

June 2023



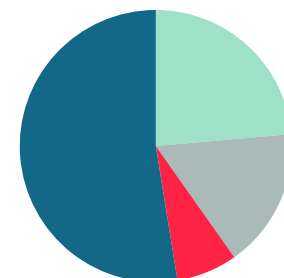
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	179,500	222,450	23.93%
Median Sale Price	179,000	220,000	22.91%
Median Percent of Selling Price to List Price	100.00%	98.52%	-1.48%
Median Days on Market to Sale	7.00	18.50	164.29%
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.

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 **22.91%** in June 2023 to \$220,000 versus the previous year at \$179,000.

Median Days on Market Lengthens

The median number of **18.50** days that homes spent on the market before selling increased by 11.50 days or **164.29%** in June 2023 compared to last year's same month at **7.00** DOM.

Sales Success for June 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 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.

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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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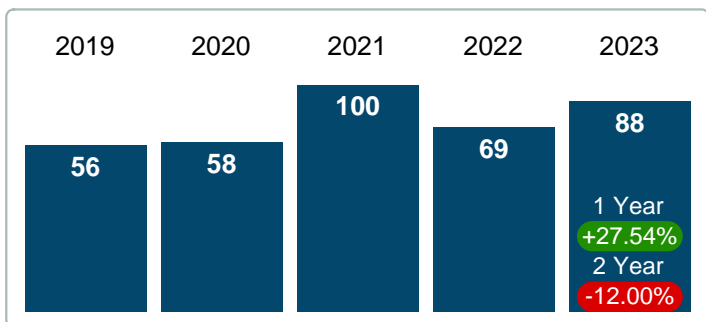
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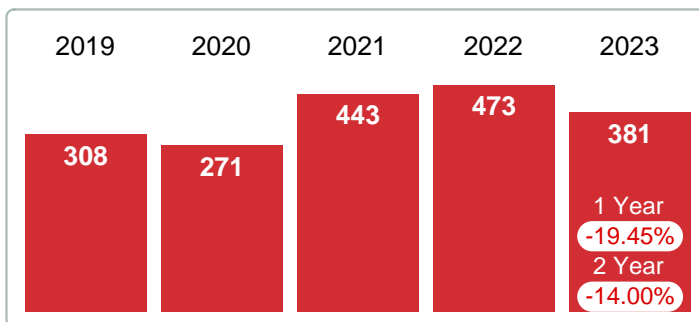
CLOSED LISTINGS

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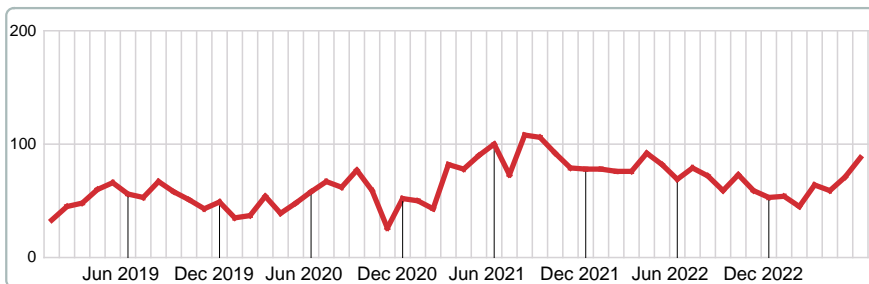
JUNE



YEAR TO DATE (YTD)

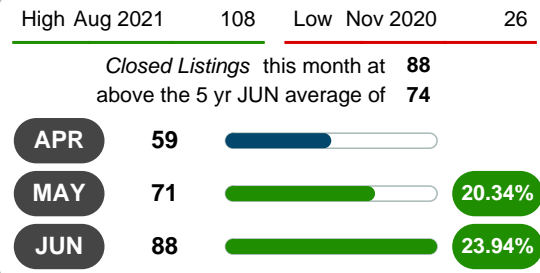


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	33.5	13	3	1	1
\$100,001 - \$150,000	13	14.77%	19.0	5	7	1	0
\$150,001 - \$250,000	23	26.14%	12.0	3	15	3	2
\$250,001 - \$325,000	11	12.50%	14.0	0	4	7	0
\$325,001 - \$425,000	16	18.18%	12.5	1	7	7	1
\$425,001 and up	7	7.95%	35.0	0	2	2	3
Total Closed Units	88			22	38	21	7
Total Closed Volume	21,634,800	100%	18.5	2.27M	9.32M	6.86M	3.18M
Median Closed Price	\$220,000			\$82,500	\$225,000	\$319,000	\$330,000

