

## July 2023



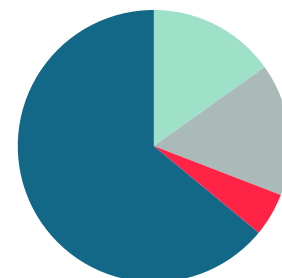
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	July 2023	+/-%
Closed Listings	79	53	-32.91%
Pending Listings	65	55	-15.38%
New Listings	106	89	-16.04%
Average List Price	237,652	277,091	16.60%
Average Sale Price	227,501	259,146	13.91%
Average Percent of Selling Price to List Price	96.99%	94.71%	-2.36%
Average Days on Market to Sale	34.72	43.87	26.34%
End of Month Inventory	204	224	9.80%
Months Supply of Inventory	2.41	3.58	48.60%



■ Closed (15.14%)  
■ Pending (15.71%)  
■ Other OffMarket (5.14%)  
■ Active (64.00%)

**Absorption:** Last 12 months, an Average of **63** Sales/Month  
**Active Inventory** as of July 31, 2023 = **224**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **9.80%** to 224 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 **3.58** 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 **13.91%** in July 2023 to \$259,146 versus the previous year at \$227,501.

## Average Days on Market Lengthens

The average number of **43.87** days that homes spent on the market before selling increased by 9.15 days or **26.34%** in July 2023 compared to last year's same month at **34.72** DOM.

## Sales Success for July 2023 is Positive

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

There were 89 New Listings in July 2023, down **16.04%** from last year at 106. Furthermore, there were 53 Closed Listings this month versus last year at 79, a **-32.91%** decrease.

Closed versus Listed trends yielded a **59.6%** ratio, down from previous year's, July 2022, at **74.5%**, a **20.10%** downswing. This will certainly create pressure on an increasing 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

# July 2023



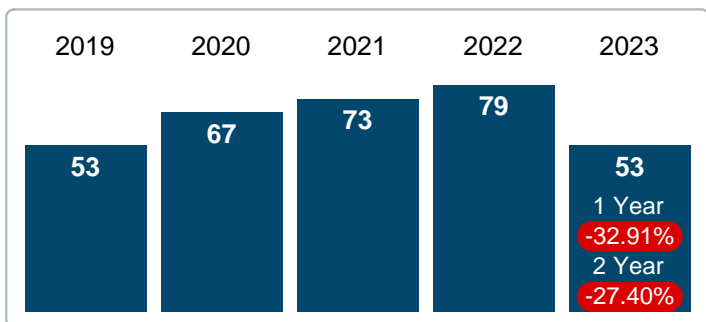
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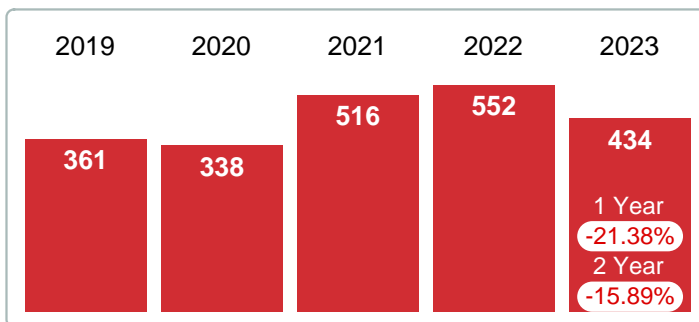
## CLOSED LISTINGS

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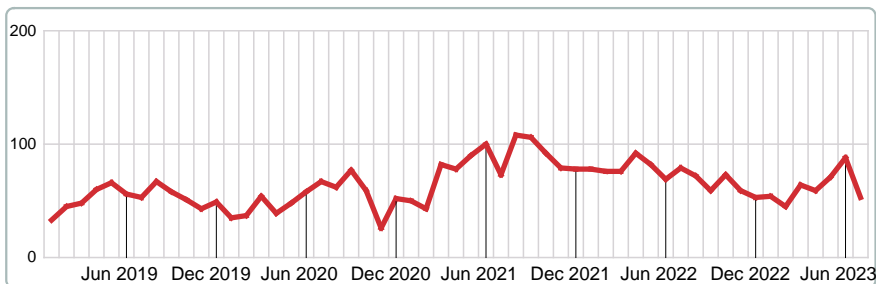
### JULY



### YEAR TO DATE (YTD)

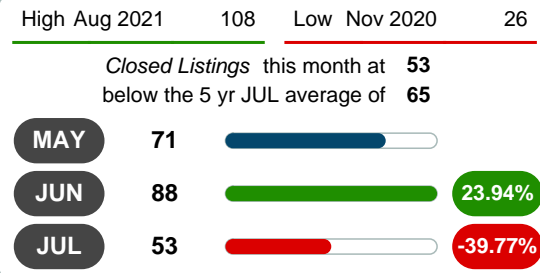


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 65



### 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	4	7.55%	40.5	1	2	1	0
\$50,001 - \$100,000	8	15.09%	28.4	2	6	0	0
\$100,001 - \$150,000	3	5.66%	46.3	2	1	0	0
\$150,001 - \$225,000	14	26.42%	24.0	1	11	1	1
\$225,001 - \$325,000	12	22.64%	39.5	0	9	3	0
\$325,001 - \$525,000	6	11.32%	40.0	1	3	2	0
\$525,001 and up	6	11.32%	124.5	0	3	2	1
<b>Total Closed Units</b>	<b>53</b>			<b>7</b>	<b>35</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>13,734,724</b>	<b>100%</b>	<b>43.9</b>	<b>1.03M</b>	<b>8.11M</b>	<b>3.31M</b>	<b>1.29M</b>
<b>Average Closed Price</b>	<b>\$259,146</b>			<b>\$146,786</b>	<b>\$231,692</b>	<b>\$367,556</b>	<b>\$645,000</b>

