

## June 2022



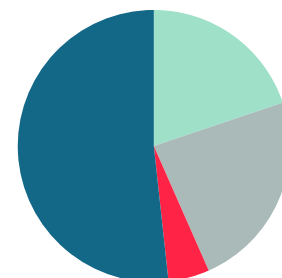
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



### 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%
Median List Price	179,450	179,500	0.03%
Median Sale Price	175,000	179,000	2.29%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.50	7.00	-17.65%
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.

##### 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 **2.29%** in June 2022 to \$179,000 versus the previous year at \$175,000.

##### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 1.50 days or **17.65%** in June 2022 compared to last year's same month at **8.50** DOM.

##### Sales Success for June 2022 is Positive

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

There were 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.

#### 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

# June 2022



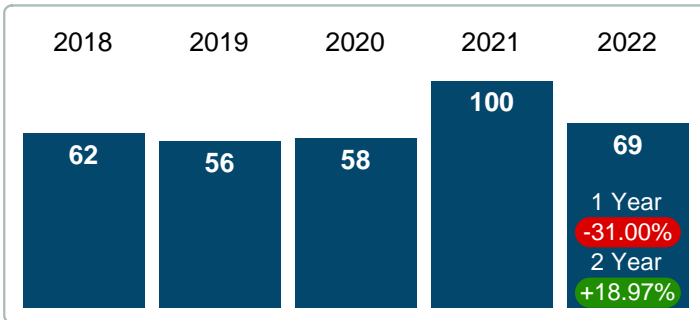
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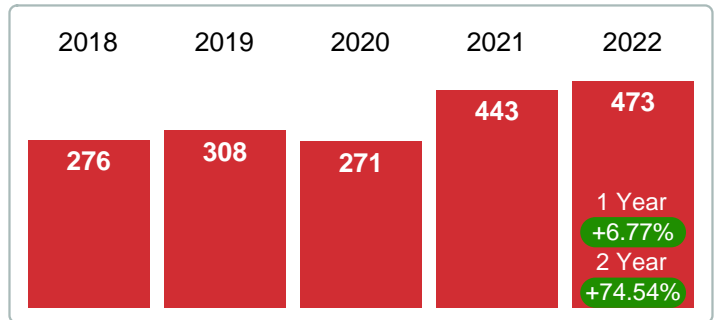
## CLOSED LISTINGS

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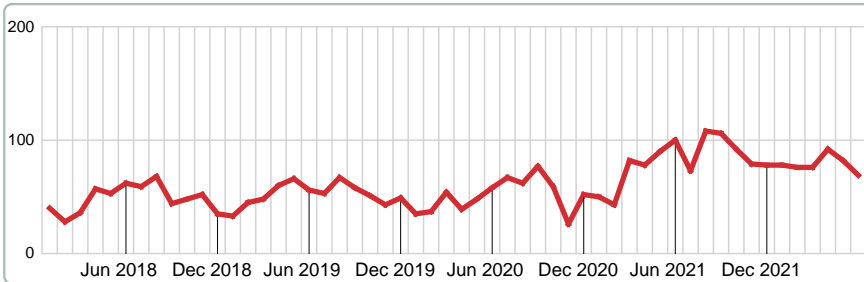
### JUNE



### YEAR TO DATE (YTD)

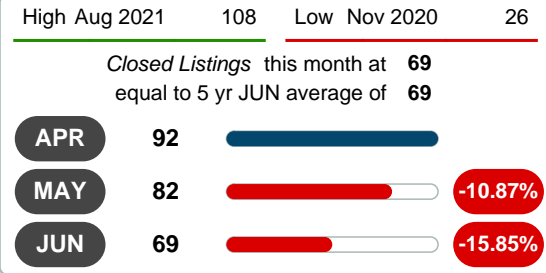


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 69



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	10.5	3	3	0	0
\$75,001 - \$100,000	4	5.80%	6.5	3	0	1	0
\$100,001 - \$125,000	7	10.14%	8.0	4	3	0	0
\$125,001 - \$200,000	26	37.68%	6.0	5	15	5	1
\$200,001 - \$250,000	7	10.14%	6.0	0	5	2	0
\$250,001 - \$375,000	12	17.39%	8.0	1	8	2	1
\$375,001 and up	7	10.14%	11.0	0	3	3	1
<b>Total Closed Units</b>	<b>69</b>			<b>16</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,844,150</b>	<b>100%</b>	<b>7.0</b>	<b>1.82M</b>	<b>7.93M</b>	<b>4.94M</b>	<b>1.16M</b>
<b>Median Closed Price</b>	<b>\$179,000</b>			<b>\$108,500</b>	<b>\$197,000</b>	<b>\$215,000</b>	<b>\$260,000</b>