June 2023



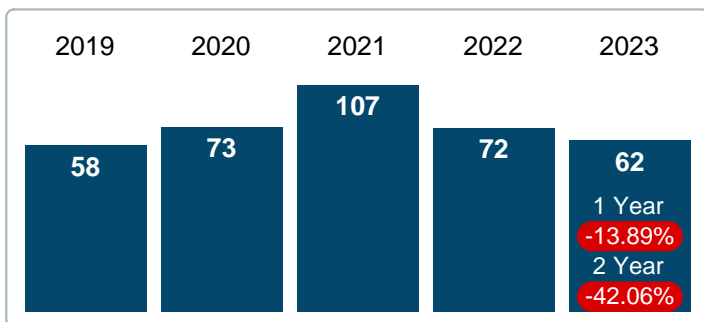
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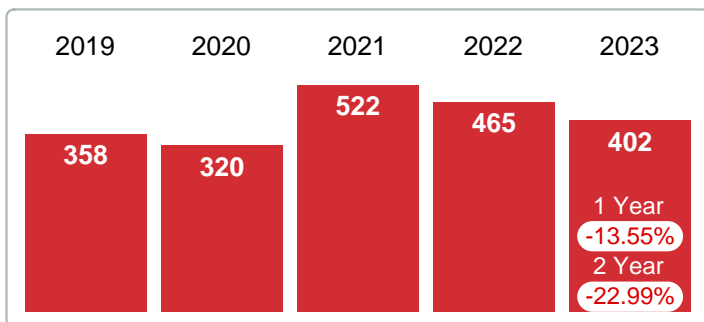
PENDING LISTINGS

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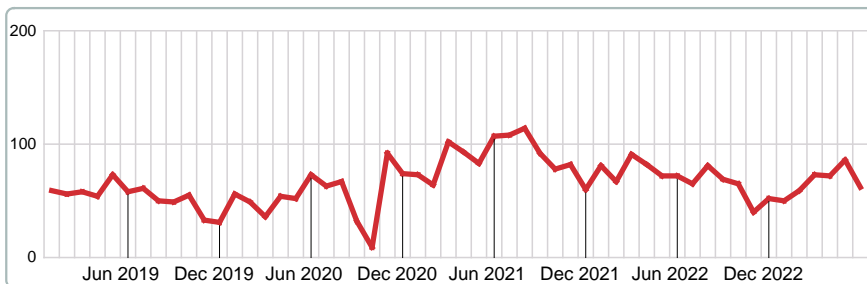
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.68%	6.0	5	1	0	0
\$75,001 - \$125,000	6	9.68%	54.0	3	3	0	0
\$125,001 - \$150,000	7	11.29%	10.0	1	6	0	0
\$150,001 - \$225,000	19	30.65%	34.0	2	15	0	2
\$225,001 - \$275,000	9	14.52%	3.0	0	8	1	0
\$275,001 - \$375,000	8	12.90%	19.5	1	4	3	0
\$375,001 and up	7	11.29%	30.0	0	3	4	0
Total Pending Units	62			12	40	8	2
Total Pending Volume	13,895,000	100%	22.5	1.48M	8.81M	3.21M	393.90K
Median Listing Price	\$207,450			\$101,000	\$207,450	\$367,500	\$196,950