# July 2023



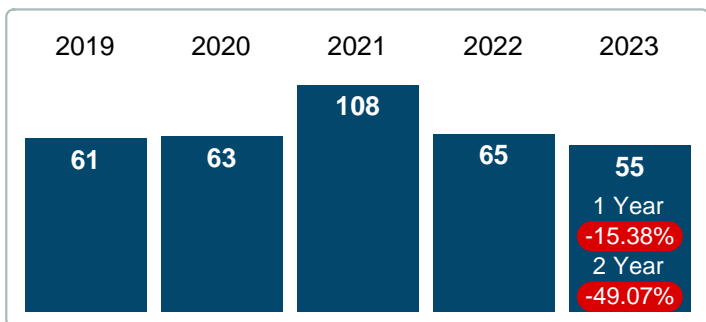
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



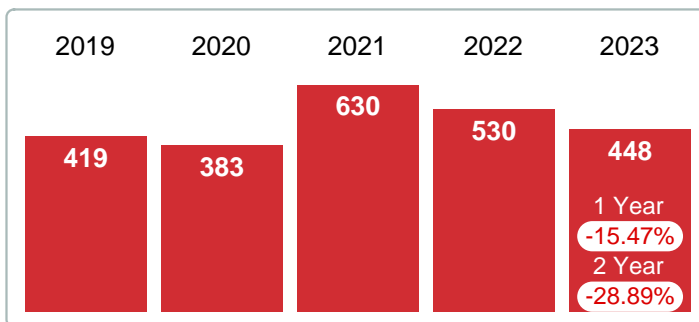
## PENDING LISTINGS

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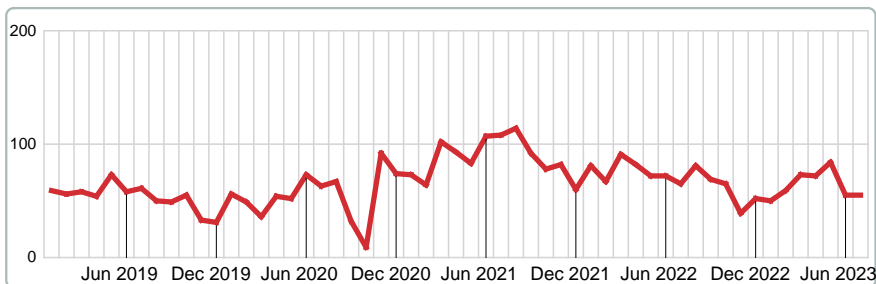
### JULY



### YEAR TO DATE (YTD)

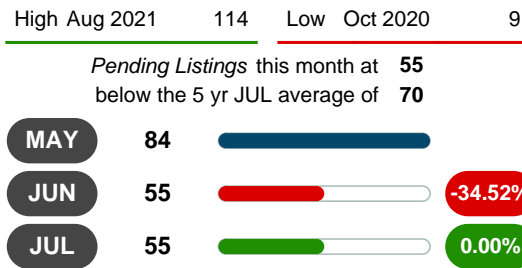


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 70



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	9.09%	94.2	4	1	0	0
\$70,001 - \$120,000	7	12.73%	52.7	5	1	1	0
\$120,001 - \$150,000	7	12.73%	56.6	4	3	0	0
\$150,001 - \$250,000	16	29.09%	50.5	4	10	2	0
\$250,001 - \$290,000	6	10.91%	29.0	1	3	2	0
\$290,001 - \$400,000	8	14.55%	18.0	0	6	2	0
\$400,001 and up	6	10.91%	48.2	1	3	1	1
<b>Total Pending Units</b>	<b>55</b>			<b>19</b>	<b>27</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,330,798</b>	<b>100%</b>	<b>41.0</b>	<b>2.84M</b>	<b>6.79M</b>	<b>2.30M</b>	<b>409.00K</b>
<b>Average Listing Price</b>	<b>\$129,333</b>			<b>\$149,426</b>	<b>\$251,300</b>	<b>\$287,200</b>	<b>\$409,000</b>

