

July 2023



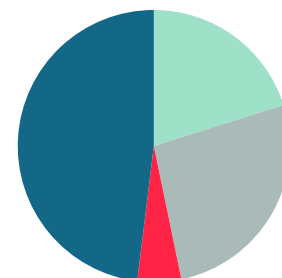
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

| Compared Metrics | 2022 | July 2023 | +/-% |
|---|---------|-----------|---------|
| Closed Listings | 66 | 62 | -6.06% |
| Pending Listings | 86 | 82 | -4.65% |
| New Listings | 116 | 98 | -15.52% |
| Median List Price | 190,500 | 212,000 | 11.29% |
| Median Sale Price | 190,000 | 213,500 | 12.37% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 6.50 | 7.50 | 15.38% |
| End of Month Inventory | 157 | 148 | -5.73% |
| Months Supply of Inventory | 2.07 | 2.35 | 13.62% |



■ Closed (20.13%)
■ Pending (26.62%)
■ Other OffMarket (5.19%)
■ Active (48.05%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of July 31, 2023 = **148**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2023 decreased **5.73%** to 148 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **2.35** 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 **12.37%** in July 2023 to \$213,500 versus the previous year at \$190,000.

Median Days on Market Lengthens

The median number of **7.50** days that homes spent on the market before selling increased by 1.00 days or **15.38%** in July 2023 compared to last year's same month at **6.50** DOM.

Sales Success for July 2023 is Positive

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

There were 98 New Listings in July 2023, down **15.52%** from last year at 116. Furthermore, there were 62 Closed Listings this month versus last year at 66, a **-6.06%** decrease.

Closed versus Listed trends yielded a **63.3%** ratio, up from previous year's, July 2022, at **56.9%**, a **11.19%** 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 |
| 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

July 2023



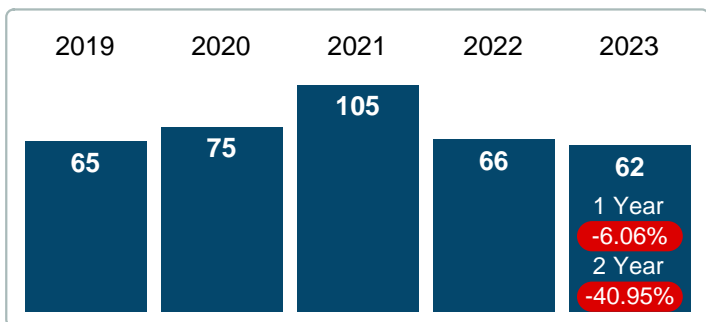
Area Delimited by County Of Creek - Residential Property Type



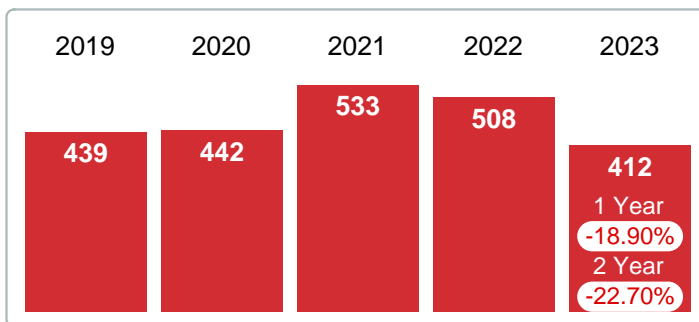
CLOSED LISTINGS

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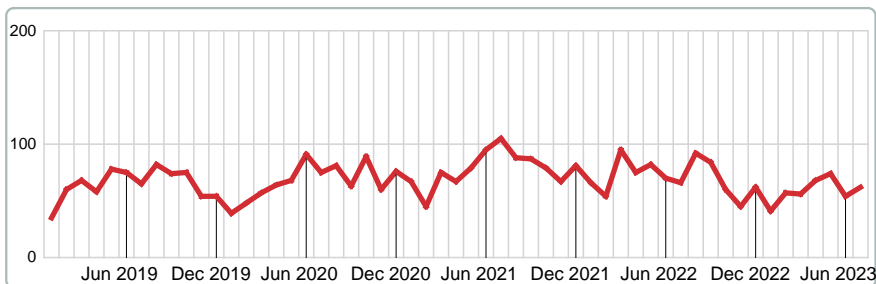
JULY



YEAR TO DATE (YTD)

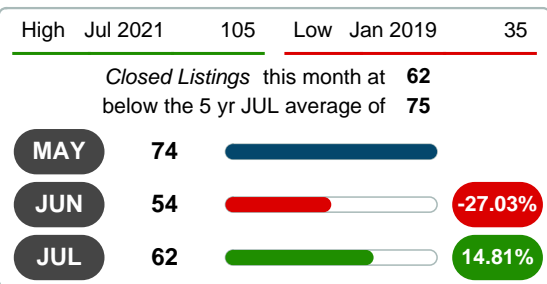


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 75



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 | 4 | 6.45% | 61.0 | 2 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 9 | 14.52% | 3.0 | 6 | 2 | 1 | 0 |
| \$125,001 - \$150,000 | 8 | 12.90% | 10.0 | 2 | 5 | 1 | 0 |
| \$150,001 - \$225,000 | 14 | 22.58% | 6.0 | 0 | 11 | 3 | 0 |
| \$225,001 - \$350,000 | 12 | 19.35% | 6.5 | 1 | 8 | 3 | 0 |
| \$350,001 - \$525,000 | 8 | 12.90% | 28.5 | 0 | 5 | 3 | 0 |
| \$525,001 and up | 7 | 11.29% | 12.0 | 0 | 1 | 4 | 2 |
| Total Closed Units | 62 | | | 11 | 34 | 15 | 2 |
| Total Closed Volume | 17,185,386 | 100% | 7.5 | 1.18M | 7.89M | 5.49M | 2.63M |
| Median Closed Price | \$213,500 | | | \$95,000 | \$200,200 | \$289,900 | \$1,312,500 |

