

June 2022



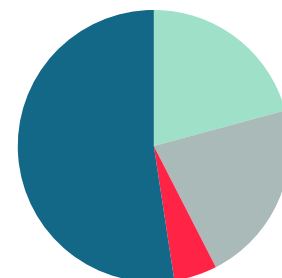
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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% |
| Median List Price | 179,450 | 179,500 | 0.03% |
| Median Sale Price | 175,000 | 179,000 | 2.29% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 8.50 | 7.00 | -17.65% |
| 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.

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 **2.29%** in June 2022 to \$179,000 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 1.50 days or **17.65%** in June 2022 compared to last year's same month at **8.50** DOM.

Sales Success for June 2022 is Positive

Overall, with Median 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

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median 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

June 2022



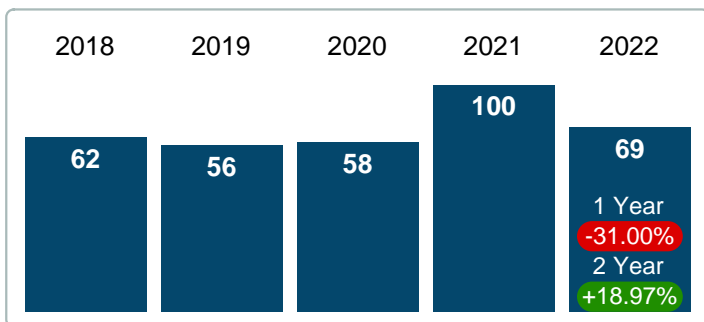
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



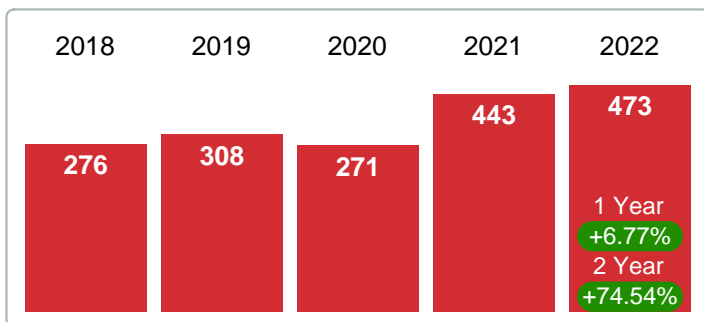
CLOSED LISTINGS

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

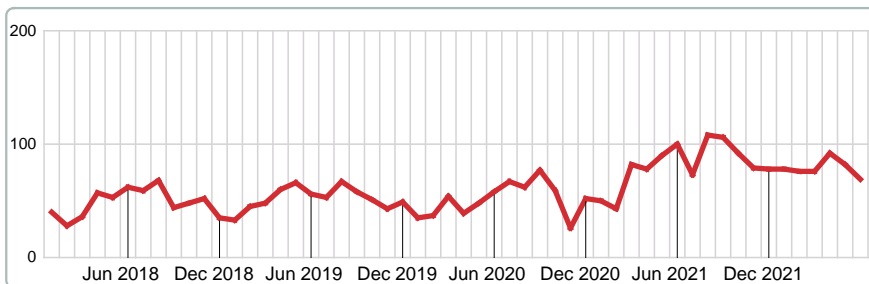
JUNE



YEAR TO DATE (YTD)

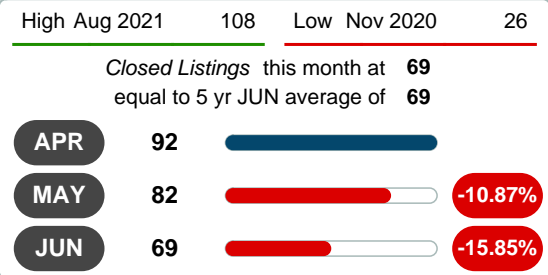


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 69



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 | 8.70% | 10.5 | 3 | 3 | 0 | 0 |
| \$75,001 - \$100,000 | 4 | 5.80% | 6.5 | 3 | 0 | 1 | 0 |
| \$100,001 - \$125,000 | 7 | 10.14% | 8.0 | 4 | 3 | 0 | 0 |
| \$125,001 - \$200,000 | 26 | 37.68% | 6.0 | 5 | 15 | 5 | 1 |
| \$200,001 - \$250,000 | 7 | 10.14% | 6.0 | 0 | 5 | 2 | 0 |
| \$250,001 - \$375,000 | 12 | 17.39% | 8.0 | 1 | 8 | 2 | 1 |
| \$375,001 and up | 7 | 10.14% | 11.0 | 0 | 3 | 3 | 1 |
| Total Closed Units | 69 | | | 16 | 37 | 13 | 3 |
| Total Closed Volume | 15,844,150 | 100% | 7.0 | 1.82M | 7.93M | 4.94M | 1.16M |
| Median Closed Price | \$179,000 | | | \$108,500 | \$197,000 | \$215,000 | \$260,000 |

