

## June 2022



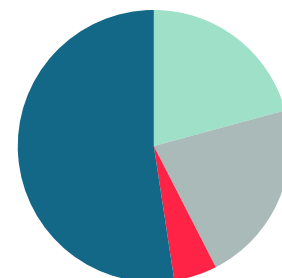
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	100	69	-31.00%
Pending Listings	107	72	-32.71%
New Listings	130	102	-21.54%
Average List Price	194,112	237,525	22.36%
Average Sale Price	189,663	229,625	21.07%
Average Percent of Selling Price to List Price	97.42%	97.10%	-0.32%
Average Days on Market to Sale	35.72	17.09	-52.16%
End of Month Inventory	202	174	-13.86%
Months Supply of Inventory	3.08	2.07	-32.90%



■ Closed (20.78%)  
■ Pending (21.69%)  
■ Other OffMarket (5.12%)  
■ Active (52.41%)

**Absorption:** Last 12 months, an Average of **84** Sales/Month  
**Active Inventory** as of June 30, 2022 = **174**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2022 decreased **13.86%** to 174 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 **2.07** 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 **21.07%** in June 2022 to \$229,625 versus the previous year at \$189,663.

##### Average Days on Market Shortens

The average number of **17.09** days that homes spent on the market before selling decreased by 18.63 days or **52.16%** in June 2022 compared to last year's same month at **35.72** DOM.

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

Overall, with Average 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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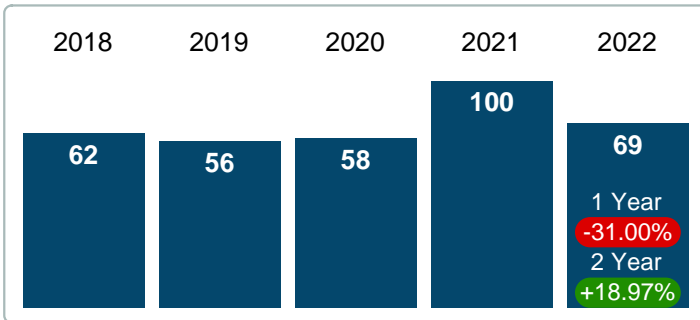
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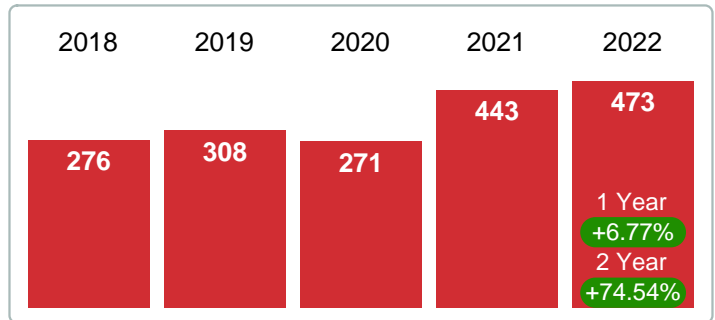
## CLOSED LISTINGS

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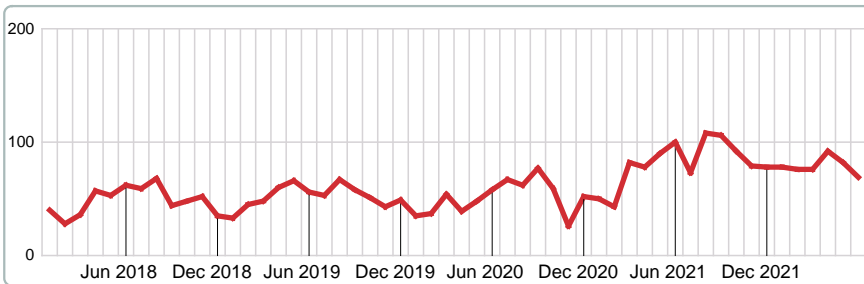
### JUNE



### YEAR TO DATE (YTD)

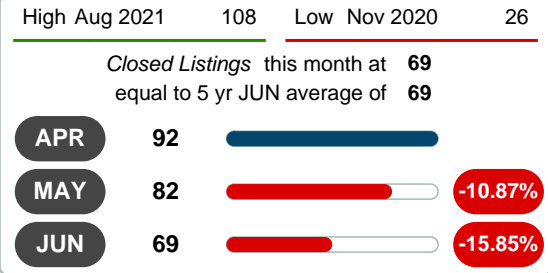


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 69



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	28.2	3	3	0	0
\$75,001 - \$100,000	4	5.80%	5.5	3	0	1	0
\$100,001 - \$125,000	7	10.14%	25.9	4	3	0	0
\$125,001 - \$200,000	26	37.68%	12.4	5	15	5	1
\$200,001 - \$250,000	7	10.14%	25.9	0	5	2	0
\$250,001 - \$375,000	12	17.39%	8.8	1	8	2	1
\$375,001 and up	7	10.14%	28.3	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>17.1</b>	<b>1.82M</b>	<b>7.93M</b>	<b>4.94M</b>	<b>1.16M</b>
<b>Average Closed Price</b>	<b>\$229,625</b>			<b>\$113,566</b>	<b>\$214,219</b>	<b>\$379,962</b>	<b>\$387,167</b>