July 2023



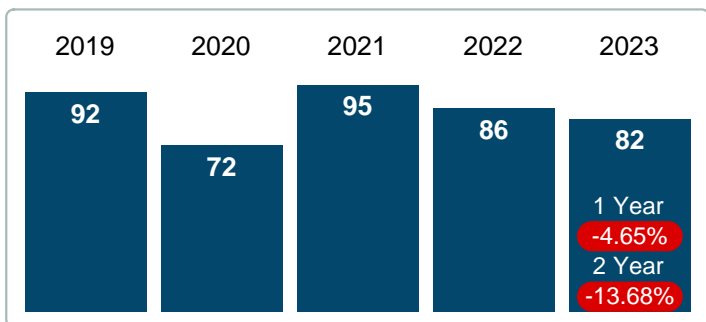
Area Delimited by County Of Creek - Residential Property Type



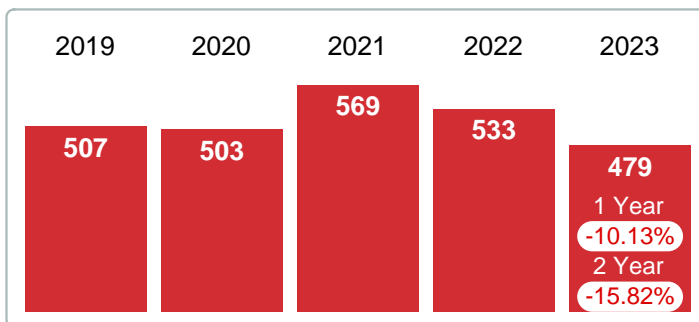
PENDING LISTINGS

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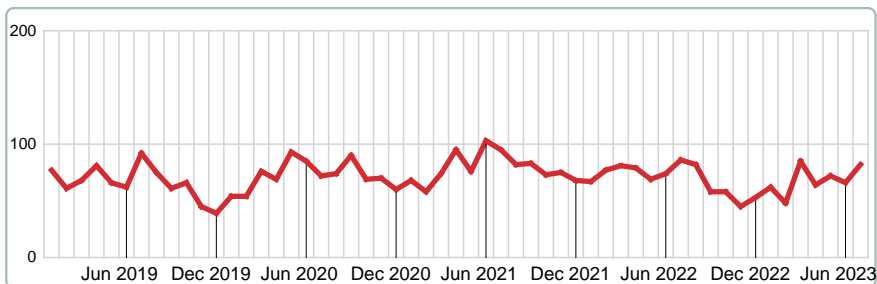
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 85

High Jun 2021 103 Low Dec 2019 39

Pending Listings this month at **82**
below the 5 yr JUL average of **85**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 9 | 10.98% | 6.0 | 5 | 2 | 1 | 1 |
| \$100,001 - \$125,000 | 9 | 10.98% | 21.0 | 3 | 5 | 0 | 1 |
| \$125,001 - \$150,000 | 10 | 12.20% | 7.0 | 2 | 8 | 0 | 0 |
| \$150,001 - \$225,000 | 23 | 28.05% | 28.0 | 1 | 17 | 4 | 1 |
| \$225,001 - \$275,000 | 11 | 13.41% | 29.0 | 4 | 7 | 0 | 0 |
| \$275,001 - \$350,000 | 10 | 12.20% | 31.0 | 0 | 7 | 2 | 1 |
| \$350,001 and up | 10 | 12.20% | 79.5 | 0 | 3 | 6 | 1 |
| Total Pending Units | 82 | | | 15 | 49 | 13 | 5 |
| Total Pending Volume | 18,968,250 | 100% | 23.0 | 2.13M | 10.29M | 5.00M | 1.55M |
| Median Listing Price | \$197,000 | | | \$120,000 | \$199,000 | \$344,900 | \$185,000 |

July 2023



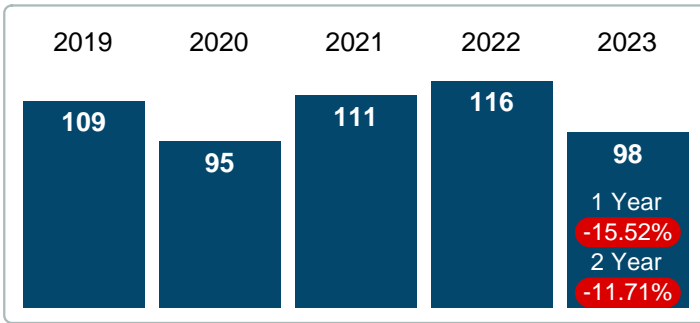
Area Delimited by County Of Creek - Residential Property Type



