

May 2022



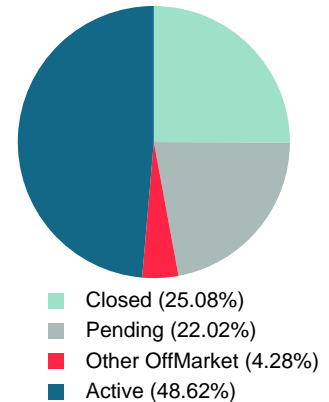
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	90	82	-8.89%
Pending Listings	83	72	-13.25%
New Listings	116	92	-20.69%
Average List Price	191,899	225,086	17.29%
Average Sale Price	185,625	216,981	16.89%
Average Percent of Selling Price to List Price	95.86%	96.24%	0.40%
Average Days on Market to Sale	39.58	39.21	-0.94%
End of Month Inventory	206	159	-22.82%
Months Supply of Inventory	3.32	1.83	-44.78%



Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of May 31, 2022 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2022 decreased **22.82%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **1.83** 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 **16.89%** in May 2022 to \$216,981 versus the previous year at \$185,625.

Average Days on Market Shortens

The average number of **39.21** days that homes spent on the market before selling decreased by 0.37 days or **0.94%** in May 2022 compared to last year's same month at **39.58** DOM.

Sales Success for May 2022 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 92 New Listings in May 2022, down **20.69%** from last year at 116. Furthermore, there were 82 Closed Listings this month versus last year at 90, a **-8.89%** decrease.

Closed versus Listed trends yielded a **89.1%** ratio, up from previous year's, May 2021, at **77.6%**, a **14.88%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
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

May 2022



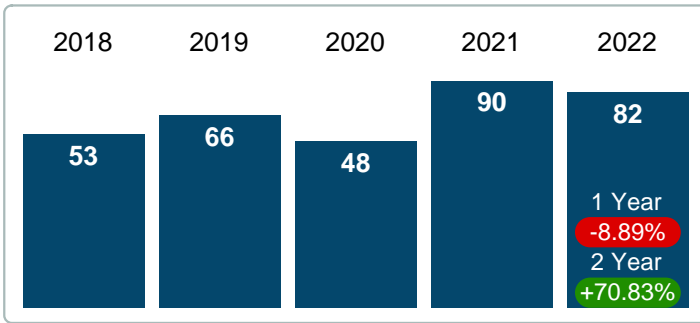
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



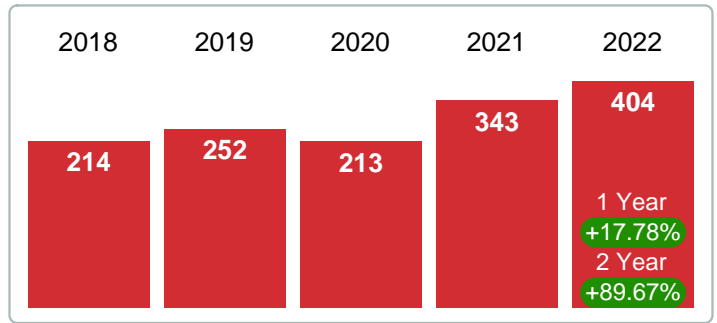
CLOSED LISTINGS

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

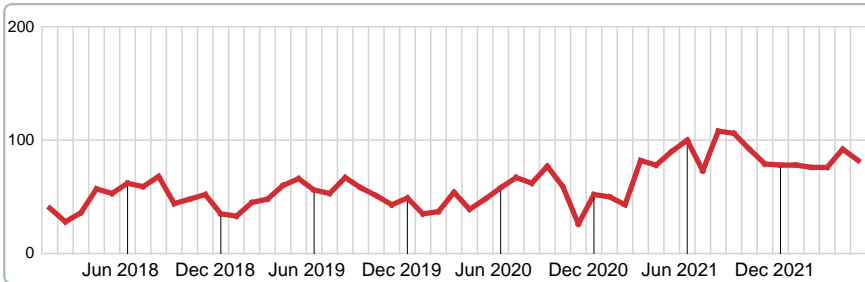
MAY



YEAR TO DATE (YTD)

