

June 2023



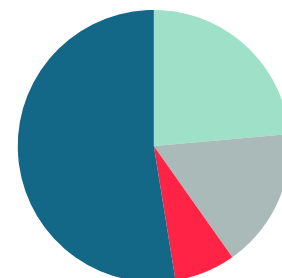
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	69	88	27.54%
Pending Listings	72	62	-13.89%
New Listings	102	87	-14.71%
Average List Price	237,525	255,689	7.65%
Average Sale Price	229,625	245,850	7.07%
Average Percent of Selling Price to List Price	97.10%	96.72%	-0.40%
Average Days on Market to Sale	17.09	47.55	178.26%
End of Month Inventory	174	196	12.64%
Months Supply of Inventory	2.07	3.03	46.47%



■ Closed (23.59%)
■ Pending (16.62%)
■ Other OffMarket (7.24%)
■ Active (52.55%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of June 30, 2023 = **196**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **12.64%** to 196 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **3.03** 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 **7.07%** in June 2023 to \$245,850 versus the previous year at \$229,625.

Average Days on Market Lengthens

The average number of **47.55** days that homes spent on the market before selling increased by 30.46 days or **178.26%** in June 2023 compared to last year's same month at **17.09** DOM.

Sales Success for June 2023 is Positive

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

There were 87 New Listings in June 2023, down **14.71%** from last year at 102. Furthermore, there were 88 Closed Listings this month versus last year at 69, a **27.54%** increase.

Closed versus Listed trends yielded a **101.1%** ratio, up from previous year's, June 2022, at **67.6%**, a **49.53%** upswing. This will certainly create pressure on an increasing 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

June 2023



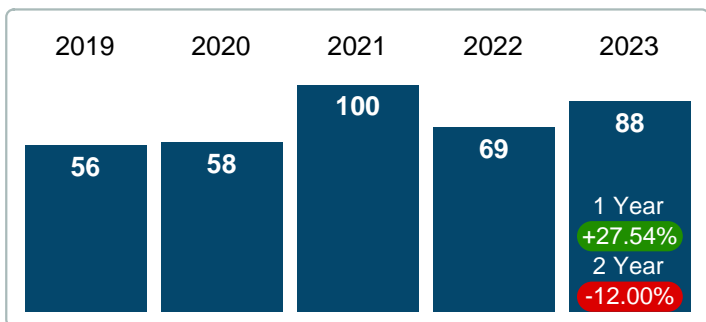
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



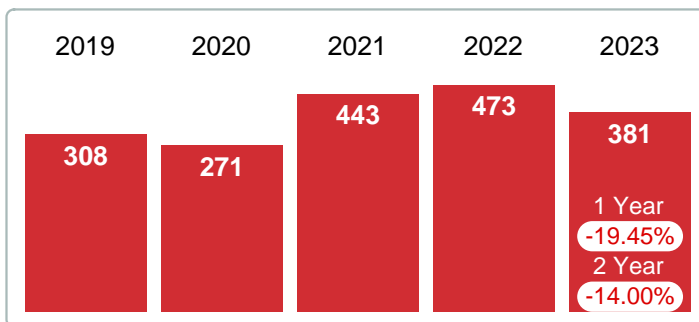
CLOSED LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

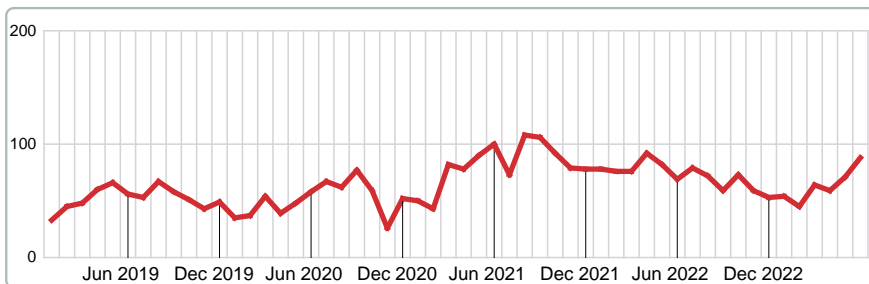
JUNE



YEAR TO DATE (YTD)

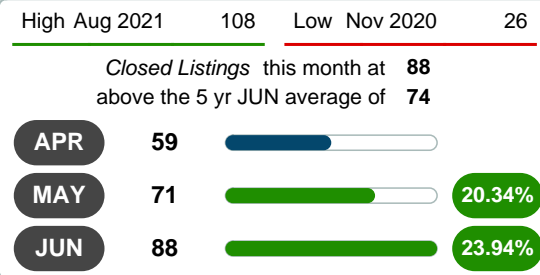


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	18	20.45%	78.7	13	3	1	1
\$100,001 - \$150,000	13	14.77%	65.1	5	7	1	0
\$150,001 - \$250,000	23	26.14%	22.7	3	15	3	2
\$250,001 - \$325,000	11	12.50%	43.7	0	4	7	0
\$325,001 - \$425,000	16	18.18%	37.9	1	7	7	1
\$425,001 and up	7	7.95%	44.7	0	2	2	3
Total Closed Units	88			22	38	21	7
Total Closed Volume	21,634,800	100%	47.5	2.27M	9.32M	6.86M	3.18M
Average Closed Price	\$245,850			\$103,091	\$245,371	\$326,729	\$454,486

