

July 2022



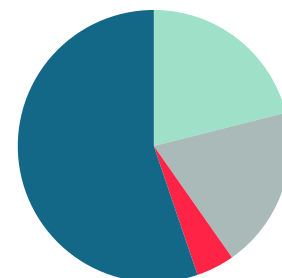
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	73	79	8.22%
Pending Listings	108	72	-33.33%
New Listings	145	106	-26.90%
Average List Price	199,600	237,652	19.06%
Average Sale Price	194,070	227,501	17.23%
Average Percent of Selling Price to List Price	96.90%	96.99%	0.10%
Average Days on Market to Sale	28.29	34.72	22.74%
End of Month Inventory	393	207	-47.33%
Months Supply of Inventory	5.95	2.45	-58.90%



■ Closed (21.07%)
■ Pending (19.20%)
■ Other OffMarket (4.53%)
■ Active (55.20%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of July 31, 2022 = **207**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2022 decreased **47.33%** to 207 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **2.45** 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 **17.23%** in July 2022 to \$227,501 versus the previous year at \$194,070.

Average Days on Market Lengthens

The average number of **34.72** days that homes spent on the market before selling increased by 6.43 days or **22.74%** in July 2022 compared to last year's same month at **28.29** DOM.

Sales Success for July 2022 is Positive

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

There were 106 New Listings in July 2022, down **26.90%** from last year at 145. Furthermore, there were 79 Closed Listings this month versus last year at 73, a **8.22%** increase.

Closed versus Listed trends yielded a **74.5%** ratio, up from previous year's, July 2021, at **50.3%**, a **48.04%** upswing. 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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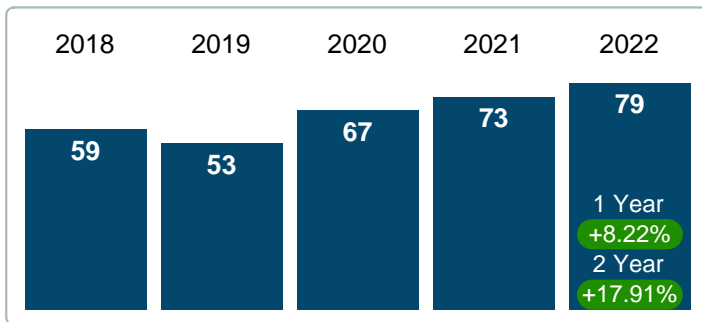
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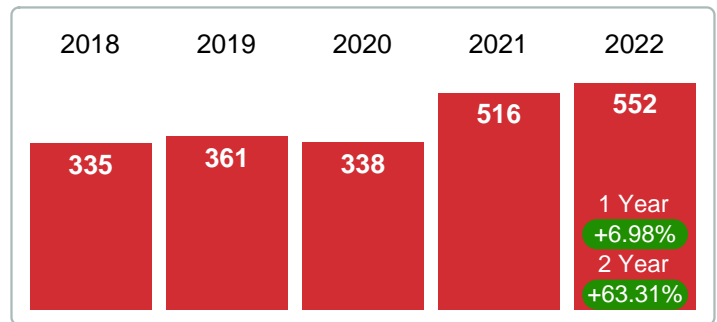
CLOSED LISTINGS

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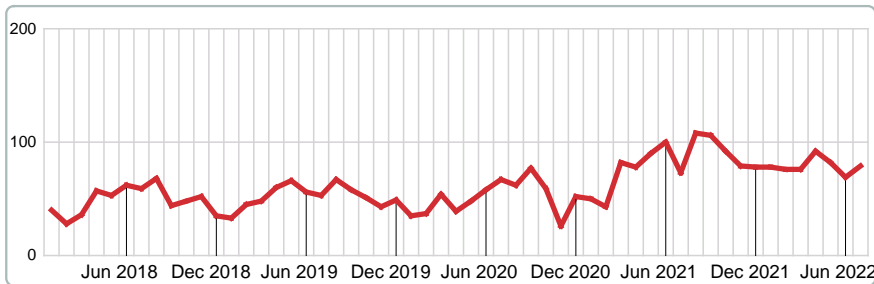
JULY



YEAR TO DATE (YTD)

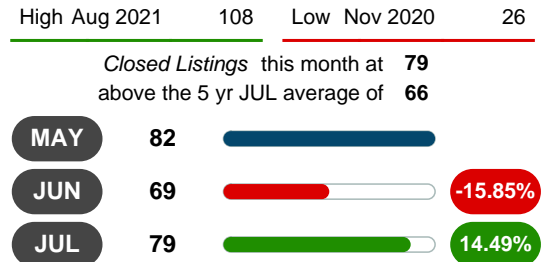


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.59%	7.8	5	1	0	0
\$75,001 - \$125,000	10	12.66%	11.4	8	2	0	0
\$125,001 - \$150,000	14	17.72%	49.0	4	9	1	0
\$150,001 - \$200,000	18	22.78%	34.4	4	8	5	1
\$200,001 - \$250,000	12	15.19%	13.0	0	8	4	0
\$250,001 - \$400,000	11	13.92%	30.5	1	6	4	0
\$400,001 and up	8	10.13%	98.1	0	3	5	0
Total Closed Units	79			22	37	19	1
Total Closed Volume	17,972,575	100%	34.7	2.53M	8.15M	7.10M	189.00K
Average Closed Price	\$227,501			\$115,155	\$220,245	\$373,742	\$189,000

