

May 2022



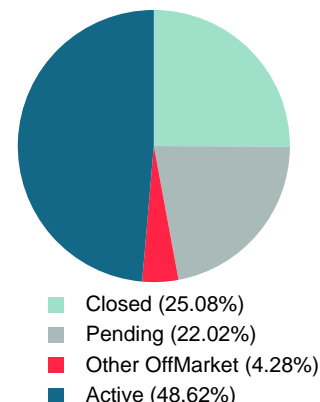
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	169,250	169,500	0.15%
Median Sale Price	172,450	157,500	-8.67%
Median Percent of Selling Price to List Price	100.00%	99.43%	-0.57%
Median Days on Market to Sale	12.00	16.50	37.50%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.67%** in May 2022 to \$157,500 versus the previous year at \$172,450.

Median Days on Market Lengthens

The median number of **16.50** days that homes spent on the market before selling increased by 4.50 days or **37.50%** in May 2022 compared to last year's same month at **12.00** DOM.

Sales Success for May 2022 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

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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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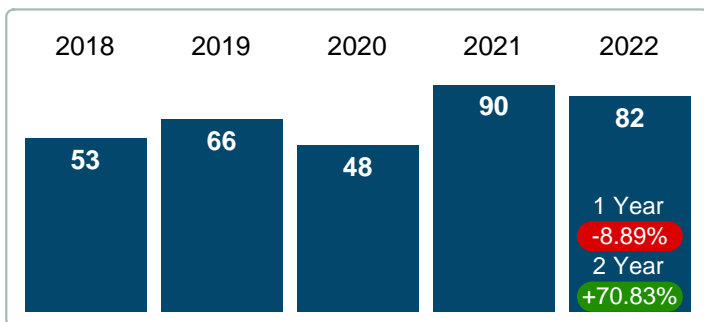
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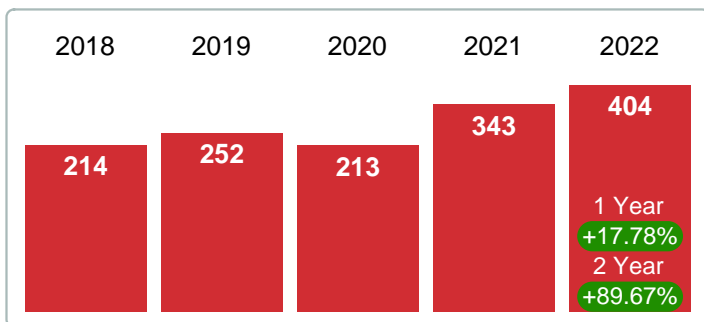
CLOSED LISTINGS

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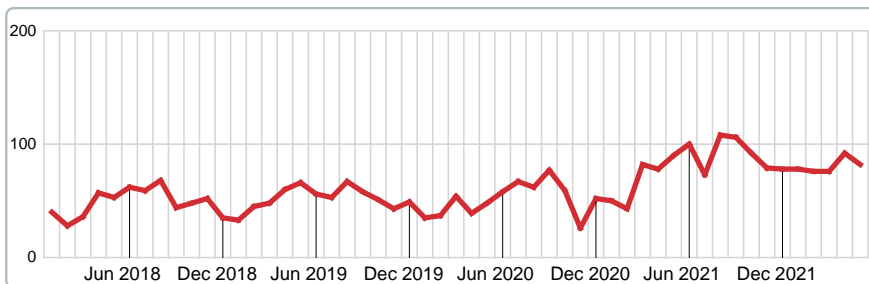
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 68

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at **82**
above the 5 yr MAY average of **68**

- MAR: 76
- APR: 92 (+21.05%)
- MAY: 82 (-10.87%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.76%	43.0	5	3	0	0
\$50,001 - \$100,000	7	8.54%	3.0	4	2	1	0
\$100,001 - \$125,000	12	14.63%	17.5	3	7	2	0
\$125,001 - \$200,000	24	29.27%	9.5	3	21	0	0
\$200,001 - \$325,000	14	17.07%	7.5	0	10	3	1
\$325,001 - \$450,000	9	10.98%	20.0	1	1	4	3
\$450,001 and up	8	9.76%	34.5	0	1	6	1
Total Closed Units	82			16	45	16	5
Total Closed Volume	17,792,410	100%	16.5	1.59M	7.99M	5.83M	2.38M
Median Closed Price	\$157,500			\$85,000	\$152,500	\$359,500	\$390,000

