

July 2022



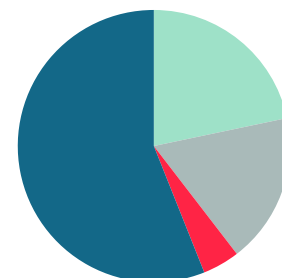
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2021 | July 2022 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 73 | 79 | 8.22% |
| Pending Listings | 108 | 65 | -39.81% |
| New Listings | 145 | 106 | -26.90% |
| Average List Price | 199,600 | 237,652 | 19.06% |
| Average Sale Price | 194,070 | 227,501 | 17.23% |
| Average Percent of Selling Price to List Price | 96.90% | 96.99% | 0.10% |
| Average Days on Market to Sale | 28.29 | 34.72 | 22.74% |
| End of Month Inventory | 214 | 204 | -4.67% |
| Months Supply of Inventory | 3.24 | 2.41 | -25.62% |



■ Closed (21.70%)
■ Pending (17.86%)
■ Other OffMarket (4.40%)
■ Active (56.04%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of July 31, 2022 = **204**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2022 decreased **4.67%** to 204 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 **2.41** 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 **17.23%** in July 2022 to \$227,501 versus the previous year at \$194,070.

Average Days on Market Lengthens

The average number of **34.72** days that homes spent on the market before selling increased by 6.43 days or **22.74%** in July 2022 compared to last year's same month at **28.29** DOM.

Sales Success for July 2022 is Positive

Overall, with Average 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.

What's in this Issue

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| Months Supply of Inventory | 6 |
| Average Days on Market to Sale | 7 |
| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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



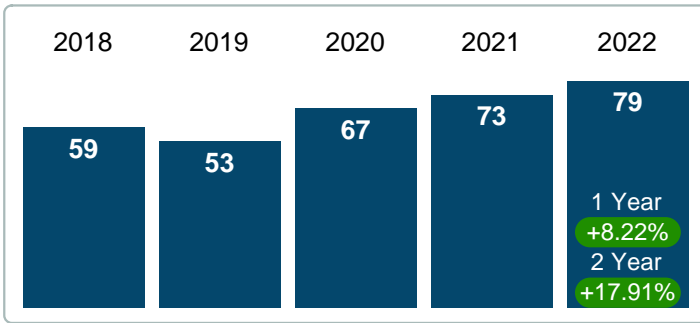
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



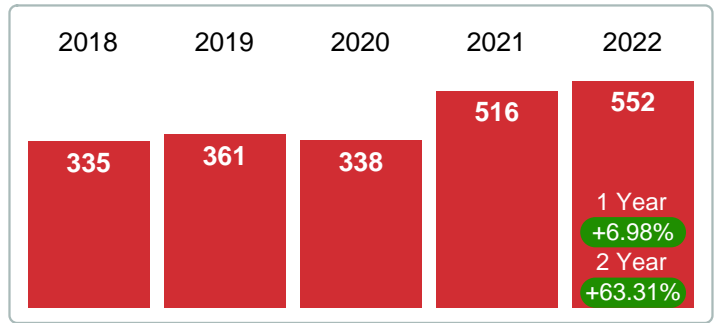
CLOSED LISTINGS

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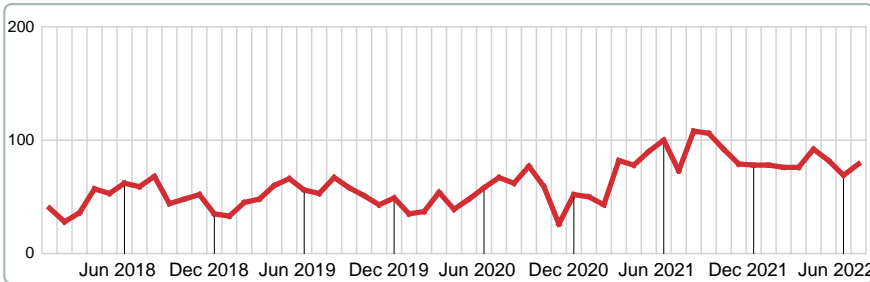
JULY



YEAR TO DATE (YTD)

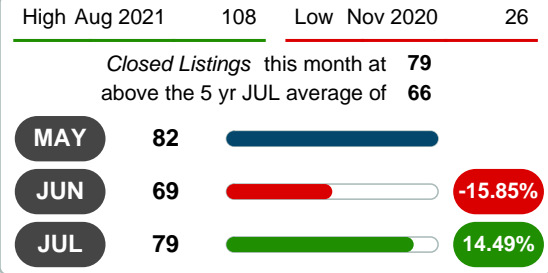


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 6 | 7.59% | 7.8 | 5 | 1 | 0 | 0 |
| \$75,001 - \$125,000 | 10 | 12.66% | 11.4 | 8 | 2 | 0 | 0 |
| \$125,001 - \$150,000 | 14 | 17.72% | 49.0 | 4 | 9 | 1 | 0 |
| \$150,001 - \$200,000 | 18 | 22.78% | 34.4 | 4 | 8 | 5 | 1 |
| \$200,001 - \$250,000 | 12 | 15.19% | 13.0 | 0 | 8 | 4 | 0 |
| \$250,001 - \$400,000 | 11 | 13.92% | 30.5 | 1 | 6 | 4 | 0 |
| \$400,001 and up | 8 | 10.13% | 98.1 | 0 | 3 | 5 | 0 |
| Total Closed Units | 79 | | | 22 | 37 | 19 | 1 |
| Total Closed Volume | 17,972,575 | 100% | 34.7 | 2.53M | 8.15M | 7.10M | 189.00K |
| Average Closed Price | \$227,501 | | | \$115,155 | \$220,245 | \$373,742 | \$189,000 |

