

May 2023



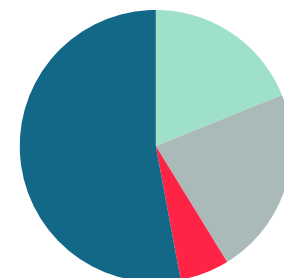
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	May 2023	+/-%
Closed Listings	82	71	-13.41%
Pending Listings	72	84	16.67%
New Listings	92	101	9.78%
Average List Price	225,086	266,483	18.39%
Average Sale Price	216,981	244,834	12.84%
Average Percent of Selling Price to List Price	96.24%	97.12%	0.91%
Average Days on Market to Sale	39.21	49.10	25.23%
End of Month Inventory	159	199	25.16%
Months Supply of Inventory	1.83	3.15	71.95%



■ Closed (18.88%)
■ Pending (22.34%)
■ Other OffMarket (5.85%)
■ Active (52.93%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of May 31, 2023 = **199**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **25.16%** to 199 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 **3.15** 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 **12.84%** in May 2023 to \$244,834 versus the previous year at \$216,981.

Average Days on Market Lengthens

The average number of **49.10** days that homes spent on the market before selling increased by 9.89 days or **25.23%** in May 2023 compared to last year's same month at **39.21** DOM.

Sales Success for May 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 101 New Listings in May 2023, up **9.78%** from last year at 92. Furthermore, there were 71 Closed Listings this month versus last year at 82, a **-13.41%** decrease.

Closed versus Listed trends yielded a **70.3%** ratio, down from previous year's, May 2022, at **89.1%**, a **21.13%** 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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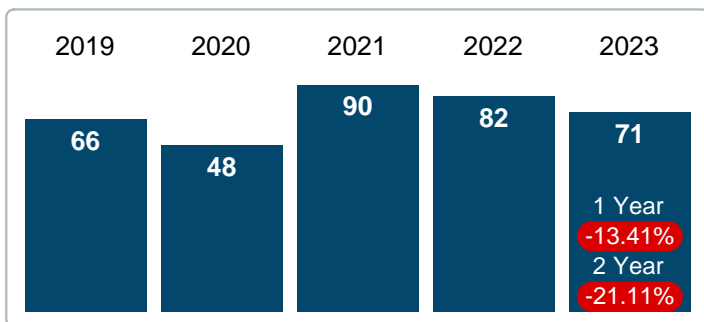
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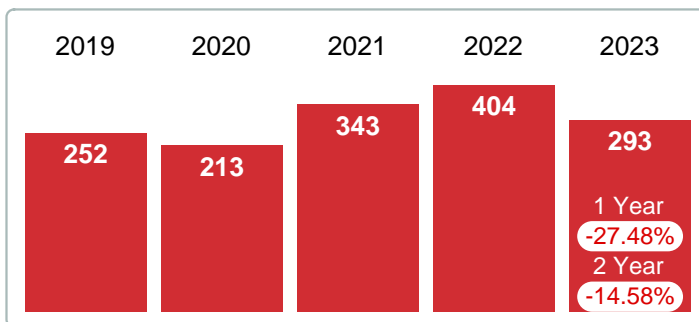
CLOSED LISTINGS

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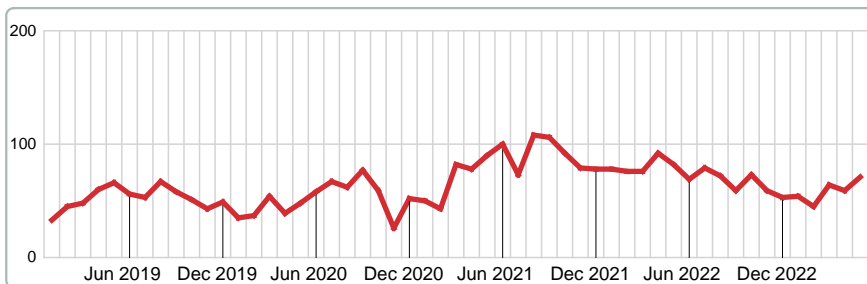
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 71

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at 71 equal to 5 yr MAY average of 71

- MAR 64 (Progress bar)
- APR 59 (-7.81%) (Progress bar)
- MAY 71 (20.34%) (Progress bar)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.63%	167.0	3	1	0	0
\$75,001 - \$100,000	7	9.86%	46.4	2	5	0	0
\$100,001 - \$150,000	14	19.72%	36.7	6	6	2	0
\$150,001 - \$225,000	16	22.54%	39.1	0	12	4	0
\$225,001 - \$325,000	14	19.72%	57.1	1	9	4	0
\$325,001 - \$450,000	8	11.27%	28.4	0	7	1	0
\$450,001 and up	8	11.27%	40.9	0	3	5	0
Total Closed Units	71			12	43	16	0
Total Closed Volume	17,383,189	100%	49.1	1.30M	10.92M	5.16M	0.00B
Average Closed Price	\$244,834			\$108,185	\$253,964	\$322,781	\$0

