

June 2022



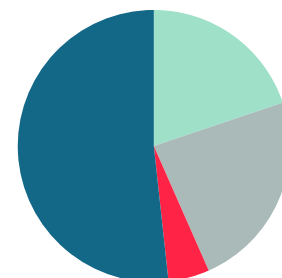
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	100	69	-31.00%
Pending Listings	107	82	-23.36%
New Listings	130	102	-21.54%
Average List Price	194,112	237,525	22.36%
Average Sale Price	189,663	229,625	21.07%
Average Percent of Selling Price to List Price	97.42%	97.10%	-0.32%
Average Days on Market to Sale	35.72	17.09	-52.16%
End of Month Inventory	349	180	-48.42%
Months Supply of Inventory	5.33	2.14	-59.82%



■ Closed (19.83%)
■ Pending (23.56%)
■ Other OffMarket (4.89%)
■ Active (51.72%)

Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of June 30, 2022 = **180**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2022 decreased **48.42%** to 180 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **2.14** 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 **21.07%** in June 2022 to \$229,625 versus the previous year at \$189,663.

Average Days on Market Shortens

The average number of **17.09** days that homes spent on the market before selling decreased by 18.63 days or **52.16%** in June 2022 compared to last year's same month at **35.72** DOM.

Sales Success for June 2022 is Positive

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

There were 102 New Listings in June 2022, down **21.54%** from last year at 130. Furthermore, there were 69 Closed Listings this month versus last year at 100, a **-31.00%** decrease.

Closed versus Listed trends yielded a **67.6%** ratio, down from previous year's, June 2021, at **76.9%**, a **12.06%** downswing. This will certainly create pressure on a decreasing Monthly 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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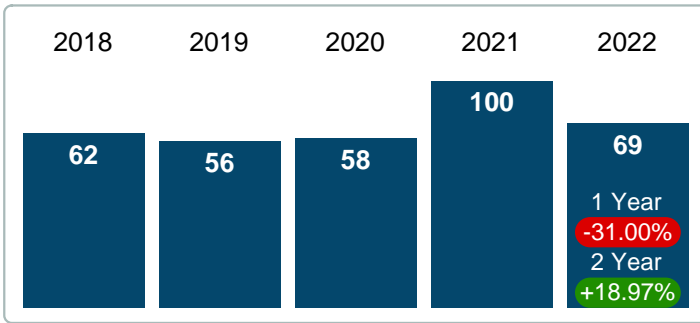
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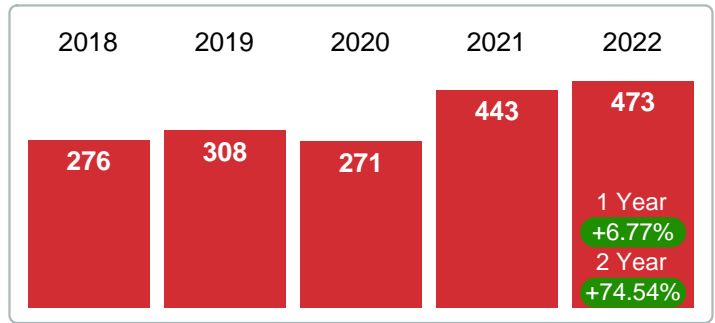
CLOSED LISTINGS

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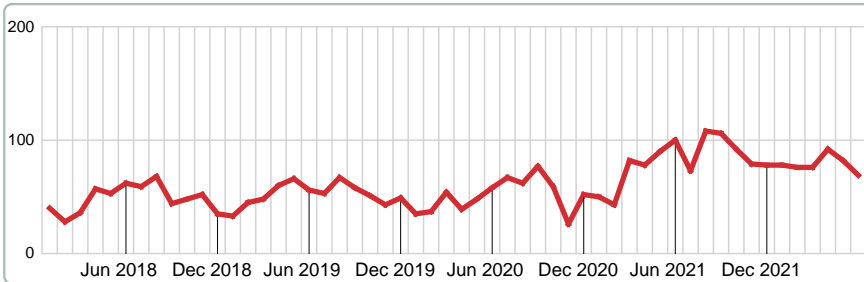
JUNE



YEAR TO DATE (YTD)

