

July 2023



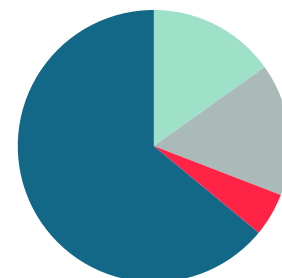
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	189,000	219,000	15.87%
Median Sale Price	185,000	222,000	20.00%
Median Percent of Selling Price to List Price	99.14%	96.07%	-3.09%
Median Days on Market to Sale	11.00	26.00	136.36%
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.

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 **20.00%** in July 2023 to \$222,000 versus the previous year at \$185,000.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 15.00 days or **136.36%** in July 2023 compared to last year's same month at **11.00** 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 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.

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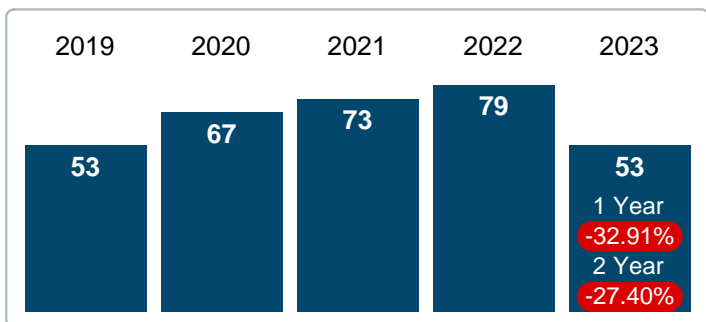
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



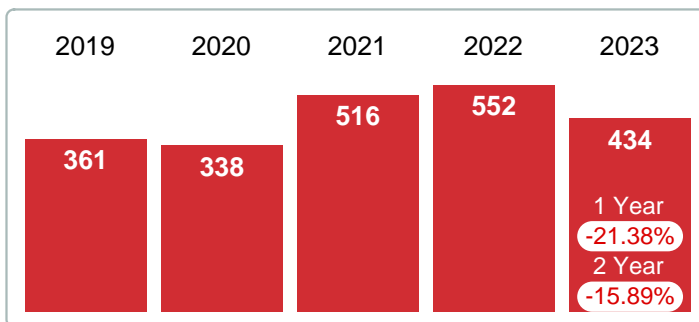
CLOSED LISTINGS

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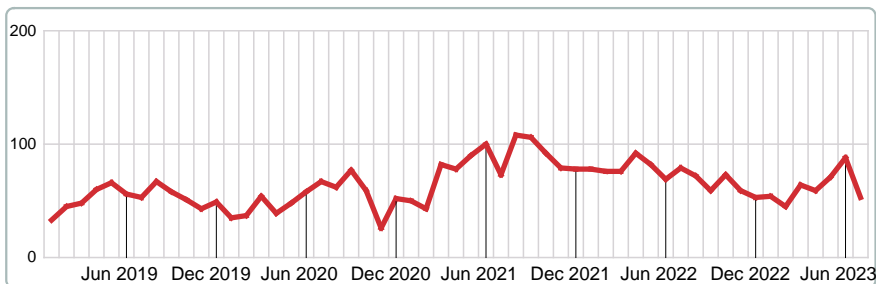
JULY



YEAR TO DATE (YTD)

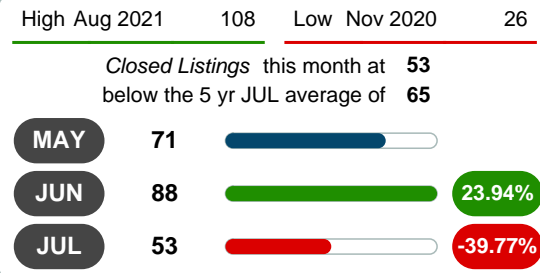


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65



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	4	7.55%	41.0	1	2	1	0
\$50,001 - \$100,000	8	15.09%	18.0	2	6	0	0
\$100,001 - \$150,000	3	5.66%	37.0	2	1	0	0
\$150,001 - \$225,000	14	26.42%	12.5	1	11	1	1
\$225,001 - \$325,000	12	22.64%	21.5	0	9	3	0
\$325,001 - \$525,000	6	11.32%	28.0	1	3	2	0
\$525,001 and up	6	11.32%	95.5	0	3	2	1
Total Closed Units	53			7	35	9	2
Total Closed Volume	13,734,724	100%	26.0	1.03M	8.11M	3.31M	1.29M
Median Closed Price	\$222,000			\$130,000	\$222,000	\$318,000	\$645,000