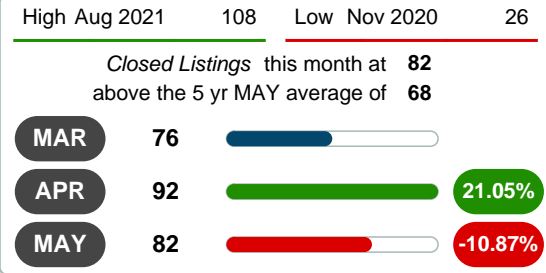


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.76%	65.1	5	3	0	0
\$50,001 - \$100,000	7	8.54%	26.1	4	2	1	0
\$100,001 - \$125,000	12	14.63%	54.5	3	7	2	0
\$125,001 - \$200,000	24	29.27%	36.3	3	21	0	0
\$200,001 - \$325,000	14	17.07%	29.7	0	10	3	1
\$325,001 - \$450,000	9	10.98%	17.7	1	1	4	3
\$450,001 and up	8	9.76%	51.4	0	1	6	1
Total Closed Units	82			16	45	16	5
Total Closed Volume	17,792,410	100%	39.2	1.59M	7.99M	5.83M	2.38M
Average Closed Price	\$216,981			\$99,594	\$177,529	\$364,194	\$476,600

May 2022



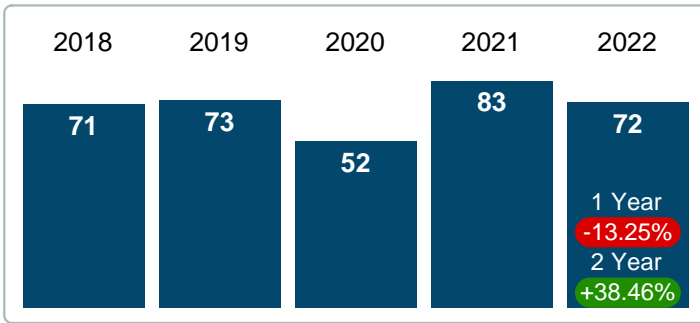
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



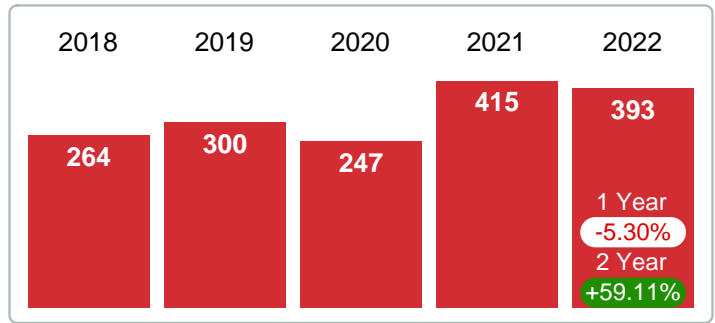
PENDING LISTINGS

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

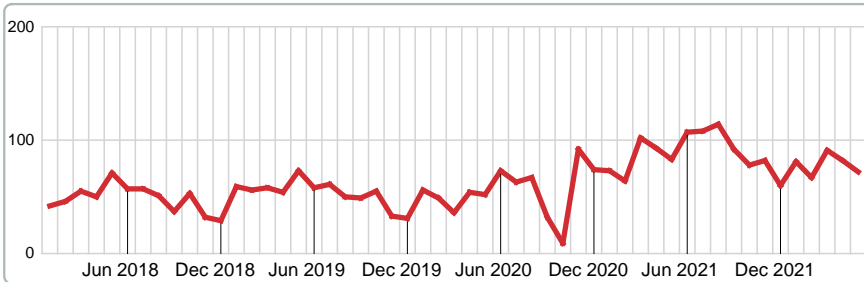
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 70

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **72**
above the 5 yr MAY average of **70**

- MAR 91
- APR 82 (-9.89%)
- MAY 72 (-12.20%)

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	5	6.94%	66.4	4	1	0	0
\$50,001 - \$100,000	9	12.50%	22.0	4	4	1	0
\$100,001 - \$150,000	13	18.06%	18.1	5	7	1	0
\$150,001 - \$200,000	18	25.00%	62.4	1	11	5	1
\$200,001 - \$300,000	10	13.89%	29.8	0	6	4	0
\$300,001 - \$425,000	8	11.11%	14.1	1	3	4	0
\$425,001 and up	9	12.50%	64.9	0	4	4	1
Total Pending Units	72			15	36	19	2
Total Pending Volume	17,262,900	100%	40.0	1.55M	7.96M	6.78M	964.00K
Average Listing Price	\$239,763			\$103,607	\$221,239	\$356,853	\$482,000

May 2022



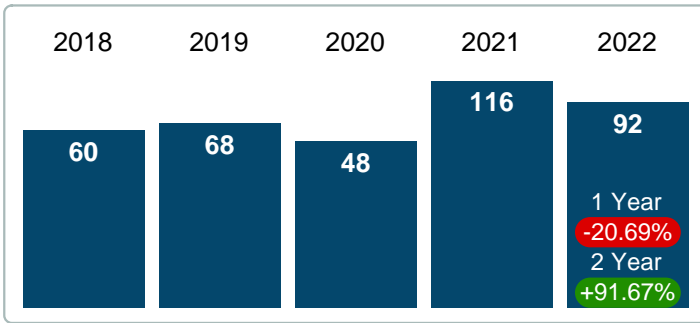
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