July 2022



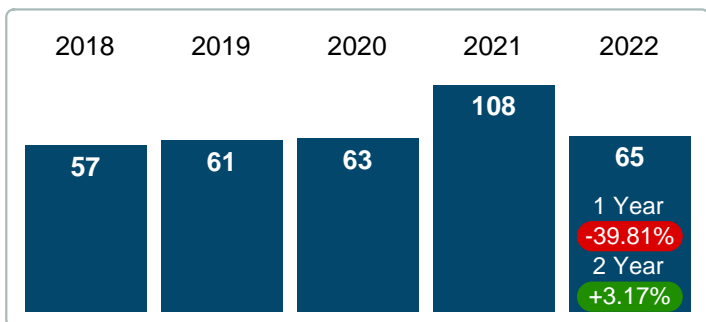
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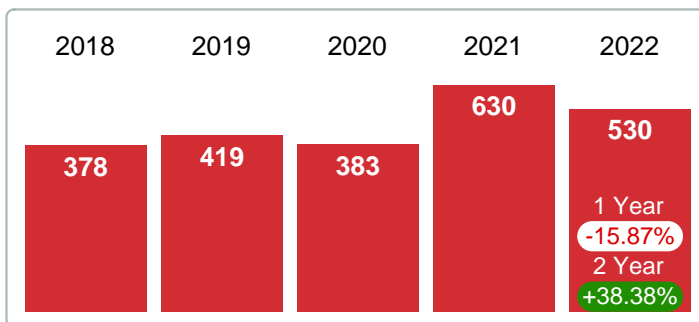
PENDING LISTINGS

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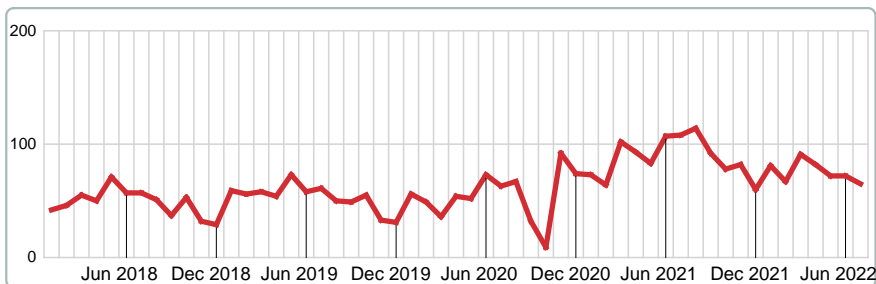
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 71

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **65**
below the 5 yr JUL average of **71**

- MAY 72
- JUN 72 (0.00%)
- JUL 65 (-9.72%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less | 6 | 9.23% | 29.5 | 4 | 1 | 1 | 0 |
| \$75,001 - \$125,000 | 7 | 10.77% | 17.1 | 2 | 4 | 1 | 0 |
| \$125,001 - \$150,000 | 7 | 10.77% | 23.3 | 3 | 3 | 1 | 0 |
| \$150,001 - \$200,000 | 17 | 26.15% | 44.1 | 4 | 13 | 0 | 0 |
| \$200,001 - \$275,000 | 13 | 20.00% | 25.5 | 2 | 8 | 3 | 0 |
| \$275,001 - \$325,000 | 6 | 9.23% | 25.0 | 0 | 5 | 1 | 0 |
| \$325,001 and up | 9 | 13.85% | 54.2 | 2 | 3 | 4 | 0 |
| Total Pending Units | 65 | | | 17 | 37 | 11 | 0 |
| Total Pending Volume | 13,909,099 | 100% | 33.8 | 2.72M | 7.79M | 3.40M | 0.00B |
| Average Listing Price | \$215,278 | | | \$160,106 | \$210,595 | \$308,664 | \$0 |

July 2022



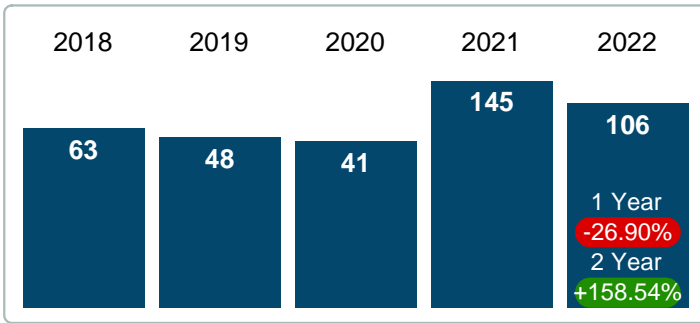
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



