

April 2022



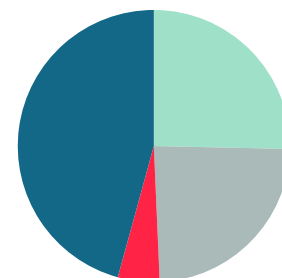
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	171,000	157,000	-8.19%
Median Sale Price	172,500	148,000	-14.20%
Median Percent of Selling Price to List Price	98.50%	100.00%	1.52%
Median Days on Market to Sale	17.50	7.00	-60.00%
End of Month Inventory	339	166	-51.03%
Months Supply of Inventory	5.79	1.90	-67.20%



■ Closed (25.34%)
■ Pending (23.97%)
■ Other OffMarket (4.96%)
■ Active (45.73%)

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.20%** in April 2022 to \$148,000 versus the previous year at \$172,500.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 10.50 days or **60.00%** in April 2022 compared to last year's same month at **17.50** DOM.

Sales Success for April 2022 is Positive

Overall, with Median 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.

What's in this Issue

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

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

April 2022



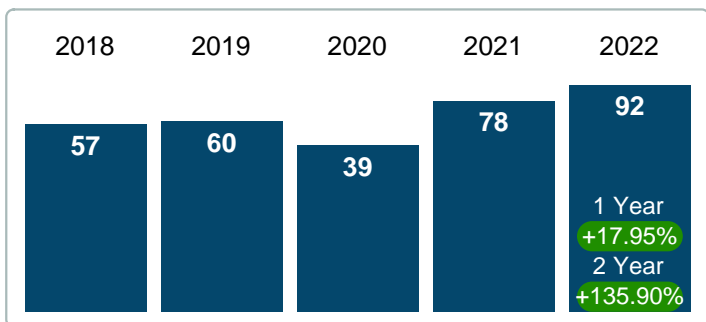
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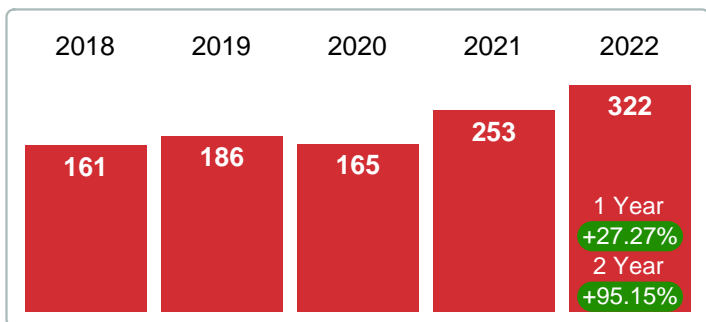
CLOSED LISTINGS

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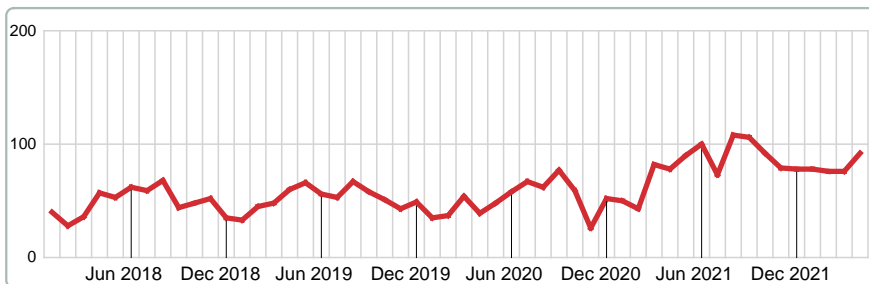
APRIL



YEAR TO DATE (YTD)

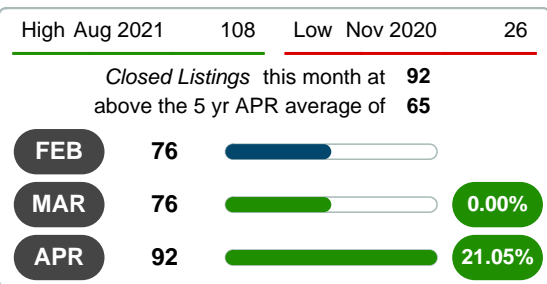


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.52%	1.5	3	3	0	0
\$50,001 - \$80,000	13	14.13%	3.0	7	6	0	0
\$80,001 - \$130,000	16	17.39%	10.5	2	14	0	0
\$130,001 - \$190,000	21	22.83%	15.0	2	15	4	0
\$190,001 - \$260,000	15	16.30%	4.0	1	10	4	0
\$260,001 - \$380,000	11	11.96%	22.0	1	6	3	1
\$380,001 and up	10	10.87%	5.0	2	5	2	1
Total Closed Units	92			18	59	13	2
Total Closed Volume	18,203,109	100%	7.0	2.88M	10.60M	3.89M	836.00K
Median Closed Price	\$148,000			\$67,500	\$145,000	\$225,000	\$418,000

