

July 2022



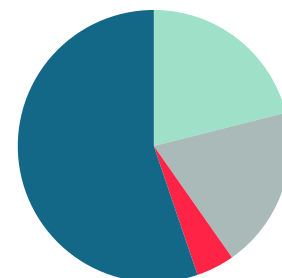
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	165,000	189,000	14.55%
Median Sale Price	150,000	185,000	23.33%
Median Percent of Selling Price to List Price	98.06%	99.14%	1.10%
Median Days on Market to Sale	9.00	11.00	22.22%
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.

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 **23.33%** in July 2022 to \$185,000 versus the previous year at \$150,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 2.00 days or **22.22%** in July 2022 compared to last year's same month at **9.00** DOM.

Sales Success for July 2022 is Positive

Overall, with Median 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

July 2022



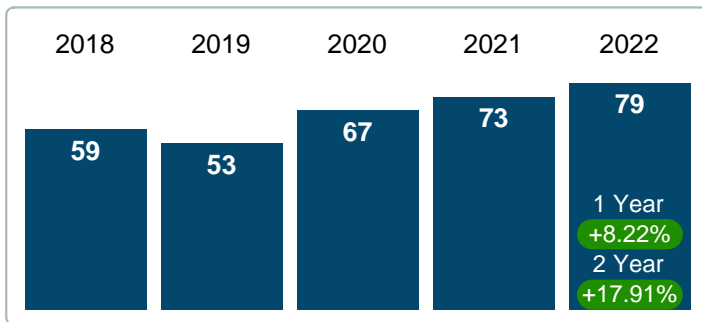
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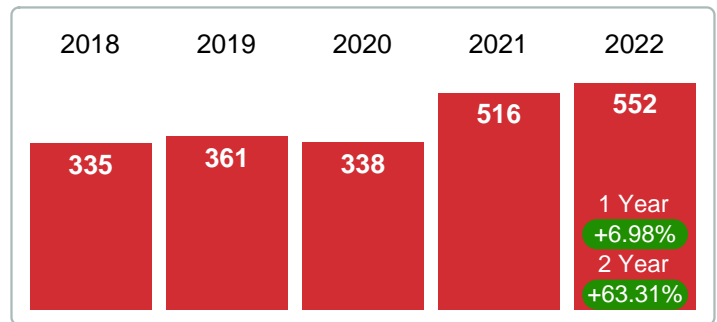
CLOSED LISTINGS

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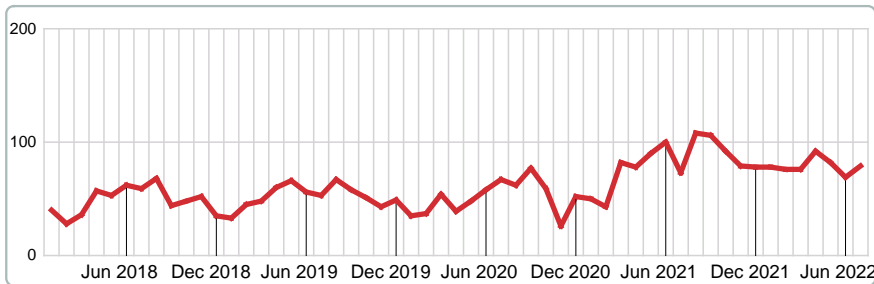
JULY



YEAR TO DATE (YTD)

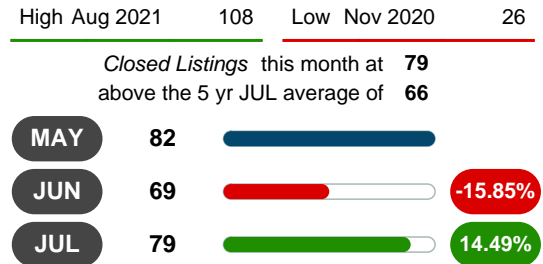


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.59%	4.0	5	1	0	0
\$75,001 - \$125,000	10	12.66%	6.0	8	2	0	0
\$125,001 - \$150,000	14	17.72%	11.5	4	9	1	0
\$150,001 - \$200,000	18	22.78%	15.0	4	8	5	1
\$200,001 - \$250,000	12	15.19%	6.0	0	8	4	0
\$250,001 - \$400,000	11	13.92%	12.0	1	6	4	0
\$400,001 and up	8	10.13%	37.0	0	3	5	0
Total Closed Units	79			22	37	19	1
Total Closed Volume	17,972,575	100%	11.0	2.53M	8.15M	7.10M	189.00K
Median Closed Price	\$185,000			\$102,000	\$190,000	\$239,000	\$189,000

