

## July 2022



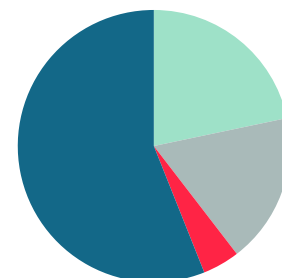
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	165,000	189,000	14.55%
Median Sale Price	150,000	185,000	23.33%
Median Percent of Selling Price to List Price	98.06%	99.14%	1.10%
Median Days on Market to Sale	9.00	11.00	22.22%
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.

## 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 **23.33%** in July 2022 to \$185,000 versus the previous year at \$150,000.

## Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 2.00 days or **22.22%** in July 2022 compared to last year's same month at **9.00** DOM.

## Sales Success for July 2022 is Positive

Overall, with Median 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

<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

# July 2022



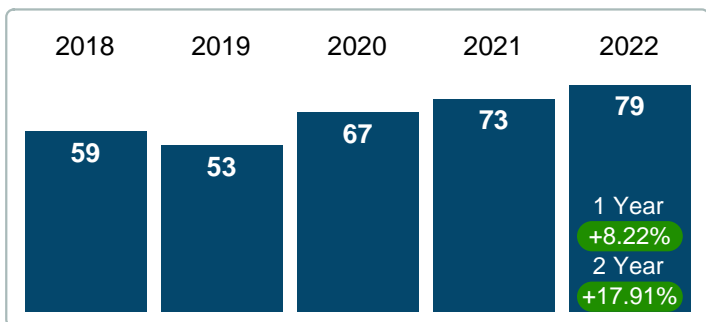
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



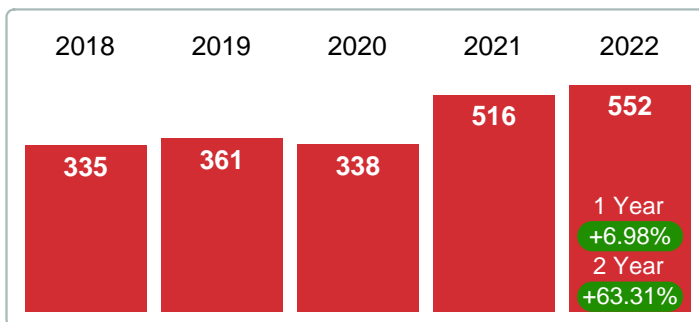
## CLOSED LISTINGS

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

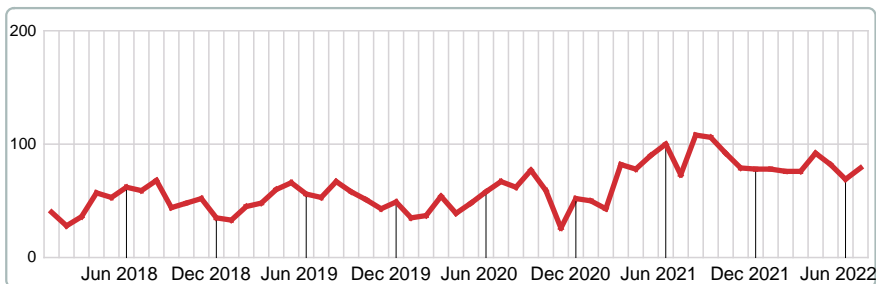
### JULY



### YEAR TO DATE (YTD)

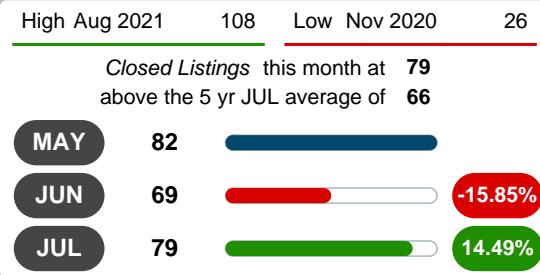


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 66



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.59%	4.0	5	1	0	0
\$75,001 - \$125,000	10	12.66%	6.0	8	2	0	0
\$125,001 - \$150,000	14	17.72%	11.5	4	9	1	0
\$150,001 - \$200,000	18	22.78%	15.0	4	8	5	1
\$200,001 - \$250,000	12	15.19%	6.0	0	8	4	0
\$250,001 - \$400,000	11	13.92%	12.0	1	6	4	0
\$400,001 and up	8	10.13%	37.0	0	3	5	0
<b>Total Closed Units</b>	<b>79</b>			<b>22</b>	<b>37</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>17,972,575</b>	<b>100%</b>	<b>11.0</b>	<b>2.53M</b>	<b>8.15M</b>	<b>7.10M</b>	<b>189.00K</b>
<b>Median Closed Price</b>	<b>\$185,000</b>			<b>\$102,000</b>	<b>\$190,000</b>	<b>\$239,000</b>	<b>\$189,000</b>

