

September 2022



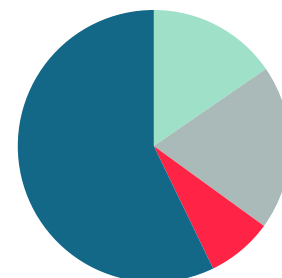
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2022 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	106	59	-44.34%
Pending Listings	92	75	-18.48%
New Listings	102	106	3.92%
Median List Price	180,000	199,900	11.06%
Median Sale Price	177,000	191,000	7.91%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	9.00	0.00%
End of Month Inventory	364	219	-39.84%
Months Supply of Inventory	5.04	2.82	-44.03%



■ Closed (15.40%)
■ Pending (19.58%)
■ Other OffMarket (7.83%)
■ Active (57.18%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of September 30, 2022 = **219**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **39.84%** to 219 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **2.82** 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 **7.91%** in September 2022 to \$191,000 versus the previous year at \$177,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in September 2022 compared to last year's same month at **9.00** DOM.

Sales Success for September 2022 is Positive

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

There were 106 New Listings in September 2022, up **3.92%** from last year at 102. Furthermore, there were 59 Closed Listings this month versus last year at 106, a **-44.34%** decrease.

Closed versus Listed trends yielded a **55.7%** ratio, down from previous year's, September 2021, at **103.9%**, a **46.44%** downswing. This will certainly create pressure on a decreasing 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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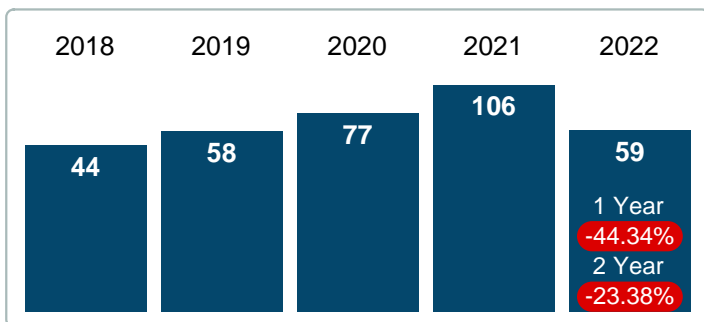
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



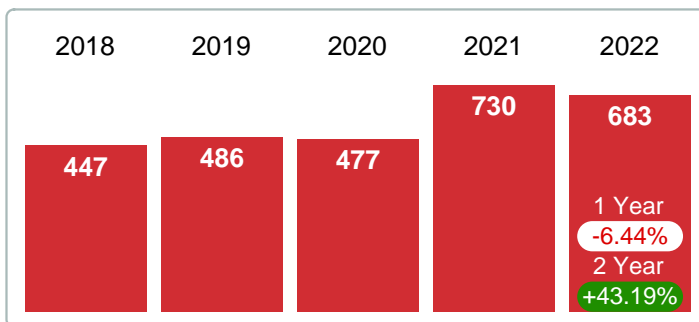
CLOSED LISTINGS

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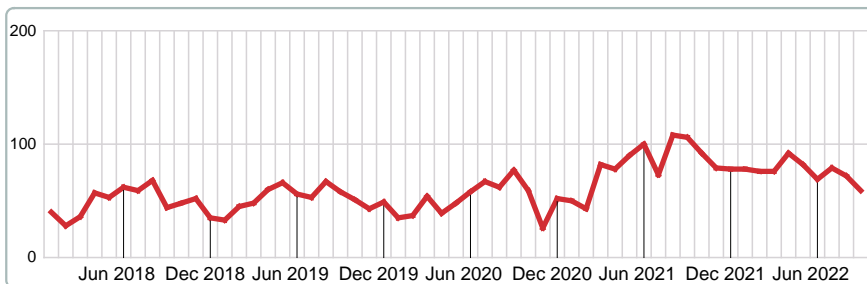
SEPTEMBER



YEAR TO DATE (YTD)

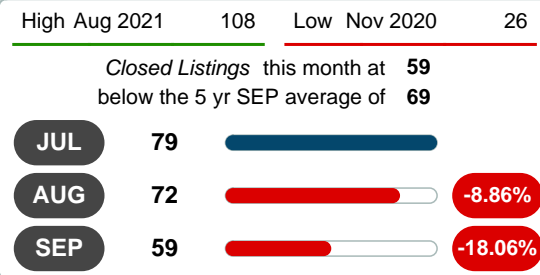


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 69



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	5	8.47%	10.0	3	2	0	0
\$50,001 - \$100,000	7	11.86%	15.0	4	3	0	0
\$100,001 - \$150,000	8	13.56%	10.5	3	4	1	0
\$150,001 - \$225,000	14	23.73%	10.0	4	9	1	0
\$225,001 - \$250,000	6	10.17%	19.0	0	3	3	0
\$250,001 - \$350,000	13	22.03%	8.0	1	8	4	0
\$350,001 and up	6	10.17%	6.0	1	1	3	1
Total Closed Units	59			16	30	12	1
Total Closed Volume	12,273,400	100%	9.0	2.28M	5.68M	3.79M	530.00K
Median Closed Price	\$191,000			\$141,000	\$189,000	\$279,950	\$530,000