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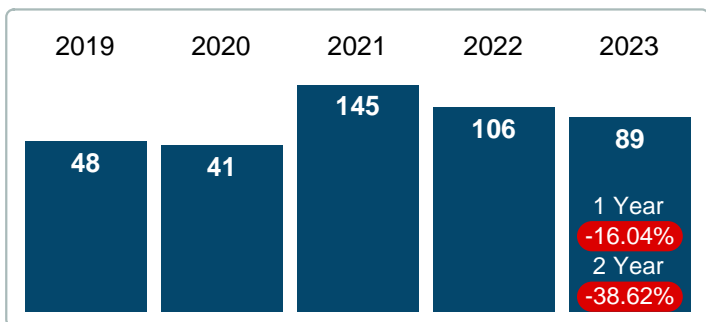
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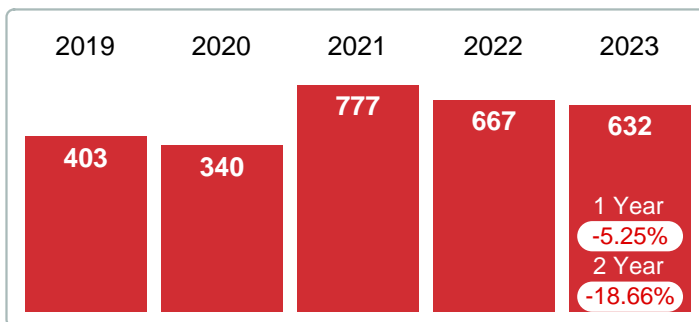
## NEW LISTINGS

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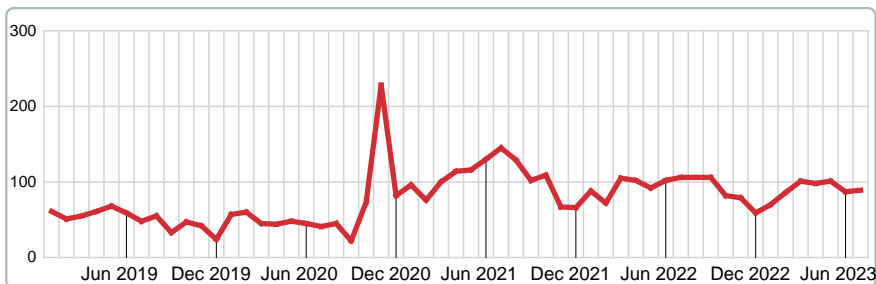
### JULY



### YEAR TO DATE (YTD)

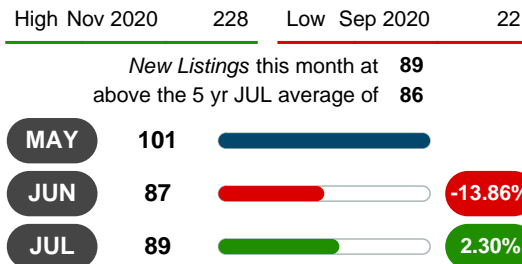


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 86



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	7.87%	4	3	0	0
\$70,001 - \$130,000	12	13.48%	7	4	1	0
\$130,001 - \$190,000	15	16.85%	4	7	4	0
\$190,001 - \$250,000	18	20.22%	3	10	5	0
\$250,001 - \$320,000	14	15.73%	0	10	4	0
\$320,001 - \$490,000	14	15.73%	1	8	3	2
\$490,001 and up	9	10.11%	0	5	3	1
<b>Total New Listed Units</b>	<b>89</b>		<b>19</b>	<b>47</b>	<b>20</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>25,086,050</b>	<b>100%</b>	<b>2.68M</b>	<b>14.80M</b>	<b>6.44M</b>	<b>1.17M</b>
<b>Average New Listed Listing Price</b>	<b>\$100,000</b>		<b>\$140,984</b>	<b>\$314,861</b>	<b>\$321,800</b>	<b>\$390,967</b>

# July 2023



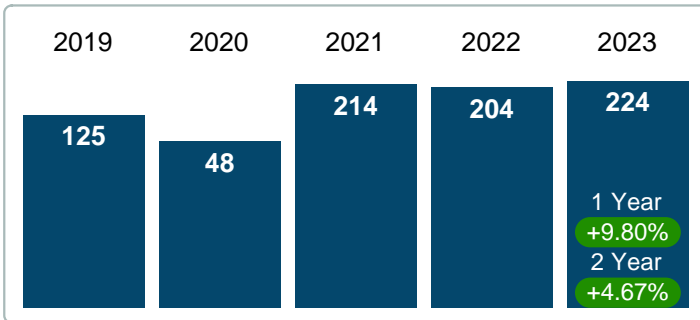
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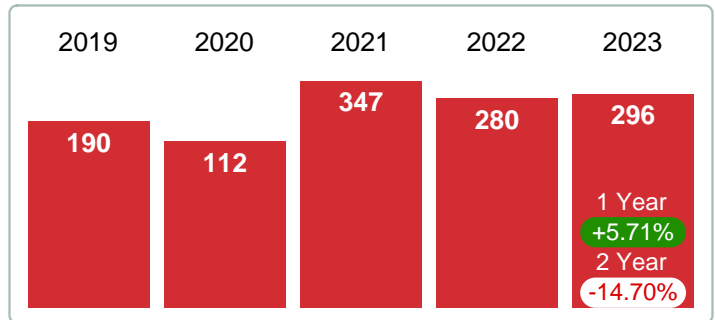
## ACTIVE INVENTORY