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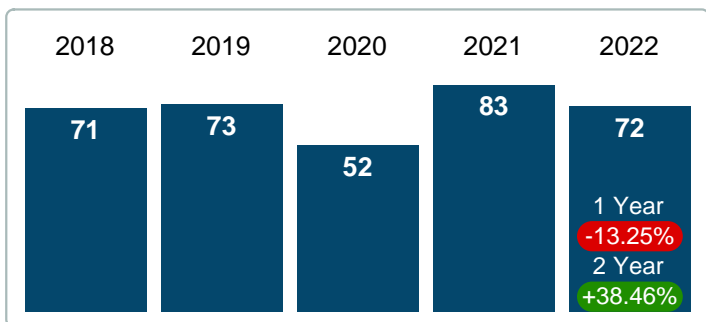
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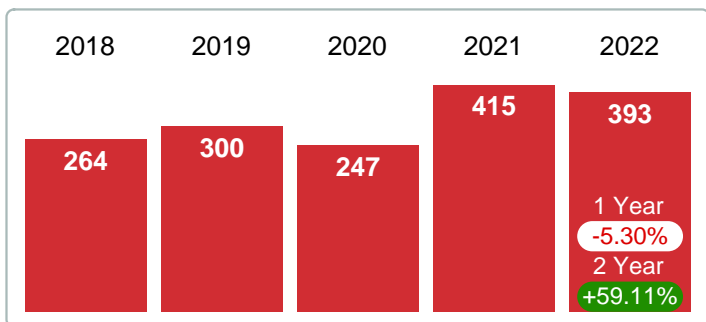
PENDING LISTINGS

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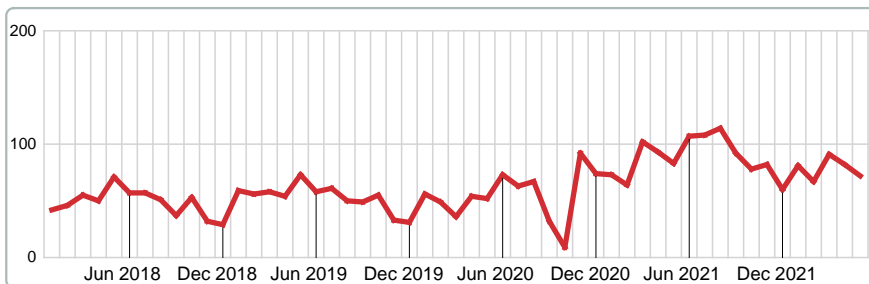
MAY



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



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	5	6.94%	13.0	4	1	0	0
\$50,001 - \$100,000	9	12.50%	8.0	4	4	1	0
\$100,001 - \$150,000	13	18.06%	6.0	5	7	1	0
\$150,001 - \$200,000	18	25.00%	15.0	1	11	5	1
\$200,001 - \$300,000	10	13.89%	11.5	0	6	4	0
\$300,001 - \$425,000	8	11.11%	8.0	1	3	4	0
\$425,001 and up	9	12.50%	30.0	0	4	4	1
Total Pending Units	72			15	36	19	2
Total Pending Volume	17,262,900	100%	9.5	1.55M	7.96M	6.78M	964.00K
Median Listing Price	\$184,950			\$87,000	\$187,500	\$239,000	\$482,000

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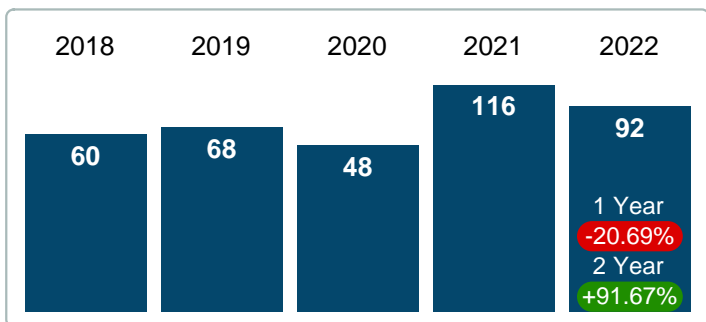
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