June 2022



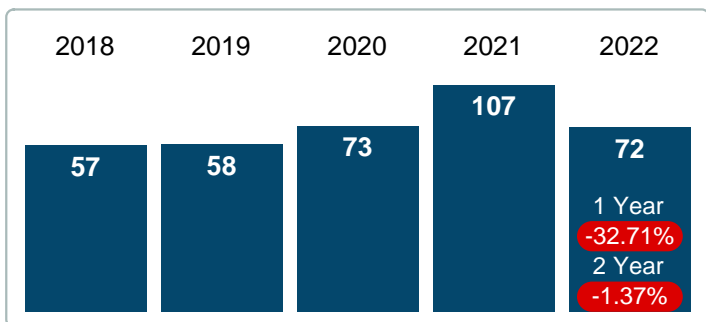
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



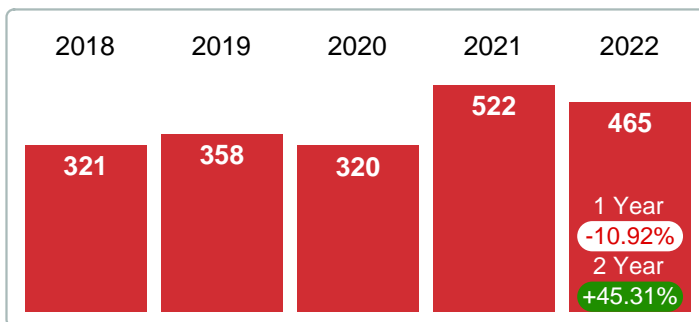
PENDING LISTINGS

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

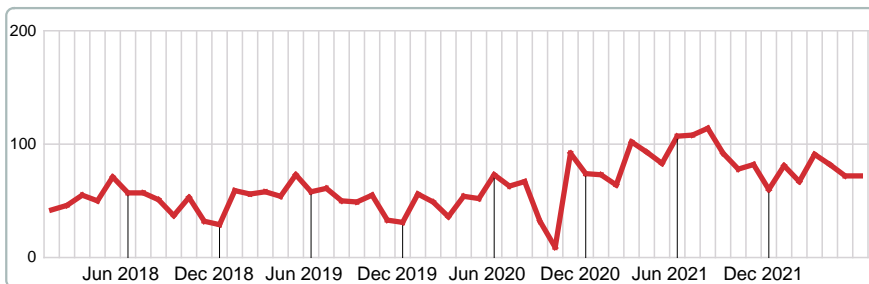
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 73

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 72 below the 5 yr JUN average of 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 | 7 | 9.72% | 7.0 | 5 | 2 | 0 | 0 |
| \$50,001 - \$100,000 | 8 | 11.11% | 6.0 | 6 | 2 | 0 | 0 |
| \$100,001 - \$125,000 | 7 | 9.72% | 6.0 | 4 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 20 | 27.78% | 9.0 | 10 | 9 | 1 | 0 |
| \$175,001 - \$225,000 | 10 | 13.89% | 17.0 | 0 | 6 | 4 | 0 |
| \$225,001 - \$275,000 | 11 | 15.28% | 9.0 | 0 | 6 | 5 | 0 |
| \$275,001 and up | 9 | 12.50% | 26.0 | 0 | 3 | 6 | 0 |
| Total Pending Units | 72 | | | 25 | 31 | 16 | 0 |
| Total Pending Volume | 13,433,974 | 100% | 9.0 | 2.59M | 5.79M | 5.06M | 0.00B |
| Median Listing Price | \$158,450 | | | \$109,900 | \$170,000 | \$244,750 | \$0 |

June 2022



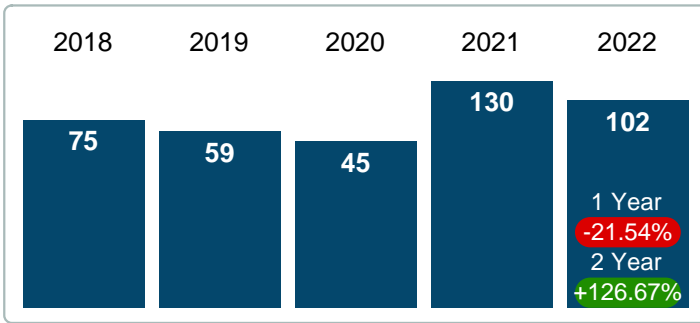
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



