

April 2022



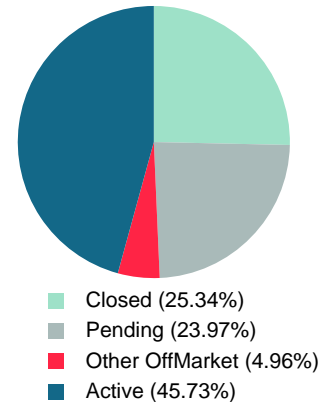
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	78	92	17.95%
Pending Listings	93	87	-6.45%
New Listings	114	102	-10.53%
Average List Price	258,424	201,187	-22.15%
Average Sale Price	252,382	197,860	-21.60%
Average Percent of Selling Price to List Price	96.43%	98.53%	2.18%
Average Days on Market to Sale	33.28	29.79	-10.48%
End of Month Inventory	339	166	-51.03%
Months Supply of Inventory	5.79	1.90	-67.20%



Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of April 30, 2022 = **166**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **51.03%** to 166 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 **1.90** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **21.60%** in April 2022 to \$197,860 versus the previous year at \$252,382.

Average Days on Market Shortens

The average number of **29.79** days that homes spent on the market before selling decreased by 3.49 days or **10.48%** in April 2022 compared to last year's same month at **33.28** DOM.

Sales Success for April 2022 is Positive

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

There were 102 New Listings in April 2022, down **10.53%** from last year at 114. Furthermore, there were 92 Closed Listings this month versus last year at 78, a **17.95%** increase.

Closed versus Listed trends yielded a **90.2%** ratio, up from previous year's, April 2021, at **68.4%**, a **31.83%** upswing. This will certainly create pressure on a decreasing 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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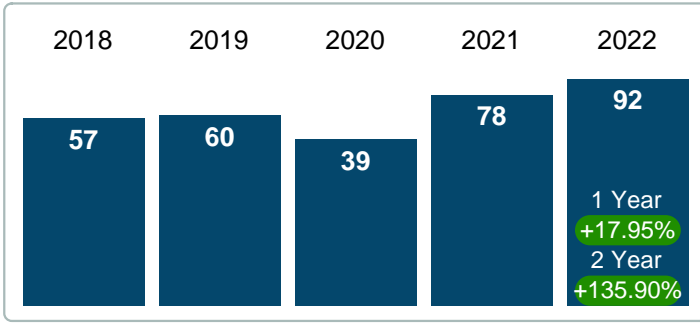
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



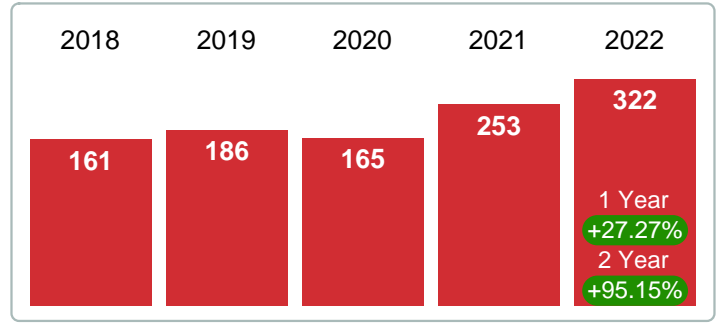
CLOSED LISTINGS

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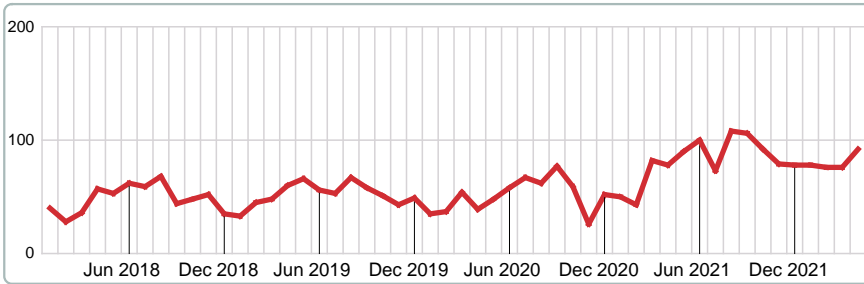
APRIL



YEAR TO DATE (YTD)

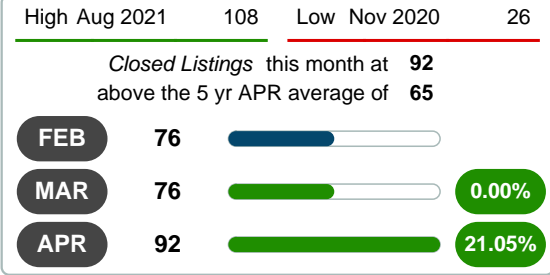


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 65



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	6	6.52%	7.0	3	3	0	0
\$50,001 - \$75,000	12	13.04%	12.4	7	5	0	0
\$75,001 - \$125,000	16	17.39%	35.4	2	14	0	0
\$125,001 - \$175,000	19	20.65%	34.9	0	15	4	0
\$175,001 - \$250,000	18	19.57%	21.2	3	11	4	0
\$250,001 - \$375,000	10	10.87%	73.4	1	6	2	1
\$375,001 and up	11	11.96%	18.5	2	5	3	1
Total Closed Units	92			18	59	13	2
Total Closed Volume	18,203,109	100%	29.8	2.88M	10.60M	3.89M	836.00K
Average Closed Price	\$197,860			\$160,000	\$179,680	\$298,923	\$418,000