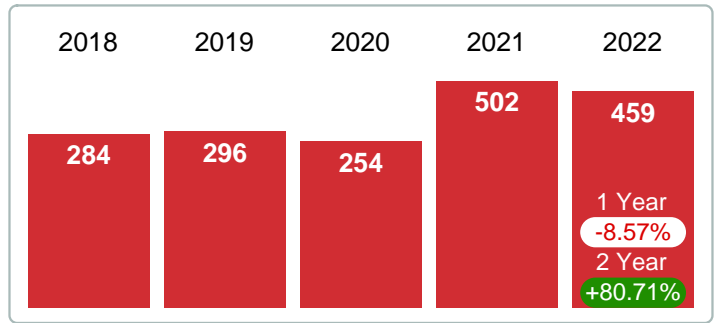
NEW LISTINGS

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

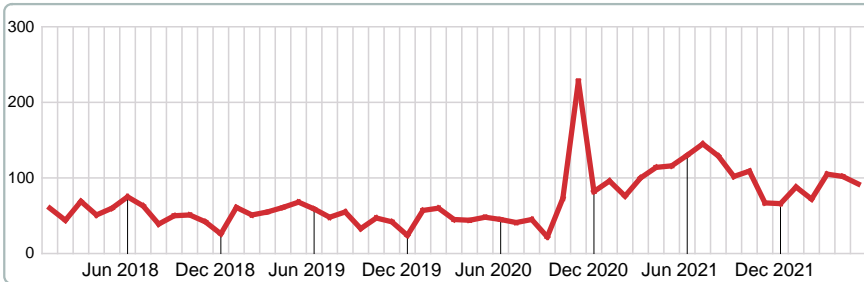
MAY



YEAR TO DATE (YTD)

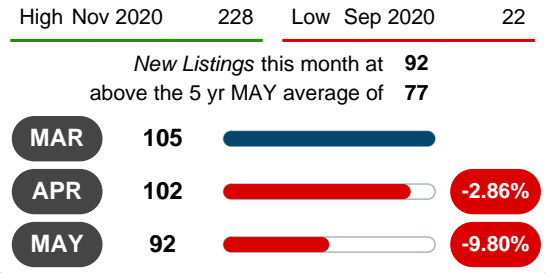


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 77



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	9.78%	3	4	2	0
\$75,001 - \$100,000	9	9.78%	4	4	0	1
\$100,001 - \$150,000	13	14.13%	6	6	1	0
\$150,001 - \$200,000	21	22.83%	3	11	6	1
\$200,001 - \$325,000	20	21.74%	4	9	7	0
\$325,001 - \$450,000	11	11.96%	0	9	2	0
\$450,001 and up	9	9.78%	0	5	1	3
Total New Listed Units	92		20	48	19	5
Total New Listed Volume	22,368,400	100%	2.80M	12.80M	4.46M	2.31M
Average New Listed Listing Price	\$210,711		\$140,100	\$266,617	\$234,521	\$462,580

May 2022



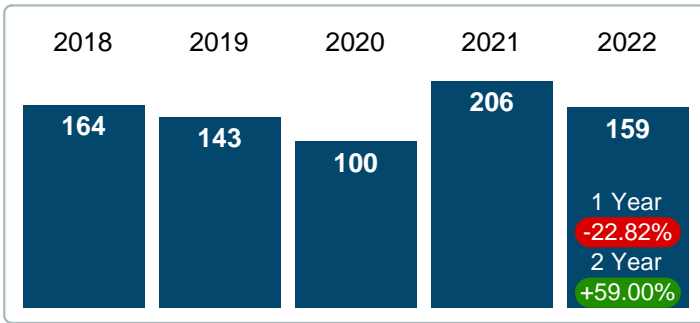
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