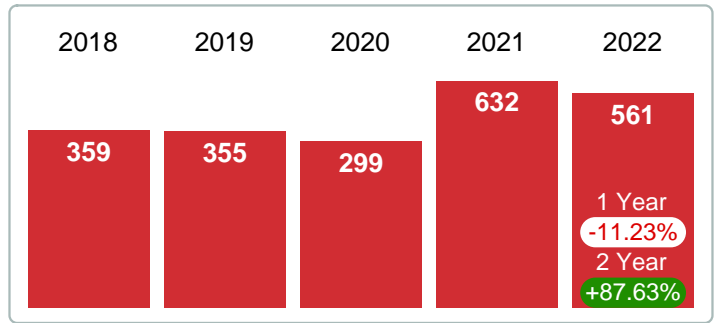
NEW LISTINGS

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

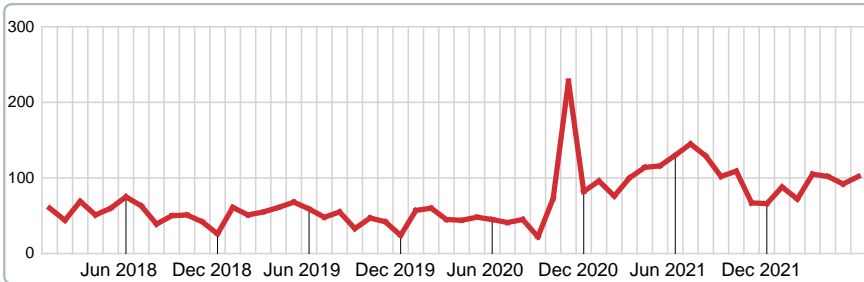
JUNE



YEAR TO DATE (YTD)

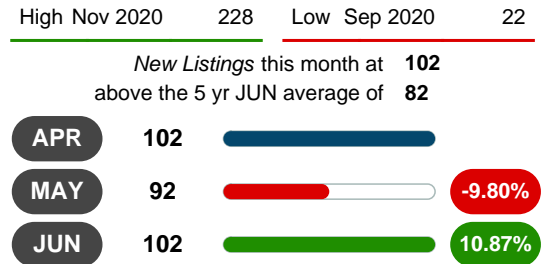


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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 |
| Total New Listed Units | 102 | | 25 | 53 | 21 | 3 |
| Total New Listed Volume | 22,304,574 | 100% | 2.73M | 12.22M | 5.30M | 2.05M |
| Median New Listed Listing Price | \$189,250 | | \$89,900 | \$192,000 | \$238,000 | \$539,000 |

June 2022



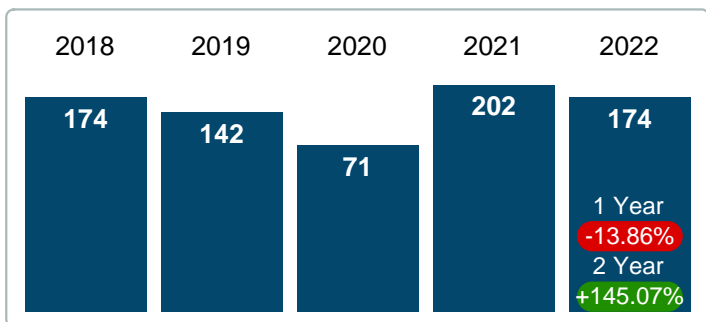
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



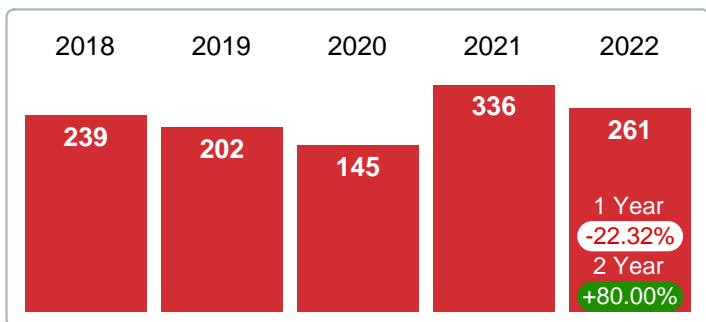
ACTIVE INVENTORY

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

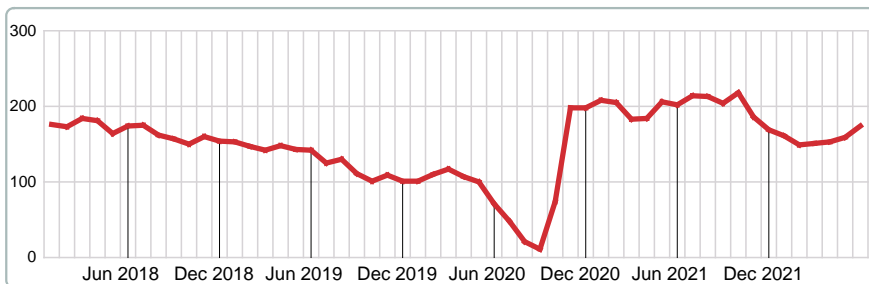
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 153