May 2023



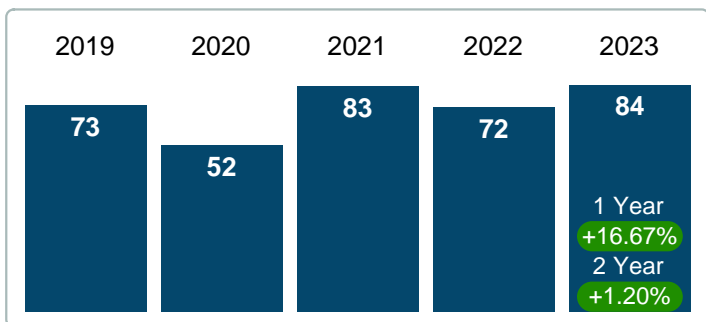
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



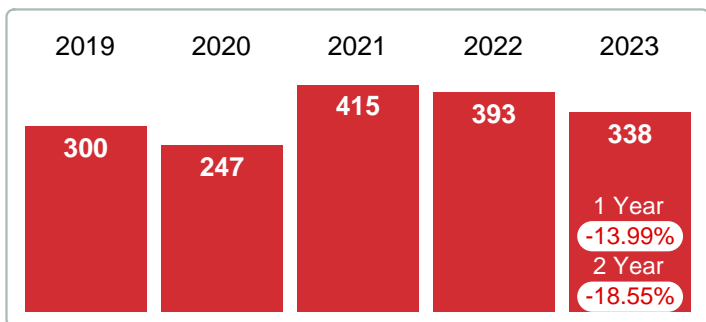
PENDING LISTINGS

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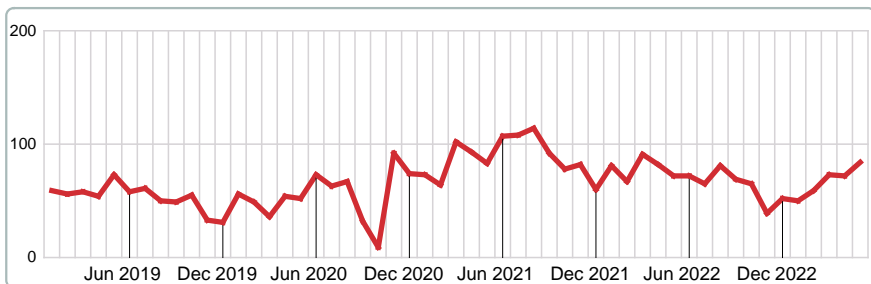
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 73

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **84**
above the 5 yr MAY average of **73**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.52%	78.9	4	2	2	0
\$75,001 - \$125,000	9	10.71%	51.6	5	4	0	0
\$125,001 - \$175,000	13	15.48%	50.3	4	8	1	0
\$175,001 - \$250,000	24	28.57%	21.8	3	16	4	1
\$250,001 - \$300,000	9	10.71%	59.6	0	5	4	0
\$300,001 - \$425,000	12	14.29%	39.6	1	6	5	0
\$425,001 and up	9	10.71%	83.3	0	2	3	4
Total Pending Units	84			17	43	19	5
Total Pending Volume	22,546,397	100%	48.9	2.18M	10.25M	6.17M	3.95M
Average Listing Price	\$274,950			\$127,976	\$238,302	\$324,779	\$790,600

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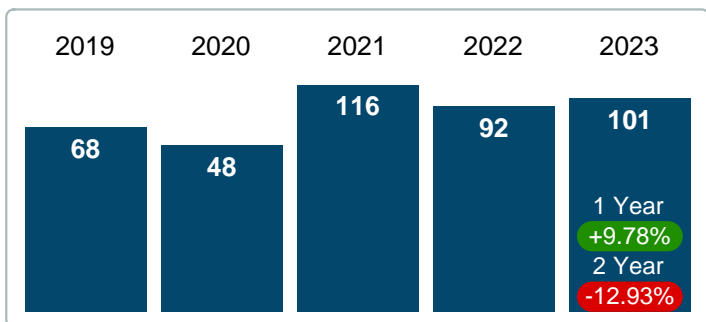
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