June 2023



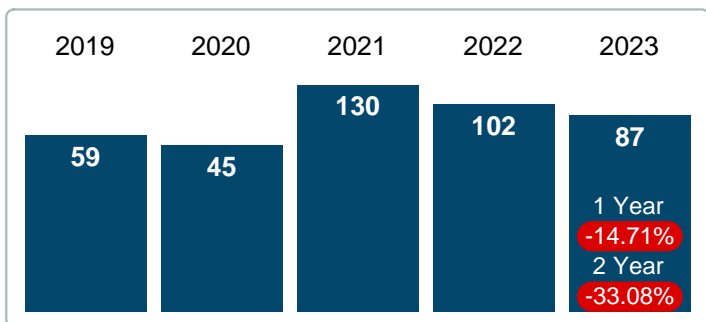
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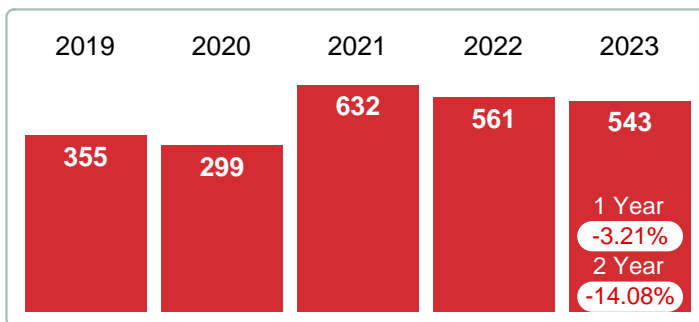
NEW LISTINGS

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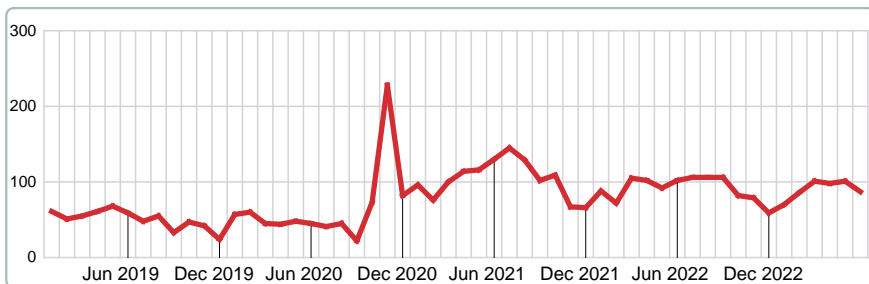
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **87**
above the 5 yr JUN average of **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
Median New Listed Listing Price	\$229,900		\$109,500	\$239,000	\$277,000	\$409,000

June 2023



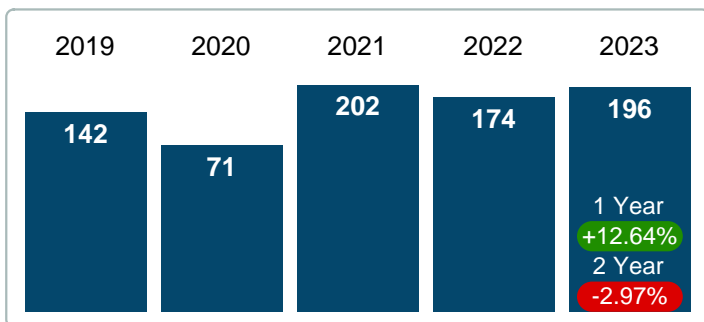
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



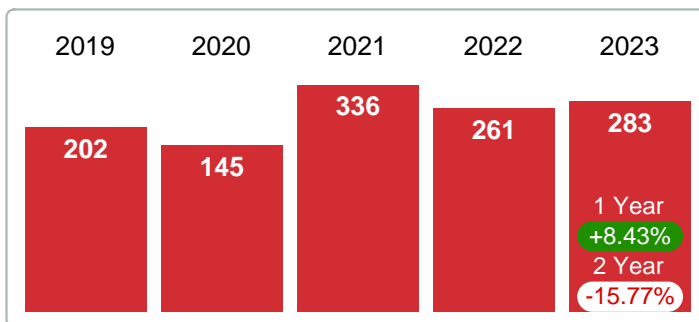
ACTIVE INVENTORY

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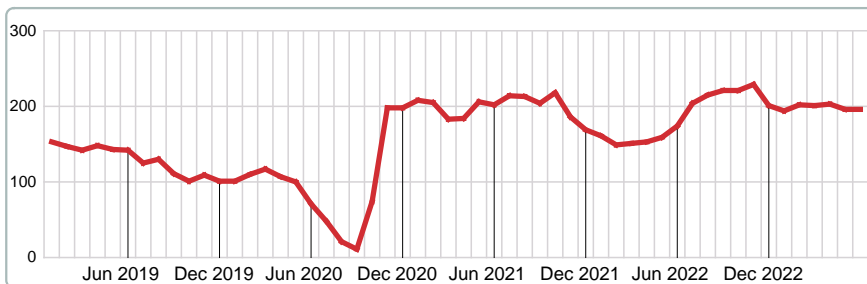
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