# June 2022



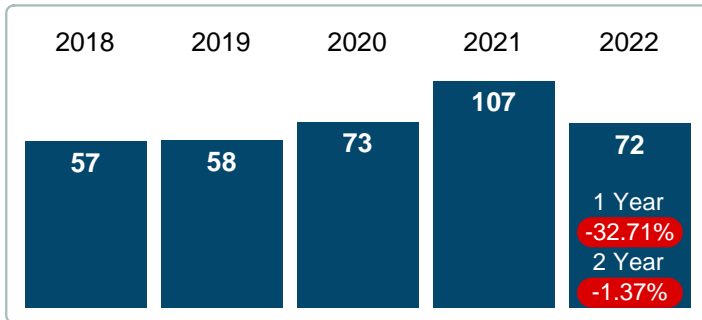
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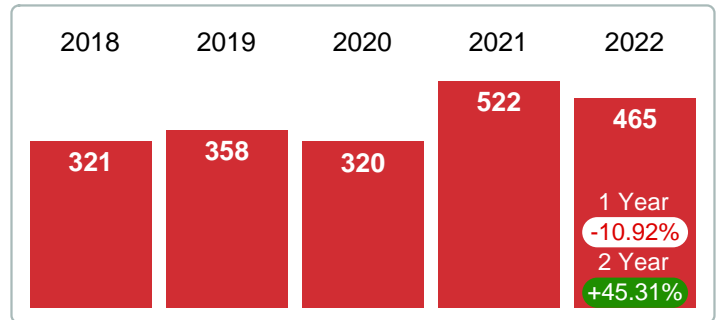
## PENDING LISTINGS

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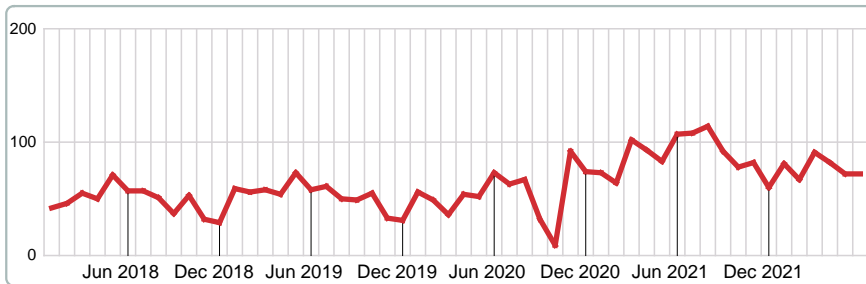
### JUNE



### YEAR TO DATE (YTD)

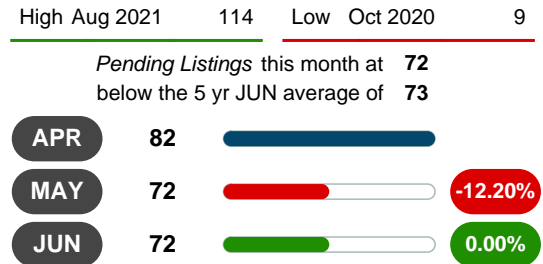


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN 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	7	9.72%	16.0	5	2	0	0
\$50,001 - \$100,000	8	11.11%	15.9	6	2	0	0
\$100,001 - \$125,000	7	9.72%	23.4	4	3	0	0
\$125,001 - \$175,000	20	27.78%	34.5	10	9	1	0
\$175,001 - \$225,000	10	13.89%	25.3	0	6	4	0
\$225,001 - \$275,000	11	15.28%	25.8	0	6	5	0
\$275,001 and up	9	12.50%	62.1	0	3	6	0
<b>Total Pending Units</b>	<b>72</b>			<b>25</b>	<b>31</b>	<b>16</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>13,433,974</b>	<b>100%</b>	<b>30.7</b>	<b>2.59M</b>	<b>5.79M</b>	<b>5.06M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$190,558</b>			<b>\$103,480</b>	<b>\$186,696</b>	<b>\$316,213</b>	<b>\$0</b>