July 2022



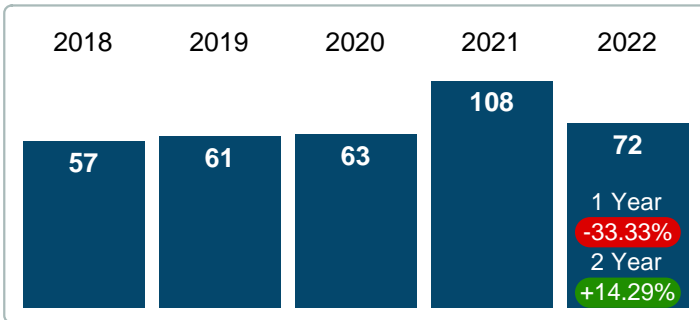
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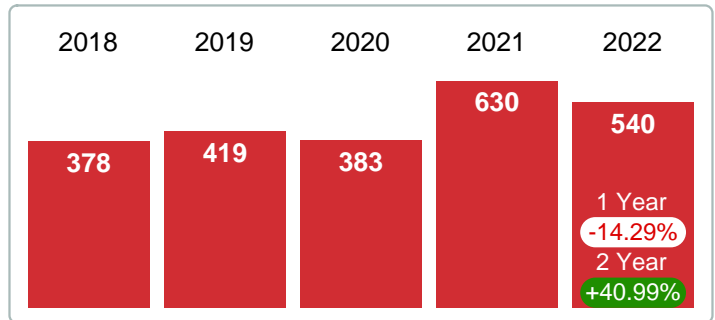
PENDING LISTINGS

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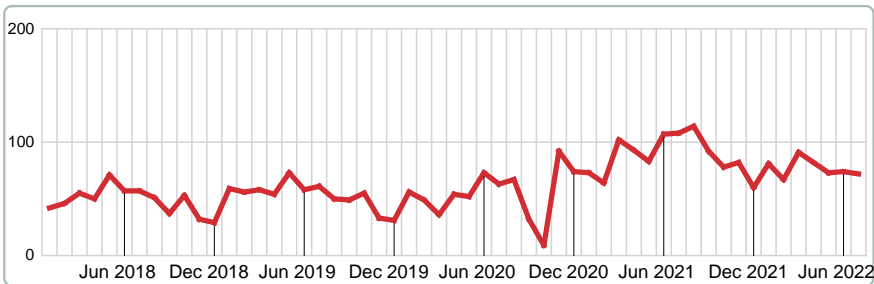
JULY



YEAR TO DATE (YTD)

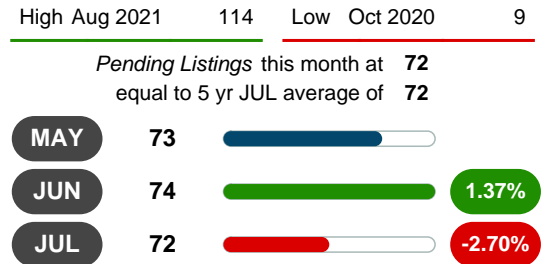


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.72%	25.7	5	1	1	0
\$75,001 - \$125,000	7	9.72%	17.1	2	4	1	0
\$125,001 - \$175,000	15	20.83%	38.5	7	7	1	0
\$175,001 - \$225,000	17	23.61%	49.3	1	14	2	0
\$225,001 - \$275,000	7	9.72%	29.4	1	5	1	0
\$275,001 - \$375,000	11	15.28%	28.2	1	8	2	0
\$375,001 and up	8	11.11%	92.8	1	2	4	1
Total Pending Units	72			18	41	12	1
Total Pending Volume	16,477,099	100%	35.0	2.67M	9.17M	4.09M	549.00K
Average Listing Price	\$273,975			\$148,161	\$223,583	\$341,192	\$549,000

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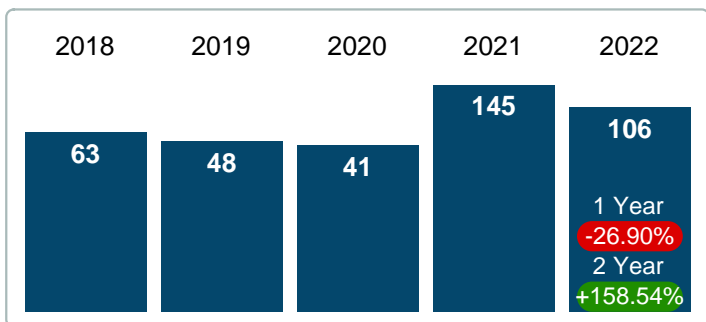
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