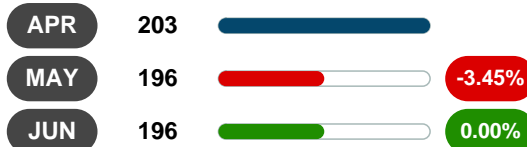


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	7.14%	75.0	10	4	0	0
\$75,001 - \$125,000	26	13.27%	66.0	15	10	1	0
\$125,001 - \$150,000	25	12.76%	80.0	8	15	1	1
\$150,001 - \$275,000	52	26.53%	39.5	12	30	9	1
\$275,001 - \$400,000	34	17.35%	60.0	4	16	10	4
\$400,001 - \$675,000	23	11.73%	69.0	3	12	7	1
\$675,001 and up	22	11.22%	68.0	2	9	8	3
Total Active Inventory by Units	196			54	96	36	10
Total Active Inventory by Volume	66,493,991	100%	60.0	10.16M	32.04M	18.54M	5.76M
Median Active Inventory Listing Price	\$239,000			\$129,950	\$232,450	\$367,500	\$372,000

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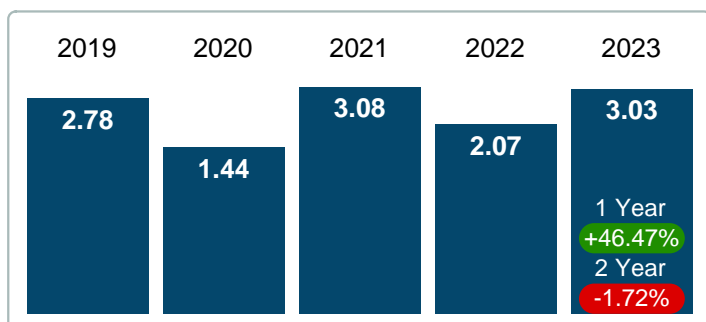
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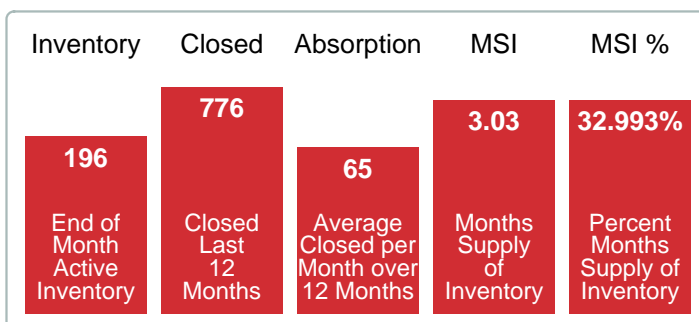
MONTHS SUPPLY of INVENTORY (MSI)

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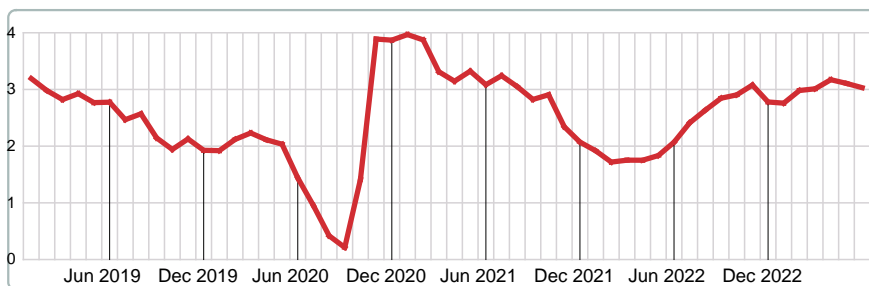
MSI FOR JUNE



INDICATORS FOR JUNE 2023



5 YEAR MARKET ACTIVITY TRENDS

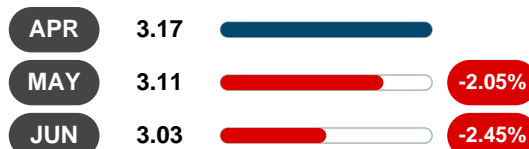


3 MONTHS

5 year JUN AVG = 2.48

High Jan 2021 3.97 Low Sep 2020 0.21

Months Supply this month at **3.03**
above the 5 yr JUN average of **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



