

August 2022



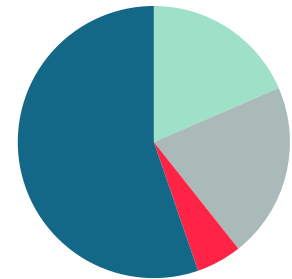
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	108	72	-33.33%
Pending Listings	114	81	-28.95%
New Listings	129	106	-17.83%
Average List Price	235,085	233,867	-0.52%
Average Sale Price	228,520	221,337	-3.14%
Average Percent of Selling Price to List Price	96.83%	97.09%	0.27%
Average Days on Market to Sale	17.98	26.63	48.07%
End of Month Inventory	213	215	0.94%
Months Supply of Inventory	3.05	2.64	-13.60%



■ Closed (18.51%)
■ Pending (20.82%)
■ Other OffMarket (5.40%)
■ Active (55.27%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of August 31, 2022 = **215**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **0.94%** to 215 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **2.64** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.14%** in August 2022 to \$221,337 versus the previous year at \$228,520.

Average Days on Market Lengthens

The average number of **26.63** days that homes spent on the market before selling increased by 8.64 days or **48.07%** in August 2022 compared to last year's same month at **17.98** DOM.

Sales Success for August 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

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

Closed versus Listed trends yielded a **67.9%** ratio, down from previous year's, August 2021, at **83.7%**, a **18.87%** downswing. This will certainly create pressure on an increasing 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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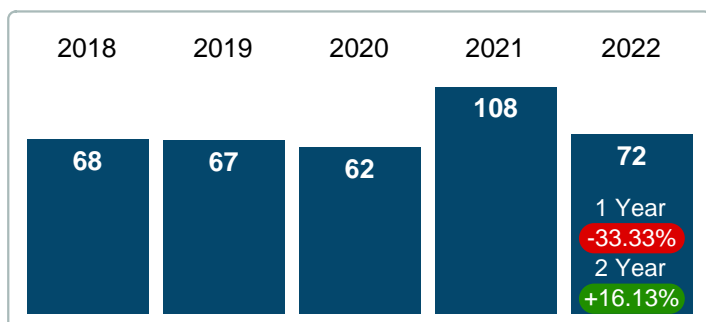
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



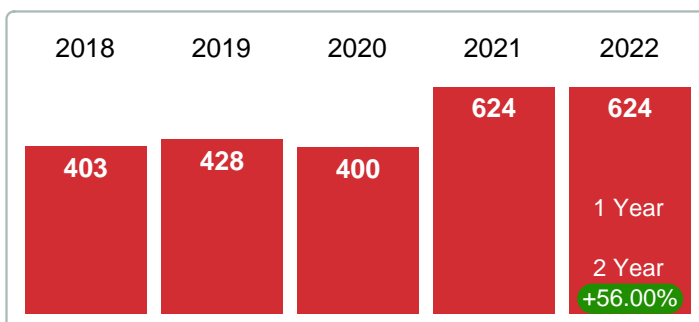
CLOSED LISTINGS

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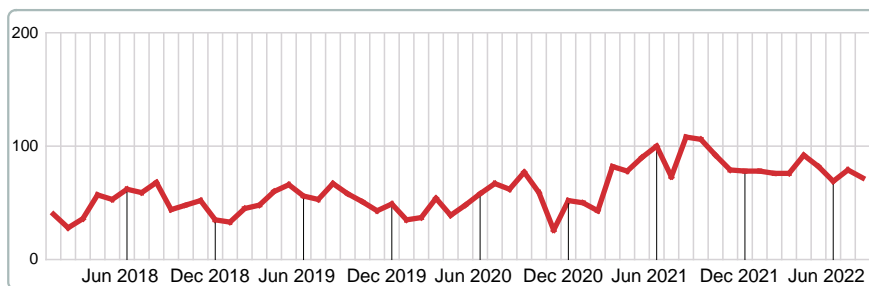
AUGUST



YEAR TO DATE (YTD)

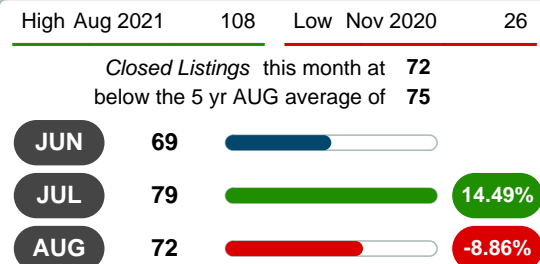


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.56%	39.3	2	1	1	0
\$50,001 - \$125,000	11	15.28%	22.9	4	7	0	0
\$125,001 - \$150,000	9	12.50%	5.7	4	5	0	0
\$150,001 - \$200,000	14	19.44%	16.6	4	9	1	0
\$200,001 - \$250,000	15	20.83%	19.8	0	10	5	0
\$250,001 - \$325,000	11	15.28%	21.5	2	5	4	0
\$325,001 and up	8	11.11%	86.4	1	3	4	0
Total Closed Units	72			17	40	15	0
Total Closed Volume	15,936,260	100%	26.6	2.52M	8.68M	4.74M	0.00B
Average Closed Price	\$221,337			\$148,112	\$216,937	\$316,060	\$0