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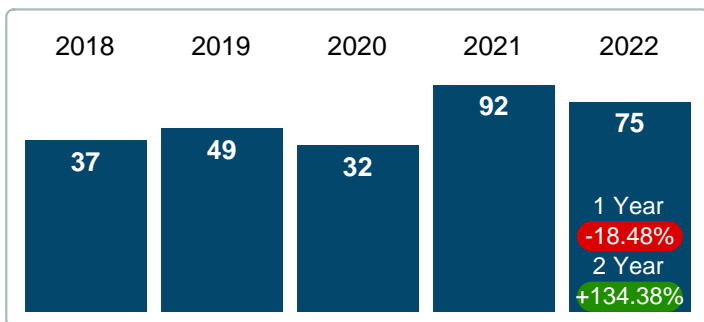
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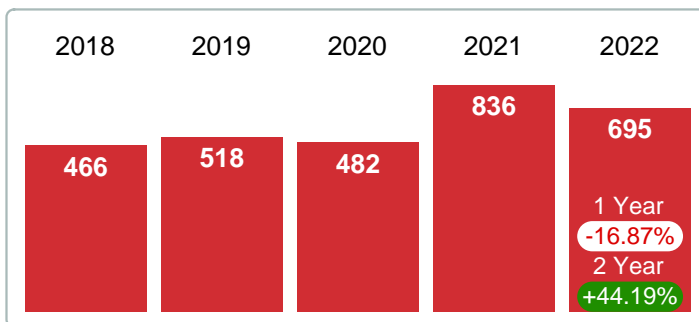
PENDING LISTINGS

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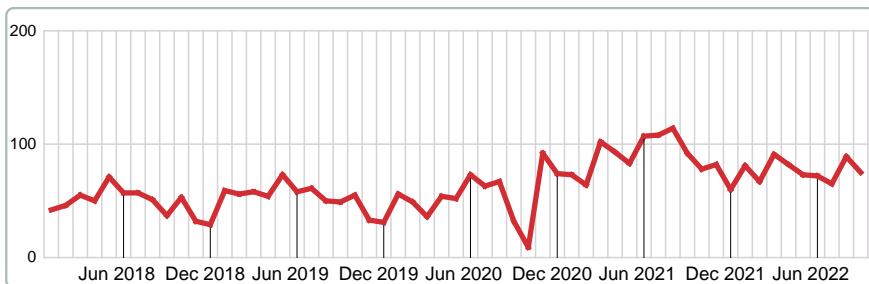
SEPTEMBER



YEAR TO DATE (YTD)

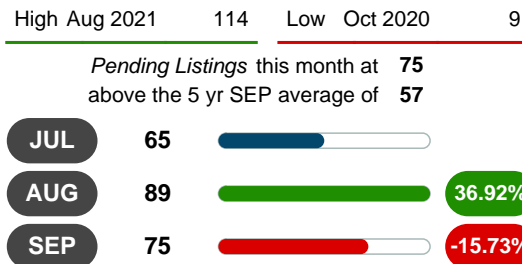


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 57



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	5	6.67%	5.0	2	3	0	0
\$50,001 - \$75,000	9	12.00%	29.0	6	3	0	0
\$75,001 - \$150,000	13	17.33%	10.0	5	6	2	0
\$150,001 - \$225,000	19	25.33%	14.0	4	12	3	0
\$225,001 - \$300,000	10	13.33%	34.0	0	7	3	0
\$300,001 - \$475,000	12	16.00%	31.5	1	6	5	0
\$475,001 and up	7	9.33%	35.0	0	4	2	1
Total Pending Units	75			18	41	15	1
Total Pending Volume	17,912,400	100%	18.0	2.12M	9.78M	4.82M	1.20M
Median Listing Price	\$179,900			\$82,400	\$199,900	\$290,000	\$1,200,000