High Oct 2021 218 Low Sep 2020 11

Inventory this month at 174 above the 5 yr JUN average of 153

- APR 153
- MAY 159 3.92%
- JUN 174 9.43%

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 | 11 | 6.32% | 32.0 | 5 | 4 | 2 | 0 |
| \$50,001 - \$100,000 | 28 | 16.09% | 64.5 | 14 | 10 | 2 | 2 |
| \$100,001 - \$175,000 | 24 | 13.79% | 42.5 | 6 | 17 | 1 | 0 |
| \$175,001 - \$275,000 | 40 | 22.99% | 35.0 | 6 | 24 | 9 | 1 |
| \$275,001 - \$400,000 | 31 | 17.82% | 50.0 | 4 | 18 | 8 | 1 |
| \$400,001 - \$650,000 | 23 | 13.22% | 52.0 | 1 | 10 | 7 | 5 |
| \$650,001 and up | 17 | 9.77% | 99.0 | 0 | 10 | 4 | 3 |
| Total Active Inventory by Units | 174 | | | 36 | 93 | 33 | 12 |
| Total Active Inventory by Volume | 59,364,899 | 100% | 51.0 | 5.25M | 29.18M | 17.58M | 7.36M |
| Median Active Inventory Listing Price | \$212,500 | | | \$99,000 | \$199,999 | \$290,000 | \$544,000 |

June 2022



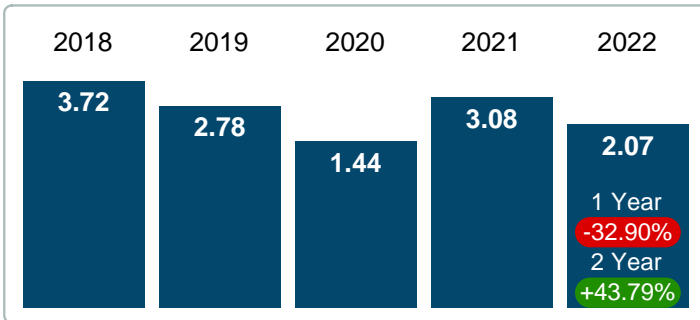
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



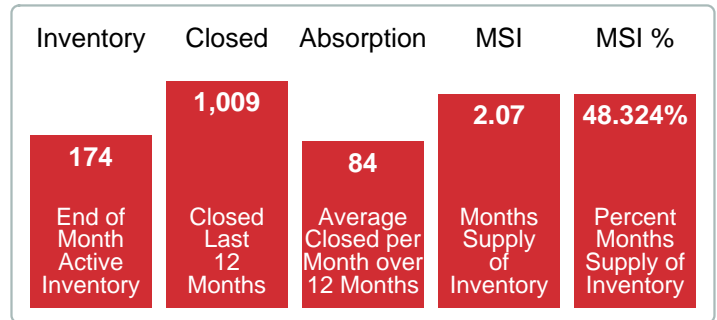
MONTHS SUPPLY of INVENTORY (MSI)

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

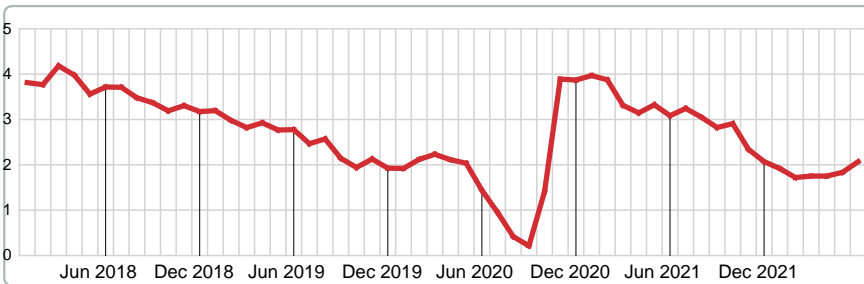
MSI FOR JUNE



INDICATORS FOR JUNE 2022

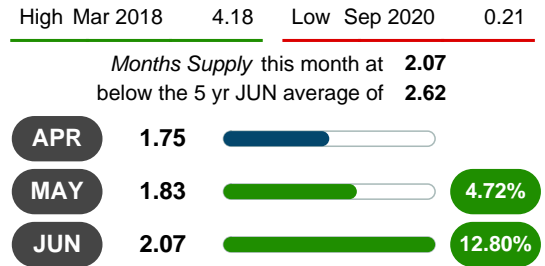


5 YEAR MARKET ACTIVITY TRENDS



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



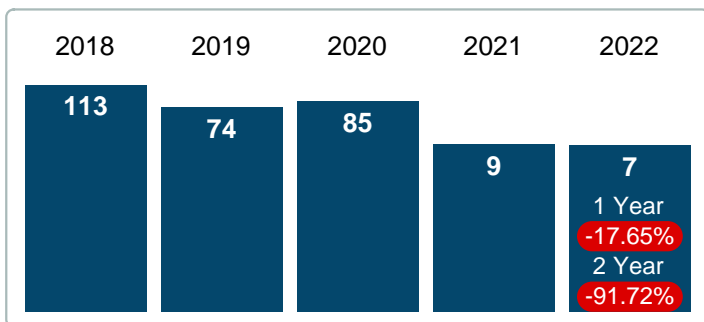
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



