

# May 2022



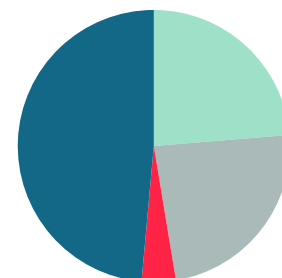
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2022 for MLS Technology Inc.

Compared Metrics	2021	May 2022	+/-%
Closed Listings	90	82	-8.89%
Pending Listings	83	82	-1.20%
New Listings	116	92	-20.69%
Average List Price	191,899	225,086	17.29%
Average Sale Price	185,625	216,981	16.89%
Average Percent of Selling Price to List Price	95.86%	96.24%	0.40%
Average Days on Market to Sale	39.58	39.21	-0.94%
End of Month Inventory	348	168	-51.72%
Months Supply of Inventory	5.61	1.94	-65.46%



■ Closed (23.70%)  
■ Pending (23.70%)  
■ Other OffMarket (4.05%)  
■ Active (48.55%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of May 31, 2022 = **168**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2022 decreased **51.72%** to 168 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **1.94** 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 **16.89%** in May 2022 to \$216,981 versus the previous year at \$185,625.

#### Average Days on Market Shortens

The average number of **39.21** days that homes spent on the market before selling decreased by 0.37 days or **0.94%** in May 2022 compared to last year's same month at **39.58** DOM.

#### Sales Success for May 2022 is Positive

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

There were 92 New Listings in May 2022, down **20.69%** from last year at 116. Furthermore, there were 82 Closed Listings this month versus last year at 90, a **-8.89%** decrease.

Closed versus Listed trends yielded a **89.1%** ratio, up from previous year's, May 2021, at **77.6%**, a **14.88%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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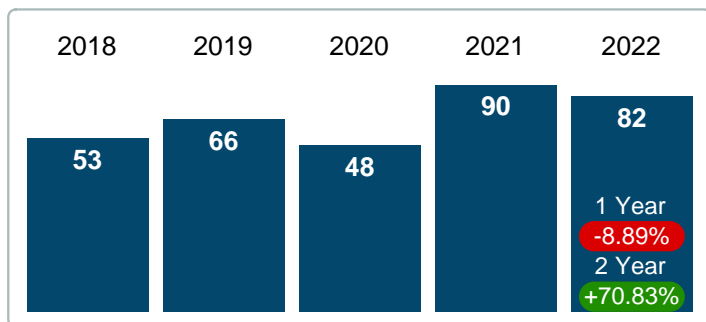
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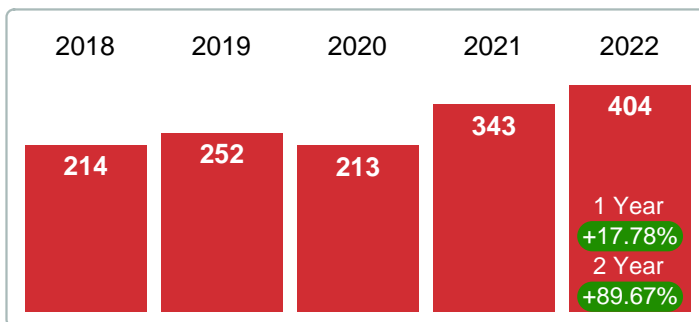
## CLOSED LISTINGS

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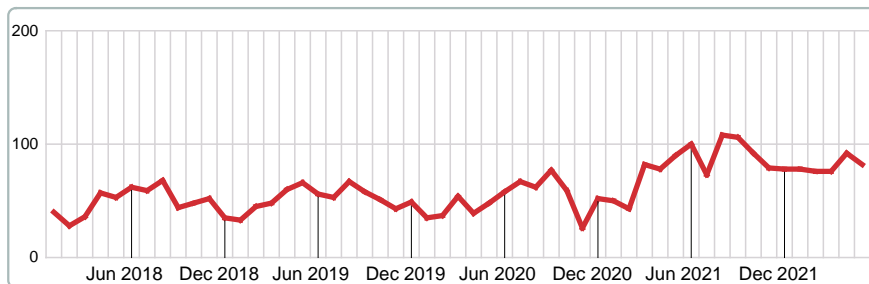
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 68

High Aug 2021 108 | Low Nov 2020 26

Closed Listings this month at **82**  
above the 5 yr MAY average of **68**

- MAR: 76
- APR: 92 (+21.05%)
- MAY: 82 (-10.87%)

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.76%	65.1	5	3	0	0
\$50,001 - \$100,000	7	8.54%	26.1	4	2	1	0
\$100,001 - \$125,000	12	14.63%	54.5	3	7	2	0
\$125,001 - \$200,000	24	29.27%	36.3	3	21	0	0
\$200,001 - \$325,000	14	17.07%	29.7	0	10	3	1
\$325,001 - \$450,000	9	10.98%	17.7	1	1	4	3
\$450,001 and up	8	9.76%	51.4	0	1	6	1
<b>Total Closed Units</b>	<b>82</b>			<b>16</b>	<b>45</b>	<b>16</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>17,792,410</b>	<b>100%</b>	<b>39.2</b>	<b>1.59M</b>	<b>7.99M</b>	<b>5.83M</b>	<b>2.38M</b>
<b>Average Closed Price</b>	<b>\$216,981</b>			<b>\$99,594</b>	<b>\$177,529</b>	<b>\$364,194</b>	<b>\$476,600</b>