June 2023



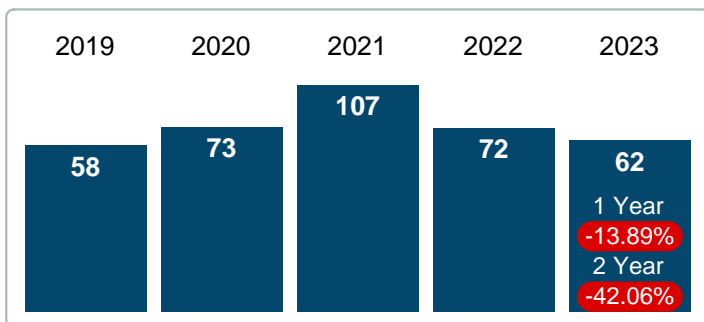
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



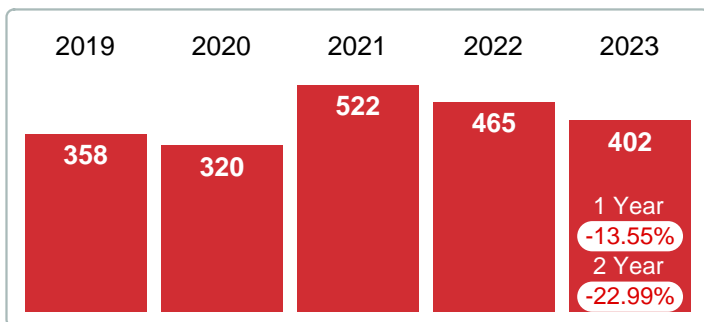
PENDING LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

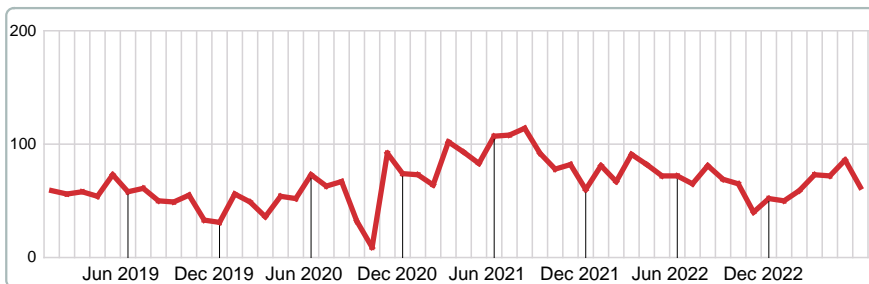
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 62 below the 5 yr JUN average of 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	6	9.68%	8.0	5	1	0	0
\$80,001 - \$130,000	7	11.29%	54.7	3	4	0	0
\$130,001 - \$170,000	9	14.52%	27.2	2	7	0	0
\$170,001 - \$220,000	13	20.97%	51.1	1	10	0	2
\$220,001 - \$280,000	12	19.35%	33.0	0	11	1	0
\$280,001 - \$390,000	8	12.90%	30.4	1	4	3	0
\$390,001 and up	7	11.29%	61.3	0	3	4	0
Total Pending Units	62			12	40	8	2
Total Pending Volume	13,895,000	100%	24.3	1.48M	8.81M	3.21M	393.90K
Average Listing Price	\$137,433			\$123,283	\$220,245	\$401,488	\$196,950

June 2023



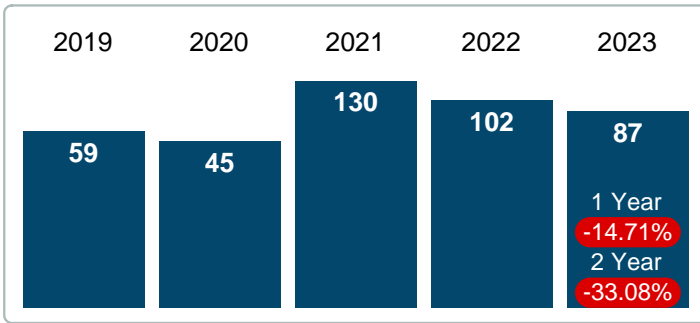
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