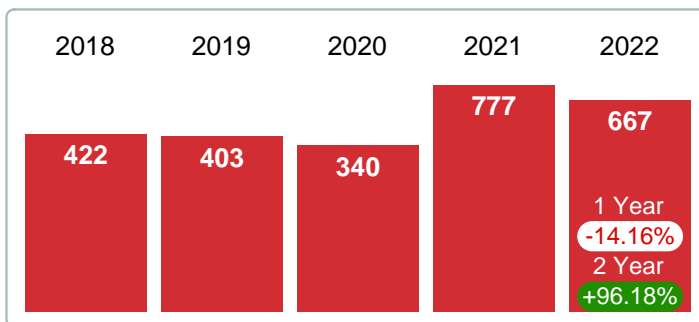
NEW LISTINGS

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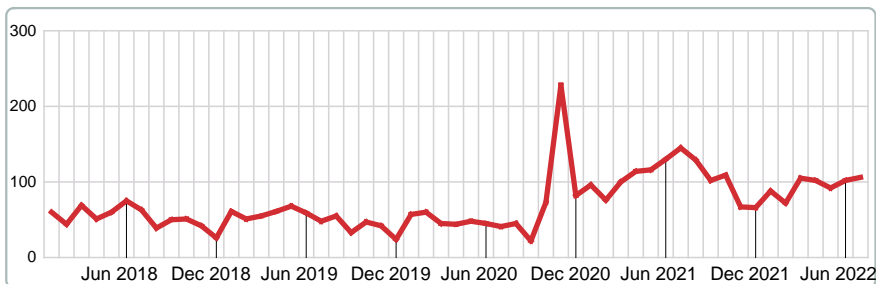
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 106
above the 5 yr JUL average of 81



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	6	5.66%	5	1	0	0
\$50,001 - \$75,000	6	5.66%	4	1	1	0
\$75,001 - \$125,000	20	18.87%	13	6	1	0
\$125,001 - \$250,000	37	34.91%	11	21	5	0
\$250,001 - \$325,000	12	11.32%	0	10	1	1
\$325,001 - \$475,000	12	11.32%	3	7	2	0
\$475,001 and up	13	12.26%	0	4	7	2
Total New Listed Units	106		36	50	17	3
Total New Listed Volume	27,866,750	100%	4.62M	15.06M	6.17M	2.02M
Average New Listed Listing Price	\$399,000		\$128,251	\$301,136	\$362,876	\$674,667

July 2022



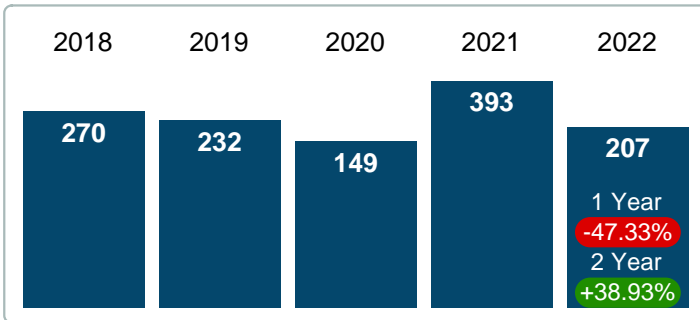
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



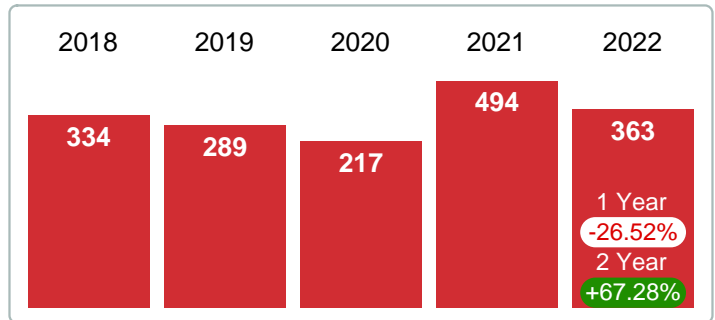
ACTIVE INVENTORY

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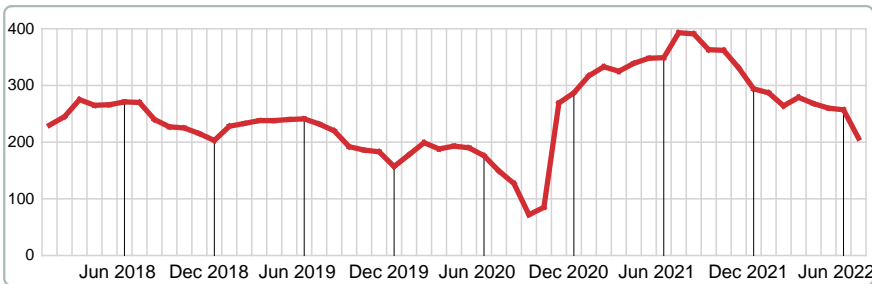
END OF JULY