# May 2022



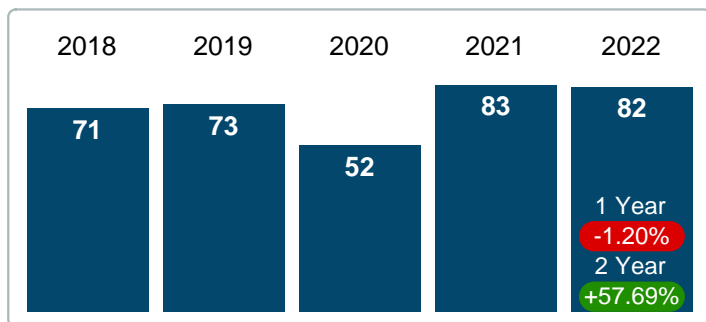
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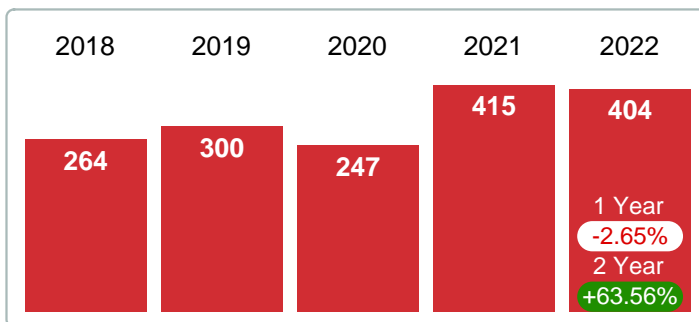
## PENDING LISTINGS

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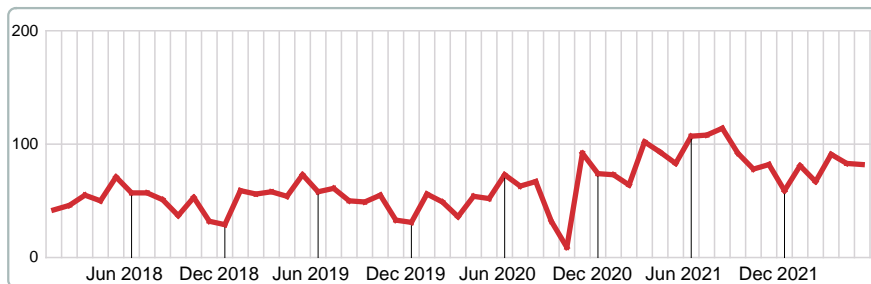
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 72

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **82**  
above the 5 yr MAY average of **72**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	8	9.76%	49.3	5	2	1	0
\$70,001 - \$110,000	11	13.41%	17.4	6	4	1	0
\$110,001 - \$140,000	8	9.76%	23.8	3	4	1	0
\$140,001 - \$190,000	21	25.61%	41.0	3	12	5	1
\$190,001 - \$290,000	14	17.07%	44.1	2	8	4	0
\$290,001 - \$440,000	11	13.41%	19.1	1	5	5	0
\$440,001 and up	9	10.98%	64.9	0	4	4	1
<b>Total Pending Units</b>	<b>82</b>			<b>20</b>	<b>39</b>	<b>21</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>18,719,100</b>	<b>100%</b>	<b>60.1</b>	<b>2.28M</b>	<b>8.35M</b>	<b>7.12M</b>	<b>964.00K</b>
<b>Average Listing Price</b>	<b>\$142,129</b>			<b>\$114,170</b>	<b>\$214,038</b>	<b>\$339,248</b>	<b>\$482,000</b>

# May 2022



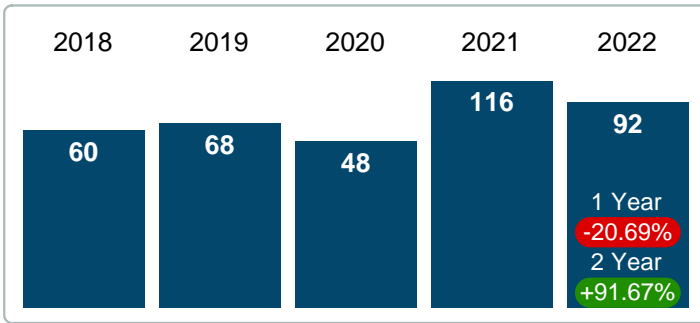
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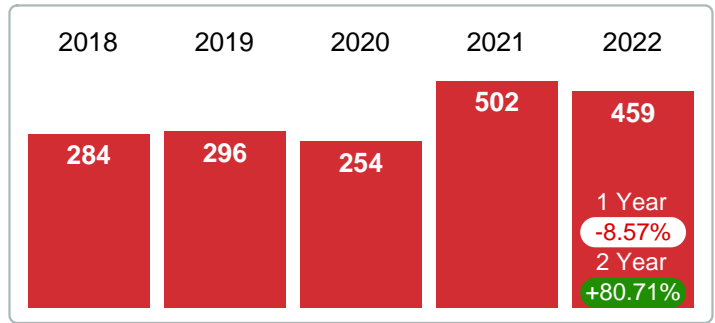
## NEW LISTINGS