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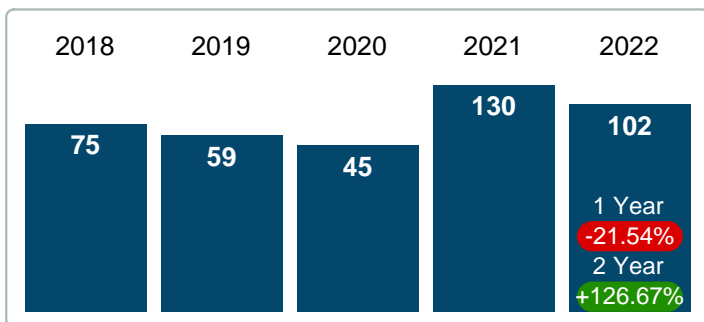
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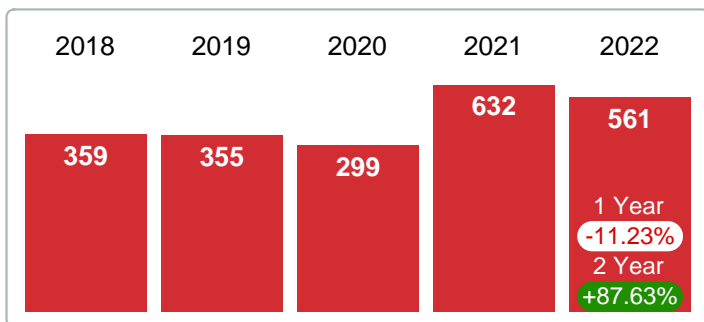
## NEW LISTINGS

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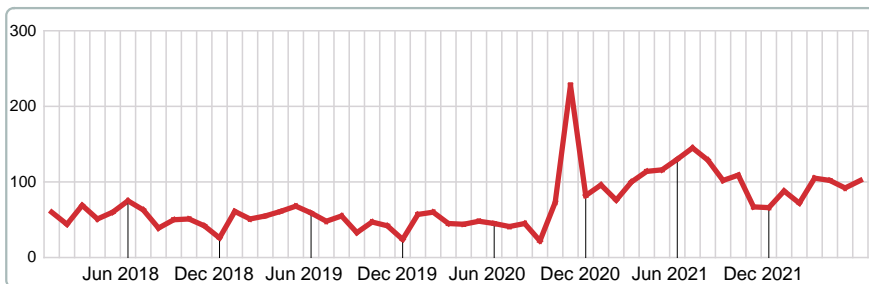
### JUNE



### 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%	8	3	1	0
\$100,001 - \$125,000	9	8.82%	3	5	1	0
\$125,001 - \$225,000	34	33.33%	5	22	6	1
\$225,001 - \$275,000	10	9.80%	0	5	5	0
\$275,001 - \$375,000	14	13.73%	0	8	6	0
\$375,001 and up	13	12.75%	2	7	2	2
<b>Total New Listed Units</b>	<b>102</b>		<b>25</b>	<b>53</b>	<b>21</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>22,304,574</b>	<b>100%</b>	<b>2.73M</b>	<b>12.22M</b>	<b>5.30M</b>	<b>2.05M</b>
<b>Average New Listed Listing Price</b>	<b>\$208,143</b>		<b>\$109,280</b>	<b>\$230,552</b>	<b>\$252,348</b>	<b>\$684,667</b>

# June 2022



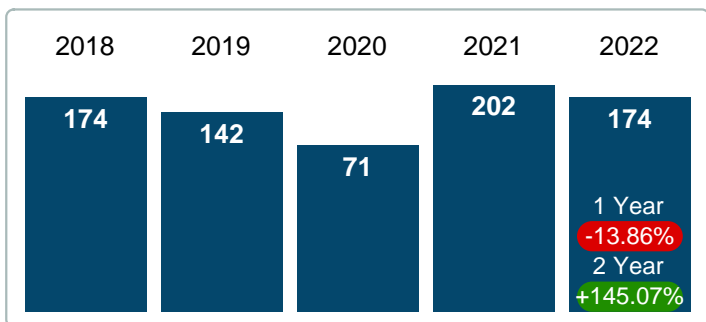
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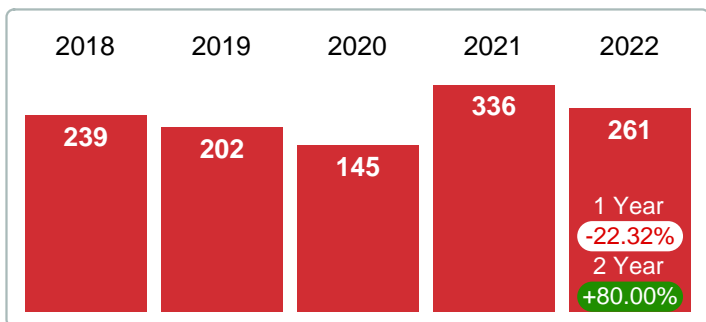
## ACTIVE INVENTORY