July 2023



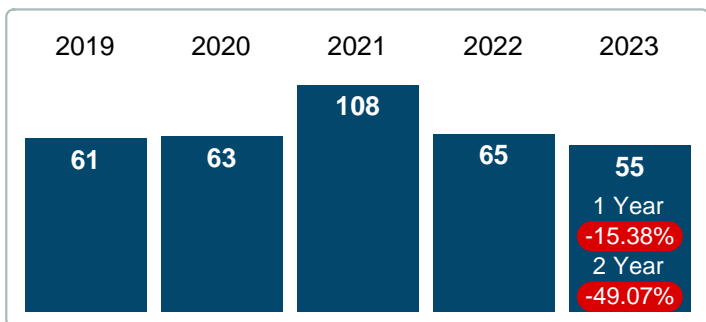
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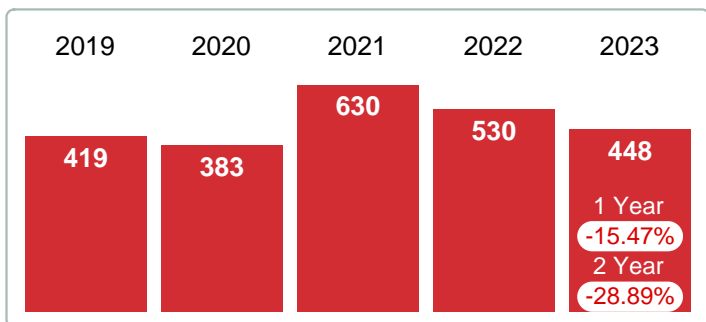
PENDING LISTINGS

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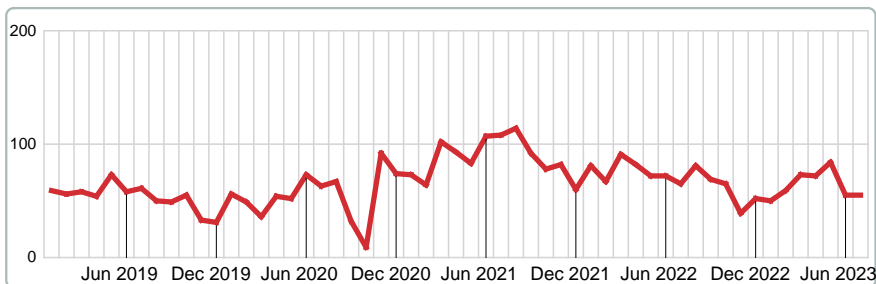
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 70

High Aug 2021 114 | Low Oct 2020 9

Pending Listings this month at **55**
 below the 5 yr JUL average of **70**

- MAY: 84
- JUN: 55 (-34.52%)
- JUL: 55 (0.00%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.09%	77.0	4	1	0	0
\$75,001 - \$125,000	7	12.73%	44.0	5	1	1	0
\$125,001 - \$150,000	7	12.73%	15.0	4	3	0	0
\$150,001 - \$250,000	16	29.09%	35.0	4	10	2	0
\$250,001 - \$275,000	5	9.09%	14.0	1	3	1	0
\$275,001 - \$400,000	9	16.36%	15.0	0	6	3	0
\$400,001 and up	6	10.91%	35.0	1	3	1	1
Total Pending Units	55			19	27	8	1
Total Pending Volume	12,330,798	100%	28.0	2.84M	6.79M	2.30M	409.00K
Median Listing Price	\$225,000			\$129,000	\$228,000	\$272,400	\$409,000

July 2023



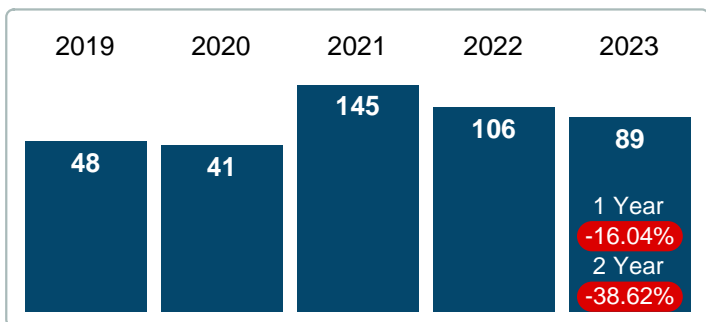
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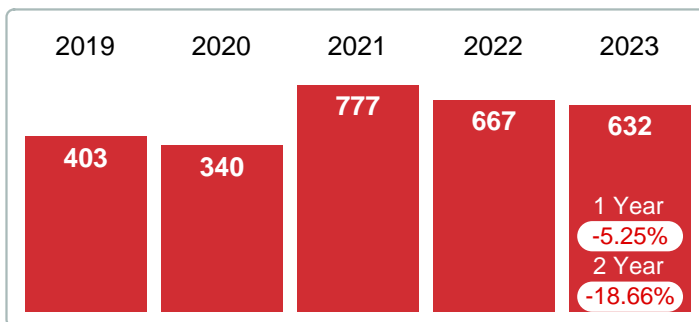
NEW LISTINGS