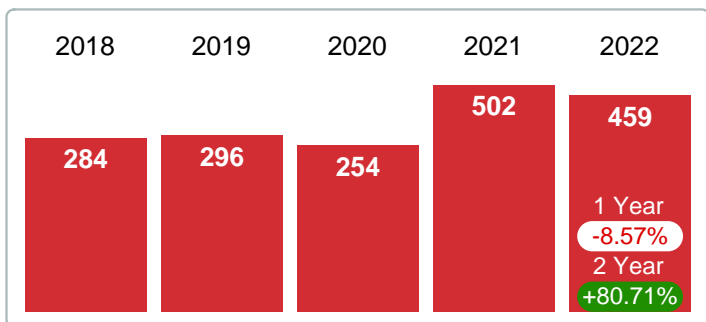
NEW LISTINGS

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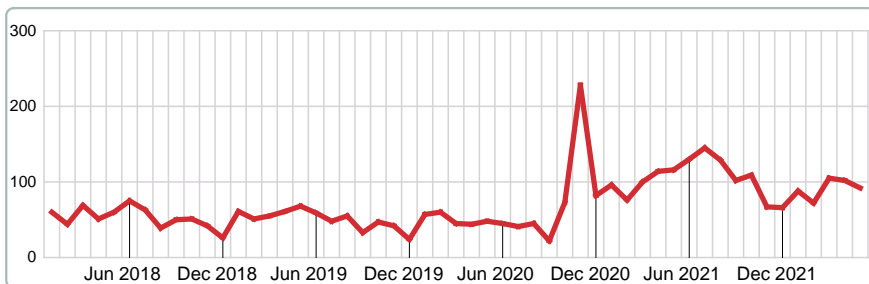
MAY



YEAR TO DATE (YTD)

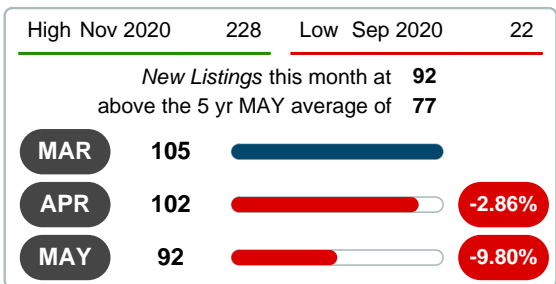


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$197,000		\$132,000	\$199,950	\$205,000	\$559,000

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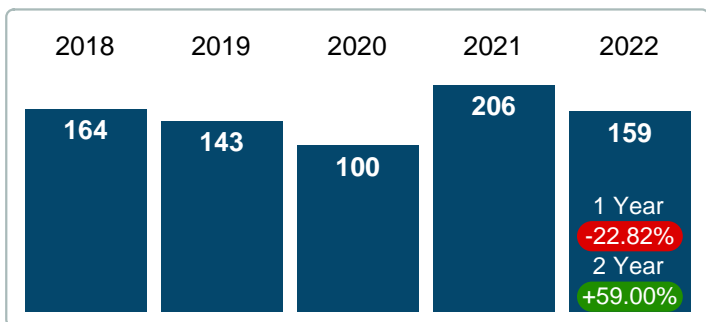
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



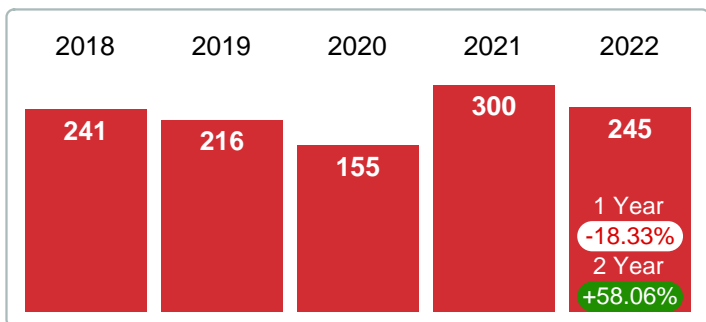
ACTIVE INVENTORY

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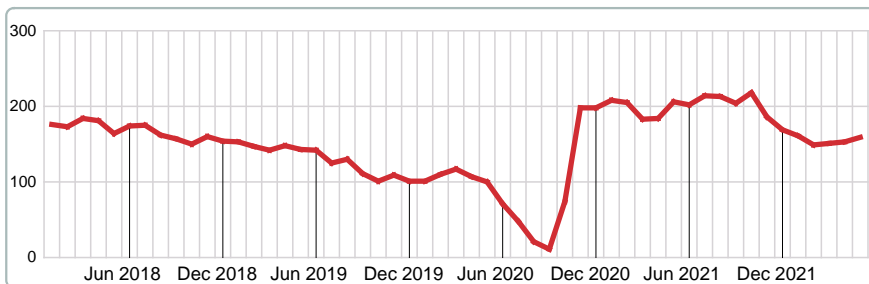
END OF MAY



