

# August 2022



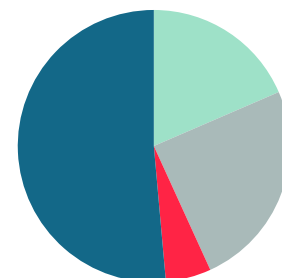
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	108	72	-33.33%
Pending Listings	114	96	-15.79%
New Listings	129	106	-17.83%
Median List Price	189,000	189,500	0.26%
Median Sale Price	181,000	182,500	0.83%
Median Percent of Selling Price to List Price	98.51%	98.36%	-0.15%
Median Days on Market to Sale	6.00	9.50	58.33%
End of Month Inventory	392	200	-48.98%
Months Supply of Inventory	5.61	2.45	-56.33%



■ Closed (18.51%)  
■ Pending (24.68%)  
■ Other OffMarket (5.40%)  
■ Active (51.41%)

**Absorption:** Last 12 months, an Average of **82** Sales/Month  
**Active Inventory** as of August 31, 2022 = **200**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2022 decreased **48.98%** to 200 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **2.45** 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 **0.83%** in August 2022 to \$182,500 versus the previous year at \$181,000.

#### Median Days on Market Lengthens

The median number of **9.50** days that homes spent on the market before selling increased by 3.50 days or **58.33%** in August 2022 compared to last year's same month at **6.00** DOM.

#### Sales Success for August 2022 is Positive

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

There were 106 New Listings in August 2022, down **17.83%** from last year at 129. Furthermore, there were 72 Closed Listings this month versus last year at 108, a **-33.33%** decrease.

Closed versus Listed trends yielded a **67.9%** ratio, down from previous year's, August 2021, at **83.7%**, a **18.87%** downswing. This will certainly create pressure on a decreasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# August 2022



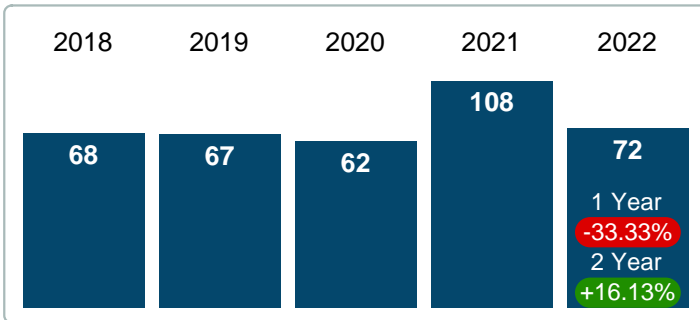
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



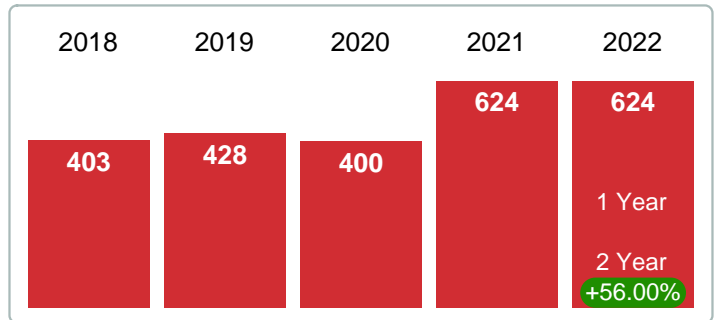
## CLOSED LISTINGS

Report produced on Sep 12, 2022 for MLS Technology Inc.

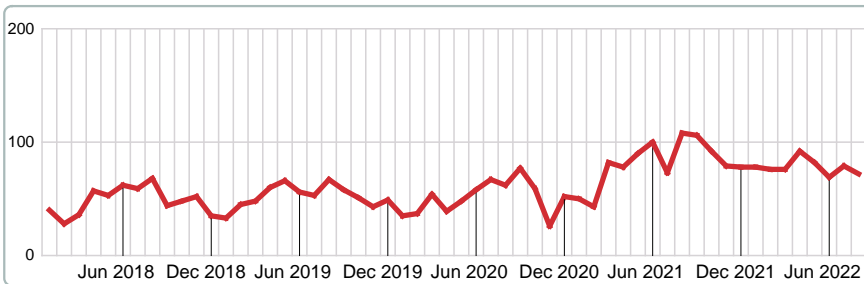
### AUGUST



### YEAR TO DATE (YTD)

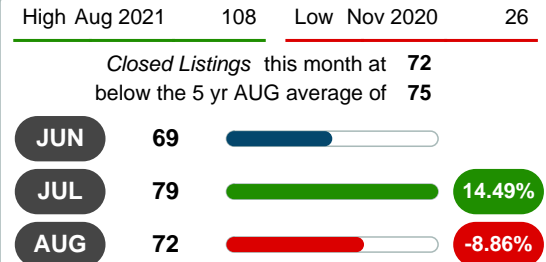


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 75



### 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	5.56%	35.5	2	1	1	0
\$50,001 - \$125,000	11	15.28%	6.0	4	7	0	0
\$125,001 - \$150,000	9	12.50%	1.0	4	5	0	0
\$150,001 - \$200,000	14	19.44%	9.5	4	9	1	0
\$200,001 - \$250,000	15	20.83%	12.0	0	10	5	0
\$250,001 - \$325,000	11	15.28%	10.0	2	5	4	0
\$325,001 and up	8	11.11%	54.5	1	3	4	0
<b>Total Closed Units</b>	<b>72</b>			<b>17</b>	<b>40</b>	<b>15</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>15,936,260</b>	<b>100%</b>	<b>9.5</b>	<b>2.52M</b>	<b>8.68M</b>	<b>4.74M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$182,500</b>			<b>\$131,400</b>	<b>\$177,500</b>	<b>\$279,000</b>	<b>\$0</b>