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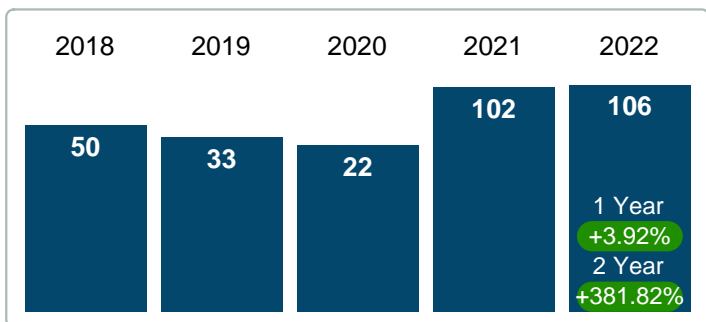
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



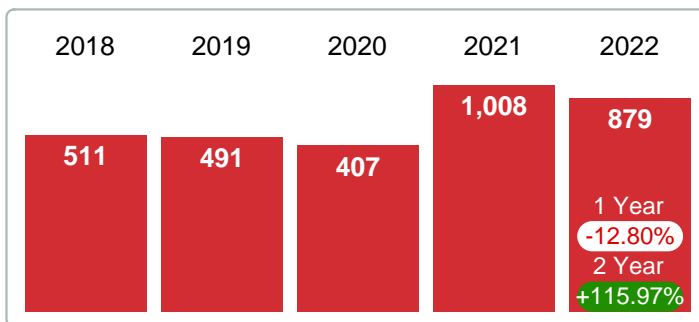
NEW LISTINGS

Report produced on Oct 11, 2022 for MLS Technology Inc.

SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **106**
above the 5 yr SEP average of **63**

JUL	106	
AUG	106	0.00%
SEP	106	0.00%

Distribution of New Listings by Price Range

%

\$50,000 and less	11	10.38%
\$50,001 - \$75,000	3	2.83%
\$75,001 - \$125,000	17	16.04%
\$125,001 - \$225,000	30	28.30%
\$225,001 - \$350,000	22	20.75%
\$350,001 - \$475,000	13	12.26%
\$475,001 and up	10	9.43%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	5	5	1	0
	2	1	0	0
	7	9	1	0
	7	21	2	0
	2	10	10	0
	1	8	3	1
	0	9	1	0
	24	63	18	1
	3.13M	16.36M	8.45M	475.00K
	\$94,900	\$198,000	\$274,000	\$475,000

Total New Listed Units	106	
Total New Listed Volume	28,416,498	100%
Median New Listed Listing Price	\$175,000	

September 2022



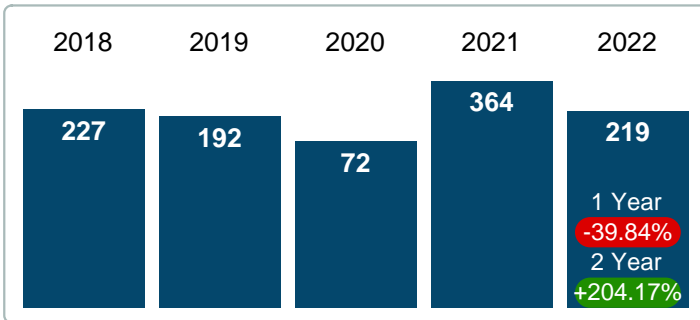
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



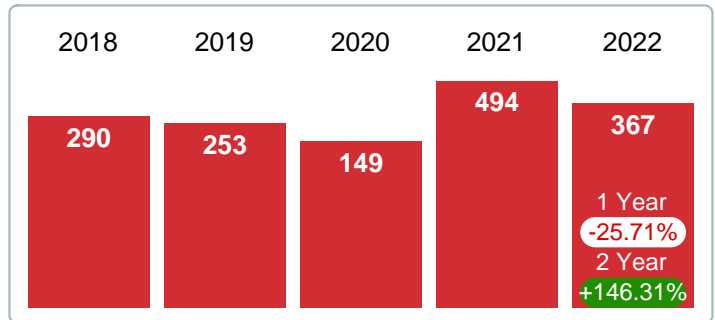
ACTIVE INVENTORY

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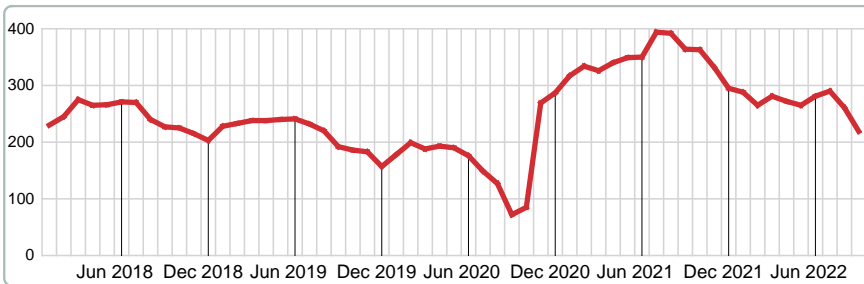
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