ACTIVE DURING MAY

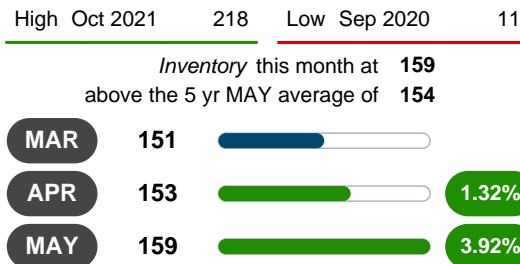


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 154



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	4.40%	55.0	2	3	2	0
\$50,001 - \$100,000	25	15.72%	48.0	12	10	1	2
\$100,001 - \$175,000	28	17.61%	46.5	14	14	0	0
\$175,001 - \$275,000	36	22.64%	30.5	6	22	8	0
\$275,001 - \$425,000	26	16.35%	51.0	4	14	7	1
\$425,001 - \$675,000	19	11.95%	94.0	2	6	6	5
\$675,001 and up	18	11.32%	83.0	0	9	6	3
Total Active Inventory by Units	159			40	78	30	11
Total Active Inventory by Volume	56,452,999	100%	55.0	6.79M	25.08M	17.93M	6.65M
Median Active Inventory Listing Price	\$215,000			\$139,000	\$212,500	\$322,500	\$559,000

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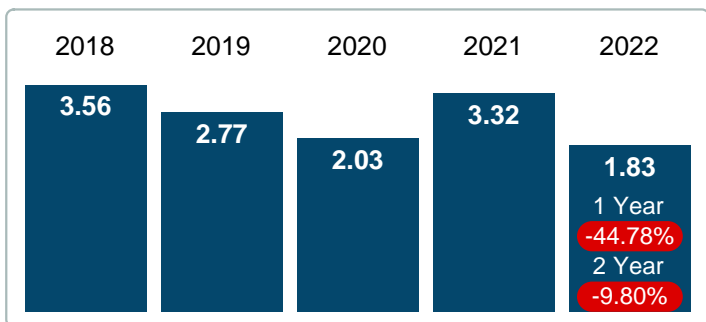
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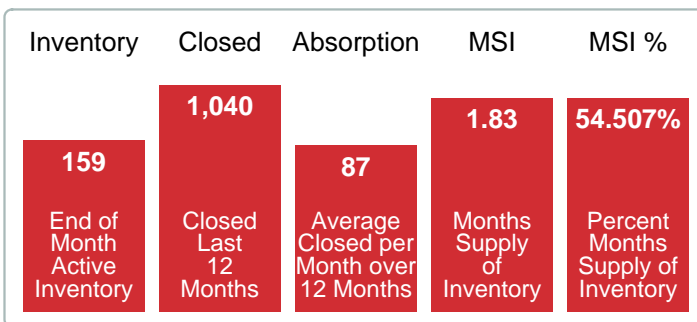
MONTHS SUPPLY of INVENTORY (MSI)

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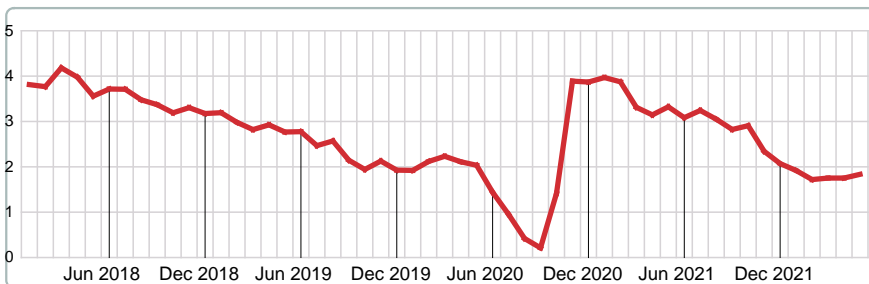
MSI FOR MAY