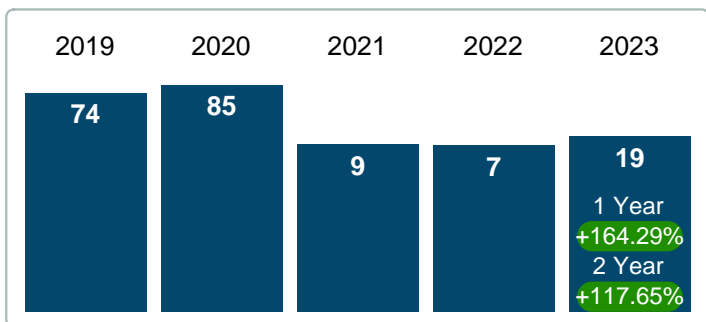
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



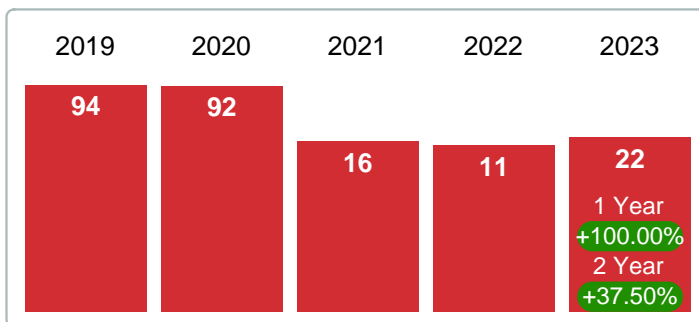
MEDIAN DAYS ON MARKET TO SALE

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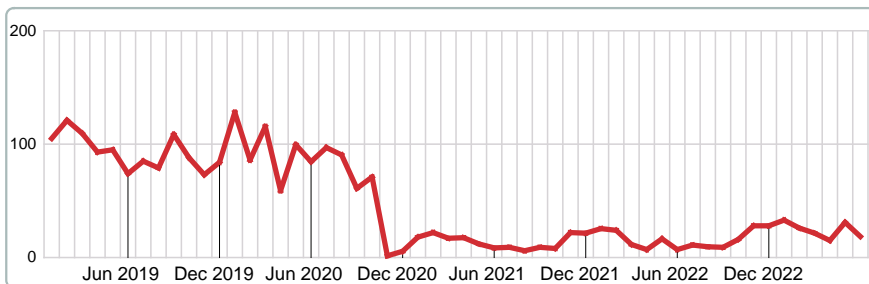
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 39

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 19 below the 5 yr JUN average of 39



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
\$25,000 and less	0.00%	68	0	0	0	0
\$25,001 - \$100,000	20.45%	34	33	64	1	201
\$100,001 - \$150,000	14.77%	19	19	2	131	0
\$150,001 - \$250,000	26.14%	12	4	21	24	6
\$250,001 - \$325,000	12.50%	14	0	19	14	0
\$325,001 - \$425,000	18.18%	13	21	9	22	9
\$425,001 and up	7.95%	35	0	57	5	72
Median Closed DOM		19	20	17	17	35
Total Closed Units	100%	88	22	38	21	7
Total Closed Volume		21,634,800	2.27M	9.32M	6.86M	3.18M

June 2023



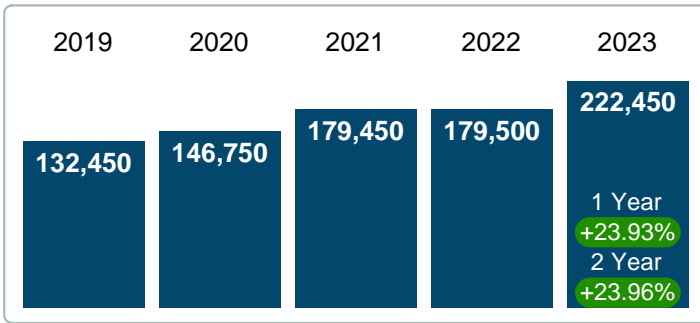
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