April 2022



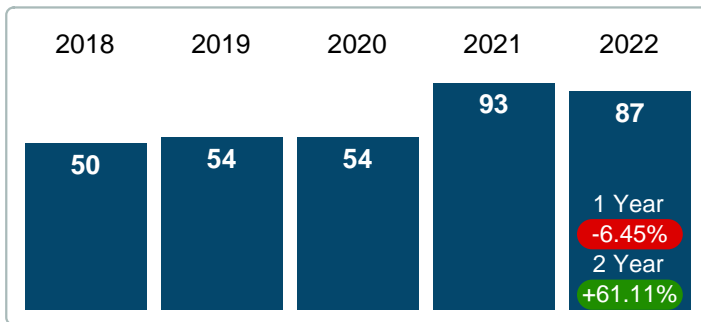
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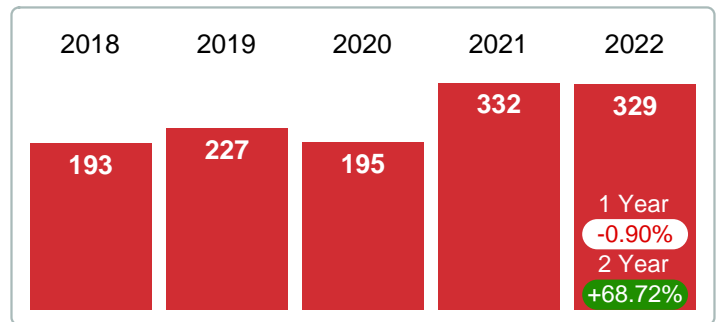
PENDING LISTINGS

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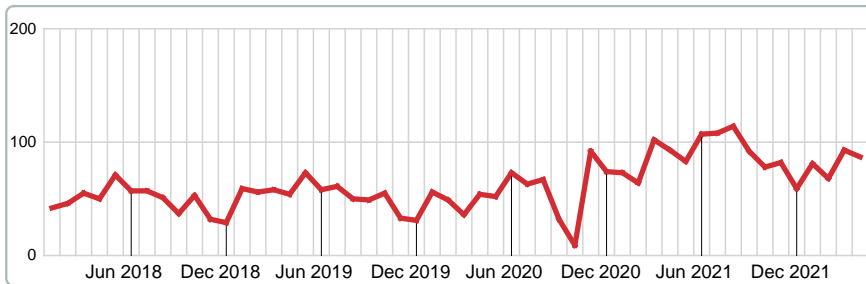
APRIL



YEAR TO DATE (YTD)

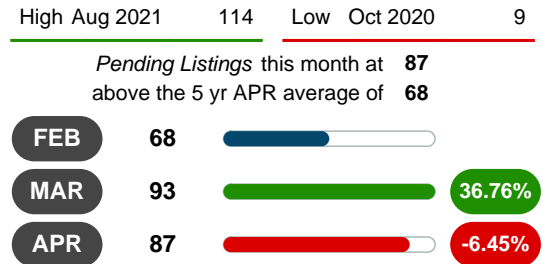


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 68



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.20%	10.5	4	4	0	0
\$50,001 - \$75,000	7	8.05%	2.0	5	2	0	0
\$75,001 - \$125,000	16	18.39%	15.5	7	8	1	0
\$125,001 - \$175,000	20	22.99%	10.5	2	15	2	1
\$175,001 - \$225,000	17	19.54%	6.0	0	14	3	0
\$225,001 - \$475,000	10	11.49%	26.5	1	4	4	1
\$475,001 and up	9	10.34%	27.0	0	3	5	1
Total Pending Units	87			19	50	15	3
Total Pending Volume	18,659,749	100%	11.0	1.76M	10.47M	5.53M	899.00K
Median Listing Price	\$152,000			\$88,500	\$167,500	\$264,900	\$260,000