July 2022



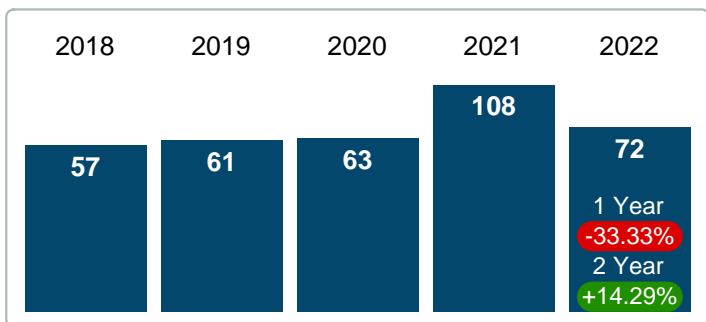
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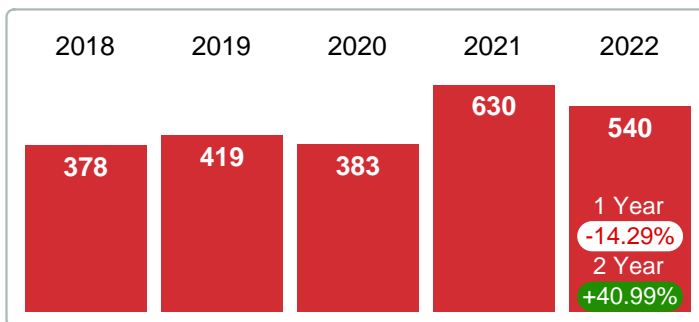
PENDING LISTINGS

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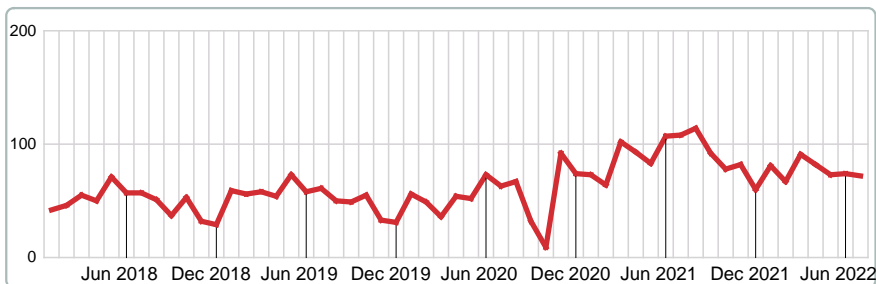
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 72 equal to 5 yr JUL average of 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.72%	6.0	5	1	1	0
\$75,001 - \$125,000	7	9.72%	3.0	2	4	1	0
\$125,001 - \$175,000	15	20.83%	10.0	7	7	1	0
\$175,001 - \$225,000	17	23.61%	39.0	1	14	2	0
\$225,001 - \$275,000	7	9.72%	5.0	1	5	1	0
\$275,001 - \$375,000	11	15.28%	15.0	1	8	2	0
\$375,001 and up	8	11.11%	43.0	1	2	4	1
Total Pending Units	72			18	41	12	1
Total Pending Volume	16,477,099	100%	15.0	2.67M	9.17M	4.09M	549.00K
Median Listing Price	\$199,000			\$142,450	\$199,900	\$256,950	\$549,000

July 2022



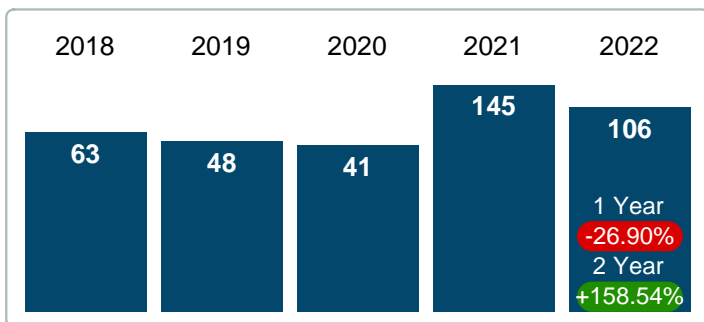
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