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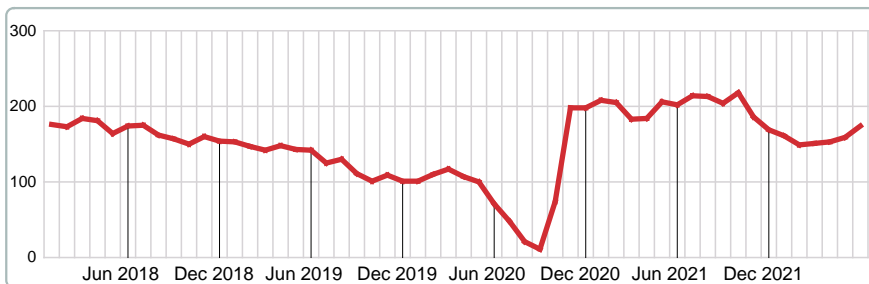
### END OF JUNE



### ACTIVE DURING JUNE

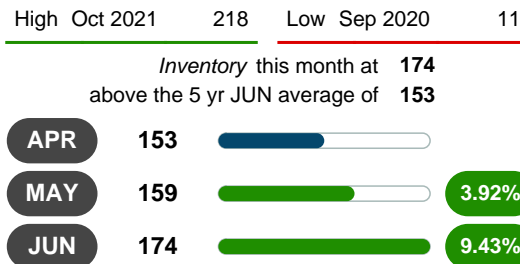


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 153



### 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	11	6.32%	61.9	5	4	2	0
\$50,001 - \$100,000	28	16.09%	82.0	14	10	2	2
\$100,001 - \$175,000	24	13.79%	83.7	6	17	1	0
\$175,001 - \$275,000	40	22.99%	52.8	6	24	9	1
\$275,001 - \$400,000	31	17.82%	65.2	4	18	8	1
\$400,001 - \$650,000	23	13.22%	95.4	1	10	7	5
\$650,001 and up	17	9.77%	119.5	0	10	4	3
<b>Total Active Inventory by Units</b>	<b>174</b>			<b>36</b>	<b>93</b>	<b>33</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>59,364,899</b>	<b>100%</b>	<b>76.7</b>	<b>5.25M</b>	<b>29.18M</b>	<b>17.58M</b>	<b>7.36M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$341,178</b>			<b>\$145,878</b>	<b>\$313,756</b>	<b>\$532,594</b>	<b>\$613,200</b>

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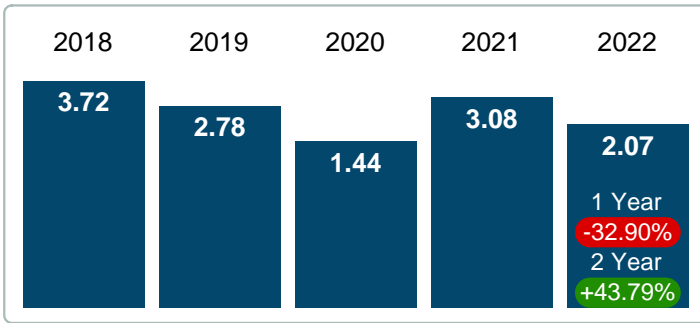
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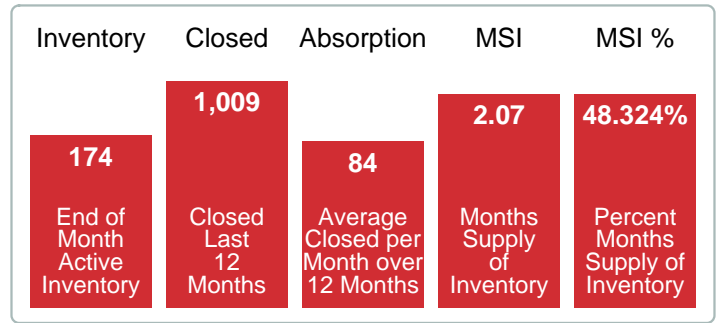
## MONTHS SUPPLY of INVENTORY (MSI)

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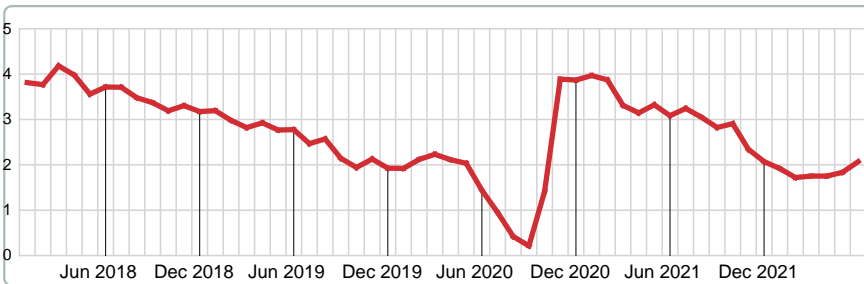
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