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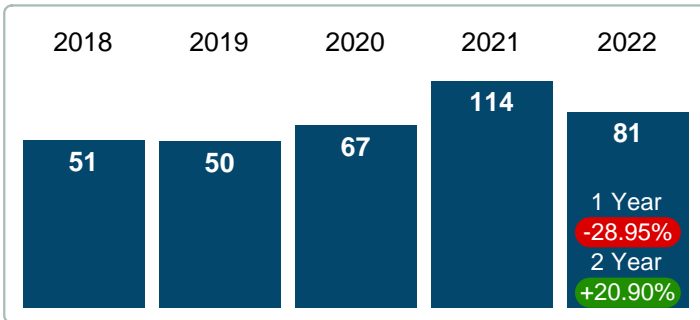
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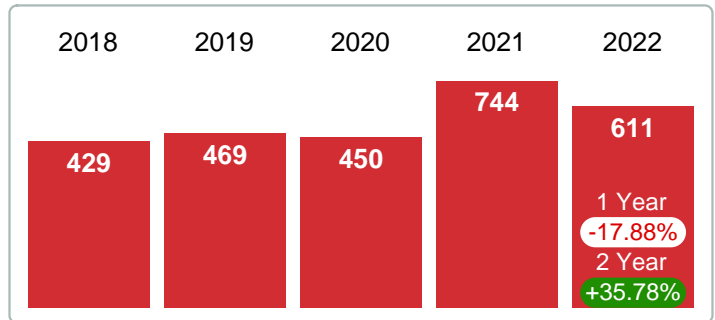
PENDING LISTINGS

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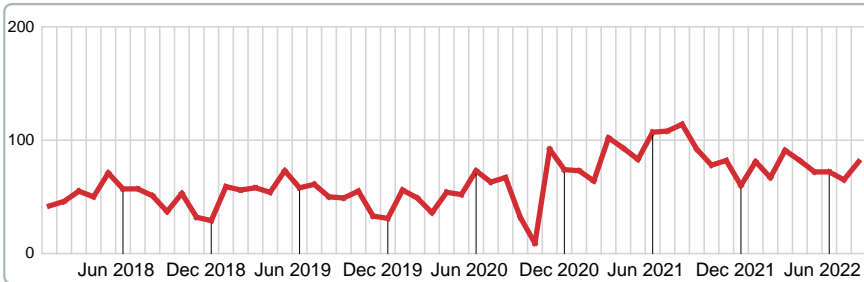
AUGUST



YEAR TO DATE (YTD)

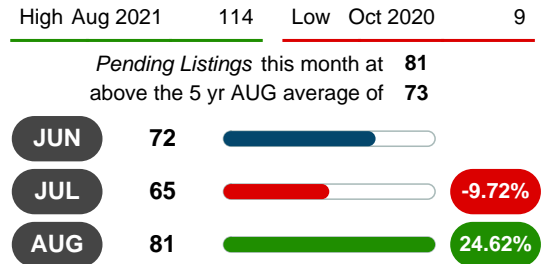


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 73



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	6	7.41%	22.8	4	1	1	0
\$50,001 - \$75,000	8	9.88%	38.1	3	5	0	0
\$75,001 - \$125,000	11	13.58%	39.6	7	3	0	1
\$125,001 - \$200,000	22	27.16%	37.6	7	13	2	0
\$200,001 - \$275,000	17	20.99%	26.9	1	12	3	1
\$275,001 - \$375,000	9	11.11%	75.7	1	6	2	0
\$375,001 and up	8	9.88%	65.5	1	2	4	1
Total Pending Units	81			24	42	12	3
Total Pending Volume	16,368,550	100%	38.1	3.20M	8.80M	3.45M	924.00K
Average Listing Price	\$205,441			\$133,442	\$209,432	\$287,150	\$308,000

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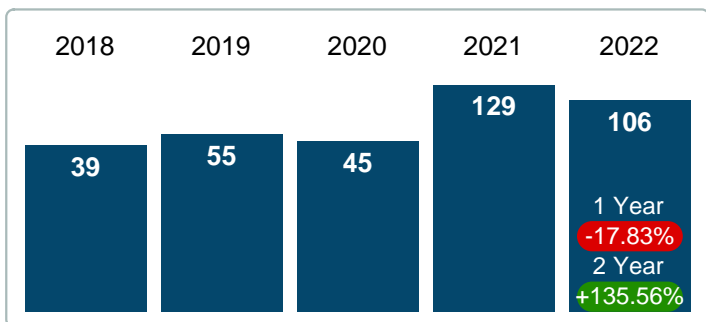
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