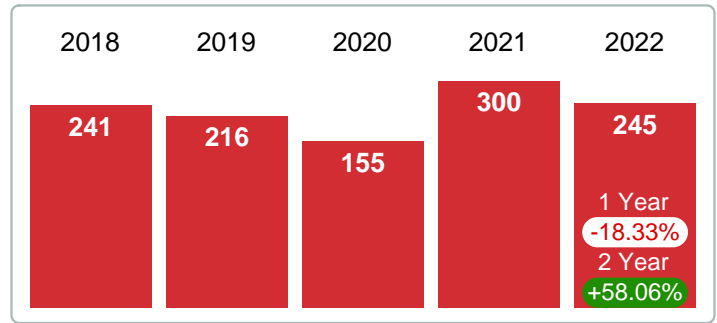
ACTIVE INVENTORY

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

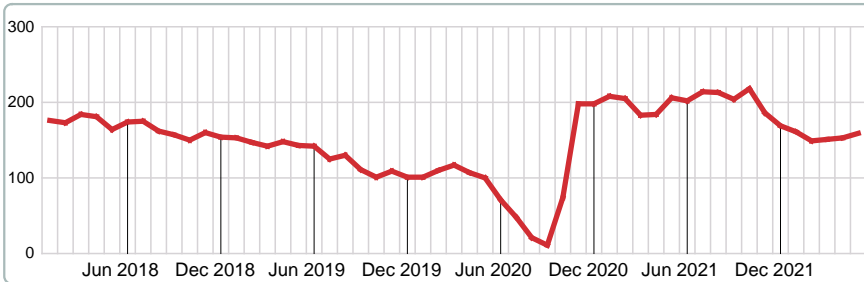
END OF MAY



ACTIVE DURING MAY

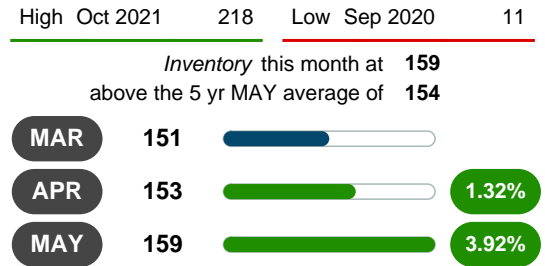


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 154



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	7	4.40%	70.0	2	3	2	0
\$50,001 - \$100,000	25	15.72%	68.6	12	10	1	2
\$100,001 - \$175,000	28	17.61%	82.5	14	14	0	0
\$175,001 - \$275,000	36	22.64%	45.9	6	22	8	0
\$275,001 - \$425,000	26	16.35%	70.2	4	14	7	1
\$425,001 - \$675,000	19	11.95%	103.7	2	6	6	5
\$675,001 and up	18	11.32%	103.2	0	9	6	3
Total Active Inventory by Units	159			40	78	30	11
Total Active Inventory by Volume	56,452,999	100%	74.3	6.79M	25.08M	17.93M	6.65M
Average Active Inventory Listing Price	\$355,050			\$169,740	\$321,518	\$597,690	\$604,936

May 2022



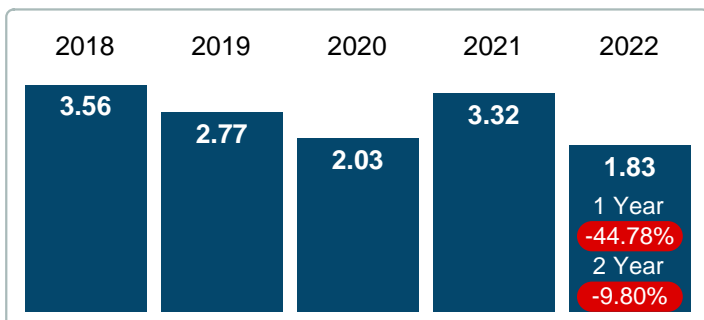
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



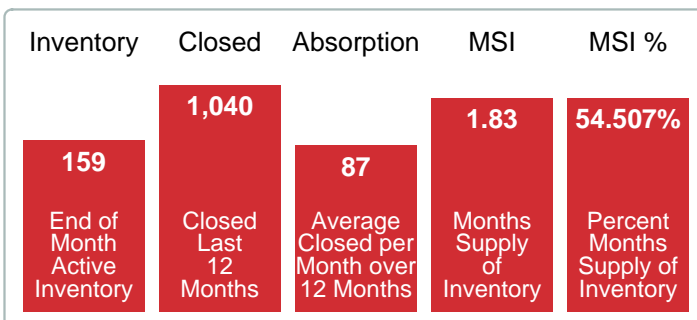
MONTHS SUPPLY of INVENTORY (MSI)

