

May 2023



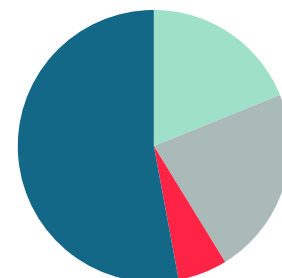
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	169,500	219,000	29.20%
Median Sale Price	157,500	199,000	26.35%
Median Percent of Selling Price to List Price	99.43%	98.11%	-1.32%
Median Days on Market to Sale	16.50	31.00	87.88%
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.

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 **26.35%** in May 2023 to \$199,000 versus the previous year at \$157,500.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 14.50 days or **87.88%** in May 2023 compared to last year's same month at **16.50** DOM.

Sales Success for May 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 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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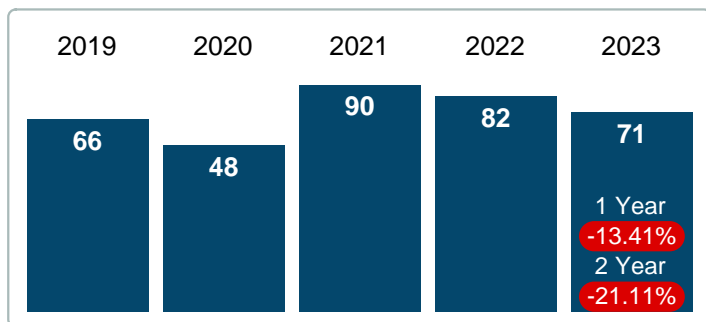
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



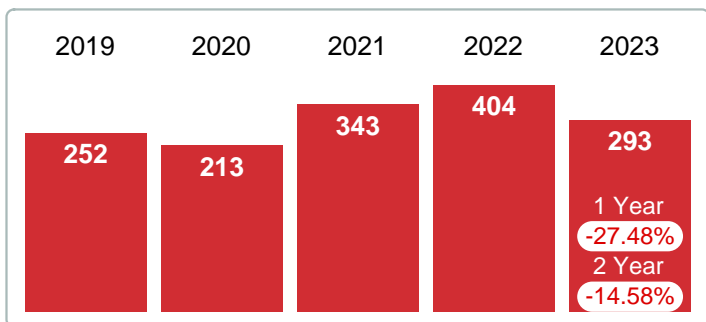
CLOSED LISTINGS

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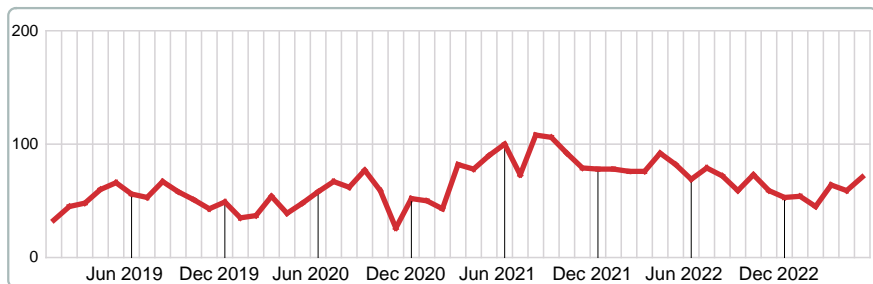
MAY



YEAR TO DATE (YTD)

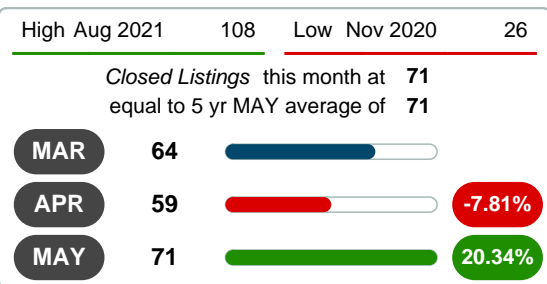


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.63%	177.5	3	1	0	0
\$75,001 - \$100,000	7	9.86%	21.0	2	5	0	0
\$100,001 - \$150,000	14	19.72%	18.0	6	6	2	0
\$150,001 - \$225,000	16	22.54%	32.5	0	12	4	0
\$225,001 - \$325,000	14	19.72%	49.5	1	9	4	0
\$325,001 - \$450,000	8	11.27%	13.5	0	7	1	0
\$450,001 and up	8	11.27%	26.5	0	3	5	0
Total Closed Units	71			12	43	16	0
Total Closed Volume	17,383,189	100%	31.0	1.30M	10.92M	5.16M	0.00B
Median Closed Price	\$199,000			\$125,000	\$215,000	\$261,250	\$0