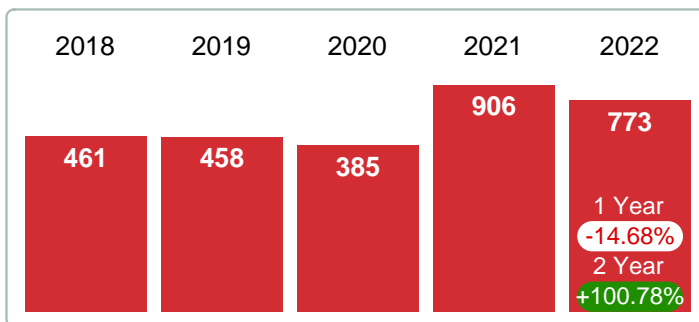
NEW LISTINGS

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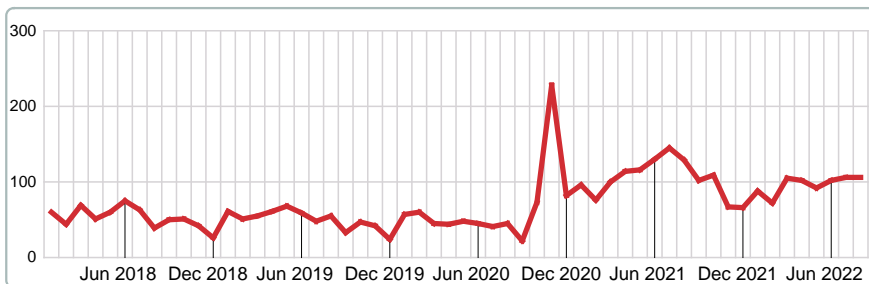
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

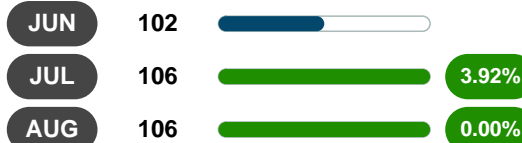


3 MONTHS

5 year AUG AVG = 75

High Nov 2020 228 Low Sep 2020 22

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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.72%	4	1	0	0
\$50,001 - \$75,000	16	15.09%	8	8	0	0
\$75,001 - \$150,000	18	16.98%	7	10	1	0
\$150,001 - \$200,000	27	25.47%	1	25	1	0
\$200,001 - \$275,000	16	15.09%	1	12	3	0
\$275,001 - \$475,000	10	9.43%	0	10	0	0
\$475,001 and up	14	13.21%	0	5	7	2
Total New Listed Units	106		21	71	12	2
Total New Listed Volume	26,098,050	100%	1.84M	17.60M	5.18M	1.48M
Average New Listed Listing Price	\$184,599		\$87,719	\$247,827	\$431,350	\$742,000

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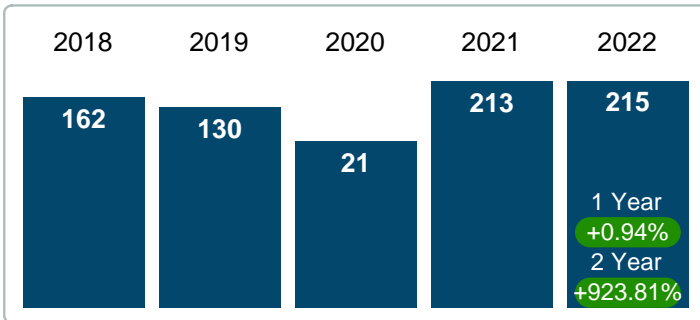
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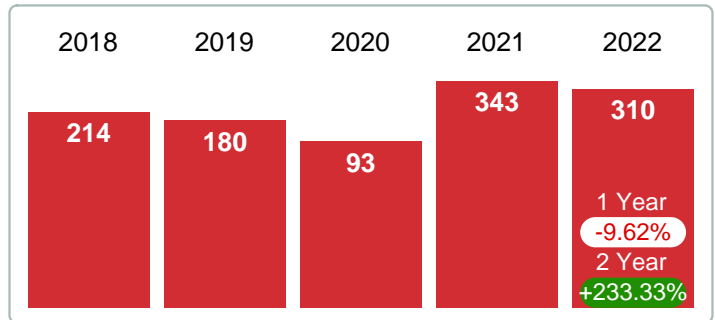
ACTIVE INVENTORY