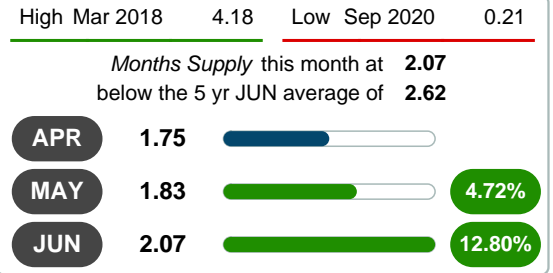


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.62



### 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	11	6.32%	1.65	1.28	1.66	8.00	0.00
\$50,001 - \$100,000	28	16.09%	2.01	2.24	1.43	4.00	12.00
\$100,001 - \$175,000	24	13.79%	1.01	1.16	1.13	0.32	0.00
\$175,001 - \$275,000	40	22.99%	1.90	4.80	1.62	1.93	3.00
\$275,001 - \$400,000	31	17.82%	2.86	5.33	3.27	2.04	1.50
\$400,001 - \$650,000	23	13.22%	3.68	4.00	4.00	2.47	7.50
\$650,001 and up	17	9.77%	10.20	0.00	24.00	9.60	7.20
Market Supply of Inventory (MSI)			2.07	2.00	1.95	2.11	4.50
Total Active Inventory by Units		100%	2.07	36	93	33	12

# June 2022



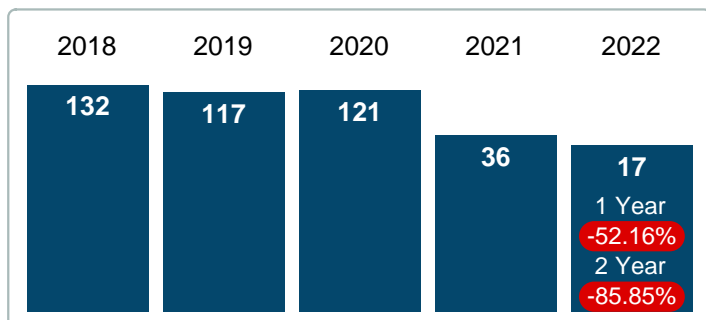
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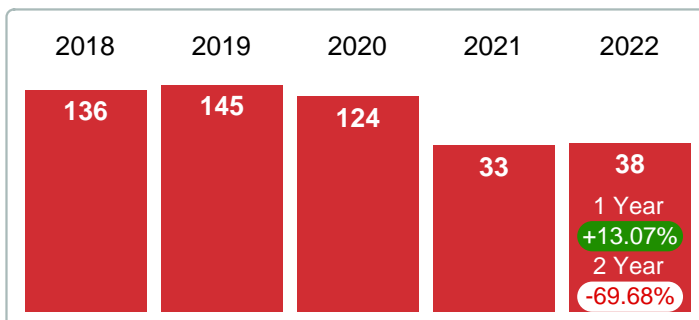
## AVERAGE DAYS ON MARKET TO SALE

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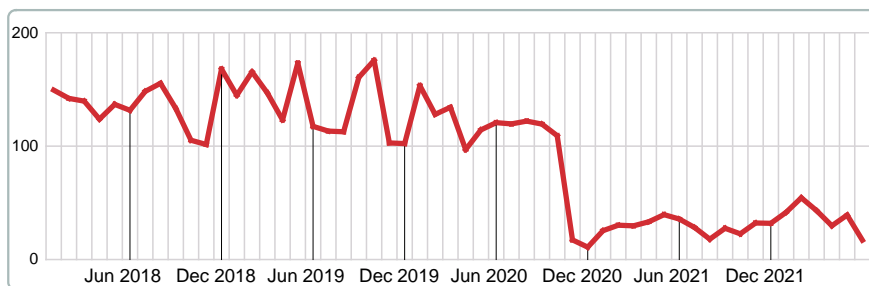
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

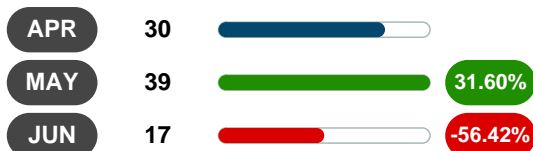


### 3 MONTHS

5 year JUN AVG = 85

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 17 below the 5 yr JUN average of 85



### 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	8.70%	28	51	5	0	0
\$75,001 - \$100,000	5.80%	6	5	0	6	0
\$100,001 - \$125,000	10.14%	26	6	52	0	0
\$125,001 - \$200,000	37.68%	12	20	12	7	15
\$200,001 - \$250,000	10.14%	26	0	31	12	0
\$250,001 - \$375,000	17.39%	9	9	10	7	2
\$375,001 and up	10.14%	28	0	51	15	2
<b>Average Closed DOM</b>		<b>17</b>	<b>19</b>	<b>20</b>	<b>9</b>	<b>6</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>17</b>	<b>16</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>15,844,150</b>	<b>1.82M</b>	<b>7.93M</b>	<b>4.94M</b>	<b>1.16M</b>