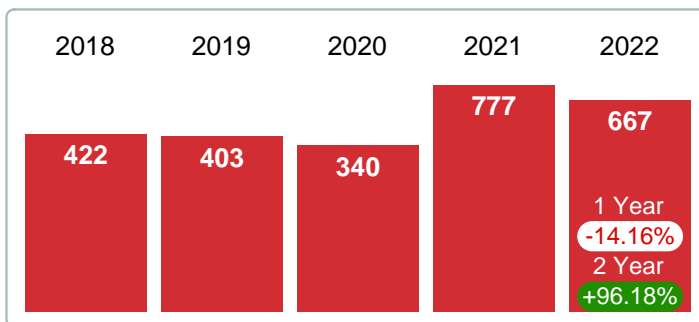
NEW LISTINGS

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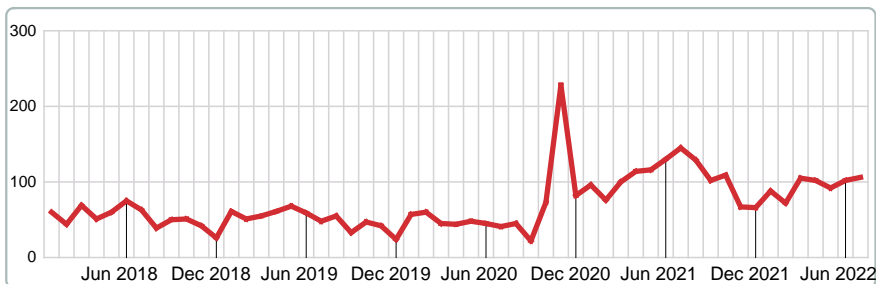
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

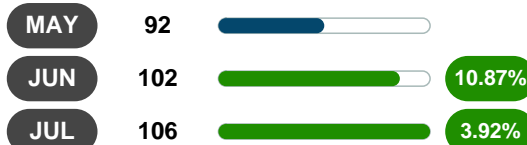


3 MONTHS

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
Median New Listed Listing Price	\$169,250		\$104,450	\$217,000	\$374,000	\$549,000

July 2022



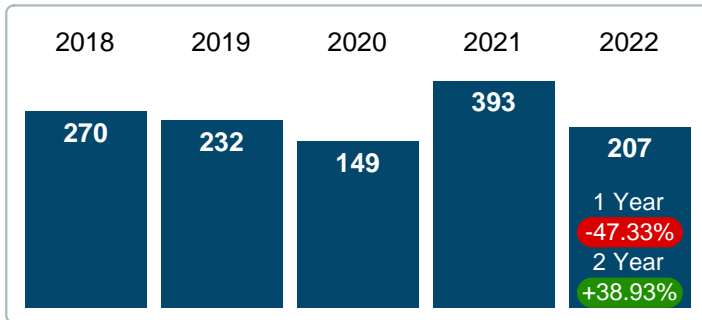
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



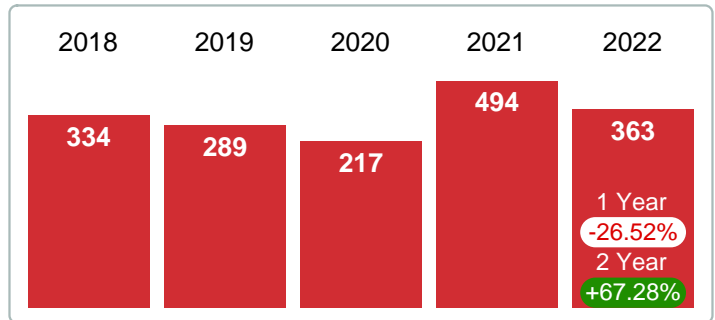
ACTIVE INVENTORY

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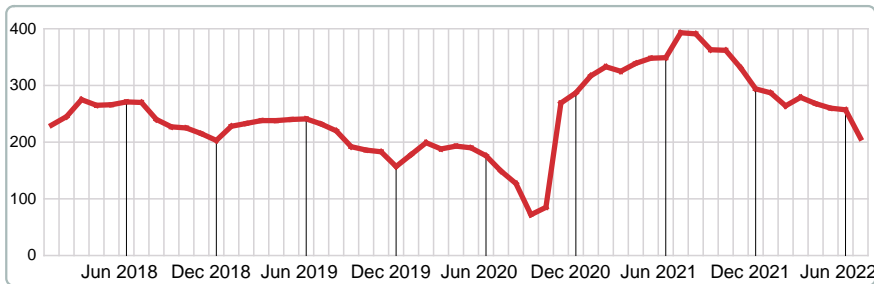
END OF JULY