# August 2022



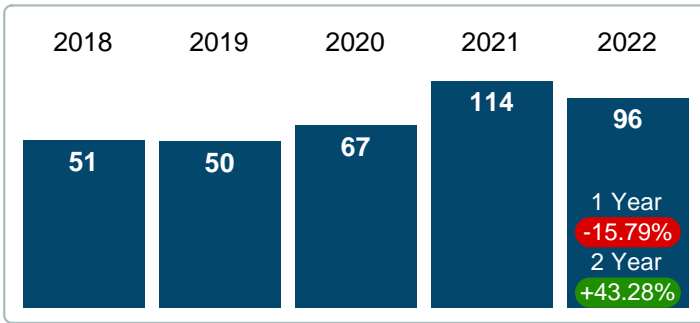
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



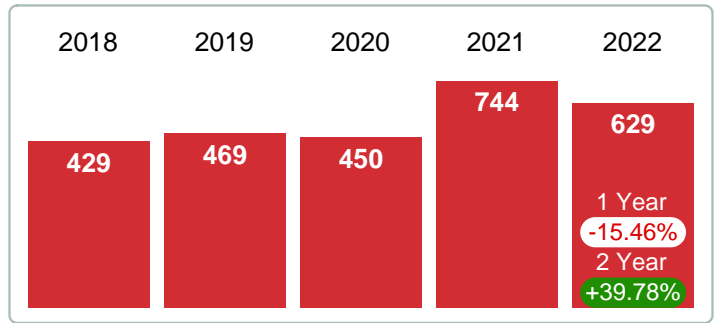
## PENDING LISTINGS

Report produced on Sep 12, 2022 for MLS Technology Inc.

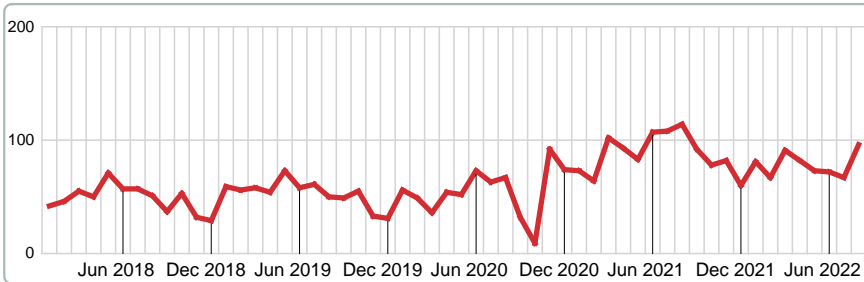
### AUGUST



### YEAR TO DATE (YTD)

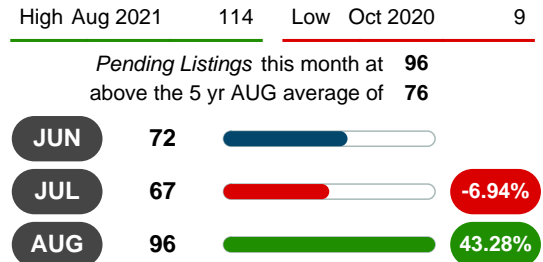


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 76



### 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	7	7.29%	13.0	5	1	1	0
\$50,001 - \$75,000	10	10.42%	17.0	5	5	0	0
\$75,001 - \$125,000	14	14.58%	26.5	8	4	1	1
\$125,001 - \$200,000	26	27.08%	18.5	7	17	2	0
\$200,001 - \$275,000	18	18.75%	10.5	1	13	3	1
\$275,001 - \$375,000	12	12.50%	51.0	1	8	3	0
\$375,001 and up	9	9.38%	67.0	1	2	5	1
<b>Total Pending Units</b>	<b>96</b>			<b>28</b>	<b>50</b>	<b>15</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>19,238,150</b>	<b>100%</b>	<b>21.0</b>	<b>3.42M</b>	<b>10.51M</b>	<b>4.38M</b>	<b>924.00K</b>
<b>Median Listing Price</b>	<b>\$186,500</b>			<b>\$94,000</b>	<b>\$199,000</b>	<b>\$285,000</b>	<b>\$275,000</b>

