

August 2022



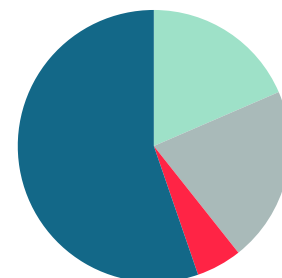
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	189,000	189,500	0.26%
Median Sale Price	181,000	182,500	0.83%
Median Percent of Selling Price to List Price	98.51%	98.36%	-0.15%
Median Days on Market to Sale	6.00	9.50	58.33%
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.

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 **0.83%** in August 2022 to \$182,500 versus the previous year at \$181,000.

Median Days on Market Lengthens

The median number of **9.50** days that homes spent on the market before selling increased by 3.50 days or **58.33%** in August 2022 compared to last year's same month at **6.00** DOM.

Sales Success for August 2022 is Positive

Overall, with Median Prices going up 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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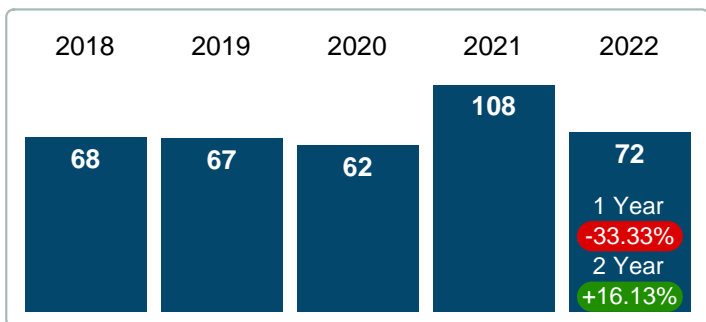
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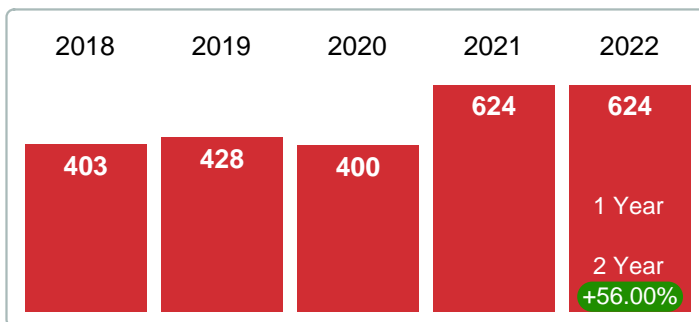
CLOSED LISTINGS

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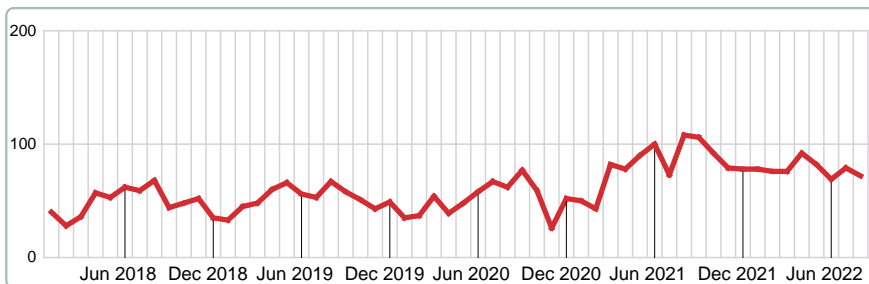
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 75

High Aug 2021: 108 | Low Nov 2020: 26

Closed Listings this month at 72
below the 5 yr AUG average of 75

Month	Closed Listings	% Change
JUN	69	
JUL	79	+14.49%
AUG	72	-8.86%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.56%	35.5	2	1	1	0
\$50,001 - \$125,000	11	15.28%	6.0	4	7	0	0
\$125,001 - \$150,000	9	12.50%	1.0	4	5	0	0
\$150,001 - \$200,000	14	19.44%	9.5	4	9	1	0
\$200,001 - \$250,000	15	20.83%	12.0	0	10	5	0
\$250,001 - \$325,000	11	15.28%	10.0	2	5	4	0
\$325,001 and up	8	11.11%	54.5	1	3	4	0
Total Closed Units	72			17	40	15	0
Total Closed Volume	15,936,260	100%	9.5	2.52M	8.68M	4.74M	0.00B
Median Closed Price	\$182,500			\$131,400	\$177,500	\$279,000	\$0