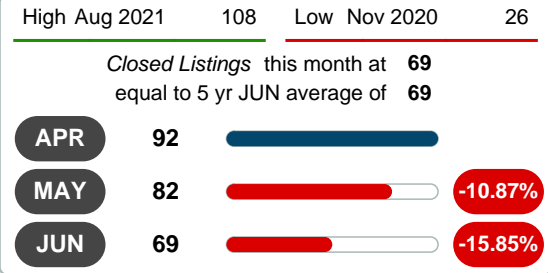


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 69



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	8.70%	28.2	3	3	0	0
\$75,001 - \$100,000	4	5.80%	5.5	3	0	1	0
\$100,001 - \$125,000	7	10.14%	25.9	4	3	0	0
\$125,001 - \$200,000	26	37.68%	12.4	5	15	5	1
\$200,001 - \$250,000	7	10.14%	25.9	0	5	2	0
\$250,001 - \$375,000	12	17.39%	8.8	1	8	2	1
\$375,001 and up	7	10.14%	28.3	0	3	3	1
Total Closed Units	69			16	37	13	3
Total Closed Volume	15,844,150	100%	17.1	1.82M	7.93M	4.94M	1.16M
Average Closed Price	\$229,625			\$113,566	\$214,219	\$379,962	\$387,167

June 2022



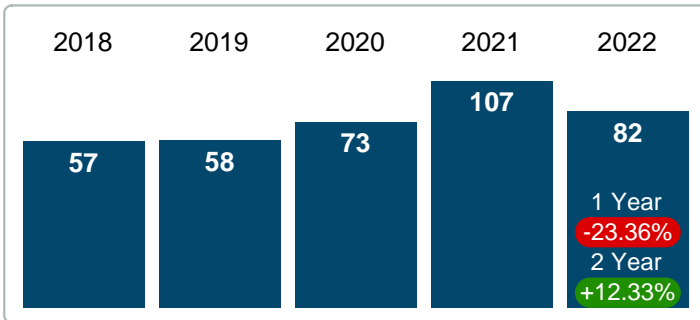
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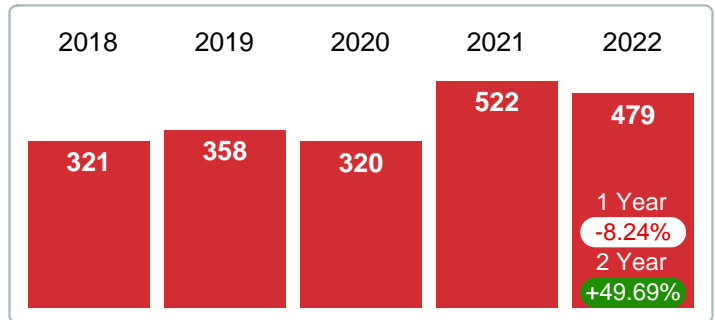
PENDING LISTINGS

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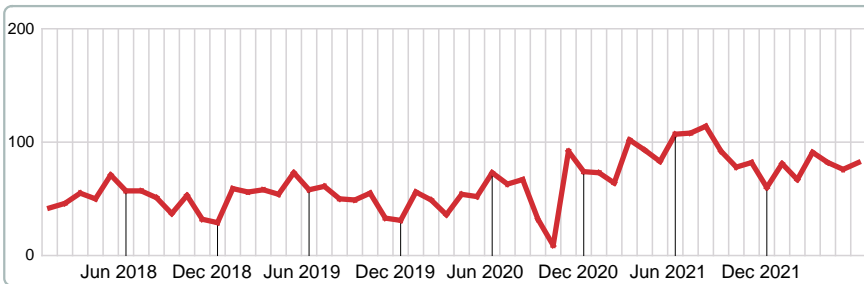
JUNE



YEAR TO DATE (YTD)

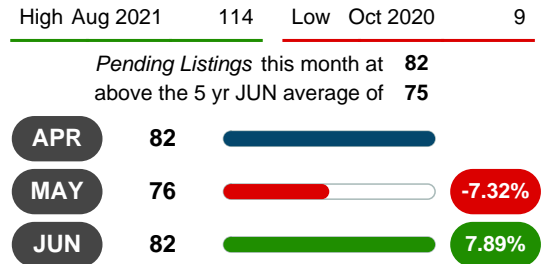


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.54%	16.0	5	2	0	0
\$50,001 - \$100,000	11	13.41%	34.0	7	3	0	1
\$100,001 - \$125,000	8	9.76%	21.5	4	4	0	0
\$125,001 - \$175,000	22	26.83%	33.0	10	11	1	0
\$175,001 - \$225,000	12	14.63%	24.0	0	8	4	0
\$225,001 - \$275,000	11	13.41%	25.8	0	6	5	0
\$275,001 and up	11	13.41%	75.1	1	4	6	0
Total Pending Units	82			27	38	16	1
Total Pending Volume	15,526,674	100%	21.3	3.04M	7.34M	5.06M	90.00K
Average Listing Price	\$215,450			\$112,607	\$193,076	\$316,213	\$90,000