May 2023



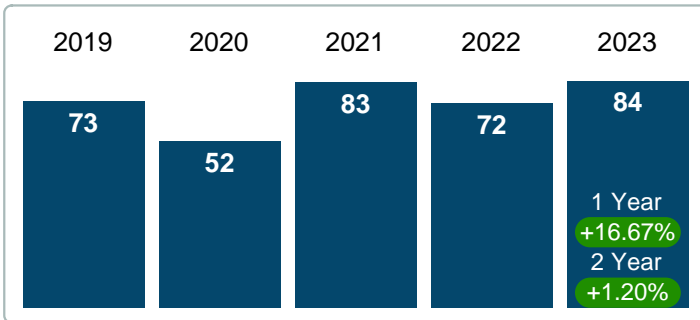
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



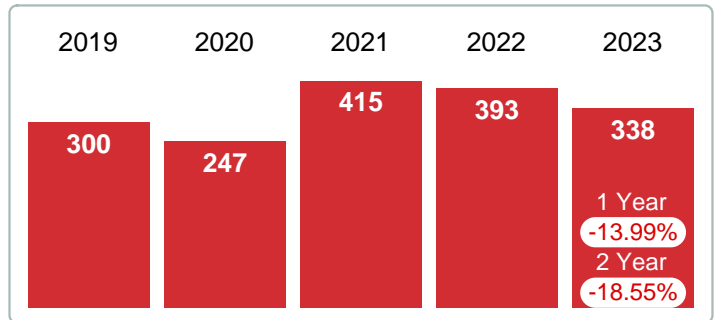
PENDING LISTINGS

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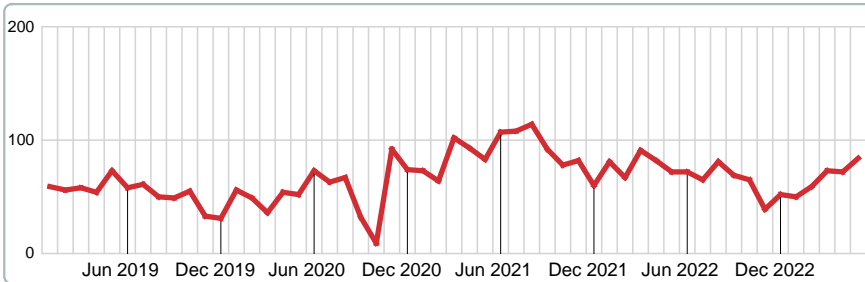
MAY



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**

- MAR 73
- APR 72 (-1.37%)
- MAY 84 (16.67%)

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	8	9.52%	62.5	4	2	2	0
\$75,001 - \$125,000	9	10.71%	28.0	5	4	0	0
\$125,001 - \$175,000	13	15.48%	18.0	4	8	1	0
\$175,001 - \$250,000	24	28.57%	15.0	3	16	4	1
\$250,001 - \$300,000	9	10.71%	33.0	0	5	4	0
\$300,001 - \$425,000	12	14.29%	24.0	1	6	5	0
\$425,001 and up	9	10.71%	54.0	0	2	3	4
Total Pending Units	84			17	43	19	5
Total Pending Volume	22,546,397	100%	25.5	2.18M	10.25M	6.17M	3.95M
Median Listing Price	\$222,450			\$125,000	\$219,000	\$295,000	\$825,000

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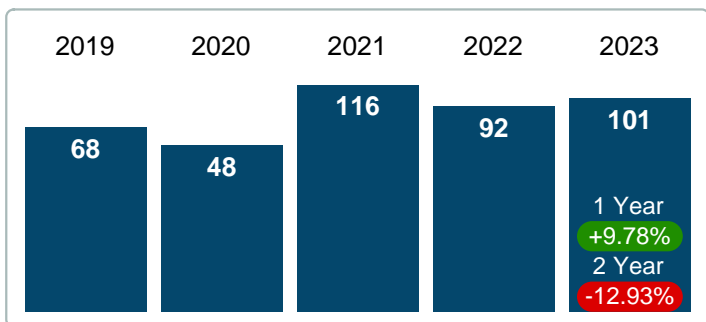
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