# July 2022



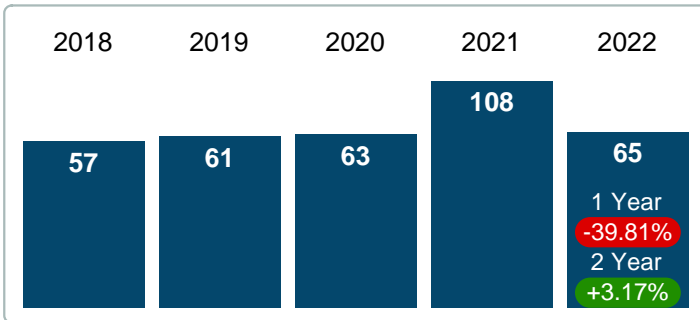
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



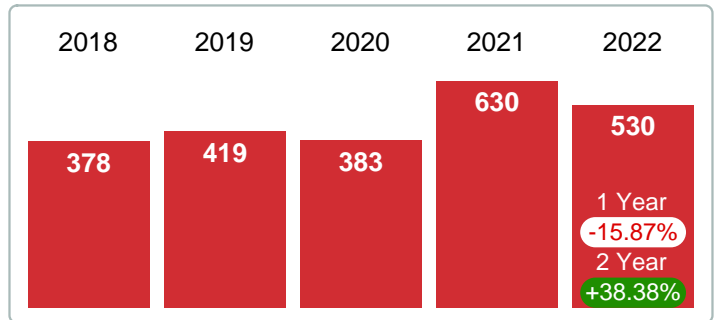
## PENDING LISTINGS

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

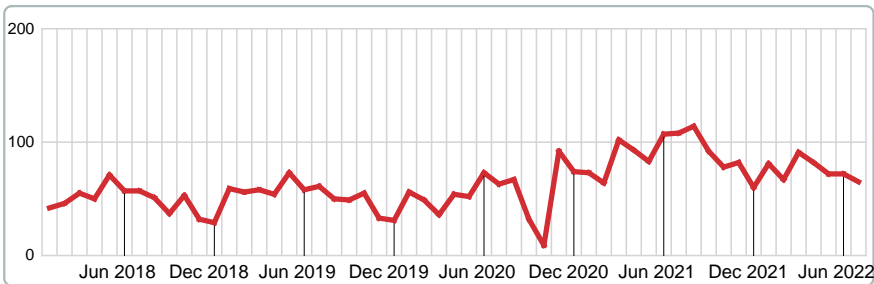
### JULY



### YEAR TO DATE (YTD)

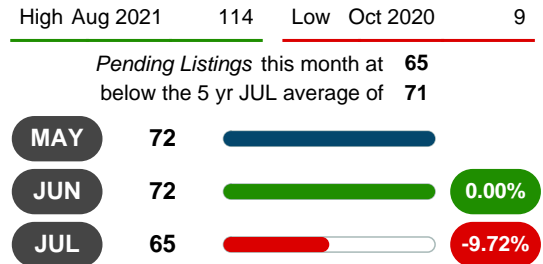


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 71



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.23%	9.0	4	1	1	0
\$75,001 - \$125,000	7	10.77%	3.0	2	4	1	0
\$125,001 - \$150,000	7	10.77%	4.0	3	3	1	0
\$150,001 - \$200,000	17	26.15%	24.0	4	13	0	0
\$200,001 - \$275,000	13	20.00%	7.0	2	8	3	0
\$275,001 - \$325,000	6	9.23%	17.0	0	5	1	0
\$325,001 and up	9	13.85%	21.0	2	3	4	0
<b>Total Pending Units</b>	<b>65</b>			<b>17</b>	<b>37</b>	<b>11</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>13,909,099</b>	<b>100%</b>	<b>14.0</b>	<b>2.72M</b>	<b>7.79M</b>	<b>3.40M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$190,000</b>			<b>\$149,900</b>	<b>\$199,000</b>	<b>\$234,900</b>	<b>\$0</b>