INDICATORS FOR MAY 2022

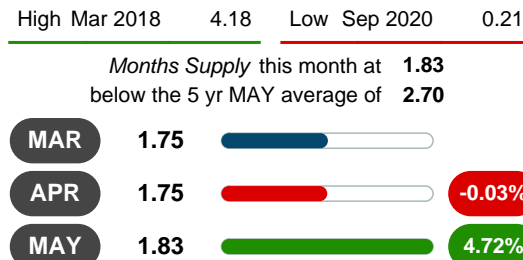


5 YEAR MARKET ACTIVITY TRENDS



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

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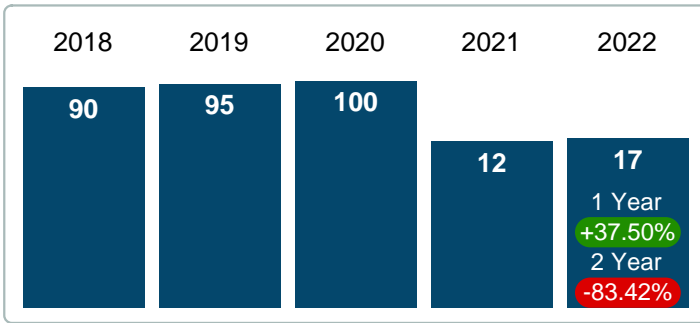
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



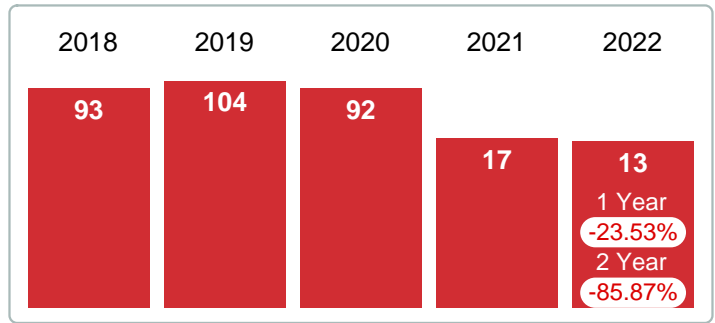
MEDIAN DAYS ON MARKET TO SALE

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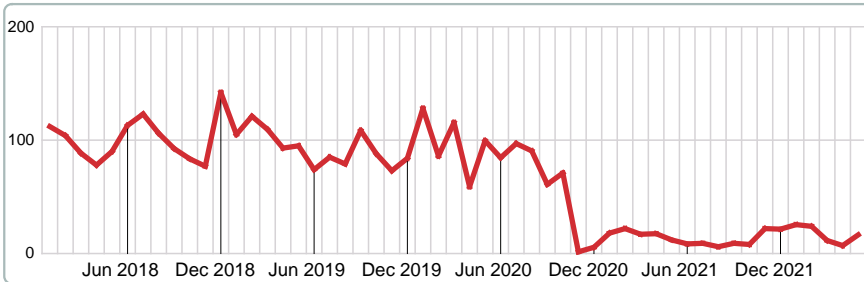
MAY



YEAR TO DATE (YTD)

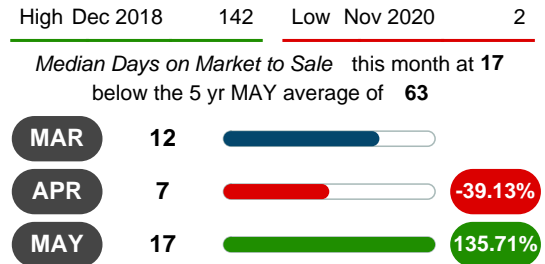


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 63



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
\$50,000 and less	8	9.76%	43	38	48	0	0
\$50,001 - \$100,000	7	8.54%	3	6	53	1	0
\$100,001 - \$125,000	12	14.63%	18	3	20	41	0
\$125,001 - \$200,000	24	29.27%	10	5	12	0	0
\$200,001 - \$325,000	14	17.07%	8	0	7	7	8
\$325,001 - \$450,000	9	10.98%	20	24	7	4	30
\$450,001 and up	8	9.76%	35	0	18	35	79
Median Closed DOM			17	8	15	18	30
Total Closed Units		100%	16.5	16	45	16	5
Total Closed Volume			17,792,410	1.59M	7.99M	5.83M	2.38M

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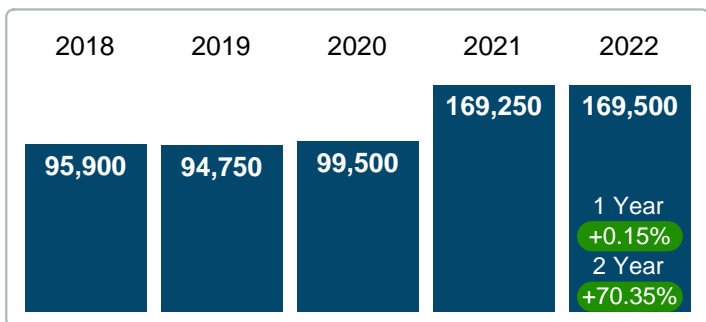
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