ACTIVE DURING JULY

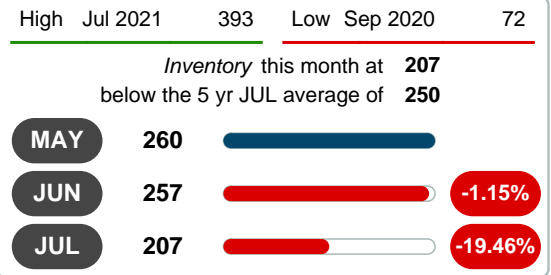


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 250



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	6.76%	77.4	6	6	2	0
\$50,001 - \$75,000	14	6.76%	67.7	9	3	1	1
\$75,001 - \$150,000	46	22.22%	56.1	24	19	3	0
\$150,001 - \$275,000	46	22.22%	59.0	8	29	7	2
\$275,001 - \$400,000	37	17.87%	69.6	4	24	9	0
\$400,001 - \$575,000	26	12.56%	74.0	2	12	7	5
\$575,001 and up	24	11.59%	116.5	0	10	9	5
Total Active Inventory by Units	207			53	103	38	13
Total Active Inventory by Volume	68,976,150	100%	70.6	7.38M	32.27M	20.57M	8.76M
Average Active Inventory Listing Price	\$333,218			\$139,169	\$313,309	\$541,253	\$673,985

July 2022



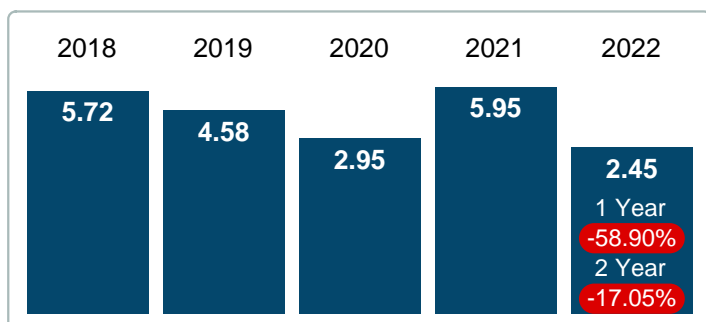
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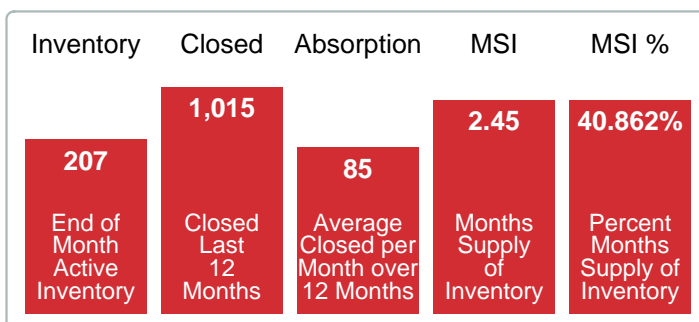
MONTHS SUPPLY of INVENTORY (MSI)

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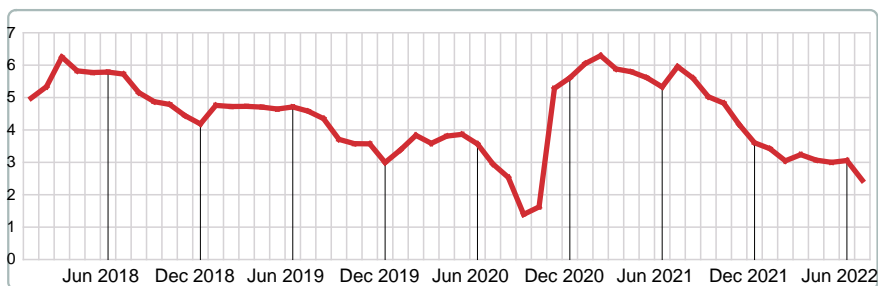
MSI FOR JULY