# August 2022



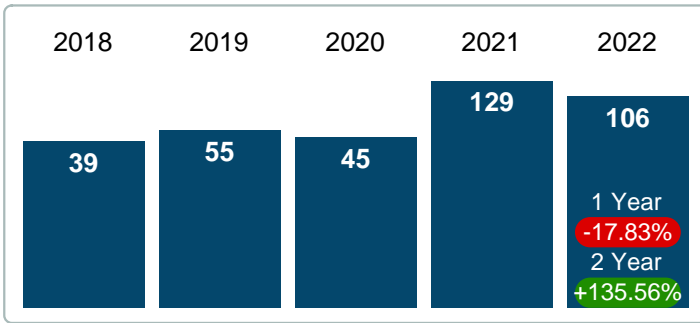
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



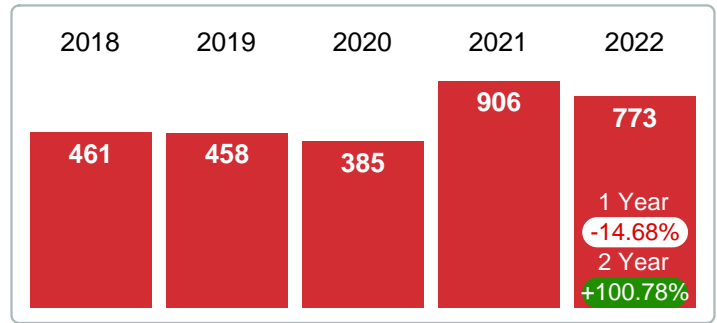
## NEW LISTINGS

Report produced on Sep 12, 2022 for MLS Technology Inc.

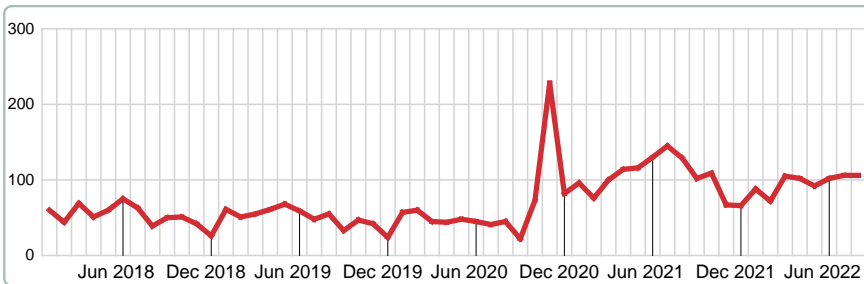
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

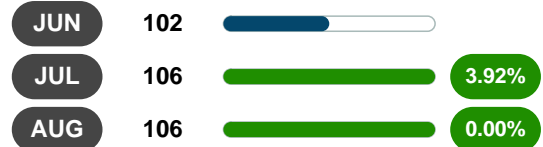


### 3 MONTHS

5 year AUG AVG = 75

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **106**  
above the 5 yr AUG average of **75**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.72%	4	1	0	0
\$50,001 - \$75,000	13	12.26%	7	6	0	0
\$75,001 - \$150,000	20	18.87%	7	12	1	0
\$150,001 - \$200,000	24	22.64%	2	21	1	0
\$200,001 - \$275,000	20	18.87%	1	16	3	0
\$275,001 - \$475,000	10	9.43%	0	10	0	0
\$475,001 and up	14	13.21%	0	5	7	2
<b>Total New Listed Units</b>	<b>106</b>		<b>21</b>	<b>71</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>26,739,550</b>	<b>100%</b>	<b>1.95M</b>	<b>18.10M</b>	<b>5.19M</b>	<b>1.50M</b>
<b>Median New Listed Listing Price</b>	<b>\$181,950</b>		<b>\$69,000</b>	<b>\$189,000</b>	<b>\$480,000</b>	<b>\$749,000</b>

# August 2022



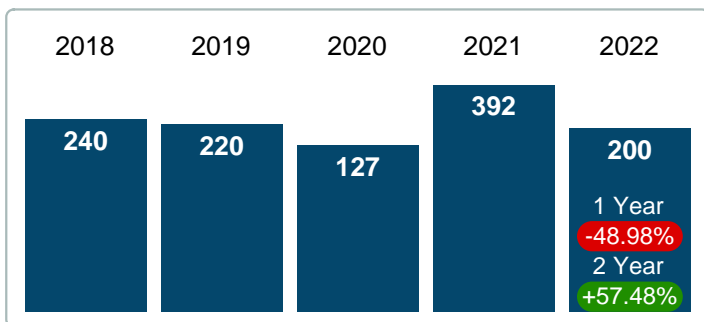
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



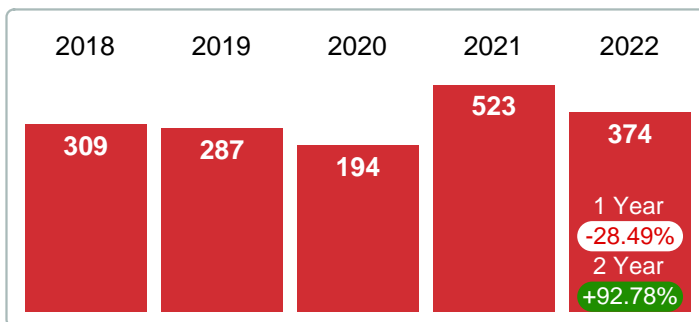
## ACTIVE INVENTORY

Report produced on Sep 12, 2022 for MLS Technology Inc.