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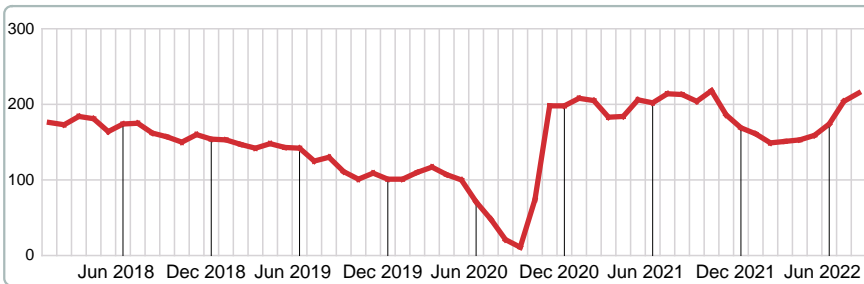
END OF AUGUST



ACTIVE DURING AUGUST

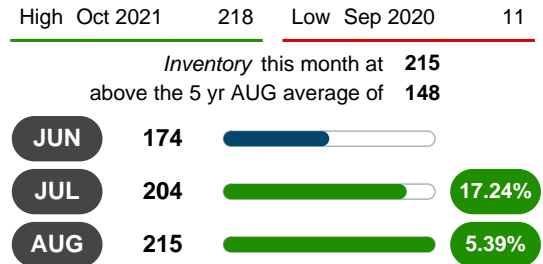


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 148



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	6.51%	93.6	8	5	1	0
\$50,001 - \$75,000	24	11.16%	60.5	14	7	2	1
\$75,001 - \$125,000	32	14.88%	72.3	13	15	3	1
\$125,001 - \$275,000	64	29.77%	66.5	7	47	8	2
\$275,001 - \$400,000	31	14.42%	84.4	2	23	5	1
\$400,001 - \$550,000	27	12.56%	77.4	2	14	7	4
\$550,001 and up	23	10.70%	109.3	0	9	7	7
Total Active Inventory by Units	215			46	120	33	16
Total Active Inventory by Volume	65,121,500	100%	77.0	5.11M	34.48M	15.28M	10.26M
Average Active Inventory Listing Price	\$302,891			\$110,993	\$287,316	\$463,015	\$641,150

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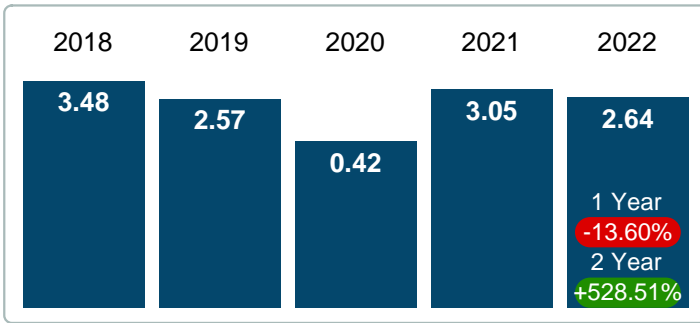
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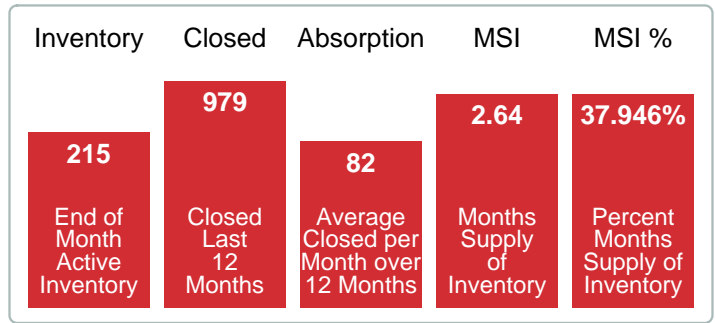
MONTHS SUPPLY of INVENTORY (MSI)

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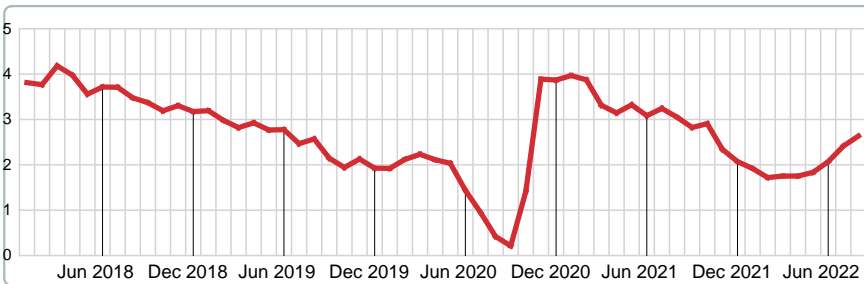
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