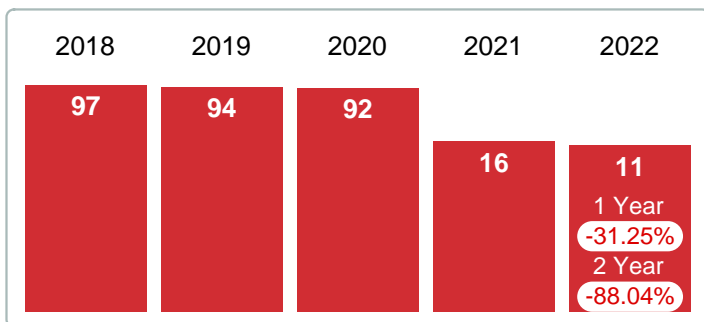
MEDIAN DAYS ON MARKET TO SALE

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

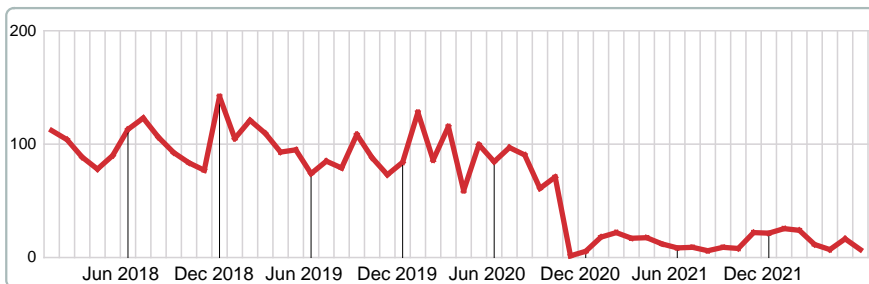
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

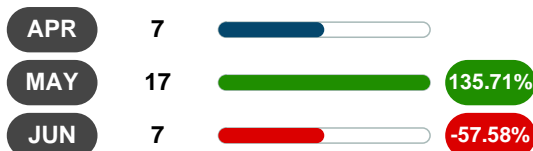


3 MONTHS

5 year JUN AVG = 57

High Dec 2018 142 Low Nov 2020 2

Median Days on Market to Sale this month at 7 below the 5 yr JUN average of 57



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 | 8.70% | 11 | 47 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 5.80% | 7 | 7 | 0 | 6 | 0 |
| \$100,001 - \$125,000 | 10.14% | 8 | 7 | 39 | 0 | 0 |
| \$125,001 - \$200,000 | 37.68% | 6 | 21 | 5 | 7 | 15 |
| \$200,001 - \$250,000 | 10.14% | 6 | 0 | 6 | 12 | 0 |
| \$250,001 - \$375,000 | 17.39% | 8 | 9 | 8 | 7 | 2 |
| \$375,001 and up | 10.14% | 11 | 0 | 11 | 18 | 2 |
| Median Closed DOM | | 7 | 8 | 6 | 7 | 2 |
| Total Closed Units | 100% | 69 | 16 | 37 | 13 | 3 |
| Total Closed Volume | | 15,844,150 | 1.82M | 7.93M | 4.94M | 1.16M |

June 2022



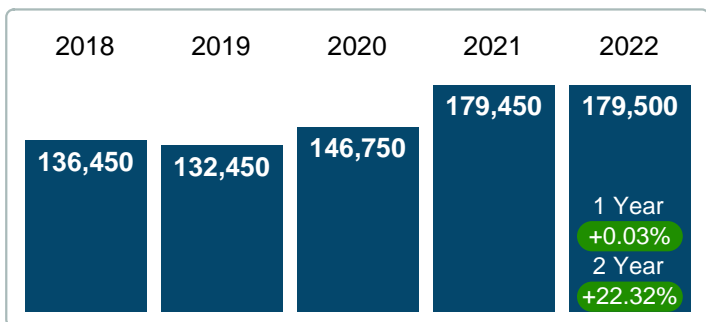
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