# July 2022



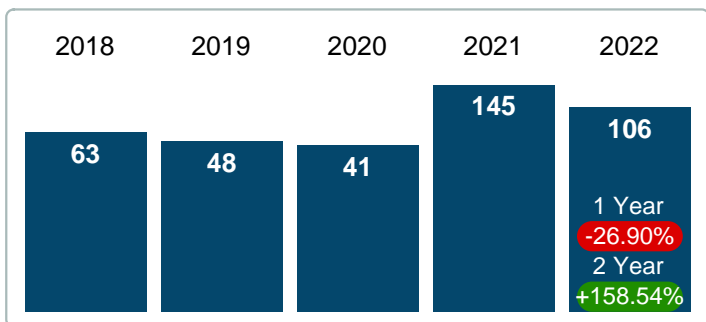
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



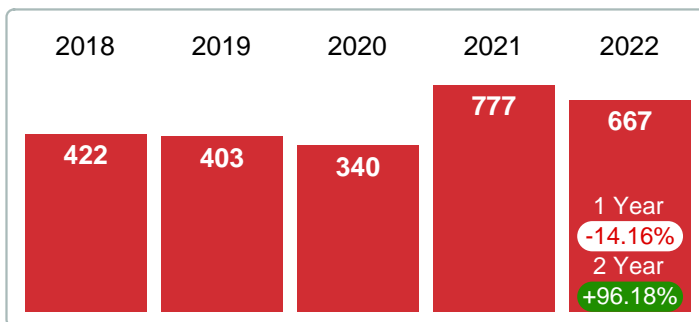
## NEW LISTINGS

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

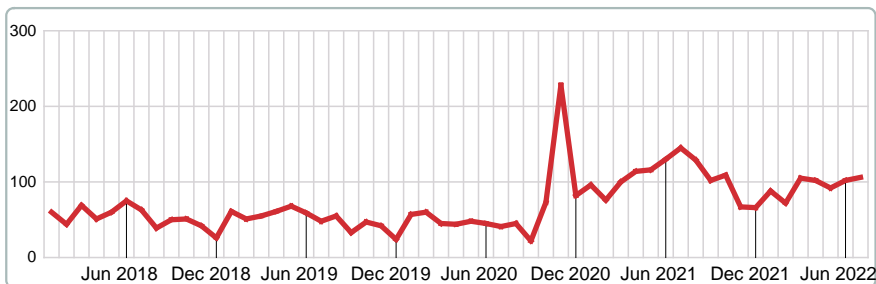
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 81

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 106 above the 5 yr JUL average of 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
<b>Total New Listed Units</b>	<b>106</b>		<b>36</b>	<b>50</b>	<b>17</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>26,757,000</b>	<b>100%</b>	<b>4.51M</b>	<b>14.30M</b>	<b>5.97M</b>	<b>1.98M</b>
<b>Median New Listed Listing Price</b>	<b>\$169,250</b>		<b>\$99,000</b>	<b>\$217,000</b>	<b>\$364,900</b>	<b>\$500,000</b>

# July 2022



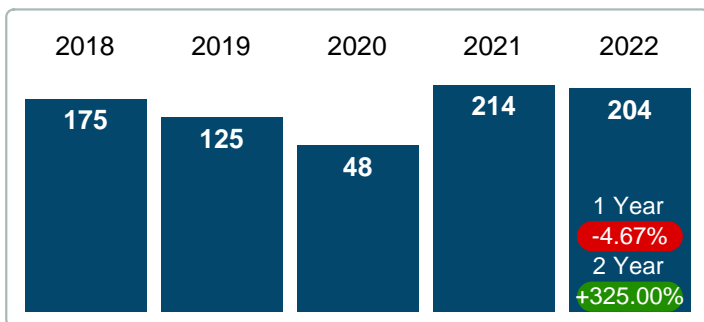
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