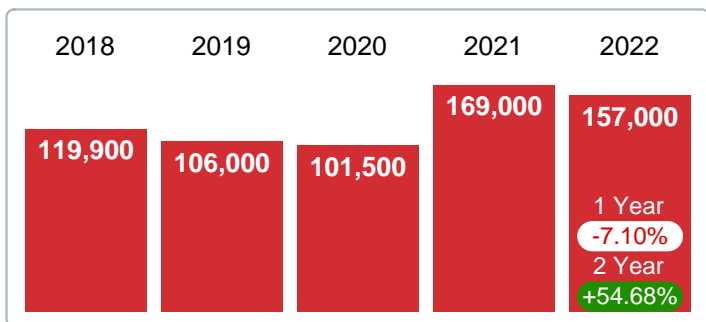
MEDIAN LIST PRICE AT CLOSING

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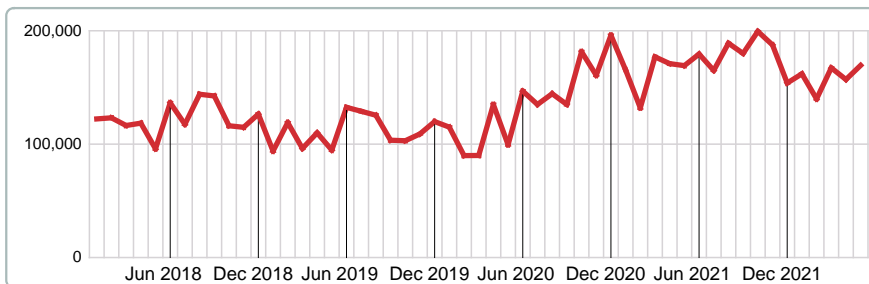
MAY



YEAR TO DATE (YTD)

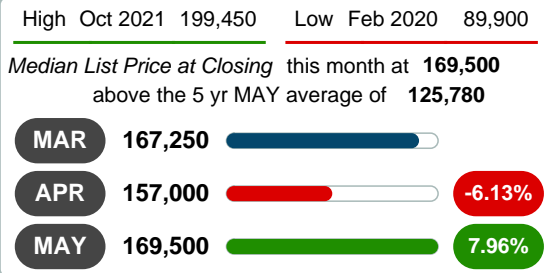


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 125,780



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
\$50,000 and less	6	7.32%	34,950	34,900	39,000	0	0
\$50,001 - \$100,000	9	10.98%	65,000	62,500	74,950	72,500	0
\$100,001 - \$125,000	7	8.54%	115,000	110,000	115,900	105,000	0
\$125,001 - \$200,000	29	35.37%	149,900	135,000	152,500	129,000	0
\$200,001 - \$325,000	14	17.07%	269,000	0	284,000	218,000	299,000
\$325,001 - \$450,000	8	9.76%	371,950	389,000	374,000	359,950	375,500
\$450,001 and up	9	10.98%	550,000	0	499,000	583,750	699,000
Median List Price			169,500	92,000	169,000	359,950	412,000
Total Closed Units		100%	169,500	16	45	16	5
Total Closed Volume			18,457,050	1.65M	8.24M	6.12M	2.45M

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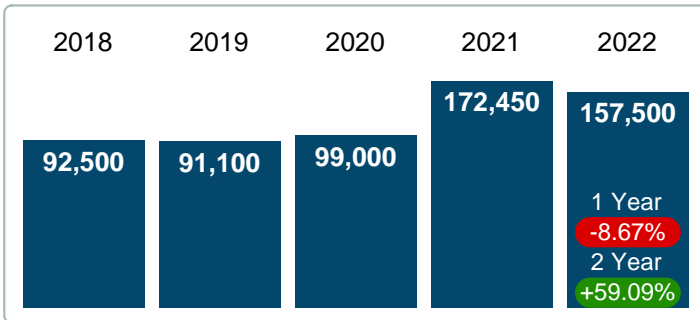
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