ACTIVE DURING JULY

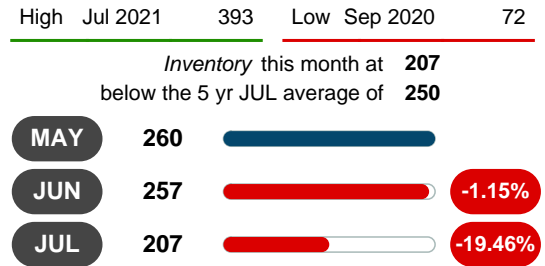


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 250



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	6.76%	53.0	6	6	2	0
\$50,001 - \$75,000	14	6.76%	57.5	9	3	1	1
\$75,001 - \$150,000	46	22.22%	25.0	24	19	3	0
\$150,001 - \$275,000	46	22.22%	44.5	8	29	7	2
\$275,001 - \$400,000	37	17.87%	55.0	4	24	9	0
\$400,001 - \$575,000	26	12.56%	59.0	2	12	7	5
\$575,001 and up	24	11.59%	83.5	0	10	9	5
Total Active Inventory by Units	207			53	103	38	13
Total Active Inventory by Volume	68,976,150	100%	49.0	7.38M	32.27M	20.57M	8.76M
Median Active Inventory Listing Price	\$199,900			\$99,900	\$219,000	\$336,500	\$549,000

July 2022



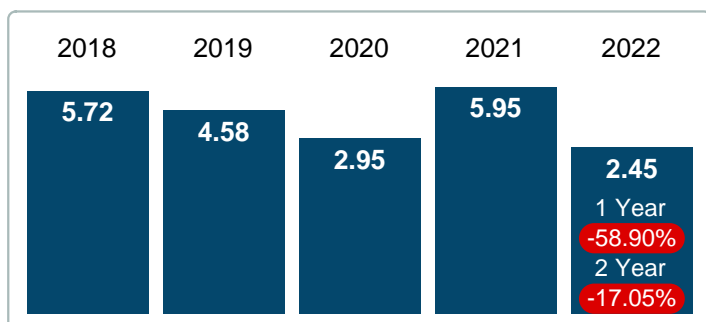
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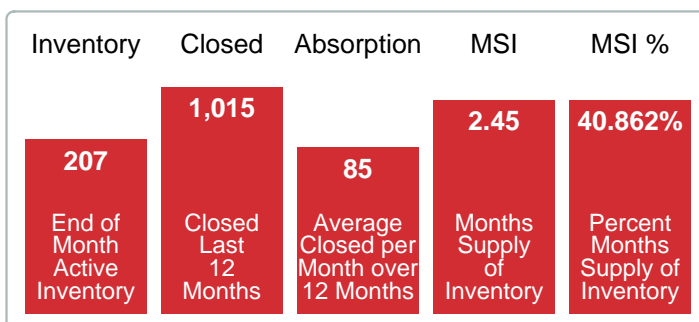
MONTHS SUPPLY of INVENTORY (MSI)

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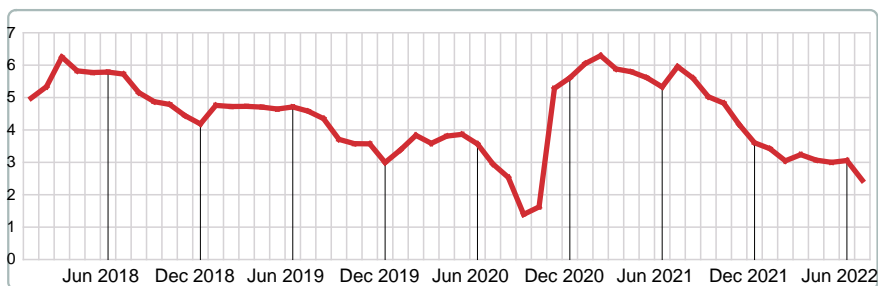
MSI FOR JULY