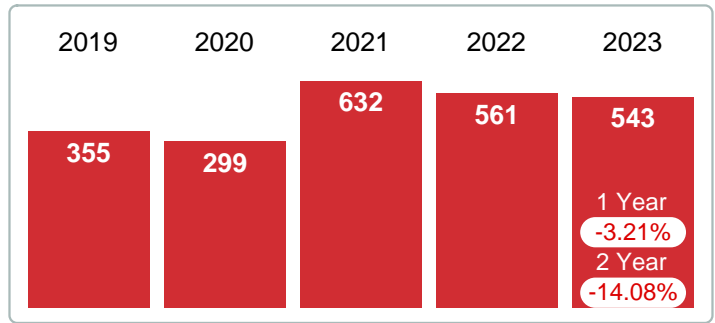
NEW LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

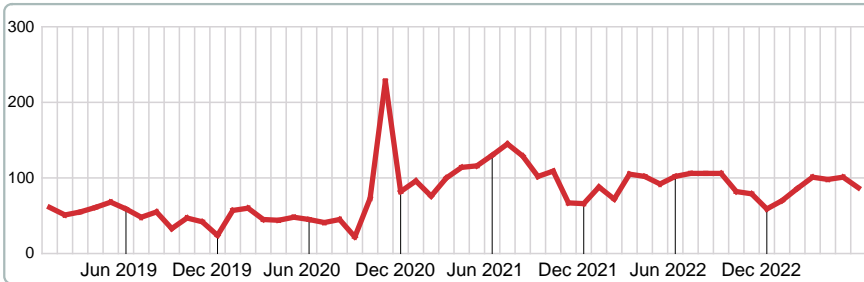
JUNE



YEAR TO DATE (YTD)

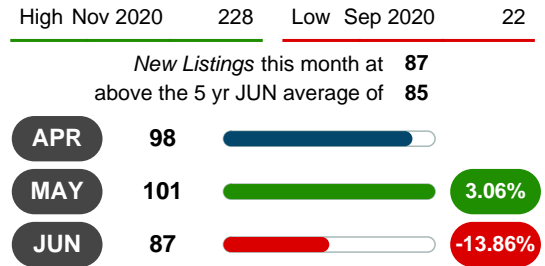


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.90%	5	1	0	0
\$50,001 - \$125,000	11	12.64%	8	3	0	0
\$125,001 - \$175,000	14	16.09%	3	11	0	0
\$175,001 - \$250,000	19	21.84%	3	11	4	1
\$250,001 - \$325,000	17	19.54%	1	10	6	0
\$325,001 - \$450,000	11	12.64%	0	6	4	1
\$450,001 and up	9	10.34%	1	5	2	1
Total New Listed Units	87		21	47	16	3
Total New Listed Volume	22,958,988	100%	2.98M	12.25M	6.10M	1.63M
Average New Listed Listing Price	\$171,967		\$142,138	\$260,581	\$381,362	\$541,667

June 2023



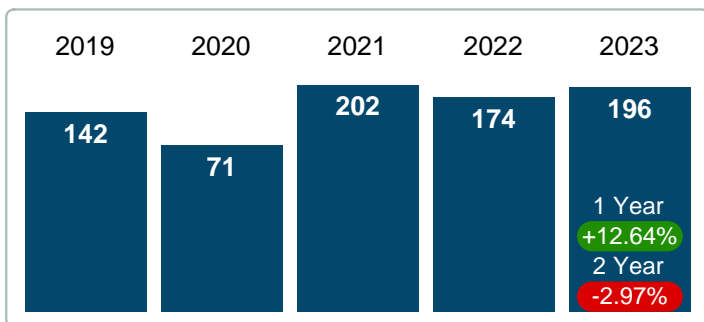
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



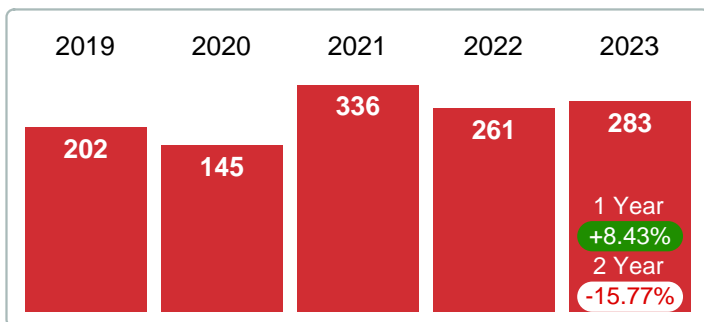
ACTIVE INVENTORY

Report produced on Jul 13, 2023 for MLS Technology Inc.