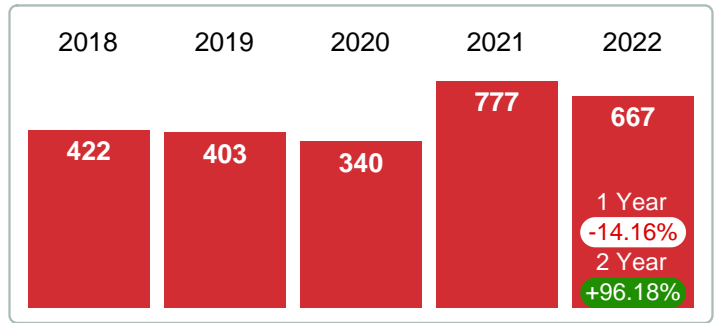
NEW LISTINGS

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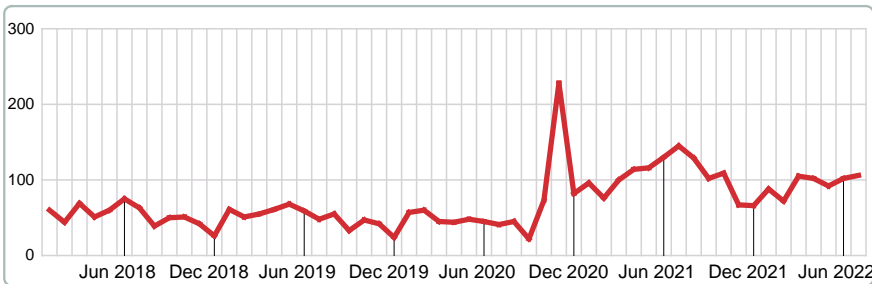
JULY



YEAR TO DATE (YTD)

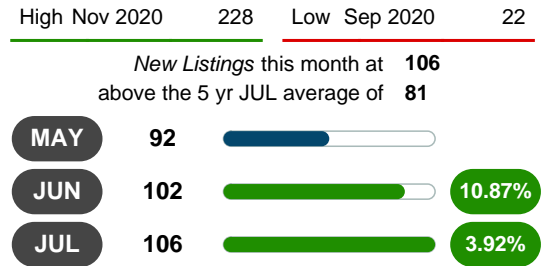


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81



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 | 23 | 21.70% | 13 | 8 | 2 | 0 |
| \$125,001 - \$225,000 | 30 | 28.30% | 11 | 16 | 3 | 0 |
| \$225,001 - \$300,000 | 17 | 16.04% | 0 | 14 | 2 | 1 |
| \$300,001 - \$475,000 | 13 | 12.26% | 3 | 7 | 3 | 0 |
| \$475,001 and up | 11 | 10.38% | 0 | 3 | 6 | 2 |
| Total New Listed Units | 106 | | 36 | 50 | 17 | 3 |
| Total New Listed Volume | 26,757,000 | 100% | 4.51M | 14.30M | 5.97M | 1.98M |
| Average New Listed Listing Price | \$233,621 | | \$125,336 | \$286,082 | \$350,929 | \$658,333 |

July 2022



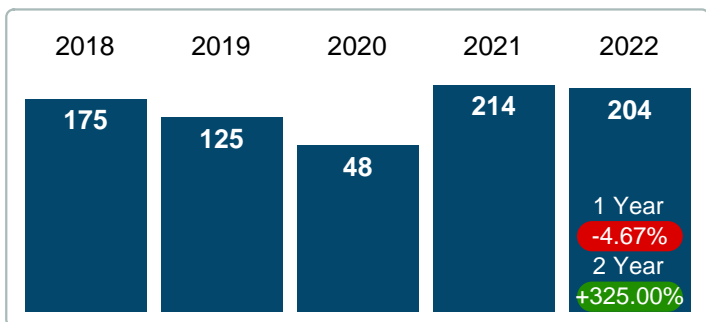
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



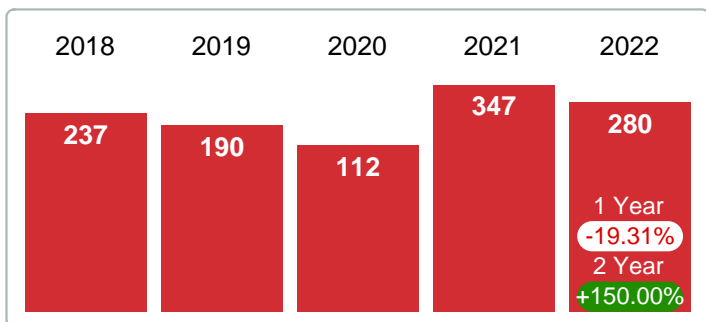
ACTIVE INVENTORY

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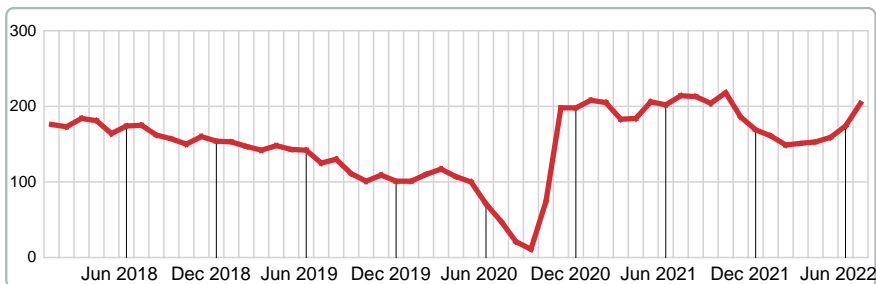
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 153