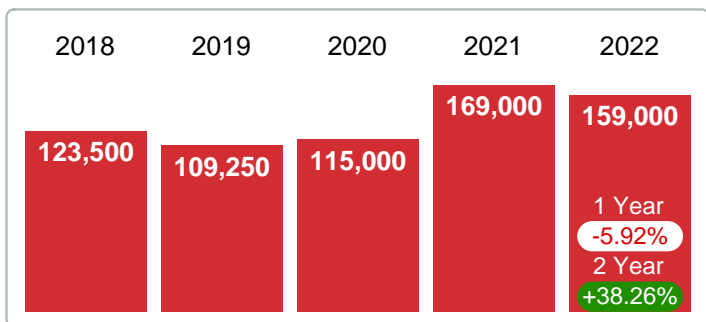
MEDIAN LIST PRICE AT CLOSING

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

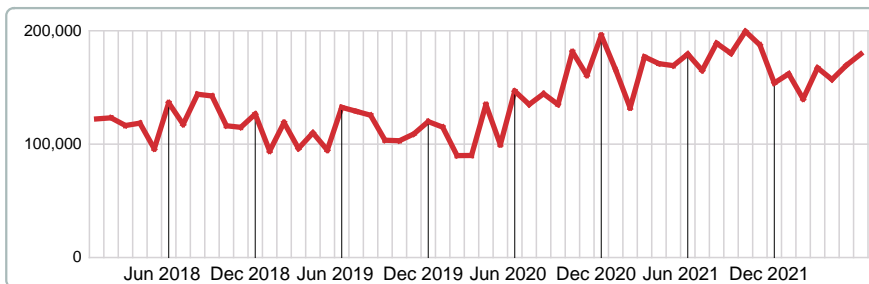
JUNE



YEAR TO DATE (YTD)

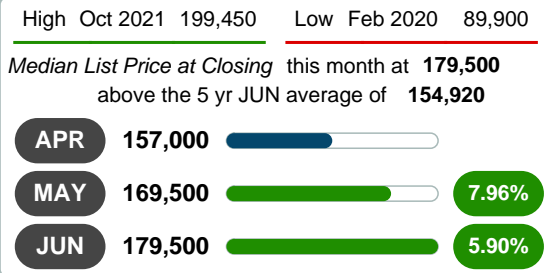


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 154,920



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 | 5 | 7.25% | 45,000 | 39,900 | 57,500 | 0 | 0 |
| \$75,001 - \$100,000 | 6 | 8.70% | 88,000 | 89,000 | 79,000 | 0 | 0 |
| \$100,001 - \$125,000 | 6 | 8.70% | 123,000 | 123,750 | 123,500 | 120,000 | 0 |
| \$125,001 - \$200,000 | 26 | 37.68% | 155,950 | 149,900 | 152,000 | 179,000 | 140,000 |
| \$200,001 - \$250,000 | 6 | 8.70% | 222,500 | 0 | 225,000 | 219,000 | 0 |
| \$250,001 - \$375,000 | 13 | 18.84% | 275,000 | 315,000 | 307,250 | 269,000 | 260,000 |
| \$375,001 and up | 7 | 10.14% | 549,000 | 0 | 499,900 | 649,900 | 775,000 |
| Median List Price | | | 179,500 | 103,000 | 197,500 | 219,000 | 260,000 |
| Total Closed Units | | 100% | 179,500 | 16 | 37 | 13 | 3 |
| Total Closed Volume | | | 16,389,200 | 1.85M | 8.08M | 5.28M | 1.18M |

June 2022



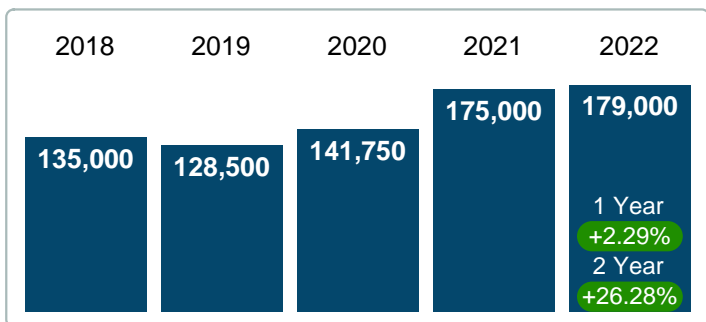
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