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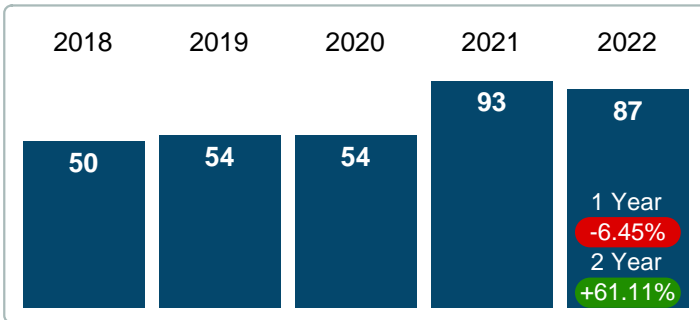
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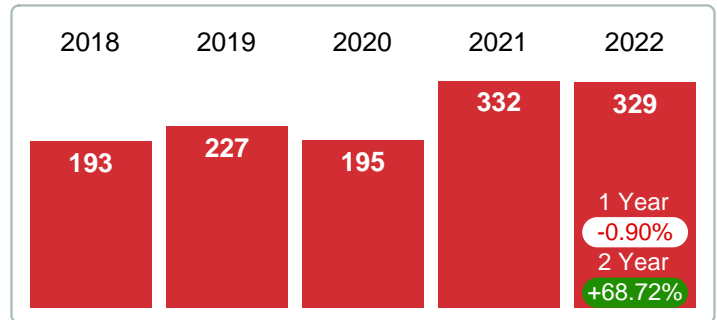
PENDING LISTINGS

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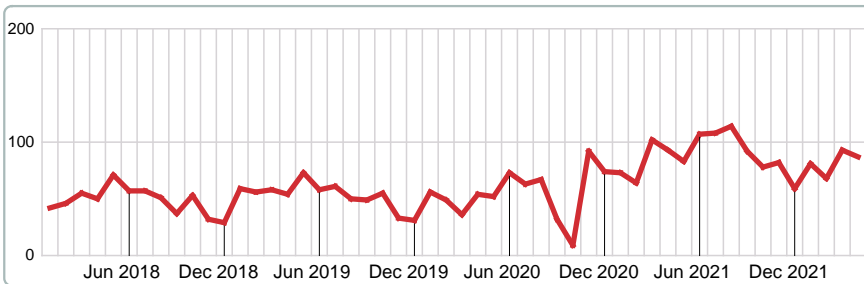
APRIL



YEAR TO DATE (YTD)

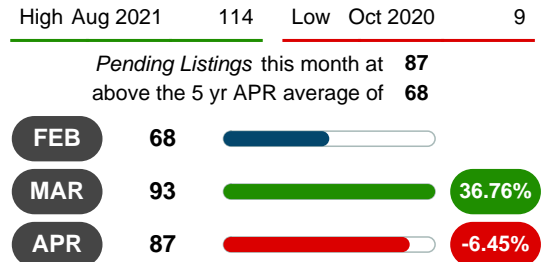


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 68



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.20%	38.8	4	4	0	0
\$50,001 - \$90,000	11	12.64%	24.6	7	4	0	0
\$90,001 - \$120,000	10	11.49%	49.6	4	5	1	0
\$120,001 - \$180,000	25	28.74%	26.4	3	19	2	1
\$180,001 - \$220,000	13	14.94%	30.5	0	11	2	0
\$220,001 - \$490,000	11	12.64%	33.7	1	4	5	1
\$490,001 and up	9	10.34%	30.7	0	3	5	1
Total Pending Units	87			19	50	15	3
Total Pending Volume	18,659,749	100%	2.8	1.76M	10.47M	5.53M	899.00K
Average Listing Price	\$83,877			\$92,389	\$209,463	\$368,813	\$299,667