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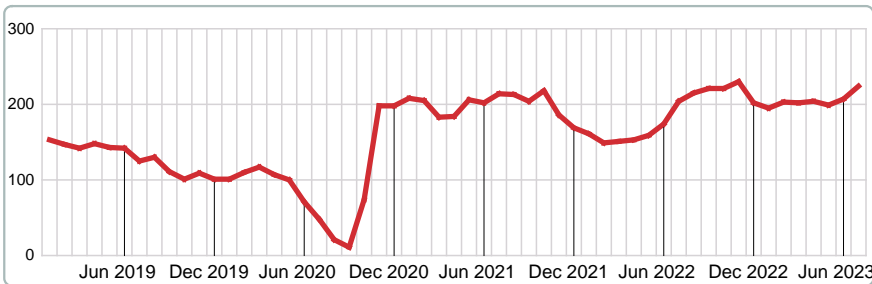
### END OF JULY



### ACTIVE DURING JULY

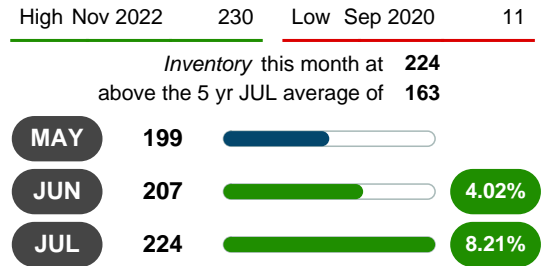


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 163



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	9.38%	95.1	12	8	1	0
\$75,001 - \$125,000	24	10.71%	99.6	12	10	2	0
\$125,001 - \$150,000	26	11.61%	84.0	8	16	1	1
\$150,001 - \$275,000	64	28.57%	59.3	12	38	13	1
\$275,001 - \$375,000	36	16.07%	68.8	4	17	10	5
\$375,001 - \$675,000	30	13.39%	89.9	2	16	10	2
\$675,001 and up	23	10.27%	95.7	1	11	9	2
<b>Total Active Inventory by Units</b>	<b>224</b>			<b>51</b>	<b>116</b>	<b>46</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>75,397,943</b>	<b>100%</b>	<b>79.2</b>	<b>8.42M</b>	<b>39.74M</b>	<b>21.53M</b>	<b>5.71M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$336,598</b>			<b>\$165,024</b>	<b>\$342,606</b>	<b>\$468,070</b>	<b>\$518,936</b>

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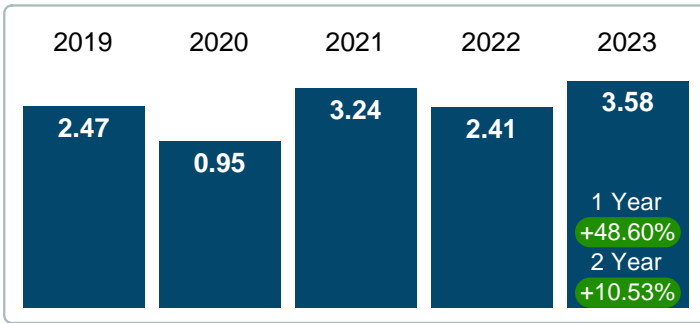
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



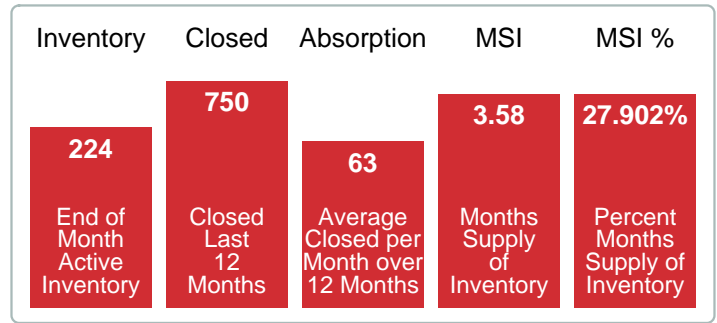
## MONTHS SUPPLY of INVENTORY (MSI)

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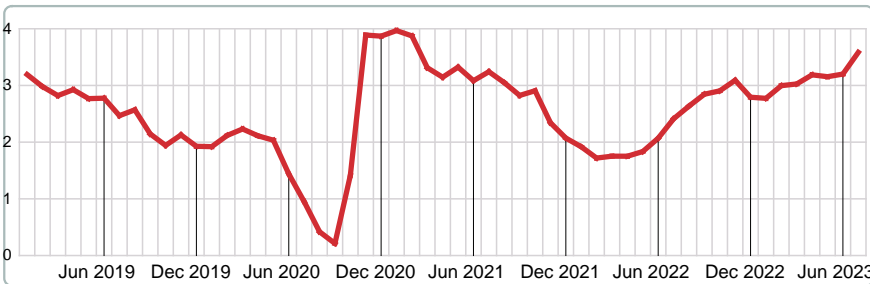
### MSI FOR JULY