INDICATORS FOR JULY 2022

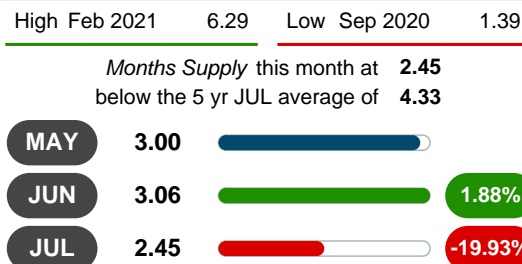


5 YEAR MARKET ACTIVITY TRENDS



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

July 2022



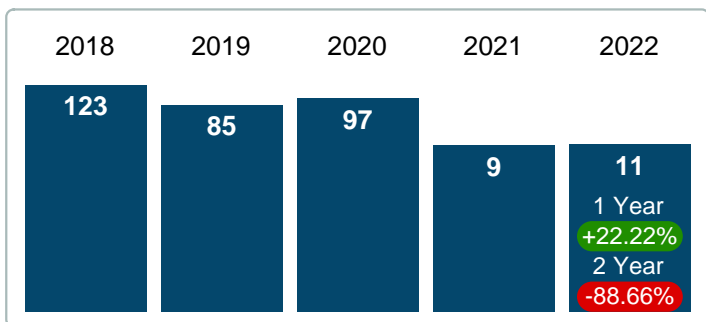
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



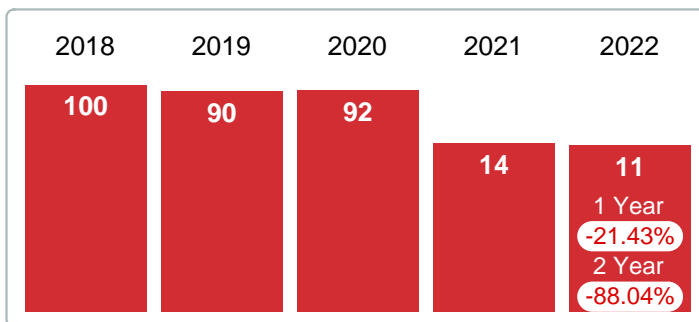
MEDIAN DAYS ON MARKET TO SALE

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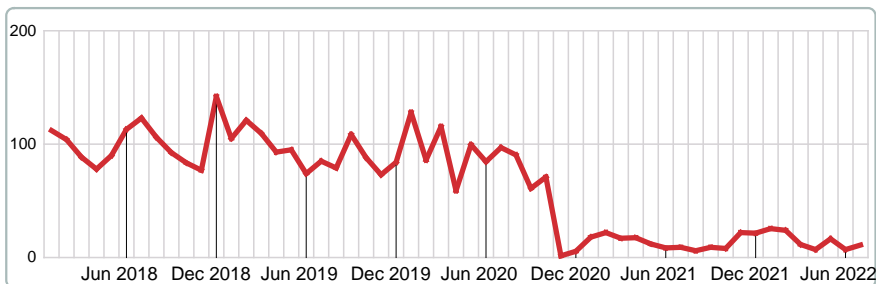
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65

High Dec 2018 142 Low Nov 2020 2

Median Days on Market to Sale this month at 11 below the 5 yr JUL average of 65



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
\$75,000 and less	7.59%	4	6	2	0	0
\$75,001 - \$125,000	12.66%	6	6	8	0	0
\$125,001 - \$150,000	17.72%	12	29	11	6	0
\$150,001 - \$200,000	22.78%	15	12	23	16	10
\$200,001 - \$250,000	15.19%	6	0	8	5	0
\$250,001 - \$400,000	13.92%	12	4	42	11	0
\$400,001 and up	10.13%	37	0	36	104	0
Median Closed DOM		11	6	14	12	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



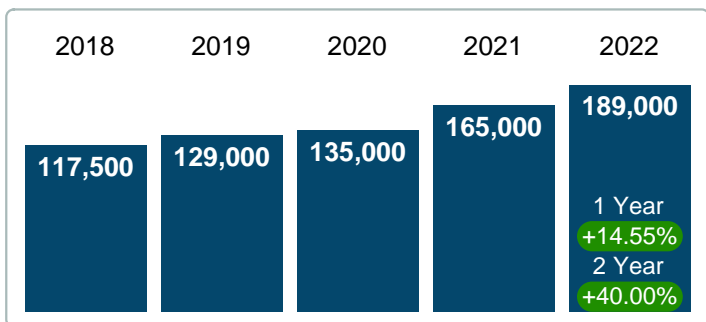
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