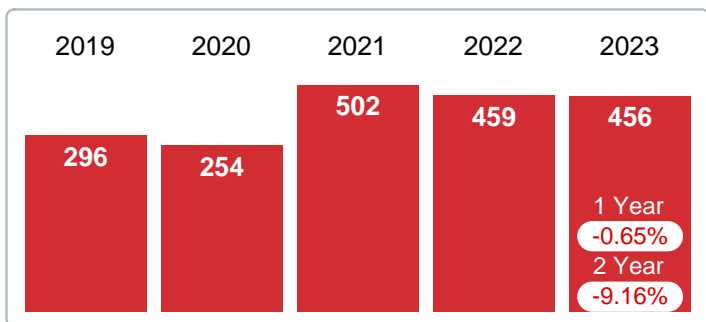
NEW LISTINGS

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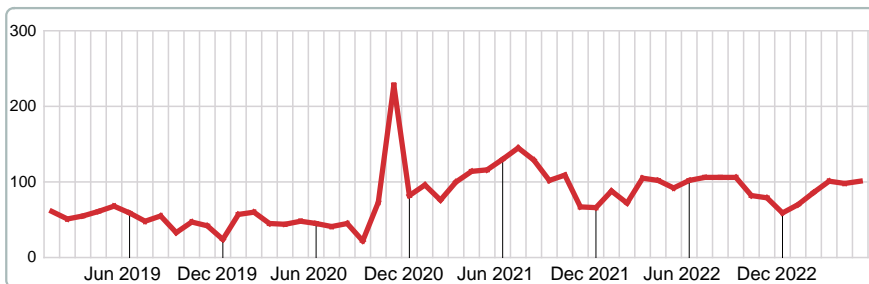
MAY



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			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	8.91%	5	4	0	0
\$100,001 - \$125,000	5	4.95%	3	2	0	0
\$125,001 - \$150,000	14	13.86%	4	8	1	1
\$150,001 - \$250,000	37	36.63%	5	27	5	0
\$250,001 - \$300,000	13	12.87%	3	6	3	1
\$300,001 - \$525,000	12	11.88%	1	5	5	1
\$525,001 and up	11	10.89%	0	3	8	0
Total New Listed Units	101		21	55	22	3
Total New Listed Volume	31,197,900	100%	3.35M	16.66M	10.43M	758.80K
Median New Listed Listing Price	\$210,000		\$133,000	\$199,000	\$354,750	\$259,900

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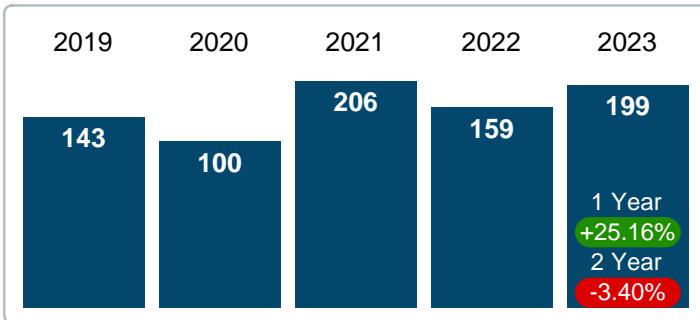
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



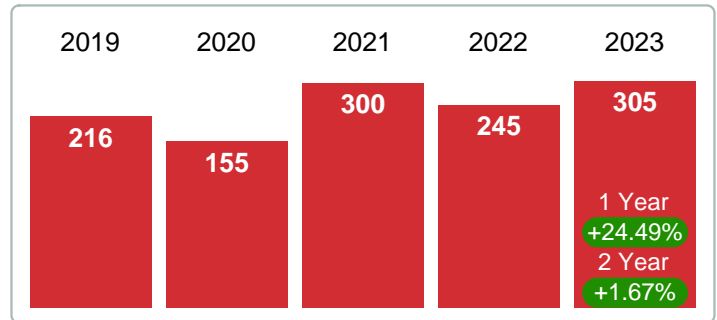
ACTIVE INVENTORY

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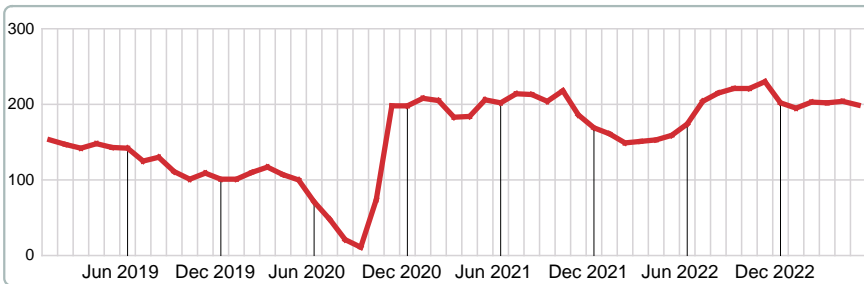
END OF MAY