April 2022



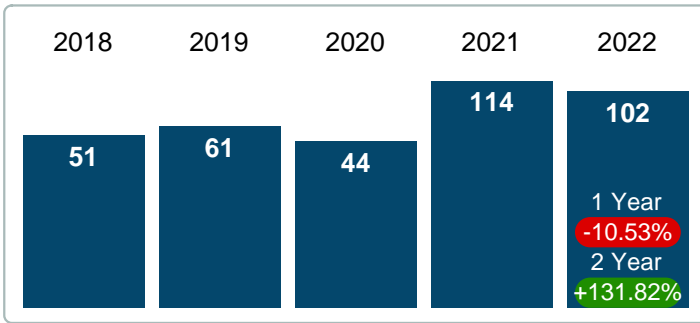
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



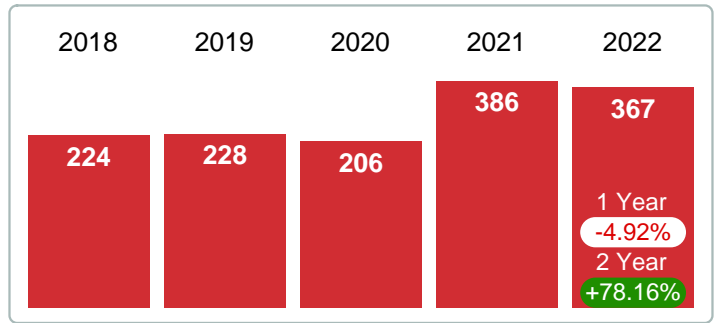
NEW LISTINGS

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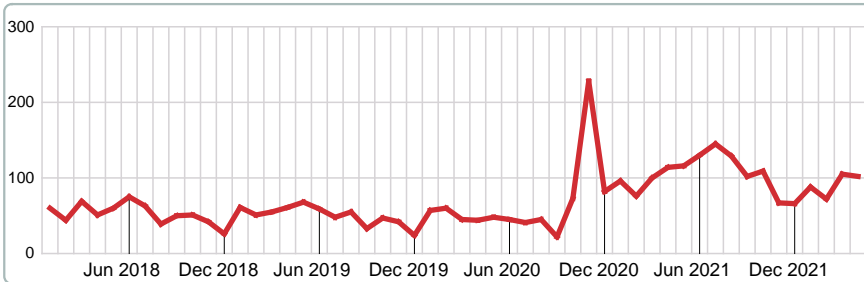
APRIL



YEAR TO DATE (YTD)

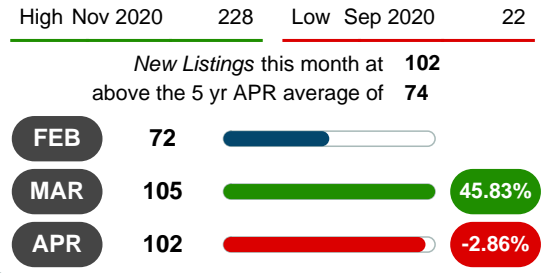


5 YEAR MARKET ACTIVITY TRENDS



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
\$50,000 and less	6	5.88%	3	2	1	0
\$50,001 - \$75,000	11	10.78%	8	3	0	0
\$75,001 - \$125,000	14	13.73%	7	6	1	0
\$125,001 - \$175,000	23	22.55%	7	12	3	1
\$175,001 - \$250,000	23	22.55%	0	18	5	0
\$250,001 - \$425,000	14	13.73%	0	5	7	2
\$425,001 and up	11	10.78%	1	5	5	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
Median New Listed Listing Price	\$169,250		\$86,750	\$180,000	\$269,000	\$260,000

April 2022



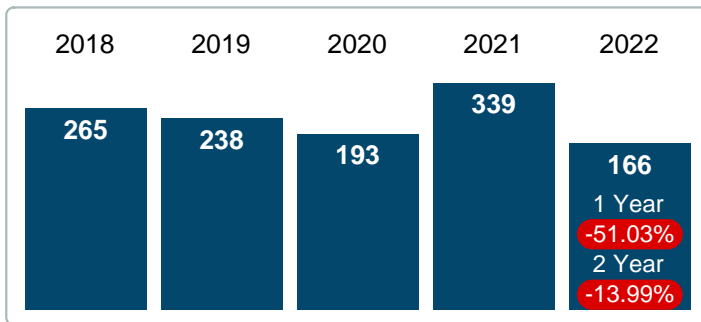
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