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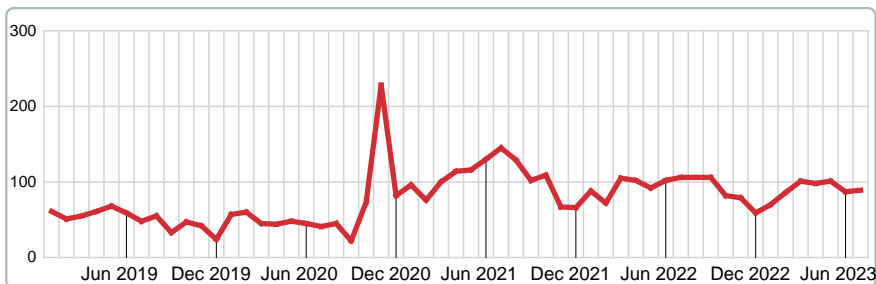
JULY



YEAR TO DATE (YTD)

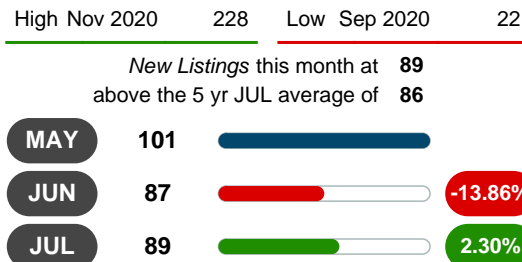


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	9	10.11%	5	4	0	0
\$75,001 - \$125,000	6	6.74%	4	1	1	0
\$125,001 - \$175,000	14	15.73%	6	7	1	0
\$175,001 - \$250,000	23	25.84%	3	12	8	0
\$250,001 - \$325,000	16	17.98%	0	11	4	1
\$325,001 - \$475,000	12	13.48%	1	7	3	1
\$475,001 and up	9	10.11%	0	5	3	1
Total New Listed Units	89		19	47	20	3
Total New Listed Volume	25,086,050	100%	2.68M	14.80M	6.44M	1.17M
Median New Listed Listing Price	\$229,000		\$129,000	\$249,000	\$264,900	\$349,000

July 2023



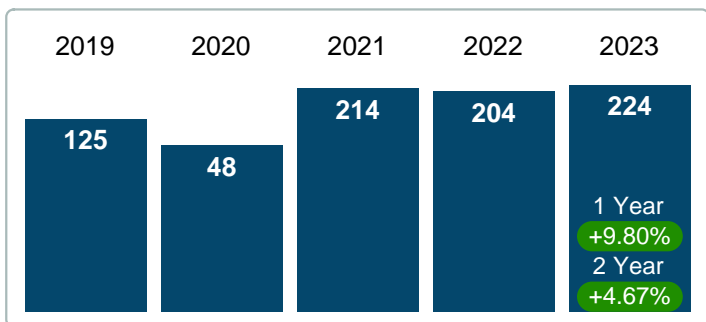
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