# June 2022



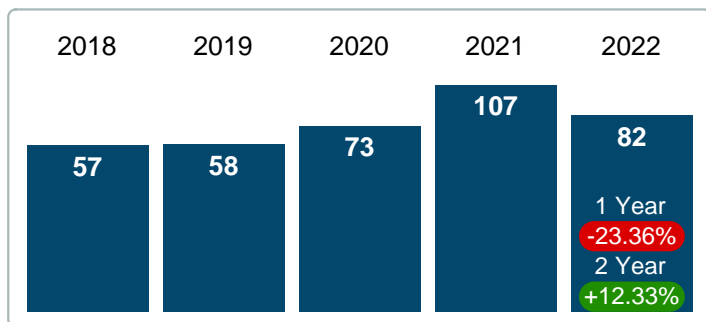
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



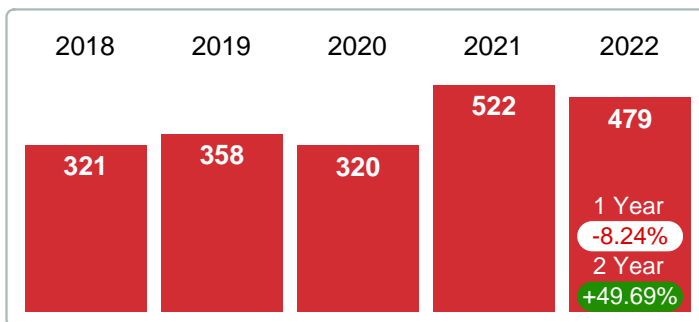
## PENDING LISTINGS

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

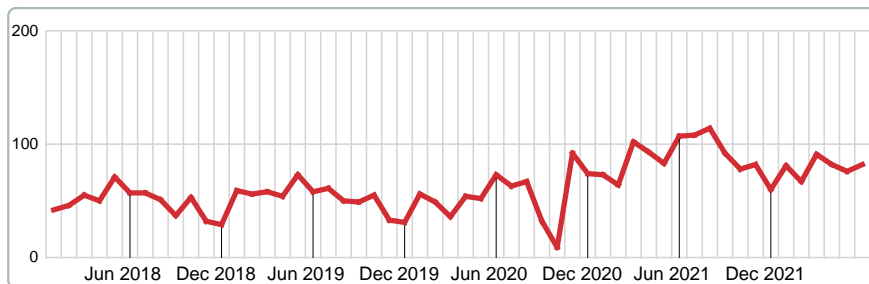
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

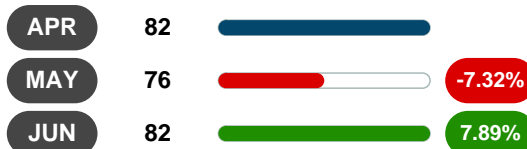


### 3 MONTHS

5 year JUN AVG = 75

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **82**  
above the 5 yr JUN average of **75**



### 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	8.54%	7.0	5	2	0	0
\$50,001 - \$100,000	11	13.41%	30.0	7	3	0	1
\$100,001 - \$125,000	8	9.76%	7.0	4	4	0	0
\$125,001 - \$175,000	22	26.83%	9.0	10	11	1	0
\$175,001 - \$225,000	12	14.63%	17.0	0	8	4	0
\$225,001 - \$275,000	11	13.41%	9.0	0	6	5	0
\$275,001 and up	11	13.41%	26.0	1	4	6	0
<b>Total Pending Units</b>	<b>82</b>			<b>27</b>	<b>38</b>	<b>16</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,526,674</b>	<b>100%</b>	<b>10.0</b>	<b>3.04M</b>	<b>7.34M</b>	<b>5.06M</b>	<b>90.00K</b>
<b>Median Listing Price</b>	<b>\$158,000</b>			<b>\$109,900</b>	<b>\$169,950</b>	<b>\$244,750</b>	<b>\$90,000</b>

# June 2022



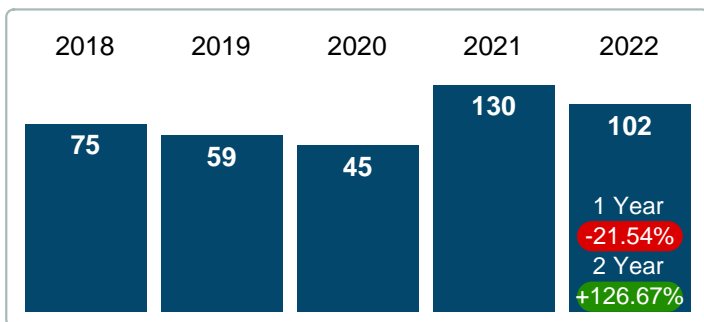
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