August 2022



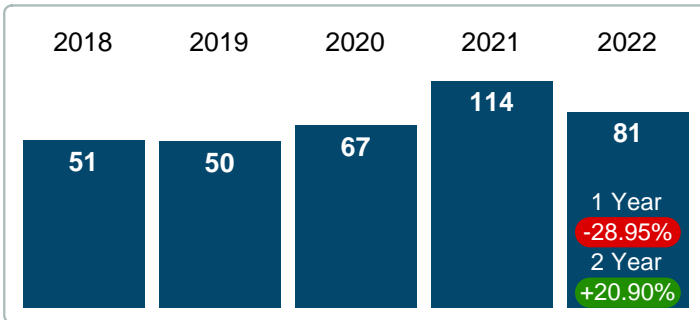
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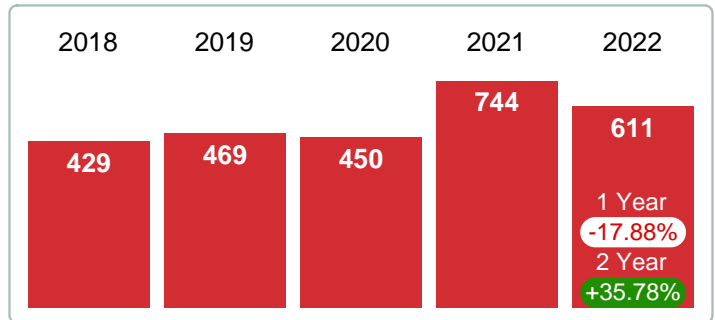
PENDING LISTINGS

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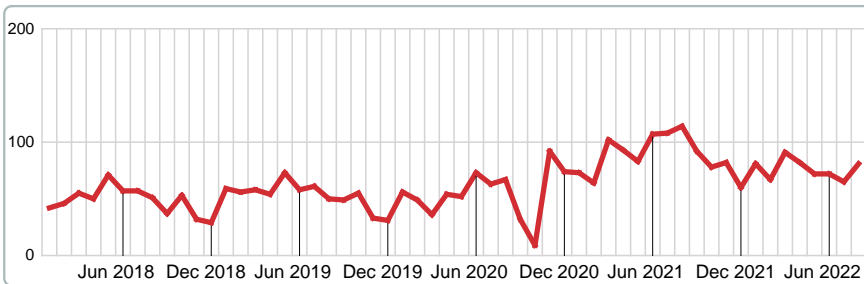
AUGUST



YEAR TO DATE (YTD)

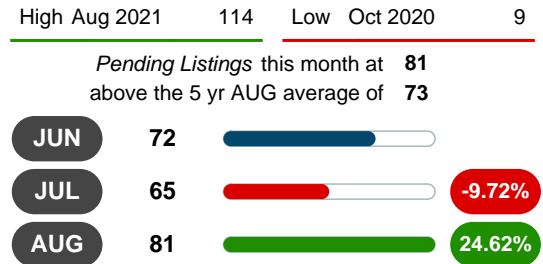


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.41%	13.0	4	1	1	0
\$50,001 - \$75,000	8	9.88%	10.0	3	5	0	0
\$75,001 - \$125,000	11	13.58%	25.0	7	3	0	1
\$125,001 - \$200,000	22	27.16%	18.5	7	13	2	0
\$200,001 - \$275,000	17	20.99%	12.0	1	12	3	1
\$275,001 - \$375,000	9	11.11%	30.0	1	6	2	0
\$375,001 and up	8	9.88%	57.0	1	2	4	1
Total Pending Units	81			24	42	12	3
Total Pending Volume	16,368,550	100%	19.0	3.20M	8.80M	3.45M	924.00K
Median Listing Price	\$189,000			\$99,450	\$199,450	\$266,950	\$275,000

August 2022



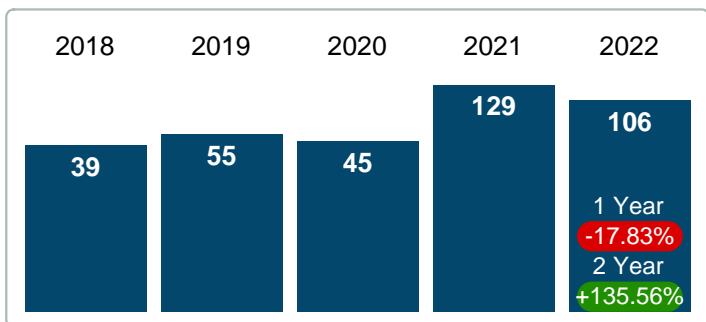
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