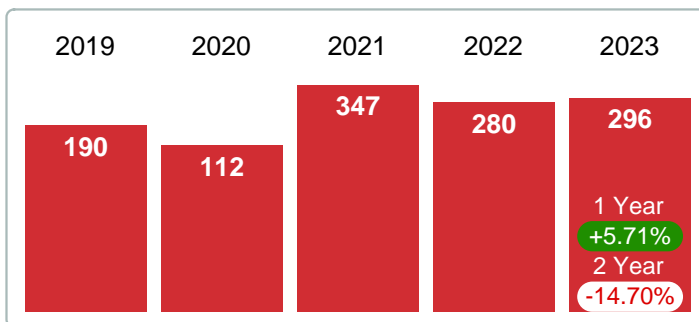
ACTIVE INVENTORY

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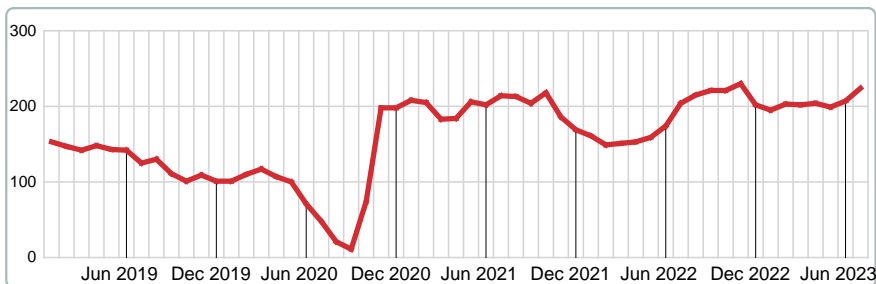
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 163

High Nov 2022 230 Low Sep 2020 11

Inventory this month at 224 above the 5 yr JUL average of 163



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	9.38%	54.0	12	8	1	0
\$75,001 - \$125,000	24	10.71%	87.5	12	10	2	0
\$125,001 - \$150,000	26	11.61%	84.5	8	16	1	1
\$150,001 - \$275,000	64	28.57%	42.5	12	38	13	1
\$275,001 - \$375,000	36	16.07%	55.0	4	17	10	5
\$375,001 - \$675,000	30	13.39%	82.5	2	16	10	2
\$675,001 and up	23	10.27%	82.0	1	11	9	2
Total Active Inventory by Units	224			51	116	46	11
Total Active Inventory by Volume	75,397,943	100%	62.0	8.42M	39.74M	21.53M	5.71M
Median Active Inventory Listing Price	\$229,900			\$129,000	\$232,450	\$329,450	\$349,000

July 2023



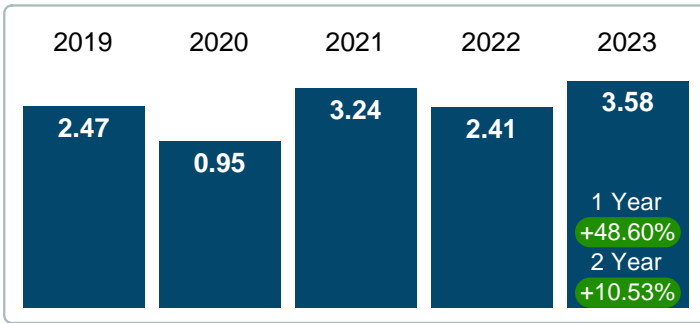
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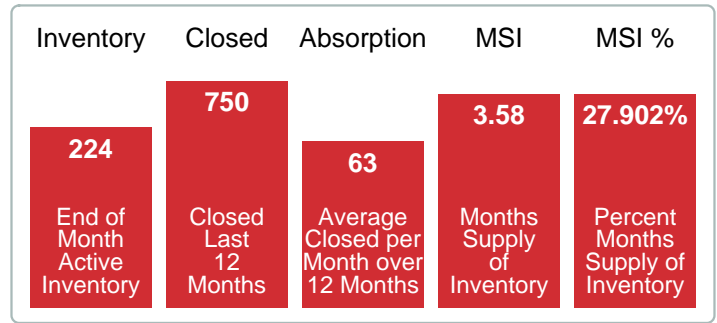
MONTHS SUPPLY of INVENTORY (MSI)

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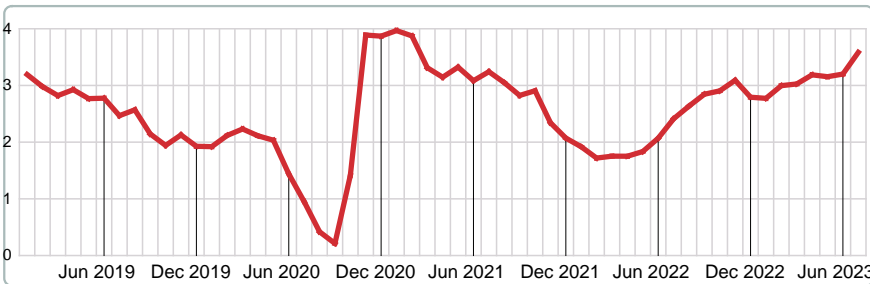
MSI FOR JULY