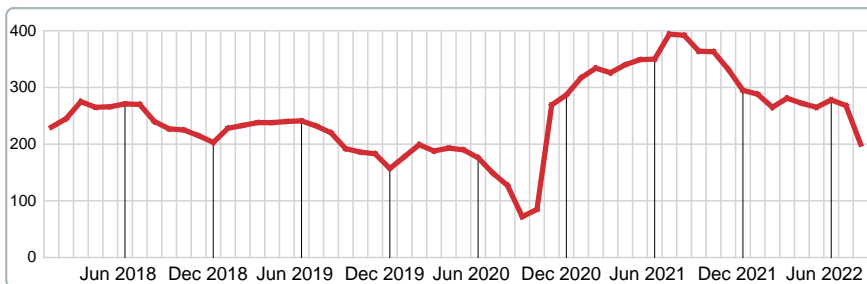
### END OF AUGUST



### ACTIVE DURING AUGUST

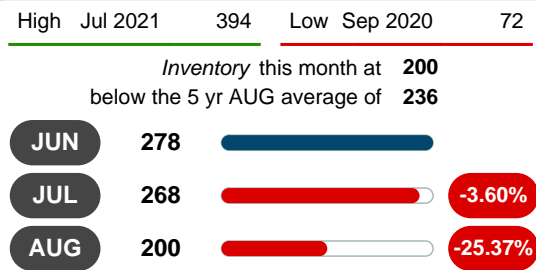


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 236



### 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	11	5.50%	82.0	5	5	1	0	
\$50,001 - \$100,000	31	15.50%	47.0	19	10	1	1	
\$100,001 - \$150,000	26	13.00%	39.5	7	16	3	0	
\$150,001 - \$275,000	52	26.00%	32.0	5	40	6	1	
\$275,001 - \$425,000	36	18.00%	82.5	2	30	3	1	
\$425,001 - \$575,000	23	11.50%	51.0	2	9	8	4	
\$575,001 and up	21	10.50%	56.0	0	9	5	7	
Total Active Inventory by Units		200		40	119	27	14	
Total Active Inventory by Volume		64,270,900	100%	49.5	5.03M	35.59M	13.69M	9.96M
Median Active Inventory Listing Price		\$199,950			\$92,000	\$210,000	\$395,000	\$574,000

# August 2022



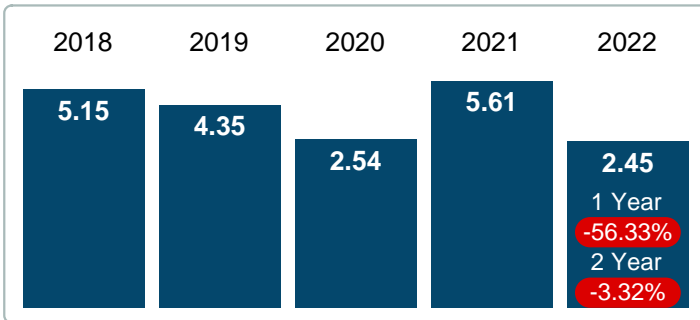
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



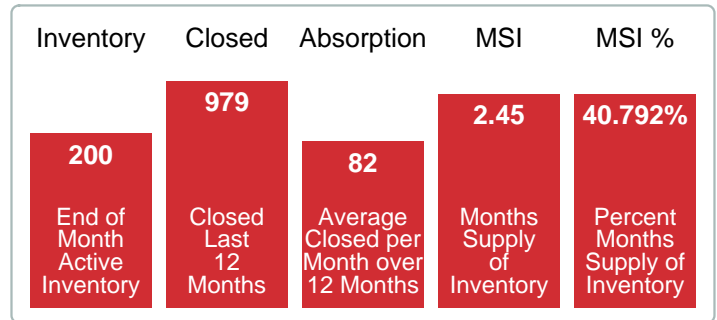
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2022 for MLS Technology Inc.

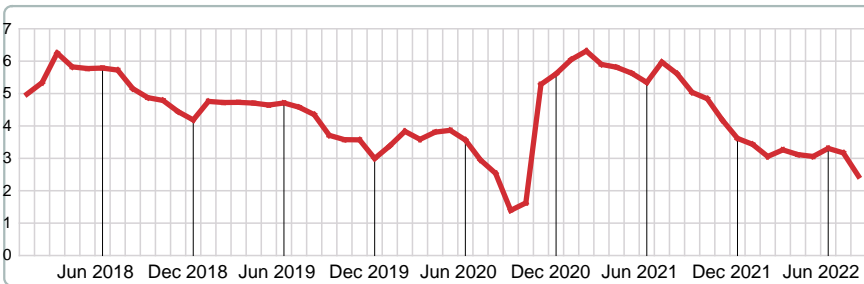
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022