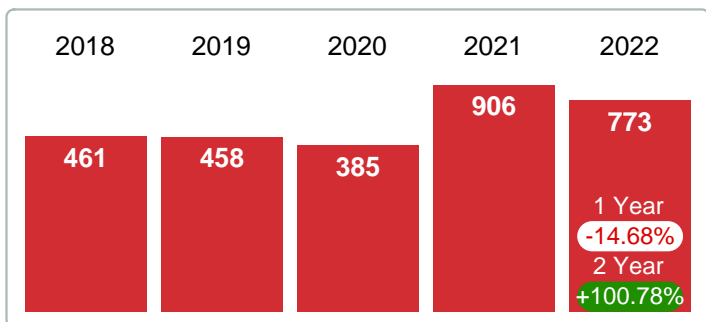
NEW LISTINGS

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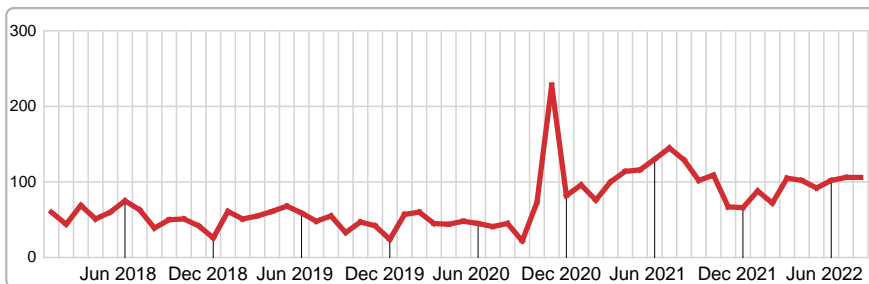
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

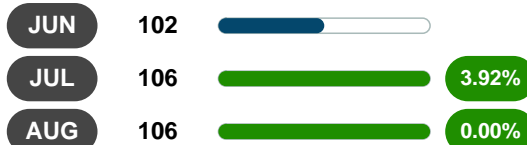


3 MONTHS

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
Median New Listed Listing Price	\$180,000		\$65,000	\$189,000	\$480,000	\$742,000

August 2022



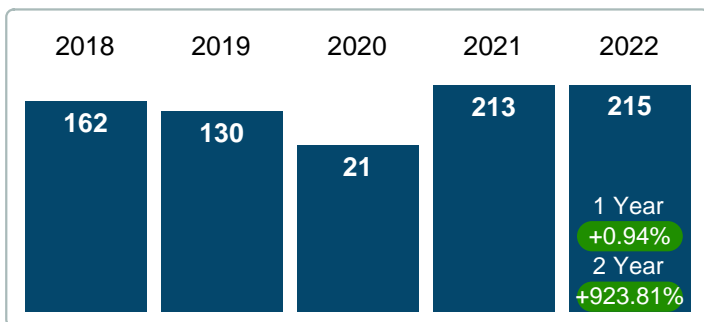
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



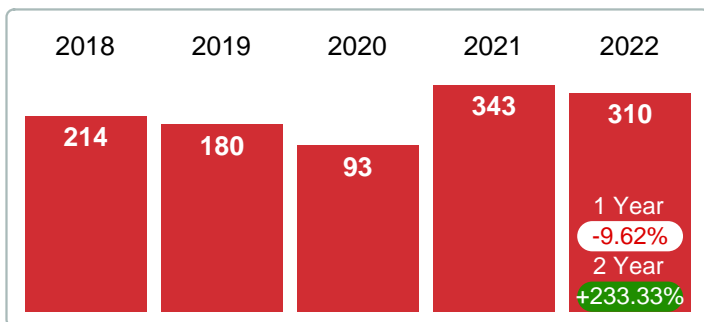
ACTIVE INVENTORY

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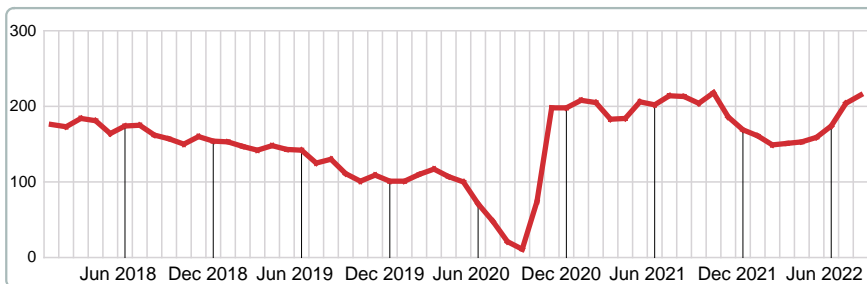
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 148