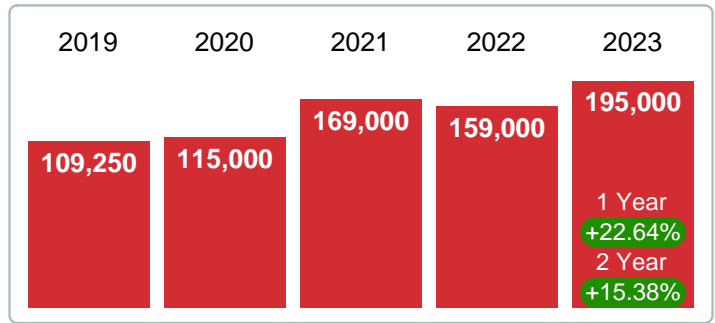
MEDIAN LIST PRICE AT CLOSING

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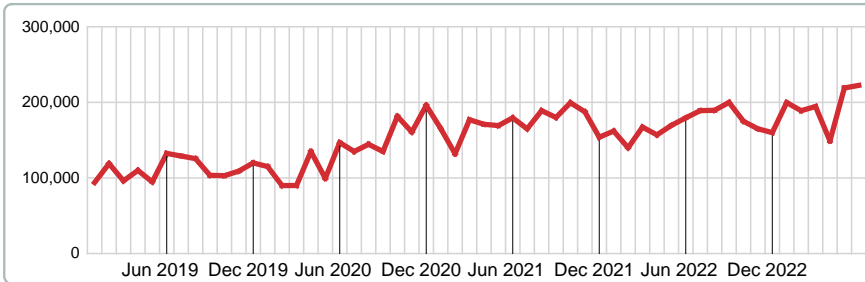
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

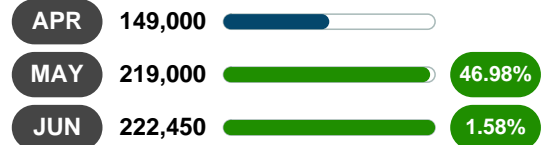


3 MONTHS

5 year JUN AVG = 172,120

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

Median List Price at Closing this month at **222,450** above the 5 yr JUN average of **172,120**



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
\$25,000 and less	0	0.00%	35	0	0	0	0
\$25,001 - \$100,000	18	20.45%	72,000	58,000	87,000	80,000	69,000
\$100,001 - \$150,000	13	14.77%	127,400	125,000	135,900	110,000	0
\$150,001 - \$250,000	23	26.14%	219,000	182,500	217,000	207,000	234,500
\$250,001 - \$325,000	11	12.50%	290,500	0	267,500	299,999	0
\$325,001 - \$425,000	15	17.05%	375,000	349,000	372,000	389,500	349,000
\$425,001 and up	8	9.09%	712,000	0	824,500	499,900	825,000
Median List Price			222,450	86,000	225,000	320,000	349,000
Total Closed Units		100%	222,450	22	38	21	7
Total Closed Volume			22,500,596	2.39M	9.78M	7.02M	3.31M

June 2023



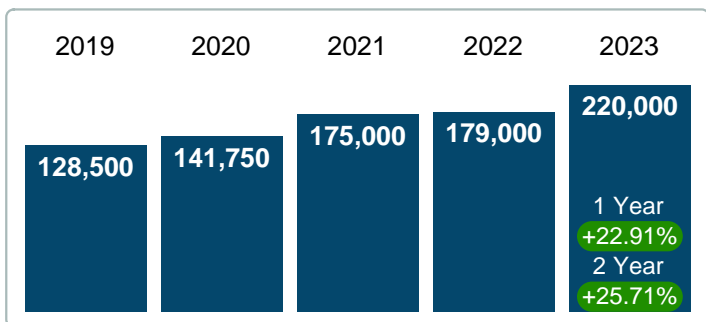
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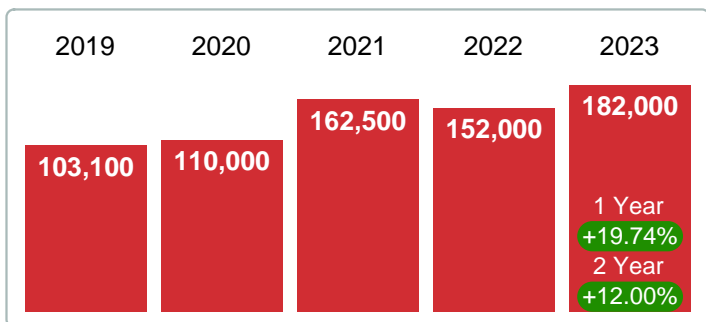
MEDIAN SOLD PRICE AT CLOSING