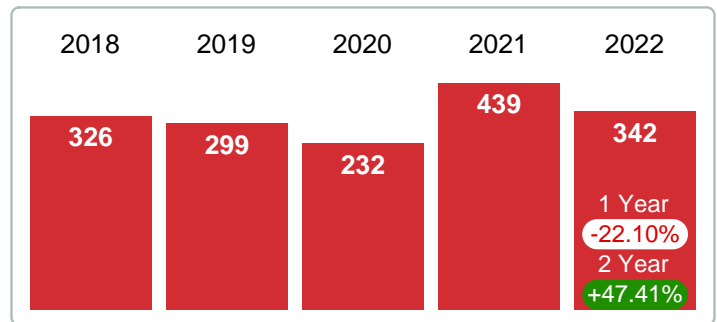
ACTIVE INVENTORY

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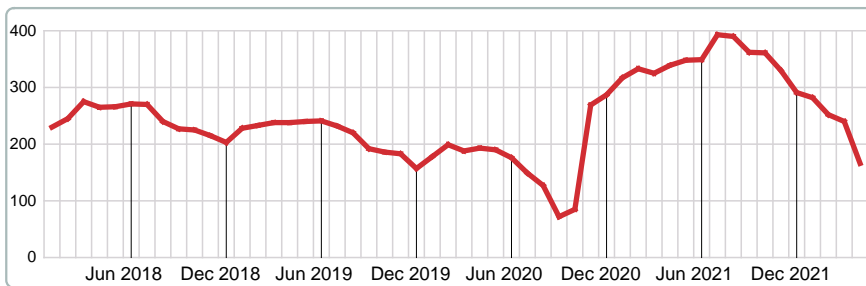
END OF APRIL



ACTIVE DURING APRIL

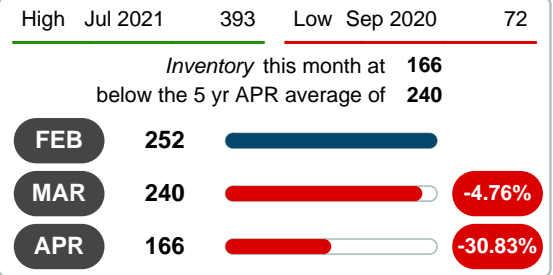


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 240



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	6.02%	41.5	4	5	1	0
\$50,001 - \$100,000	23	13.86%	32.0	13	8	1	1
\$100,001 - \$150,000	25	15.06%	49.0	10	14	1	0
\$150,001 - \$300,000	45	27.11%	44.0	5	30	8	2
\$300,001 - \$425,000	20	12.05%	32.0	2	9	7	2
\$425,001 - \$650,000	27	16.27%	63.0	4	8	10	5
\$650,001 and up	16	9.64%	85.5	0	6	8	2
Total Active Inventory by Units	166			38	80	36	12
Total Active Inventory by Volume	59,884,999	100%	44.0	5.91M	23.36M	23.42M	7.20M
Median Active Inventory Listing Price	\$215,000			\$115,000	\$199,250	\$432,450	\$549,500

April 2022



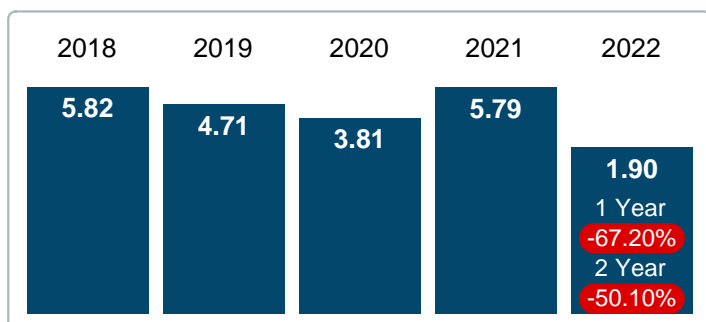
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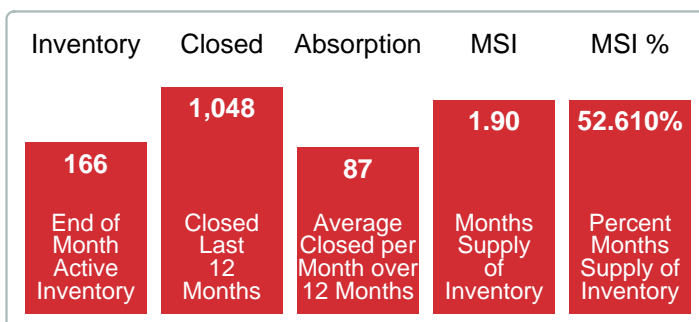
MONTHS SUPPLY of INVENTORY (MSI)