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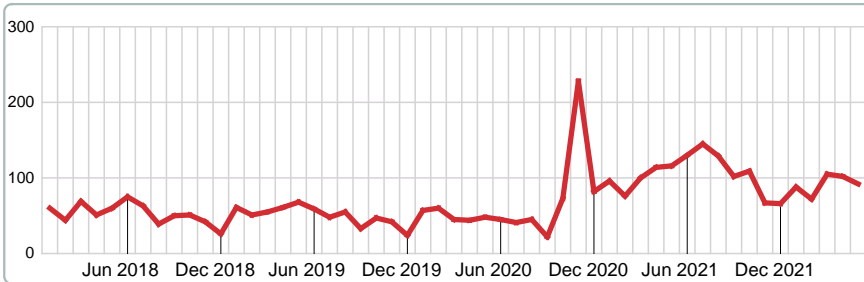
### MAY



### YEAR TO DATE (YTD)

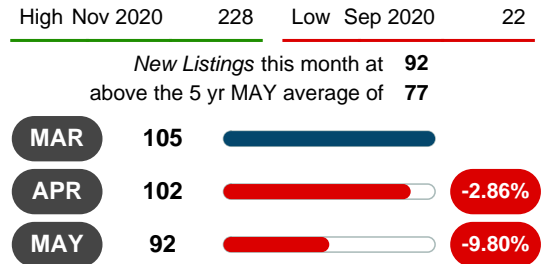


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 77



### 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	9.78%	3	4	2	0
\$75,001 - \$100,000	9	9.78%	4	4	0	1
\$100,001 - \$150,000	13	14.13%	6	6	1	0
\$150,001 - \$225,000	25	27.17%	4	13	7	1
\$225,001 - \$325,000	15	16.30%	2	8	5	0
\$325,001 - \$475,000	11	11.96%	1	8	2	0
\$475,001 and up	10	10.87%	0	6	1	3
<b>Total New Listed Units</b>	<b>92</b>		<b>20</b>	<b>49</b>	<b>18</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>23,197,300</b>	<b>100%</b>	<b>2.90M</b>	<b>13.63M</b>	<b>4.35M</b>	<b>2.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$155,500</b>		<b>\$144,975</b>	<b>\$278,073</b>	<b>\$241,578</b>	<b>\$464,760</b>

# May 2022



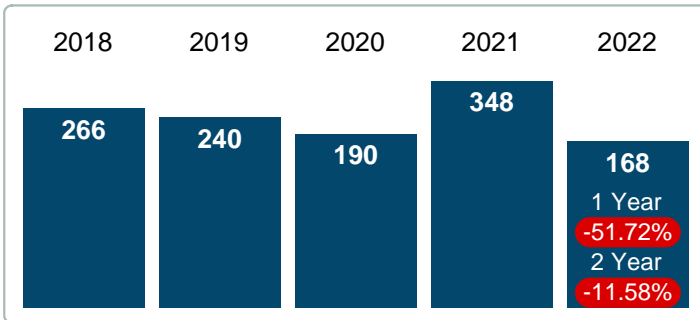
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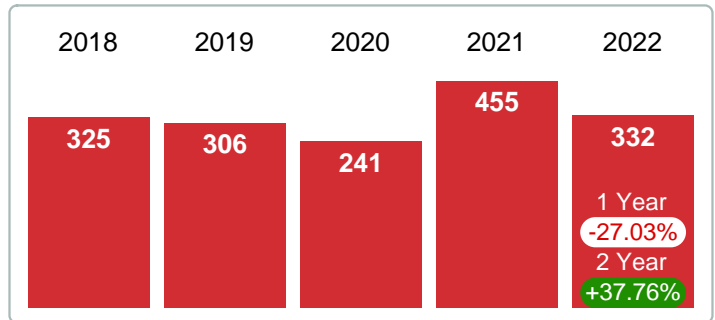
## ACTIVE INVENTORY