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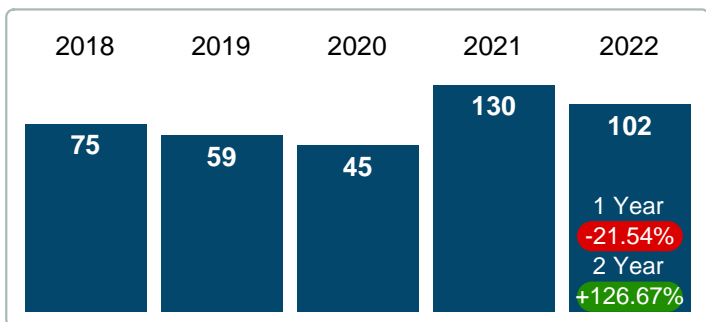
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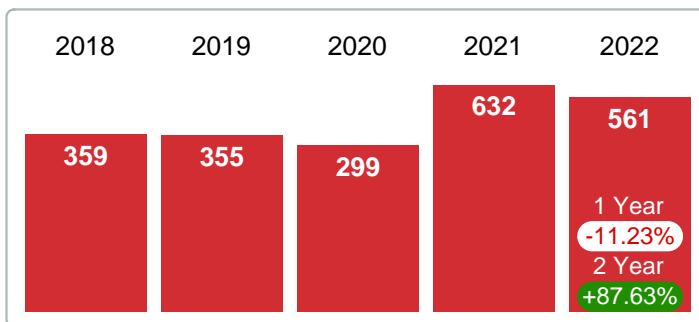
NEW LISTINGS

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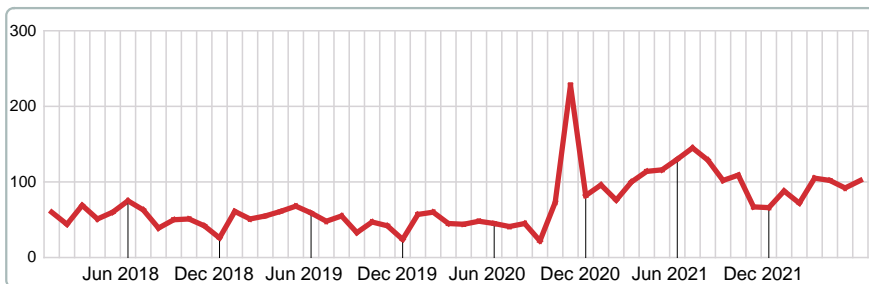
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 82

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 102
above the 5 yr JUN average of 82



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	10	9.80%	7	3	0	0
\$50,001 - \$100,000	12	11.76%	7	4	1	0
\$100,001 - \$125,000	7	6.86%	3	4	0	0
\$125,001 - \$225,000	35	34.31%	5	23	7	0
\$225,001 - \$275,000	11	10.78%	0	5	5	1
\$275,001 - \$375,000	13	12.75%	0	7	6	0
\$375,001 and up	14	13.73%	2	8	2	2
Total New Listed Units	102		24	54	21	3
Total New Listed Volume	22,837,674	100%	2.70M	12.63M	5.42M	2.08M
Average New Listed Listing Price	\$221,200		\$112,625	\$233,929	\$258,267	\$692,967

June 2022



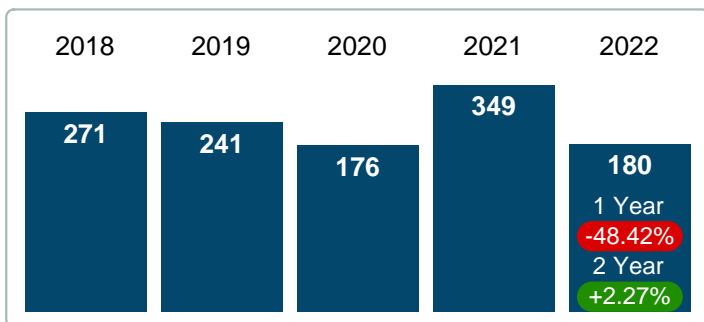
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



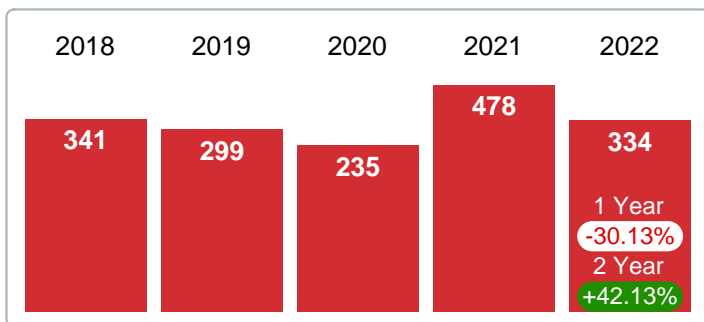
ACTIVE INVENTORY

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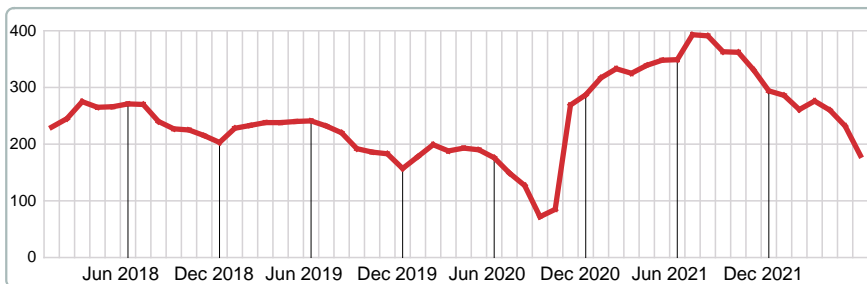
END OF JUNE



