December 2023 to \$189,000 versus the previous year at \$150,000.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 3.00 days or **10.71%** in December 2023 compared to last year's same month at **28.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median 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.

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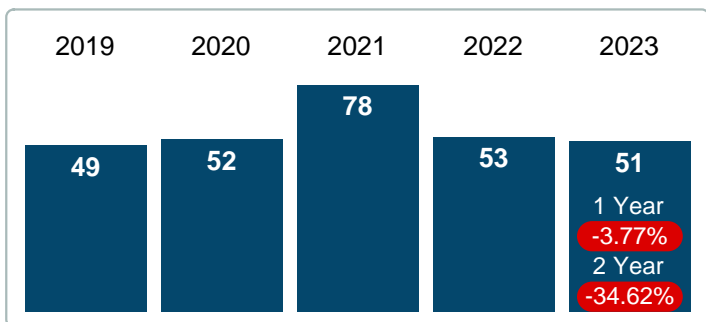
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



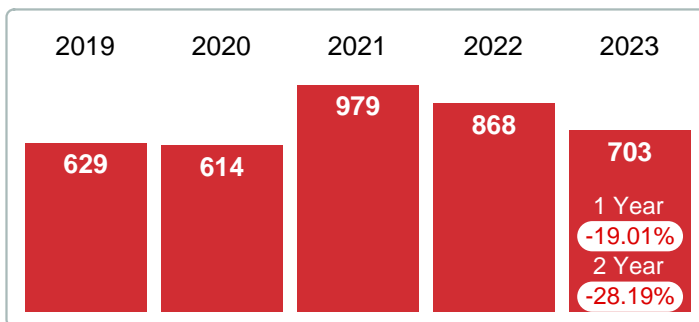
CLOSED LISTINGS

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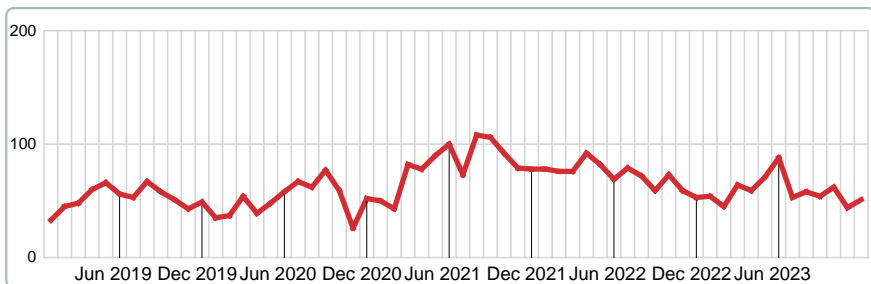
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57

High Aug 2021: 108 | Low Nov 2020: 26

Closed Listings this month at **51**
 below the 5 yr DEC average of **57**

- OCT**: 62 (Blue bar)
- NOV**: 44 (Red bar, -29.03% vs avg)
- DEC**: 51 (Green bar, 15.91% vs avg)

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	7.84%	9.5	3	1	0	0
\$50,001 - \$100,000	6	11.76%	45.0	6	0	0	0
\$100,001 - \$150,000	9	17.65%	19.0	4	5	0	0
\$150,001 - \$200,000	9	17.65%	19.0	0	6	3	0
\$200,001 - \$325,000	11	21.57%	31.0	3	7	1	0
\$325,001 - \$350,000	7	13.73%	25.0	0	6	0	1
\$350,001 and up	5	9.80%	32.0	1	2	1	1
Total Closed Units	51			17	27	5	2
Total Closed Volume	10,715,700	100%	25.0	2.21M	6.55M	1.24M	713.00K
Median Closed Price	\$189,000			\$100,000	\$210,000	\$189,000	\$356,500