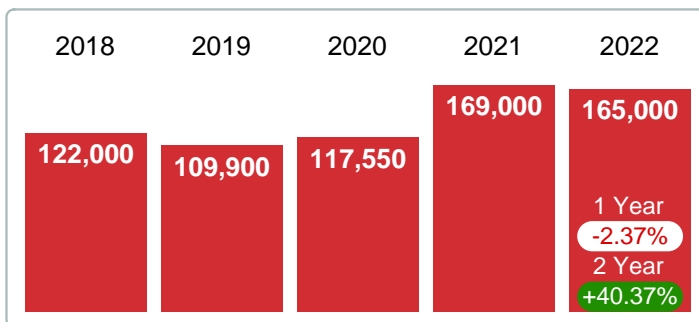
MEDIAN LIST PRICE AT CLOSING

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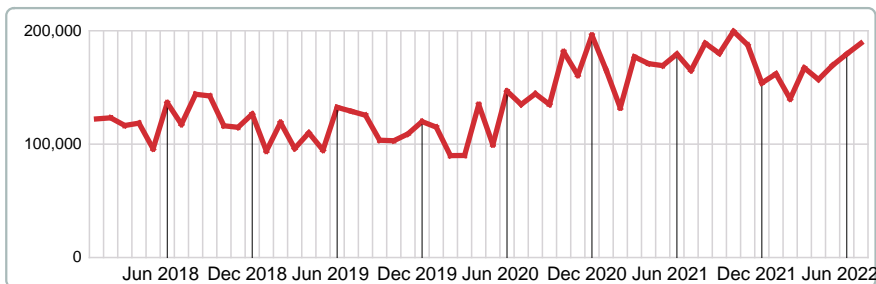
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 147,100

High Oct 2021 199,450 Low Feb 2020 89,900

Median List Price at Closing this month at **189,000**
above the 5 yr JUL average of **147,100**

- MAY 169,500
- JUN 179,500 **5.90%**
- JUL 189,000 **5.29%**

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
\$75,000 and less	6.33%	30,000	29,000	50,000	0	0
\$75,001 - \$125,000	13.92%	99,000	99,000	102,500	0	0
\$125,001 - \$150,000	12.66%	142,000	145,000	144,000	139,000	0
\$150,001 - \$200,000	29.11%	184,900	169,900	184,000	184,900	189,000
\$200,001 - \$250,000	15.19%	236,838	0	239,900	225,000	0
\$250,001 - \$400,000	11.39%	319,000	399,000	299,000	325,000	0
\$400,001 and up	11.39%	539,000	0	462,450	620,000	0
Median List Price		189,000	109,950	199,000	239,000	189,000
Total Closed Units	100%	189,000	22	37	19	1
Total Closed Volume		18,774,474	2.71M	8.46M	7.42M	189.00K

July 2022



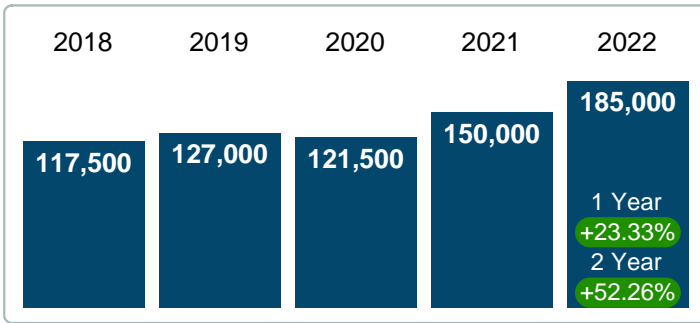
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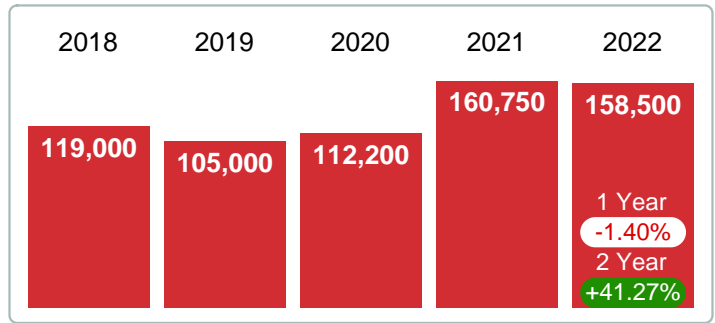
MEDIAN SOLD PRICE AT CLOSING