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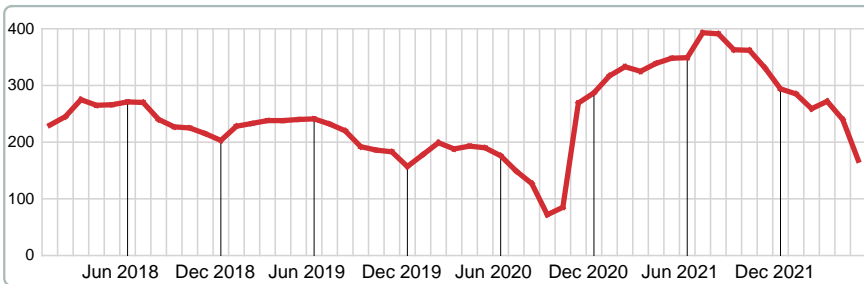
### END OF MAY



### ACTIVE DURING MAY

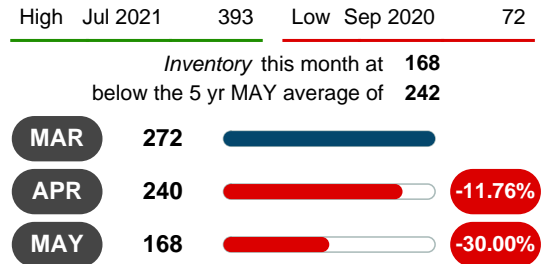


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 242



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	3.57%	83.8	1	4	1	0
\$50,001 - \$125,000	31	18.45%	74.8	15	13	1	2
\$125,001 - \$175,000	25	14.88%	77.4	11	12	2	0
\$175,001 - \$275,000	39	23.21%	51.1	3	26	9	1
\$275,001 - \$425,000	27	16.07%	67.1	4	16	6	1
\$425,001 - \$675,000	21	12.50%	94.9	3	7	6	5
\$675,001 and up	19	11.31%	97.0	0	9	7	3
<b>Total Active Inventory by Units</b>	<b>168</b>			<b>37</b>	<b>87</b>	<b>32</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>59,774,598</b>	<b>100%</b>	<b>73.8</b>	<b>6.46M</b>	<b>26.84M</b>	<b>19.18M</b>	<b>7.30M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$355,801</b>			<b>\$174,592</b>	<b>\$308,459</b>	<b>\$599,253</b>	<b>\$608,558</b>

# May 2022



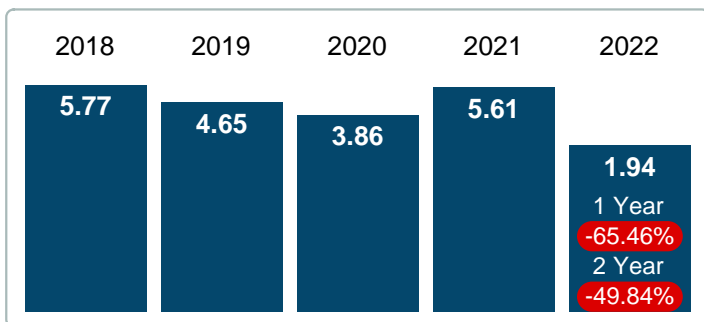
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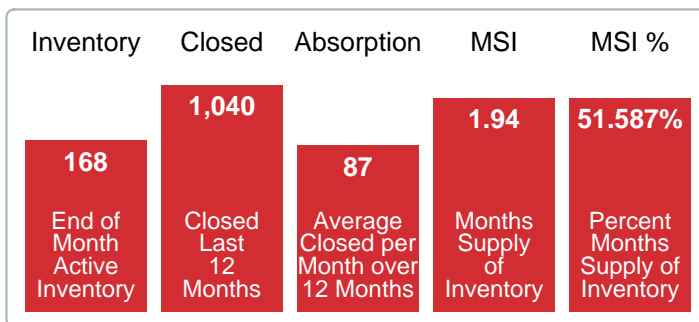
## MONTHS SUPPLY of INVENTORY (MSI)

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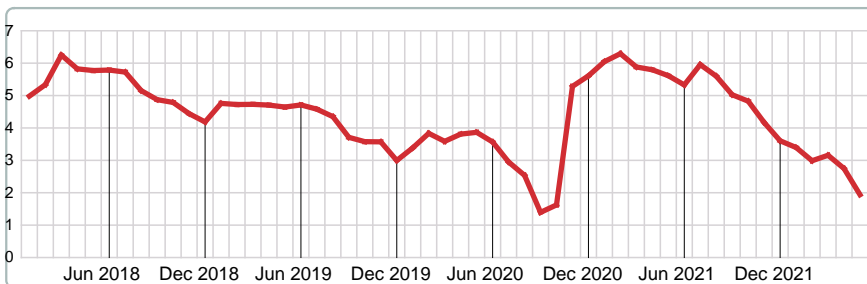
### MSI FOR MAY