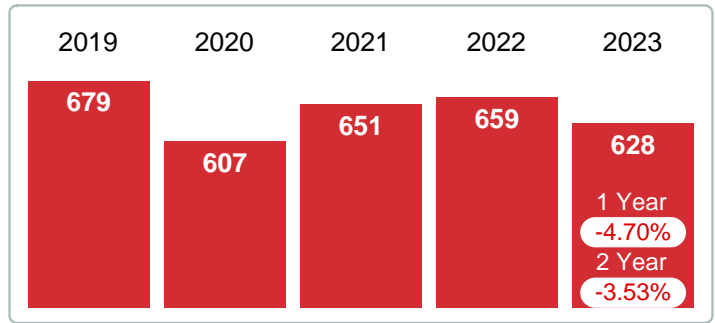
NEW LISTINGS

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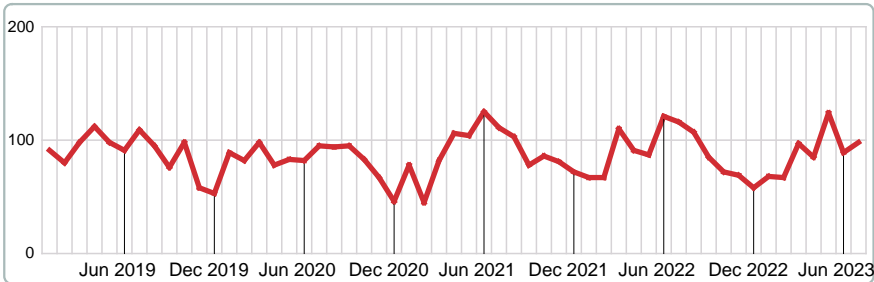
JULY



YEAR TO DATE (YTD)

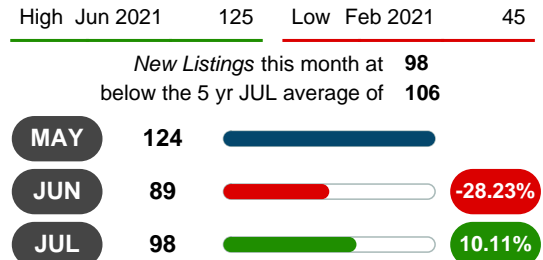


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 106



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 10 | 10.20% | 4 | 4 | 2 | 0 |
| \$100,001 - \$125,000 | 10 | 10.20% | 4 | 6 | 0 | 0 |
| \$125,001 - \$150,000 | 16 | 16.33% | 2 | 13 | 1 | 0 |
| \$150,001 - \$225,000 | 23 | 23.47% | 3 | 17 | 3 | 0 |
| \$225,001 - \$325,000 | 16 | 16.33% | 3 | 11 | 2 | 0 |
| \$325,001 - \$475,000 | 11 | 11.22% | 0 | 4 | 4 | 3 |
| \$475,001 and up | 12 | 12.24% | 0 | 3 | 4 | 5 |
| Total New Listed Units | 98 | | 16 | 58 | 16 | 8 |
| Total New Listed Volume | 26,302,899 | 100% | 2.32M | 12.96M | 6.52M | 4.51M |
| Median New Listed Listing Price | \$192,450 | | \$127,450 | \$177,450 | \$312,500 | \$539,450 |

July 2023



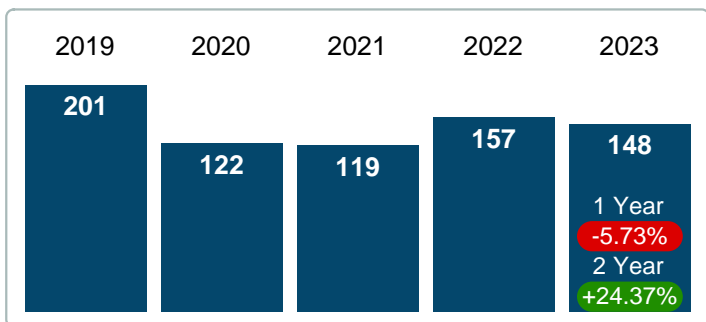
Area Delimited by County Of Creek - Residential Property Type



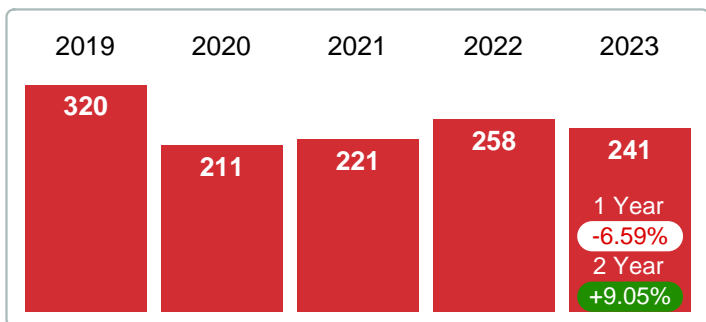
ACTIVE INVENTORY

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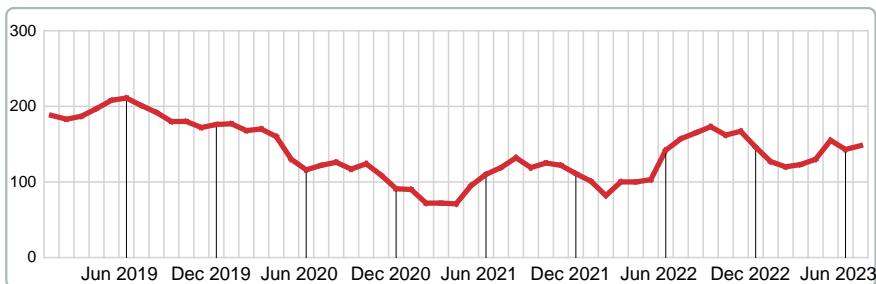
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 149