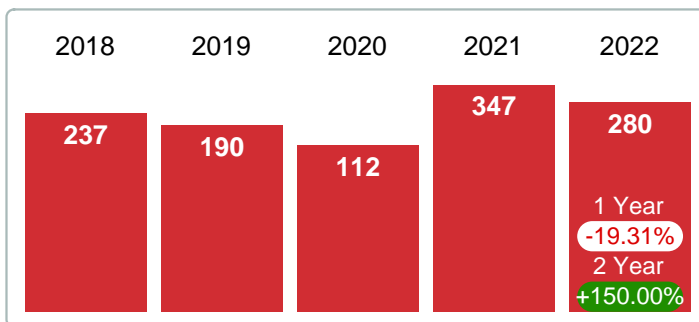
## ACTIVE INVENTORY

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

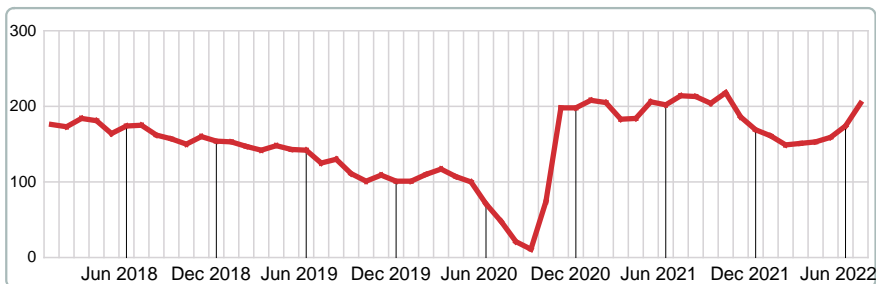
### END OF JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	15	7.35%	51.0	8	5	2	0	
\$50,001 - \$75,000	16	7.84%	55.0	9	4	2	1	
\$75,001 - \$125,000	32	15.69%	24.0	15	13	3	1	
\$125,001 - \$275,000	58	28.43%	38.0	14	33	9	2	
\$275,001 - \$400,000	37	18.14%	52.0	4	24	8	1	
\$400,001 - \$550,000	25	12.25%	59.0	2	11	8	4	
\$550,001 and up	21	10.29%	116.0	0	9	6	6	
Total Active Inventory by Units		204		52	99	38	15	
Total Active Inventory by Volume		66,423,100	100%	48.5	7.01M	31.09M	18.99M	9.33M
Median Active Inventory Listing Price		\$209,500			\$99,000	\$259,000	\$294,000	\$539,000

# July 2022



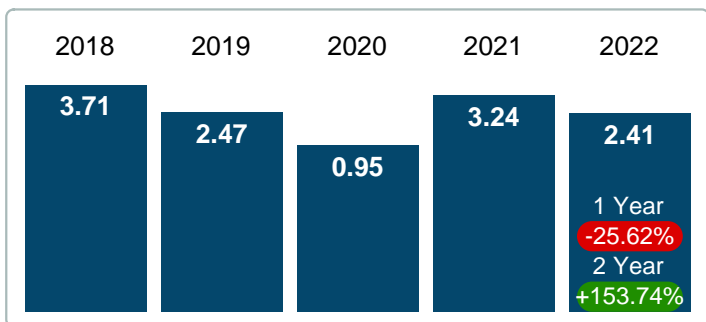
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



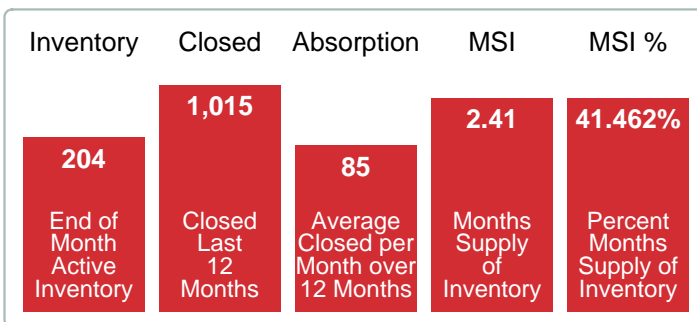
## MONTHS SUPPLY of INVENTORY (MSI)