High Oct 2021 218 Low Sep 2020 11

Inventory this month at **215**
above the 5 yr AUG average of **148**

- JUN 174
- JUL 204 **17.24%**
- AUG 215 **5.39%**

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	6.51%	79.5	8	5	1	0
\$50,001 - \$75,000	24	11.16%	47.0	14	7	2	1
\$75,001 - \$125,000	32	14.88%	49.0	13	15	3	1
\$125,001 - \$275,000	64	29.77%	35.5	7	47	8	2
\$275,001 - \$400,000	31	14.42%	79.0	2	23	5	1
\$400,001 - \$550,000	27	12.56%	57.0	2	14	7	4
\$550,001 and up	23	10.70%	75.0	0	9	7	7
Total Active Inventory by Units		215		46	120	33	16
Total Active Inventory by Volume		65,121,500	100%	5.11M	34.48M	15.28M	10.26M
Median Active Inventory Listing Price		\$195,000		\$82,500	\$199,000	\$330,000	\$544,000

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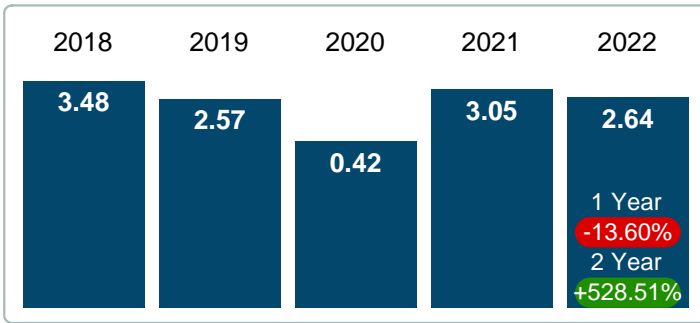
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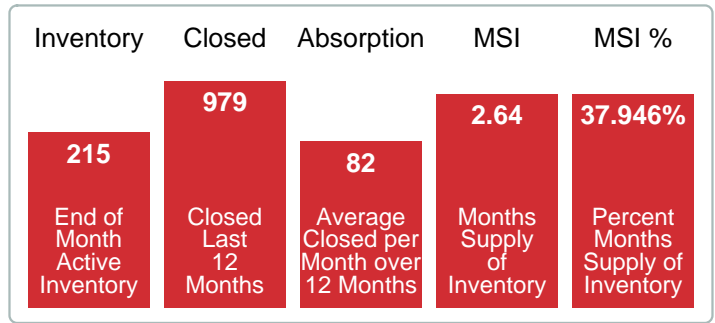
MONTHS SUPPLY of INVENTORY (MSI)

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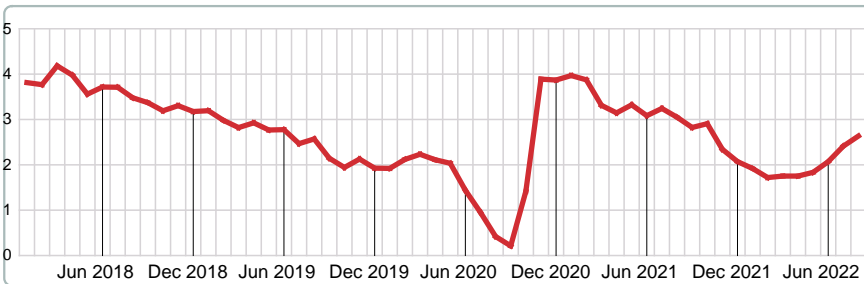
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

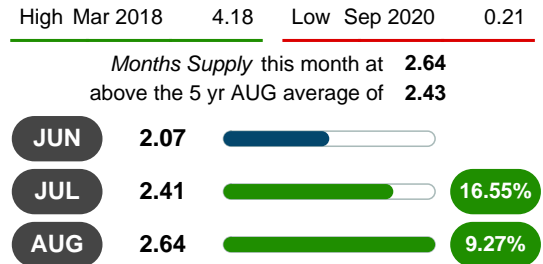


5 YEAR MARKET ACTIVITY TRENDS



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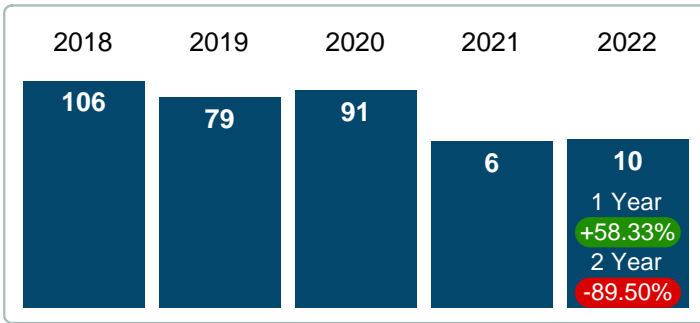
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