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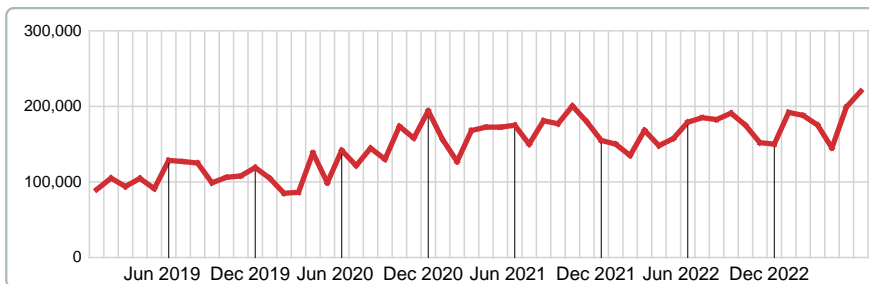
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 168,850

High Jun 2023 220,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at **220,000**
above the 5 yr JUN average of **168,850**

- APR 145,000
- MAY 199,000 **37.24%**
- JUN 220,000 **10.55%**

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
\$25,000 and less	0	0.00%	712,000	0	0	0	0
\$25,001 - \$100,000	18	20.45%	51,250	49,000	71,000	70,000	40,000
\$100,001 - \$150,000	13	14.77%	127,400	130,000	127,400	111,800	0
\$150,001 - \$250,000	23	26.14%	213,500	175,000	220,000	189,000	240,700
\$250,001 - \$325,000	11	12.50%	265,000	0	263,500	290,000	0
\$325,001 - \$425,000	16	18.18%	371,250	340,000	345,000	400,000	330,000
\$425,001 and up	7	7.95%	800,000	0	667,500	662,500	800,000
Median Sold Price			220,000	82,500	225,000	319,000	330,000
Total Closed Units		100%	220,000	22	38	21	7
Total Closed Volume			21,634,800	2.27M	9.32M	6.86M	3.18M

June 2023



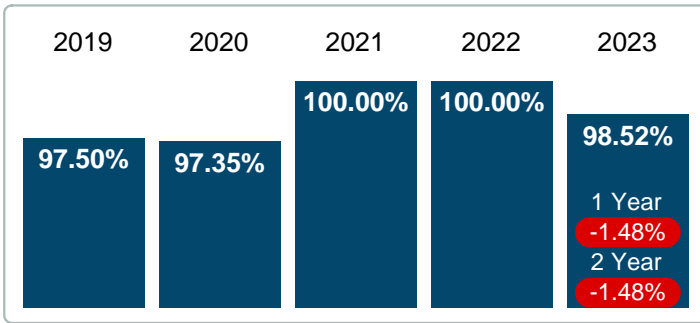
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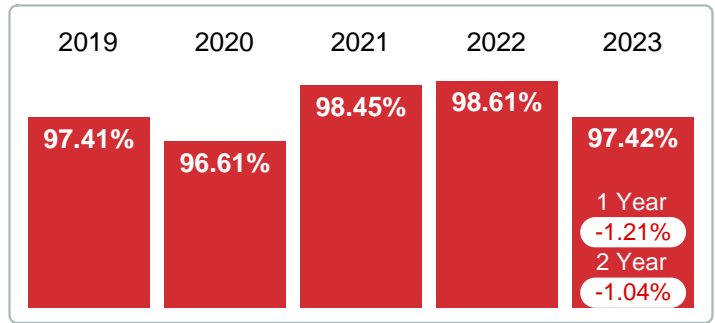
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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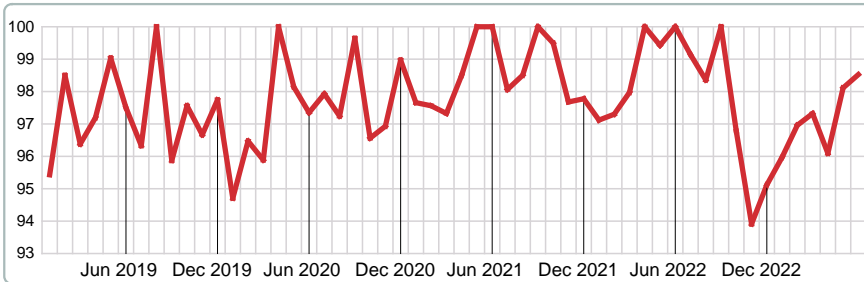
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