INDICATORS FOR JULY 2022

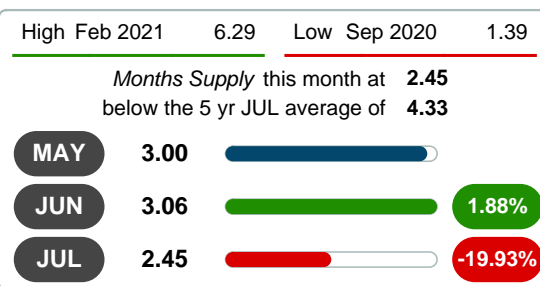


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.33



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	14	6.76%	2.13	1.47	2.67	12.00	0.00
\$50,001 - \$75,000	14	6.76%	2.02	2.70	0.92	4.00	12.00
\$75,001 - \$150,000	46	22.22%	1.88	3.31	1.33	1.20	0.00
\$150,001 - \$275,000	46	22.22%	1.67	3.56	1.53	1.20	4.00
\$275,001 - \$400,000	37	17.87%	3.39	5.33	4.17	2.35	0.00
\$400,001 - \$575,000	26	12.56%	4.66	8.00	4.65	3.23	8.57
\$575,001 and up	24	11.59%	9.29	0.00	20.00	7.71	10.00
Market Supply of Inventory (MSI)			2.45	2.89	2.16	2.39	4.88
Total Active Inventory by Units		100%	207	53	103	38	13

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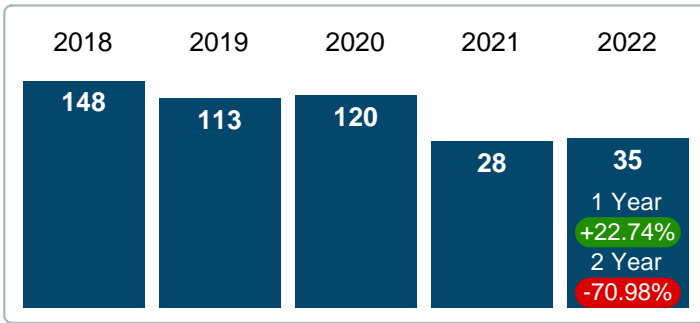
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



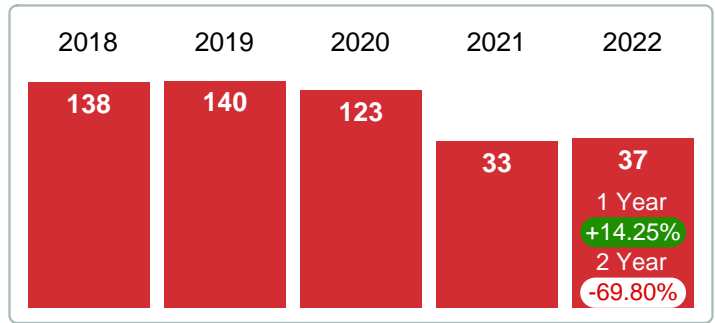
AVERAGE DAYS ON MARKET TO SALE

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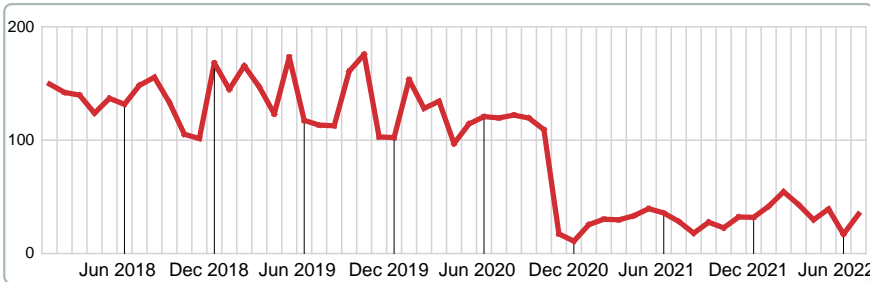
JULY



YEAR TO DATE (YTD)

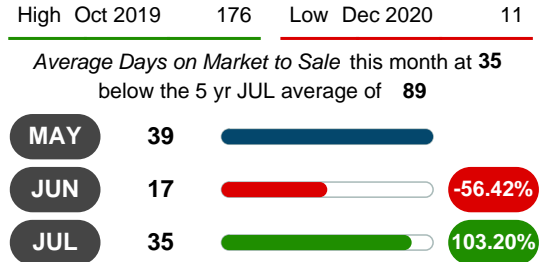


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 89



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
\$75,000 and less	7.59%	8	9	2	0	0
\$75,001 - \$125,000	12.66%	11	12	8	0	0
\$125,001 - \$150,000	17.72%	49	80	40	6	0
\$150,001 - \$200,000	22.78%	34	50	41	16	10
\$200,001 - \$250,000	15.19%	13	0	17	5	0
\$250,001 - \$400,000	13.92%	30	4	43	19	0
\$400,001 and up	10.13%	98	0	27	141	0
Average Closed DOM		35	30	32	47	10
Total Closed Units	100%	79	22	37	19	1
Total Closed Volume		17,972,575	2.53M	8.15M	7.10M	189.00K

July 2022



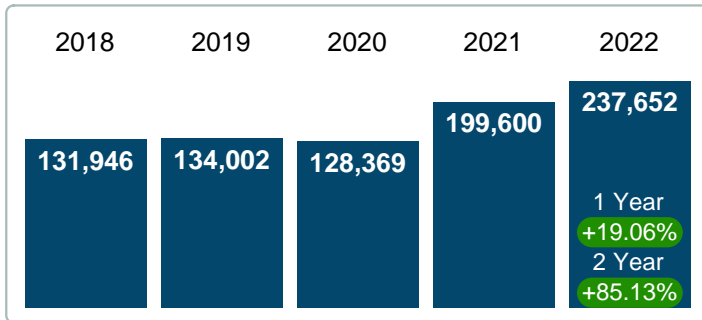
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