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

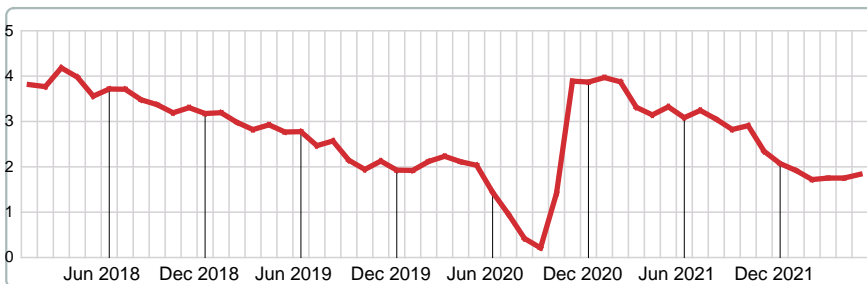
MSI FOR MAY



INDICATORS FOR MAY 2022

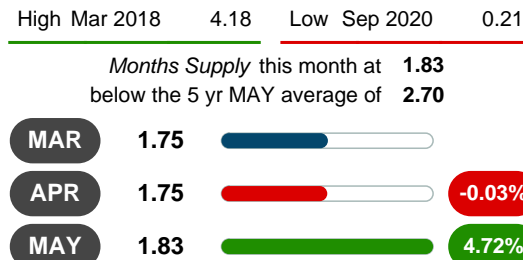


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.70



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	7	4.40%	0.97	0.47	1.13	8.00	0.00
\$50,001 - \$100,000	25	15.72%	1.69	1.87	1.33	1.50	12.00
\$100,001 - \$175,000	28	17.61%	1.18	2.85	0.90	0.00	0.00
\$175,001 - \$275,000	36	22.64%	1.67	4.50	1.47	1.57	0.00
\$275,001 - \$425,000	26	16.35%	2.09	5.33	2.30	1.47	1.20
\$425,001 - \$675,000	19	11.95%	3.40	6.00	3.00	2.40	6.67
\$675,001 and up	18	11.32%	12.71	0.00	21.60	18.00	9.00
Market Supply of Inventory (MSI)			1.83	2.18	1.59	1.82	4.13
Total Active Inventory by Units		100%	159	40	78	30	11

May 2022



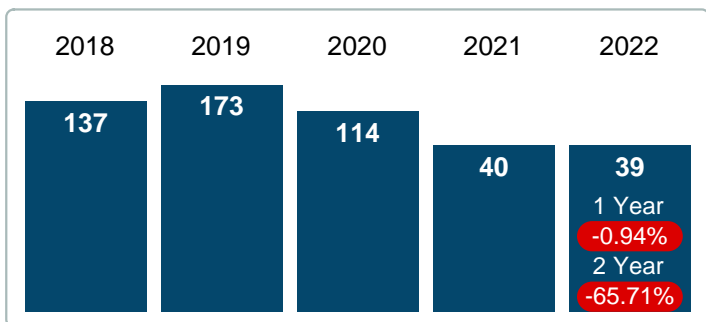
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



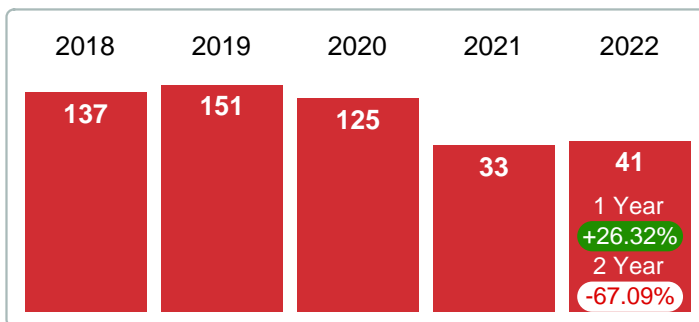
AVERAGE DAYS ON MARKET TO SALE

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

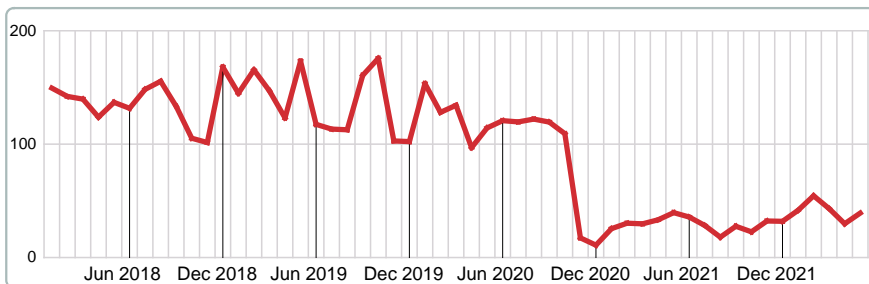
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

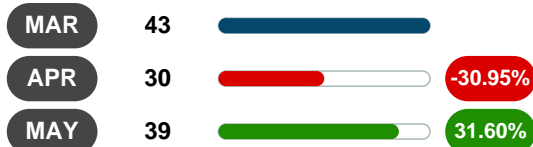


3 MONTHS

5 year MAY AVG = 101

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 39 below the 5 yr MAY average of 101



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
\$50,000 and less	9.76%	65	58	77	0	0
\$50,001 - \$100,000	8.54%	26	19	53	1	0
\$100,001 - \$125,000	14.63%	55	72	51	41	0
\$125,001 - \$200,000	29.27%	36	5	41	0	0
\$200,001 - \$325,000	17.07%	30	0	24	58	8
\$325,001 - \$450,000	10.98%	18	24	7	7	33
\$450,001 and up	9.76%	51	0	18	52	79
Average Closed DOM		39	39	40	37	37
Total Closed Units	100%	82	16	45	16	5
Total Closed Volume		17,792,410	1.59M	7.99M	5.83M	2.38M