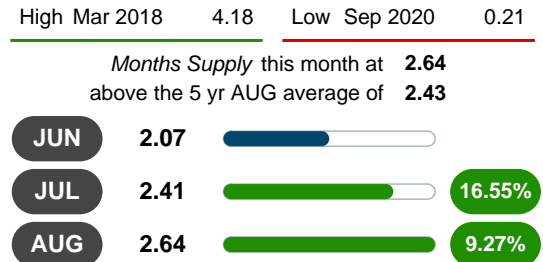


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.43



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	6.51%	2.18	2.00	2.31	6.00	0.00
\$50,001 - \$75,000	24	11.16%	3.79	4.31	2.55	8.00	12.00
\$75,001 - \$125,000	32	14.88%	2.29	2.60	1.86	3.60	12.00
\$125,001 - \$275,000	64	29.77%	1.73	1.53	1.92	1.12	3.00
\$275,001 - \$400,000	31	14.42%	3.05	3.43	4.38	1.33	1.71
\$400,001 - \$550,000	27	12.56%	5.23	6.00	5.79	3.82	6.86
\$550,001 and up	23	10.70%	8.90	0.00	13.50	5.60	16.80
Market Supply of Inventory (MSI)			2.64	2.56	2.62	2.16	6.40
Total Active Inventory by Units		100%	2.64	46	120	33	16

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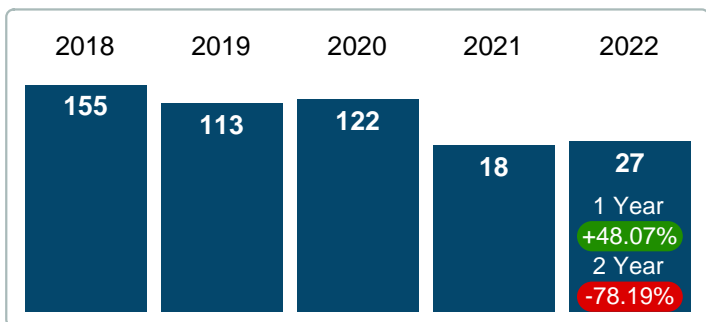
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



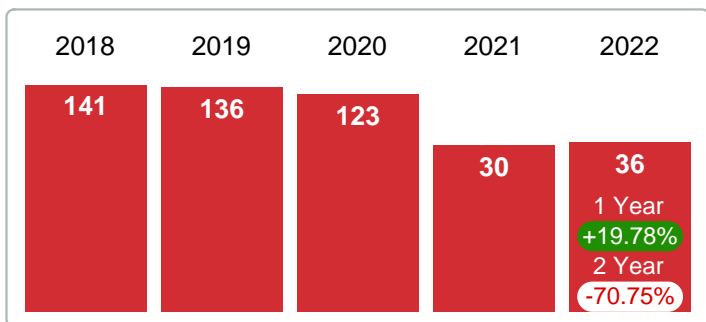
AVERAGE DAYS ON MARKET TO SALE

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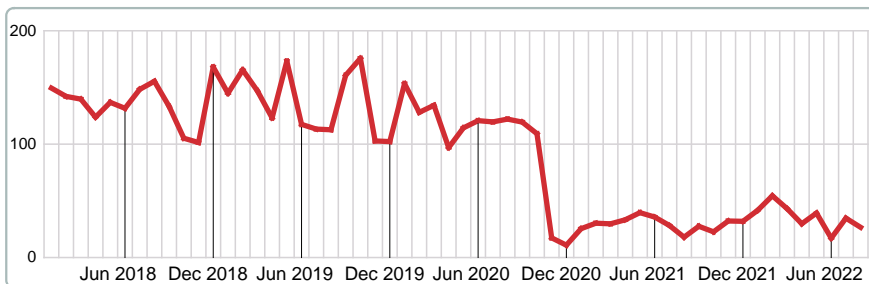
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 87

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 27 below the 5 yr AUG average of 87



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		
\$50,000 and less	4	5.56%	39	65	7	20	0	
\$50,001 - \$125,000	11	15.28%	23	46	10	0	0	
\$125,001 - \$150,000	9	12.50%	6	10	2	0	0	
\$150,001 - \$200,000	14	19.44%	17	6	22	9	0	
\$200,001 - \$250,000	15	20.83%	20	0	19	22	0	
\$250,001 - \$325,000	11	15.28%	21	27	17	25	0	
\$325,001 and up	8	11.11%	86	170	34	105	0	
Average Closed DOM		27		35	16	44	0	
Total Closed Units		72	100%	27	17	40	15	
Total Closed Volume		15,936,260		2.52M	8.68M	4.74M	0.00B	

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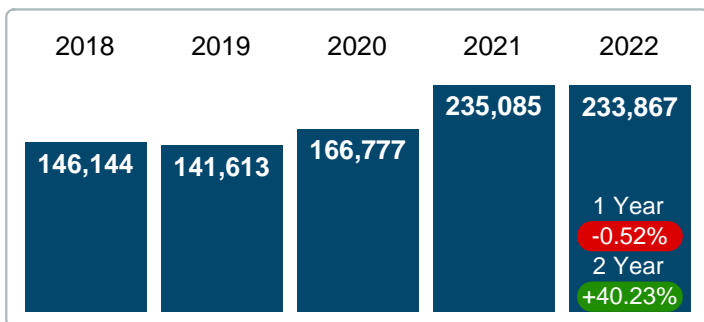
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