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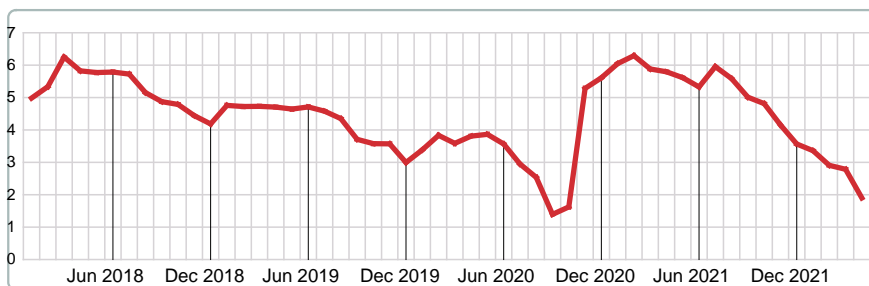
MSI FOR APRIL



INDICATORS FOR APRIL 2022

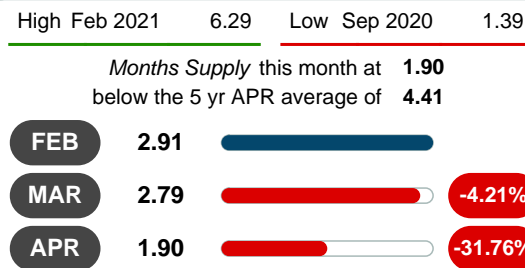


5 YEAR MARKET ACTIVITY TRENDS



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

April 2022



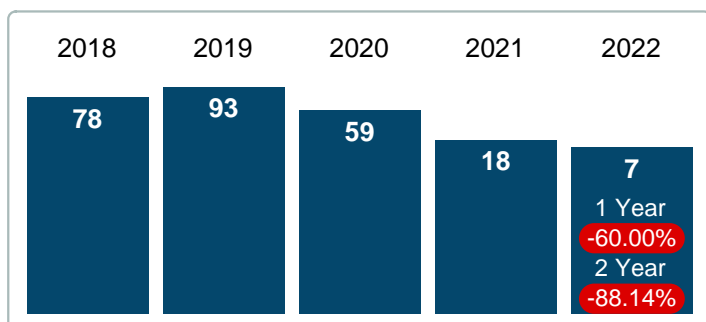
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



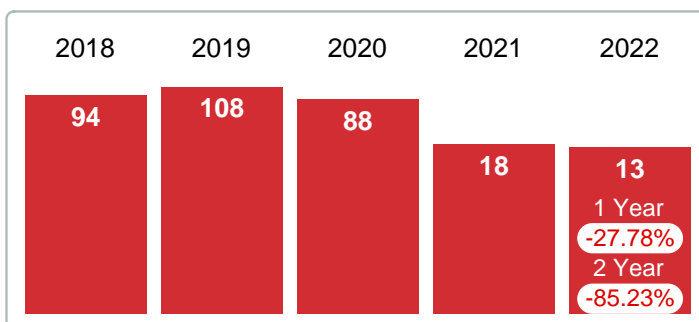
MEDIAN DAYS ON MARKET TO SALE

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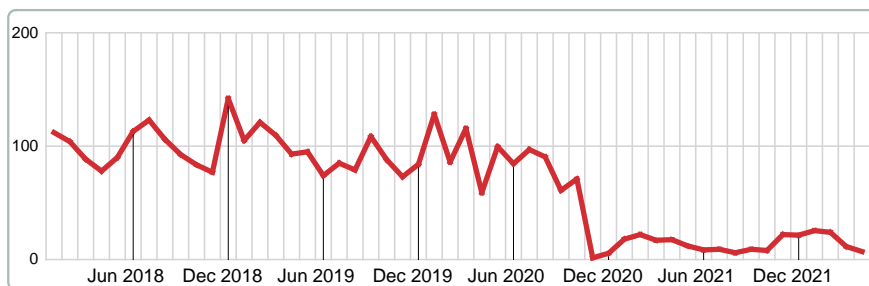
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