May 2022



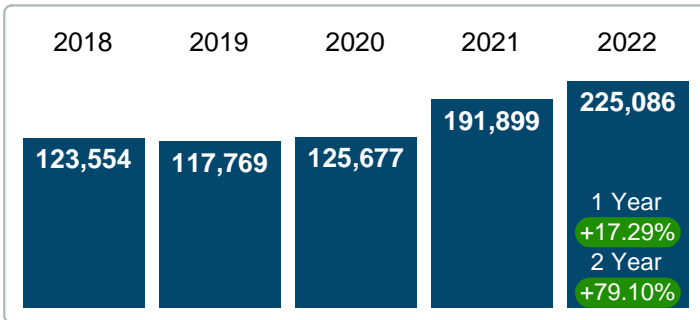
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



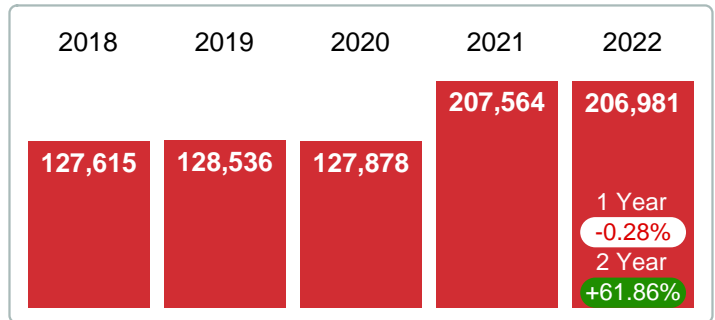
AVERAGE LIST PRICE AT CLOSING

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

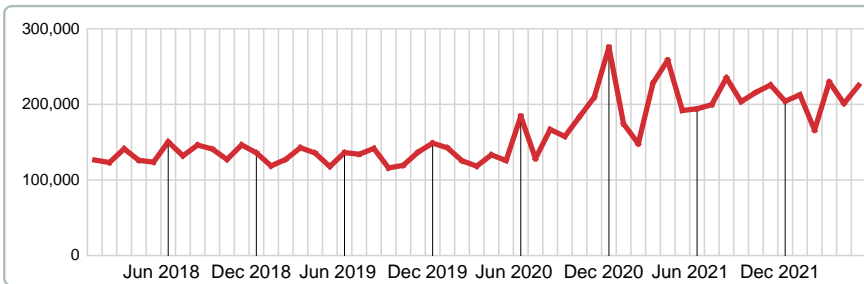
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 156,797

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

Average List Price at Closing this month at **225,086**
above the 5 yr MAY average of **156,797**



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
\$50,000 and less	7.32%	30,650	37,980	34,667	0	0
\$50,001 - \$100,000	10.98%	71,267	77,250	74,950	72,500	0
\$100,001 - \$125,000	8.54%	114,343	116,167	128,771	117,000	0
\$125,001 - \$200,000	35.37%	156,550	136,633	164,121	0	0
\$200,001 - \$325,000	17.07%	266,714	0	276,300	224,000	299,000
\$325,001 - \$450,000	9.76%	371,738	389,000	374,000	364,975	416,667
\$450,001 and up	10.98%	620,389	0	499,000	614,417	899,000
Average List Price		225,086	102,894	183,063	382,806	489,600
Total Closed Units	100%	225,086	16	45	16	5
Total Closed Volume		18,457,050	1.65M	8.24M	6.12M	2.45M

May 2022



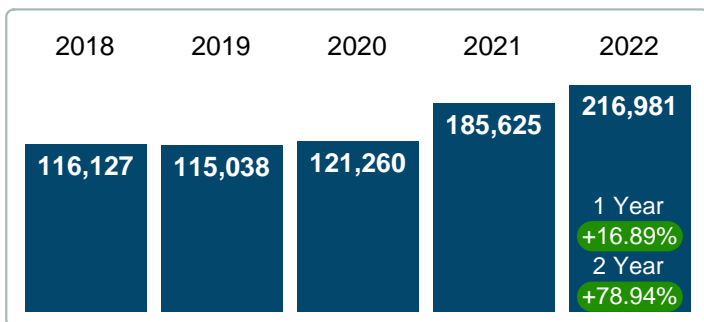
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