ACTIVE DURING MAY

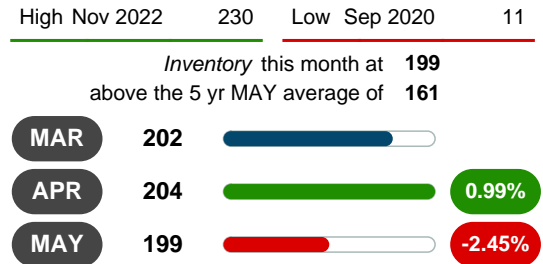


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	8.04%	104.0	9	5	2	0
\$75,001 - \$125,000	26	13.07%	67.5	13	12	1	0
\$125,001 - \$150,000	25	12.56%	49.0	9	14	1	1
\$150,001 - \$275,000	58	29.15%	39.5	10	41	5	2
\$275,001 - \$375,000	28	14.07%	51.0	5	12	8	3
\$375,001 - \$675,000	26	13.07%	76.0	3	11	11	1
\$675,001 and up	20	10.05%	50.5	2	9	7	2
Total Active Inventory by Units	199			51	104	35	9
Total Active Inventory by Volume	64,722,897	100%	54.0	9.84M	33.64M	16.73M	4.51M
Median Active Inventory Listing Price	\$215,000			\$139,900	\$199,000	\$395,000	\$299,900

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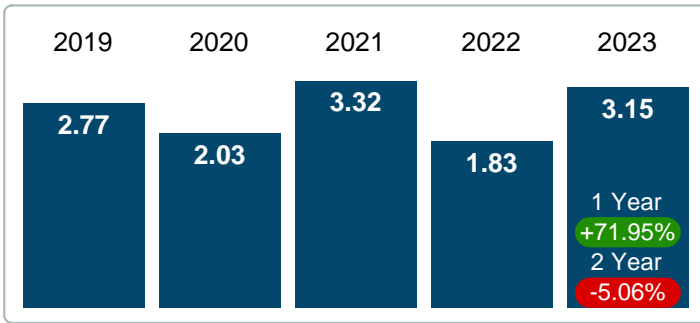
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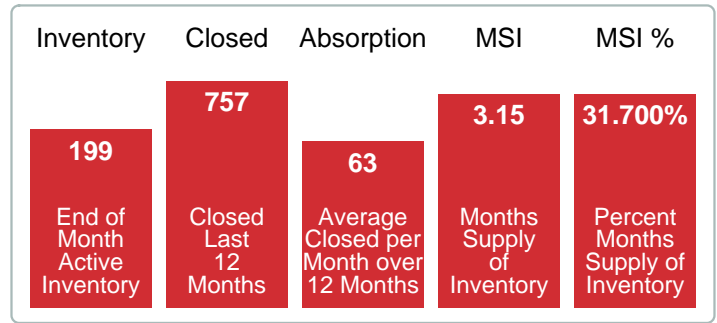
MONTHS SUPPLY of INVENTORY (MSI)

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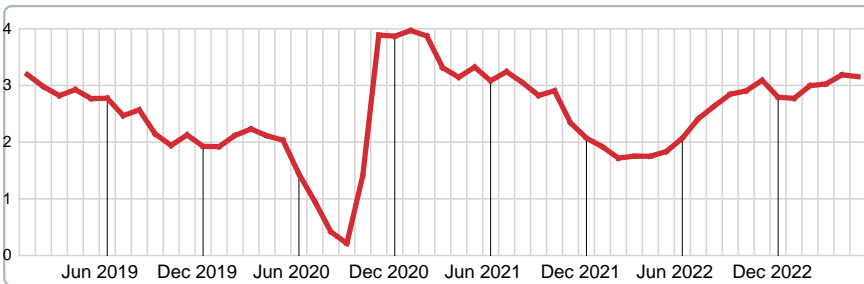
MSI FOR MAY