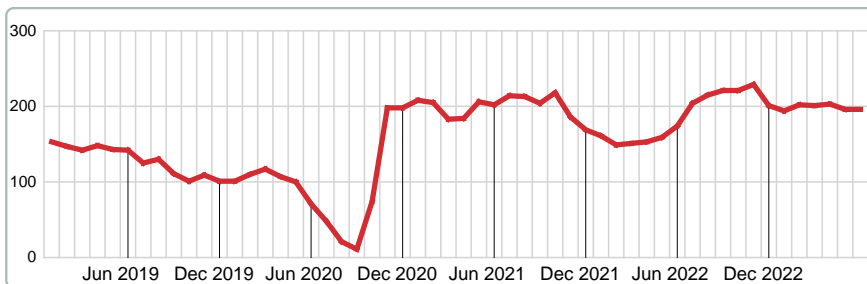
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

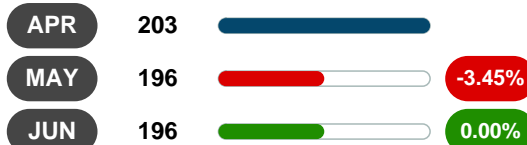


3 MONTHS

5 year JUN AVG = 157

High Nov 2022 229 Low Sep 2020 11

Inventory this month at 196
above the 5 yr JUN average of 157



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	14	7.14%	97.6	10	4	0	0
\$75,001 - \$125,000	26	13.27%	72.8	15	10	1	0
\$125,001 - \$150,000	25	12.76%	94.1	8	15	1	1
\$150,001 - \$275,000	52	26.53%	58.2	12	30	9	1
\$275,001 - \$400,000	34	17.35%	66.0	4	16	10	4
\$400,001 - \$675,000	23	11.73%	86.9	3	12	7	1
\$675,001 and up	22	11.22%	84.9	2	9	8	3
Total Active Inventory by Units	196			54	96	36	10
Total Active Inventory by Volume	66,493,991	100%	75.2	10.16M	32.04M	18.54M	5.76M
Average Active Inventory Listing Price	\$339,255			\$188,074	\$333,724	\$514,917	\$576,350

June 2023



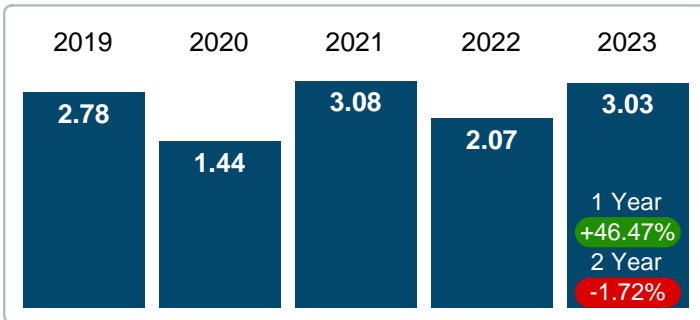
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



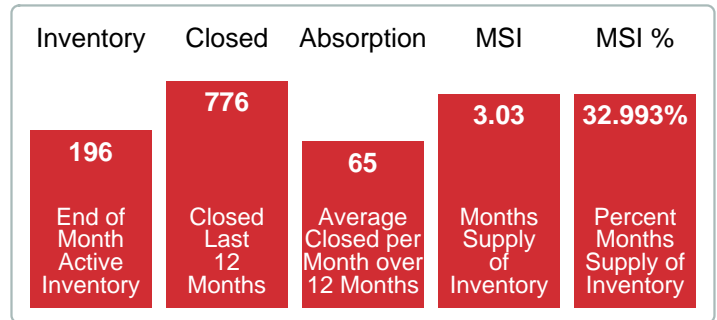
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 13, 2023 for MLS Technology Inc.