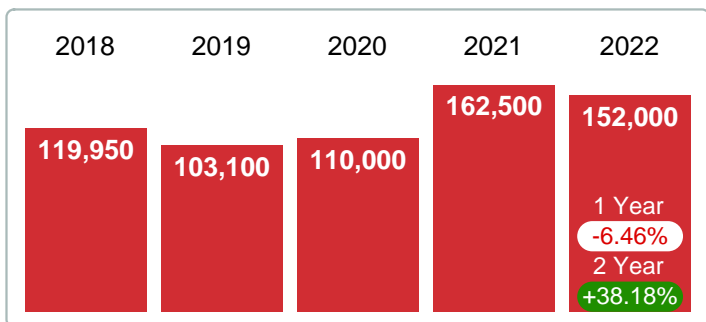
MEDIAN SOLD PRICE AT CLOSING

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

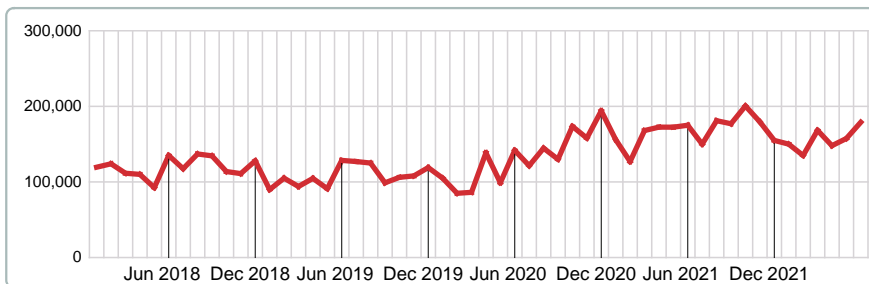
JUNE



YEAR TO DATE (YTD)

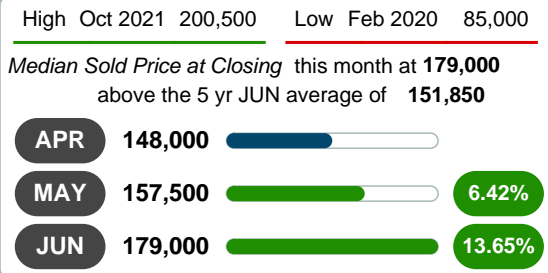


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 151,850



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 | 8.70% | 42,450 | 39,900 | 70,000 | 0 | 0 |
| \$75,001 - \$100,000 | 5.80% | 85,000 | 85,000 | 0 | 85,000 | 0 |
| \$100,001 - \$125,000 | 10.14% | 115,000 | 108,500 | 122,000 | 0 | 0 |
| \$125,001 - \$200,000 | 37.68% | 154,750 | 137,250 | 175,000 | 169,000 | 126,500 |
| \$200,001 - \$250,000 | 10.14% | 215,000 | 0 | 215,000 | 232,500 | 0 |
| \$250,001 - \$375,000 | 17.39% | 283,250 | 312,000 | 293,750 | 271,500 | 260,000 |
| \$375,001 and up | 10.14% | 500,000 | 0 | 485,000 | 550,000 | 775,000 |
| Median Sold Price | | 179,000 | 108,500 | 197,000 | 215,000 | 260,000 |
| Total Closed Units | 100% | 179,000 | 16 | 37 | 13 | 3 |
| Total Closed Volume | | 15,844,150 | 1.82M | 7.93M | 4.94M | 1.16M |

June 2022



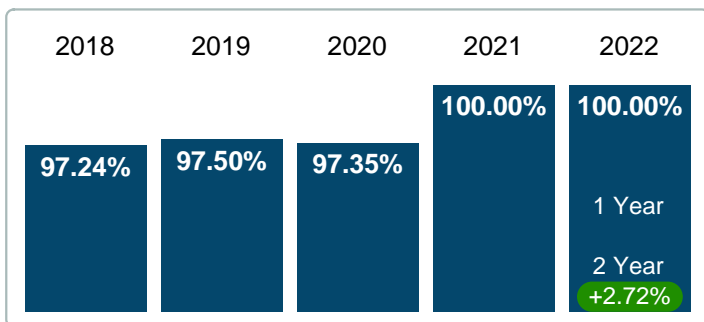
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



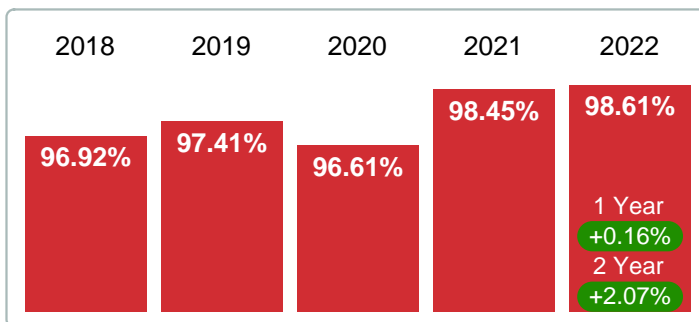
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