### INDICATORS FOR JULY 2023

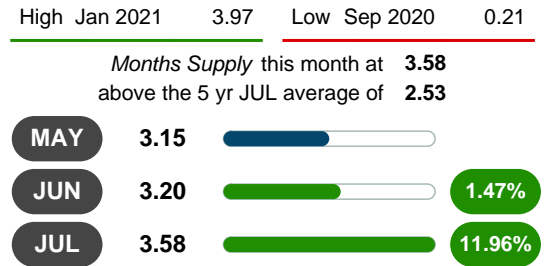


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.53



### 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
\$75,000 and less	21	9.38%	2.10	1.92	2.59	2.00	0.00
\$75,001 - \$125,000	24	10.71%	2.50	3.06	2.11	2.40	0.00
\$125,001 - \$150,000	26	11.61%	4.95	4.00	6.00	2.00	12.00
\$150,001 - \$275,000	64	28.57%	2.67	4.65	2.28	2.94	3.00
\$275,001 - \$375,000	36	16.07%	5.54	8.00	4.25	5.45	30.00
\$375,001 - \$675,000	30	13.39%	5.07	8.00	6.00	3.87	4.80
\$675,001 and up	23	10.27%	18.40	0.00	16.50	36.00	6.00
Market Supply of Inventory (MSI)			3.58	3.29	3.36	4.21	6.95
Total Active Inventory by Units		100%	3.58	51	116	46	11

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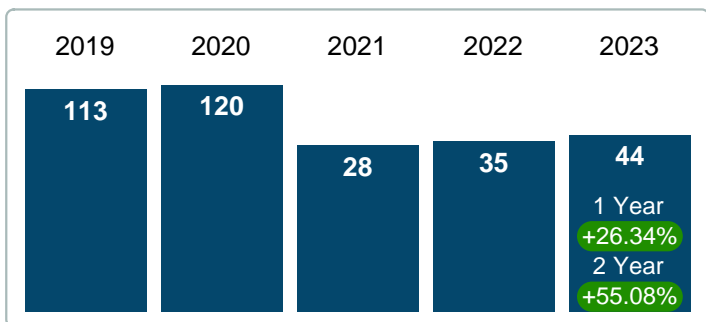
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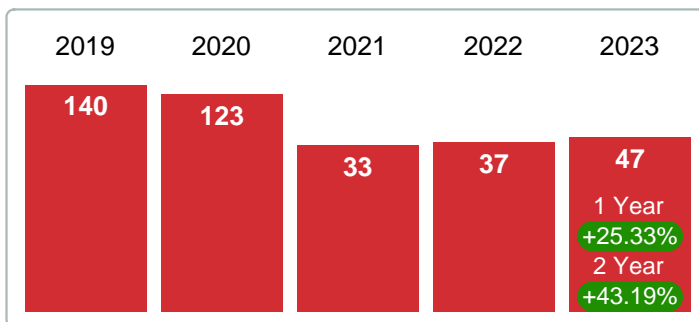
## AVERAGE DAYS ON MARKET TO SALE

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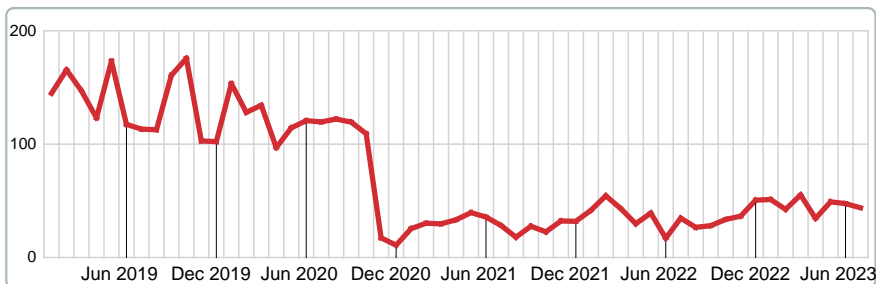
### JULY



### YEAR TO DATE (YTD)

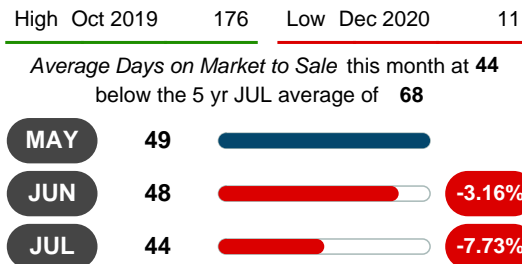


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 68



### 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	7.55%	41	3	44	71	0
\$50,001 - \$100,000	15.09%	28	12	34	0	0
\$100,001 - \$150,000	5.66%	46	54	31	0	0
\$150,001 - \$225,000	26.42%	24	92	17	28	27
\$225,001 - \$325,000	22.64%	40	0	43	30	0
\$325,001 - \$525,000	11.32%	40	26	40	48	0
\$525,001 and up	11.32%	125	0	114	29	347
<b>Average Closed DOM</b>		<b>44</b>	<b>36</b>	<b>39</b>	<b>38</b>	<b>187</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>7</b>	<b>35</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,734,724</b>	<b>1.03M</b>	<b>8.11M</b>	<b>3.31M</b>	<b>1.29M</b>