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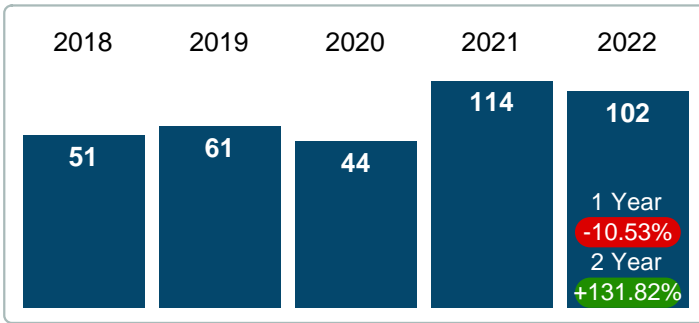
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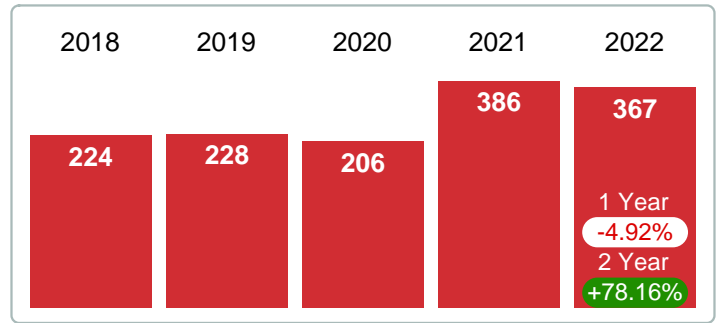
NEW LISTINGS

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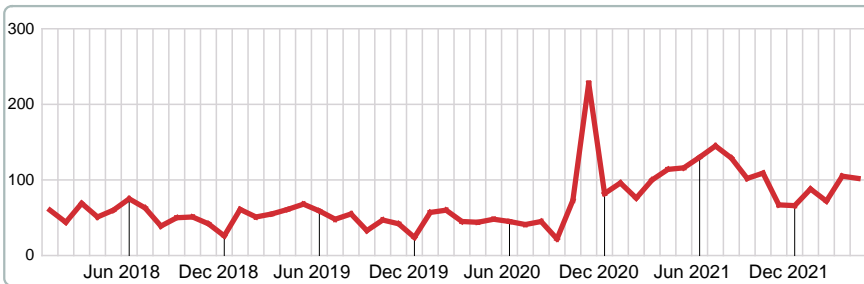
APRIL



YEAR TO DATE (YTD)

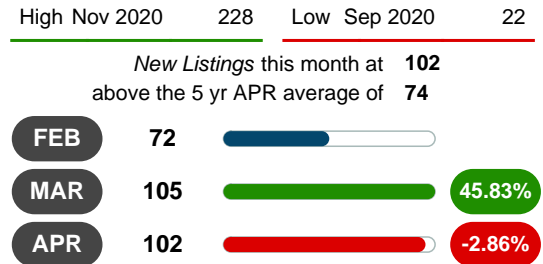


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 74



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	8.82%	6	2	1	0
\$60,001 - \$90,000	13	12.75%	8	5	0	0
\$90,001 - \$130,000	14	13.73%	5	8	1	0
\$130,001 - \$190,000	26	25.49%	6	14	5	1
\$190,001 - \$260,000	17	16.67%	0	13	3	1
\$260,001 - \$420,000	11	10.78%	0	4	6	1
\$420,001 and up	12	11.76%	1	5	6	0
Total New Listed Units	102		26	51	22	3
Total New Listed Volume	21,334,999	100%	2.68M	10.81M	7.03M	820.00K
Average New Listed Listing Price	\$80,850		\$102,985	\$211,898	\$319,573	\$273,333

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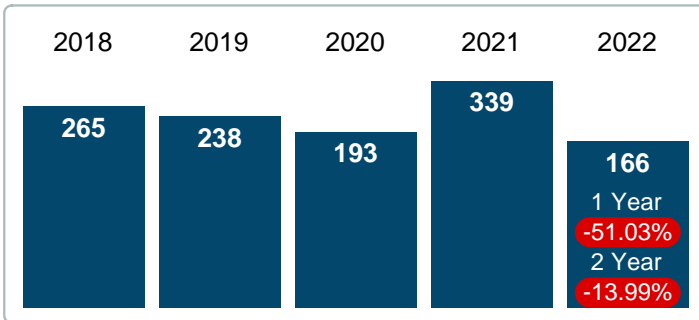
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