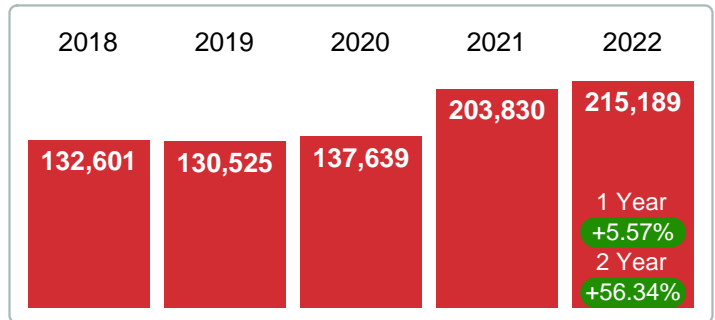
AVERAGE LIST PRICE AT CLOSING

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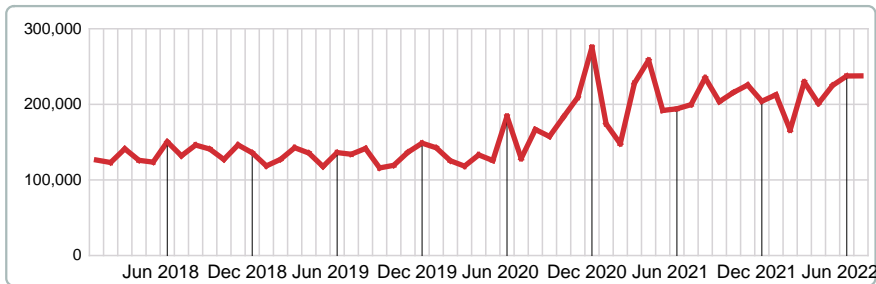
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

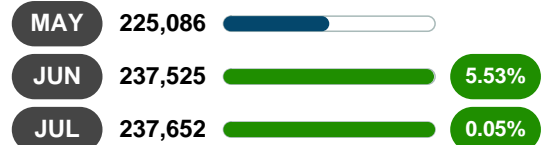


3 MONTHS

5 year JUL AVG = 166,314

High Dec 2020 275,472 Low Sep 2019 115,902

Average List Price at Closing this month at **237,652** above the 5 yr JUL average of **166,314**



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
\$75,000 and less	6.33%	34,600	41,600	50,000	0	0
\$75,001 - \$125,000	13.92%	97,755	98,163	102,500	0	0
\$125,001 - \$150,000	12.66%	142,580	147,350	152,989	139,000	0
\$150,001 - \$200,000	29.11%	181,400	181,950	184,500	182,180	189,000
\$200,001 - \$250,000	15.19%	233,798	0	235,822	221,000	0
\$250,001 - \$400,000	11.39%	323,867	399,000	330,833	307,450	0
\$400,001 and up	11.39%	689,756	0	492,967	850,780	0
Average List Price		237,652	123,159	228,605	390,400	189,000
Total Closed Units	100%	237,652	22	37	19	1
Total Closed Volume		18,774,474	2.71M	8.46M	7.42M	189.00K

July 2022



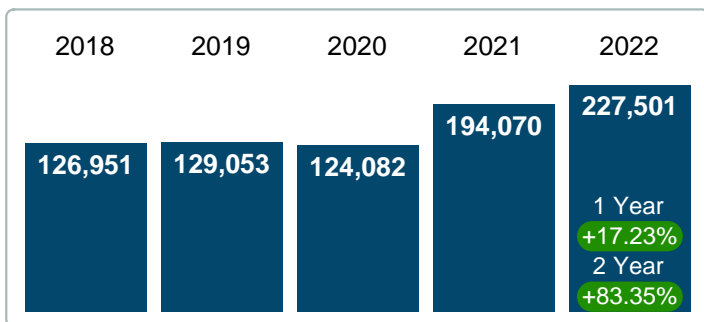
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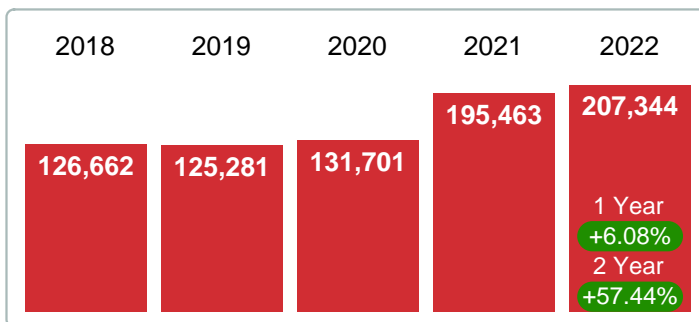
AVERAGE SOLD PRICE AT CLOSING