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

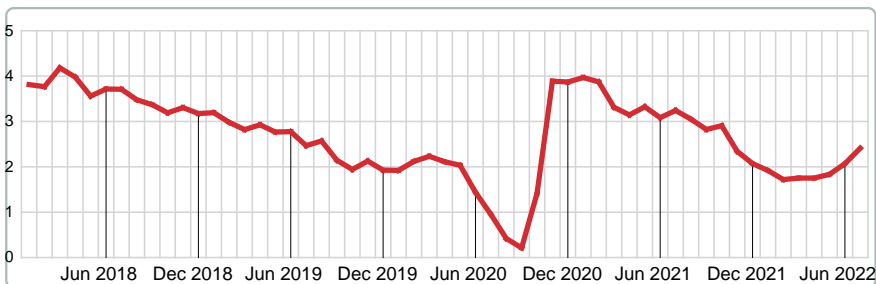
### MSI FOR JULY



### INDICATORS FOR JULY 2022

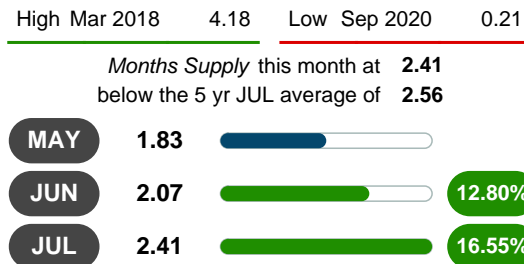


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



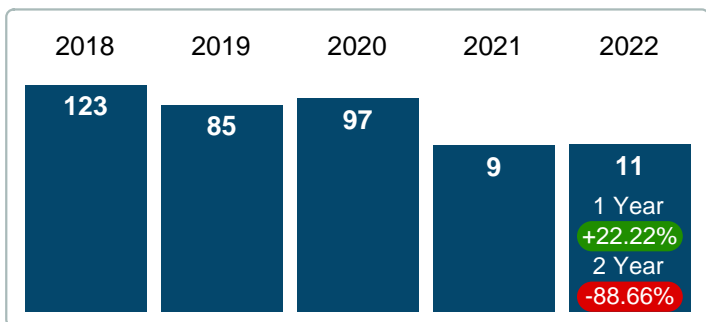
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



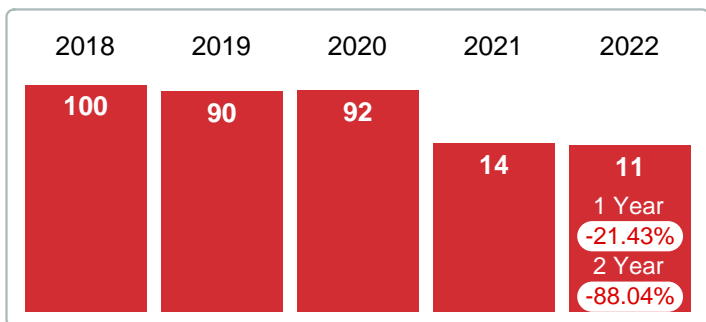
## MEDIAN DAYS ON MARKET TO SALE

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

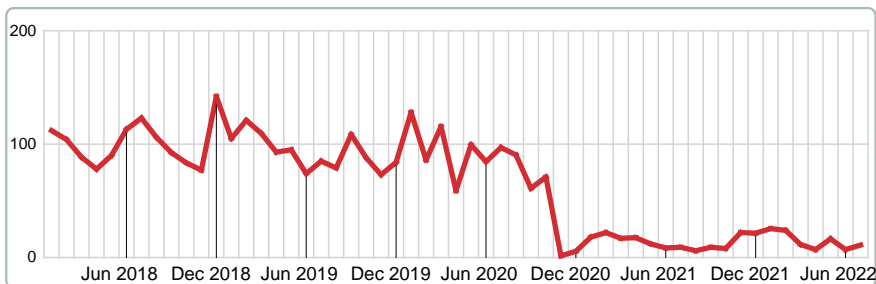
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 65

High Dec 2018 142 Low Nov 2020 2

Median Days on Market to Sale this month at 11 below the 5 yr JUL average of 65



### 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	7.59%	4	6	2	0	0
\$75,001 - \$125,000	12.66%	6	6	8	0	0
\$125,001 - \$150,000	17.72%	12	29	11	6	0
\$150,001 - \$200,000	22.78%	15	12	23	16	10
\$200,001 - \$250,000	15.19%	6	0	8	5	0
\$250,001 - \$400,000	13.92%	12	4	42	11	0
\$400,001 and up	10.13%	37	0	36	104	0
<b>Median Closed DOM</b>		<b>11</b>	<b>6</b>	<b>14</b>	<b>12</b>	<b>10</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>79</b>	<b>22</b>	<b>37</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>17,972,575</b>	<b>2.53M</b>	<b>8.15M</b>	<b>7.10M</b>	<b>189.00K</b>

# July 2022



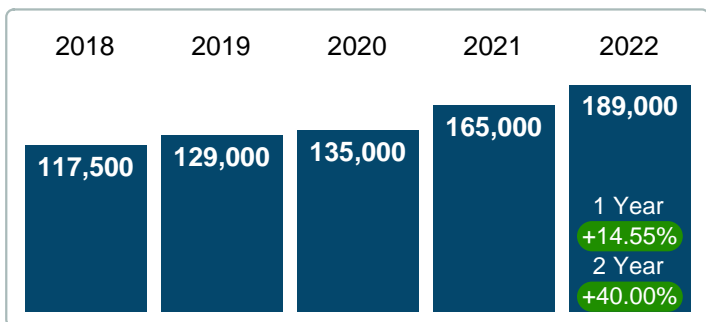
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