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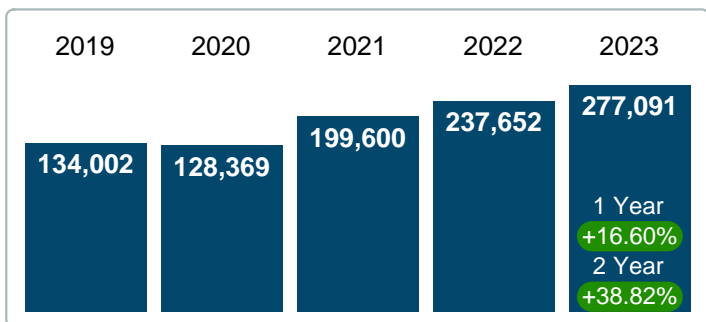
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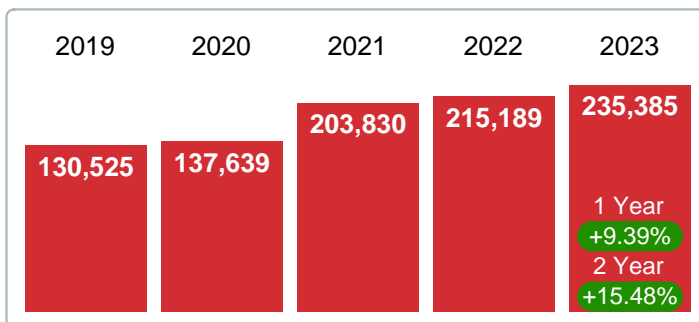
## AVERAGE LIST PRICE AT CLOSING

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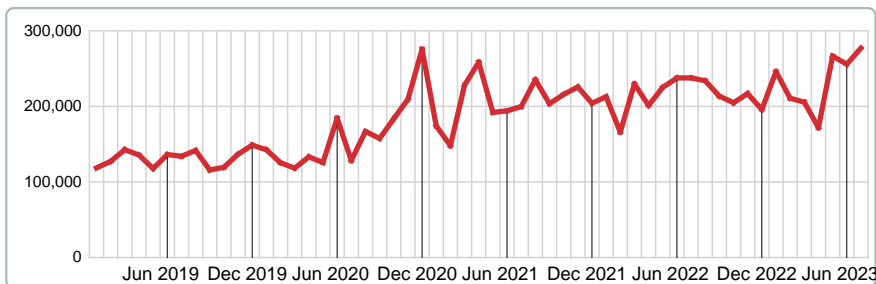
### JULY



### YEAR TO DATE (YTD)

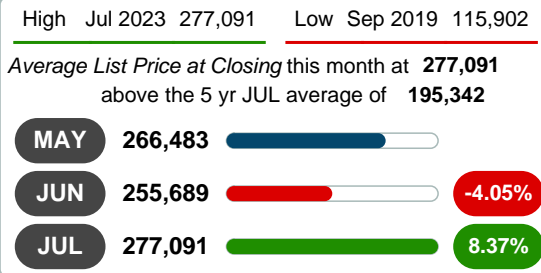


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 195,342



### 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	3.77%	47,450	53,000	56,450	45,000	0
\$50,001 - \$100,000	16.98%	80,622	84,500	91,767	0	0
\$100,001 - \$150,000	11.32%	138,300	139,450	142,900	0	0
\$150,001 - \$225,000	22.64%	198,858	217,500	185,255	210,000	219,000
\$225,001 - \$325,000	22.64%	261,925	0	253,244	287,967	0
\$325,001 - \$525,000	11.32%	408,150	369,000	387,000	459,450	0
\$525,001 and up	11.32%	842,867	0	766,633	728,650	1,300,000
<b>Average List Price</b>		<b>277,091</b>	<b>155,343</b>	<b>245,266</b>	<b>388,344</b>	<b>759,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>277,091</b>	<b>7</b>	<b>35</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>14,685,800</b>	<b>1.09M</b>	<b>8.58M</b>	<b>3.50M</b>	<b>1.52M</b>



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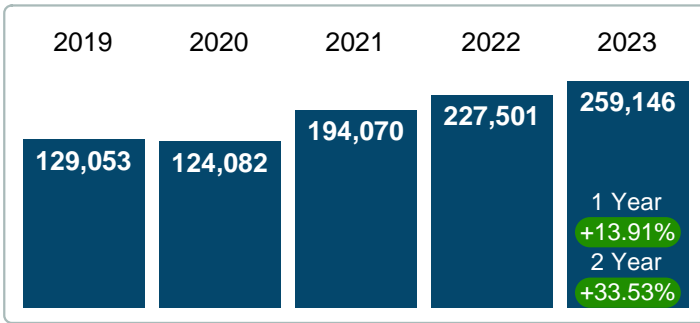
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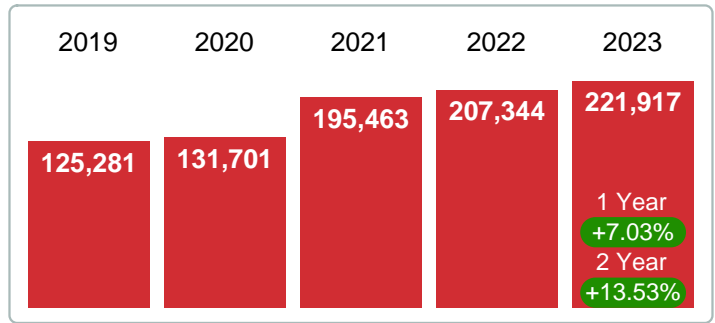
## AVERAGE SOLD PRICE AT CLOSING