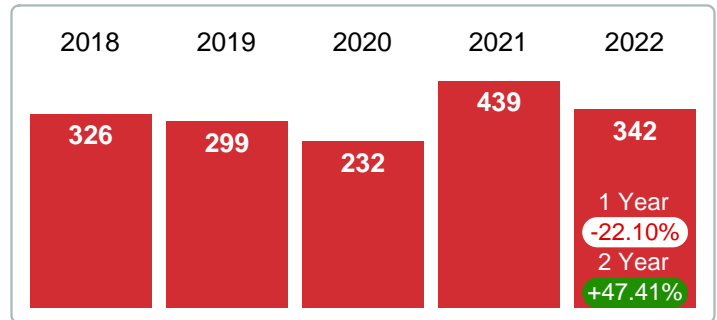
ACTIVE INVENTORY

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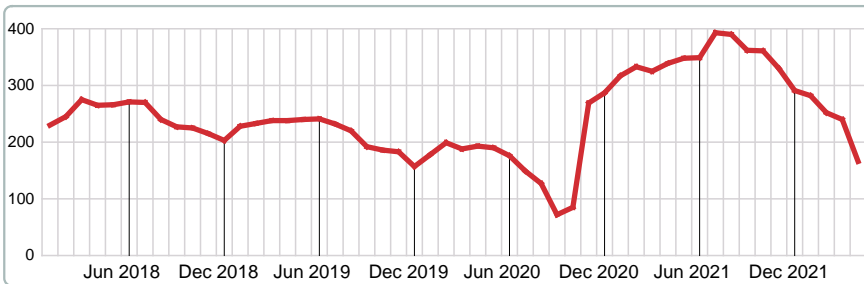
END OF APRIL



ACTIVE DURING APRIL

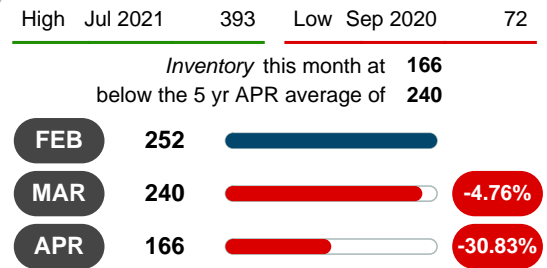


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 240



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	10	6.02%	91.1	4	5	1	0
\$50,001 - \$100,000	23	13.86%	51.9	13	8	1	1
\$100,001 - \$150,000	25	15.06%	99.2	10	14	1	0
\$150,001 - \$300,000	45	27.11%	71.8	5	30	8	2
\$300,001 - \$425,000	20	12.05%	56.6	2	9	7	2
\$425,001 - \$650,000	27	16.27%	82.1	4	8	10	5
\$650,001 and up	16	9.64%	112.5	0	6	8	2
Total Active Inventory by Units	166			38	80	36	12
Total Active Inventory by Volume	59,884,999	100%	78.1	5.91M	23.36M	23.42M	7.20M
Average Active Inventory Listing Price	\$360,753			\$155,589	\$291,944	\$650,519	\$599,867

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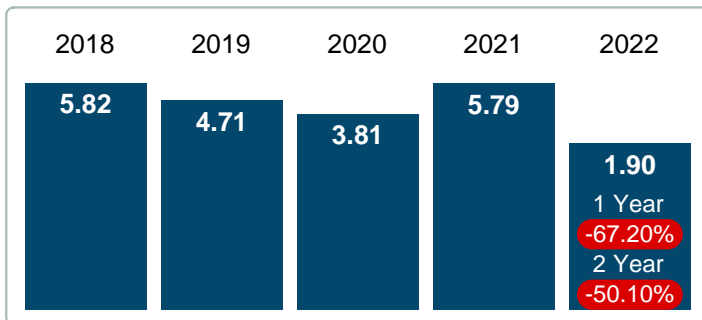
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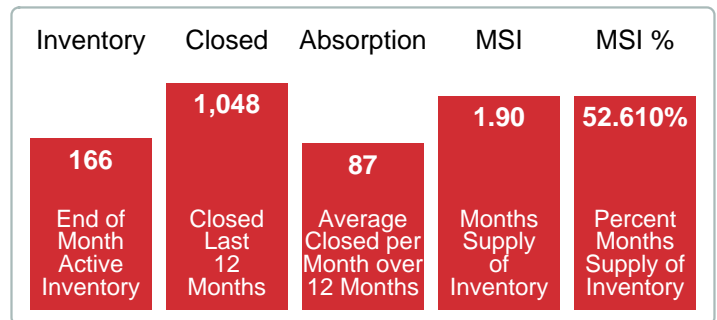
MONTHS SUPPLY of INVENTORY (MSI)

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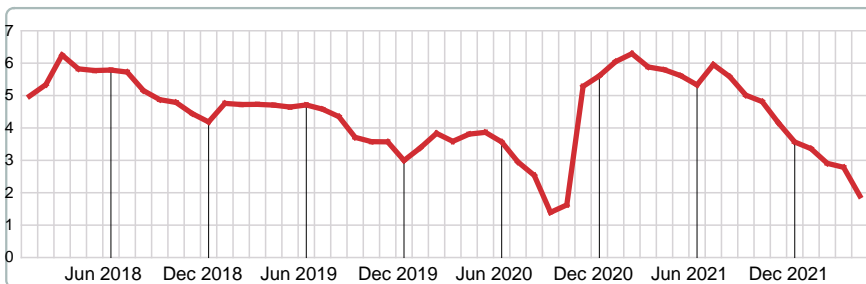
MSI FOR APRIL