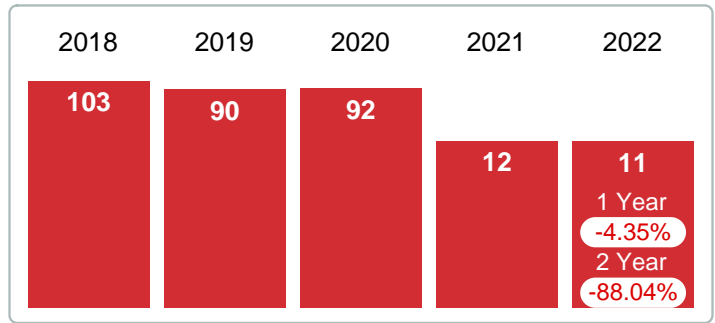
MEDIAN DAYS ON MARKET TO SALE

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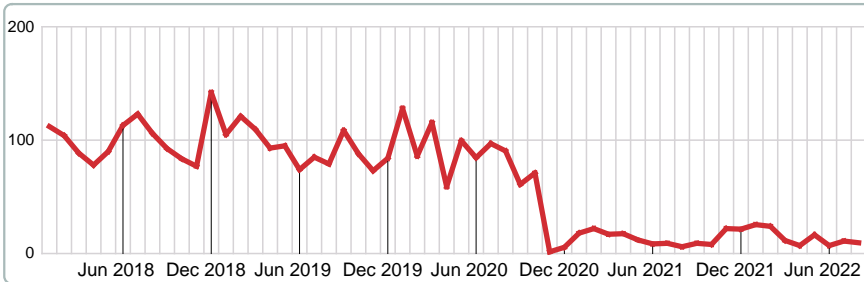
AUGUST



YEAR TO DATE (YTD)

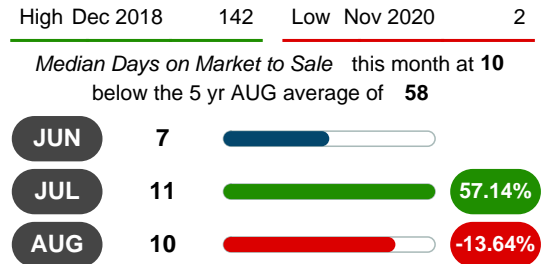


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 58



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
\$50,000 and less	5.56%	36	65	7	20	0
\$50,001 - \$125,000	15.28%	6	48	6	0	0
\$125,001 - \$150,000	12.50%	1	3	1	0	0
\$150,001 - \$200,000	19.44%	10	5	17	9	0
\$200,001 - \$250,000	20.83%	12	0	10	20	0
\$250,001 - \$325,000	15.28%	10	27	6	21	0
\$325,001 and up	11.11%	55	170	37	86	0
Median Closed DOM		10	10	7	20	0
Total Closed Units	100%	72	17	40	15	
Total Closed Volume		15,936,260	2.52M	8.68M	4.74M	0.00B

August 2022



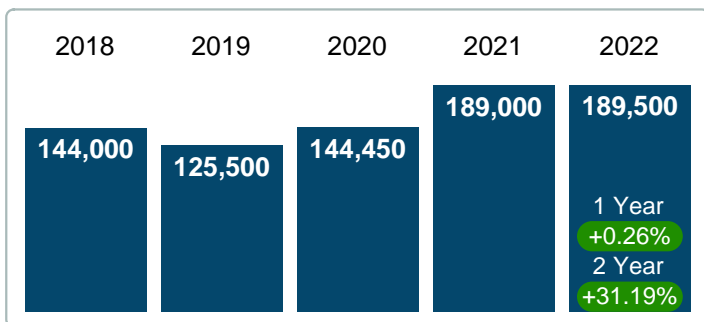
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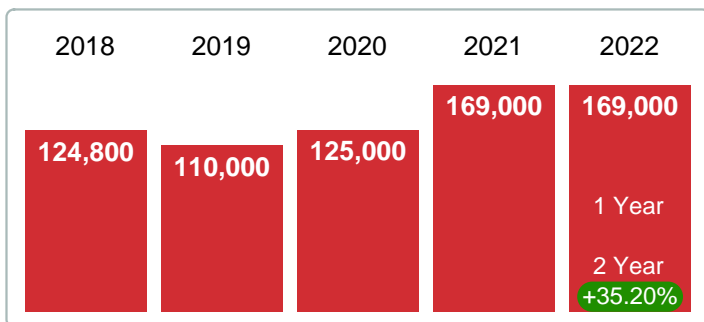
MEDIAN LIST PRICE AT CLOSING