INDICATORS FOR MAY 2023

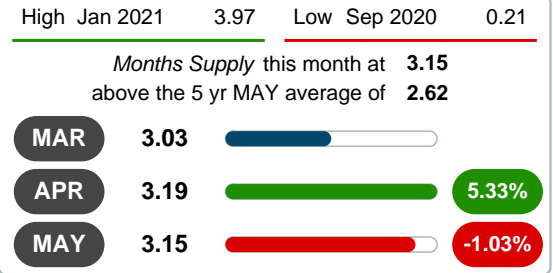


5 YEAR MARKET ACTIVITY TRENDS



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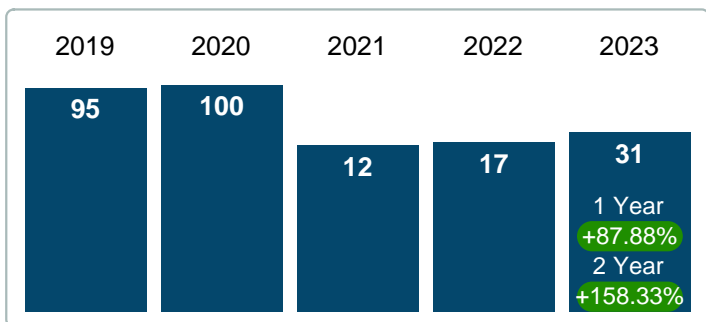
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



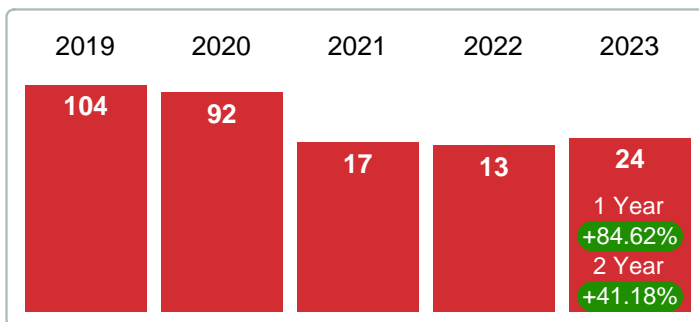
MEDIAN DAYS ON MARKET TO SALE

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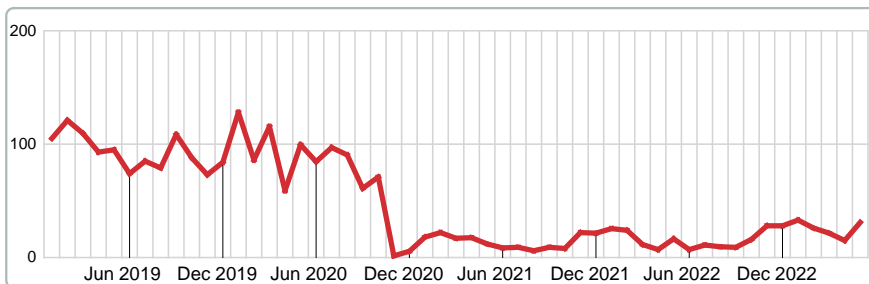
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 51

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 31 below the 5 yr MAY average of 51



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
\$75,000 and less	5.63%	178	112	243	0	0
\$75,001 - \$100,000	9.86%	21	62	21	0	0
\$100,001 - \$150,000	19.72%	18	16	30	4	0
\$150,001 - \$225,000	22.54%	33	0	33	57	0
\$225,001 - \$325,000	19.72%	50	53	17	71	0
\$325,001 - \$450,000	11.27%	14	0	16	9	0
\$450,001 and up	11.27%	27	0	35	13	0
Median Closed DOM		31	54	24	23	0
Total Closed Units	100%	71	12	43	16	
Total Closed Volume		17,383,189	1.30M	10.92M	5.16M	0.00B

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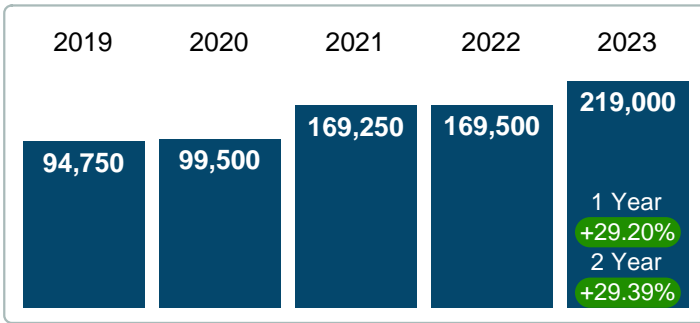
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