December 2023



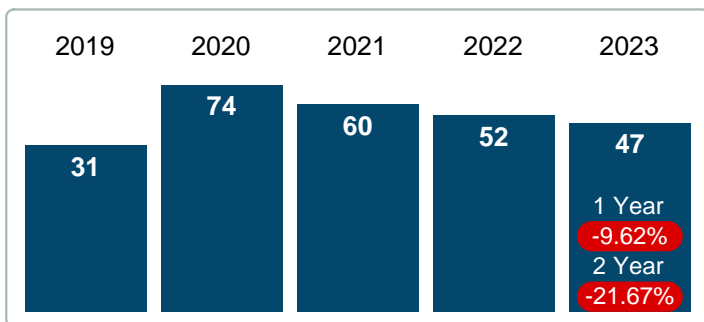
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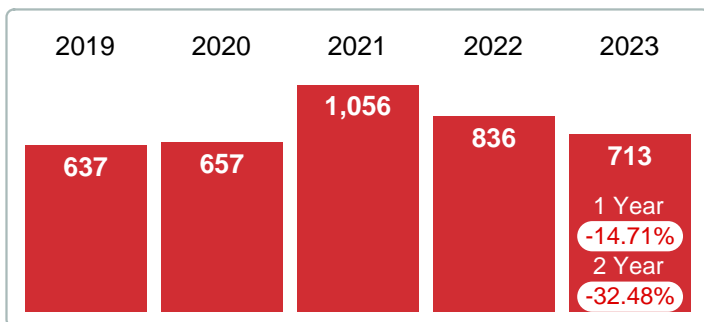
PENDING LISTINGS

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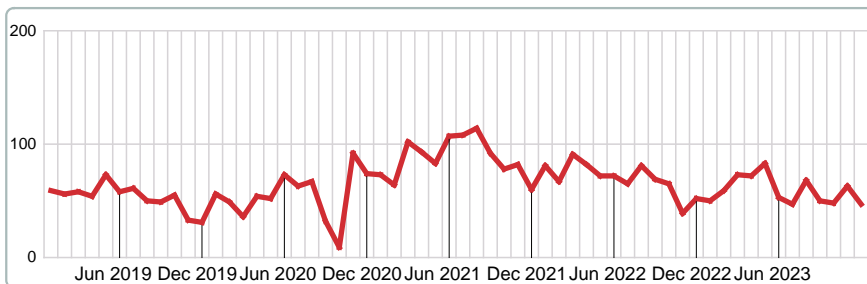
DECEMBER



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

- OCT 48
- NOV 63 (31.25%)
- DEC 47 (-25.40%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	50.0	5	1	0	0
\$75,001 - \$150,000	10	21.28%	16.0	5	4	1	0
\$150,001 - \$200,000	11	23.40%	57.0	0	7	4	0
\$200,001 - \$325,000	8	17.02%	78.0	1	5	2	0
\$325,001 - \$425,000	4	8.51%	44.5	1	3	0	0
\$425,001 and up	7	14.89%	11.0	0	5	1	1
Total Pending Units	47			12	26	8	1
Total Pending Volume	10,509,300	100%	38.0	1.36M	6.76M	1.76M	625.00K
Median Listing Price	\$189,900			\$85,000	\$207,000	\$199,000	\$625,000

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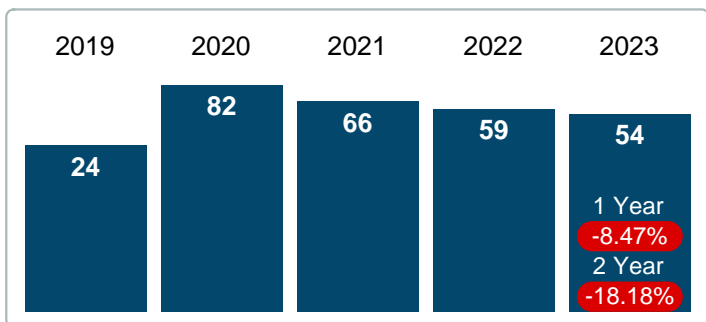
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