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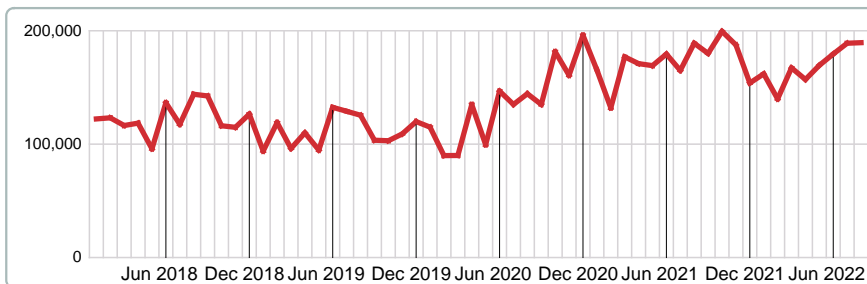
AUGUST



YEAR TO DATE (YTD)

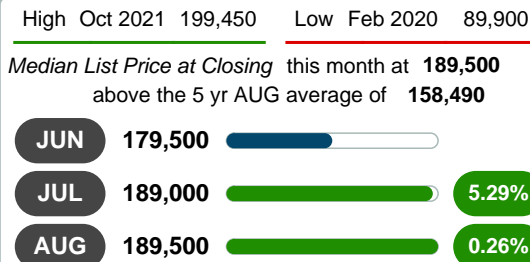


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 158,490



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
\$50,000 and less	4.17%	32,500	35,000	25,000	32,500	0
\$50,001 - \$125,000	18.06%	79,000	74,900	102,450	0	0
\$125,001 - \$150,000	9.72%	135,000	135,000	134,000	0	0
\$150,001 - \$200,000	25.00%	169,900	164,500	169,900	189,000	0
\$200,001 - \$250,000	15.28%	219,000	0	219,000	234,000	0
\$250,001 - \$325,000	15.28%	279,900	275,000	289,450	295,000	0
\$325,001 and up	12.50%	459,000	459,000	407,000	571,700	0
Median List Price		189,500	135,000	182,500	279,000	0
Total Closed Units	100%	189,500	17	40	15	0
Total Closed Volume		16,838,400	2.59M	9.31M	4.94M	0.00B

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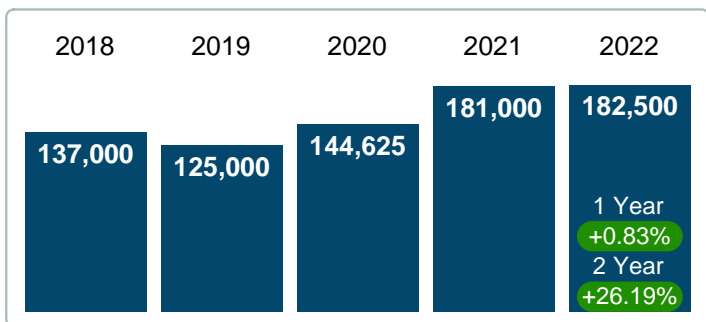
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