### INDICATORS FOR MAY 2022

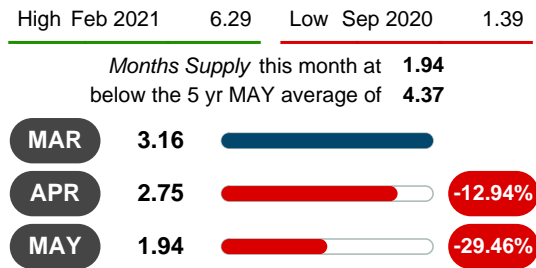


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 4.37



### 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
\$50,000 and less	6	3.57%	0.83	0.24	1.50	4.00	0.00
\$50,001 - \$125,000	31	18.45%	1.32	1.68	0.99	0.80	12.00
\$125,001 - \$175,000	25	14.88%	1.68	4.55	1.21	0.86	0.00
\$175,001 - \$275,000	39	23.21%	1.81	2.25	1.74	1.77	4.00
\$275,001 - \$425,000	27	16.07%	2.17	5.33	2.63	1.26	1.20
\$425,001 - \$675,000	21	12.50%	3.76	9.00	3.50	2.40	6.67
\$675,001 and up	19	11.31%	13.41	0.00	21.60	21.00	9.00
Market Supply of Inventory (MSI)			1.94	2.02	1.77	1.94	4.50
Total Active Inventory by Units		100%	168	37	87	32	12

# May 2022



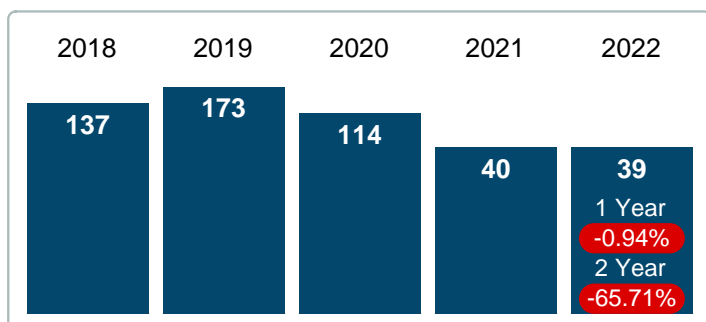
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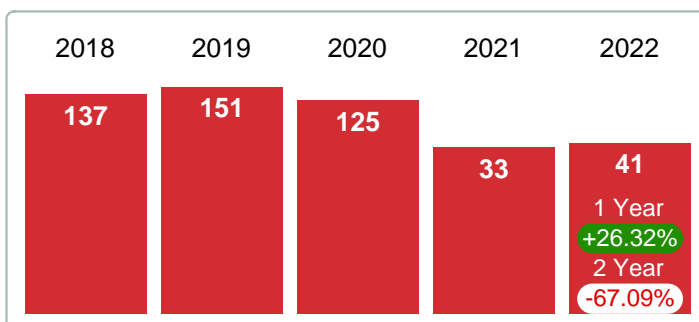
## AVERAGE DAYS ON MARKET TO SALE

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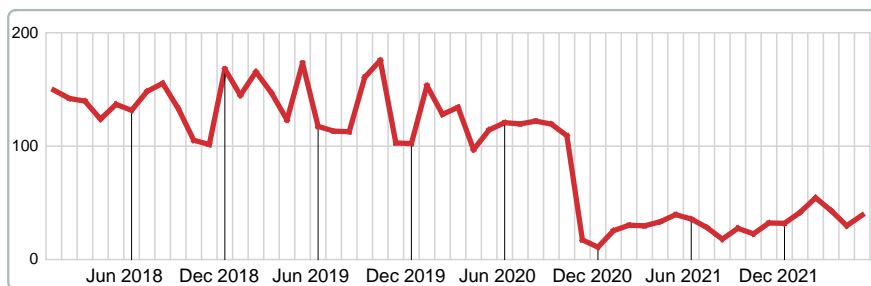
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 101

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 39 below the 5 yr MAY average of 101



## 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
\$50,000 and less	9.76%	65	58	77	0	0
\$50,001 - \$100,000	8.54%	26	19	53	1	0
\$100,001 - \$125,000	14.63%	55	72	51	41	0
\$125,001 - \$200,000	29.27%	36	5	41	0	0
\$200,001 - \$325,000	17.07%	30	0	24	58	8
\$325,001 - \$450,000	10.98%	18	24	7	7	33
\$450,001 and up	9.76%	51	0	18	52	79
<b>Average Closed DOM</b>		<b>39</b>	<b>39</b>	<b>40</b>	<b>37</b>	<b>37</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>39</b>	<b>16</b>	<b>45</b>	<b>16</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>17,792,410</b>	<b>1.59M</b>	<b>7.99M</b>	<b>5.83M</b>	<b>2.38M</b>