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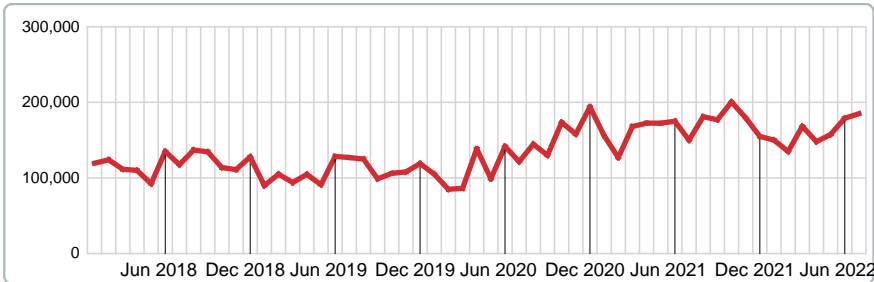
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

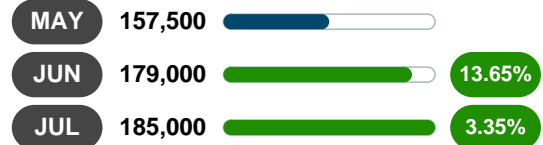


3 MONTHS

5 year JUL AVG = 140,200

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

Median Sold Price at Closing this month at **185,000**
above the 5 yr JUL average of **140,200**



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
\$75,000 and less	7.59%	29,000	28,000	65,000	0	0
\$75,001 - \$125,000	12.66%	97,000	93,500	104,750	0	0
\$125,001 - \$150,000	17.72%	145,000	134,500	147,500	140,000	0
\$150,001 - \$200,000	22.78%	185,000	175,000	182,500	189,000	189,000
\$200,001 - \$250,000	15.19%	227,750	0	227,750	218,750	0
\$250,001 - \$400,000	13.92%	299,000	390,000	292,000	307,000	0
\$400,001 and up	10.13%	555,000	0	451,000	620,000	0
Median Sold Price		185,000	102,000	190,000	239,000	189,000
Total Closed Units		79	22	37	19	1
Total Closed Volume		17,972,575	2.53M	8.15M	7.10M	189.00K

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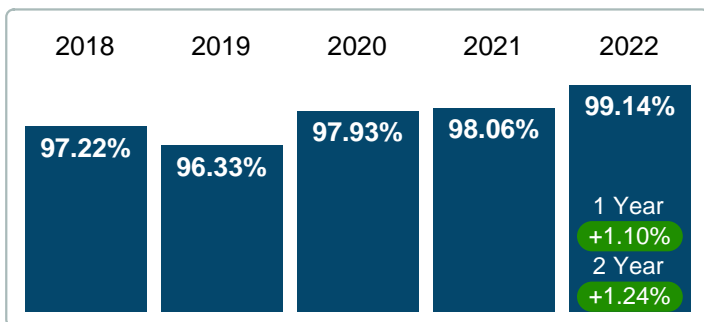
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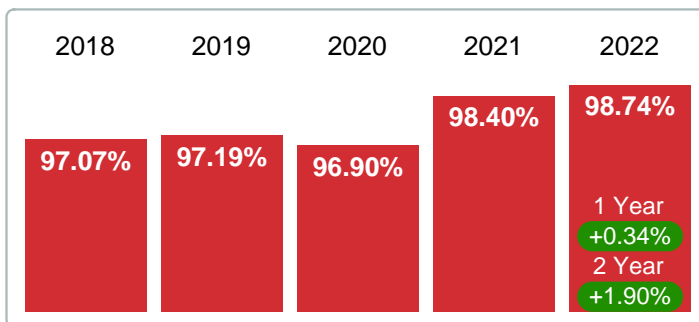
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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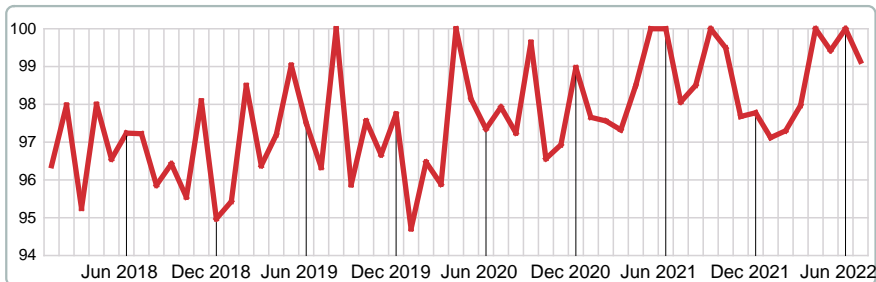
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