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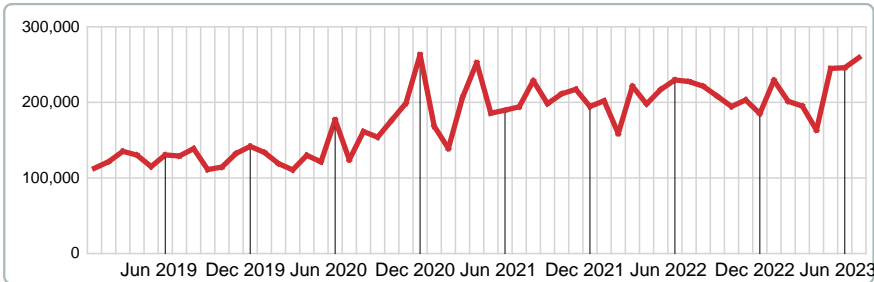
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

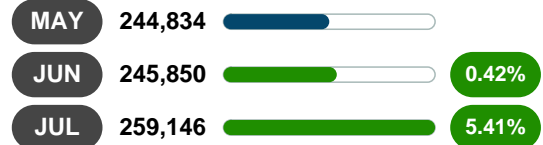


### 3 MONTHS

5 year JUL AVG = 186,770

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

Average Sold Price at Closing this month at **259,146** above the 5 yr JUL average of **186,770**



### 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	7.55%	44,250	50,000	47,500	32,000	0
\$50,001 - \$100,000	15.09%	84,794	84,500	84,892	0	0
\$100,001 - \$150,000	5.66%	134,667	134,500	135,000	0	0
\$150,001 - \$225,000	26.42%	184,714	185,000	182,818	200,000	190,000
\$225,001 - \$325,000	22.64%	254,792	0	247,944	275,333	0
\$325,001 - \$525,000	11.32%	395,813	354,500	385,125	432,500	0
\$525,001 and up	11.32%	742,833	0	657,333	692,500	1,100,000
<b>Average Sold Price</b>		<b>259,146</b>	<b>146,786</b>	<b>231,692</b>	<b>367,556</b>	<b>645,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>259,146</b>	<b>7</b>	<b>35</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,734,724</b>	<b>1.03M</b>	<b>8.11M</b>	<b>3.31M</b>	<b>1.29M</b>

# July 2023



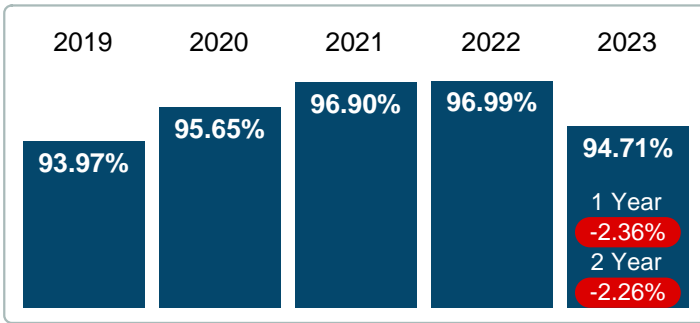
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



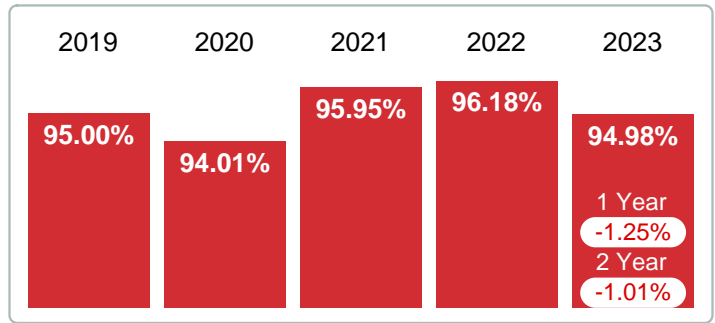
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

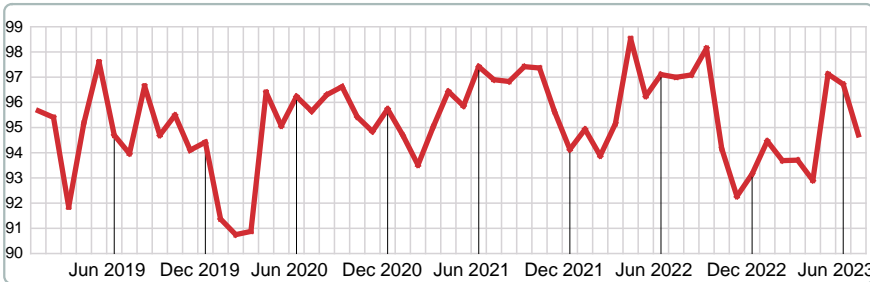
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