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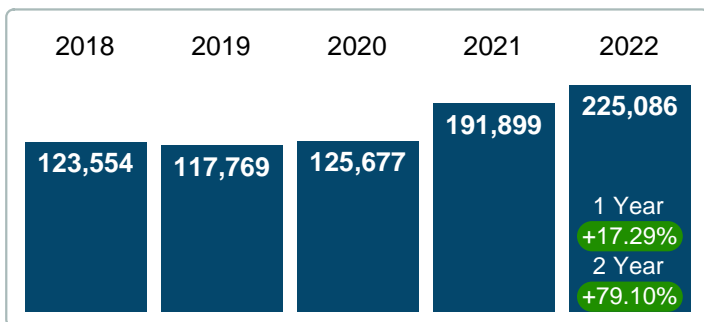
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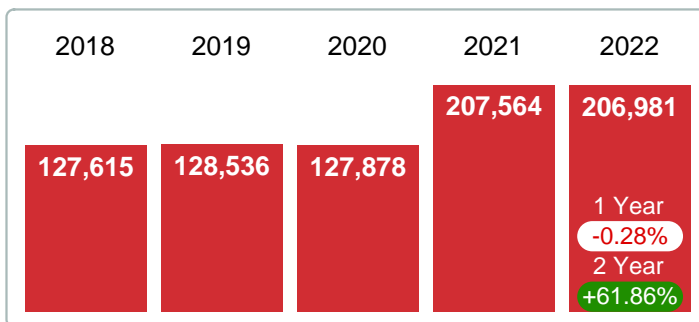
## AVERAGE LIST PRICE AT CLOSING

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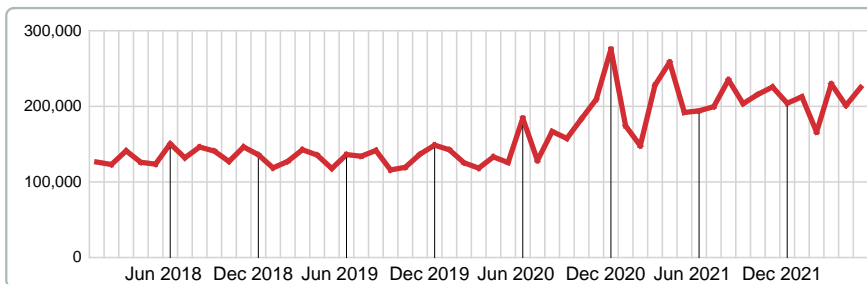
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 156,797

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

Average List Price at Closing this month at **225,086**  
above the 5 yr MAY average of **156,797**

- MAR 229,611
- APR 201,187 (-12.38%)
- MAY 225,086 (11.88%)

### 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	
\$50,000 and less	6	7.32%	30,650	37,980	34,667	0	
\$50,001 - \$100,000	9	10.98%	71,267	77,250	74,950	72,500	
\$100,001 - \$125,000	7	8.54%	114,343	116,167	128,771	117,000	
\$125,001 - \$200,000	29	35.37%	156,550	136,633	164,121	0	
\$200,001 - \$325,000	14	17.07%	266,714	0	276,300	224,000	
\$325,001 - \$450,000	8	9.76%	371,738	389,000	374,000	364,975	
\$450,001 and up	9	10.98%	620,389	0	499,000	614,417	
<b>Average List Price</b>		<b>225,086</b>		<b>102,894</b>	<b>183,063</b>	<b>382,806</b>	<b>489,600</b>
<b>Total Closed Units</b>		<b>82</b>	<b>100%</b>	<b>225,086</b>	<b>16</b>	<b>45</b>	<b>16</b>
<b>Total Closed Volume</b>		<b>18,457,050</b>			<b>1.65M</b>	<b>8.24M</b>	<b>6.12M</b>



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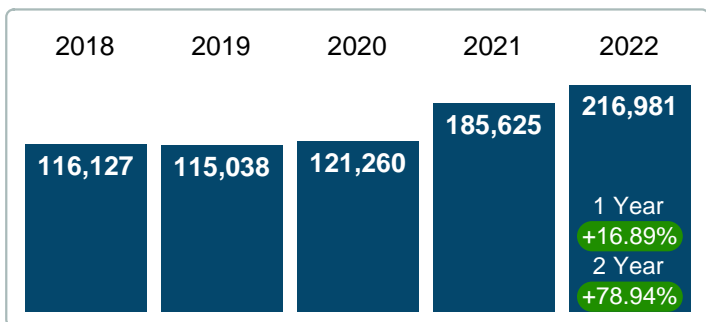
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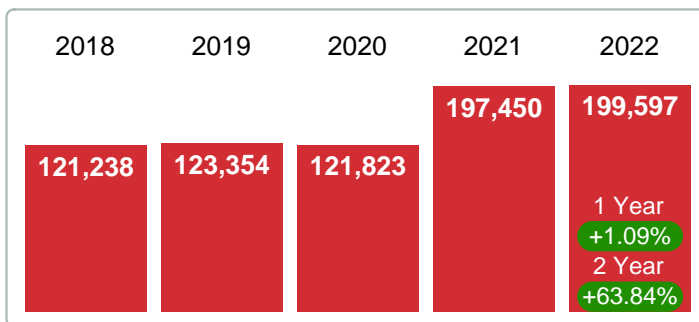
## AVERAGE SOLD PRICE AT CLOSING