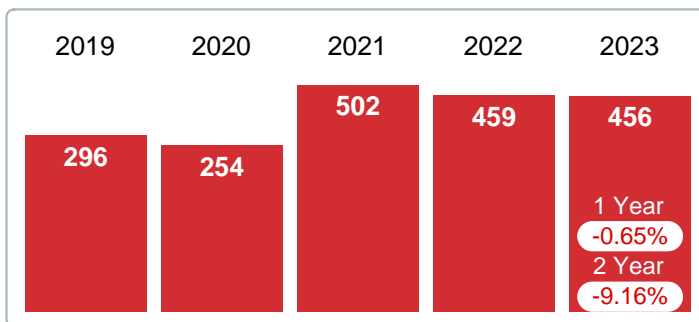
NEW LISTINGS

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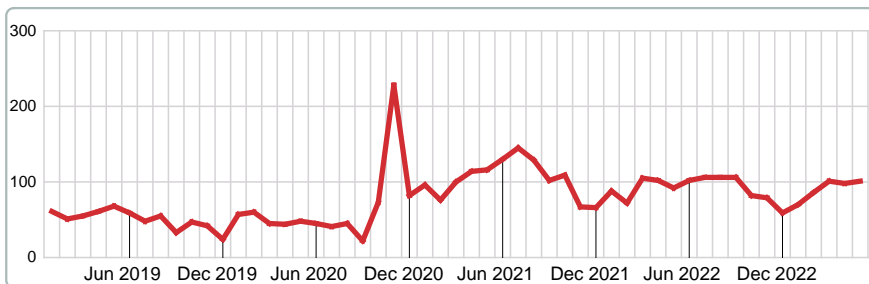
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 85

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 101
above the 5 yr MAY average of 85



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$100,000 and less	9	8.91%
\$100,001 - \$125,000	5	4.95%
\$125,001 - \$150,000	14	13.86%
\$150,001 - \$250,000	37	36.63%
\$250,001 - \$300,000	13	12.87%
\$300,001 - \$525,000	12	11.88%
\$525,001 and up	11	10.89%
Total New Listed Units	101	
Total New Listed Volume	31,197,900	100%
Average New Listed Listing Price	\$234,130	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	4	0	0
\$100,001 - \$125,000	3	2	0	0
\$125,001 - \$150,000	4	8	1	1
\$150,001 - \$250,000	5	27	5	0
\$250,001 - \$300,000	3	6	3	1
\$300,001 - \$525,000	1	5	5	1
\$525,001 and up	0	3	8	0
Total	21	55	22	3
Total Volume	3.35M	16.66M	10.43M	758.80K
Average Price	\$159,295	\$302,920	\$474,241	\$252,933

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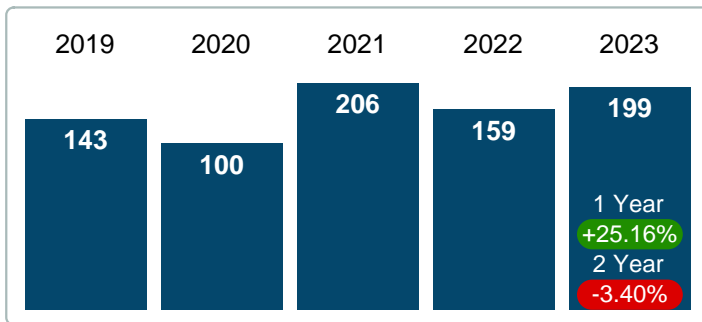
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



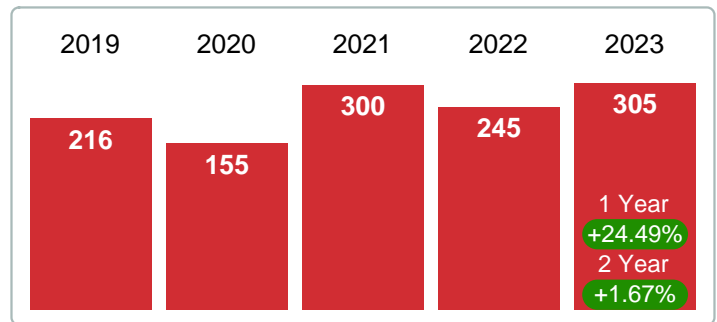
ACTIVE INVENTORY

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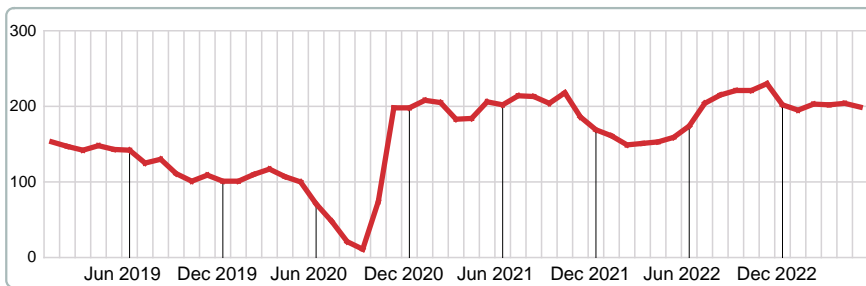
END OF MAY