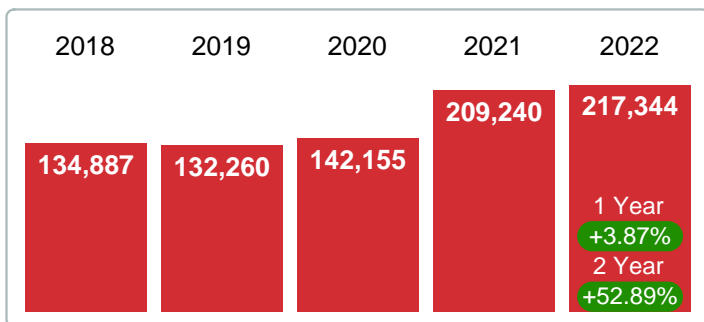
AVERAGE LIST PRICE AT CLOSING

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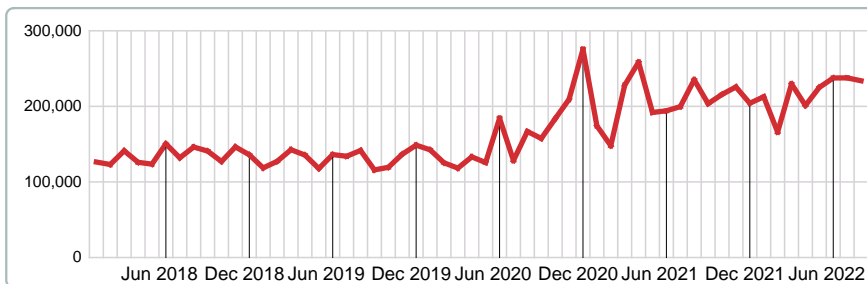
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

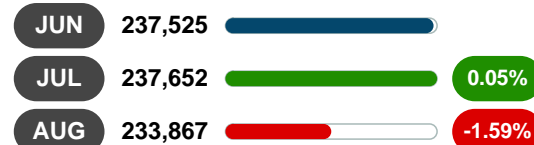


3 MONTHS

5 year AUG AVG = 184,697

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

Average List Price at Closing this month at **233,867** above the 5 yr AUG average of **184,697**



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
\$50,000 and less	4.17%	30,833	47,000	25,000	32,500	0
\$50,001 - \$125,000	18.06%	87,085	76,075	91,986	0	0
\$125,001 - \$150,000	9.72%	136,486	134,375	142,980	0	0
\$150,001 - \$200,000	25.00%	174,811	161,350	171,256	189,000	0
\$200,001 - \$250,000	15.28%	223,591	0	213,580	238,300	0
\$250,001 - \$325,000	15.28%	285,718	275,000	298,380	292,750	0
\$325,001 and up	12.50%	656,600	459,000	918,000	589,350	0
Average List Price		233,867	152,365	232,670	329,427	0
Total Closed Units	100%	233,867	17	40	15	0
Total Closed Volume		16,838,400	2.59M	9.31M	4.94M	0.00B

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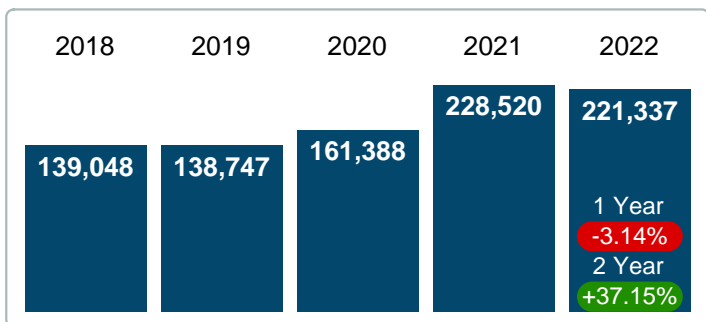
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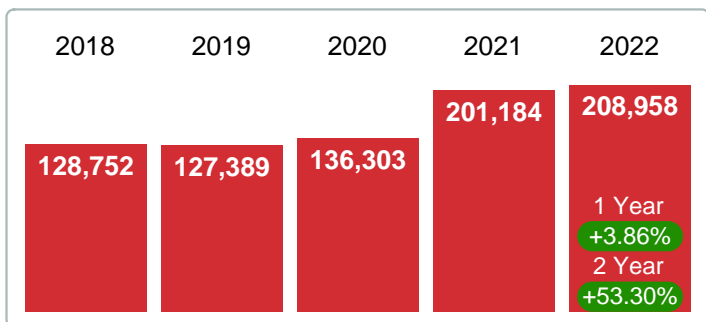
AVERAGE SOLD PRICE AT CLOSING