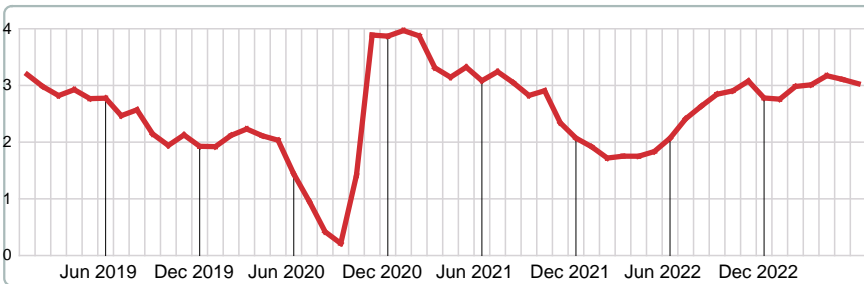
MSI FOR JUNE



INDICATORS FOR JUNE 2023

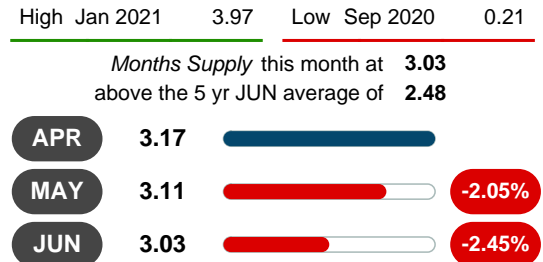


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.48



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	14	7.14%	1.41	1.54	1.41	0.00	0.00
\$75,001 - \$125,000	26	13.27%	2.60	3.33	2.18	1.20	0.00
\$125,001 - \$150,000	25	12.76%	4.05	3.69	4.50	1.71	12.00
\$150,001 - \$275,000	52	26.53%	2.11	4.24	1.82	1.80	3.00
\$275,001 - \$400,000	34	17.35%	4.16	6.86	3.25	4.14	16.00
\$400,001 - \$675,000	23	11.73%	4.93	18.00	6.26	3.11	3.00
\$675,001 and up	22	11.22%	20.31	0.00	15.43	32.00	12.00
Market Supply of Inventory (MSI)			3.03	3.22	2.77	3.06	6.67
Total Active Inventory by Units		100%	3.03	54	96	36	10

June 2023



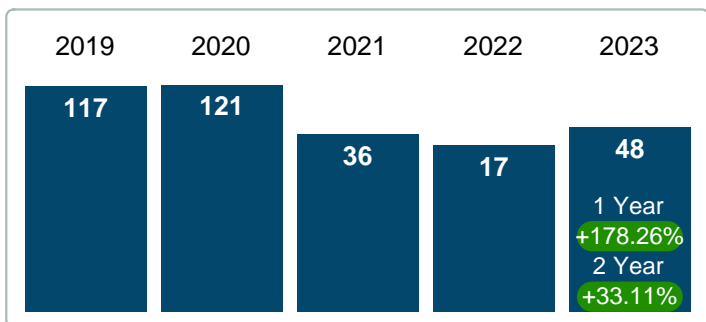
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



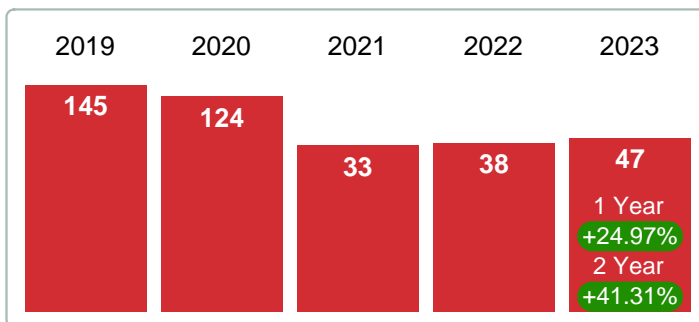
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 13, 2023 for MLS Technology Inc.

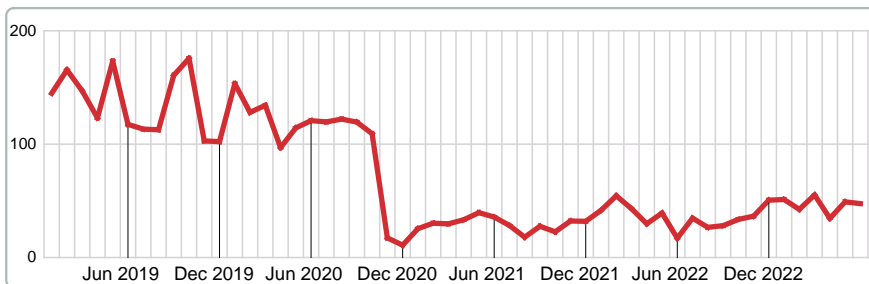
JUNE



YEAR TO DATE (YTD)

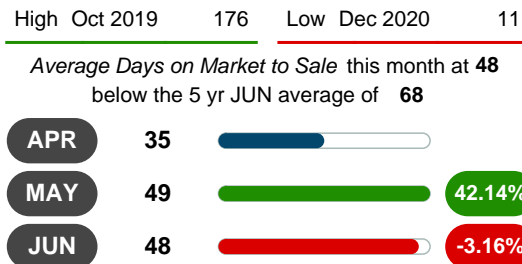


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$100,000	20.45%	79	70	103	1	201
\$100,001 - \$150,000	14.77%	65	92	36	131	0
\$150,001 - \$250,000	26.14%	23	6	24	44	6
\$250,001 - \$325,000	12.50%	44	0	29	52	0
\$325,001 - \$425,000	18.18%	38	21	61	22	9
\$425,001 and up	7.95%	45	0	57	5	63
Average Closed DOM		48	64	41	38	59
Total Closed Units	100%	48	22	38	21	7
Total Closed Volume		21,634,800	2.27M	9.32M	6.86M	3.18M