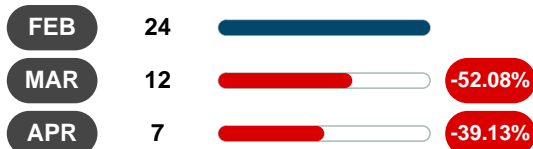


3 MONTHS

5 year APR AVG = 51

High Dec 2018 142 Low Nov 2020 2

Median Days on Market to Sale this month at 7 below the 5 yr APR 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	
\$50,000 and less	6.52%	2	1	2	0	0	
\$50,001 - \$80,000	14.13%	3	1	6	0	0	
\$80,001 - \$130,000	17.39%	11	4	18	0	0	
\$130,001 - \$190,000	22.83%	15	82	12	37	0	
\$190,001 - \$260,000	16.30%	4	7	4	3	0	
\$260,001 - \$380,000	11.96%	22	22	17	13	164	
\$380,001 and up	10.87%	5	3	5	12	3	
Median Closed DOM		7	3	9	11	84	
Total Closed Units	100%	92	7.0	18	59	13	2
Total Closed Volume		18,203,109		2.88M	10.60M	3.89M	836.00K

April 2022



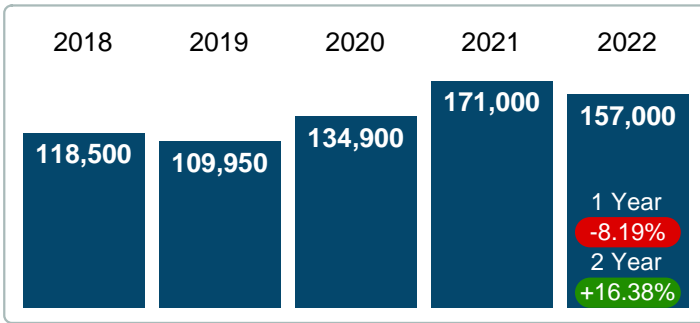
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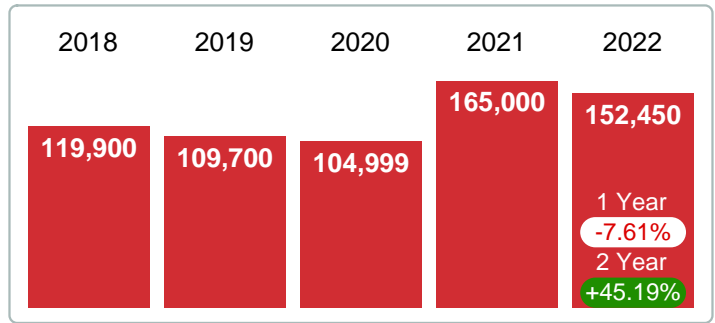
MEDIAN LIST PRICE AT CLOSING

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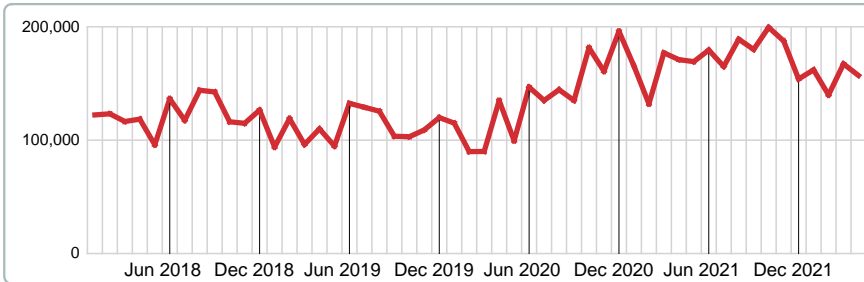
APRIL



YEAR TO DATE (YTD)

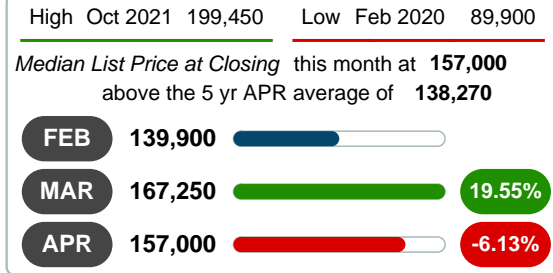


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 138,270



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
\$50,000 and less	7	7.61%	36,000	12,500	37,500	0	0
\$50,001 - \$75,000	11	11.96%	59,000	59,000	67,450	0	0
\$75,001 - \$125,000	13	14.13%	95,000	114,500	92,500	0	0
\$125,001 - \$175,000	22	23.91%	139,000	0	139,000	147,000	0
\$175,001 - \$250,000	16	17.39%	199,000	185,000	199,000	207,000	0
\$250,001 - \$375,000	12	13.04%	309,000	299,000	284,000	349,000	339,000
\$375,001 and up	11	11.96%	525,000	634,950	498,500	695,500	496,500
Median List Price			157,000	67,500	149,000	215,000	417,750
Total Closed Units		100%	157,000	18	59	13	2
Total Closed Volume			18,509,199	2.90M	10.89M	3.88M	835.50K