High Jun 2019 211 Low Apr 2021 71

Inventory this month at **148**
below the 5 yr JUL average of **149**

- MAY 155
- JUN 143 (-7.74%)
- JUL 148 (3.50%)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|------|-----------|-----------|-----------|-----------|
| \$100,000 and less | 14 | 9.46% | 58.5 | 7 | 6 | 1 | 0 |
| \$100,001 - \$150,000 | 21 | 14.19% | 14.0 | 8 | 13 | 0 | 0 |
| \$150,001 - \$175,000 | 12 | 8.11% | 69.5 | 2 | 9 | 1 | 0 |
| \$175,001 - \$300,000 | 43 | 29.05% | 49.0 | 6 | 25 | 12 | 0 |
| \$300,001 - \$475,000 | 23 | 15.54% | 28.0 | 1 | 8 | 10 | 4 |
| \$475,001 - \$700,000 | 21 | 14.19% | 66.0 | 0 | 6 | 12 | 3 |
| \$700,001 and up | 14 | 9.46% | 50.5 | 0 | 5 | 6 | 3 |
| Total Active Inventory by Units | | 148 | | 24 | 72 | 42 | 10 |
| Total Active Inventory by Volume | | 55,417,627 | 100% | 3.46M | 21.13M | 21.28M | 9.55M |
| Median Active Inventory Listing Price | | \$250,490 | | \$131,950 | \$209,950 | \$417,450 | \$539,450 |

July 2023



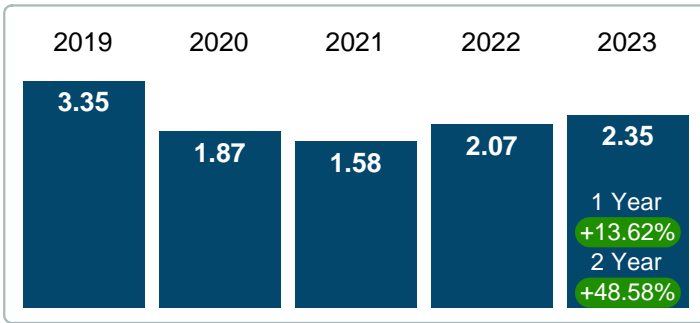
Area Delimited by County Of Creek - Residential Property Type



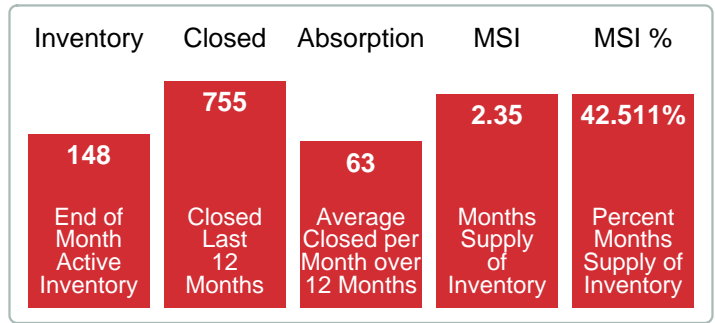
MONTHS SUPPLY of INVENTORY (MSI)

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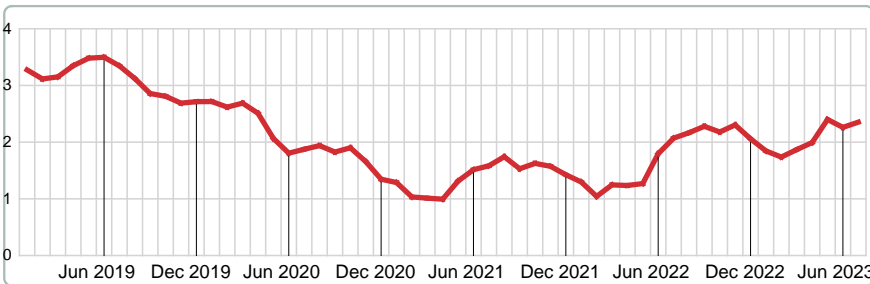
MSI FOR JULY