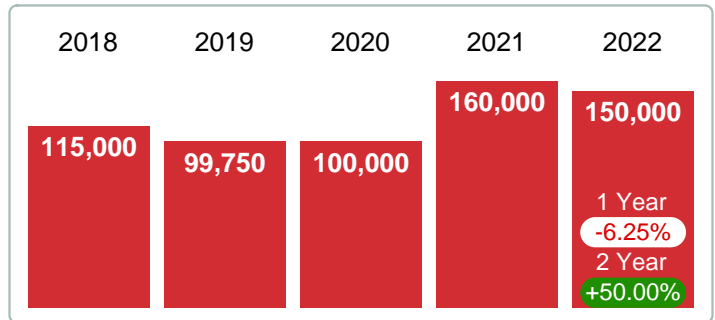
MEDIAN SOLD PRICE AT CLOSING

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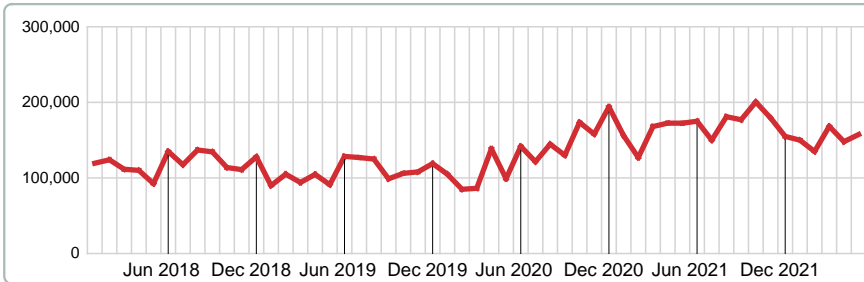
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 122,510

High Oct 2021 200,500 Low Feb 2020 85,000

Median Sold Price at Closing this month at 157,500 above the 5 yr MAY average of 122,510



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
\$50,000 and less	9.76%	32,500	32,000	39,000	0	0
\$50,001 - \$100,000	8.54%	72,500	73,750	68,535	72,500	0
\$100,001 - \$125,000	14.63%	115,000	110,000	120,000	112,000	0
\$125,001 - \$200,000	29.27%	152,250	140,000	152,500	0	0
\$200,001 - \$325,000	17.07%	251,500	0	267,500	225,000	305,000
\$325,001 - \$450,000	10.98%	375,000	385,000	380,000	359,500	390,000
\$450,001 and up	9.76%	569,000	0	499,000	569,000	899,000
Median Sold Price		157,500	85,000	152,500	359,500	390,000
Total Closed Units	100%	157,500	16	45	16	5
Total Closed Volume		17,792,410	1.59M	7.99M	5.83M	2.38M

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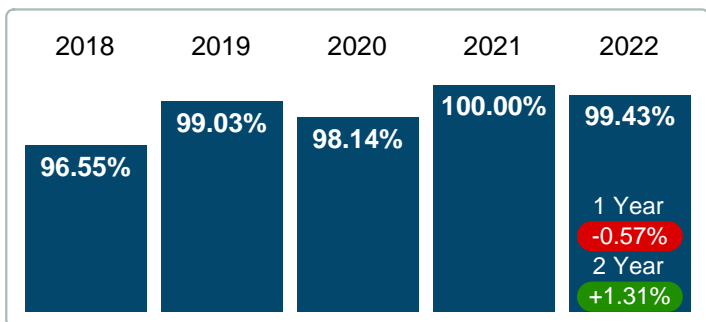
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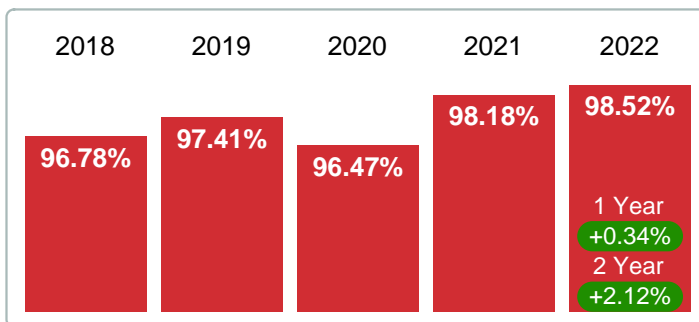
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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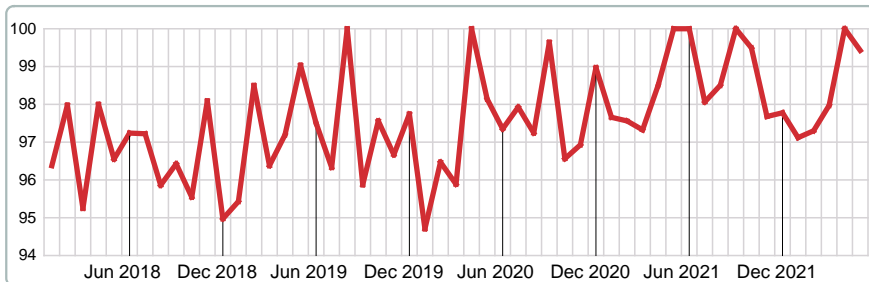
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