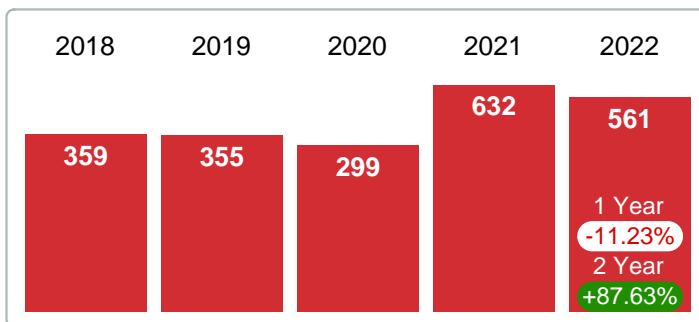
## NEW LISTINGS

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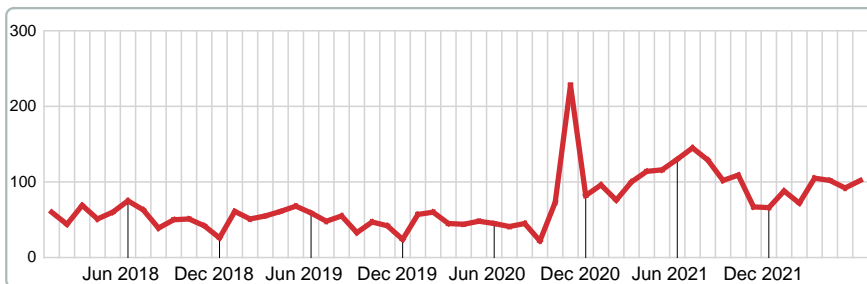
### JUNE



### 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
<b>Total New Listed Units</b>	<b>102</b>		<b>24</b>	<b>54</b>	<b>21</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>22,837,674</b>	<b>100%</b>	<b>2.70M</b>	<b>12.63M</b>	<b>5.42M</b>	<b>2.08M</b>
<b>Median New Listed Listing Price</b>	<b>\$197,000</b>		<b>\$94,450</b>	<b>\$199,000</b>	<b>\$239,500</b>	<b>\$549,000</b>

# June 2022



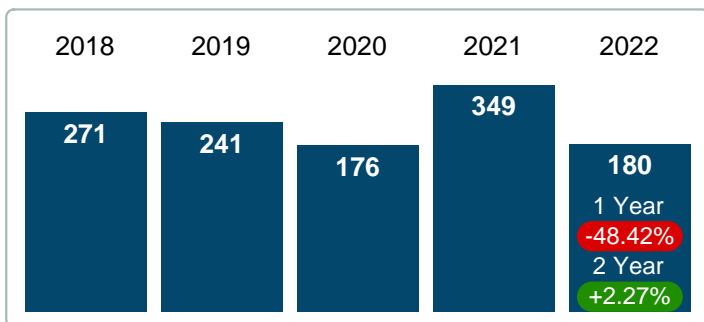
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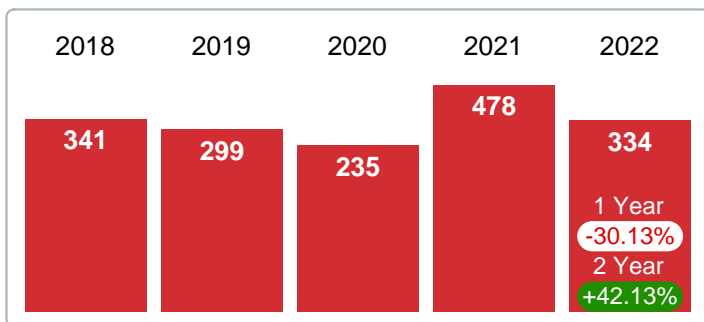
## ACTIVE INVENTORY