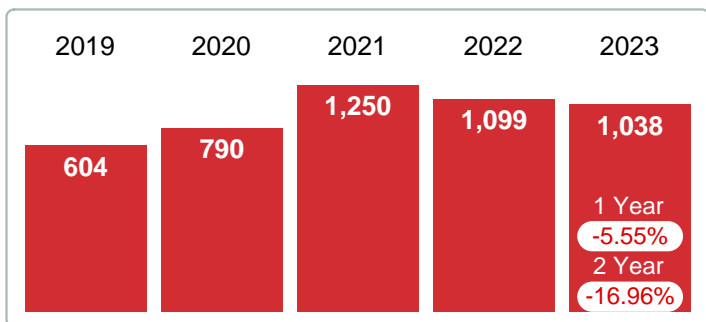
NEW LISTINGS

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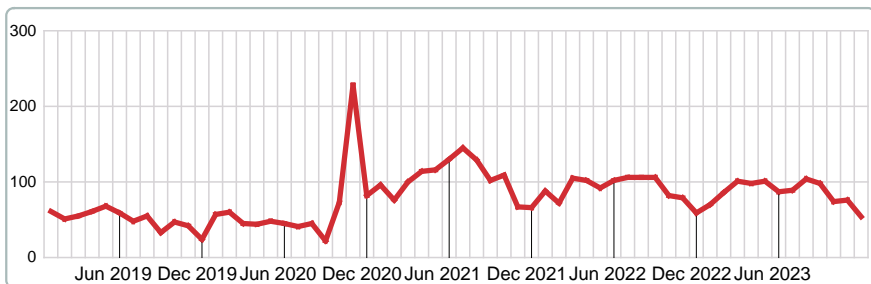
DECEMBER



YEAR TO DATE (YTD)

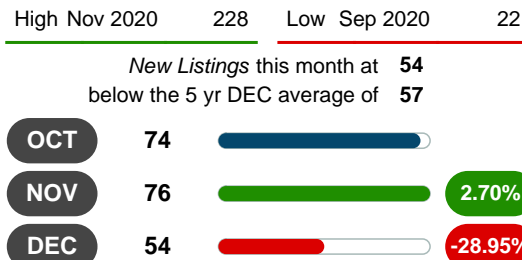


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.26%	2	2	1	0
\$100,001 - \$150,000	7	12.96%	2	4	0	1
\$150,001 - \$175,000	6	11.11%	1	4	1	0
\$175,001 - \$325,000	16	29.63%	2	11	3	0
\$325,001 - \$375,000	2	3.70%	0	0	2	0
\$375,001 - \$475,000	11	20.37%	0	5	4	2
\$475,001 and up	7	12.96%	0	3	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
Median New Listed Listing Price	\$248,450		\$120,000	\$215,000	\$389,900	\$399,000

December 2023



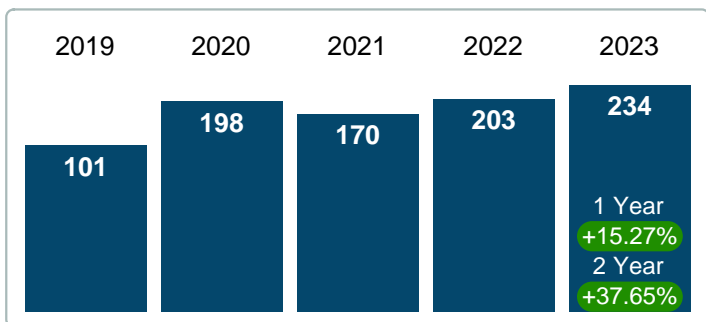
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



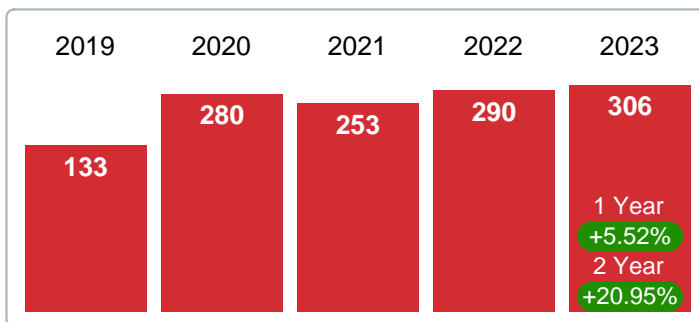
ACTIVE INVENTORY

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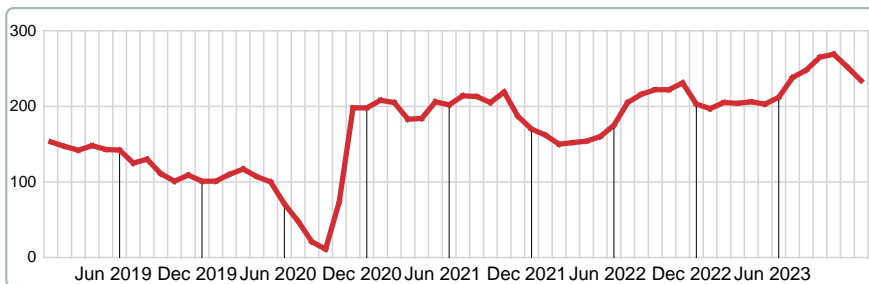
END OF DECEMBER