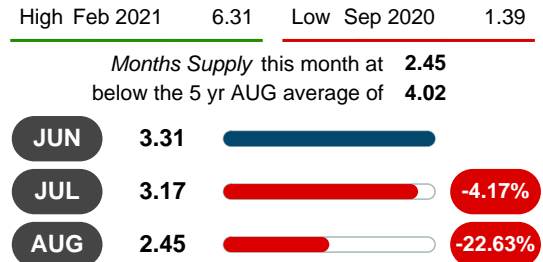


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.02



### 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	11	5.50%	1.71	1.25	2.31	6.00	0.00
\$50,001 - \$100,000	31	15.50%	2.53	3.26	1.74	2.00	6.00
\$100,001 - \$150,000	26	13.00%	1.50	1.58	1.50	1.50	0.00
\$150,001 - \$275,000	52	26.00%	1.88	1.94	2.11	1.04	2.40
\$275,001 - \$425,000	36	18.00%	3.20	3.00	5.29	0.69	1.71
\$425,001 - \$575,000	23	11.50%	5.41	8.00	4.15	6.40	6.86
\$575,001 and up	21	10.50%	8.69	0.00	18.00	4.00	16.80
Market Supply of Inventory (MSI)			2.45	2.22	2.60	1.77	5.60
Total Active Inventory by Units		100%	2.45	40	119	27	14

# August 2022



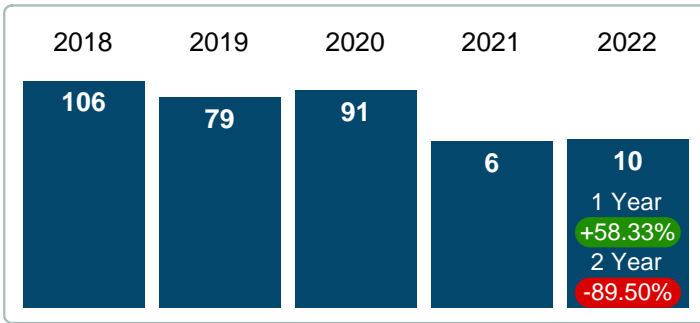
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



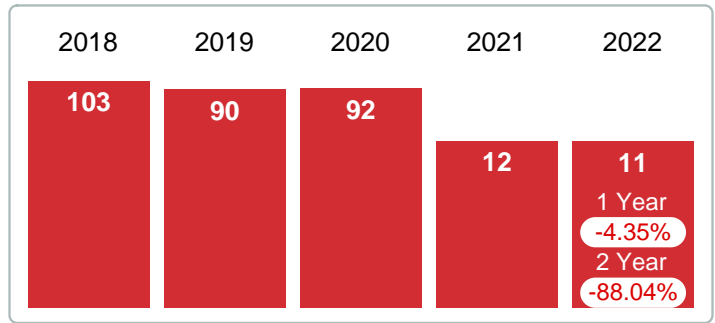
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Sep 12, 2022 for MLS Technology Inc.

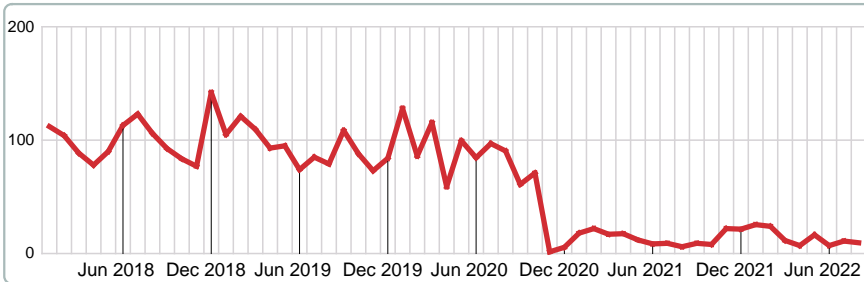
### AUGUST



### YEAR TO DATE (YTD)

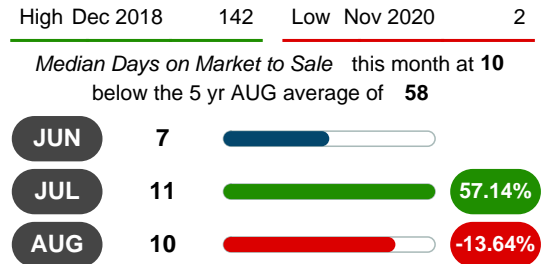


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 58



### 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	5.56%	36	65	7	20	0
\$50,001 - \$125,000	15.28%	6	48	6	0	0
\$125,001 - \$150,000	12.50%	1	3	1	0	0
\$150,001 - \$200,000	19.44%	10	5	17	9	0
\$200,001 - \$250,000	20.83%	12	0	10	20	0
\$250,001 - \$325,000	15.28%	10	27	6	21	0
\$325,001 and up	11.11%	55	170	37	86	0
Median Closed DOM		10	10	7	20	0
Total Closed Units	100%	9.5	17	40	15	
Total Closed Volume		15,936,260	2.52M	8.68M	4.74M	0.00B