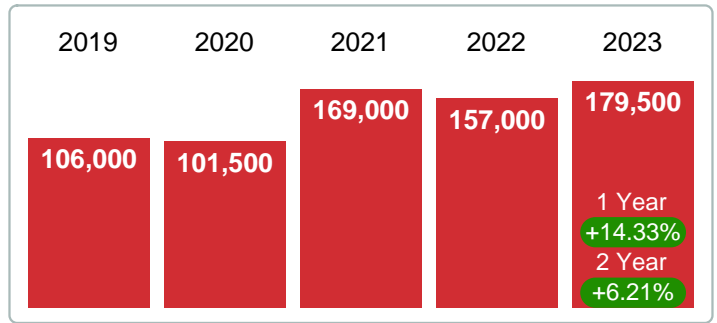
MEDIAN LIST PRICE AT CLOSING

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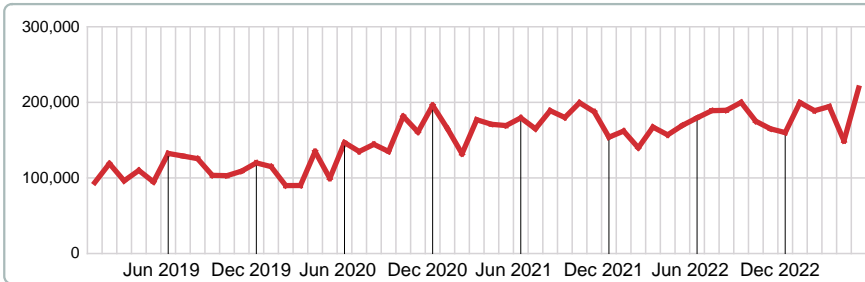
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 150,400

High May 2023 219,000 Low Feb 2020 89,900

Median List Price at Closing this month at **219,000** above the 5 yr MAY average of **150,400**



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
\$75,000 and less	4.23%	39,900	39,900	0	0	0
\$75,001 - \$100,000	12.68%	89,900	89,450	90,000	0	0
\$100,001 - \$150,000	19.72%	128,200	128,950	126,250	127,000	0
\$150,001 - \$225,000	18.31%	198,500	0	199,500	159,450	0
\$225,001 - \$325,000	22.54%	256,250	239,000	250,000	263,750	0
\$325,001 - \$450,000	11.27%	372,450	0	395,000	345,000	0
\$450,001 and up	11.27%	559,500	0	510,000	569,000	0
Median List Price		219,000	122,450	225,000	263,750	0
Total Closed Units		71	12	43	16	0
Total Closed Volume		18,920,300	1.31M	12.30M	5.32M	0.00B

May 2023



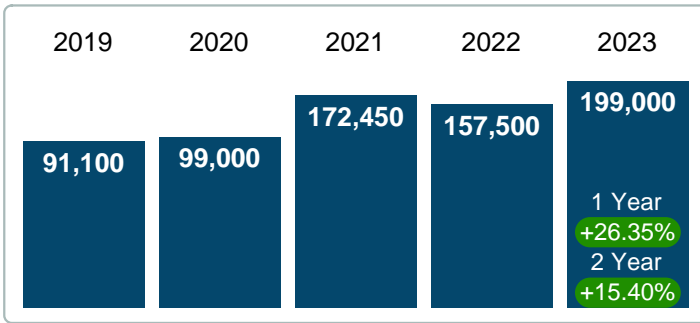
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