ACTIVE DURING MAY

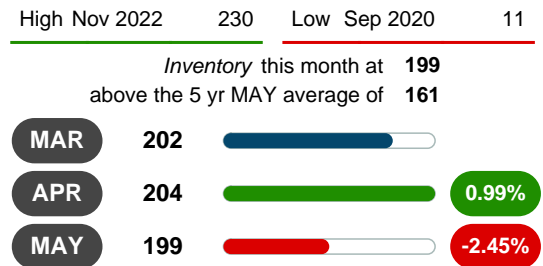


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161



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	16	8.04%	98.9	9	5	2	0
\$75,001 - \$125,000	26	13.07%	76.6	13	12	1	0
\$125,001 - \$150,000	25	12.56%	66.5	9	14	1	1
\$150,001 - \$275,000	58	29.15%	66.7	10	41	5	2
\$275,001 - \$375,000	28	14.07%	57.8	5	12	8	3
\$375,001 - \$675,000	26	13.07%	92.5	3	11	11	1
\$675,001 and up	20	10.05%	70.9	2	9	7	2
Total Active Inventory by Units	199			51	104	35	9
Total Active Inventory by Volume	64,722,897	100%	73.1	9.84M	33.64M	16.73M	4.51M
Average Active Inventory Listing Price	\$325,241			\$192,965	\$323,420	\$478,106	\$501,367

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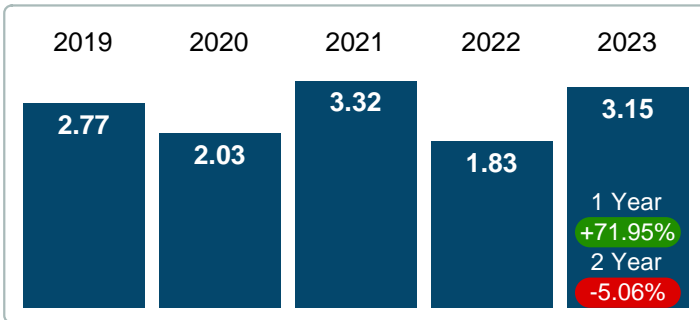
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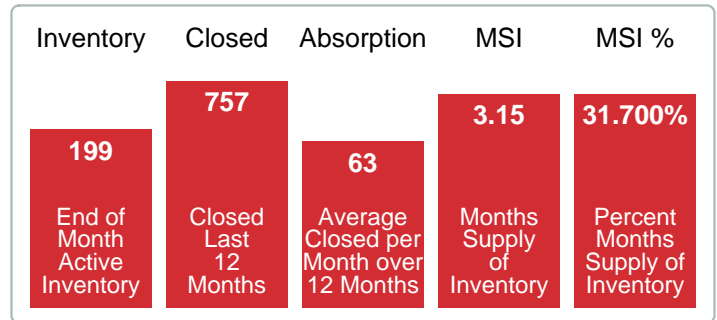
MONTHS SUPPLY of INVENTORY (MSI)

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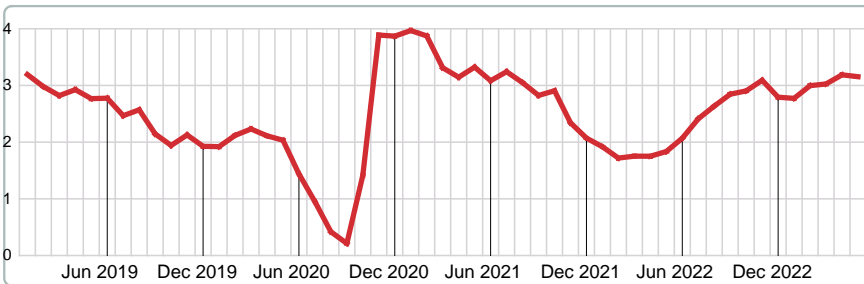
MSI FOR MAY