ACTIVE DURING DECEMBER

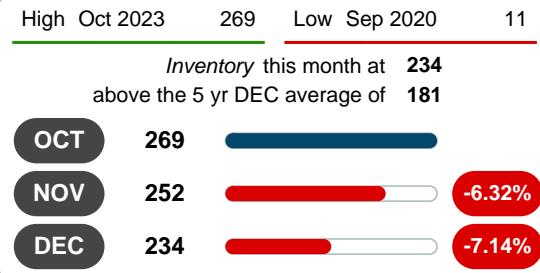


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 181



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	20	8.55%	91.0	13	6	1	0
\$100,001 - \$125,000	14	5.98%	67.0	9	5	0	0
\$125,001 - \$175,000	43	18.38%	68.0	11	27	4	1
\$175,001 - \$275,000	57	24.36%	96.0	7	37	12	1
\$275,001 - \$425,000	50	21.37%	77.5	4	30	11	5
\$425,001 - \$650,000	27	11.54%	103.0	2	12	10	3
\$650,001 and up	23	9.83%	129.0	0	11	8	4
Total Active Inventory by Units	234			46	128	46	14
Total Active Inventory by Volume	82,657,774	100%	91.5	7.46M	42.46M	23.87M	8.87M
Median Active Inventory Listing Price	\$246,000			\$129,750	\$249,500	\$357,000	\$462,000

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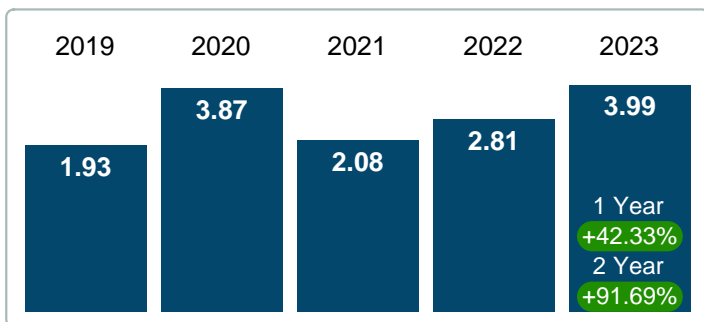
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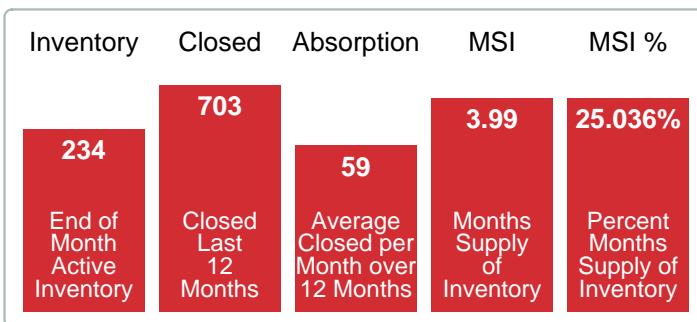
MONTHS SUPPLY of INVENTORY (MSI)

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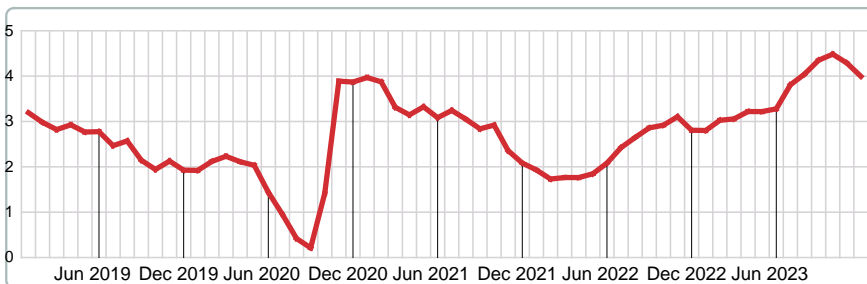
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