INDICATORS FOR JULY 2023

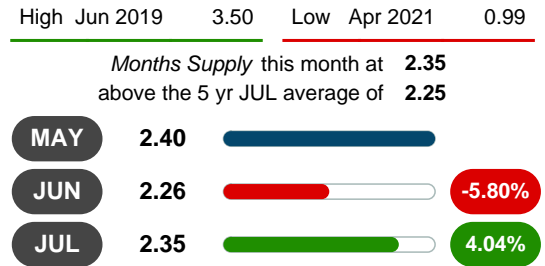


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.25



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 |
|---|----|--------|------|----------|--------|--------|---------|
| \$100,000 and less | 14 | 9.46% | 1.41 | 1.65 | 1.14 | 4.00 | 0.00 |
| \$100,001 - \$150,000 | 21 | 14.19% | 1.94 | 2.09 | 2.48 | 0.00 | 0.00 |
| \$150,001 - \$175,000 | 12 | 8.11% | 2.06 | 2.18 | 2.25 | 1.09 | 0.00 |
| \$175,001 - \$300,000 | 43 | 29.05% | 1.82 | 3.60 | 1.42 | 2.94 | 0.00 |
| \$300,001 - \$475,000 | 23 | 15.54% | 2.85 | 3.00 | 1.81 | 3.43 | 9.60 |
| \$475,001 - \$700,000 | 21 | 14.19% | 7.41 | 0.00 | 6.00 | 8.00 | 9.00 |
| \$700,001 and up | 14 | 9.46% | 8.00 | 0.00 | 15.00 | 10.29 | 3.60 |
| Market Supply of Inventory (MSI) | | | 2.35 | 2.18 | 1.90 | 3.63 | 4.00 |
| Total Active Inventory by Units | | 100% | 2.35 | 24 | 72 | 42 | 10 |

July 2023



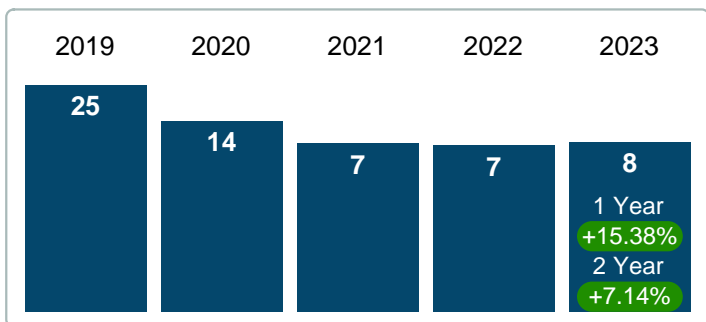
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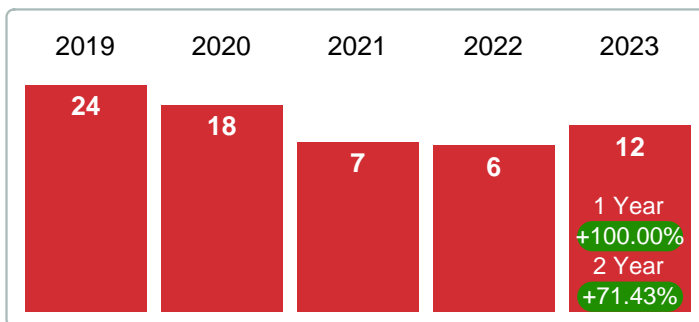
MEDIAN DAYS ON MARKET TO SALE

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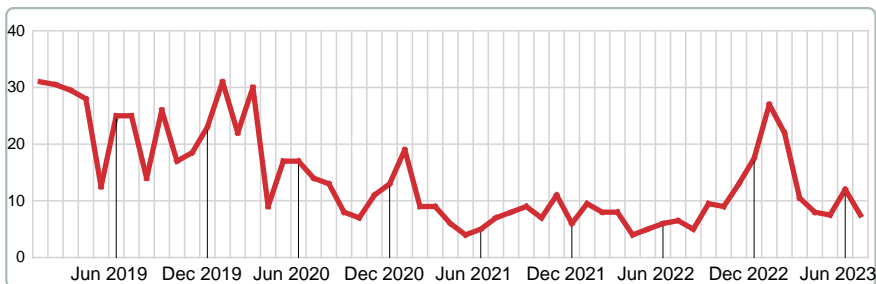
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

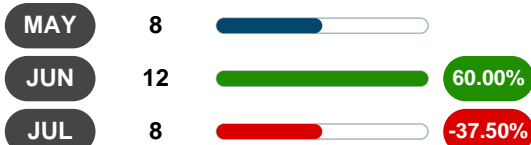


3 MONTHS

5 year JUL AVG = 12

High Jan 2020 31 Low Apr 2022 4

Median Days on Market to Sale this month at 8 below the 5 yr JUL average of 12



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 | 6.45% | 61 | 4 | 118 | 0 | 0 |
| \$75,001 - \$125,000 | 14.52% | 3 | 3 | 4 | 15 | 0 |
| \$125,001 - \$150,000 | 12.90% | 10 | 6 | 10 | 32 | 0 |
| \$150,001 - \$225,000 | 22.58% | 6 | 0 | 4 | 21 | 0 |
| \$225,001 - \$350,000 | 19.35% | 7 | 3 | 7 | 18 | 0 |
| \$350,001 - \$525,000 | 12.90% | 29 | 0 | 35 | 15 | 0 |
| \$525,001 and up | 11.29% | 12 | 0 | 17 | 7 | 41 |
| Median Closed DOM | | 8 | | | | |
| Total Closed Units | | 62 | | | | |
| Total Closed Volume | | 17,185,386 | | | | |
| | | | 3 | 7 | 15 | 41 |
| | | | 11 | 34 | 15 | 2 |
| | | | 1.18M | 7.89M | 5.49M | 2.63M |