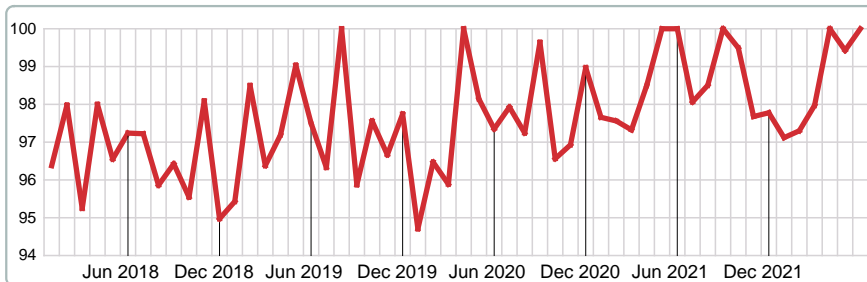
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

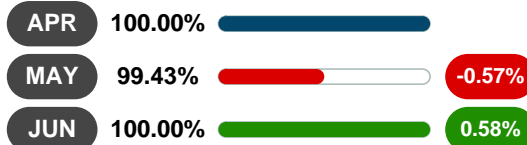


3 MONTHS

5 year JUN AVG = 98.42%

High Jun 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **98.42%**



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 | 8.70% | 86.53% | 77.14% | 88.61% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 4 | 5.80% | 96.60% | 97.70% | 0.00% | 70.83% | 0.00% |
| \$100,001 - \$125,000 | 7 | 10.14% | 98.79% | 104.92% | 95.46% | 0.00% | 0.00% |
| \$125,001 - \$200,000 | 26 | 37.68% | 100.00% | 100.00% | 100.00% | 100.00% | 90.36% |
| \$200,001 - \$250,000 | 7 | 10.14% | 98.17% | 0.00% | 100.00% | 96.27% | 0.00% |
| \$250,001 - \$375,000 | 12 | 17.39% | 100.00% | 99.05% | 99.06% | 100.93% | 100.00% |
| \$375,001 and up | 7 | 10.14% | 93.39% | 0.00% | 97.02% | 92.94% | 100.00% |
| Median Sold/List Ratio | | 100.00% | | 99.52% | 100.00% | 98.17% | 100.00% |
| Total Closed Units | | 69 | 100% | 16 | 37 | 13 | 3 |
| Total Closed Volume | | 15,844,150 | | 1.82M | 7.93M | 4.94M | 1.16M |

June 2022



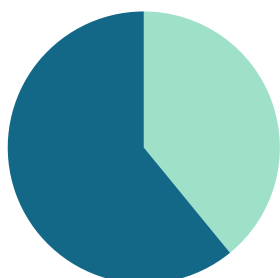
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

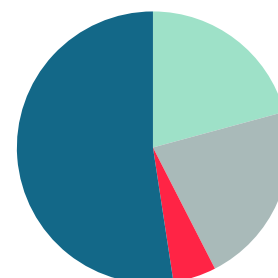


Inventory
 New Listings
102 = 39.08%
 Start Inventory
159
 Total Inventory Units
261
 Volume
\$78,757,573

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% |
| Median List Price | 179,450 | 179,500 | 0.03% | 169,000 | 159,000 | -5.92% |
| Median Sale Price | 175,000 | 179,000 | 2.29% | 162,500 | 152,000 | -6.46% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% | 98.45% | 98.61% | 0.16% |
| Median Days on Market to Sale | 8.50 | 7.00 | -17.65% | 16.00 | 11.00 | -31.25% |
| 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

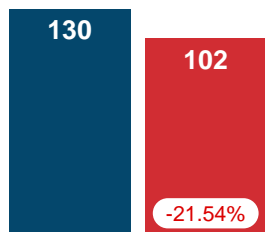
Inventory on June 30, 2022 = **174**

2021 **2022**

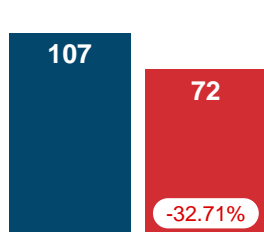
JUNE MARKET

MEDIAN PRICES

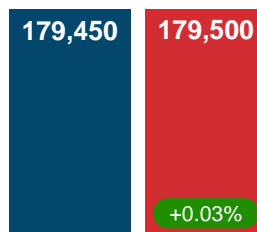
New Listings



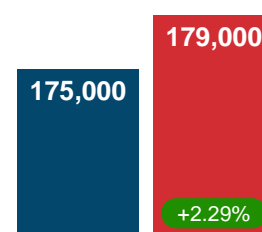
Pending Listings



List Price



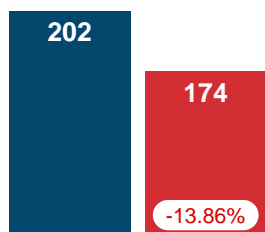
Sale Price



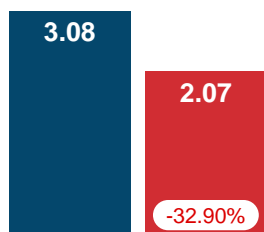
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