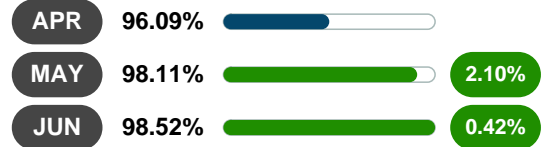


3 MONTHS

5 year JUN AVG = 98.68%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **98.52%**
equal to 5 yr JUN average of **98.68%**



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
\$25,000 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	18	20.45%	90.29%	90.91%	81.61%	87.50%	57.97%
\$100,001 - \$150,000	13	14.77%	100.00%	100.00%	100.00%	101.64%	0.00%
\$150,001 - \$250,000	23	26.14%	100.00%	95.89%	100.00%	98.18%	102.71%
\$250,001 - \$325,000	11	12.50%	98.11%	0.00%	98.13%	96.67%	0.00%
\$325,001 - \$425,000	16	18.18%	100.00%	97.42%	100.00%	100.00%	94.56%
\$425,001 and up	7	7.95%	96.88%	0.00%	85.94%	96.12%	96.97%
Median Sold/List Ratio		98.52%		94.07%	99.69%	100.00%	96.97%
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



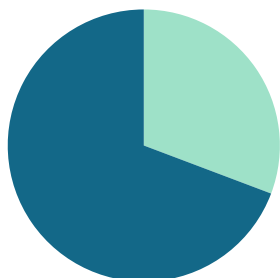
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

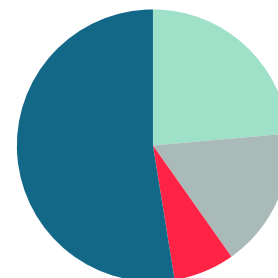
- New Listings **87 = 30.74%**
- Start Inventory **196**
- Total Inventory Units **283**
- Volume **\$87,911,585**

Market Activity

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%
Median List Price	179,500	222,450	23.93%	159,000	195,000	22.64%
Median Sale Price	179,000	220,000	22.91%	152,000	182,000	19.74%
Median Percent of Selling Price to List Price	100.00%	98.52%	-1.48%	98.61%	97.42%	-1.21%
Median Days on Market to Sale	7.00	18.50	164.29%	11.00	22.00	100.00%
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

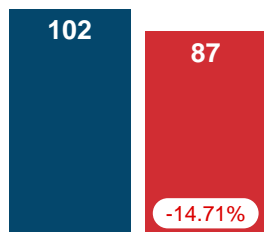
Inventory on June 30, 2023 = **196**

2022 **2023**

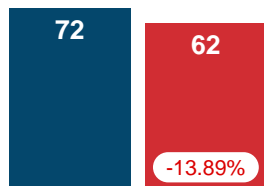
JUNE MARKET

MEDIAN PRICES

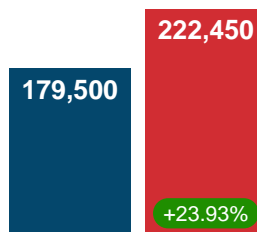
New Listings



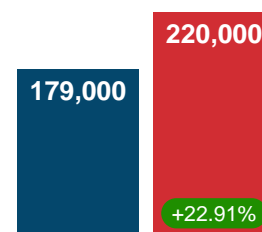
Pending Listings



List Price



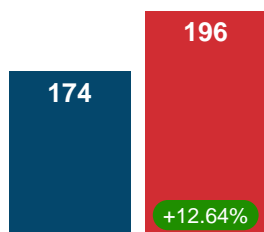
Sale Price



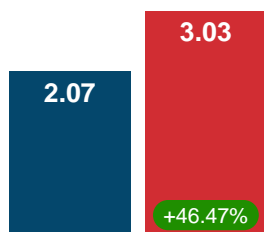
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

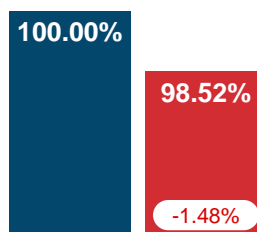
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