ACTIVE DURING JUNE

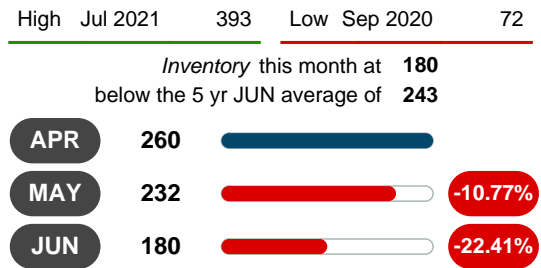


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 243



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	10	5.56%	66.4	4	5	1	0
\$50,001 - \$125,000	30	16.67%	82.3	15	12	2	1
\$125,001 - \$175,000	18	10.00%	96.1	6	11	1	0
\$175,001 - \$300,000	54	30.00%	61.8	6	35	12	1
\$300,001 - \$425,000	24	13.33%	55.7	3	16	4	1
\$425,001 - \$675,000	27	15.00%	100.6	1	12	9	5
\$675,001 and up	17	9.44%	131.4	0	8	6	3
Total Active Inventory by Units	180			35	99	35	11
Total Active Inventory by Volume	65,304,998	100%	80.5	5.01M	31.83M	21.15M	7.32M
Average Active Inventory Listing Price	\$362,806			\$143,129	\$321,499	\$604,323	\$665,073

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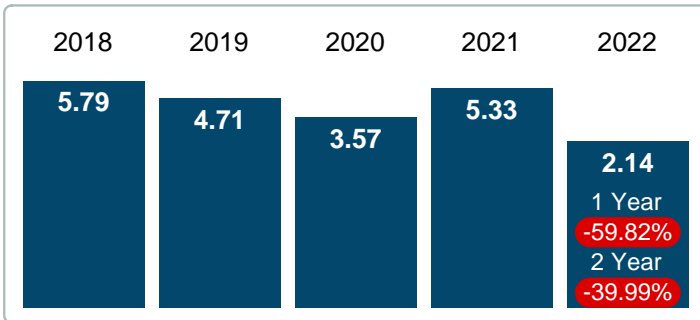
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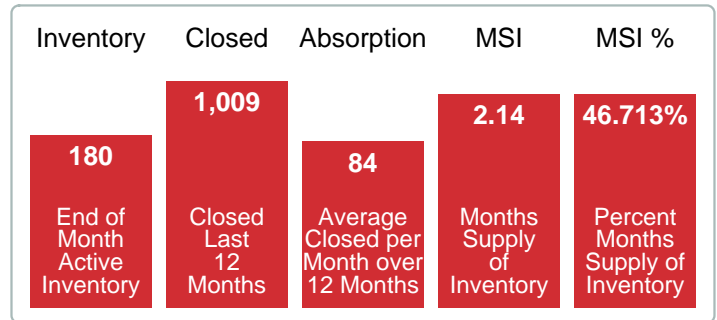
MONTHS SUPPLY of INVENTORY (MSI)

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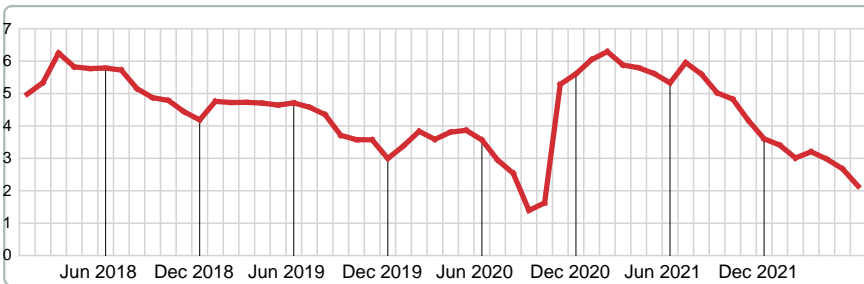
MSI FOR JUNE