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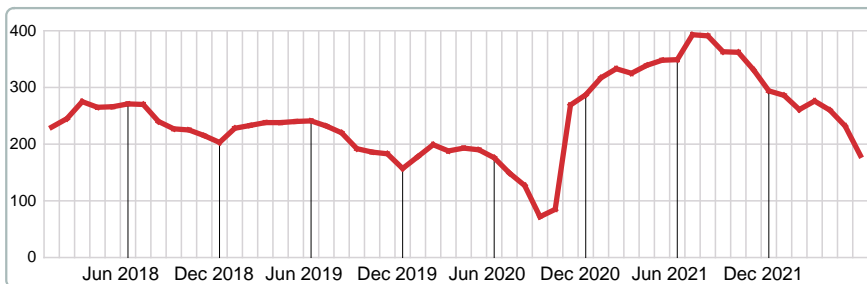
### END OF JUNE



### ACTIVE DURING JUNE

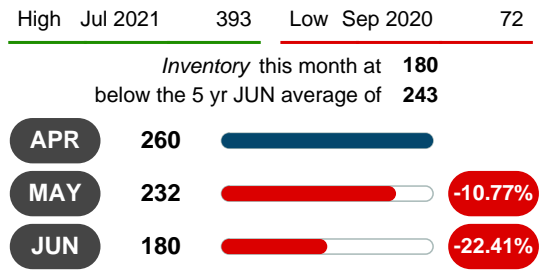


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 243



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.56%	39.5	4	5	1	0
\$50,001 - \$125,000	30	16.67%	62.5	15	12	2	1
\$125,001 - \$175,000	18	10.00%	62.0	6	11	1	0
\$175,001 - \$300,000	54	30.00%	37.0	6	35	12	1
\$300,001 - \$425,000	24	13.33%	47.0	3	16	4	1
\$425,001 - \$675,000	27	15.00%	84.0	1	12	9	5
\$675,001 and up	17	9.44%	99.0	0	8	6	3
Total Active Inventory by Units	180			35	99	35	11
Total Active Inventory by Volume	65,304,998	100%	58.0	5.01M	31.83M	21.15M	7.32M
Median Active Inventory Listing Price	\$225,000			\$99,000	\$224,999	\$374,000	\$549,000

# June 2022



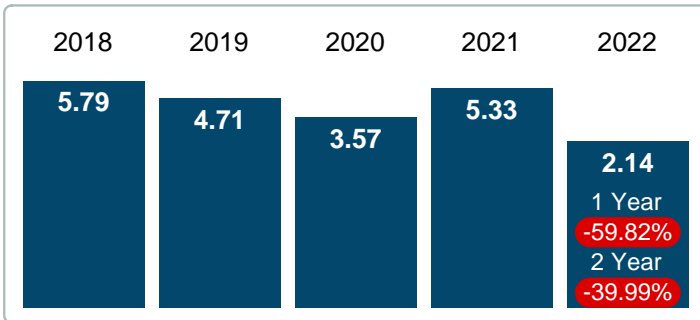
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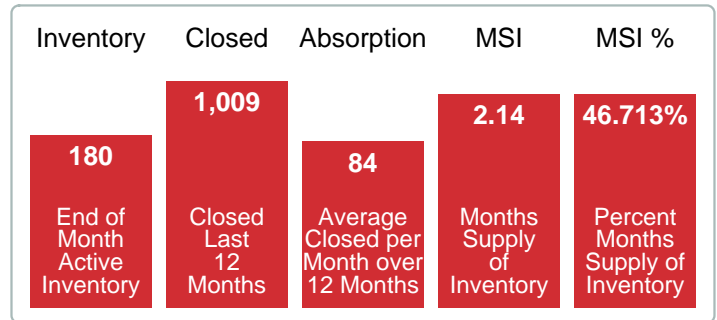
## MONTHS SUPPLY of INVENTORY (MSI)

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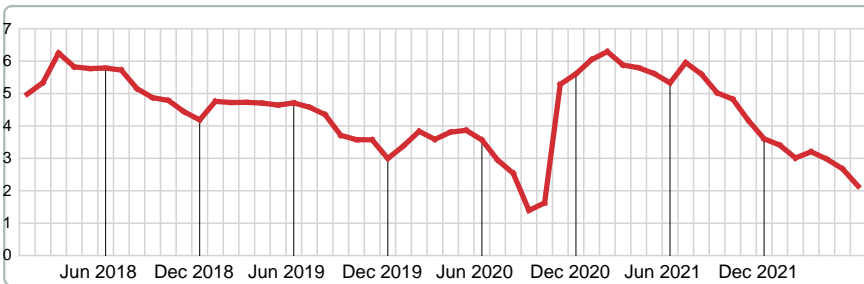
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