High Oct 2021 218 Low Sep 2020 11

Inventory this month at **204**
above the 5 yr JUL average of **153**

- MAY 159
- JUN 174 9.43%
- JUL 204 17.24%

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 | 15 | 7.35% | 69.5 | 8 | 5 | 2 | 0 |
| \$50,001 - \$75,000 | 16 | 7.84% | 67.0 | 9 | 4 | 2 | 1 |
| \$75,001 - \$125,000 | 32 | 15.69% | 56.4 | 15 | 13 | 3 | 1 |
| \$125,001 - \$275,000 | 58 | 28.43% | 63.3 | 14 | 33 | 9 | 2 |
| \$275,001 - \$400,000 | 37 | 18.14% | 75.3 | 4 | 24 | 8 | 1 |
| \$400,001 - \$550,000 | 25 | 12.25% | 73.6 | 2 | 11 | 8 | 4 |
| \$550,001 and up | 21 | 10.29% | 124.2 | 0 | 9 | 6 | 6 |
| Total Active Inventory by Units | 204 | | | 52 | 99 | 38 | 15 |
| Total Active Inventory by Volume | 66,423,100 | 100% | 72.7 | 7.01M | 31.09M | 18.99M | 9.33M |
| Average Active Inventory Listing Price | \$325,603 | | | \$134,769 | \$314,077 | \$499,687 | \$622,227 |

July 2022



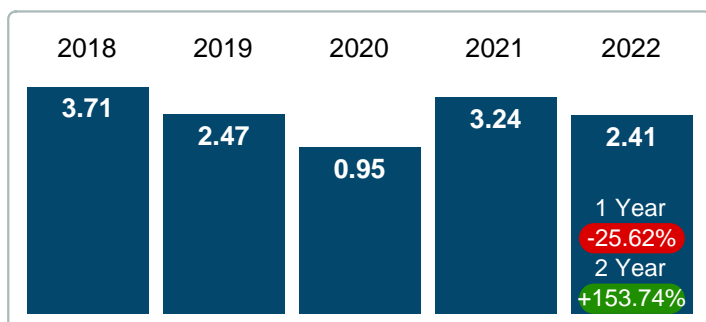
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



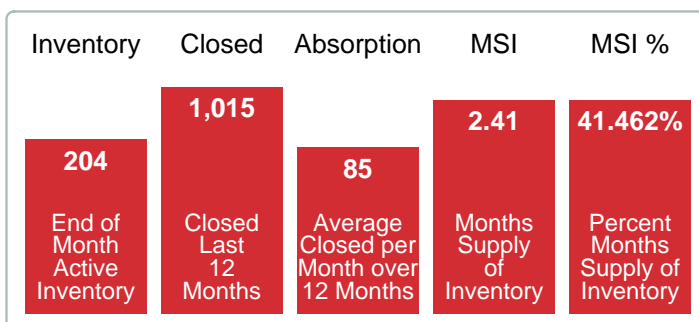
MONTHS SUPPLY of INVENTORY (MSI)

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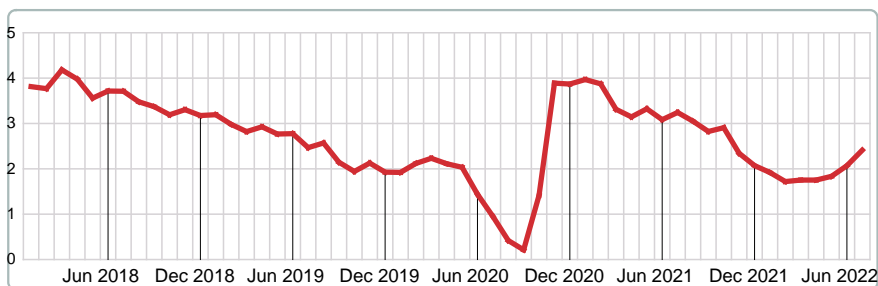
MSI FOR JULY