INDICATORS FOR JUNE 2022

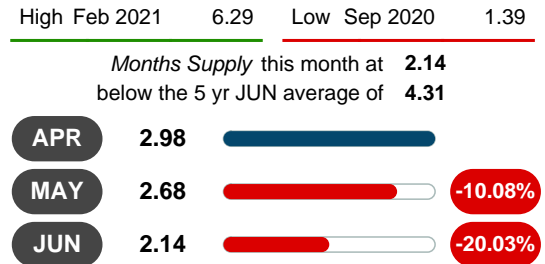


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4.31



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	10	5.56%	1.50	1.02	2.07	4.00	0.00
\$50,001 - \$125,000	30	16.67%	1.32	1.68	0.95	1.85	6.00
\$125,001 - \$175,000	18	10.00%	1.21	2.40	1.16	0.40	0.00
\$175,001 - \$300,000	54	30.00%	2.20	3.79	2.10	2.09	2.00
\$300,001 - \$425,000	24	13.33%	2.91	7.20	3.92	1.23	2.00
\$425,001 - \$675,000	27	15.00%	4.84	3.00	5.54	3.72	7.50
\$675,001 and up	17	9.44%	11.33	0.00	24.00	14.40	7.20
Market Supply of Inventory (MSI)			2.14	1.94	2.07	2.23	4.13
Total Active Inventory by Units		100%	2.14	35	99	35	11

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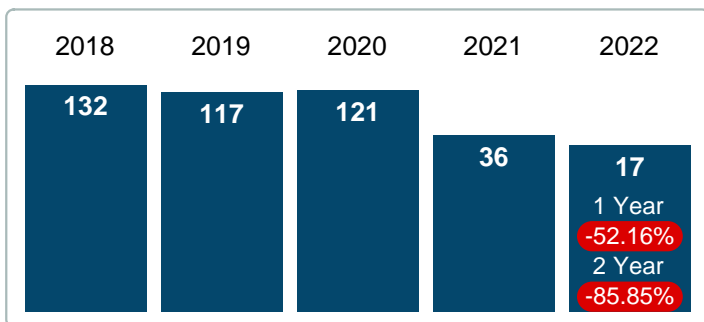
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



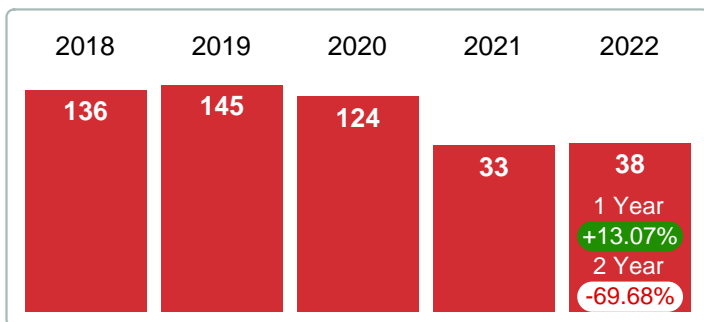
AVERAGE DAYS ON MARKET TO SALE

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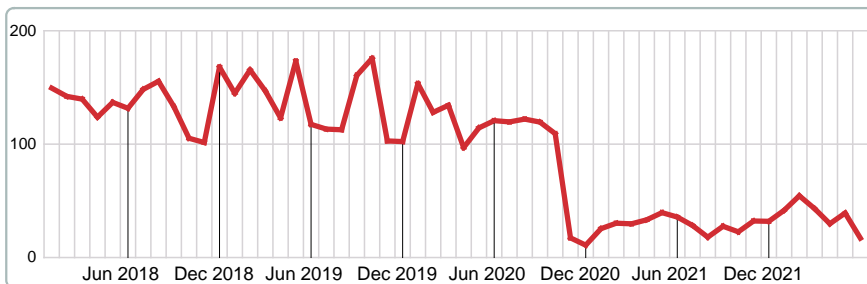
JUNE



YEAR TO DATE (YTD)

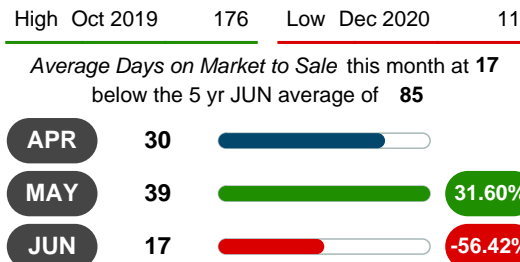


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85



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	8.70%	28	51	5	0	0
\$75,001 - \$100,000	5.80%	6	5	0	6	0
\$100,001 - \$125,000	10.14%	26	6	52	0	0
\$125,001 - \$200,000	37.68%	12	20	12	7	15
\$200,001 - \$250,000	10.14%	26	0	31	12	0
\$250,001 - \$375,000	17.39%	9	9	10	7	2
\$375,001 and up	10.14%	28	0	51	15	2
Average Closed DOM		17	19	20	9	6
Total Closed Units	100%	17	16	37	13	3
Total Closed Volume		15,844,150	1.82M	7.93M	4.94M	1.16M