April 2022



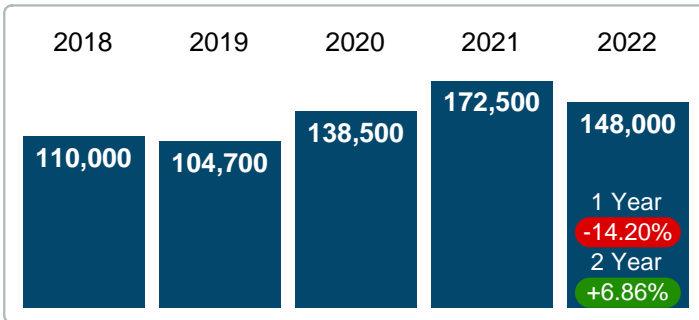
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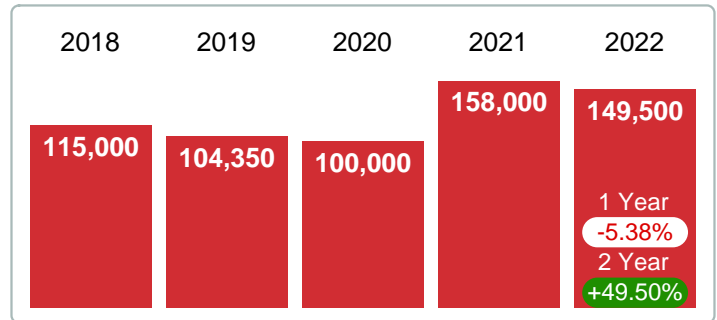
MEDIAN SOLD PRICE AT CLOSING

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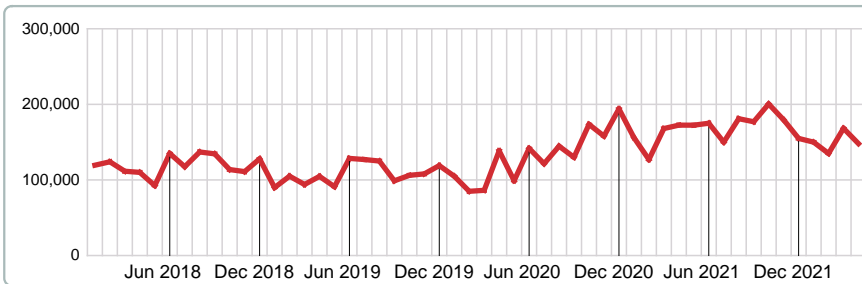
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 134,740

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

Median Sold Price at Closing this month at **148,000** above the 5 yr APR average of **134,740**



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
\$50,000 and less	6	6.52%	31,500	12,500	33,000	0	0
\$50,001 - \$80,000	13	14.13%	57,000	55,000	59,500	0	0
\$80,001 - \$130,000	16	17.39%	110,000	110,000	111,000	0	0
\$130,001 - \$190,000	21	22.83%	148,000	185,000	145,000	142,500	0
\$190,001 - \$260,000	15	16.30%	220,000	249,000	217,500	213,500	0
\$260,001 - \$380,000	11	11.96%	321,759	280,000	300,880	369,000	339,000
\$380,001 and up	10	10.87%	501,200	643,000	500,000	685,000	497,000
Median Sold Price			148,000	67,500	145,000	225,000	418,000
Total Closed Units		100%	148,000	18	59	13	2
Total Closed Volume			18,203,109	2.88M	10.60M	3.89M	836.00K