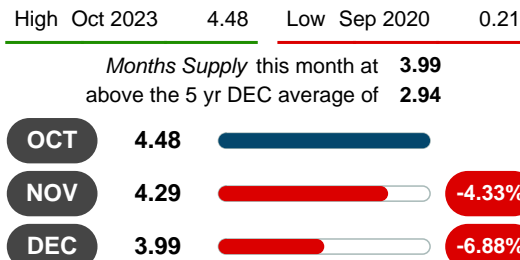


5 YEAR MARKET ACTIVITY TRENDS



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

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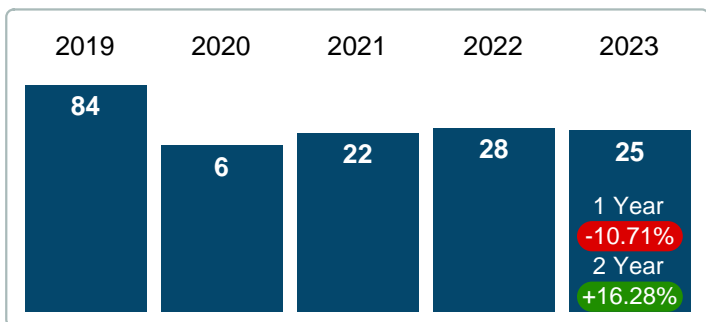
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



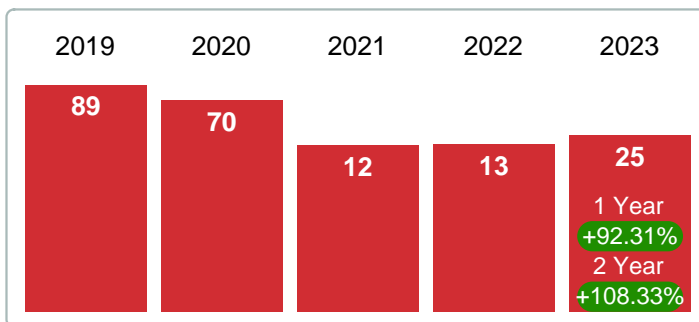
MEDIAN DAYS ON MARKET TO SALE

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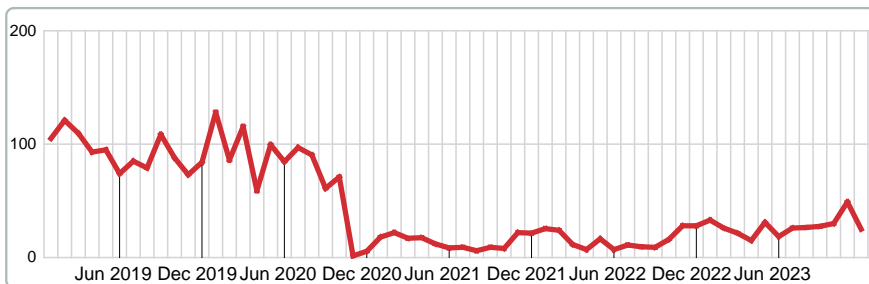
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

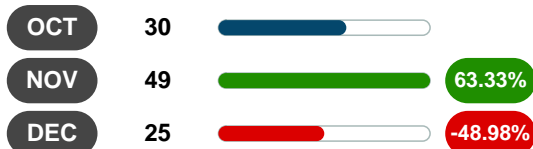


3 MONTHS

5 year DEC AVG = 33

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 25 below the 5 yr DEC average of 33



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	7.84%	10	4	15	0	0
\$50,001 - \$100,000	11.76%	45	45	0	0	0
\$100,001 - \$150,000	17.65%	19	19	19	0	0
\$150,001 - \$200,000	17.65%	19	0	16	20	0
\$200,001 - \$325,000	21.57%	31	74	27	36	0
\$325,001 - \$350,000	13.73%	25	0	16	0	121
\$350,001 and up	9.80%	32	41	25	42	18
Median Closed DOM		25	41	19	36	70
Total Closed Units	100%	25.0	17	27	5	2
Total Closed Volume		10,715,700	2.21M	6.55M	1.24M	713.00K

December 2023



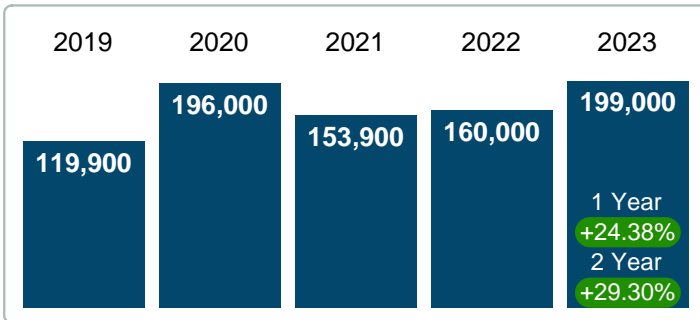
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