# August 2022



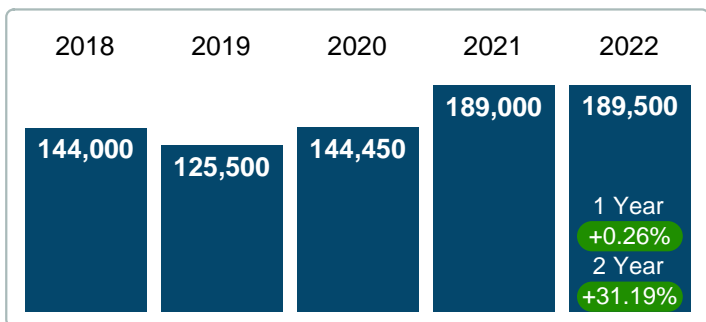
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



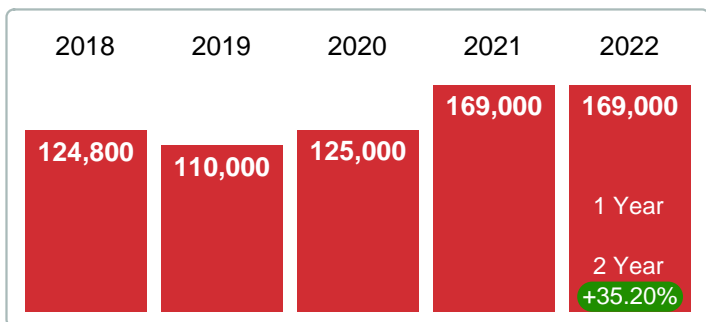
## MEDIAN LIST PRICE AT CLOSING

Report produced on Sep 12, 2022 for MLS Technology Inc.

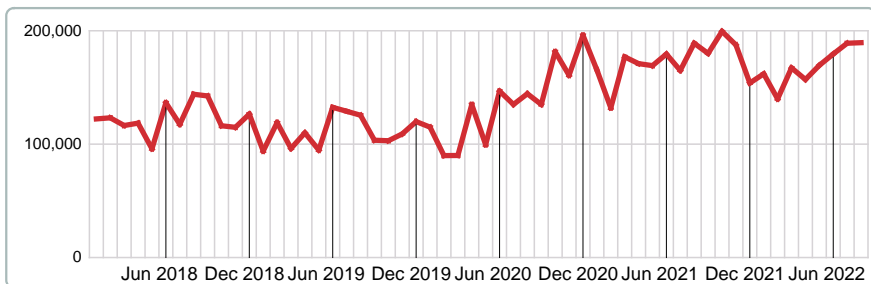
### AUGUST



### YEAR TO DATE (YTD)

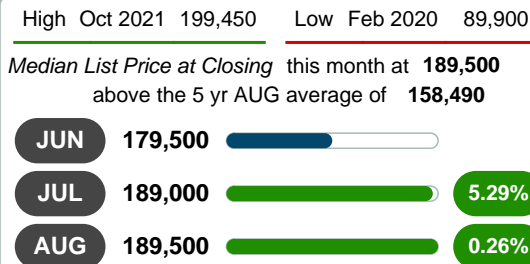


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 158,490



### 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	4.17%	32,500	35,000	25,000	32,500	0
\$50,001 - \$125,000	18.06%	79,000	74,900	102,450	0	0
\$125,001 - \$150,000	9.72%	135,000	135,000	134,000	0	0
\$150,001 - \$200,000	25.00%	169,900	164,500	169,900	189,000	0
\$200,001 - \$250,000	15.28%	219,000	0	219,000	234,000	0
\$250,001 - \$325,000	15.28%	279,900	275,000	289,450	295,000	0
\$325,001 and up	12.50%	459,000	459,000	407,000	571,700	0
<b>Median List Price</b>		<b>189,500</b>	<b>135,000</b>	<b>182,500</b>	<b>279,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>189,500</b>	<b>17</b>	<b>40</b>	<b>15</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>16,838,400</b>	<b>2.59M</b>	<b>9.31M</b>	<b>4.94M</b>	<b>0.00B</b>



# August 2022



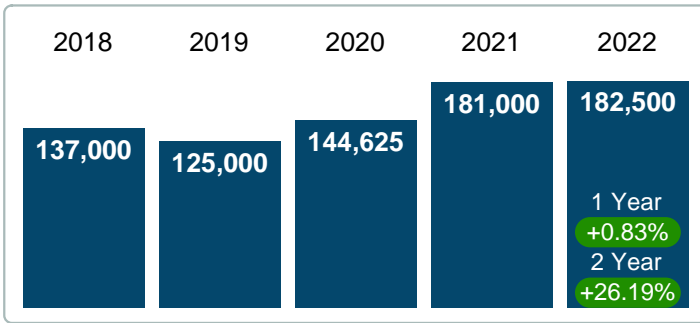
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



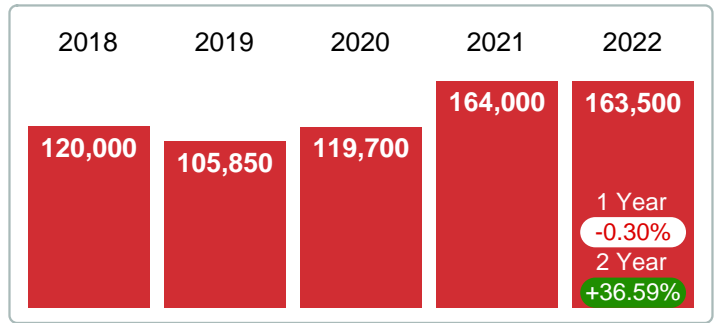
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Sep 12, 2022 for MLS Technology Inc.