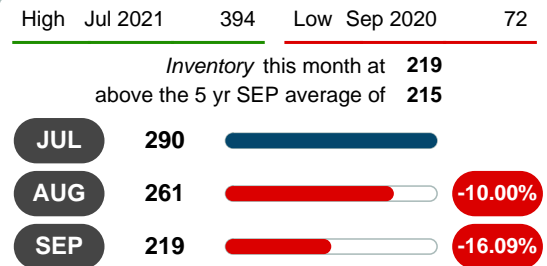


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 215



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	6.85%	25.0	8	6	1	0
\$50,001 - \$75,000	15	6.85%	77.0	8	5	1	1
\$75,001 - \$150,000	48	21.92%	35.5	19	26	3	0
\$150,001 - \$275,000	57	26.03%	42.0	4	43	9	1
\$275,001 - \$375,000	29	13.24%	76.0	2	21	6	0
\$375,001 - \$550,000	33	15.07%	74.0	2	20	6	5
\$550,001 and up	22	10.05%	66.5	0	14	4	4
Total Active Inventory by Units	219			43	135	30	11
Total Active Inventory by Volume	66,900,598	100%	53.0	5.21M	41.21M	13.41M	7.07M
Median Active Inventory Listing Price	\$199,500			\$89,900	\$219,900	\$282,000	\$539,000

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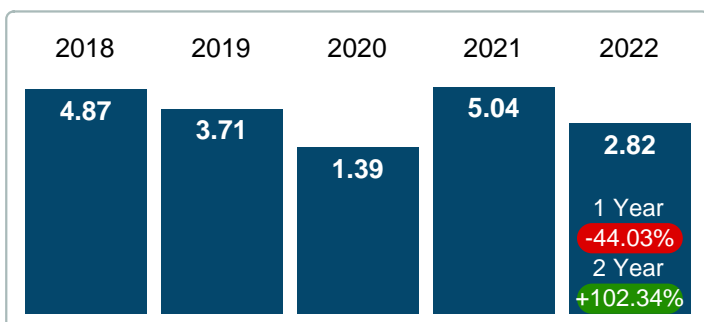
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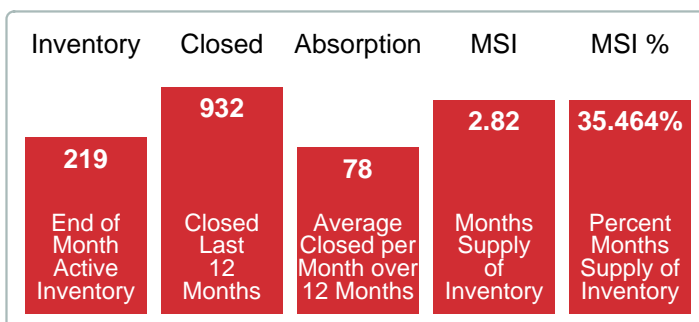
MONTHS SUPPLY of INVENTORY (MSI)

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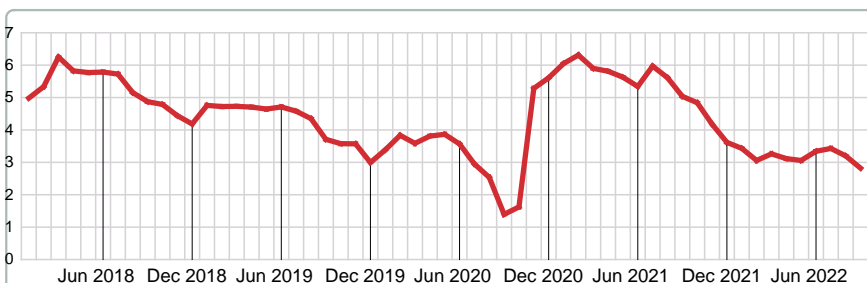
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

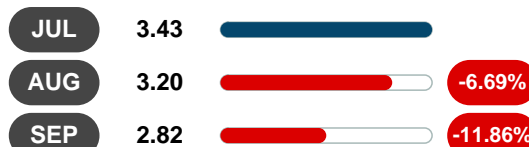


3 MONTHS

5 year SEP AVG = 3.57

High Feb 2021 6.31 Low Sep 2020 1.39

Months Supply this month at **2.82**
below the 5 yr SEP average of **3.57**



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
\$50,000 and less	15	6.85%	2.40	2.04	2.88	6.00	0.00
\$50,001 - \$75,000	15	6.85%	2.47	2.46	1.94	4.00	0.00
\$75,001 - \$150,000	48	21.92%	2.18	2.78	2.04	1.44	0.00
\$150,001 - \$275,000	57	26.03%	2.18	1.55	2.43	1.61	3.00
\$275,001 - \$375,000	29	13.24%	3.66	4.80	5.25	1.95	0.00
\$375,001 - \$550,000	33	15.07%	4.83	3.43	6.00	2.67	7.50
\$550,001 and up	22	10.05%	9.10	0.00	24.00	3.20	9.60
Market Supply of Inventory (MSI)			2.82	2.42	3.14	2.05	4.89
Total Active Inventory by Units		100%	2.82	43	135	30	11