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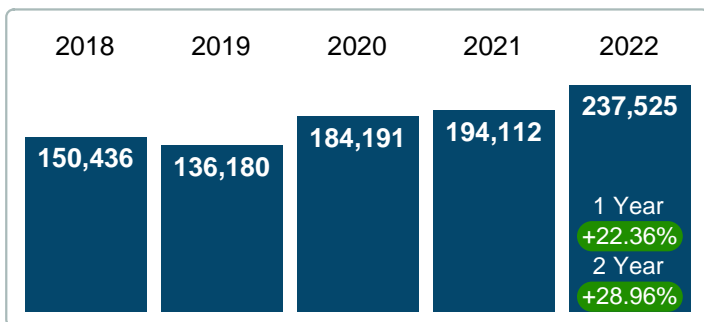
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



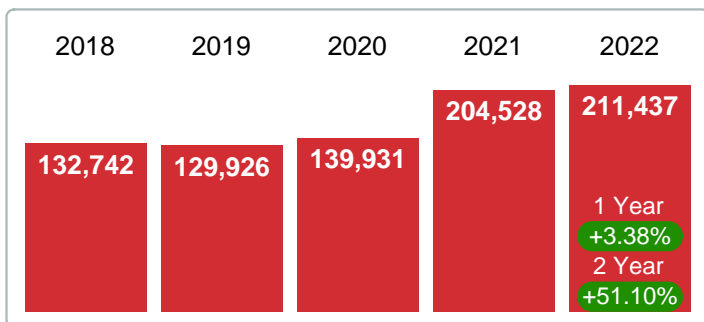
AVERAGE LIST PRICE AT CLOSING

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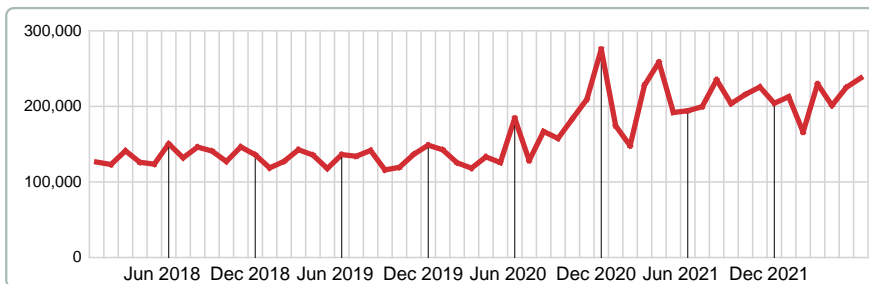
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

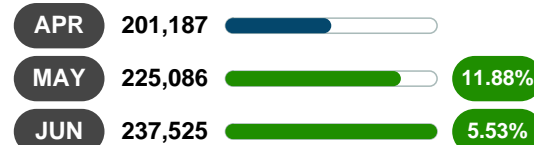


3 MONTHS

5 year JUN AVG = 180,489

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

Average List Price at Closing this month at **237,525**
above the 5 yr JUN average of **180,489**



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	7.25%	51,580	47,633	64,667	0	0
\$75,001 - \$100,000	8.70%	89,833	92,000	0	120,000	0
\$100,001 - \$125,000	8.70%	120,333	103,125	127,467	0	0
\$125,001 - \$200,000	37.68%	162,750	141,560	168,693	173,380	140,000
\$200,001 - \$250,000	8.70%	224,650	0	221,280	241,950	0
\$250,001 - \$375,000	18.84%	292,092	315,000	302,413	269,000	260,000
\$375,001 and up	10.14%	784,814	0	482,933	1,089,967	775,000
Average List Price		237,525	115,888	218,414	406,054	391,667
Total Closed Units	100%	237,525	16	37	13	3
Total Closed Volume		16,389,200	1.85M	8.08M	5.28M	1.18M

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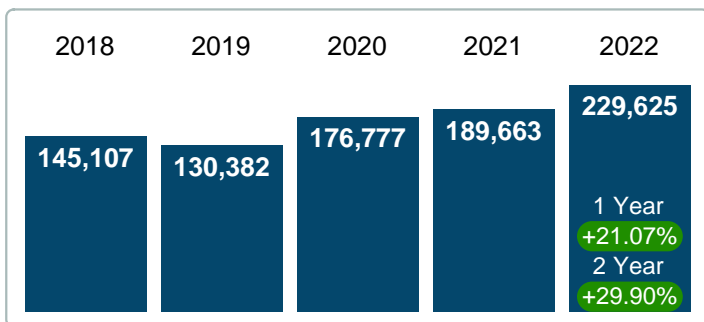
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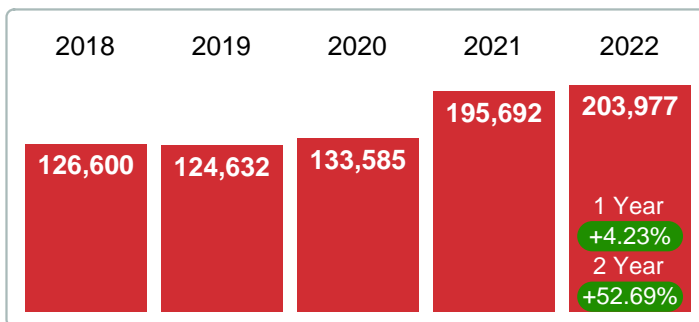
AVERAGE SOLD PRICE AT CLOSING