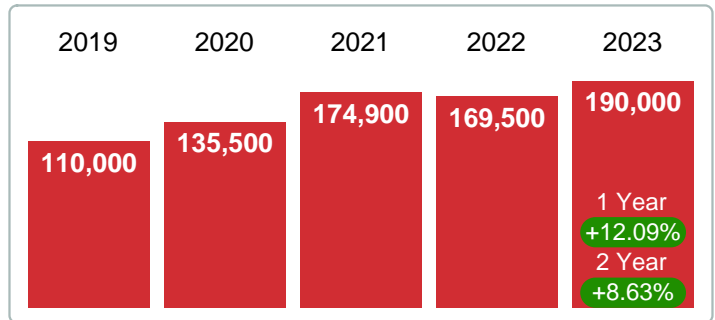
MEDIAN LIST PRICE AT CLOSING

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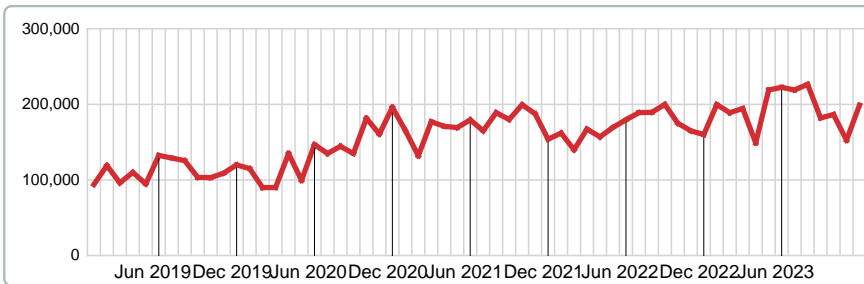
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

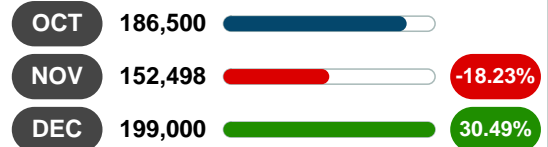


3 MONTHS

5 year DEC AVG = 165,760

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

Median List Price at Closing this month at **199,000**
above the 5 yr DEC average of **165,760**



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	3	5.88%	30,000	27,500	50,000	0	0
\$50,001 - \$100,000	7	13.73%	77,900	77,900	0	0	0
\$100,001 - \$150,000	8	15.69%	128,000	117,500	138,000	0	0
\$150,001 - \$200,000	10	19.61%	167,450	0	165,000	199,000	0
\$200,001 - \$325,000	10	19.61%	254,950	240,000	249,900	289,900	0
\$325,001 - \$350,000	6	11.76%	349,000	350,000	347,000	0	349,000
\$350,001 and up	7	13.73%	425,000	465,000	424,900	425,000	399,000
Median List Price			199,000	100,000	209,900	199,000	374,000
Total Closed Units		100%	199,000	17	27	5	2
Total Closed Volume			11,229,150	2.39M	6.83M	1.26M	748.00K

December 2023



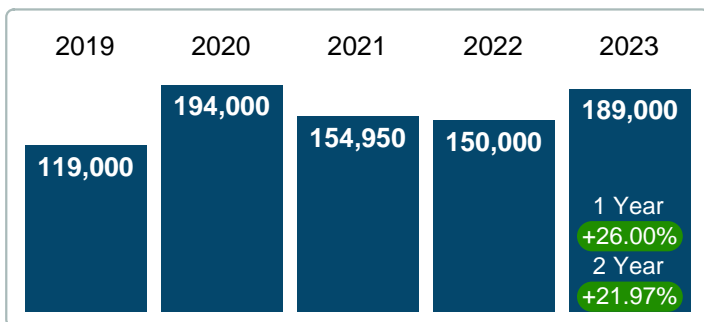
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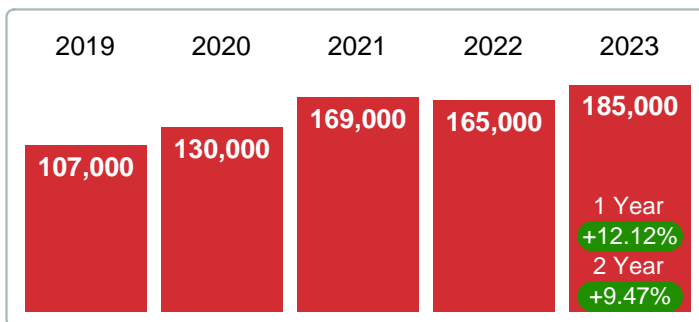
MEDIAN SOLD PRICE AT CLOSING