July 2023



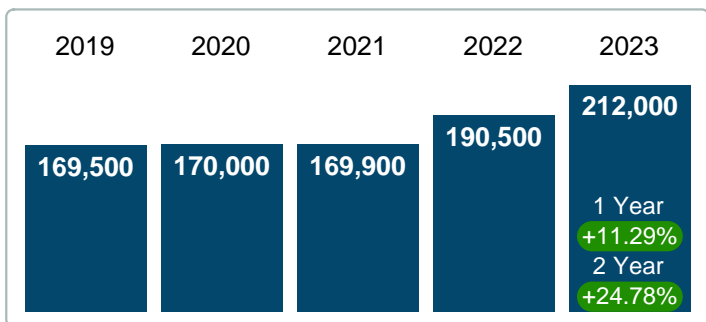
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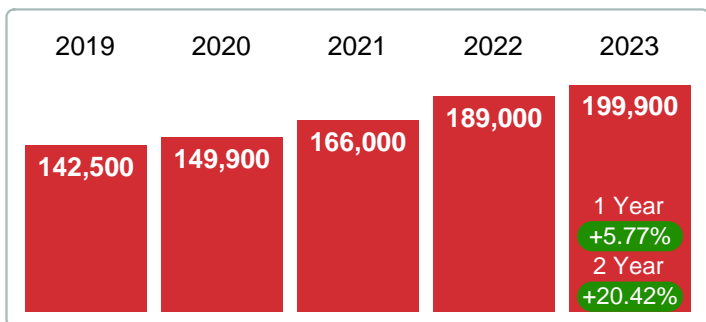
MEDIAN LIST PRICE AT CLOSING

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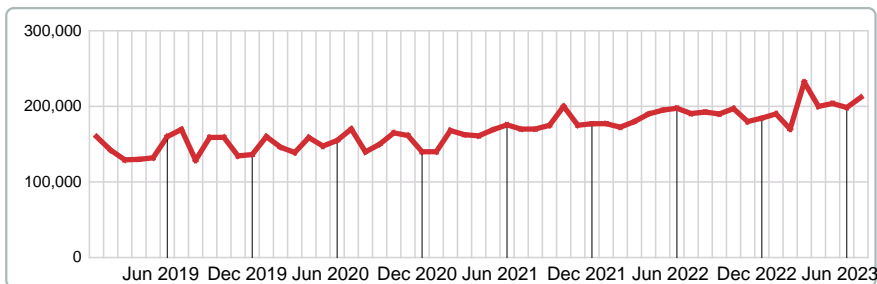
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 182,380

High Mar 2023 232,000 Low Aug 2019 128,750

Median List Price at Closing this month at **212,000**
above the 5 yr JUL average of **182,380**

| | | |
|-----|---------|---|
| MAY | 203,750 | <div style="width: 80%;"></div> |
| JUN | 198,450 | <div style="width: 75%; background-color: red;"></div> -2.60% |
| JUL | 212,000 | <div style="width: 115%; background-color: green;"></div> 6.83% |

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 3 | 4.84% | 35,000 | 53,500 | 18,000 | 0 | 0 |
| \$75,001 - \$125,000 9 | 14.52% | 90,000 | 92,500 | 85,000 | 0 | 0 |
| \$125,001 - \$150,000 6 | 9.68% | 137,450 | 133,950 | 140,000 | 135,000 | 0 |
| \$150,001 - \$225,000 17 | 27.42% | 185,000 | 214,000 | 170,000 | 210,000 | 0 |
| \$225,001 - \$350,000 12 | 19.35% | 272,000 | 0 | 257,500 | 281,250 | 0 |
| \$350,001 - \$525,000 7 | 11.29% | 399,900 | 0 | 409,900 | 374,900 | 0 |
| \$525,001 and up 8 | 12.90% | 625,000 | 0 | 579,500 | 612,000 | 1,449,500 |
| Median List Price | | 212,000 | 95,000 | 197,450 | 289,900 | 1,449,500 |
| Total Closed Units | | 62 | 11 | 34 | 15 | 2 |
| Total Closed Volume | | 17,779,203 | 1.17M | 8.10M | 5.62M | 2.90M |

July 2023



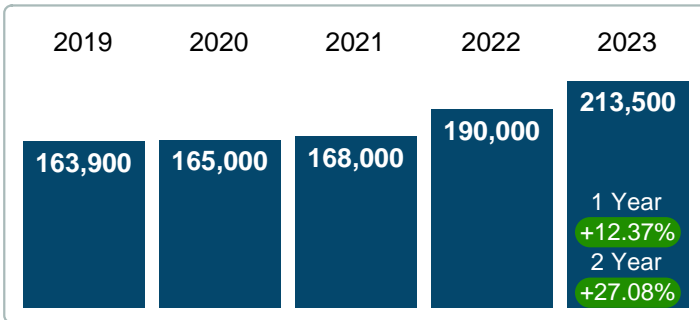
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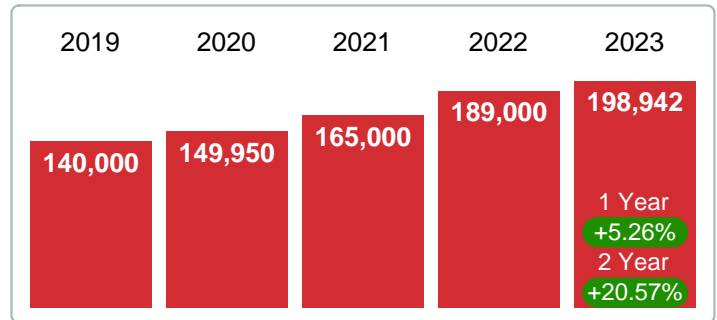
MEDIAN SOLD PRICE AT CLOSING