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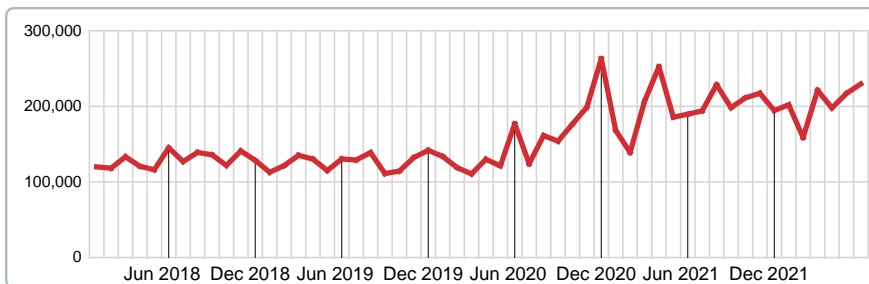
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 174,311

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **229,625**
above the 5 yr JUN average of **174,311**

- APR 197,860
- MAY 216,981 **9.66%**
- JUN 229,625 **5.83%**

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	8.70%	48,317	37,300	59,333	0	0
\$75,001 - \$100,000	5.80%	88,750	90,000	0	85,000	0
\$100,001 - \$125,000	10.14%	114,714	109,250	122,000	0	0
\$125,001 - \$200,000	37.68%	160,348	137,230	166,993	170,300	126,500
\$200,001 - \$250,000	10.14%	226,414	0	223,980	232,500	0
\$250,001 - \$375,000	17.39%	290,617	312,000	296,550	271,500	260,000
\$375,001 and up	10.14%	736,414	0	461,633	998,333	775,000
Average Sold Price		229,625	113,566	214,219	379,962	387,167
Total Closed Units	100%	229,625	16	37	13	3
Total Closed Volume		15,844,150	1.82M	7.93M	4.94M	1.16M

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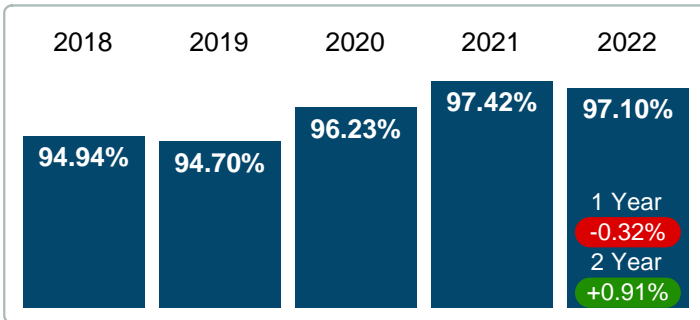
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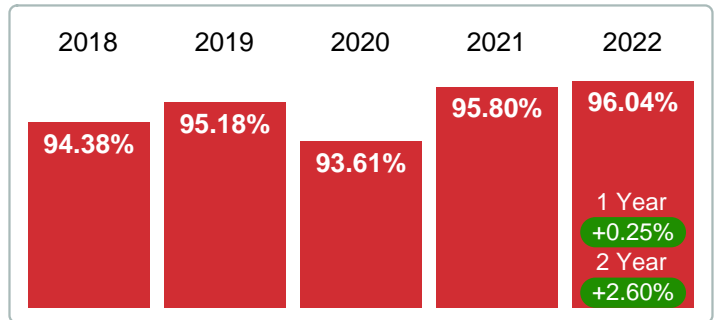
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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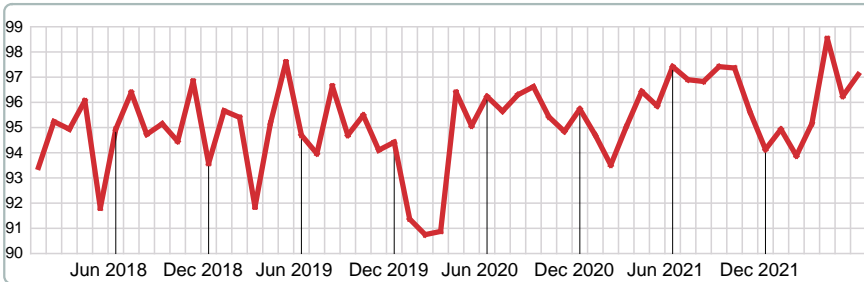
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