INDICATORS FOR JULY 2022

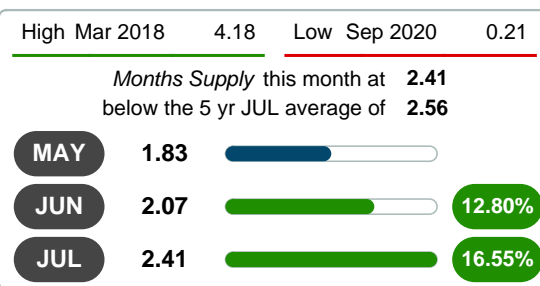


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.56



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 | 15 | 7.35% | 2.28 | 1.96 | 2.22 | 12.00 | 0.00 |
| \$50,001 - \$75,000 | 16 | 7.84% | 2.31 | 2.70 | 1.23 | 8.00 | 12.00 |
| \$75,001 - \$125,000 | 32 | 15.69% | 2.16 | 2.73 | 1.54 | 3.60 | 12.00 |
| \$125,001 - \$275,000 | 58 | 28.43% | 1.56 | 3.50 | 1.32 | 1.20 | 2.67 |
| \$275,001 - \$400,000 | 37 | 18.14% | 3.39 | 5.33 | 4.17 | 2.09 | 1.71 |
| \$400,001 - \$550,000 | 25 | 12.25% | 4.62 | 8.00 | 4.55 | 3.69 | 6.86 |
| \$550,001 and up | 21 | 10.29% | 7.64 | 0.00 | 13.50 | 5.14 | 12.00 |
| Market Supply of Inventory (MSI) | | | 2.41 | 2.84 | 2.08 | 2.39 | 5.63 |
| Total Active Inventory by Units | | 100% | 204 | 52 | 99 | 38 | 15 |

July 2022



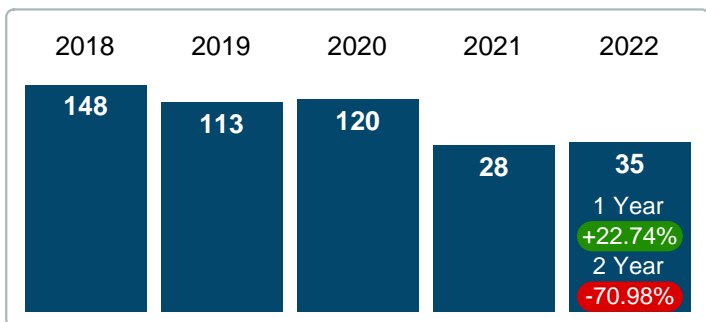
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



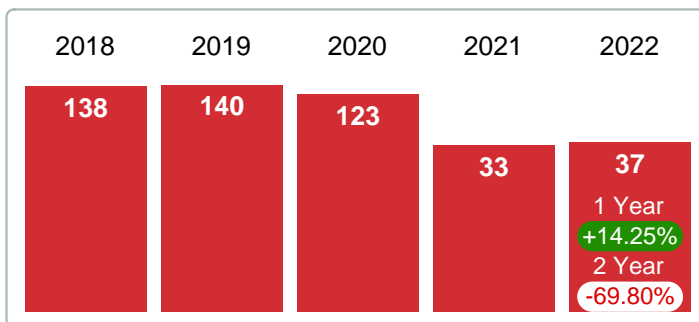
AVERAGE DAYS ON MARKET TO SALE

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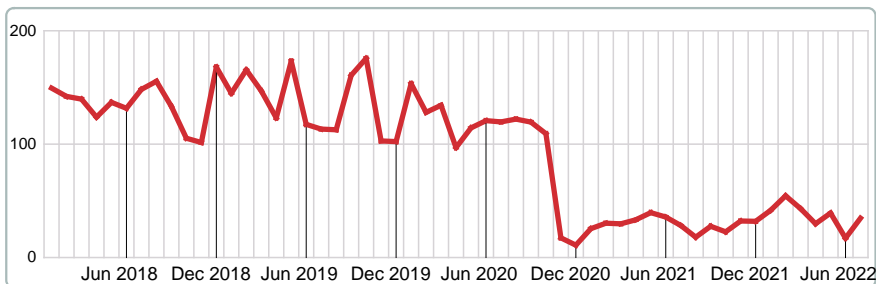
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 89

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 35 below the 5 yr JUL average of 89



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 | 7.59% | 8 | 9 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 12.66% | 11 | 12 | 8 | 0 | 0 |
| \$125,001 - \$150,000 | 17.72% | 49 | 80 | 40 | 6 | 0 |
| \$150,001 - \$200,000 | 22.78% | 34 | 50 | 41 | 16 | 10 |
| \$200,001 - \$250,000 | 15.19% | 13 | 0 | 17 | 5 | 0 |
| \$250,001 - \$400,000 | 13.92% | 30 | 4 | 43 | 19 | 0 |
| \$400,001 and up | 10.13% | 98 | 0 | 27 | 141 | 0 |
| Average Closed DOM | | 35 | 30 | 32 | 47 | 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



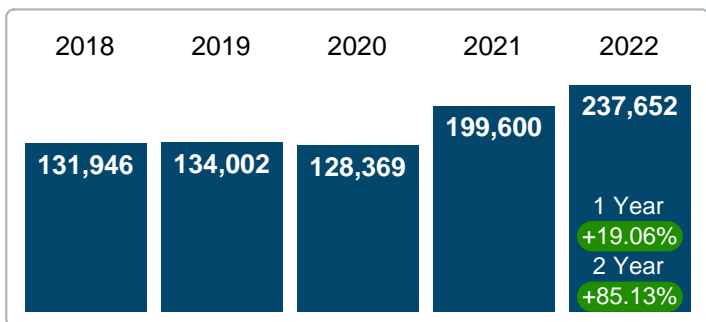
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