INDICATORS FOR APRIL 2022

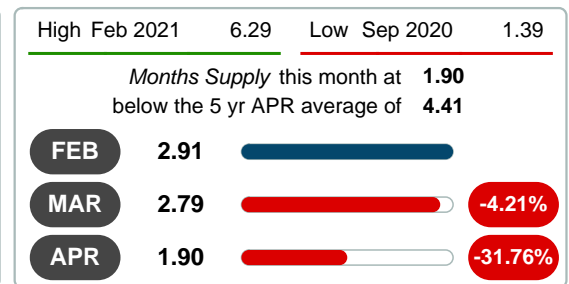


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.41



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	10	6.02%	1.38	0.91	2.00	4.00	0.00
\$50,001 - \$100,000	23	13.86%	1.49	1.95	1.00	1.71	6.00
\$100,001 - \$150,000	25	15.06%	1.48	2.73	1.29	0.44	0.00
\$150,001 - \$300,000	45	27.11%	1.36	1.71	1.39	1.01	3.43
\$300,001 - \$425,000	20	12.05%	2.47	4.00	2.35	2.10	4.80
\$425,001 - \$650,000	27	16.27%	5.23	12.00	4.00	4.62	7.50
\$650,001 and up	16	9.64%	10.67	0.00	12.00	24.00	8.00
Market Supply of Inventory (MSI)			1.90	2.01	1.62	2.14	5.14
Total Active Inventory by Units		100%	166	38	80	36	12

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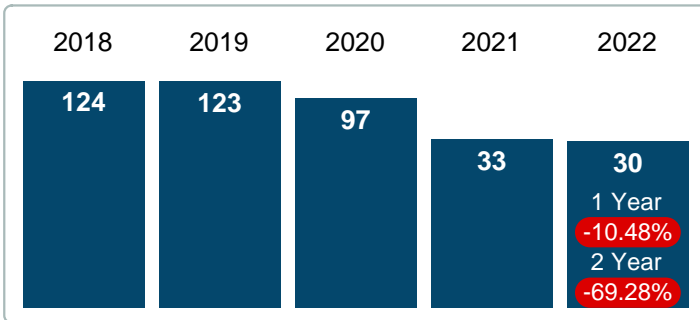
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



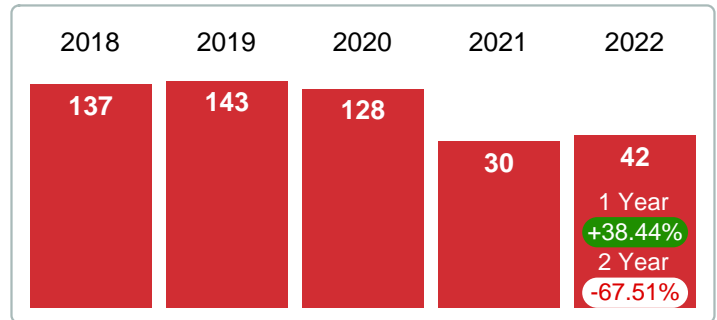
AVERAGE DAYS ON MARKET TO SALE

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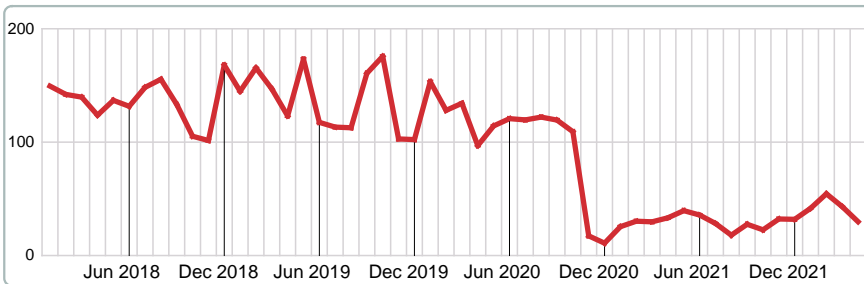
APRIL



YEAR TO DATE (YTD)

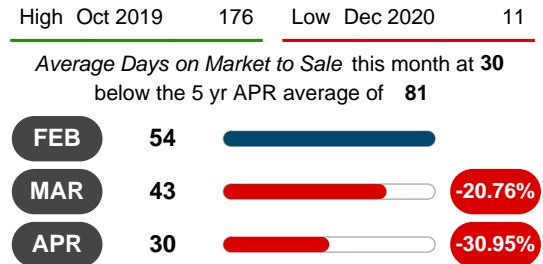


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81



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	6.52%	7	6	8	0	0
\$50,001 - \$75,000	13.04%	12	4	24	0	0
\$75,001 - \$125,000	17.39%	35	4	40	0	0
\$125,001 - \$175,000	20.65%	35	0	33	42	0
\$175,001 - \$250,000	19.57%	21	57	18	3	0
\$250,001 - \$375,000	10.87%	73	22	43	146	164
\$375,001 and up	11.96%	18	3	33	9	3
Average Closed DOM		30	14	31	38	84
Total Closed Units	100%	92	18	59	13	2
Total Closed Volume		18,203,109	2.88M	10.60M	3.89M	836.00K