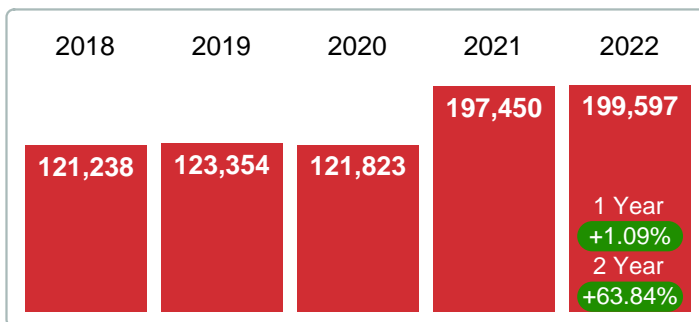
AVERAGE SOLD PRICE AT CLOSING

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

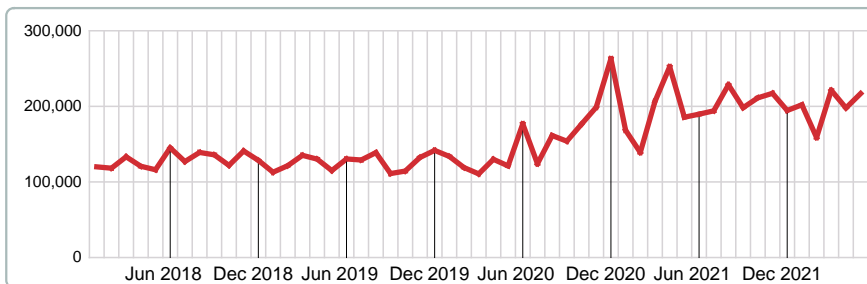
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 151,006

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

Average Sold Price at Closing this month at **216,981**
above the 5 yr MAY average of **151,006**

- MAR** 221,242
- APR** 197,860 (-10.57%)
- MAY** 216,981 (9.66%)

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
\$50,000 and less	9.76%	30,274	30,100	30,563	0	0
\$50,001 - \$100,000	8.54%	72,439	74,375	68,535	72,500	0
\$100,001 - \$125,000	14.63%	115,583	111,333	118,429	112,000	0
\$125,001 - \$200,000	29.27%	158,815	142,167	161,193	0	0
\$200,001 - \$325,000	17.07%	261,071	0	266,700	227,667	305,000
\$325,001 - \$450,000	10.98%	375,889	385,000	380,000	359,750	393,000
\$450,001 and up	9.76%	600,825	0	499,000	568,100	899,000
Average Sold Price		216,981	99,594	177,529	364,194	476,600
Total Closed Units	100%	216,981	16	45	16	5
Total Closed Volume		17,792,410	1.59M	7.99M	5.83M	2.38M

May 2022



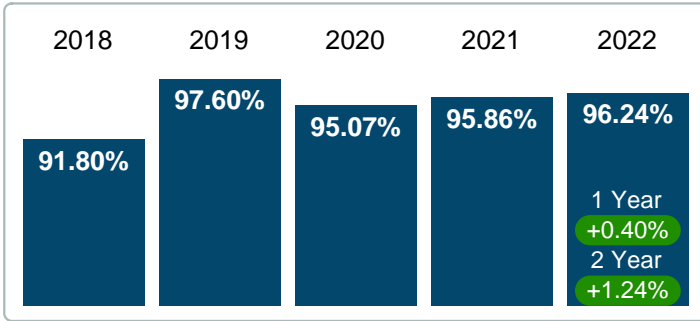
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



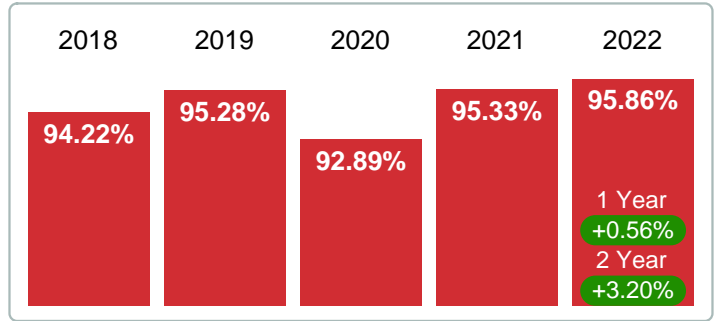
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

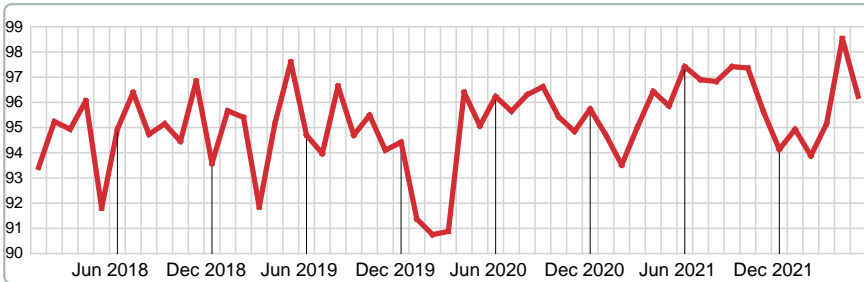
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