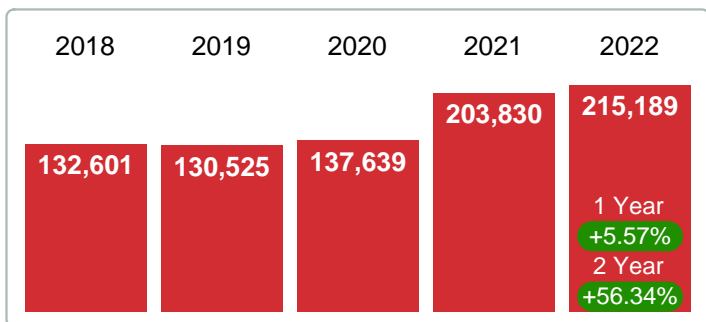
AVERAGE LIST PRICE AT CLOSING

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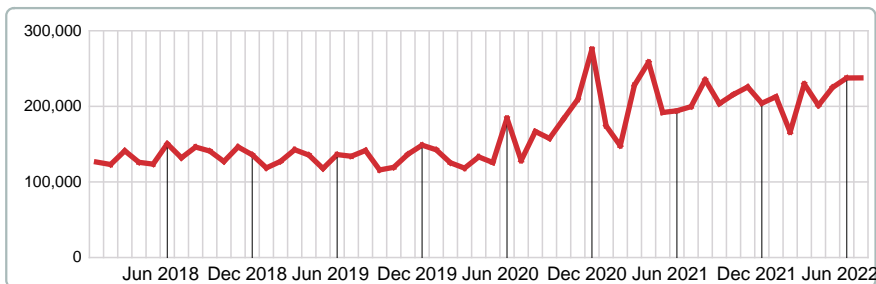
JULY



YEAR TO DATE (YTD)

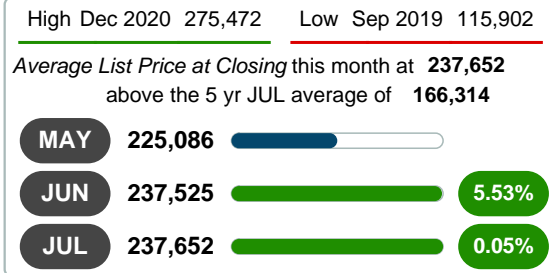


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 166,314



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 | 6.33% | 34,600 | 41,600 | 50,000 | 0 | 0 |
| \$75,001 - \$125,000 | 13.92% | 97,755 | 98,163 | 102,500 | 0 | 0 |
| \$125,001 - \$150,000 | 12.66% | 142,580 | 147,350 | 152,989 | 139,000 | 0 |
| \$150,001 - \$200,000 | 29.11% | 181,400 | 181,950 | 184,500 | 182,180 | 189,000 |
| \$200,001 - \$250,000 | 15.19% | 233,798 | 0 | 235,822 | 221,000 | 0 |
| \$250,001 - \$400,000 | 11.39% | 323,867 | 399,000 | 330,833 | 307,450 | 0 |
| \$400,001 and up | 11.39% | 689,756 | 0 | 492,967 | 850,780 | 0 |
| Average List Price | | 237,652 | 123,159 | 228,605 | 390,400 | 189,000 |
| Total Closed Units | | 79 | 22 | 37 | 19 | 1 |
| Total Closed Volume | | 18,774,474 | 2.71M | 8.46M | 7.42M | 189.00K |

July 2022



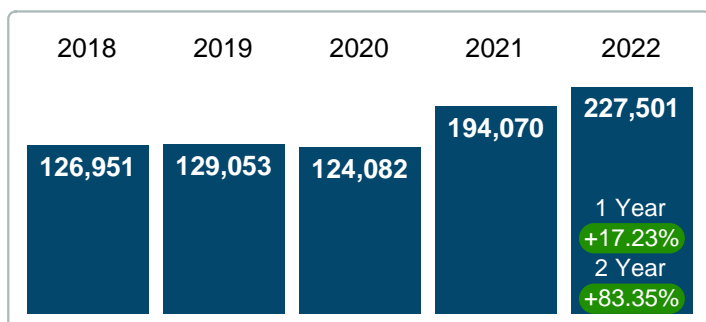
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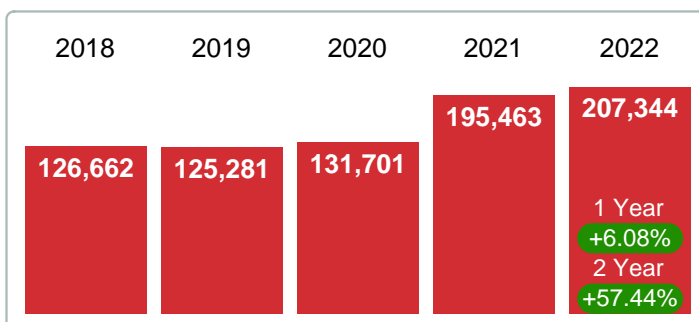
AVERAGE SOLD PRICE AT CLOSING