June 2023



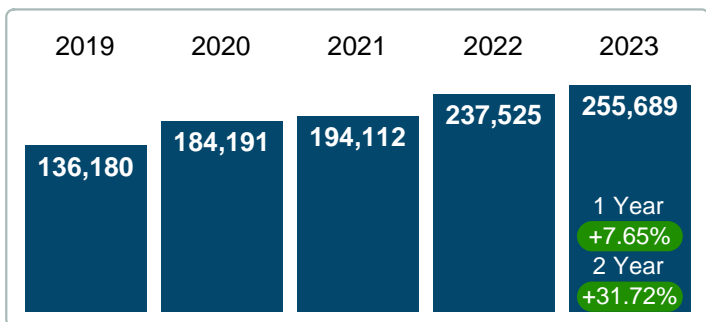
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



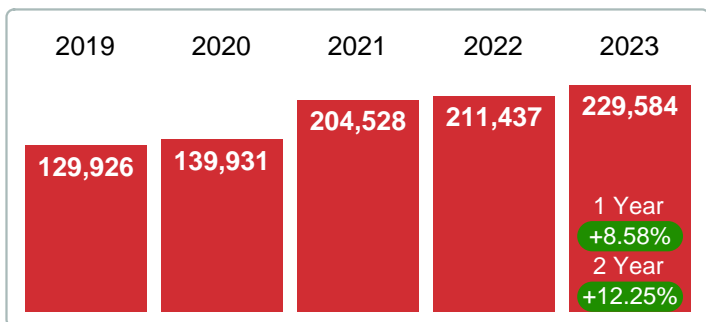
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 13, 2023 for MLS Technology Inc.

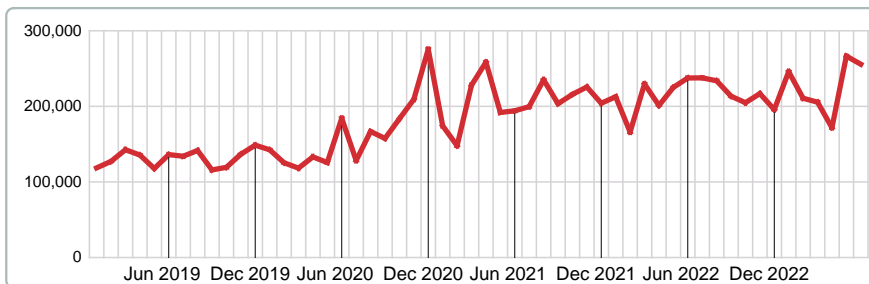
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

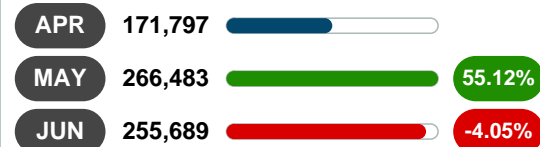


3 MONTHS

5 year JUN AVG = 201,539

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

Average List Price at Closing this month at **255,689**
above the 5 yr JUN average of **201,539**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$100,000	18	20.45%	69,183	69,185	86,967	80,000	69,000
\$100,001 - \$150,000	13	14.77%	129,662	114,380	134,243	110,000	0
\$150,001 - \$250,000	23	26.14%	210,991	189,133	216,427	193,000	234,500
\$250,001 - \$325,000	11	12.50%	291,954	0	277,625	300,286	0
\$325,001 - \$425,000	15	17.05%	372,967	349,000	368,286	392,500	349,000
\$425,001 and up	8	9.09%	738,862	0	824,500	699,450	808,000
Average List Price			255,689	108,532	257,487	334,162	473,000
Total Closed Units		100%	255,689	22	38	21	7
Total Closed Volume			22,500,596	2.39M	9.78M	7.02M	3.31M

June 2023



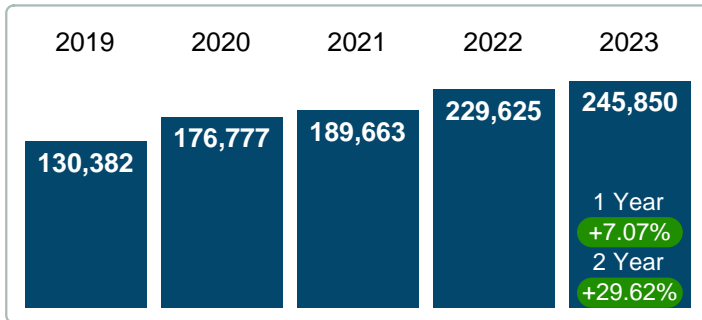
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



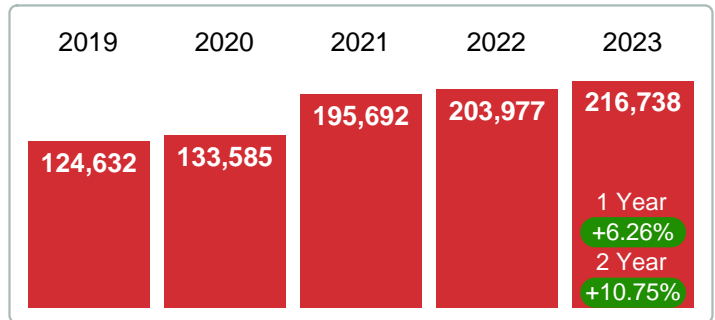
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 13, 2023 for MLS Technology Inc.