INDICATORS FOR MAY 2023

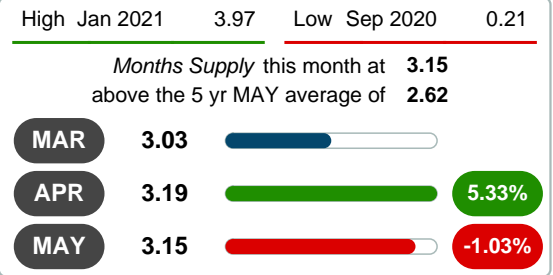


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.62



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	16	8.04%	1.71	1.50	1.71	6.00	0.00
\$75,001 - \$125,000	26	13.07%	2.60	2.84	2.67	1.20	0.00
\$125,001 - \$150,000	25	12.56%	3.80	3.86	4.00	1.71	6.00
\$150,001 - \$275,000	58	29.15%	2.37	3.87	2.50	0.95	8.00
\$275,001 - \$375,000	28	14.07%	4.54	12.00	2.94	5.05	36.00
\$375,001 - \$675,000	26	13.07%	4.66	9.00	4.13	4.89	3.00
\$675,001 and up	20	10.05%	21.82	0.00	18.00	28.00	12.00
Market Supply of Inventory (MSI)			3.15	3.14	3.01	3.16	7.71
Total Active Inventory by Units		100%	3.15	51	104	35	9

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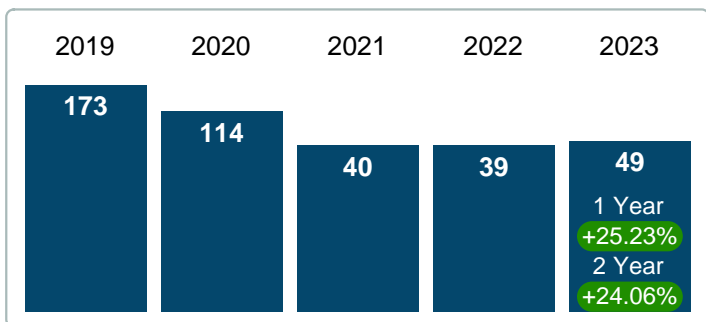
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



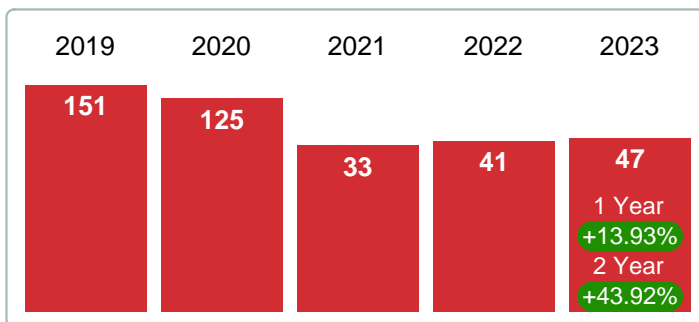
AVERAGE DAYS ON MARKET TO SALE

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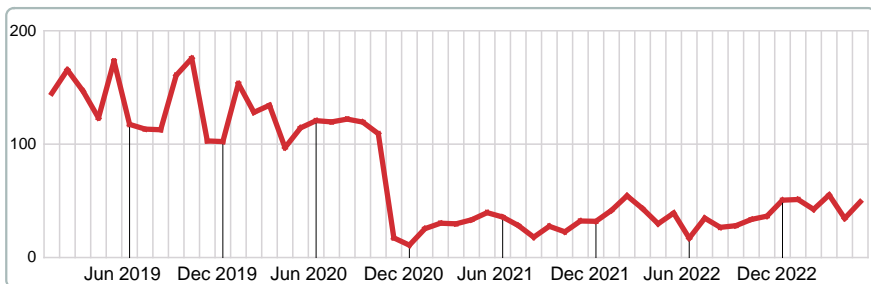
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 83

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 49 below the 5 yr MAY average of 83



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
\$75,000 and less	5.63%	167	142	243	0	0
\$75,001 - \$100,000	9.86%	46	62	40	0	0
\$100,001 - \$150,000	19.72%	37	36	49	4	0
\$150,001 - \$225,000	22.54%	39	0	31	62	0
\$225,001 - \$325,000	19.72%	57	53	50	75	0
\$325,001 - \$450,000	11.27%	28	0	31	9	0
\$450,001 and up	11.27%	41	0	71	23	0
Average Closed DOM		49	68	46	42	0
Total Closed Units	100%	49	12	43	16	0
Total Closed Volume		17,383,189	1.30M	10.92M	5.16M	0.00B

May 2023



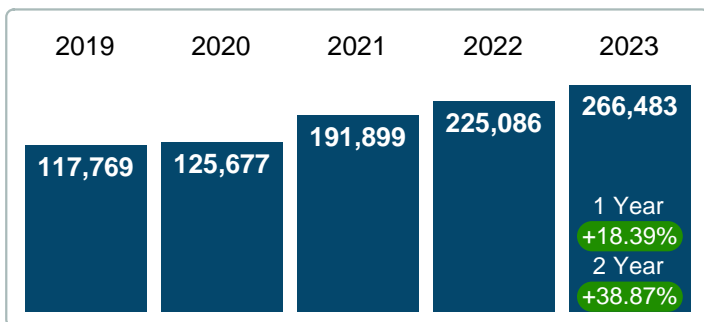
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