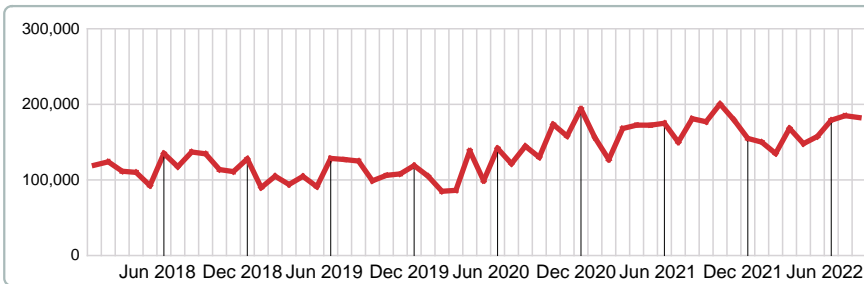
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

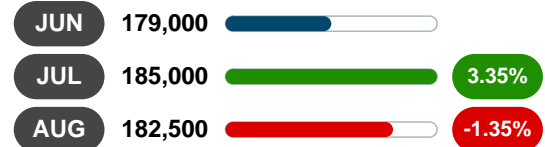


### 3 MONTHS

5 year AUG AVG = 154,025

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

Median Sold Price at Closing this month at **182,500** above the 5 yr AUG average of **154,025**



### 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	4	5.56%	28,250	37,750	25,000	28,500	0
\$50,001 - \$125,000	11	15.28%	82,160	68,750	85,000	0	0
\$125,001 - \$150,000	9	12.50%	131,400	130,700	135,000	0	0
\$150,001 - \$200,000	14	19.44%	163,500	160,500	162,000	185,000	0
\$200,001 - \$250,000	15	20.83%	219,000	0	215,000	234,500	0
\$250,001 - \$325,000	11	15.28%	280,000	270,000	299,000	282,500	0
\$325,001 and up	8	11.11%	442,200	417,000	440,000	554,700	0
Median Sold Price			182,500	131,400	177,500	279,000	0
Total Closed Units		100%	72	17	40	15	
Total Closed Volume			15,936,260	2.52M	8.68M	4.74M	0.00B

# August 2022



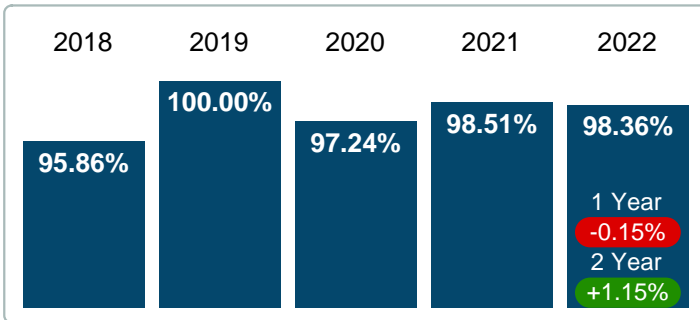
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



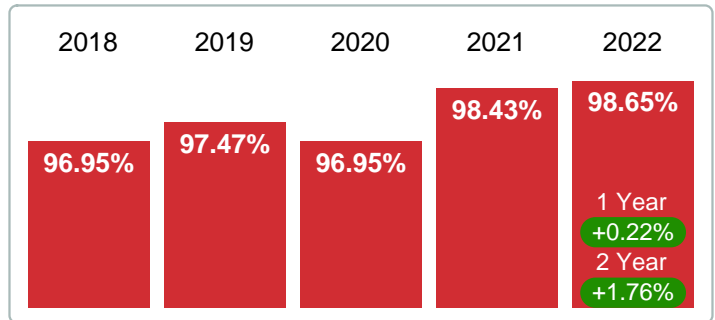
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2022 for MLS Technology Inc.