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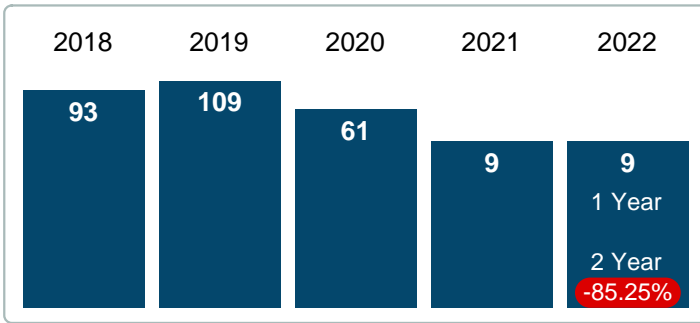
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



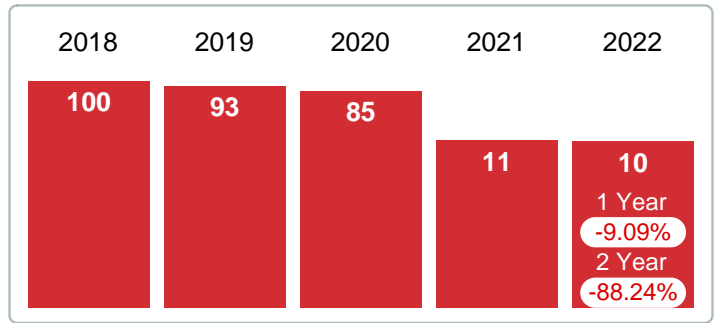
MEDIAN DAYS ON MARKET TO SALE

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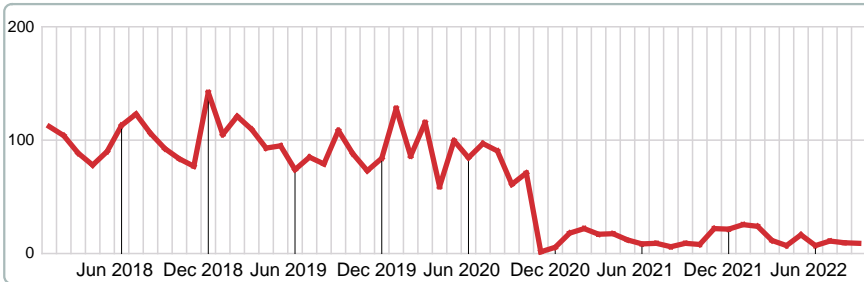
SEPTEMBER



YEAR TO DATE (YTD)

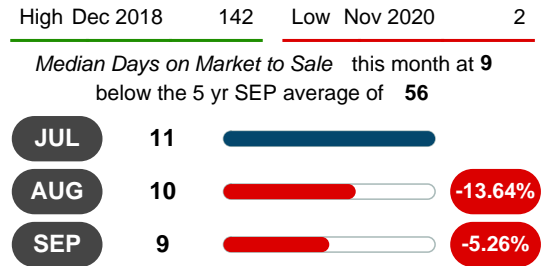


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



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	5	8.47%	10	10	6	0	0
\$50,001 - \$100,000	7	11.86%	15	19	5	0	0
\$100,001 - \$150,000	8	13.56%	11	18	12	3	0
\$150,001 - \$225,000	14	23.73%	10	6	33	5	0
\$225,001 - \$250,000	6	10.17%	19	0	7	40	0
\$250,001 - \$350,000	13	22.03%	8	14	4	38	0
\$350,001 and up	6	10.17%	6	3	262	3	73
Median Closed DOM	9		9.0	12	8	9	73
Total Closed Units	59	100%	9.0	16	30	12	1
Total Closed Volume	12,273,400			2.28M	5.68M	3.79M	530.00K

September 2022



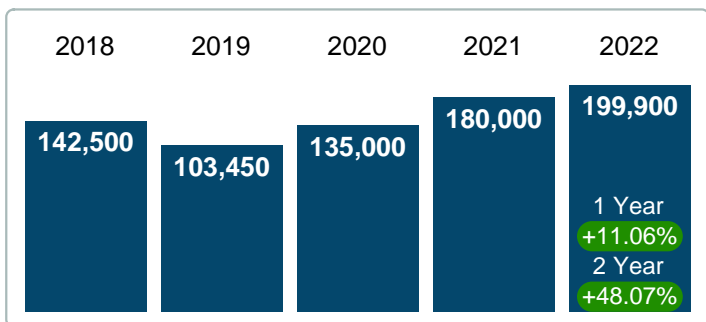
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