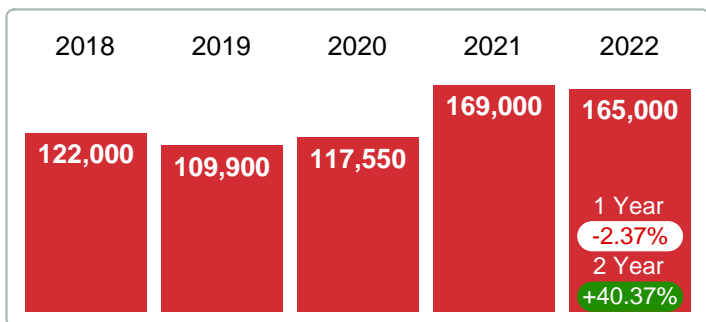
## MEDIAN LIST PRICE AT CLOSING

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

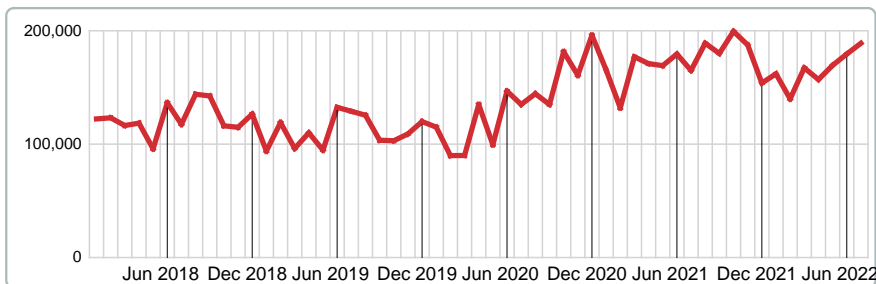
### JULY



### YEAR TO DATE (YTD)

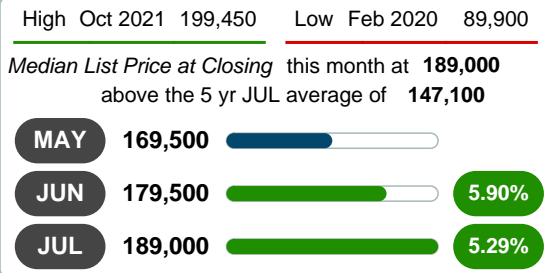


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 147,100



### 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	6.33%	30,000	29,000	50,000	0	0
\$75,001 - \$125,000	13.92%	99,000	99,000	102,500	0	0
\$125,001 - \$150,000	12.66%	142,000	145,000	144,000	139,000	0
\$150,001 - \$200,000	29.11%	184,900	169,900	184,000	184,900	189,000
\$200,001 - \$250,000	15.19%	236,838	0	239,900	225,000	0
\$250,001 - \$400,000	11.39%	319,000	399,000	299,000	325,000	0
\$400,001 and up	11.39%	539,000	0	462,450	620,000	0
<b>Median List Price</b>		<b>189,000</b>	<b>109,950</b>	<b>199,000</b>	<b>239,000</b>	<b>189,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>189,000</b>	<b>22</b>	<b>37</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>18,774,474</b>	<b>2.71M</b>	<b>8.46M</b>	<b>7.42M</b>	<b>189.00K</b>



# July 2022



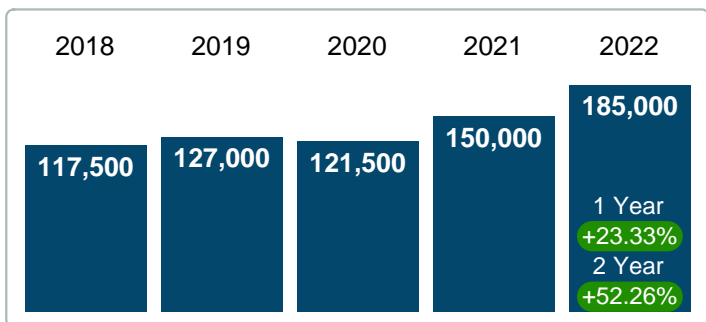
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