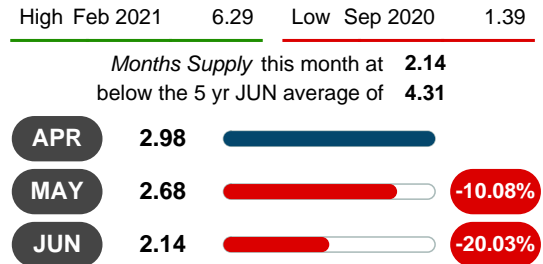


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# June 2022



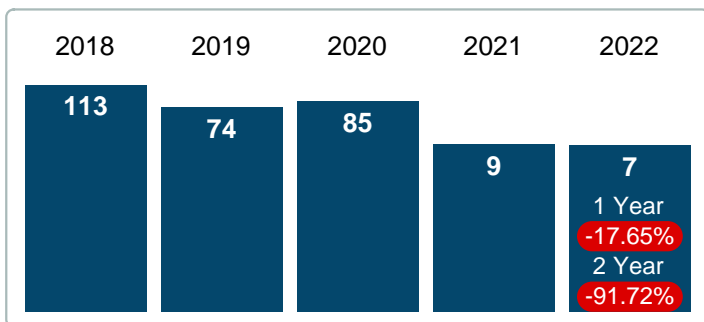
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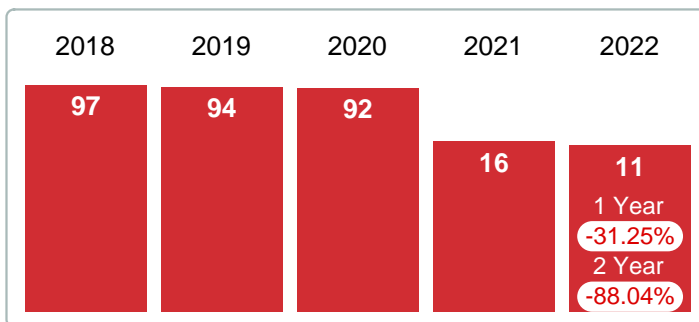
## MEDIAN DAYS ON MARKET TO SALE

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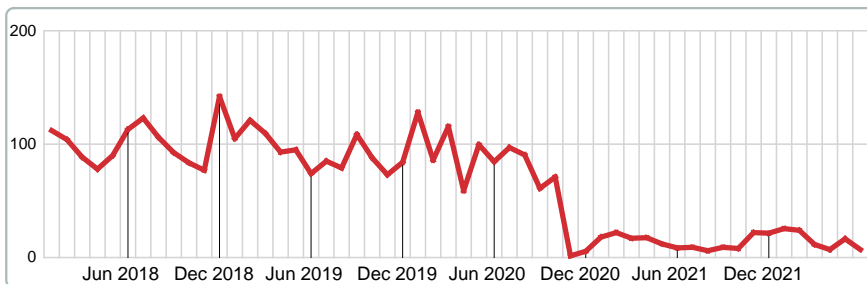
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

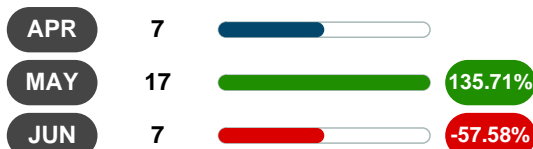


### 3 MONTHS

5 year JUN AVG = 57

High Dec 2018 142 Low Nov 2020 2

Median Days on Market to Sale this month at 7 below the 5 yr JUN average of 57



### 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	8.70%	11	47	1	0	0
\$75,001 - \$100,000	5.80%	7	7	0	6	0
\$100,001 - \$125,000	10.14%	8	7	39	0	0
\$125,001 - \$200,000	37.68%	6	21	5	7	15
\$200,001 - \$250,000	10.14%	6	0	6	12	0
\$250,001 - \$375,000	17.39%	8	9	8	7	2
\$375,001 and up	10.14%	11	0	11	18	2
Median Closed DOM		7	8	6	7	2
Total Closed Units	100%	69	16	37	13	3
Total Closed Volume		15,844,150	1.82M	7.93M	4.94M	1.16M