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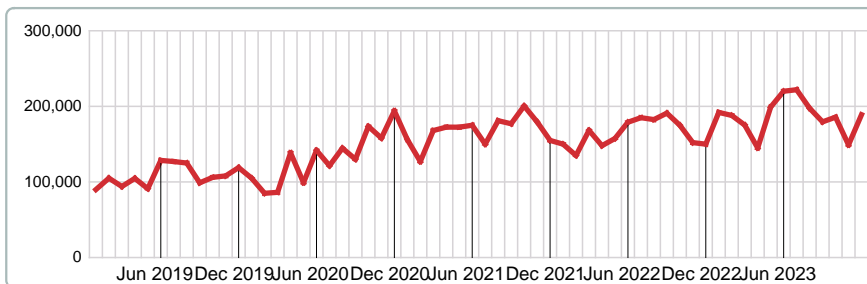
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

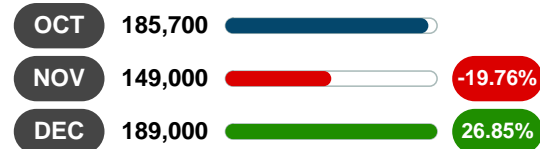


3 MONTHS

5 year DEC AVG = 161,390

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

Median Sold Price at Closing this month at **189,000** above the 5 yr DEC average of **161,390**



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	7.84%	35,750	30,000	41,500	0	0
\$50,001 - \$100,000	11.76%	70,500	70,500	0	0	0
\$100,001 - \$150,000	17.65%	126,000	118,000	135,000	0	0
\$150,001 - \$200,000	17.65%	169,000	0	165,000	185,000	0
\$200,001 - \$325,000	21.57%	240,000	250,000	232,500	289,900	0
\$325,001 - \$350,000	13.73%	345,000	0	345,000	0	330,000
\$350,001 and up	9.80%	425,000	450,000	568,750	425,000	383,000
Median Sold Price		189,000	100,000	210,000	189,000	356,500
Total Closed Units		51	17	27	5	2
Total Closed Volume		10,715,700	2.21M	6.55M	1.24M	713.00K

December 2023



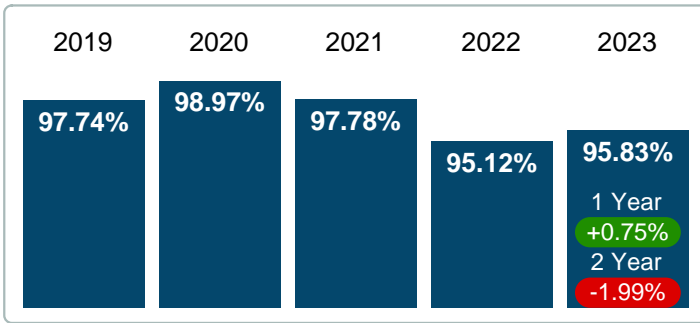
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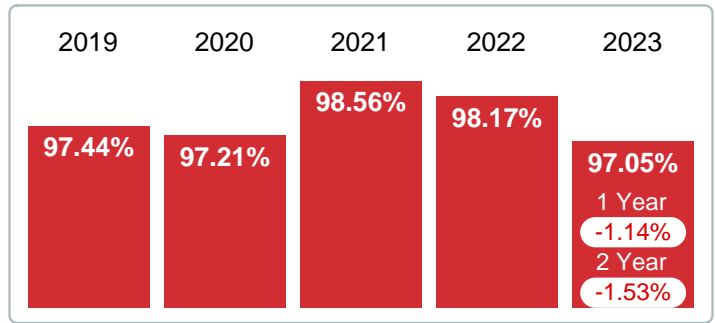
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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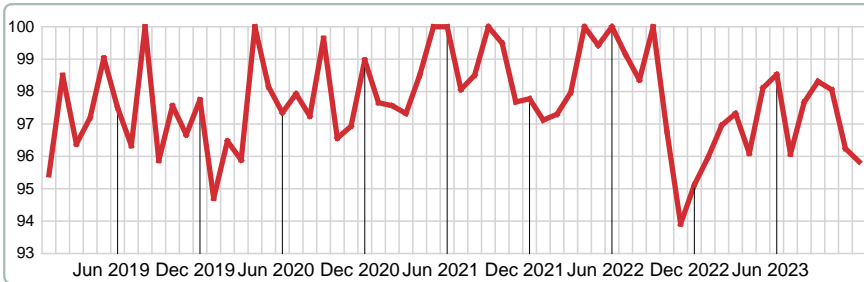
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