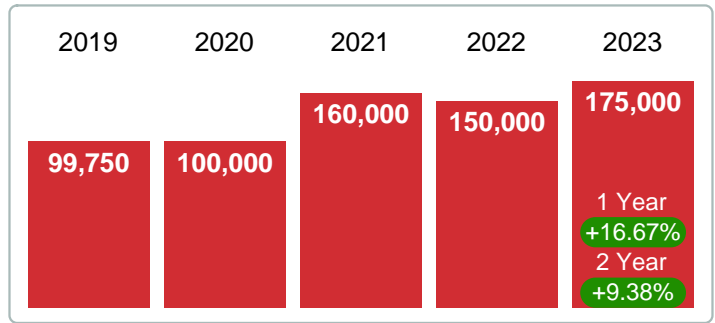
MEDIAN SOLD PRICE AT CLOSING

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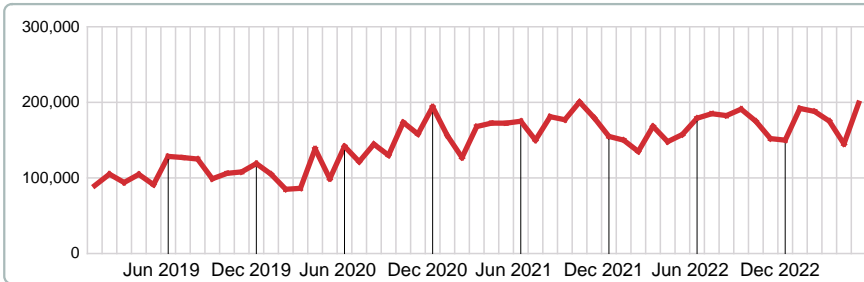
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 143,810

High Oct 2021 200,500 | Low Feb 2020 85,000

Median Sold Price at Closing this month at **199,000**
 above the 5 yr MAY average of **143,810**



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
\$75,000 and less	4	5.63%	37,125	36,250	65,000	0	0
\$75,001 - \$100,000	7	9.86%	85,000	85,950	85,000	0	0
\$100,001 - \$150,000	14	19.72%	125,000	128,285	111,000	126,000	0
\$150,001 - \$225,000	16	22.54%	182,500	0	192,500	161,500	0
\$225,001 - \$325,000	14	19.72%	258,000	235,000	256,000	261,250	0
\$325,001 - \$450,000	8	11.27%	361,250	0	367,500	355,000	0
\$450,001 and up	8	11.27%	527,500	0	500,000	555,000	0
Median Sold Price			199,000	125,000	215,000	261,250	0
Total Closed Units		100%	199,000	12	43	16	
Total Closed Volume			17,383,189	1.30M	10.92M	5.16M	0.00B

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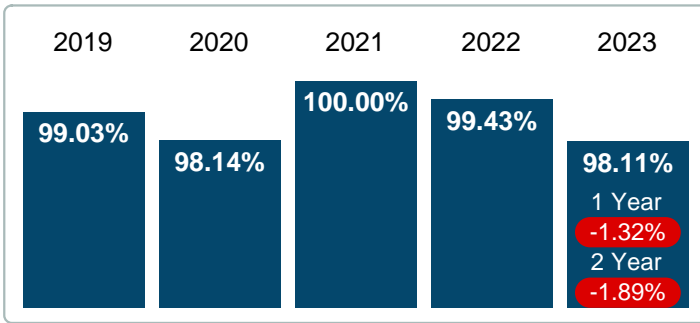
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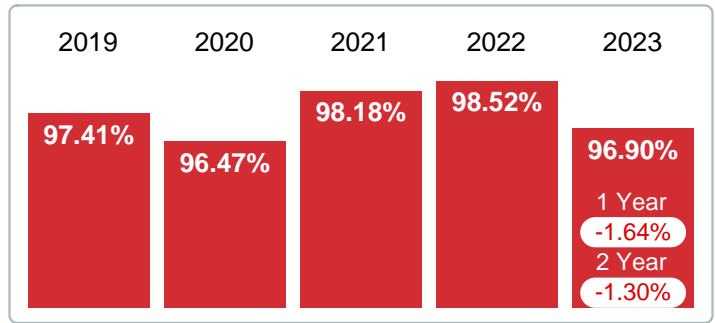
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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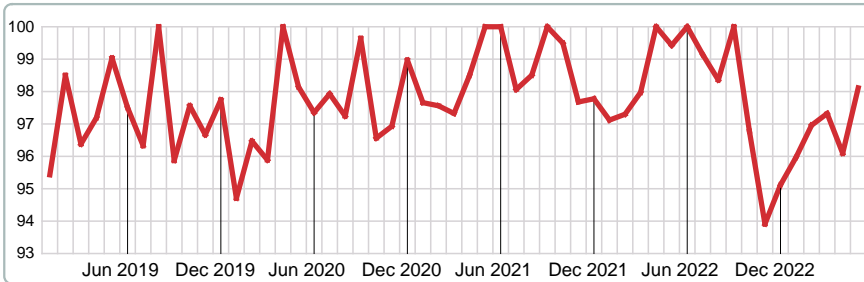
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