INDICATORS FOR JULY 2023

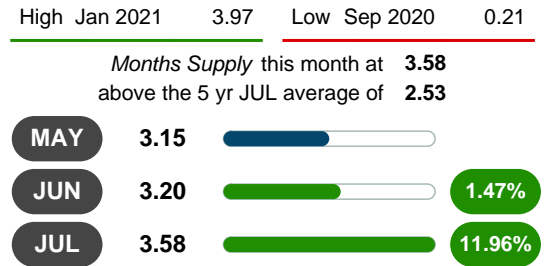


5 YEAR MARKET ACTIVITY TRENDS



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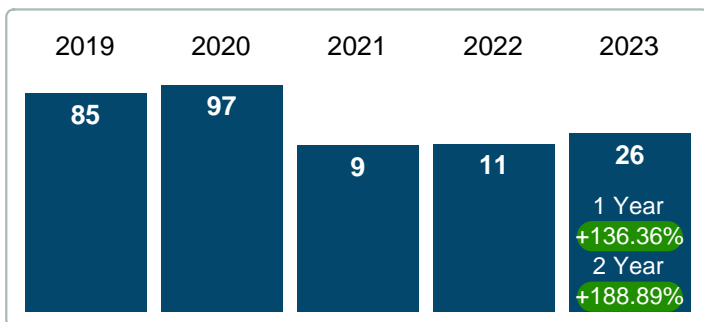
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



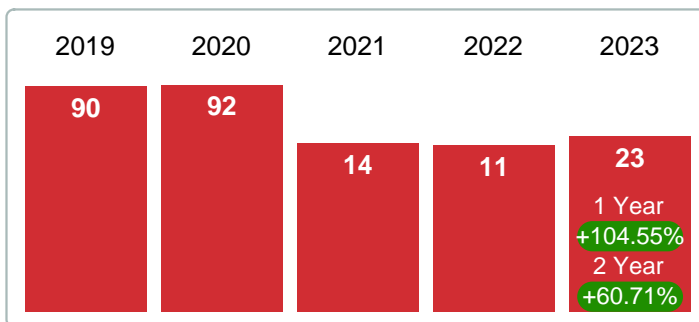
MEDIAN DAYS ON MARKET TO SALE

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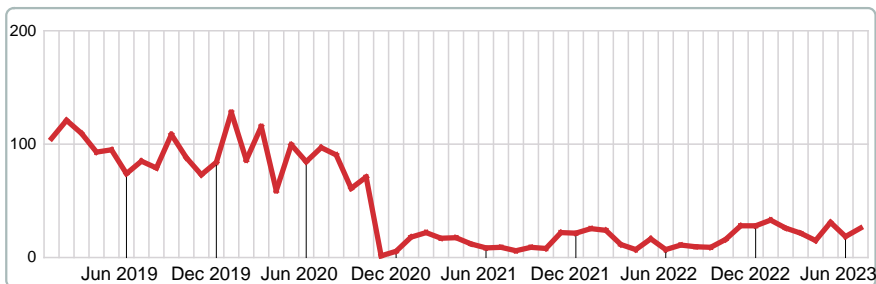
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

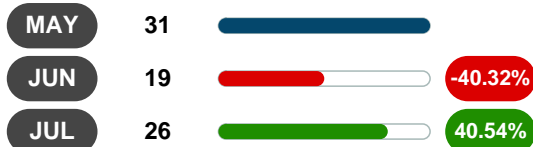


3 MONTHS

5 year JUL AVG = 46

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 26 below the 5 yr JUL average of 46



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	7.55%	41	3	44	71	0
\$50,001 - \$100,000	15.09%	18	12	22	0	0
\$100,001 - \$150,000	5.66%	37	54	31	0	0
\$150,001 - \$225,000	26.42%	13	92	8	28	27
\$225,001 - \$325,000	22.64%	22	0	23	20	0
\$325,001 - \$525,000	11.32%	28	26	9	48	0
\$525,001 and up	11.32%	96	0	133	29	347
Median Closed DOM		26	26	16	30	187
Total Closed Units	100%	53	7	35	9	2
Total Closed Volume		13,734,724	1.03M	8.11M	3.31M	1.29M

July 2023



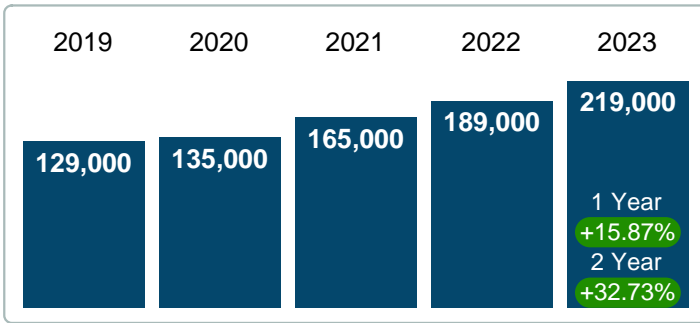
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