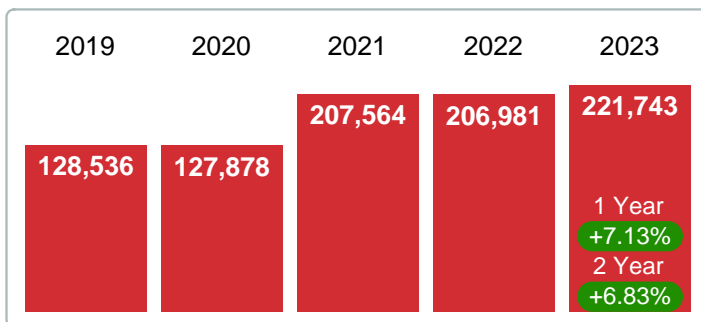
AVERAGE LIST PRICE AT CLOSING

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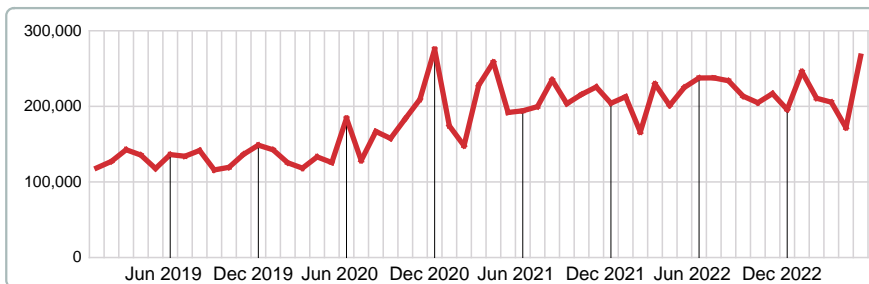
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 185,383

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

Average List Price at Closing this month at **266,483**
above the 5 yr MAY average of **185,383**

- MAR** 205,539
- APR** 171,797 -16.42%
- MAY** 266,483 55.12%

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
\$75,000 and less	4.23%	38,967	38,967	79,000	0	0
\$75,001 - \$100,000	12.68%	89,044	89,450	91,700	0	0
\$100,001 - \$150,000	19.72%	127,943	128,633	128,567	127,000	0
\$150,001 - \$225,000	18.31%	188,638	0	192,500	175,075	0
\$225,001 - \$325,000	22.54%	267,550	239,000	276,367	268,875	0
\$325,001 - \$450,000	11.27%	383,713	0	389,243	345,000	0
\$450,001 and up	11.27%	801,000		01,155,000	588,600	0
Average List Price		266,483	108,883	285,951	332,363	0
Total Closed Units	100%	266,483	12	43	16	0
Total Closed Volume		18,920,300	1.31M	12.30M	5.32M	0.00B

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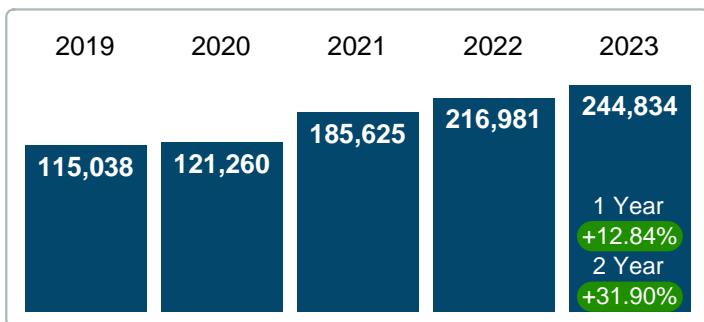
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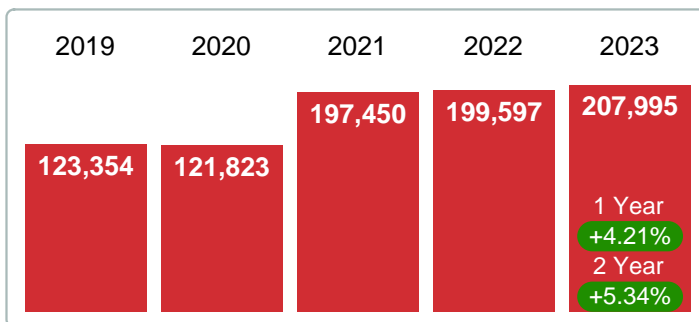
AVERAGE SOLD PRICE AT CLOSING