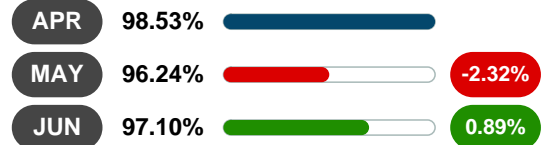


3 MONTHS

5 year JUN AVG = 96.08%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.10%** above the 5 yr JUN average of **96.08%**



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	8.70%	86.06%	81.11%	91.02%	0.00%	0.00%
\$75,001 - \$100,000	4	5.80%	91.01%	97.74%	0.00%	70.83%	0.00%
\$100,001 - \$125,000	7	10.14%	102.41%	107.40%	95.76%	0.00%	0.00%
\$125,001 - \$200,000	26	37.68%	98.39%	97.71%	99.16%	98.39%	90.36%
\$200,001 - \$250,000	7	10.14%	100.15%	0.00%	101.71%	96.27%	0.00%
\$250,001 - \$375,000	12	17.39%	98.71%	99.05%	97.95%	100.93%	100.00%
\$375,001 and up	7	10.14%	94.15%	0.00%	96.03%	90.32%	100.00%
Average Sold/List Ratio		97.10%		97.11%	98.05%	94.47%	96.79%
Total Closed Units		69	100%	16	37	13	3
Total Closed Volume		15,844,150		1.82M	7.93M	4.94M	1.16M

June 2022



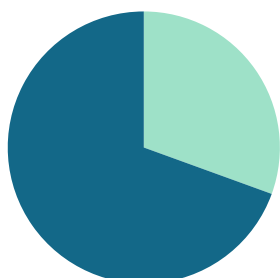
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

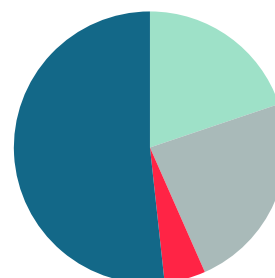


Inventory
 New Listings
102 = 30.54%
 Start Inventory
232
 Total Inventory Units
334
 Volume
\$98,444,373

Market Activity

Closed Sales
69 = 19.83%
 Pending Sales
82 = 23.56%
 Other Off Market
17 = 4.89%
 Active Inventory
180 = 51.72%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	100	69	-31.00%	443	473	6.77%
Pending Sales	107	82	-23.36%	522	479	-8.24%
New Listings	130	102	-21.54%	632	561	-11.23%
Average List Price	194,112	237,525	22.36%	204,528	211,437	3.38%
Average Sale Price	189,663	229,625	21.07%	195,692	203,977	4.23%
Average Percent of Selling Price to List Price	97.42%	97.10%	-0.32%	95.80%	96.04%	0.25%
Average Days on Market to Sale	35.72	17.09	-52.16%	33.28	37.63	13.07%
Monthly Inventory	349	180	-48.42%	349	180	-48.42%
Months Supply of Inventory	5.33	2.14	-59.82%	5.33	2.14	-59.82%

Absorption: Last 12 months, an Average of **84** Sales/Month

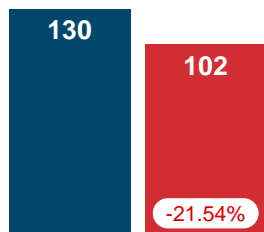
Inventory on June 30, 2022 = **180**

2021 **2022**

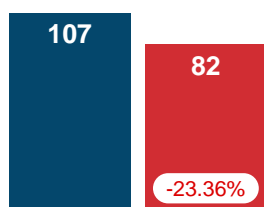
JUNE MARKET

AVERAGE PRICES

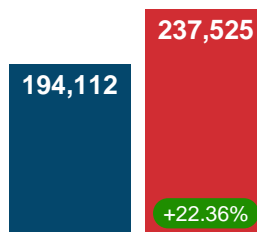
New Listings



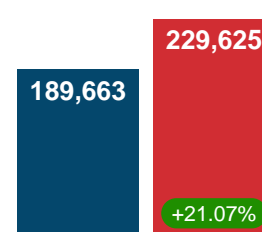
Pending Listings



List Price



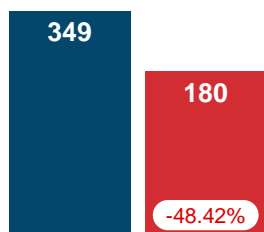
Sale Price



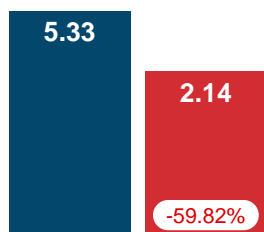
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

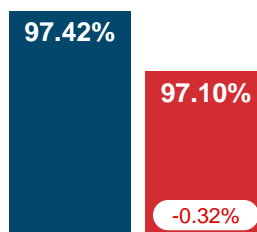
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