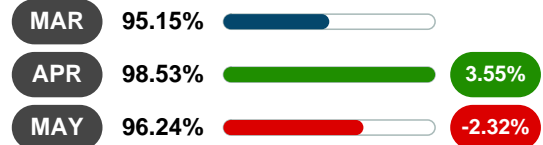


3 MONTHS

5 year MAY AVG = 95.31%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.24%** above the 5 yr MAY average of **95.31%**



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
\$50,000 and less	8	9.76%	87.01%	88.74%	84.11%	0.00%	0.00%
\$50,001 - \$100,000	7	8.54%	96.05%	96.87%	92.44%	100.00%	0.00%
\$100,001 - \$125,000	12	14.63%	94.08%	96.24%	92.61%	95.95%	0.00%
\$125,001 - \$200,000	24	29.27%	98.97%	104.10%	98.24%	0.00%	0.00%
\$200,001 - \$325,000	14	17.07%	98.19%	0.00%	96.79%	101.58%	102.01%
\$325,001 - \$450,000	9	10.98%	97.79%	98.97%	101.60%	98.67%	94.95%
\$450,001 and up	8	9.76%	95.57%	0.00%	100.00%	94.09%	100.00%
Average Sold/List Ratio		96.20%		95.70%	95.96%	97.24%	97.37%
Total Closed Units		82	100%	16	45	16	5
Total Closed Volume		17,792,410		1.59M	7.99M	5.83M	2.38M

May 2022



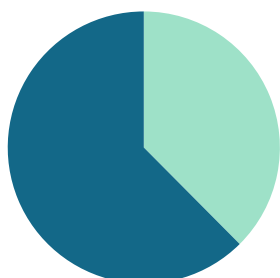
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

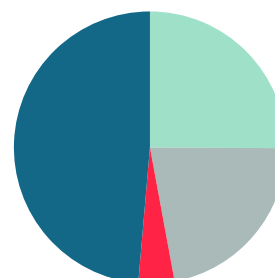


Inventory
 New Listings
92 = 37.55%
 Start Inventory
153
 Total Inventory Units
245
 Volume
\$77,148,399

Market Activity

Closed Sales
82 = 25.08%
 Pending Sales
72 = 22.02%
 Other Off Market
14 = 4.28%
 Active Inventory
159 = 48.62%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	90	82	-8.89%	343	404	17.78%
Pending Sales	83	72	-13.25%	415	393	-5.30%
New Listings	116	92	-20.69%	502	459	-8.57%
Average List Price	191,899	225,086	17.29%	207,564	206,981	-0.28%
Average Sale Price	185,625	216,981	16.89%	197,450	199,597	1.09%
Average Percent of Selling Price to List Price	95.86%	96.24%	0.40%	95.33%	95.86%	0.56%
Average Days on Market to Sale	39.58	39.21	-0.94%	32.56	41.13	26.32%
Monthly Inventory	206	159	-22.82%	206	159	-22.82%
Months Supply of Inventory	3.32	1.83	-44.78%	3.32	1.83	-44.78%

Absorption: Last 12 months, an Average of **87** Sales/Month

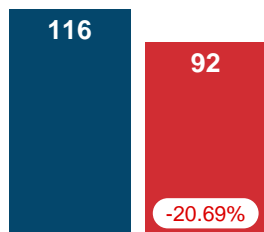
Inventory on May 31, 2022 = **159**

2021 **2022**

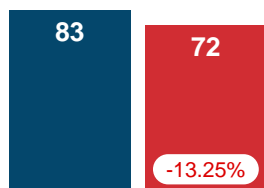
MAY MARKET

AVERAGE PRICES

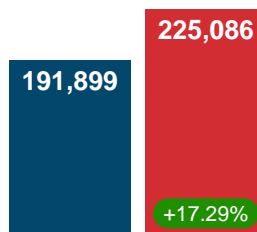
New Listings



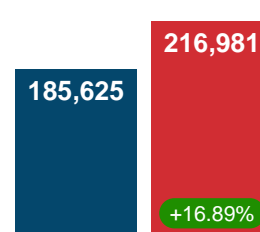
Pending Listings



List Price



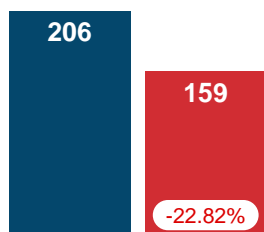
Sale Price



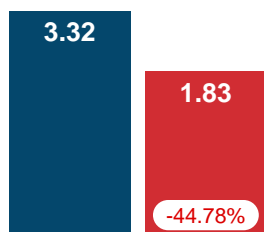
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

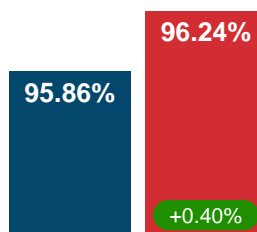
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