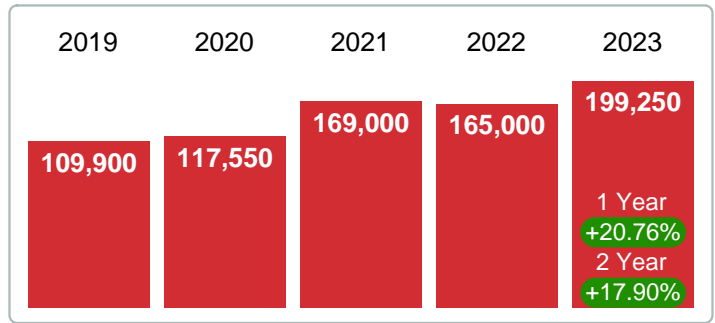
MEDIAN LIST PRICE AT CLOSING

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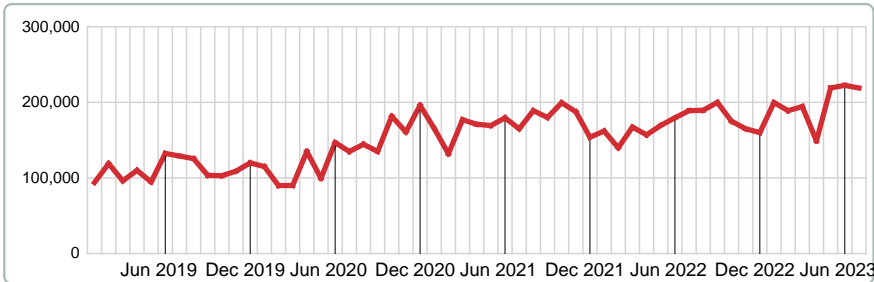
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

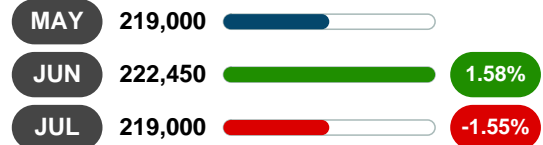


3 MONTHS

5 year JUL AVG = 167,400

High Jun 2023 222,450 Low Feb 2020 89,900

Median List Price at Closing this month at **219,000** above the 5 yr JUL average of **167,400**



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	3.77%	47,450	0	49,900	45,000	0
\$50,001 - \$100,000	16.98%	75,000	69,000	83,000	0	0
\$100,001 - \$150,000	11.32%	141,400	139,450	145,450	0	0
\$150,001 - \$225,000	22.64%	204,500	217,500	179,900	210,000	219,000
\$225,001 - \$325,000	22.64%	249,950	0	249,900	295,000	0
\$325,001 - \$525,000	11.32%	410,500	369,000	406,000	459,450	0
\$525,001 and up	11.32%	728,650	0	650,000	728,650	1,300,000
Median List Price		219,000	139,000	219,000	319,000	759,500
Total Closed Units		53	7	35	9	2
Total Closed Volume		14,685,800	1.09M	8.58M	3.50M	1.52M

July 2023



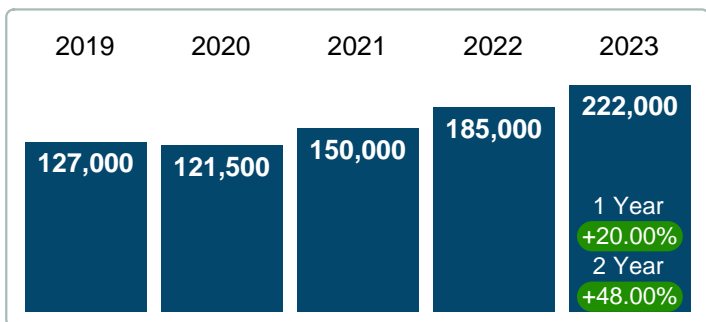
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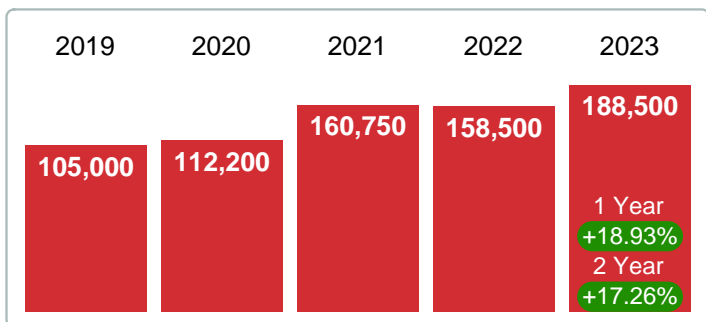
MEDIAN SOLD PRICE AT CLOSING