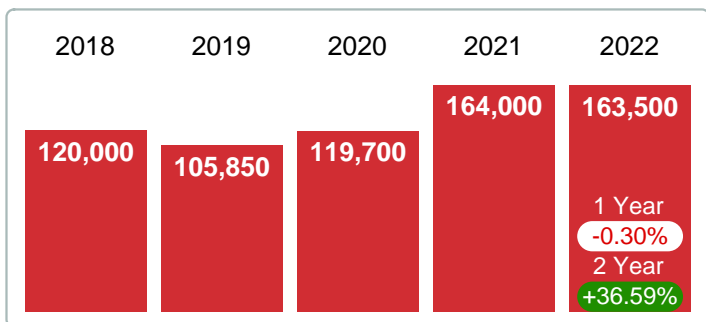
MEDIAN SOLD PRICE AT CLOSING

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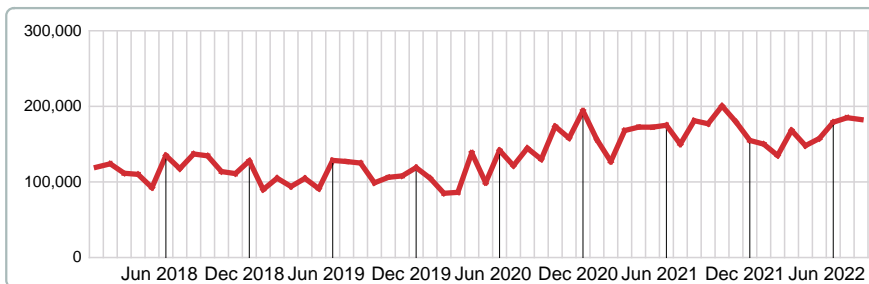
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

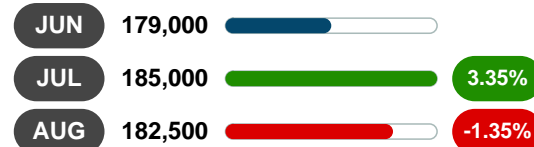


3 MONTHS

5 year AUG AVG = 154,025

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

Median Sold Price at Closing this month at **182,500** above the 5 yr AUG average of **154,025**



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
\$50,000 and less	4	5.56%	28,250	37,750	25,000	28,500	0
\$50,001 - \$125,000	11	15.28%	82,160	68,750	85,000	0	0
\$125,001 - \$150,000	9	12.50%	131,400	130,700	135,000	0	0
\$150,001 - \$200,000	14	19.44%	163,500	160,500	162,000	185,000	0
\$200,001 - \$250,000	15	20.83%	219,000	0	215,000	234,500	0
\$250,001 - \$325,000	11	15.28%	280,000	270,000	299,000	282,500	0
\$325,001 and up	8	11.11%	442,200	417,000	440,000	554,700	0
Median Sold Price			182,500	131,400	177,500	279,000	0
Total Closed Units		100%	72	17	40	15	
Total Closed Volume			15,936,260	2.52M	8.68M	4.74M	0.00B

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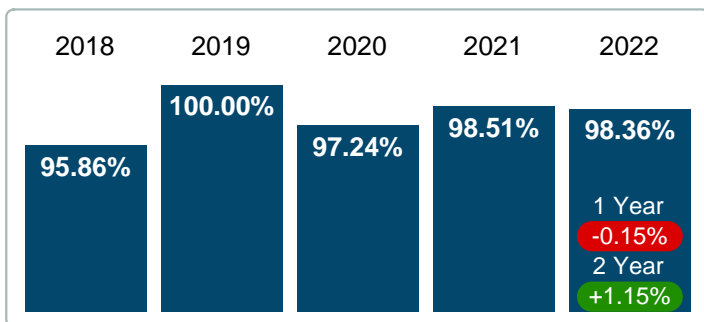
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



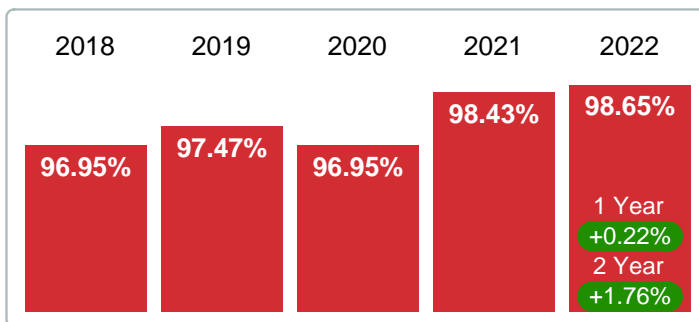
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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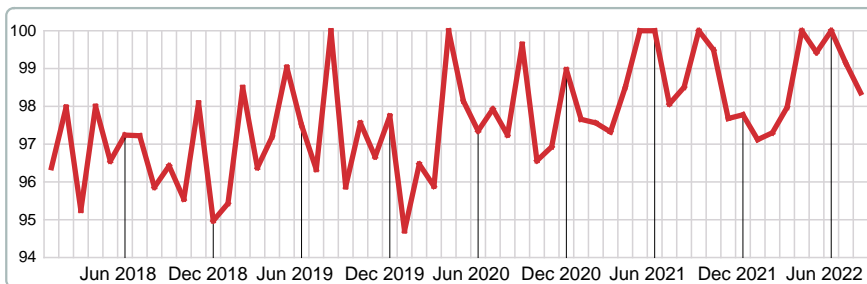
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