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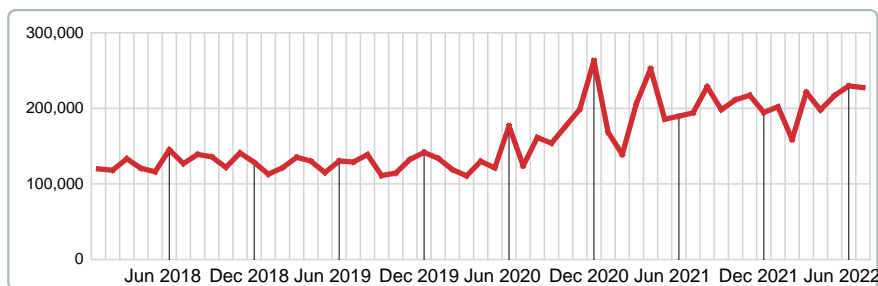
JULY



YEAR TO DATE (YTD)

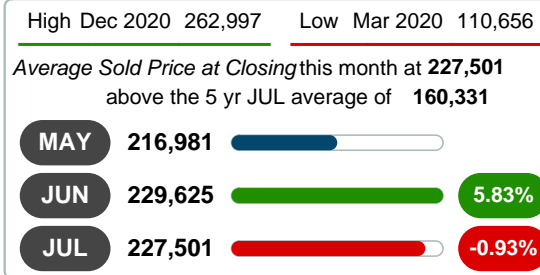


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 160,331



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 | 7.59% | 35,500 | 29,600 | 65,000 | 0 | 0 |
| \$75,001 - \$125,000 | 12.66% | 96,390 | 94,300 | 104,750 | 0 | 0 |
| \$125,001 - \$150,000 | 17.72% | 141,421 | 135,500 | 144,211 | 140,000 | 0 |
| \$150,001 - \$200,000 | 22.78% | 181,111 | 174,750 | 183,250 | 181,200 | 189,000 |
| \$200,001 - \$250,000 | 15.19% | 224,181 | 0 | 226,084 | 220,375 | 0 |
| \$250,001 - \$400,000 | 13.92% | 315,418 | 390,000 | 307,667 | 308,400 | 0 |
| \$400,001 and up | 10.13% | 674,500 | 0 | 485,333 | 788,000 | 0 |
| Average Sold Price | | 227,501 | 115,155 | 220,245 | 373,742 | 189,000 |
| Total Closed Units | 100% | 227,501 | 22 | 37 | 19 | 1 |
| Total Closed Volume | | 17,972,575 | 2.53M | 8.15M | 7.10M | 189.00K |

July 2022



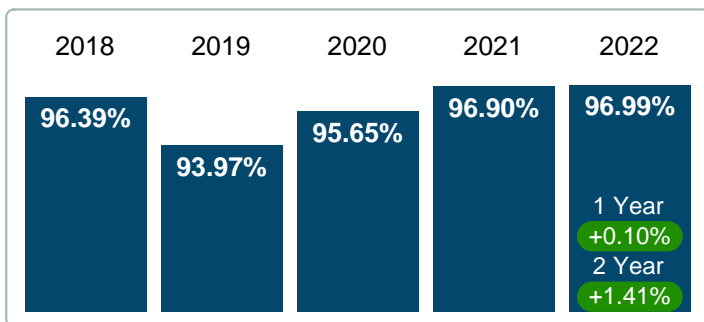
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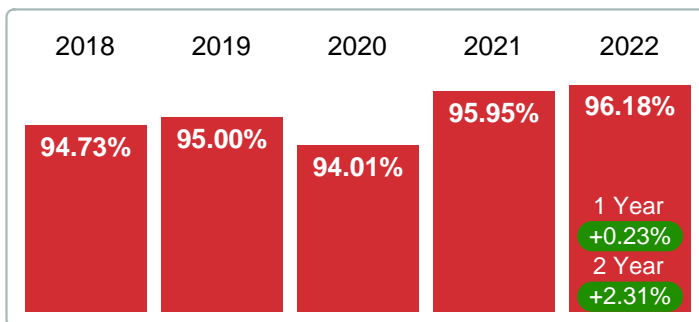
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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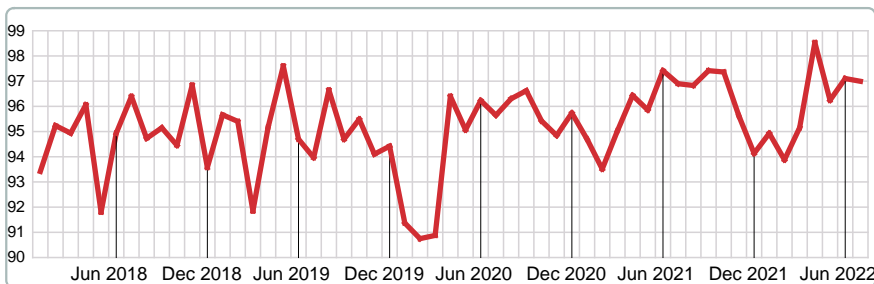
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