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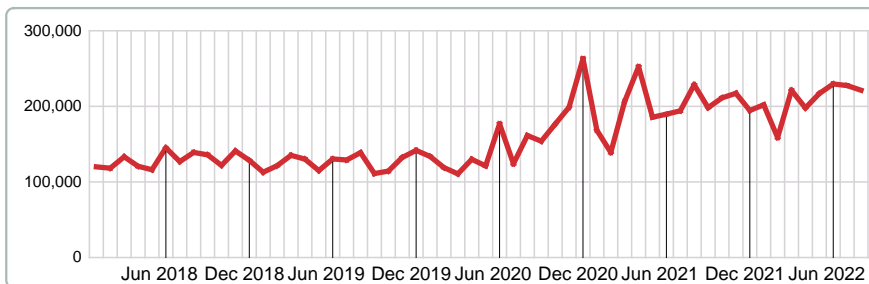
AUGUST



YEAR TO DATE (YTD)

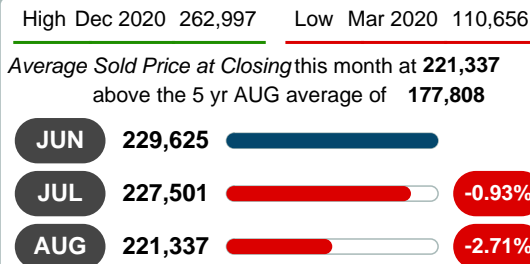


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 177,808



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	
\$50,000 and less	4	5.56%	32,250	37,750	25,000	28,500	
\$50,001 - \$125,000	11	15.28%	83,787	77,375	87,451	0	
\$125,001 - \$150,000	9	12.50%	134,933	132,100	137,200	0	
\$150,001 - \$200,000	14	19.44%	166,750	161,875	166,889	185,000	
\$200,001 - \$250,000	15	20.83%	221,553	0	215,830	233,000	
\$250,001 - \$325,000	11	15.28%	283,455	270,000	287,000	285,750	
\$325,001 and up	8	11.11%	611,925	417,000	753,000	554,850	
Average Sold Price		221,337		148,112	216,937	316,060	0
Total Closed Units		72	100%	221,337	17	40	15
Total Closed Volume		15,936,260			2.52M	8.68M	4.74M

August 2022



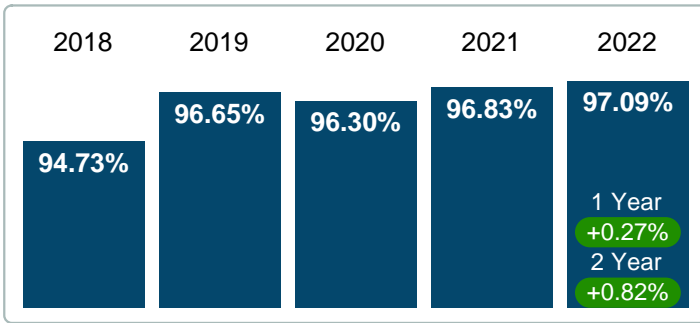
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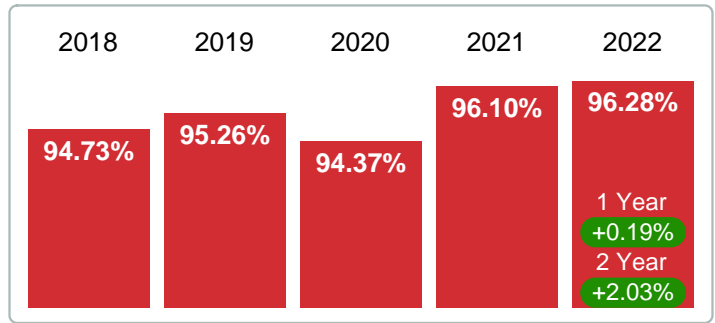
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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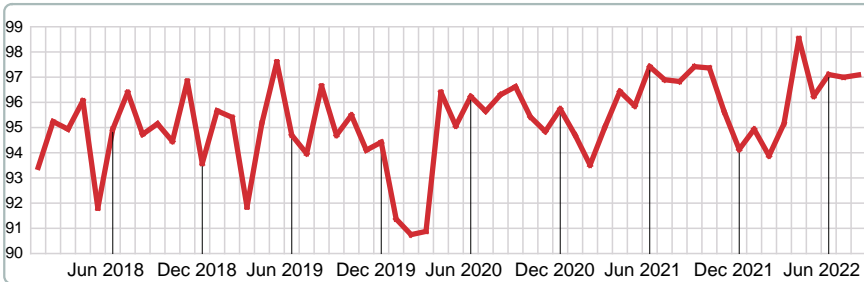
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