April 2022



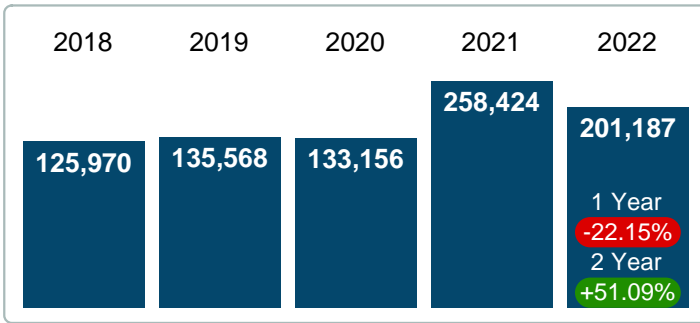
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



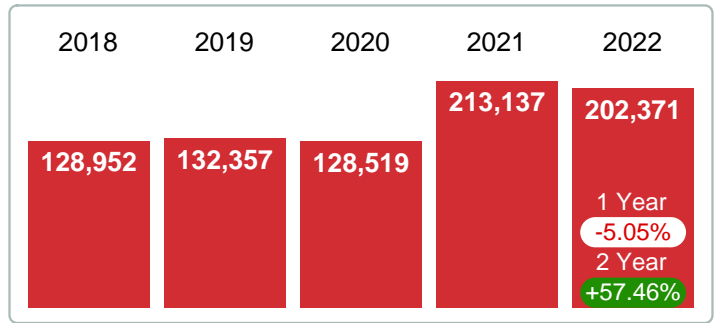
AVERAGE LIST PRICE AT CLOSING

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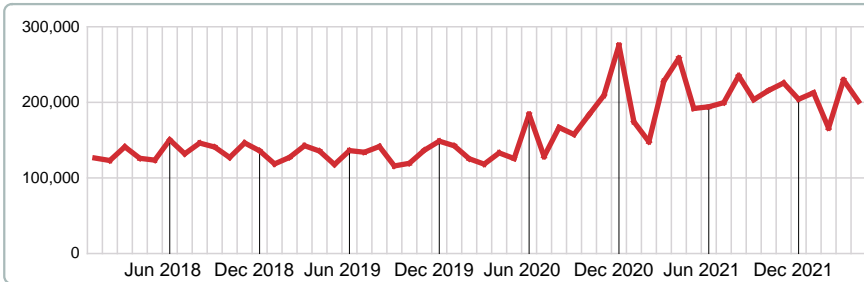
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 170,861

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

Average List Price at Closing this month at **201,187** above the 5 yr APR average of **170,861**



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	7.61%	31,714	23,333	35,000	0	0
\$50,001 - \$75,000	11.96%	61,491	59,143	63,880	0	0
\$75,001 - \$125,000	14.13%	101,231	114,500	105,643	0	0
\$125,001 - \$175,000	23.91%	144,695	0	146,620	145,500	0
\$175,001 - \$250,000	17.39%	208,988	206,333	219,709	210,750	0
\$250,001 - \$375,000	13.04%	310,783	299,000	312,150	347,000	339,000
\$375,001 and up	11.96%	548,936	634,950	499,180	588,500	496,500
Average List Price		201,187	161,161	184,547	298,808	417,750
Total Closed Units	100%	201,187	18	59	13	2
Total Closed Volume		18,509,199	2.90M	10.89M	3.88M	835.50K

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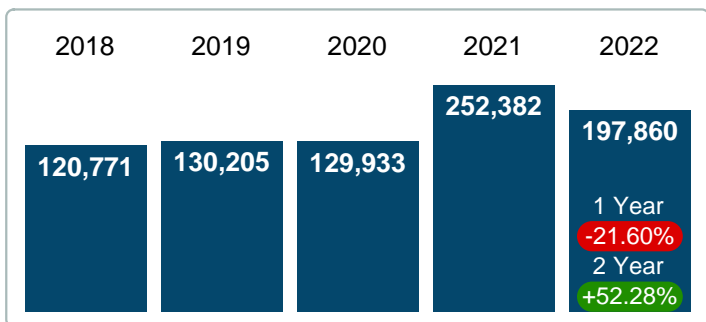
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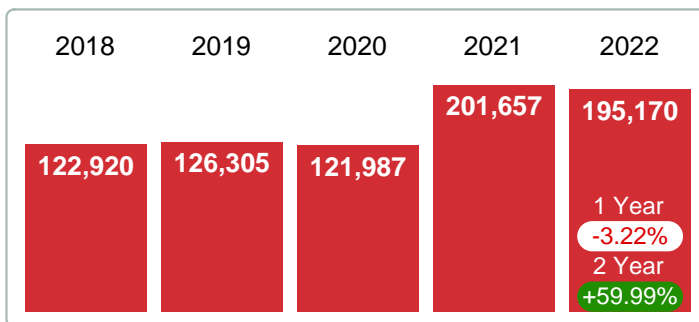
AVERAGE SOLD PRICE AT CLOSING