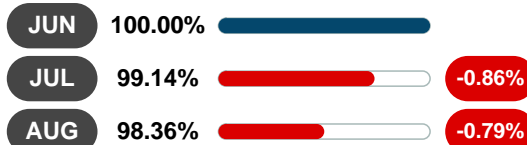


3 MONTHS

5 year AUG AVG = 97.99%

High Jun 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **98.36%**
equal to 5 yr AUG average of **97.99%**



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
\$50,000 and less	4	5.56%	84.10%	80.25%	100.00%	87.69%	0.00%
\$50,001 - \$125,000	11	15.28%	98.27%	96.41%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	9	12.50%	97.33%	98.47%	97.12%	0.00%	0.00%
\$150,001 - \$200,000	14	19.44%	100.00%	100.15%	98.18%	97.88%	0.00%
\$200,001 - \$250,000	15	20.83%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$325,000	11	15.28%	96.36%	98.18%	96.23%	97.82%	0.00%
\$325,001 and up	8	11.11%	93.88%	90.85%	92.63%	97.57%	0.00%
Median Sold/List Ratio		98.36%		97.33%	99.22%	97.91%	0.00%
Total Closed Units		72	100%	17	40	15	
Total Closed Volume		15,936,260		2.52M	8.68M	4.74M	0.00B

August 2022



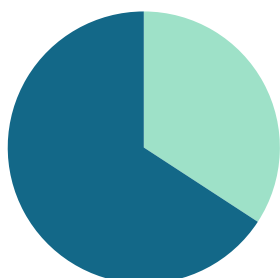
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

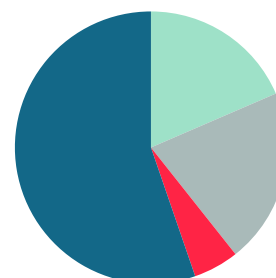


Inventory
 New Listings
106 = 34.19%
 Start Inventory
204
 Total Inventory Units
310
 Volume
\$92,521,150

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%
Median List Price	189,000	189,500	0.26%	169,000	169,000	0.00%
Median Sale Price	181,000	182,500	0.83%	164,000	163,500	-0.30%
Median Percent of Selling Price to List Price	98.51%	98.36%	-0.15%	98.43%	98.65%	0.22%
Median Days on Market to Sale	6.00	9.50	58.33%	11.50	11.00	-4.35%
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

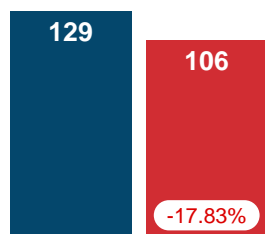
Inventory on August 31, 2022 = **215**

2021 **2022**

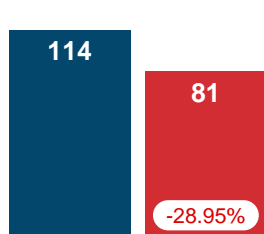
AUGUST MARKET

MEDIAN PRICES

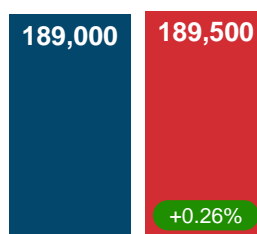
New Listings



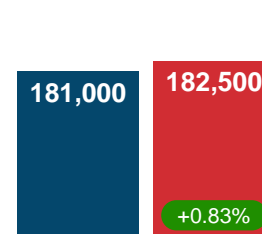
Pending Listings



List Price



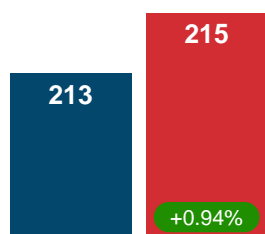
Sale Price



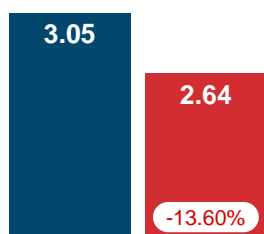
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

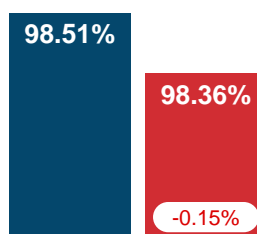
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