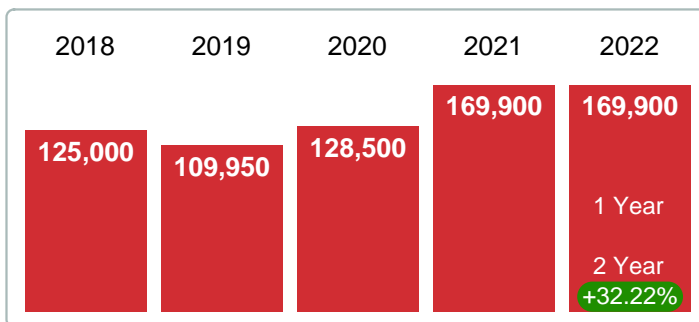
MEDIAN LIST PRICE AT CLOSING

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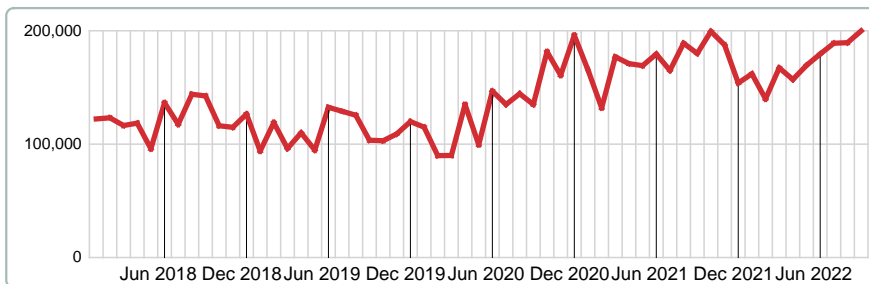
SEPTEMBER



YEAR TO DATE (YTD)

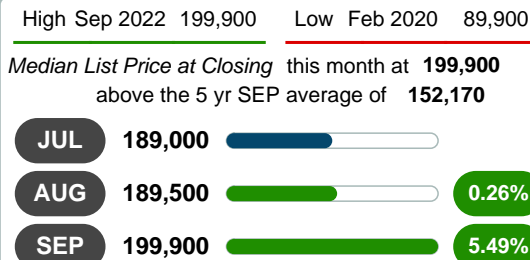


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 152,170



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	5	8.47%	35,000	35,000	38,750	0	0
\$50,001 - \$100,000	7	11.86%	85,000	82,000	85,000	0	0
\$100,001 - \$150,000	9	15.25%	140,000	149,450	130,500	115,000	0
\$150,001 - \$225,000	14	23.73%	189,000	188,000	189,000	210,000	0
\$225,001 - \$250,000	6	10.17%	239,450	0	250,000	234,900	0
\$250,001 - \$350,000	10	16.95%	284,500	335,000	274,750	289,900	0
\$350,001 and up	8	13.56%	387,000	389,000	375,000	440,000	559,000
Median List Price			199,900	146,950	194,450	284,450	559,000
Total Closed Units		100%	199,900	16	30	12	1
Total Closed Volume			12,594,199	2.31M	5.89M	3.84M	559.00K

September 2022



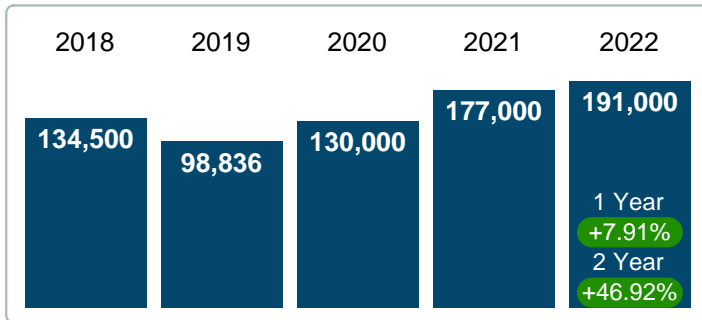
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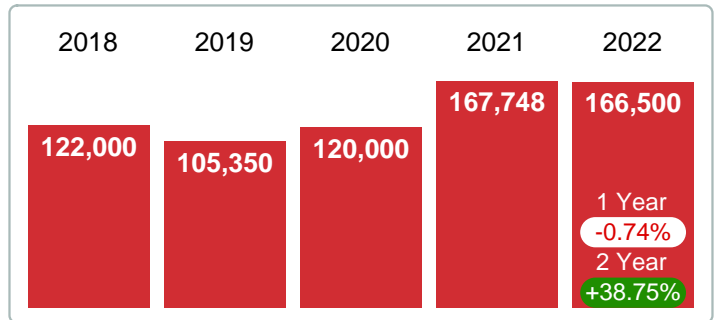
MEDIAN SOLD PRICE AT CLOSING