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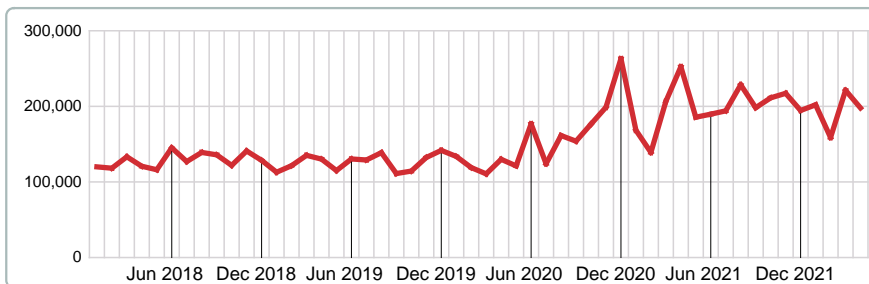
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

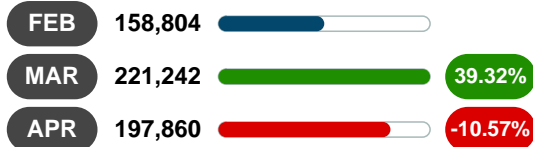


3 MONTHS

5 year APR AVG = 166,230

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

Average Sold Price at Closing this month at **197,860** above the 5 yr APR average of **166,230**



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	6.52%	28,500	22,667	34,333	0	0
\$50,001 - \$75,000	13.04%	58,125	58,143	58,100	0	0
\$75,001 - \$125,000	17.39%	103,625	110,000	102,714	0	0
\$125,001 - \$175,000	20.65%	144,671	0	144,117	146,750	0
\$175,001 - \$250,000	19.57%	214,094	206,333	215,882	215,000	0
\$250,001 - \$375,000	10.87%	313,276	280,000	304,127	344,500	339,000
\$375,001 and up	11.96%	540,127	643,000	481,680	583,333	497,000
Average Sold Price		197,860	160,000	179,680	298,923	418,000
Total Closed Units	100%	92	18	59	13	2
Total Closed Volume		18,203,109	2.88M	10.60M	3.89M	836.00K

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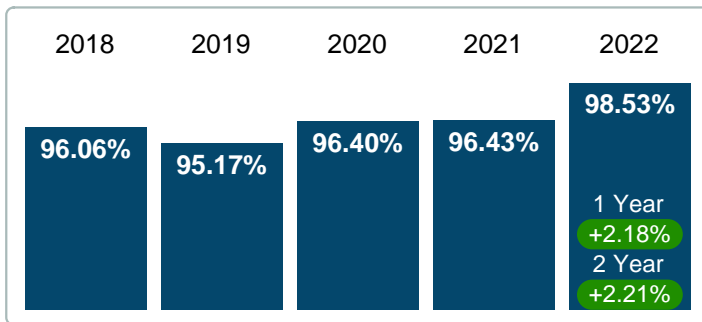
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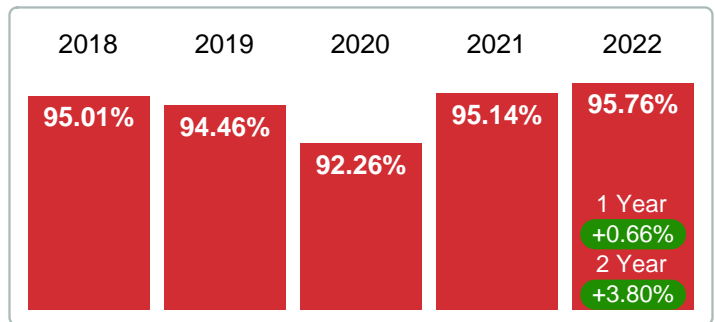
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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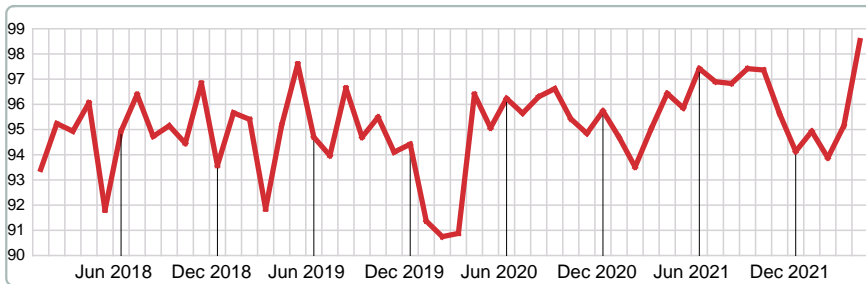
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