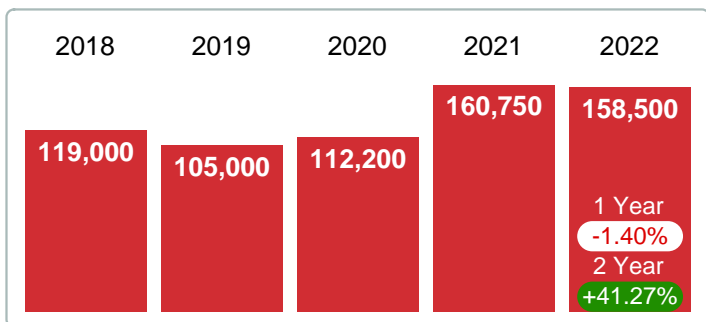
## MEDIAN SOLD PRICE AT CLOSING

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

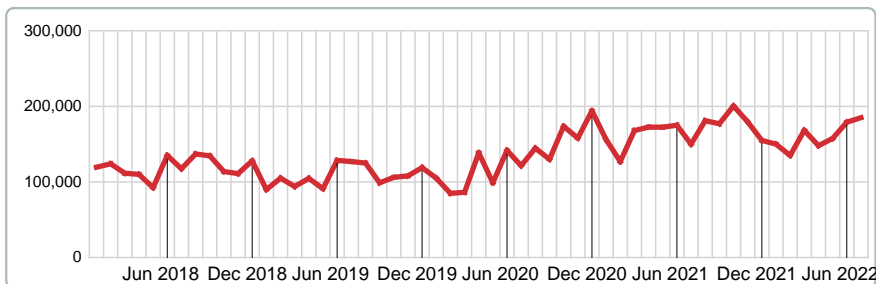
### JULY



### YEAR TO DATE (YTD)

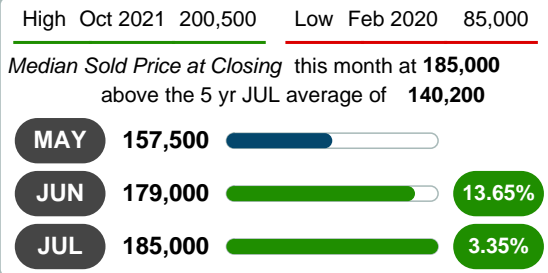


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 140,200



## 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	7.59%	29,000	28,000	65,000	0	0
\$75,001 - \$125,000	12.66%	97,000	93,500	104,750	0	0
\$125,001 - \$150,000	17.72%	145,000	134,500	147,500	140,000	0
\$150,001 - \$200,000	22.78%	185,000	175,000	182,500	189,000	189,000
\$200,001 - \$250,000	15.19%	227,750	0	227,750	218,750	0
\$250,001 - \$400,000	13.92%	299,000	390,000	292,000	307,000	0
\$400,001 and up	10.13%	555,000	0	451,000	620,000	0
<b>Median Sold Price</b>		<b>185,000</b>	<b>102,000</b>	<b>190,000</b>	<b>239,000</b>	<b>189,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>79</b>	<b>22</b>	<b>37</b>	<b>19</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>17,972,575</b>	<b>2.53M</b>	<b>8.15M</b>	<b>7.10M</b>	<b>189.00K</b>

# July 2022



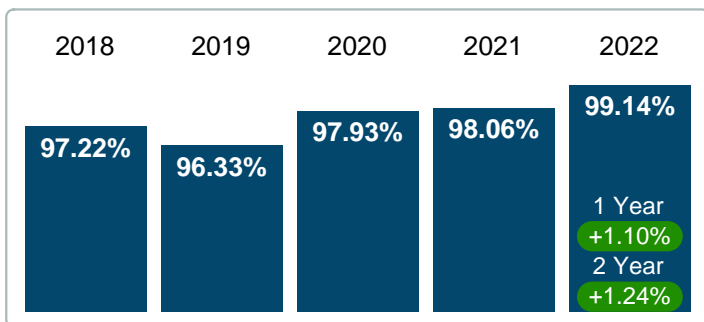
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



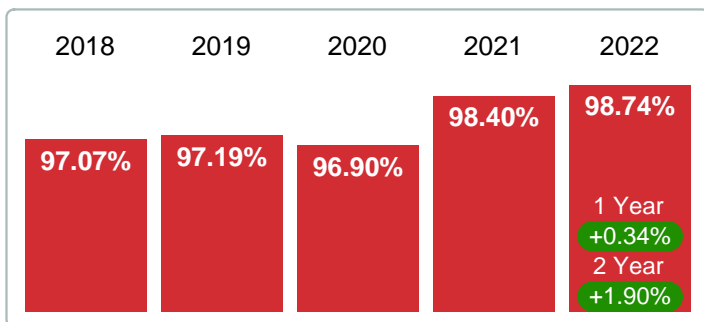
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

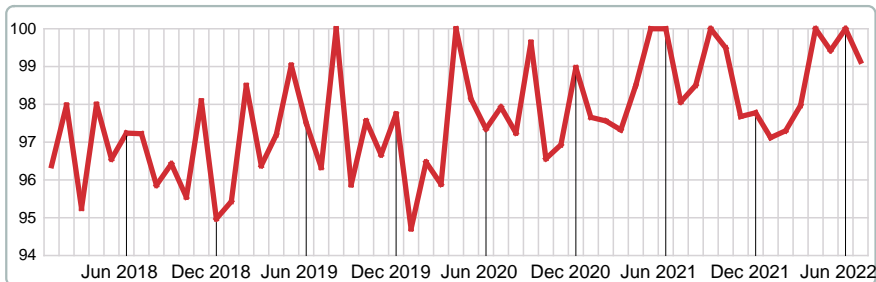
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