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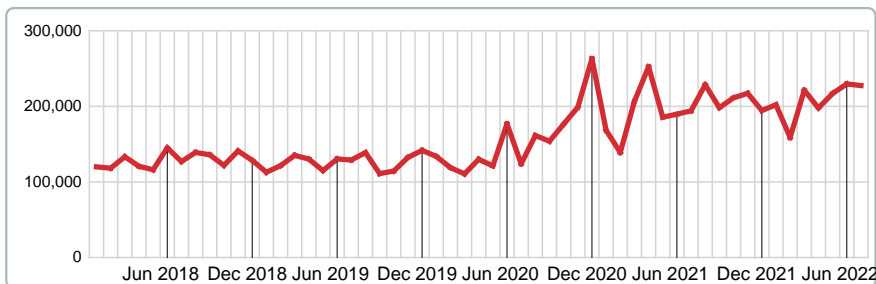
JULY



YEAR TO DATE (YTD)

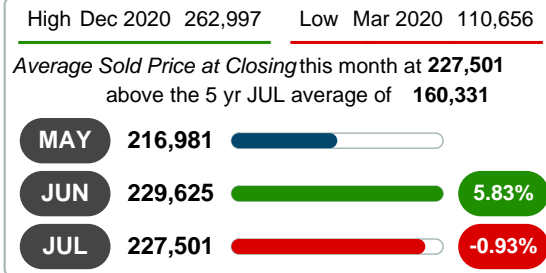


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 160,331



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
\$75,000 and less	7.59%	35,500	29,600	65,000	0	0
\$75,001 - \$125,000	12.66%	96,390	94,300	104,750	0	0
\$125,001 - \$150,000	17.72%	141,421	135,500	144,211	140,000	0
\$150,001 - \$200,000	22.78%	181,111	174,750	183,250	181,200	189,000
\$200,001 - \$250,000	15.19%	224,181	0	226,084	220,375	0
\$250,001 - \$400,000	13.92%	315,418	390,000	307,667	308,400	0
\$400,001 and up	10.13%	674,500	0	485,333	788,000	0
Average Sold Price		227,501	115,155	220,245	373,742	189,000
Total Closed Units	100%	227,501	22	37	19	1
Total Closed Volume		17,972,575	2.53M	8.15M	7.10M	189.00K

July 2022



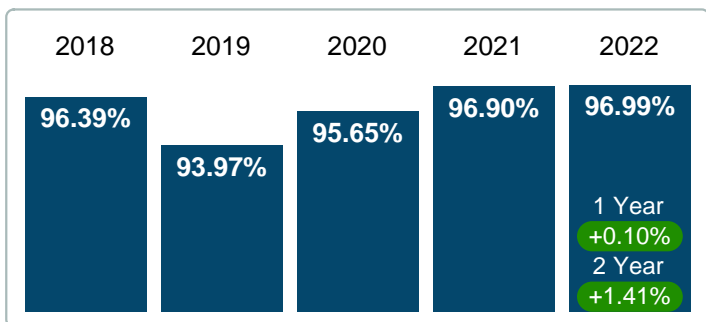
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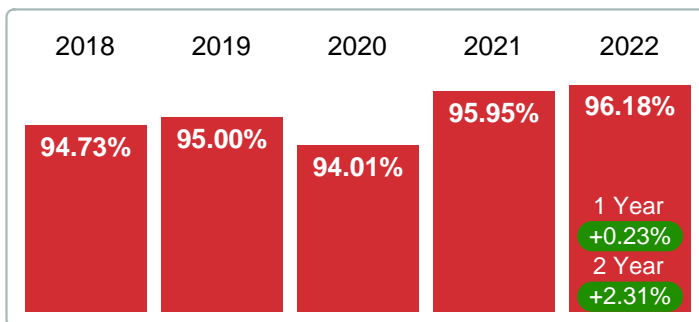
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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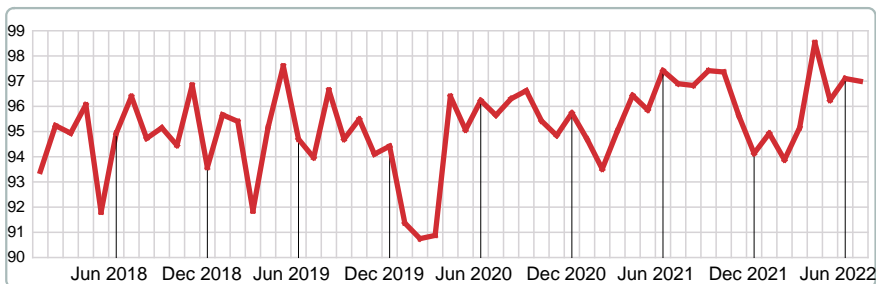
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