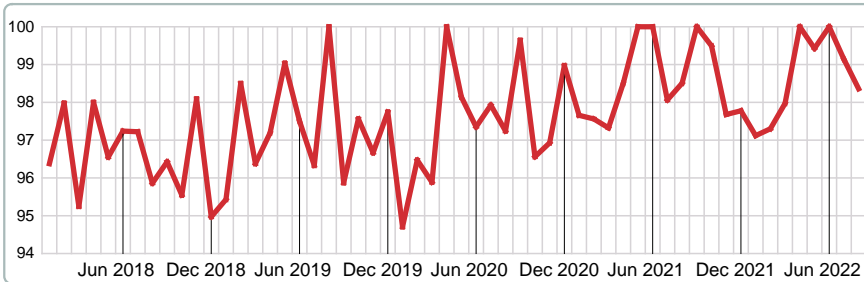
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

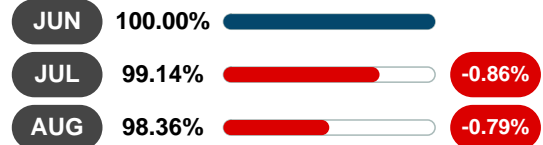


### 3 MONTHS

5 year AUG AVG = 97.99%

High Jun 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **98.36%**  
equal to 5 yr AUG average of **97.99%**



## 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	5.56%	84.10%	80.25%	100.00%	87.69%	0.00%
\$50,001 - \$125,000	11	15.28%	98.27%	96.41%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	9	12.50%	97.33%	98.47%	97.12%	0.00%	0.00%
\$150,001 - \$200,000	14	19.44%	100.00%	100.15%	98.18%	97.88%	0.00%
\$200,001 - \$250,000	15	20.83%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$325,000	11	15.28%	96.36%	98.18%	96.23%	97.82%	0.00%
\$325,001 and up	8	11.11%	93.88%	90.85%	92.63%	97.57%	0.00%
Median Sold/List Ratio		98.36%		97.33%	99.22%	97.91%	0.00%
Total Closed Units		72	100%	17	40	15	
Total Closed Volume		15,936,260		2.52M	8.68M	4.74M	0.00B

# August 2022



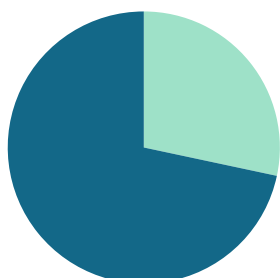
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

### INVENTORY

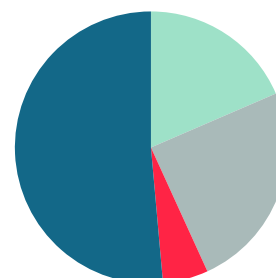


**Inventory**  
 New Listings  
**106 = 28.34%**  
 Start Inventory  
**268**  
 Total Inventory Units  
**374**  
 Volume  
**\$109,141,950**

### Market Activity

Closed Sales  
**72 = 18.51%**  
 Pending Sales  
**96 = 24.68%**  
 Other Off Market  
**21 = 5.40%**  
 Active Inventory  
**200 = 51.41%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	108	72	-33.33%	624	624	0.00%
Pending Sales	114	96	-15.79%	744	629	-15.46%
New Listings	129	106	-17.83%	906	773	-14.68%
Median List Price	189,000	189,500	0.26%	169,000	169,000	0.00%
Median Sale Price	181,000	182,500	0.83%	164,000	163,500	-0.30%
Median Percent of Selling Price to List Price	98.51%	98.36%	-0.15%	98.43%	98.65%	0.22%
Median Days on Market to Sale	6.00	9.50	58.33%	11.50	11.00	-4.35%
Monthly Inventory	392	200	-48.98%	392	200	-48.98%
Months Supply of Inventory	5.61	2.45	-56.33%	5.61	2.45	-56.33%

**Absorption:** Last 12 months, an Average of **82** Sales/Month

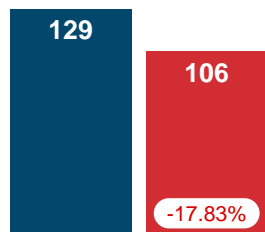
**Inventory** on August 31, 2022 = **200**

**2021** **2022**

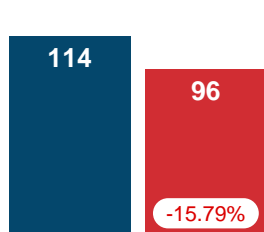
### AUGUST MARKET

### MEDIAN PRICES

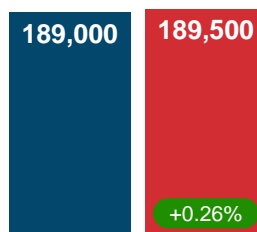
#### New Listings



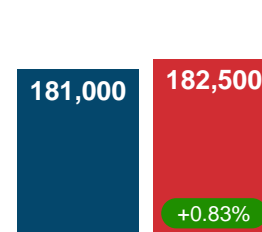
#### Pending Listings



#### List Price



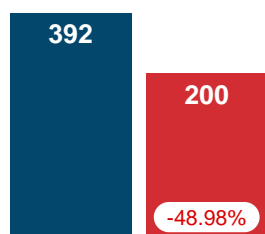
#### Sale Price



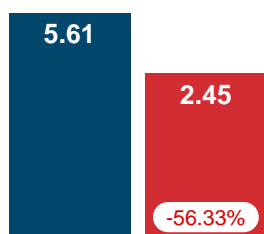
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

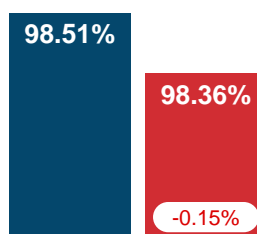
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