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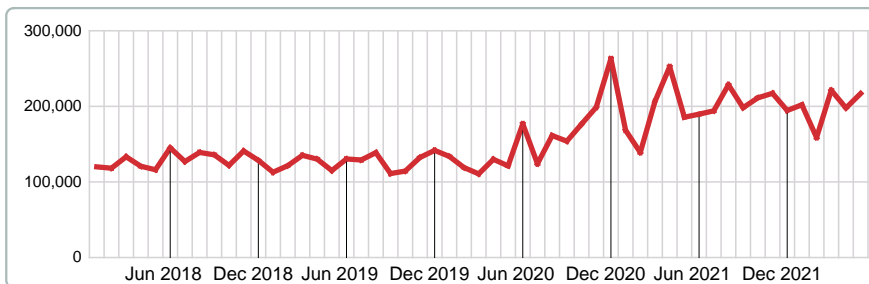
### MAY



### YEAR TO DATE (YTD)

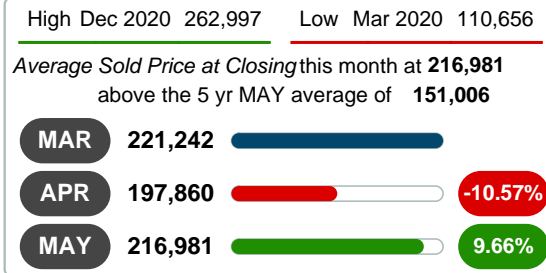


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 151,006



### 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
\$50,000 and less	9.76%	30,274	30,100	30,563	0	0
\$50,001 - \$100,000	8.54%	72,439	74,375	68,535	72,500	0
\$100,001 - \$125,000	14.63%	115,583	111,333	118,429	112,000	0
\$125,001 - \$200,000	29.27%	158,815	142,167	161,193	0	0
\$200,001 - \$325,000	17.07%	261,071	0	266,700	227,667	305,000
\$325,001 - \$450,000	10.98%	375,889	385,000	380,000	359,750	393,000
\$450,001 and up	9.76%	600,825	0	499,000	568,100	899,000
<b>Average Sold Price</b>		<b>216,981</b>	<b>99,594</b>	<b>177,529</b>	<b>364,194</b>	<b>476,600</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>216,981</b>	<b>16</b>	<b>45</b>	<b>16</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>17,792,410</b>	<b>1.59M</b>	<b>7.99M</b>	<b>5.83M</b>	<b>2.38M</b>

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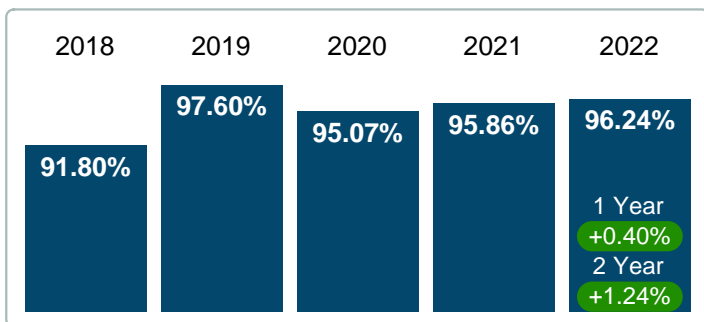
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



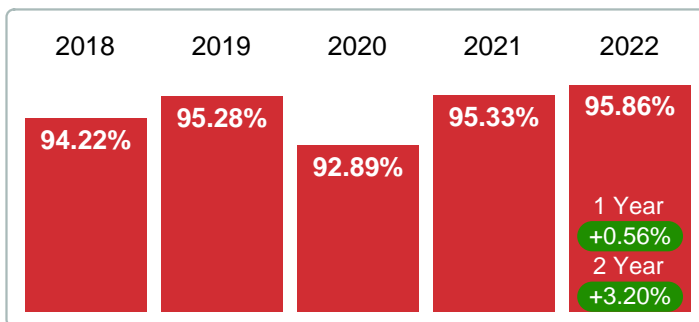
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 13, 2022 for MLS Technology Inc.

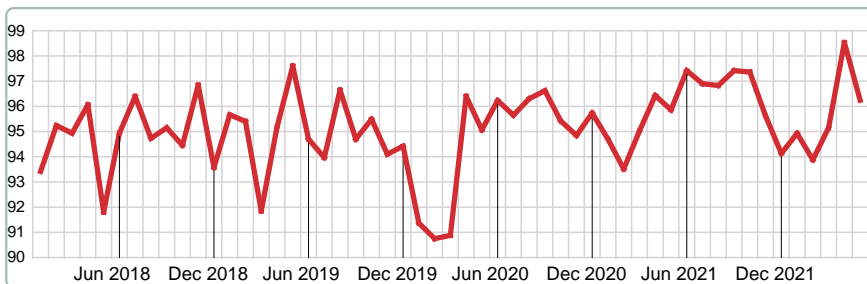
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