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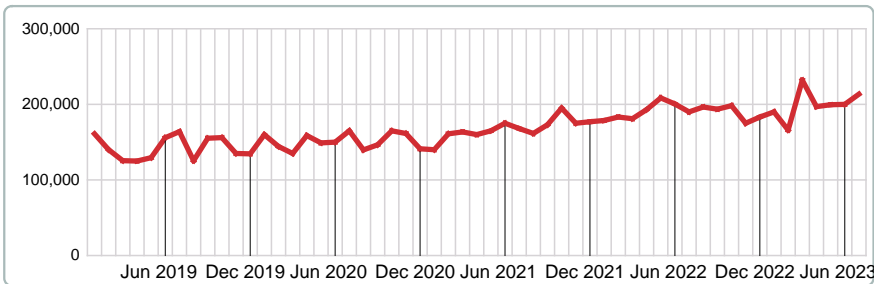
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

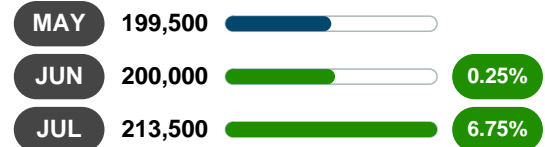


3 MONTHS

5 year JUL AVG = 180,080

High Mar 2023 232,000 Low Apr 2019 125,000

Median Sold Price at Closing this month at **213,500**
above the 5 yr JUL average of **180,080**



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 | 6.45% | 50,000 | 51,000 | 44,000 | 0 | 0 |
| \$75,001 - \$125,000 | 14.52% | 95,000 | 94,000 | 91,500 | 120,000 | 0 |
| \$125,001 - \$150,000 | 12.90% | 132,750 | 136,250 | 135,000 | 130,000 | 0 |
| \$150,001 - \$225,000 | 22.58% | 195,000 | 0 | 189,000 | 225,000 | 0 |
| \$225,001 - \$350,000 | 19.35% | 269,500 | 226,000 | 254,950 | 280,000 | 0 |
| \$350,001 - \$525,000 | 12.90% | 388,750 | 0 | 400,000 | 374,900 | 0 |
| \$525,001 and up | 11.29% | 600,000 | 0 | 600,000 | 587,500 | 312,500 |
| Median Sold Price | | 213,500 | 95,000 | 200,200 | 289,900 | 1,312,500 |
| Total Closed Units | 100% | 213,500 | 11 | 34 | 15 | 2 |
| Total Closed Volume | | 17,185,386 | 1.18M | 7.89M | 5.49M | 2.63M |

July 2023



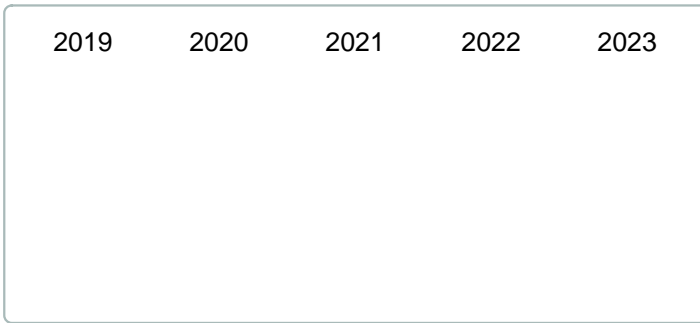
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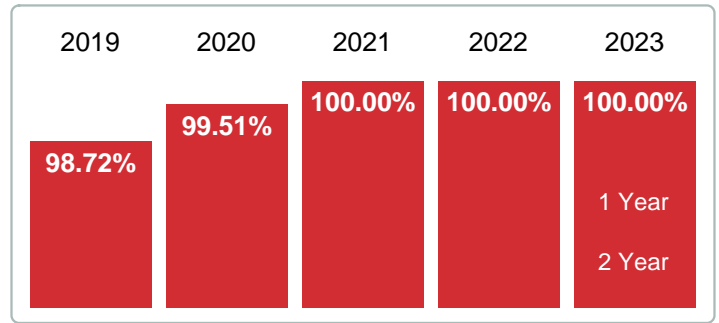
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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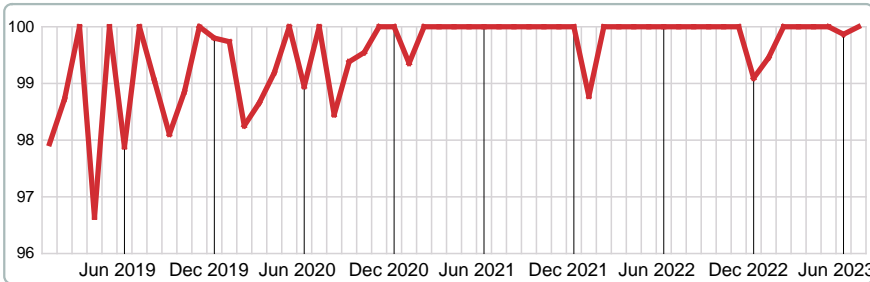
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