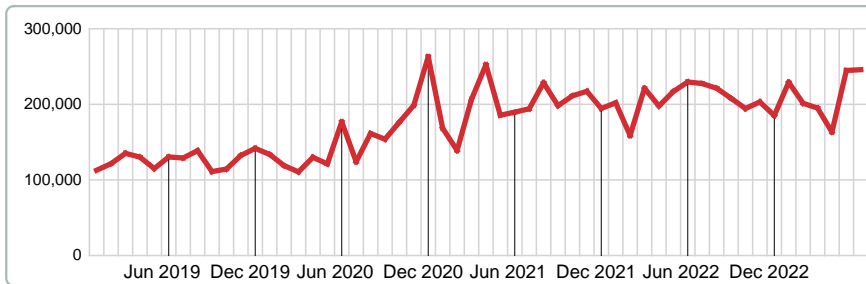
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

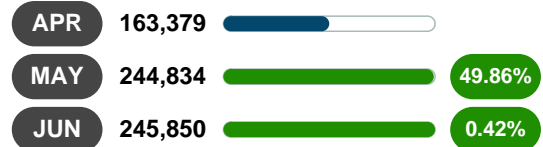


3 MONTHS

5 year JUN AVG = 194,460

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

Average Sold Price at Closing this month at **245,850**
above the 5 yr JUN average of **194,460**



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$100,000	20.45%	59,361	58,000	68,167	70,000	40,000
\$100,001 - \$150,000	14.77%	129,246	127,600	132,914	111,800	0
\$150,001 - \$250,000	26.14%	208,287	178,667	213,480	190,333	240,700
\$250,001 - \$325,000	12.50%	282,182	0	270,500	288,857	0
\$325,001 - \$425,000	18.18%	375,094	340,000	367,143	394,500	330,000
\$425,001 and up	7.95%	712,857	0	667,500	662,500	776,667
Average Sold Price		245,850	103,091	245,371	326,729	454,486
Total Closed Units	100%	245,850	22	38	21	7
Total Closed Volume		21,634,800	2.27M	9.32M	6.86M	3.18M

June 2023



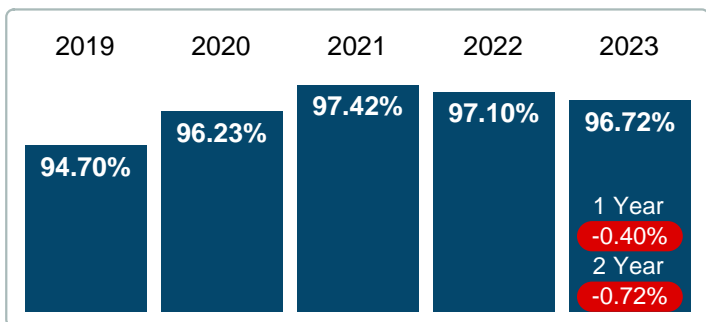
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



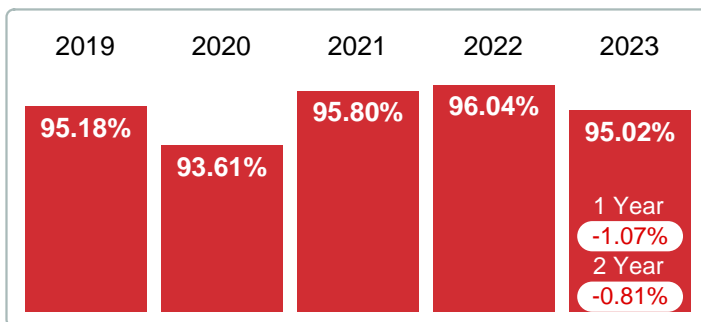
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.

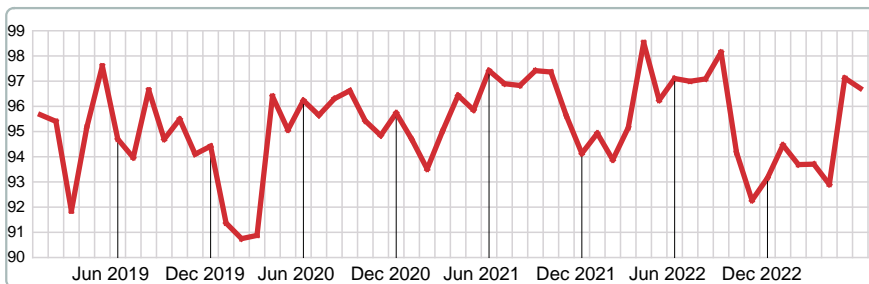
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