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JULY



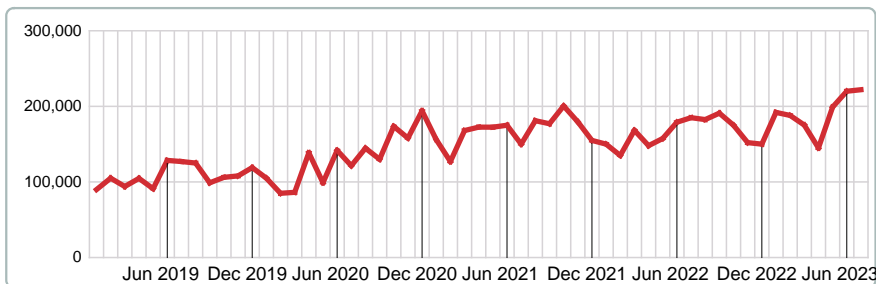
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUL AVG = 161,100



High Jul 2023 222,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at **222,000** above the 5 yr JUL average of **161,100**

MAY	199,000	
JUN	220,000	10.55%
JUL	222,000	0.91%

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	7.55%	47,500	50,000	47,500	32,000	0
\$50,001 - \$100,000	15.09%	88,250	84,500	88,250	0	0
\$100,001 - \$150,000	5.66%	135,000	134,500	135,000	0	0
\$150,001 - \$225,000	26.42%	182,000	185,000	173,000	200,000	190,000
\$225,001 - \$325,000	22.64%	246,000	0	245,000	273,000	0
\$325,001 - \$525,000	11.32%	407,500	354,500	400,000	432,500	0
\$525,001 and up	11.32%	692,500	0	610,000	692,500	1,100,000
Median Sold Price		222,000	130,000	222,000	318,000	645,000
Total Closed Units	100%	222,000	7	35	9	2
Total Closed Volume		13,734,724	1.03M	8.11M	3.31M	1.29M

July 2023



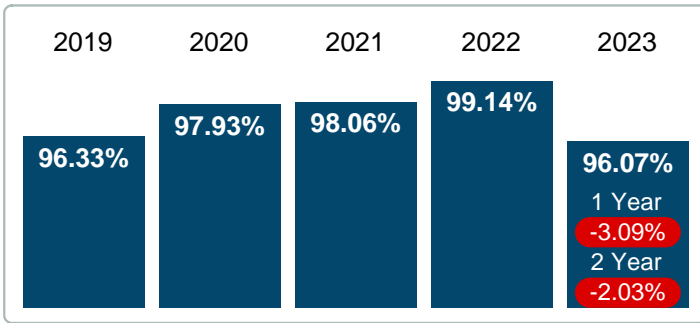
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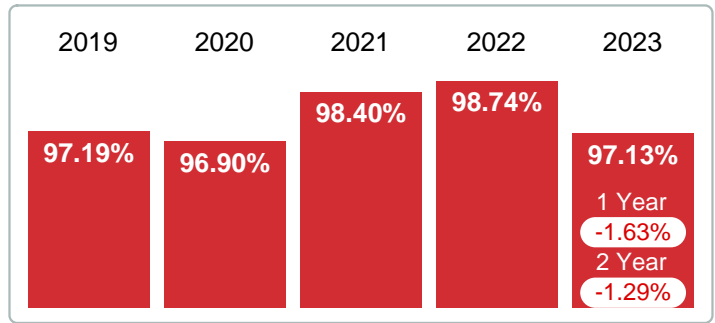
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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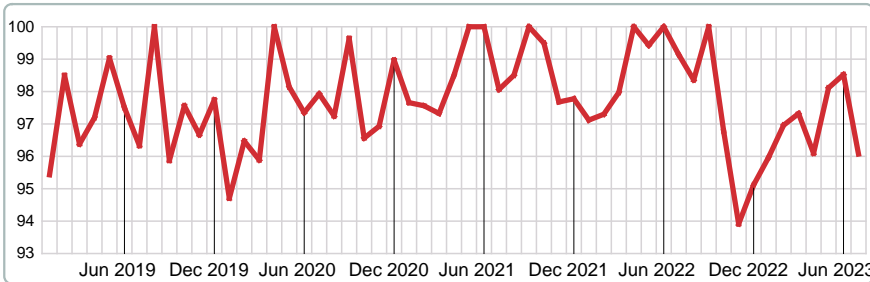
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