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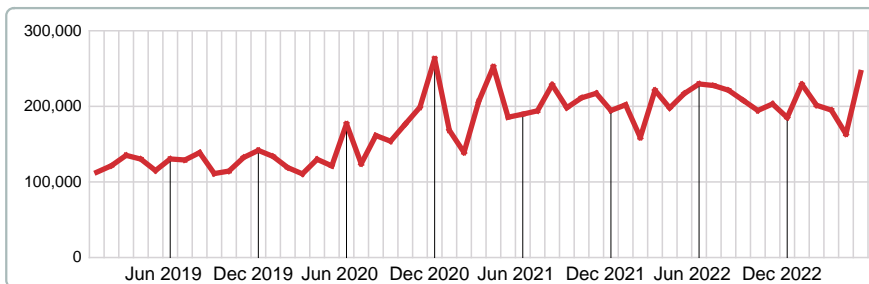
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 176,747

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

Average Sold Price at Closing this month at **244,834**
above the 5 yr MAY average of **176,747**

- MAR** 195,039
- APR** 163,379 (-16.23%)
- MAY** 244,834 (49.86%)

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
\$75,000 and less	5.63%	43,563	36,417	65,000	0	0
\$75,001 - \$100,000	9.86%	85,486	85,950	85,300	0	0
\$100,001 - \$150,000	19.72%	123,303	130,345	115,362	126,000	0
\$150,001 - \$225,000	22.54%	185,063	0	188,625	174,375	0
\$225,001 - \$325,000	19.72%	265,779	235,000	269,933	264,125	0
\$325,001 - \$450,000	11.27%	375,675	0	378,629	355,000	0
\$450,001 and up	11.27%	649,625	0	797,833	560,700	0
Average Sold Price		244,834	108,185	253,964	322,781	0
Total Closed Units	100%	244,834	12	43	16	0
Total Closed Volume		17,383,189	1.30M	10.92M	5.16M	0.00B

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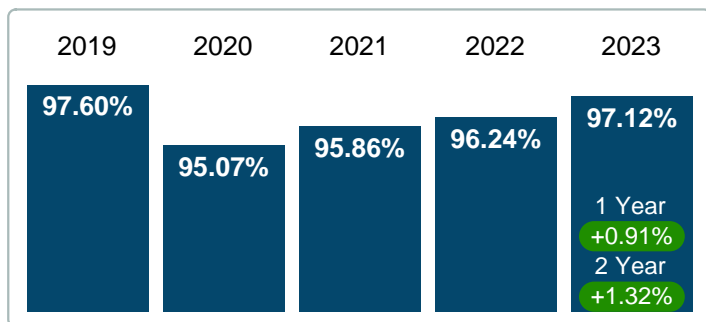
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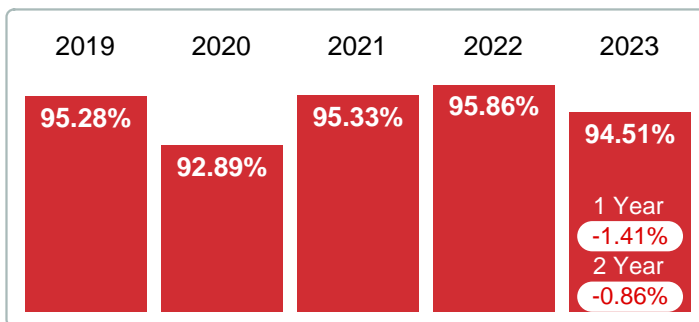
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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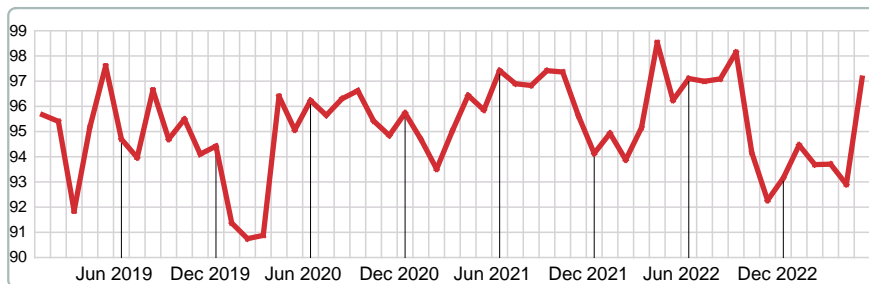
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