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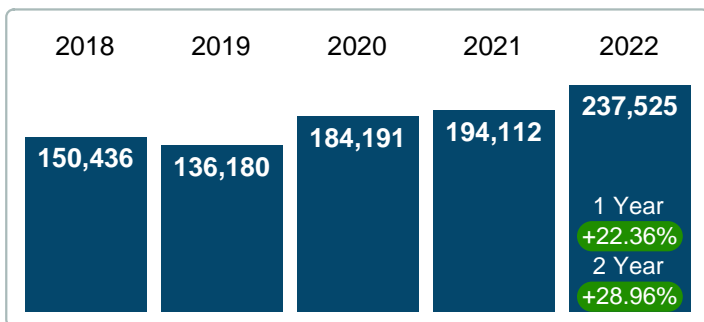
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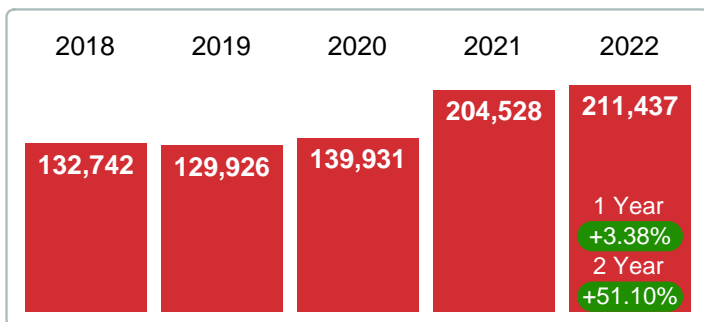
## AVERAGE LIST PRICE AT CLOSING

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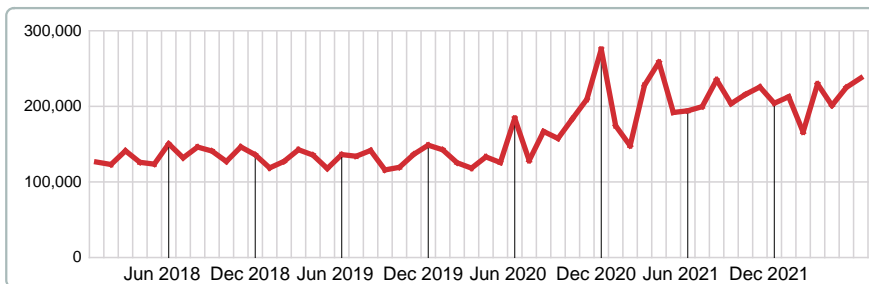
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

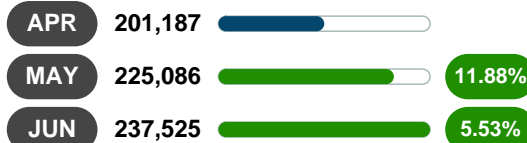


### 3 MONTHS

5 year JUN AVG = 180,489

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

Average List Price at Closing this month at **237,525**  
above the 5 yr JUN average of **180,489**



### 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	7.25%	51,580	47,633	64,667	0	0
\$75,001 - \$100,000	8.70%	89,833	92,000	0	120,000	0
\$100,001 - \$125,000	8.70%	120,333	103,125	127,467	0	0
\$125,001 - \$200,000	37.68%	162,750	141,560	168,693	173,380	140,000
\$200,001 - \$250,000	8.70%	224,650	0	221,280	241,950	0
\$250,001 - \$375,000	18.84%	292,092	315,000	302,413	269,000	260,000
\$375,001 and up	10.14%	784,814	0	482,933	1,089,967	775,000
<b>Average List Price</b>		<b>237,525</b>	<b>115,888</b>	<b>218,414</b>	<b>406,054</b>	<b>391,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>237,525</b>	<b>16</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>16,389,200</b>	<b>1.85M</b>	<b>8.08M</b>	<b>5.28M</b>	<b>1.18M</b>



# June 2022



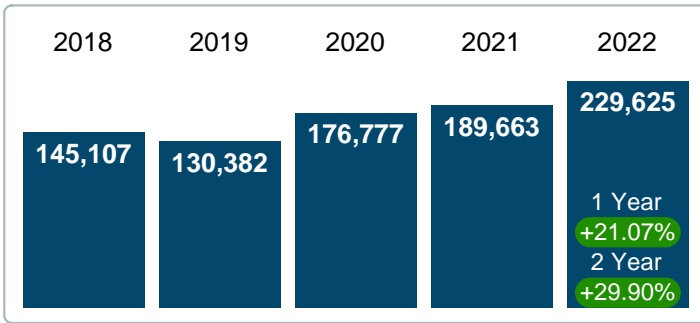
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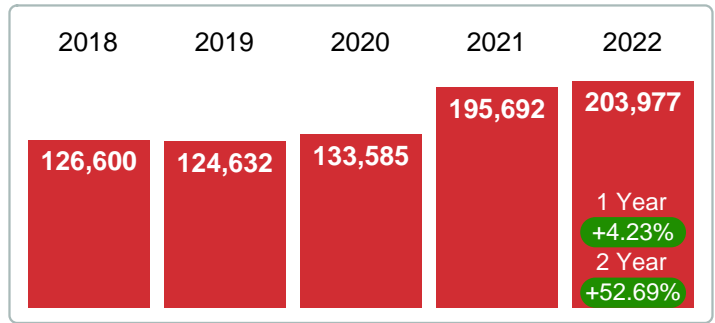
## AVERAGE SOLD PRICE AT CLOSING