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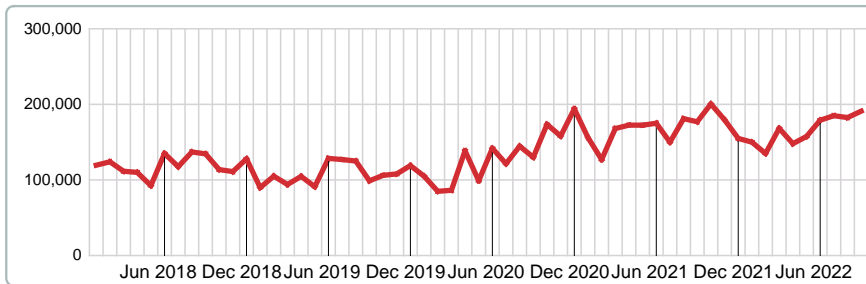
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

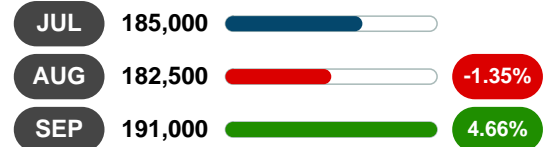


3 MONTHS

5 year SEP AVG = 146,267

High Oct 2021 200,500 Low Feb 2020 85,000

Median Sold Price at Closing this month at **191,000**
above the 5 yr SEP average of **146,267**



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	8.47%	37,500	30,000	43,500	0	0
\$50,001 - \$100,000	11.86%	85,000	80,500	85,000	0	0
\$100,001 - \$150,000	13.56%	132,500	142,000	121,800	120,000	0
\$150,001 - \$225,000	23.73%	184,500	170,750	185,000	210,000	0
\$225,001 - \$250,000	10.17%	236,450	0	230,000	238,000	0
\$250,001 - \$350,000	22.03%	280,000	342,000	267,500	317,450	0
\$350,001 and up	10.17%	435,000	390,000	375,000	480,000	530,000
Median Sold Price		191,000	141,000	189,000	279,950	530,000
Total Closed Units	100%	191,000	16	30	12	1
Total Closed Volume		12,273,400	2.28M	5.68M	3.79M	530.00K

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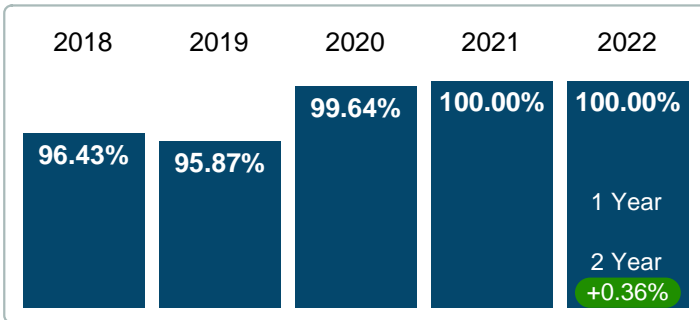
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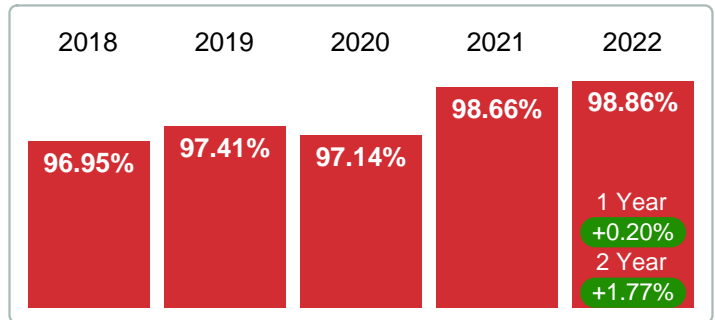
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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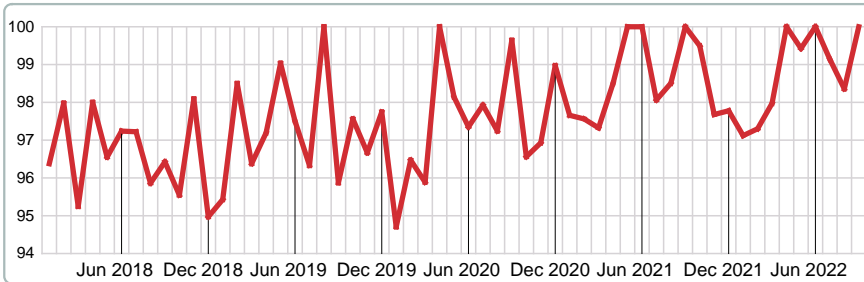
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