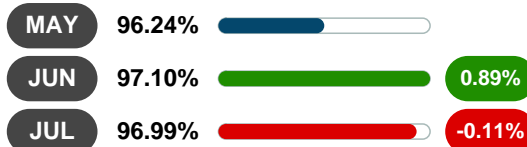


3 MONTHS

5 year JUL AVG = 95.98%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.99%** above the 5 yr JUL average of **95.98%**



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
\$75,000 and less	6	7.59%	98.26%	91.91%	130.00%	0.00%	0.00%
\$75,001 - \$125,000	10	12.66%	97.41%	96.23%	102.12%	0.00%	0.00%
\$125,001 - \$150,000	14	17.72%	94.73%	92.18%	95.20%	100.72%	0.00%
\$150,001 - \$200,000	18	22.78%	98.79%	96.25%	99.46%	99.52%	100.00%
\$200,001 - \$250,000	12	15.19%	97.64%	0.00%	96.62%	99.70%	0.00%
\$250,001 - \$400,000	11	13.92%	96.64%	97.74%	94.02%	100.28%	0.00%
\$400,001 and up	8	10.13%	94.97%	0.00%	98.39%	92.92%	0.00%
Average Sold/List Ratio		97.00%		94.58%	97.81%	98.04%	100.00%
Total Closed Units		79	100%	22	37	19	1
Total Closed Volume		17,972,575		2.53M	8.15M	7.10M	189.00K

July 2022



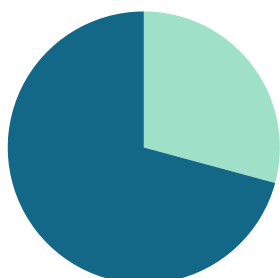
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

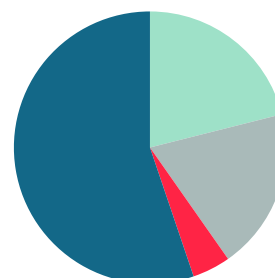


Inventory
 New Listings
106 = 29.20%
 Start Inventory
257
 Total Inventory Units
363
 Volume
\$108,132,023

Market Activity

Closed Sales
79 = 21.07%
 Pending Sales
72 = 19.20%
 Other Off Market
17 = 4.53%
 Active Inventory
207 = 55.20%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	73	79	8.22%	516	552	6.98%
Pending Sales	108	72	-33.33%	630	540	-14.29%
New Listings	145	106	-26.90%	777	667	-14.16%
Average List Price	199,600	237,652	19.06%	203,830	215,189	5.57%
Average Sale Price	194,070	227,501	17.23%	195,463	207,344	6.08%
Average Percent of Selling Price to List Price	96.90%	96.99%	0.10%	95.95%	96.18%	0.23%
Average Days on Market to Sale	28.29	34.72	22.74%	32.57	37.21	14.25%
Monthly Inventory	393	207	-47.33%	393	207	-47.33%
Months Supply of Inventory	5.95	2.45	-58.90%	5.95	2.45	-58.90%

Absorption: Last 12 months, an Average of **85** Sales/Month

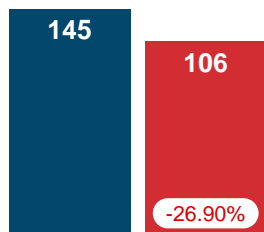
Inventory on July 31, 2022 = **207**

2021 **2022**

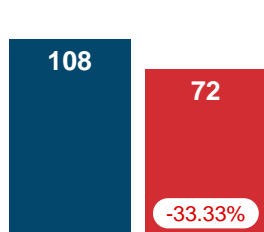
JULY MARKET

AVERAGE PRICES

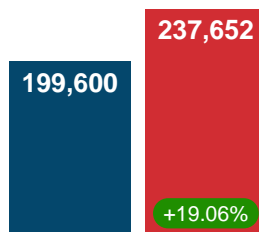
New Listings



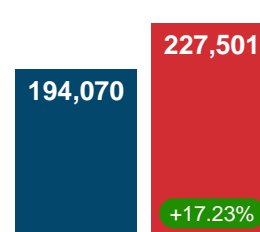
Pending Listings



List Price



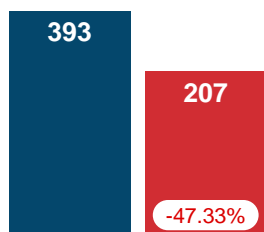
Sale Price



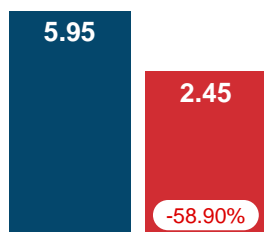
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

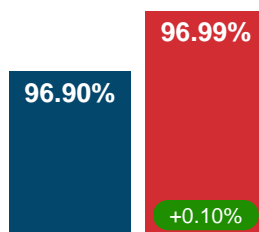
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