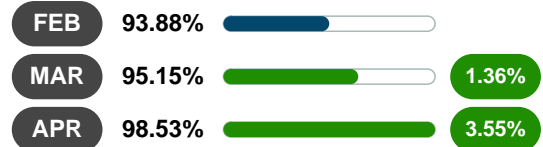


3 MONTHS

5 year APR AVG = 96.52%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **98.53%** above the 5 yr APR average of **96.52%**



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	6	6.52%	98.55%	98.52%	98.58%	0.00%	0.00%
\$50,001 - \$75,000	12	13.04%	96.46%	98.31%	93.88%	0.00%	0.00%
\$75,001 - \$125,000	16	17.39%	97.96%	96.22%	98.21%	0.00%	0.00%
\$125,001 - \$175,000	19	20.65%	99.43%	0.00%	99.05%	100.86%	0.00%
\$175,001 - \$250,000	18	19.57%	99.73%	100.00%	98.87%	101.91%	0.00%
\$250,001 - \$375,000	10	10.87%	97.72%	93.65%	97.51%	99.24%	100.00%
\$375,001 and up	11	11.96%	98.82%	101.71%	96.99%	99.53%	100.10%
Average Sold/List Ratio		98.50%		98.51%	98.02%	100.63%	100.05%
Total Closed Units		92	100%	18	59	13	2
Total Closed Volume		18,203,109		2.88M	10.60M	3.89M	836.00K

April 2022



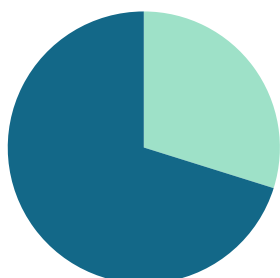
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on May 11, 2022 for MLS Technology Inc.

INVENTORY

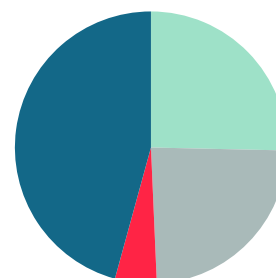


Inventory
 New Listings
102 = 29.82%
 Start Inventory
240
 Total Inventory Units
342
 Volume
\$102,477,548

Market Activity

Closed Sales
92 = 25.34%
 Pending Sales
87 = 23.97%
 Other Off Market
18 = 4.96%
 Active Inventory
166 = 45.73%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	78	92	17.95%	253	322	27.27%
Pending Sales	93	87	-6.45%	332	329	-0.90%
New Listings	114	102	-10.53%	386	367	-4.92%
Average List Price	258,424	201,187	-22.15%	213,137	202,371	-5.05%
Average Sale Price	252,382	197,860	-21.60%	201,657	195,170	-3.22%
Average Percent of Selling Price to List Price	96.43%	98.53%	2.18%	95.14%	95.76%	0.66%
Average Days on Market to Sale	33.28	29.79	-10.48%	30.07	41.62	38.44%
Monthly Inventory	339	166	-51.03%	339	166	-51.03%
Months Supply of Inventory	5.79	1.90	-67.20%	5.79	1.90	-67.20%

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

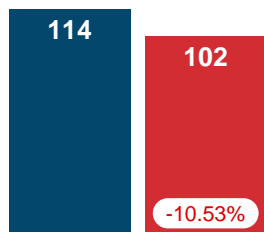
Inventory on April 30, 2022 = **166**

2021 **2022**

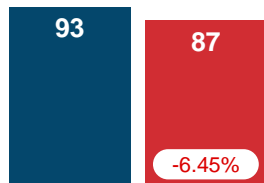
APRIL MARKET

AVERAGE PRICES

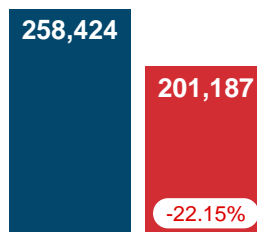
New Listings



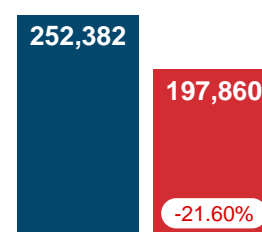
Pending Listings



List Price



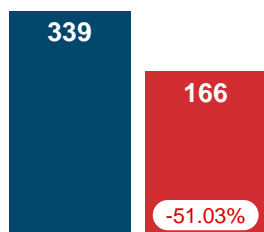
Sale Price



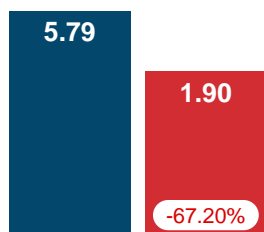
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

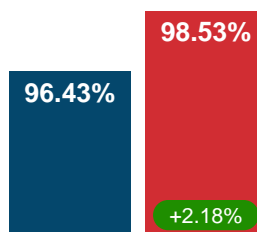
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