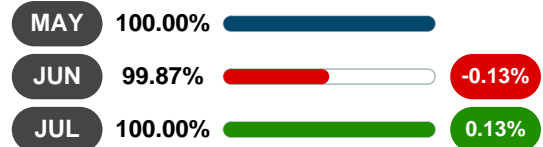


3 MONTHS

5 year JUL AVG = 100.00%

High Jul 2023 100.00% Low Apr 2019 96.64%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL average of 100.00%



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 | 4 | 6.45% | 93.75% | 92.86% | 93.75% | 0.00% | 0.00% | |
| \$75,001 - \$125,000 | 9 | 14.52% | 100.00% | 100.00% | 94.28% | 88.89% | 0.00% | |
| \$125,001 - \$150,000 | 8 | 12.90% | 95.30% | 101.73% | 90.60% | 76.47% | 0.00% | |
| \$150,001 - \$225,000 | 14 | 22.58% | 101.08% | 0.00% | 102.16% | 100.00% | 0.00% | |
| \$225,001 - \$350,000 | 12 | 19.35% | 100.00% | 105.61% | 100.00% | 100.00% | 0.00% | |
| \$350,001 - \$525,000 | 8 | 12.90% | 96.48% | 0.00% | 95.26% | 100.00% | 0.00% | |
| \$525,001 and up | 7 | 11.29% | 96.00% | 0.00% | 96.00% | 98.00% | 90.51% | |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.00% | 90.51% | |
| Total Closed Units | | 62 | 100% | 100.00% | 11 | 34 | 15 | 2 |
| Total Closed Volume | | 17,185,386 | | | 1.18M | 7.89M | 5.49M | 2.63M |

July 2023



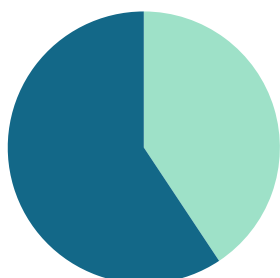
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

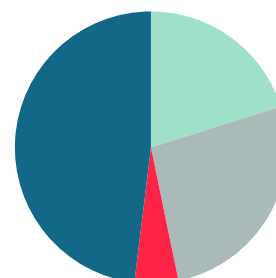


Inventory
 New Listings
98 = 40.66%
 Start Inventory
143
 Total Inventory Units
241
 Volume
\$78,608,077

Market Activity

Closed Sales
62 = 20.13%
 Pending Sales
82 = 26.62%
 Other Off Market
16 = 5.19%
 Active Inventory
148 = 48.05%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 66 | 62 | -6.06% | 508 | 412 | -18.90% |
| Pending Sales | 86 | 82 | -4.65% | 533 | 479 | -10.13% |
| New Listings | 116 | 98 | -15.52% | 659 | 628 | -4.70% |
| Median List Price | 190,500 | 212,000 | 11.29% | 189,000 | 199,900 | 5.77% |
| Median Sale Price | 190,000 | 213,500 | 12.37% | 189,000 | 198,942 | 5.26% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 6.50 | 7.50 | 15.38% | 6.00 | 12.00 | 100.00% |
| Monthly Inventory | 157 | 148 | -5.73% | 157 | 148 | -5.73% |
| Months Supply of Inventory | 2.07 | 2.35 | 13.62% | 2.07 | 2.35 | 13.62% |

Absorption: Last 12 months, an Average of **63** Sales/Month

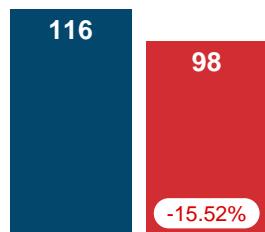
Inventory on July 31, 2023 = **148**

2022 **2023**

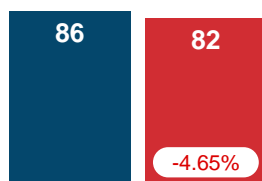
JULY MARKET

MEDIAN PRICES

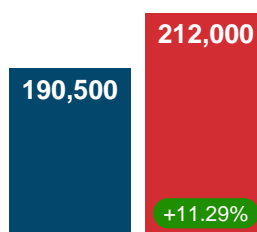
New Listings



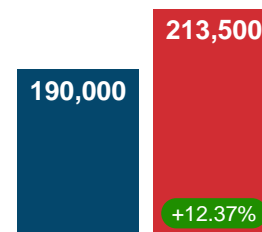
Pending Listings



List Price



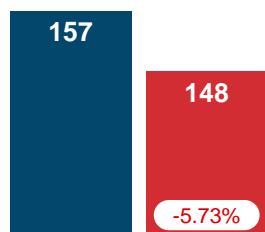
Sale Price



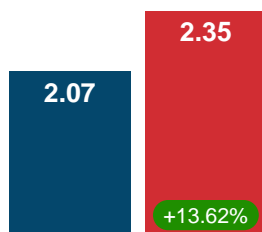
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