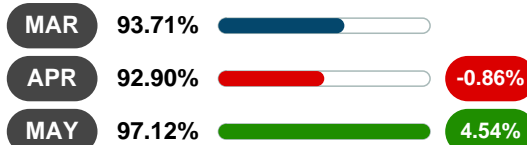


3 MONTHS

5 year MAY AVG = 96.38%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **97.12%** above the 5 yr MAY average of **96.38%**



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
\$75,000 and less	4	5.63%	90.74%	93.56%	82.28%	0.00%	0.00%
\$75,001 - \$100,000	7	9.86%	94.10%	96.07%	93.31%	0.00%	0.00%
\$100,001 - \$150,000	14	19.72%	96.51%	101.39%	90.71%	99.22%	0.00%
\$150,001 - \$225,000	16	22.54%	102.21%	0.00%	103.02%	99.79%	0.00%
\$225,001 - \$325,000	14	19.72%	97.95%	98.33%	97.73%	98.36%	0.00%
\$325,001 - \$450,000	8	11.27%	98.07%	0.00%	97.38%	102.90%	0.00%
\$450,001 and up	8	11.27%	91.45%	0.00%	85.10%	95.26%	0.00%
Average Sold/List Ratio		97.10%		98.29%	96.42%	98.14%	0.00%
Total Closed Units	71	100%	97.10%	12	43	16	
Total Closed Volume	17,383,189			1.30M	10.92M	5.16M	0.00B

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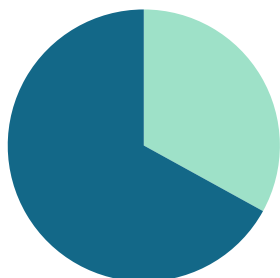
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

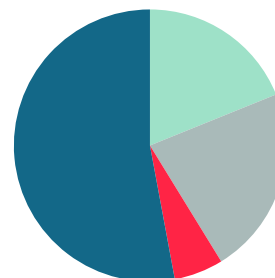


Inventory
 New Listings
101 = 33.01%
 Start Inventory
205
 Total Inventory Units
306
 Volume
\$98,198,494

Market Activity

Closed Sales
71 = 18.88%
 Pending Sales
84 = 22.34%
 Other Off Market
22 = 5.85%
 Active Inventory
199 = 52.93%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	82	71	-13.41%	404	293	-27.48%
Pending Sales	72	84	16.67%	393	338	-13.99%
New Listings	92	101	9.78%	459	456	-0.65%
Average List Price	225,086	266,483	18.39%	206,981	221,743	7.13%
Average Sale Price	216,981	244,834	12.84%	199,597	207,995	4.21%
Average Percent of Selling Price to List Price	96.24%	97.12%	0.91%	95.86%	94.51%	-1.41%
Average Days on Market to Sale	39.21	49.10	25.23%	41.13	46.86	13.93%
Monthly Inventory	159	199	25.16%	159	199	25.16%
Months Supply of Inventory	1.83	3.15	71.95%	1.83	3.15	71.95%

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

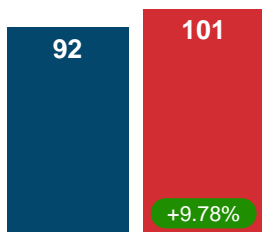
Inventory on May 31, 2023 = **199**

2022 **2023**

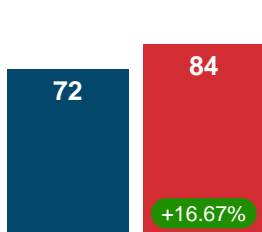
MAY MARKET

AVERAGE PRICES

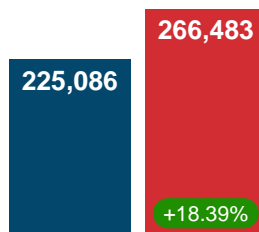
New Listings



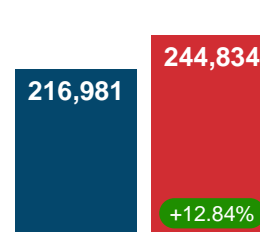
Pending Listings



List Price



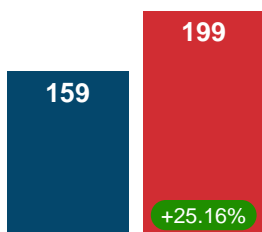
Sale Price



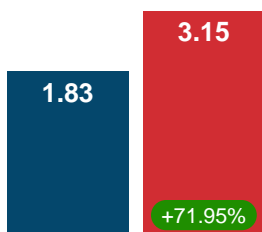
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

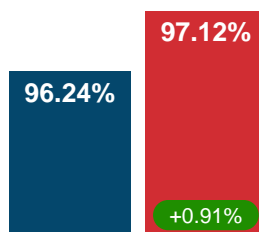
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