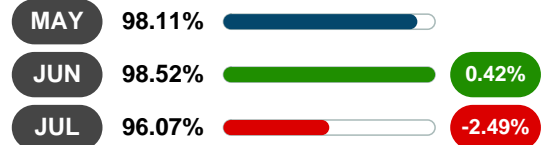


3 MONTHS

5 year JUL AVG = 97.51%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.07%**
below the 5 yr JUL average of **97.51%**



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	4	7.55%	84.77%	94.34%	84.77%	71.11%	0.00%
\$50,001 - \$100,000	8	15.09%	97.96%	100.00%	92.76%	0.00%	0.00%
\$100,001 - \$150,000	3	5.66%	94.47%	96.46%	94.47%	0.00%	0.00%
\$150,001 - \$225,000	14	26.42%	99.75%	85.06%	100.00%	95.24%	86.76%
\$225,001 - \$325,000	12	22.64%	98.56%	0.00%	100.00%	94.04%	0.00%
\$325,001 - \$525,000	6	11.32%	96.56%	96.07%	98.52%	94.10%	0.00%
\$525,001 and up	6	11.32%	88.51%	0.00%	83.20%	95.19%	84.62%
Median Sold/List Ratio		96.07%		96.07%	97.43%	94.04%	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



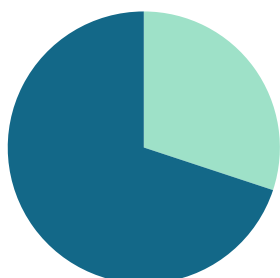
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

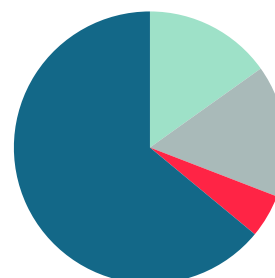


Inventory
 New Listings
89 = 30.07%
 Start Inventory
207
 Total Inventory Units
296
 Volume
\$93,136,041

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%
Median List Price	189,000	219,000	15.87%	165,000	199,250	20.76%
Median Sale Price	185,000	222,000	20.00%	158,500	188,500	18.93%
Median Percent of Selling Price to List Price	99.14%	96.07%	-3.09%	98.74%	97.13%	-1.63%
Median Days on Market to Sale	11.00	26.00	136.36%	11.00	22.50	104.55%
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

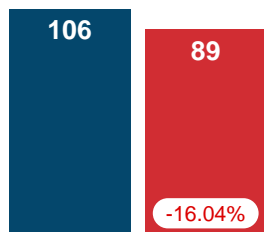
Inventory on July 31, 2023 = **224**

2022 **2023**

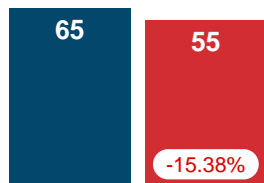
JULY MARKET

MEDIAN PRICES

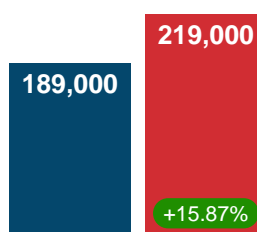
New Listings



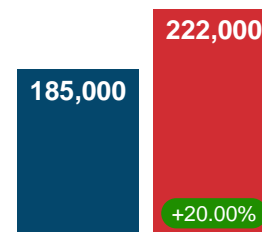
Pending Listings



List Price



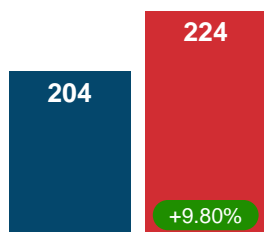
Sale Price



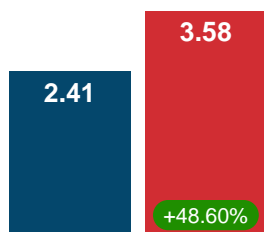
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

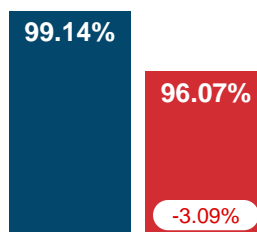
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