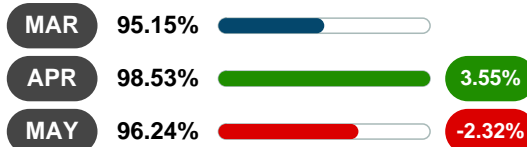


### 3 MONTHS

5 year MAY AVG = 95.31%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.24%** above the 5 yr MAY average of **95.31%**



### 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
\$50,000 and less	8	9.76%	87.01%	88.74%	84.11%	0.00%	0.00%
\$50,001 - \$100,000	7	8.54%	96.05%	96.87%	92.44%	100.00%	0.00%
\$100,001 - \$125,000	12	14.63%	94.08%	96.24%	92.61%	95.95%	0.00%
\$125,001 - \$200,000	24	29.27%	98.97%	104.10%	98.24%	0.00%	0.00%
\$200,001 - \$325,000	14	17.07%	98.19%	0.00%	96.79%	101.58%	102.01%
\$325,001 - \$450,000	9	10.98%	97.79%	98.97%	101.60%	98.67%	94.95%
\$450,001 and up	8	9.76%	95.57%	0.00%	100.00%	94.09%	100.00%
Average Sold/List Ratio		96.20%		95.70%	95.96%	97.24%	97.37%
Total Closed Units		82	100%	16	45	16	5
Total Closed Volume		17,792,410		1.59M	7.99M	5.83M	2.38M

# May 2022



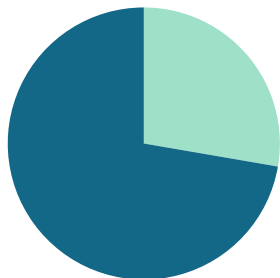
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Jun 13, 2022 for MLS Technology Inc.

### INVENTORY

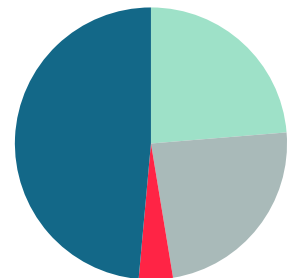


**Inventory**  
 New Listings  
**92 = 27.71%**  
 Start Inventory  
**240**  
 Total Inventory Units  
**332**  
 Volume  
**\$98,244,448**

### Market Activity

Closed Sales  
**82 = 23.70%**  
 Pending Sales  
**82 = 23.70%**  
 Other Off Market  
**14 = 4.05%**  
 Active Inventory  
**168 = 48.55%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	90	82	-8.89%	343	404	17.78%
Pending Sales	83	82	-1.20%	415	404	-2.65%
New Listings	116	92	-20.69%	502	459	-8.57%
Average List Price	191,899	225,086	17.29%	207,564	206,981	-0.28%
Average Sale Price	185,625	216,981	16.89%	197,450	199,597	1.09%
Average Percent of Selling Price to List Price	95.86%	96.24%	0.40%	95.33%	95.86%	0.56%
Average Days on Market to Sale	39.58	39.21	-0.94%	32.56	41.13	26.32%
Monthly Inventory	348	168	-51.72%	348	168	-51.72%
Months Supply of Inventory	5.61	1.94	-65.46%	5.61	1.94	-65.46%

**Absorption:** Last 12 months, an Average of **87** Sales/Month

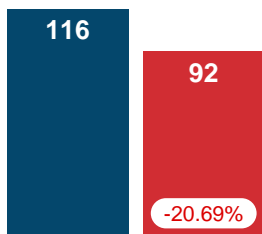
**Inventory** on May 31, 2022 = **168**

**2021** **2022**

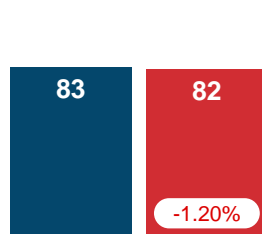
### MAY MARKET

### AVERAGE PRICES

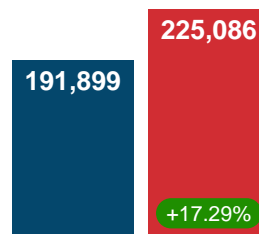
#### New Listings



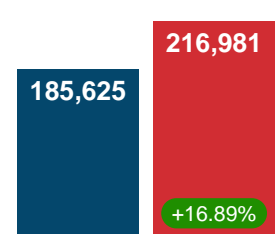
#### Pending Listings



#### List Price



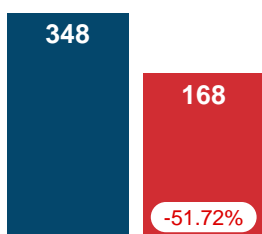
#### Sale Price



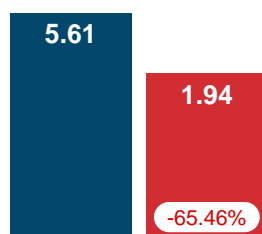
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

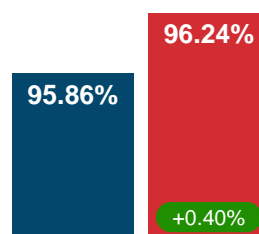
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