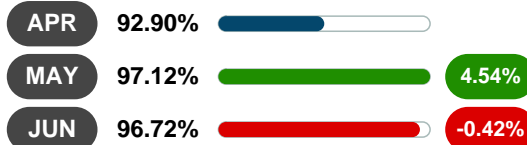


3 MONTHS

5 year JUN AVG = 96.43%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.72%** above the 5 yr JUN average of **96.43%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	18	20.45%	83.35%	86.57%	76.49%	87.50%	57.97%
\$100,001 - \$150,000	13	14.77%	110.06%	127.28%	98.96%	101.64%	0.00%
\$150,001 - \$250,000	23	26.14%	98.60%	95.01%	98.75%	98.65%	102.71%
\$250,001 - \$325,000	11	12.50%	96.71%	0.00%	97.53%	96.24%	0.00%
\$325,001 - \$425,000	16	18.18%	99.61%	97.42%	99.68%	100.58%	94.56%
\$425,001 and up	7	7.95%	93.51%	0.00%	85.94%	96.12%	96.82%
Average Sold/List Ratio		96.70%		97.47%	96.40%	97.86%	92.63%
Total Closed Units		88	100%	22	38	21	7
Total Closed Volume		21,634,800		2.27M	9.32M	6.86M	3.18M

June 2023



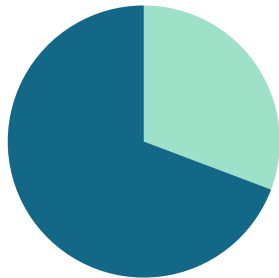
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

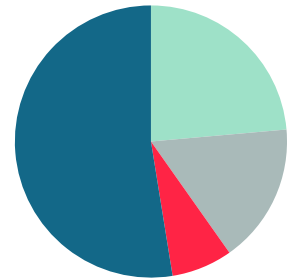


Inventory
 New Listings
87 = 30.74%
 Start Inventory
196
 Total Inventory Units
283
 Volume
\$87,911,585

Market Activity

Closed Sales
88 = 23.59%
 Pending Sales
62 = 16.62%
 Other Off Market
27 = 7.24%
 Active Inventory
196 = 52.55%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	69	88	27.54%	473	381	-19.45%
Pending Sales	72	62	-13.89%	465	402	-13.55%
New Listings	102	87	-14.71%	561	543	-3.21%
Average List Price	237,525	255,689	7.65%	211,437	229,584	8.58%
Average Sale Price	229,625	245,850	7.07%	203,977	216,738	6.26%
Average Percent of Selling Price to List Price	97.10%	96.72%	-0.40%	96.04%	95.02%	-1.07%
Average Days on Market to Sale	17.09	47.55	178.26%	37.63	47.02	24.97%
Monthly Inventory	174	196	12.64%	174	196	12.64%
Months Supply of Inventory	2.07	3.03	46.47%	2.07	3.03	46.47%

Absorption: Last 12 months, an Average of **65** Sales/Month

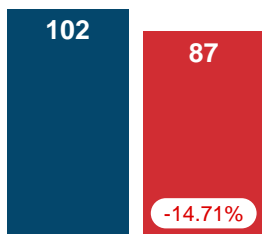
Inventory on June 30, 2023 = **196**

2022 **2023**

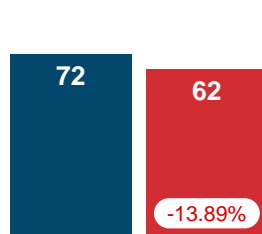
JUNE MARKET

AVERAGE PRICES

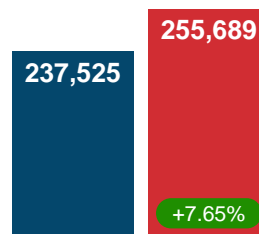
New Listings



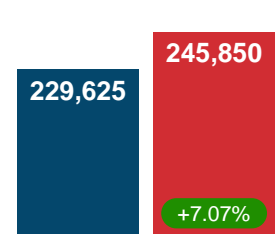
Pending Listings



List Price



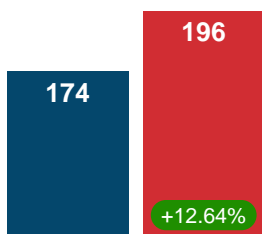
Sale Price



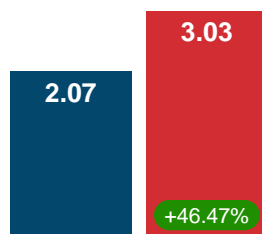
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

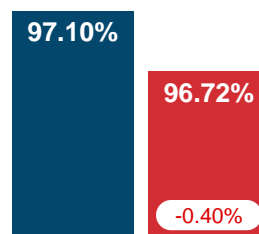
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