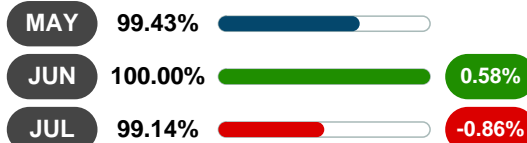


### 3 MONTHS

5 year JUL AVG = 97.74%

High Jun 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **99.14%**  
above the 5 yr JUL average of **97.74%**



### 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	7.59%	95.45%	90.91%	130.00%	0.00%	0.00%
\$75,001 - \$125,000	10	12.66%	100.00%	96.46%	102.12%	0.00%	0.00%
\$125,001 - \$150,000	14	17.72%	97.86%	93.19%	98.99%	100.72%	0.00%
\$150,001 - \$200,000	18	22.78%	99.72%	96.30%	100.00%	100.00%	100.00%
\$200,001 - \$250,000	12	15.19%	95.39%	0.00%	94.36%	100.61%	0.00%
\$250,001 - \$400,000	11	13.92%	97.10%	97.74%	94.69%	99.46%	0.00%
\$400,001 and up	8	10.13%	97.85%	0.00%	99.14%	96.57%	0.00%
Median Sold/List Ratio		99.14%		96.10%	99.14%	100.00%	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



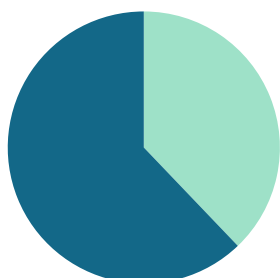
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

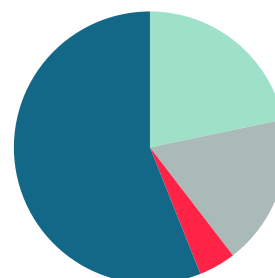


**Inventory**  
 New Listings  
**106 = 37.86%**  
 Start Inventory  
**174**  
 Total Inventory Units  
**280**  
 Volume  
**\$86,121,899**

### 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%
Median List Price	165,000	189,000	14.55%	169,000	165,000	-2.37%
Median Sale Price	150,000	185,000	23.33%	160,750	158,500	-1.40%
Median Percent of Selling Price to List Price	98.06%	99.14%	1.10%	98.40%	98.74%	0.34%
Median Days on Market to Sale	9.00	11.00	22.22%	14.00	11.00	-21.43%
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

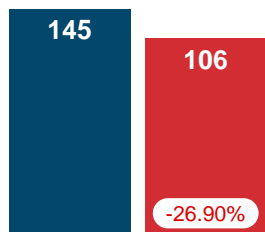
**Inventory** on July 31, 2022 = **204**

**2021** **2022**

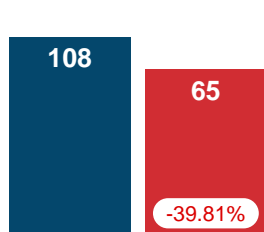
### JULY MARKET

### MEDIAN PRICES

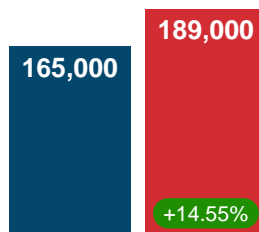
#### New Listings



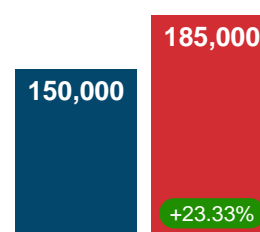
#### Pending Listings



#### List Price



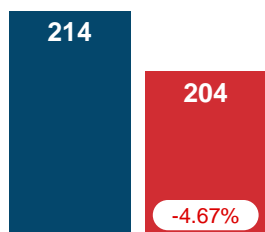
#### Sale Price



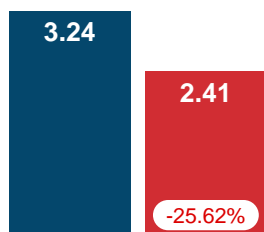
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

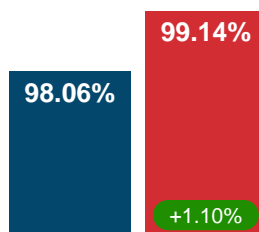
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