# June 2022



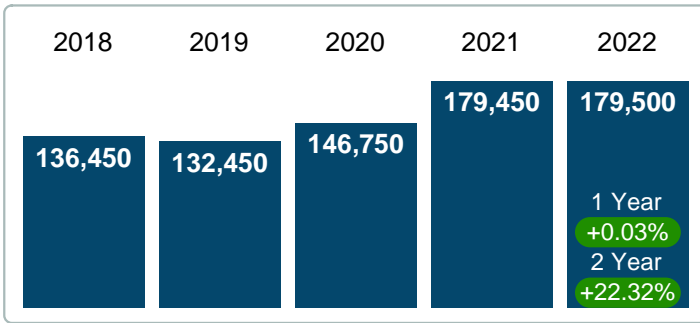
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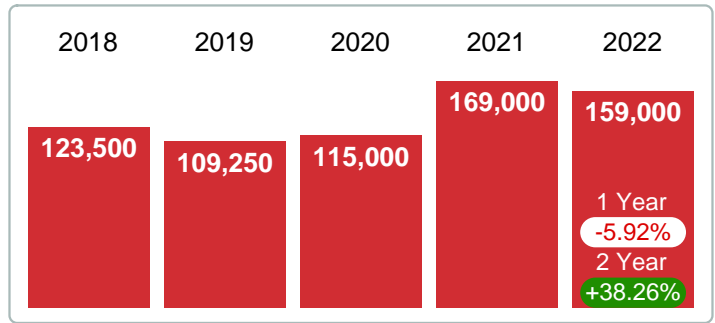
## MEDIAN LIST PRICE AT CLOSING

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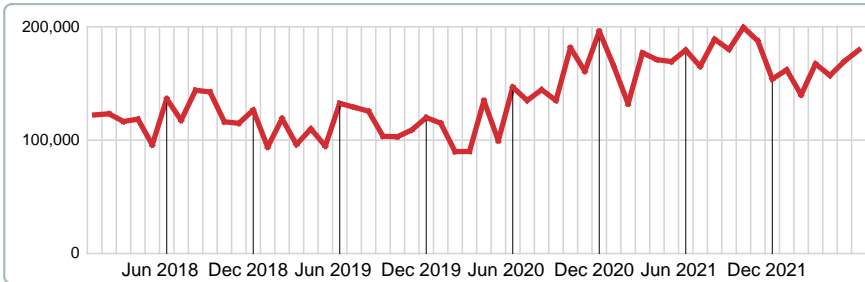
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

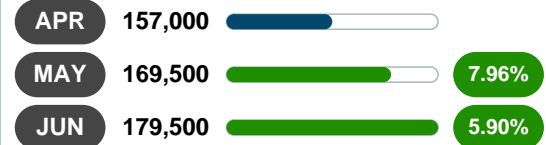


### 3 MONTHS

5 year JUN AVG = 154,920

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

Median List Price at Closing this month at **179,500**  
above the 5 yr JUN average of **154,920**



### 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	5	7.25%	45,000	39,900	57,500	0	0
\$75,001 - \$100,000	6	8.70%	88,000	89,000	79,000	0	0
\$100,001 - \$125,000	6	8.70%	123,000	123,750	123,500	120,000	0
\$125,001 - \$200,000	26	37.68%	155,950	149,900	152,000	179,000	140,000
\$200,001 - \$250,000	6	8.70%	222,500	0	225,000	219,000	0
\$250,001 - \$375,000	13	18.84%	275,000	315,000	307,250	269,000	260,000
\$375,001 and up	7	10.14%	549,000	0	499,900	649,900	775,000
Median List Price			179,500	103,000	197,500	219,000	260,000
Total Closed Units		100%	179,500	16	37	13	3
Total Closed Volume			16,389,200	1.85M	8.08M	5.28M	1.18M



# June 2022



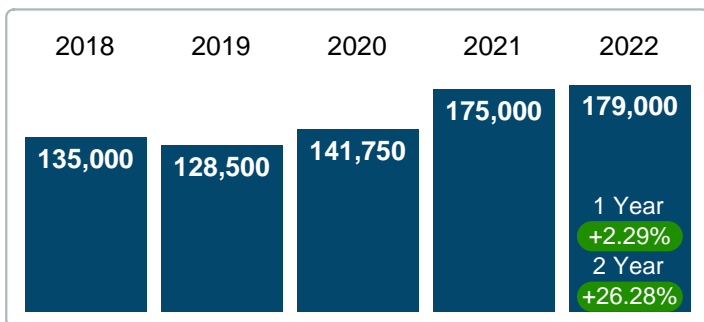
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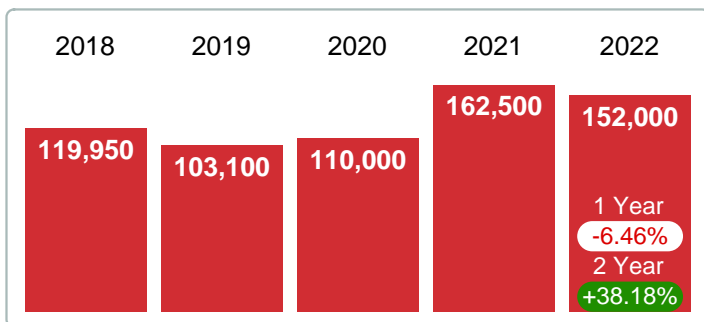
## MEDIAN SOLD PRICE AT CLOSING