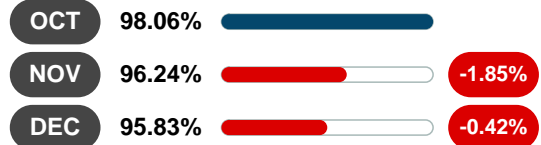


3 MONTHS

5 year DEC AVG = 97.09%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **95.83%**
below the 5 yr DEC average of **97.09%**



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	7.84%	89.50%	96.00%	83.00%	0.00%	0.00%
\$50,001 - \$100,000	6	11.76%	92.42%	92.42%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	9	17.65%	95.54%	97.77%	93.10%	0.00%	0.00%
\$150,001 - \$200,000	9	17.65%	97.61%	0.00%	98.54%	94.97%	0.00%
\$200,001 - \$325,000	11	21.57%	95.45%	94.34%	98.57%	100.00%	0.00%
\$325,001 - \$350,000	7	13.73%	96.52%	0.00%	97.55%	0.00%	94.56%
\$350,001 and up	5	9.80%	95.99%	96.77%	94.73%	100.00%	95.99%
Median Sold/List Ratio		95.83%		95.35%	96.52%	99.67%	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



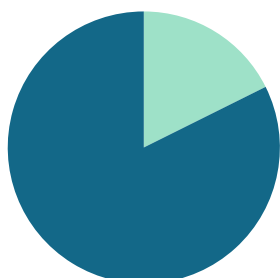
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY



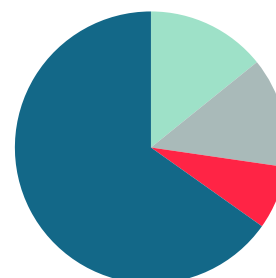
Inventory

- 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%
Median List Price	160,000	199,000	24.38%	169,500	190,000	12.09%
Median Sale Price	150,000	189,000	26.00%	165,000	185,000	12.12%
Median Percent of Selling Price to List Price	95.12%	95.83%	0.75%	98.17%	97.05%	-1.14%
Median Days on Market to Sale	28.00	25.00	-10.71%	13.00	25.00	92.31%
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

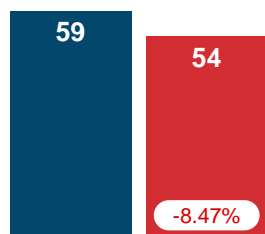
Inventory on December 31, 2023 = **234**

2022 **2023**

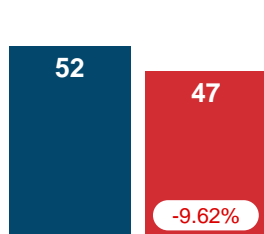
DECEMBER MARKET

MEDIAN PRICES

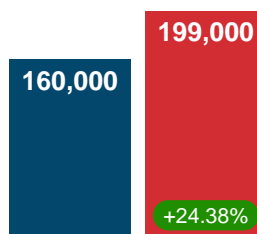
New Listings



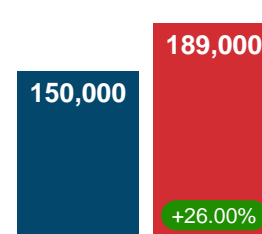
Pending Listings



List Price



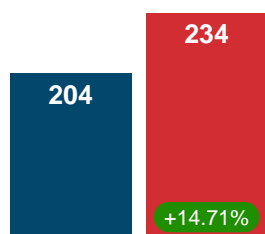
Sale Price



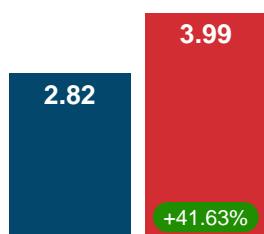
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

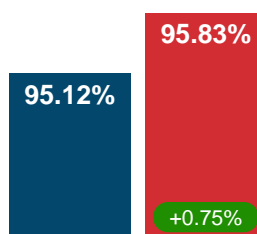
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