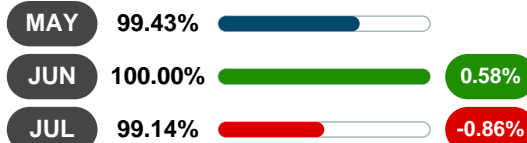


3 MONTHS

5 year JUL AVG = 97.74%

High Jun 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **99.14%**
above the 5 yr JUL average of **97.74%**



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
\$75,000 and less	6	7.59%	95.45%	90.91%	130.00%	0.00%	0.00%
\$75,001 - \$125,000	10	12.66%	100.00%	96.46%	102.12%	0.00%	0.00%
\$125,001 - \$150,000	14	17.72%	97.86%	93.19%	98.99%	100.72%	0.00%
\$150,001 - \$200,000	18	22.78%	99.72%	96.30%	100.00%	100.00%	100.00%
\$200,001 - \$250,000	12	15.19%	95.39%	0.00%	94.36%	100.61%	0.00%
\$250,001 - \$400,000	11	13.92%	97.10%	97.74%	94.69%	99.46%	0.00%
\$400,001 and up	8	10.13%	97.85%	0.00%	99.14%	96.57%	0.00%
Median Sold/List Ratio		99.14%		96.10%	99.14%	100.00%	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



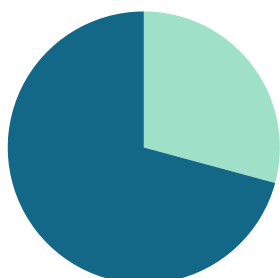
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

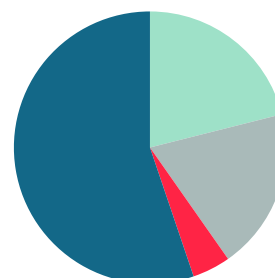


Inventory
 New Listings
106 = 29.20%
 Start Inventory
257
 Total Inventory Units
363
 Volume
\$108,132,023

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%
Median List Price	165,000	189,000	14.55%	169,000	165,000	-2.37%
Median Sale Price	150,000	185,000	23.33%	160,750	158,500	-1.40%
Median Percent of Selling Price to List Price	98.06%	99.14%	1.10%	98.40%	98.74%	0.34%
Median Days on Market to Sale	9.00	11.00	22.22%	14.00	11.00	-21.43%
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

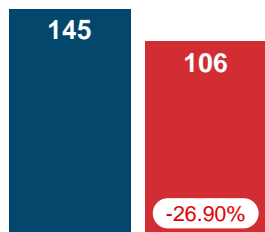
Inventory on July 31, 2022 = **207**

2021 **2022**

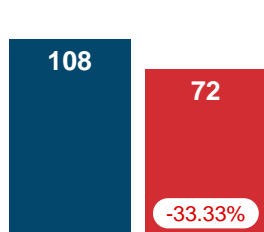
JULY MARKET

MEDIAN PRICES

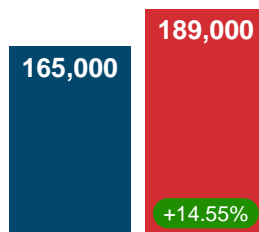
New Listings



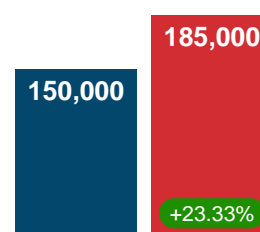
Pending Listings



List Price



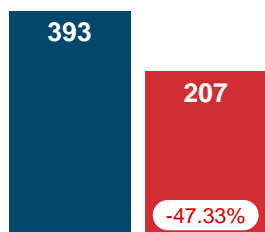
Sale Price



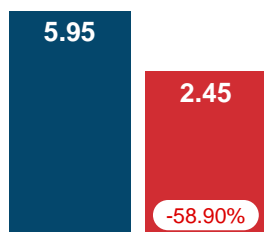
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

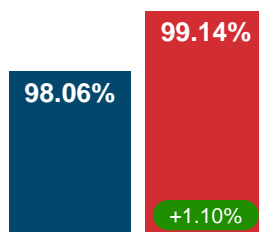
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