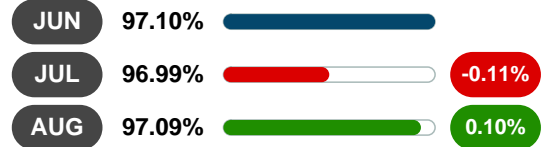


3 MONTHS

5 year AUG AVG = 96.32%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.09%**
above the 5 yr AUG average of **96.32%**



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
\$50,000 and less	4	5.56%	87.05%	80.25%	100.00%	87.69%	0.00%
\$50,001 - \$125,000	11	15.28%	97.81%	100.49%	96.28%	0.00%	0.00%
\$125,001 - \$150,000	9	12.50%	97.33%	98.37%	96.49%	0.00%	0.00%
\$150,001 - \$200,000	14	19.44%	98.43%	100.34%	97.64%	97.88%	0.00%
\$200,001 - \$250,000	15	20.83%	100.11%	0.00%	101.14%	98.03%	0.00%
\$250,001 - \$325,000	11	15.28%	97.15%	98.18%	96.35%	97.64%	0.00%
\$325,001 and up	8	11.11%	92.75%	90.85%	89.68%	95.53%	0.00%
Average Sold/List Ratio			97.10%	96.74%	97.44%	96.56%	0.00%
Total Closed Units		100%	97.10%	17	40	15	
Total Closed Volume				2.52M	8.68M	4.74M	0.00B

August 2022



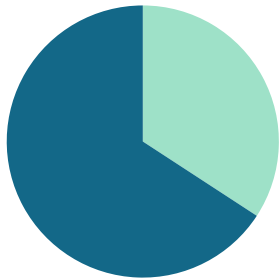
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

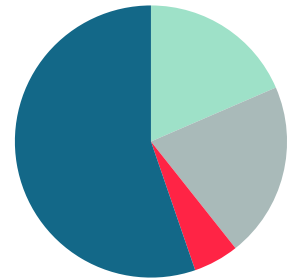


Inventory
 New Listings
106 = 34.19%
 Start Inventory
204
 Total Inventory Units
310
 Volume
\$92,521,150

Market Activity

Closed Sales
72 = 18.51%
 Pending Sales
81 = 20.82%
 Other Off Market
21 = 5.40%
 Active Inventory
215 = 55.27%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	108	72	-33.33%	624	624	0.00%
Pending Sales	114	81	-28.95%	744	611	-17.88%
New Listings	129	106	-17.83%	906	773	-14.68%
Average List Price	235,085	233,867	-0.52%	209,240	217,344	3.87%
Average Sale Price	228,520	221,337	-3.14%	201,184	208,958	3.86%
Average Percent of Selling Price to List Price	96.83%	97.09%	0.27%	96.10%	96.28%	0.19%
Average Days on Market to Sale	17.98	26.63	48.07%	30.04	35.99	19.78%
Monthly Inventory	213	215	0.94%	213	215	0.94%
Months Supply of Inventory	3.05	2.64	-13.60%	3.05	2.64	-13.60%

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

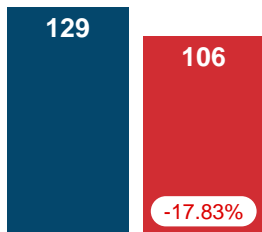
Inventory on August 31, 2022 = **215**

2021 **2022**

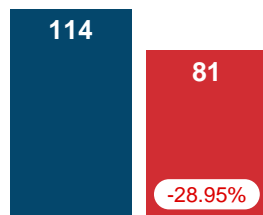
AUGUST MARKET

AVERAGE PRICES

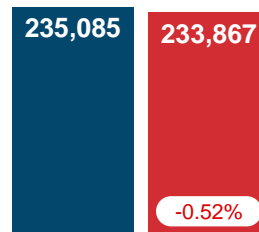
New Listings



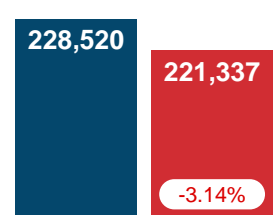
Pending Listings



List Price



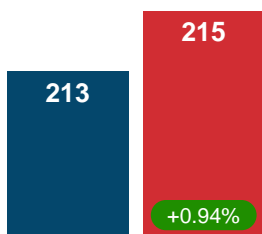
Sale Price



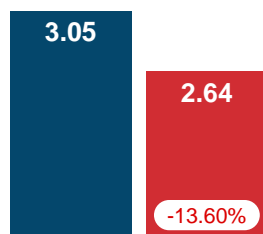
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

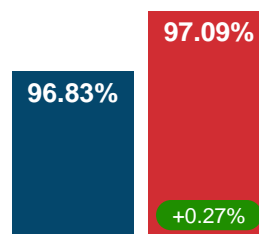
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