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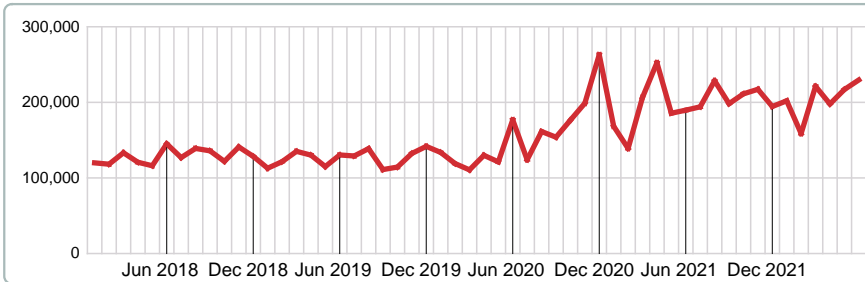
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

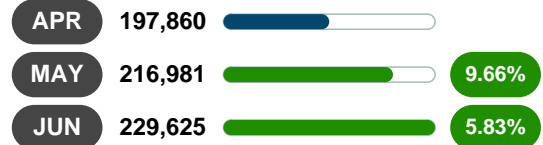


### 3 MONTHS

5 year JUN AVG = 174,311

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **229,625** above the 5 yr JUN average of **174,311**



### 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	8.70%	48,317	37,300	59,333	0	0
\$75,001 - \$100,000	5.80%	88,750	90,000	0	85,000	0
\$100,001 - \$125,000	10.14%	114,714	109,250	122,000	0	0
\$125,001 - \$200,000	37.68%	160,348	137,230	166,993	170,300	126,500
\$200,001 - \$250,000	10.14%	226,414	0	223,980	232,500	0
\$250,001 - \$375,000	17.39%	290,617	312,000	296,550	271,500	260,000
\$375,001 and up	10.14%	736,414	0	461,633	998,333	775,000
<b>Average Sold Price</b>		<b>229,625</b>	<b>113,566</b>	<b>214,219</b>	<b>379,962</b>	<b>387,167</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,625</b>	<b>16</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>15,844,150</b>	<b>1.82M</b>	<b>7.93M</b>	<b>4.94M</b>	<b>1.16M</b>

# June 2022



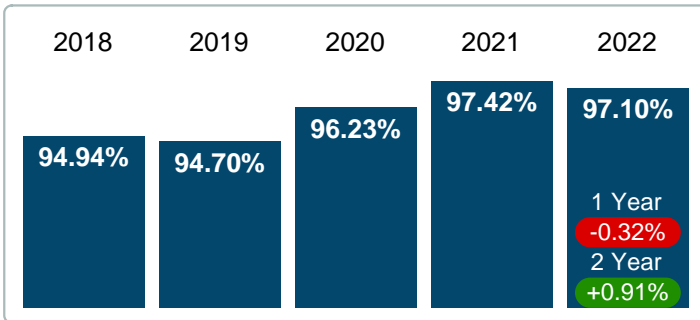
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



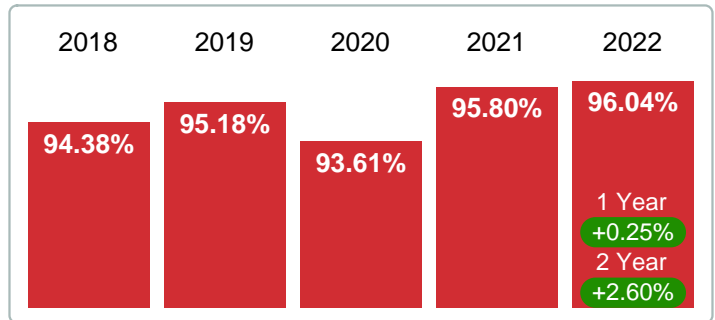
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

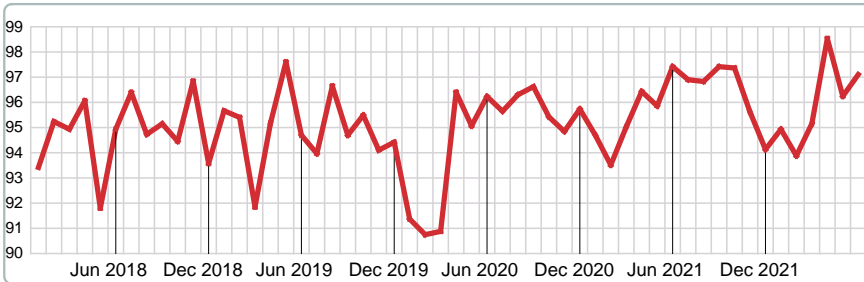
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 96.08%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.10%** above the 5 yr JUN average of **96.08%**