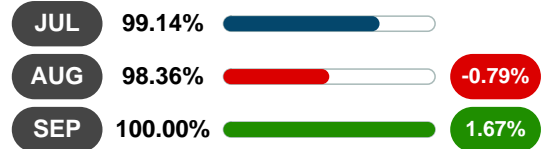


3 MONTHS

5 year SEP AVG = 98.39%

High Sep 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **98.39%**



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	5	8.47%	100.00%	86.21%	114.62%	0.00%	0.00%
\$50,001 - \$100,000	7	11.86%	100.00%	100.51%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	8	13.56%	99.00%	98.00%	96.83%	104.35%	0.00%
\$150,001 - \$225,000	14	23.73%	97.75%	97.75%	97.00%	100.00%	0.00%
\$225,001 - \$250,000	6	10.17%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$350,000	13	22.03%	100.00%	102.09%	98.49%	100.00%	0.00%
\$350,001 and up	6	10.17%	99.23%	100.26%	100.00%	98.46%	94.81%
Median Sold/List Ratio		100.00%		99.00%	100.00%	100.00%	94.81%
Total Closed Units		59	100%	16	30	12	1
Total Closed Volume		12,273,400		2.28M	5.68M	3.79M	530.00K

September 2022



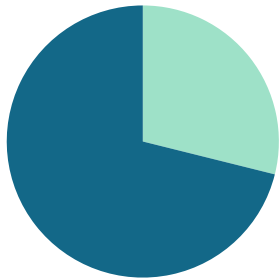
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Oct 11, 2022 for MLS Technology Inc.

INVENTORY

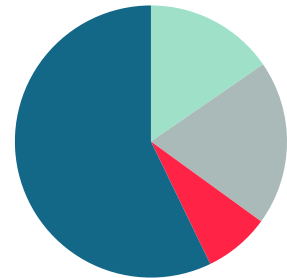


Inventory
 New Listings
106 = 28.88%
 Start Inventory
261
 Total Inventory Units
367
 Volume
\$104,807,997

Market Activity

Closed Sales
59 = 15.40%
 Pending Sales
75 = 19.58%
 Other Off Market
30 = 7.83%
 Active Inventory
219 = 57.18%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	106	59	-44.34%	730	683	-6.44%
Pending Sales	92	75	-18.48%	836	695	-16.87%
New Listings	102	106	3.92%	1,008	879	-12.80%
Median List Price	180,000	199,900	11.06%	169,900	169,900	0.00%
Median Sale Price	177,000	191,000	7.91%	167,748	166,500	-0.74%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.66%	98.86%	0.20%
Median Days on Market to Sale	9.00	9.00	0.00%	11.00	10.00	-9.09%
Monthly Inventory	364	219	-39.84%	364	219	-39.84%
Months Supply of Inventory	5.04	2.82	-44.03%	5.04	2.82	-44.03%

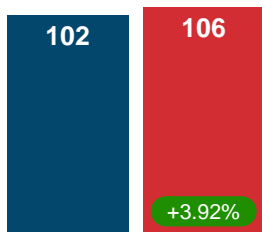
Absorption: Last 12 months, an Average of **78** Sales/Month

Inventory on September 30, 2022 = **219** 2021 2022

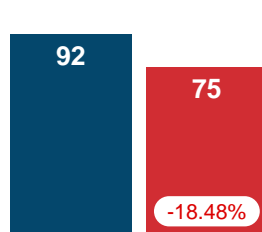
SEPTEMBER MARKET

MEDIAN PRICES

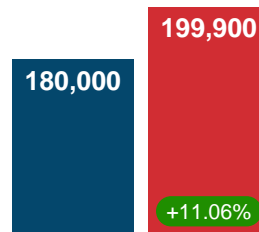
New Listings



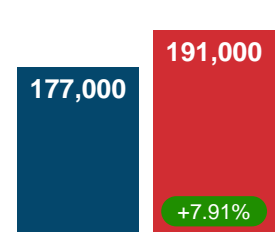
Pending Listings



List Price



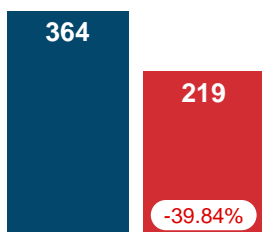
Sale Price



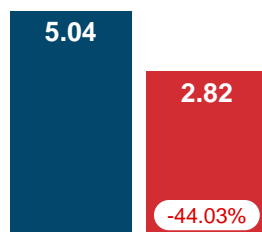
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%