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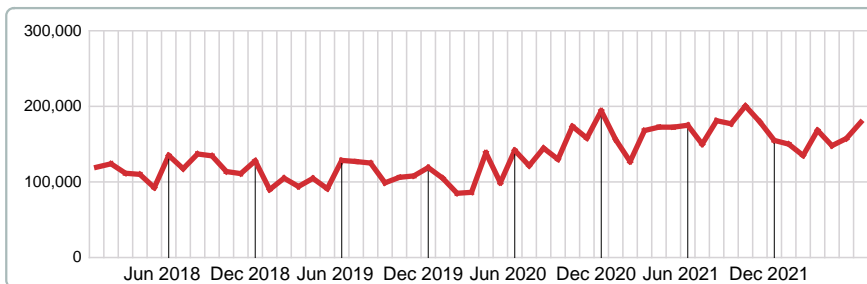
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

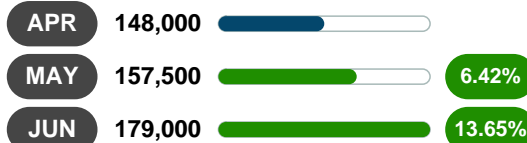


### 3 MONTHS

5 year JUN AVG = 151,850

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

Median Sold Price at Closing this month at **179,000** above the 5 yr JUN average of **151,850**



### 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	8.70%	42,450	39,900	70,000	0	0
\$75,001 - \$100,000	5.80%	85,000	85,000	0	85,000	0
\$100,001 - \$125,000	10.14%	115,000	108,500	122,000	0	0
\$125,001 - \$200,000	37.68%	154,750	137,250	175,000	169,000	126,500
\$200,001 - \$250,000	10.14%	215,000	0	215,000	232,500	0
\$250,001 - \$375,000	17.39%	283,250	312,000	293,750	271,500	260,000
\$375,001 and up	10.14%	500,000	0	485,000	550,000	775,000
Median Sold Price		179,000	108,500	197,000	215,000	260,000
Total Closed Units	100%	179,000	16	37	13	3
Total Closed Volume		15,844,150	1.82M	7.93M	4.94M	1.16M

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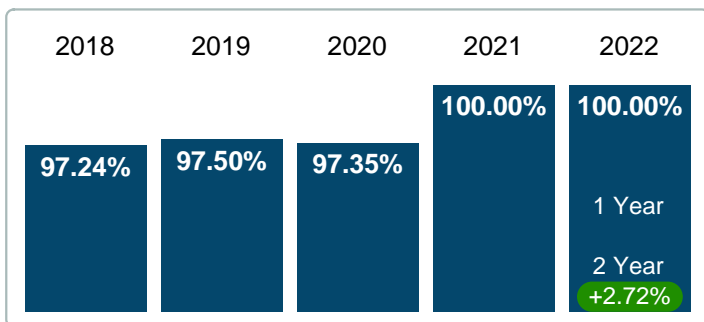
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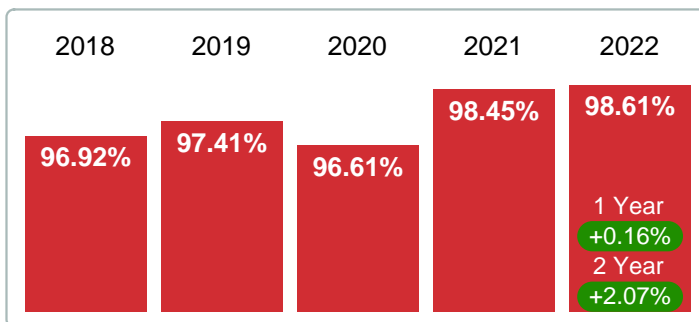
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