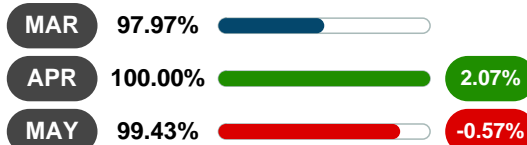


3 MONTHS

5 year MAY AVG = 98.63%

High Apr 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **99.43%**
 equal to 5 yr MAY average of **98.63%**



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
\$50,000 and less	8	9.76%	90.16%	91.43%	88.89%	0.00%	0.00%
\$50,001 - \$100,000	7	8.54%	100.00%	95.83%	92.44%	100.00%	0.00%
\$100,001 - \$125,000	12	14.63%	95.77%	100.00%	95.31%	95.95%	0.00%
\$125,001 - \$200,000	24	29.27%	100.00%	103.70%	100.00%	0.00%	0.00%
\$200,001 - \$325,000	14	17.07%	100.00%	0.00%	100.00%	103.77%	102.01%
\$325,001 - \$450,000	9	10.98%	99.76%	98.97%	101.60%	99.88%	94.66%
\$450,001 and up	8	9.76%	98.14%	0.00%	100.00%	96.67%	100.00%
Median Sold/List Ratio		99.43%		99.49%	99.63%	98.14%	100.00%
Total Closed Units		82	100%	16	45	16	5
Total Closed Volume		17,792,410		1.59M	7.99M	5.83M	2.38M

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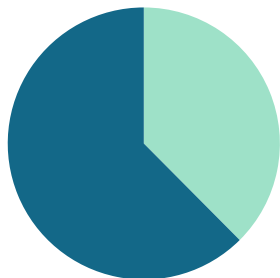
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

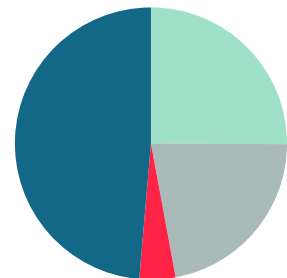


Inventory
 New Listings
92 = 37.55%
 Start Inventory
153
 Total Inventory Units
245
 Volume
\$77,148,399

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%
Median List Price	169,250	169,500	0.15%	169,000	157,000	-7.10%
Median Sale Price	172,450	157,500	-8.67%	160,000	150,000	-6.25%
Median Percent of Selling Price to List Price	100.00%	99.43%	-0.57%	98.18%	98.52%	0.34%
Median Days on Market to Sale	12.00	16.50	37.50%	17.00	13.00	-23.53%
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

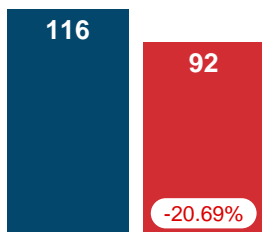
Inventory on May 31, 2022 = **159**

2021 **2022**

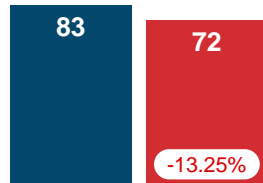
MAY MARKET

MEDIAN PRICES

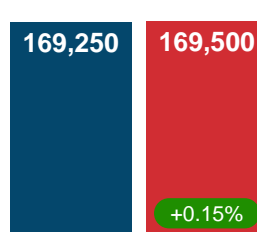
New Listings



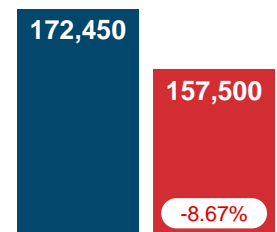
Pending Listings



List Price



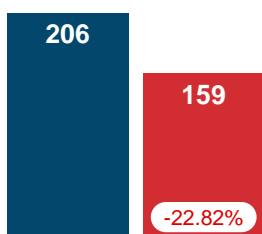
Sale Price



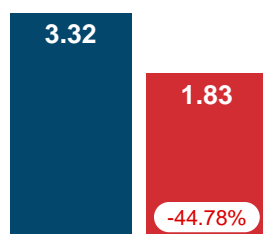
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

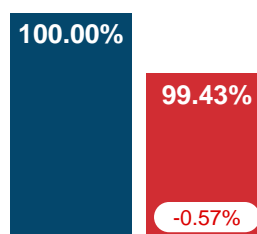
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