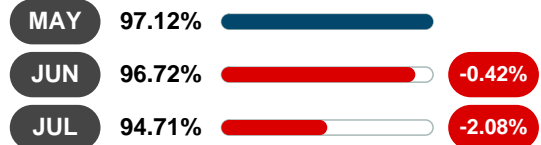


### 3 MONTHS

5 year JUL AVG = 95.64%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.71%** below the 5 yr JUL average of **95.64%**



### 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	4	7.55%	83.75%	94.34%	84.77%	71.11%	0.00%
\$50,001 - \$100,000	8	15.09%	94.94%	100.00%	93.26%	0.00%	0.00%
\$100,001 - \$150,000	3	5.66%	95.80%	96.46%	94.47%	0.00%	0.00%
\$150,001 - \$225,000	14	26.42%	96.67%	85.06%	98.76%	95.24%	86.76%
\$225,001 - \$325,000	12	22.64%	97.36%	0.00%	98.00%	95.42%	0.00%
\$325,001 - \$525,000	6	11.32%	97.06%	96.07%	99.36%	94.10%	0.00%
\$525,001 and up	6	11.32%	88.93%	0.00%	86.20%	95.19%	84.62%
Average Sold/List Ratio		94.70%		95.48%	95.67%	92.35%	85.69%
Total Closed Units		53	100%	7	35	9	2
Total Closed Volume		13,734,724		1.03M	8.11M	3.31M	1.29M

# July 2023



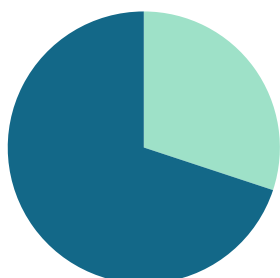
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

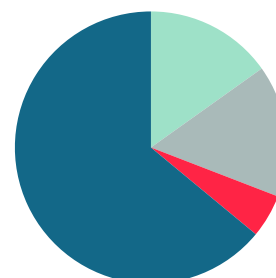


**Inventory**  
 New Listings  
**89 = 30.07%**  
 Start Inventory  
**207**  
 Total Inventory Units  
**296**  
 Volume  
**\$93,136,041**

### Market Activity

Closed Sales  
**53 = 15.14%**  
 Pending Sales  
**55 = 15.71%**  
 Other Off Market  
**18 = 5.14%**  
 Active Inventory  
**224 = 64.00%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	79	53	-32.91%	552	434	-21.38%
Pending Sales	65	55	-15.38%	530	448	-15.47%
New Listings	106	89	-16.04%	667	632	-5.25%
Average List Price	237,652	277,091	16.60%	215,189	235,385	9.39%
Average Sale Price	227,501	259,146	13.91%	207,344	221,917	7.03%
Average Percent of Selling Price to List Price	96.99%	94.71%	-2.36%	96.18%	94.98%	-1.25%
Average Days on Market to Sale	34.72	43.87	26.34%	37.21	46.64	25.33%
Monthly Inventory	204	224	9.80%	204	224	9.80%
Months Supply of Inventory	2.41	3.58	48.60%	2.41	3.58	48.60%

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

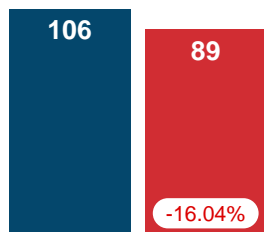
**Inventory** on July 31, 2023 = **224**

**2022** **2023**

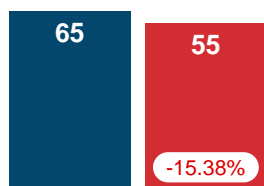
### JULY MARKET

### AVERAGE PRICES

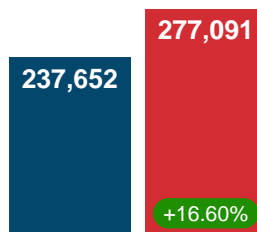
#### New Listings



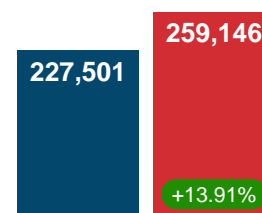
#### Pending Listings



#### List Price



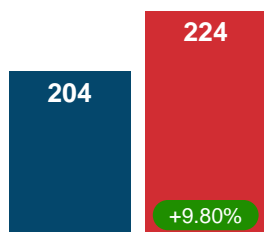
#### Sale Price



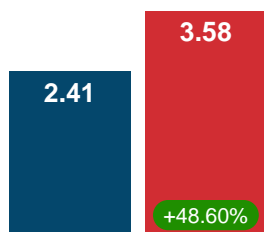
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

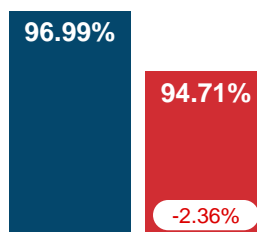
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