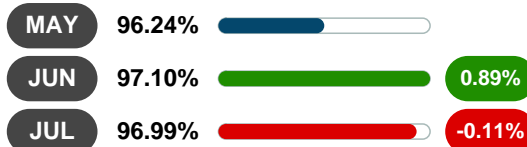


3 MONTHS

5 year JUL AVG = 95.98%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.99%** above the 5 yr JUL average of **95.98%**



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 | 7.59% | 98.26% | 91.91% | 130.00% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 10 | 12.66% | 97.41% | 96.23% | 102.12% | 0.00% | 0.00% |
| \$125,001 - \$150,000 | 14 | 17.72% | 94.73% | 92.18% | 95.20% | 100.72% | 0.00% |
| \$150,001 - \$200,000 | 18 | 22.78% | 98.79% | 96.25% | 99.46% | 99.52% | 100.00% |
| \$200,001 - \$250,000 | 12 | 15.19% | 97.64% | 0.00% | 96.62% | 99.70% | 0.00% |
| \$250,001 - \$400,000 | 11 | 13.92% | 96.64% | 97.74% | 94.02% | 100.28% | 0.00% |
| \$400,001 and up | 8 | 10.13% | 94.97% | 0.00% | 98.39% | 92.92% | 0.00% |
| Average Sold/List Ratio | | 97.00% | | 94.58% | 97.81% | 98.04% | 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



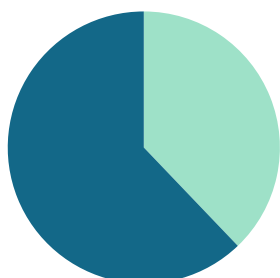
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

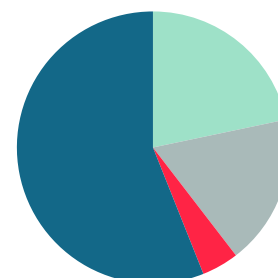


Inventory
 New Listings
106 = 37.86%
 Start Inventory
174
 Total Inventory Units
280
 Volume
\$86,121,899

Market Activity

Closed Sales
79 = 21.70%
 Pending Sales
65 = 17.86%
 Other Off Market
16 = 4.40%
 Active Inventory
204 = 56.04%

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 | 65 | -39.81% | 630 | 530 | -15.87% |
| New Listings | 145 | 106 | -26.90% | 777 | 667 | -14.16% |
| Average List Price | 199,600 | 237,652 | 19.06% | 203,830 | 215,189 | 5.57% |
| Average Sale Price | 194,070 | 227,501 | 17.23% | 195,463 | 207,344 | 6.08% |
| Average Percent of Selling Price to List Price | 96.90% | 96.99% | 0.10% | 95.95% | 96.18% | 0.23% |
| Average Days on Market to Sale | 28.29 | 34.72 | 22.74% | 32.57 | 37.21 | 14.25% |
| Monthly Inventory | 214 | 204 | -4.67% | 214 | 204 | -4.67% |
| Months Supply of Inventory | 3.24 | 2.41 | -25.62% | 3.24 | 2.41 | -25.62% |

Absorption: Last 12 months, an Average of **85** Sales/Month

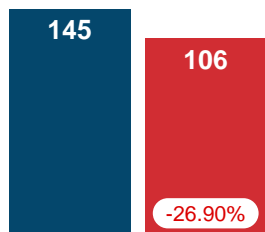
Inventory on July 31, 2022 = 204

2021 **2022**

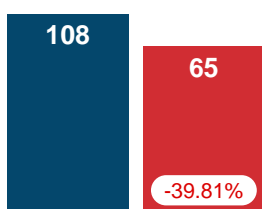
JULY MARKET

AVERAGE PRICES

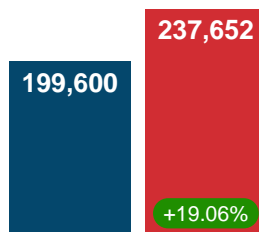
New Listings



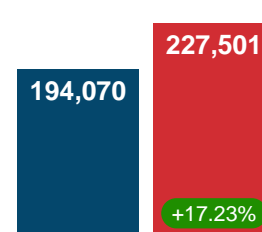
Pending Listings



List Price



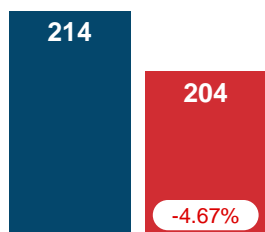
Sale Price



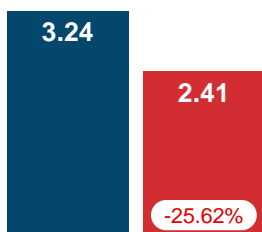
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

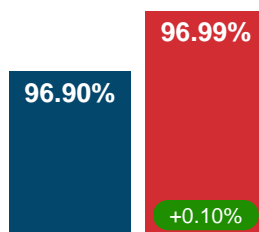
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