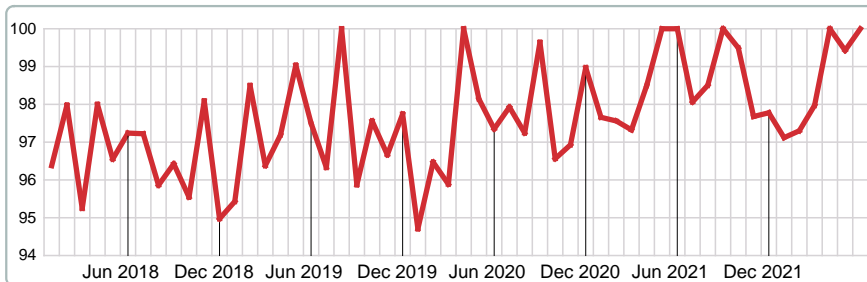
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

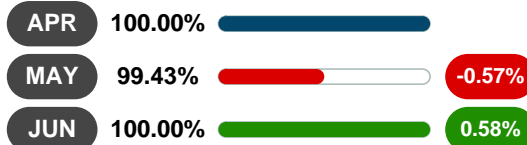


### 3 MONTHS

5 year JUN AVG = 98.42%

High Jun 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **98.42%**



### 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	8.70%	86.53%	77.14%	88.61%	0.00%	0.00%
\$75,001 - \$100,000	4	5.80%	96.60%	97.70%	0.00%	70.83%	0.00%
\$100,001 - \$125,000	7	10.14%	98.79%	104.92%	95.46%	0.00%	0.00%
\$125,001 - \$200,000	26	37.68%	100.00%	100.00%	100.00%	100.00%	90.36%
\$200,001 - \$250,000	7	10.14%	98.17%	0.00%	100.00%	96.27%	0.00%
\$250,001 - \$375,000	12	17.39%	100.00%	99.05%	99.06%	100.93%	100.00%
\$375,001 and up	7	10.14%	93.39%	0.00%	97.02%	92.94%	100.00%
Median Sold/List Ratio		100.00%		99.52%	100.00%	98.17%	100.00%
Total Closed Units		69	100%	100.00%			
Total Closed Volume		15,844,150					
				1.82M	7.93M	4.94M	1.16M

# June 2022



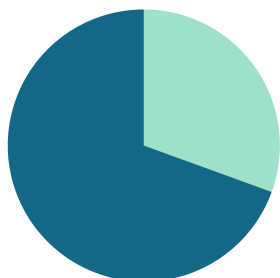
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

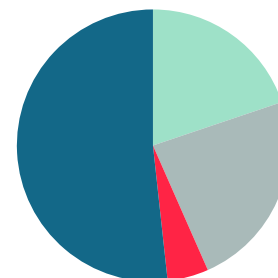


**Inventory**  
 New Listings  
**102 = 30.54%**  
 Start Inventory  
**232**  
 Total Inventory Units  
**334**  
 Volume  
**\$98,444,373**

### 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%
Median List Price	179,450	179,500	0.03%	169,000	159,000	-5.92%
Median Sale Price	175,000	179,000	2.29%	162,500	152,000	-6.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.45%	98.61%	0.16%
Median Days on Market to Sale	8.50	7.00	-17.65%	16.00	11.00	-31.25%
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

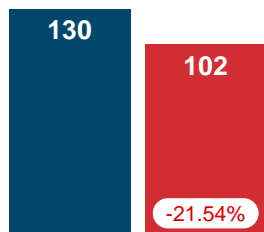
**Inventory** on June 30, 2022 = **180**

**2021** **2022**

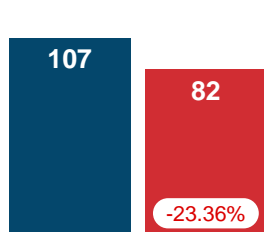
### JUNE MARKET

### MEDIAN PRICES

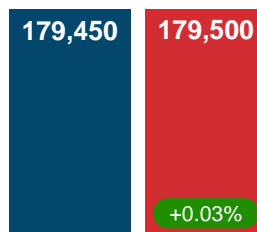
#### New Listings



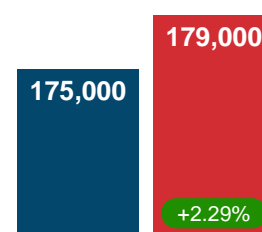
#### Pending Listings



#### List Price



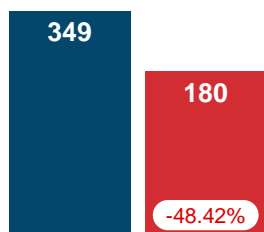
#### Sale Price



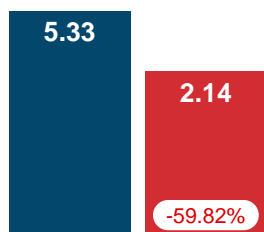
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