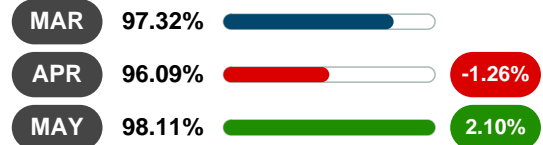


3 MONTHS

5 year MAY AVG = 98.94%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **98.11%**
below the 5 yr MAY average of **98.94%**



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
\$75,000 and less	4	5.63%	91.36%	95.00%	82.28%	0.00%	0.00%
\$75,001 - \$100,000	7	9.86%	92.13%	96.07%	91.11%	0.00%	0.00%
\$100,001 - \$150,000	14	19.72%	99.29%	100.54%	96.97%	99.22%	0.00%
\$150,001 - \$225,000	16	22.54%	100.00%	0.00%	100.00%	99.39%	0.00%
\$225,001 - \$325,000	14	19.72%	98.39%	98.33%	98.46%	99.06%	0.00%
\$325,001 - \$450,000	8	11.27%	97.65%	0.00%	97.65%	102.90%	0.00%
\$450,001 and up	8	11.27%	96.52%	0.00%	98.04%	96.15%	0.00%
Median Sold/List Ratio		98.11%		99.16%	98.04%	97.97%	0.00%
Total Closed Units		71	100%	12	43	16	
Total Closed Volume		17,383,189		1.30M	10.92M	5.16M	0.00B

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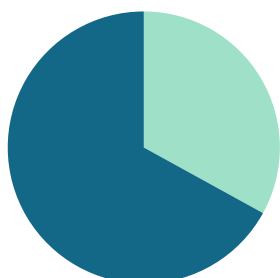
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

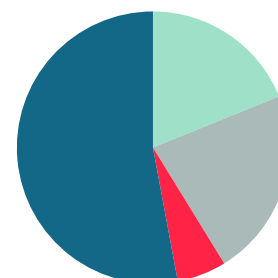


Inventory
 New Listings
101 = 33.01%
 Start Inventory
205
 Total Inventory Units
306
 Volume
\$98,198,494

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%
Median List Price	169,500	219,000	29.20%	157,000	179,500	14.33%
Median Sale Price	157,500	199,000	26.35%	150,000	175,000	16.67%
Median Percent of Selling Price to List Price	99.43%	98.11%	-1.32%	98.52%	96.90%	-1.64%
Median Days on Market to Sale	16.50	31.00	87.88%	13.00	24.00	84.62%
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

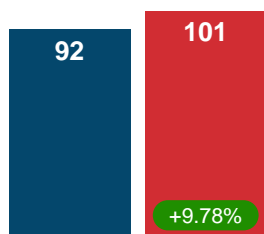
Inventory on May 31, 2023 = **199**

2022 **2023**

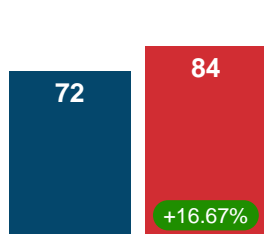
MAY MARKET

MEDIAN PRICES

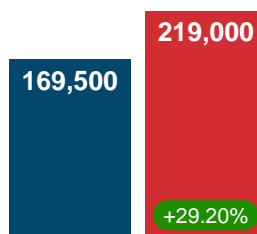
New Listings



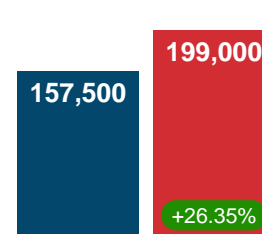
Pending Listings



List Price



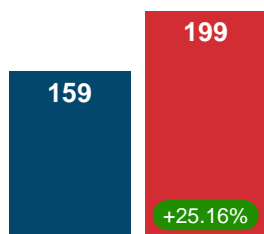
Sale Price



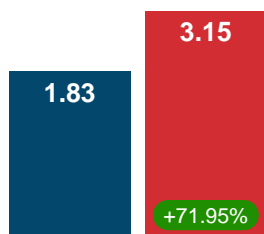
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

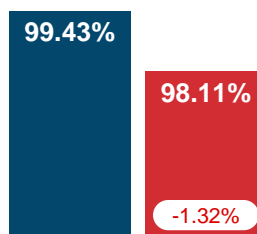
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