### 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	8.70%	86.06%	81.11%	91.02%	0.00%	0.00%
\$75,001 - \$100,000	4	5.80%	91.01%	97.74%	0.00%	70.83%	0.00%
\$100,001 - \$125,000	7	10.14%	102.41%	107.40%	95.76%	0.00%	0.00%
\$125,001 - \$200,000	26	37.68%	98.39%	97.71%	99.16%	98.39%	90.36%
\$200,001 - \$250,000	7	10.14%	100.15%	0.00%	101.71%	96.27%	0.00%
\$250,001 - \$375,000	12	17.39%	98.71%	99.05%	97.95%	100.93%	100.00%
\$375,001 and up	7	10.14%	94.15%	0.00%	96.03%	90.32%	100.00%
<b>Average Sold/List Ratio</b>		<b>97.10%</b>		<b>97.11%</b>	<b>98.05%</b>	<b>94.47%</b>	<b>96.79%</b>
<b>Total Closed Units</b>	<b>69</b>	<b>100%</b>	<b>97.10%</b>	<b>16</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,844,150</b>			<b>1.82M</b>	<b>7.93M</b>	<b>4.94M</b>	<b>1.16M</b>

# June 2022



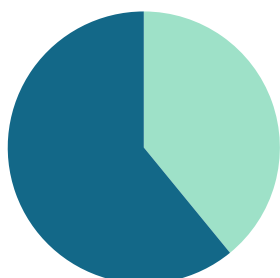
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

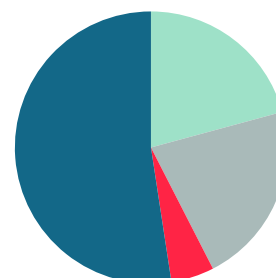


**Inventory**  
 New Listings  
**102 = 39.08%**  
 Start Inventory  
**159**  
 Total Inventory Units  
**261**  
 Volume  
**\$78,757,573**

### Market Activity

Closed Sales  
**69 = 20.78%**  
 Pending Sales  
**72 = 21.69%**  
 Other Off Market  
**17 = 5.12%**  
 Active Inventory  
**174 = 52.41%**

### 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	72	-32.71%	522	465	-10.92%
New Listings	130	102	-21.54%	632	561	-11.23%
Average List Price	194,112	237,525	22.36%	204,528	211,437	3.38%
Average Sale Price	189,663	229,625	21.07%	195,692	203,977	4.23%
Average Percent of Selling Price to List Price	97.42%	97.10%	-0.32%	95.80%	96.04%	0.25%
Average Days on Market to Sale	35.72	17.09	-52.16%	33.28	37.63	13.07%
Monthly Inventory	202	174	-13.86%	202	174	-13.86%
Months Supply of Inventory	3.08	2.07	-32.90%	3.08	2.07	-32.90%

**Absorption:** Last 12 months, an Average of **84** Sales/Month

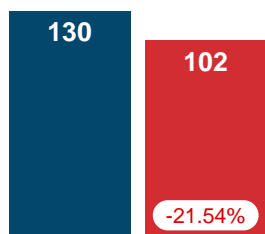
**Inventory** on June 30, 2022 = **174**

**2021** **2022**

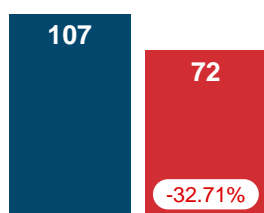
### JUNE MARKET

### AVERAGE PRICES

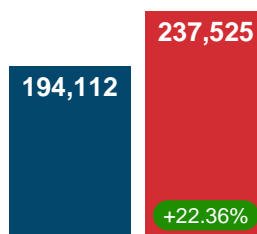
#### New Listings



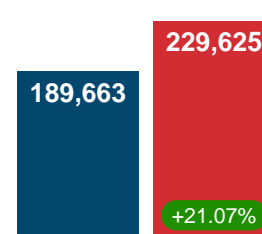
#### Pending Listings



#### List Price



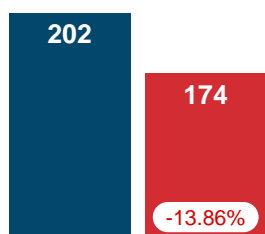
#### Sale Price



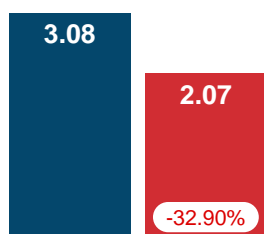
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

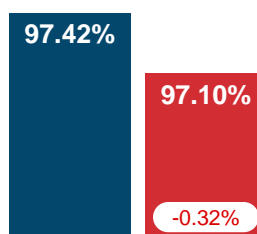
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