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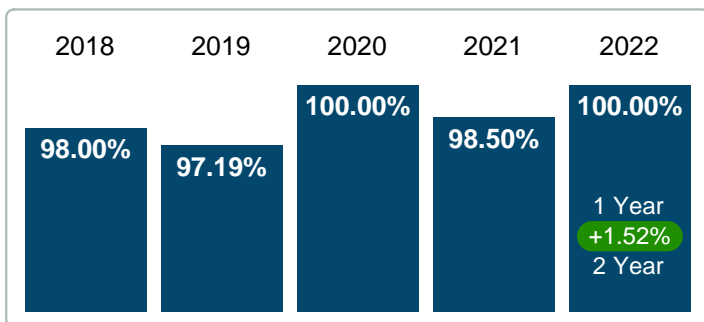
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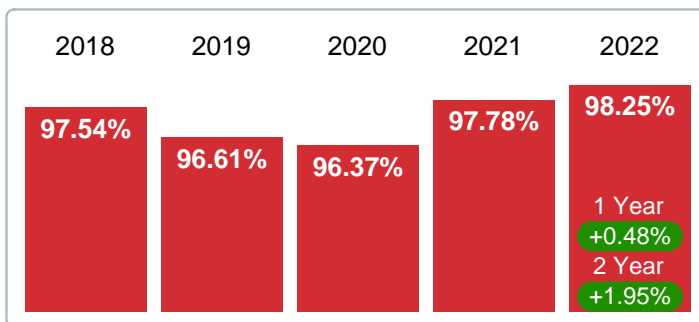
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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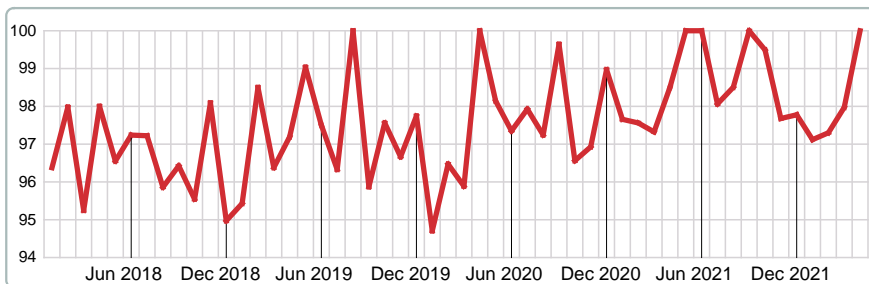
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

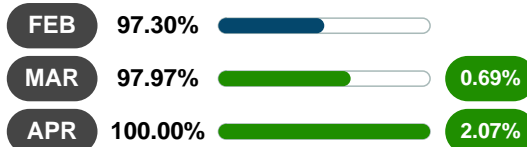


3 MONTHS

5 year APR AVG = 98.74%

High Apr 2022 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **100.00%** above the 5 yr APR average of **98.74%**



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
\$50,000 and less	6	6.52%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 - \$80,000	13	14.13%	100.00%	100.00%	94.94%	0.00%	0.00%
\$80,001 - \$130,000	16	17.39%	98.23%	96.22%	98.23%	0.00%	0.00%
\$130,001 - \$190,000	21	22.83%	99.84%	100.00%	99.84%	100.83%	0.00%
\$190,001 - \$260,000	15	16.30%	100.00%	100.00%	100.00%	102.49%	0.00%
\$260,001 - \$380,000	11	11.96%	98.51%	93.65%	98.38%	101.47%	100.00%
\$380,001 and up	10	10.87%	100.00%	101.71%	100.00%	98.56%	100.10%
Median Sold/List Ratio		100.00%		100.00%	99.84%	101.47%	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



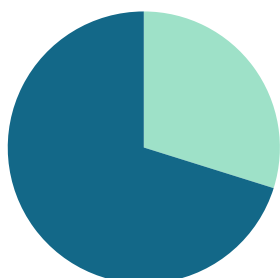
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

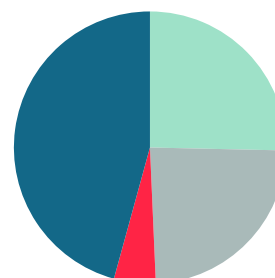


Inventory
 New Listings
102 = 29.82%
 Start Inventory
240
 Total Inventory Units
342
 Volume
\$102,477,548

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%
Median List Price	171,000	157,000	-8.19%	165,000	152,450	-7.61%
Median Sale Price	172,500	148,000	-14.20%	158,000	149,500	-5.38%
Median Percent of Selling Price to List Price	98.50%	100.00%	1.52%	97.78%	98.25%	0.48%
Median Days on Market to Sale	17.50	7.00	-60.00%	18.00	13.00	-27.78%
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

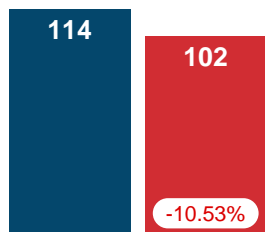
Inventory on April 30, 2022 = **166**

2021 **2022**

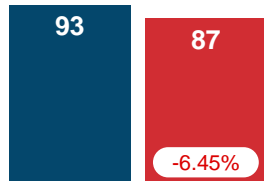
APRIL MARKET

MEDIAN PRICES

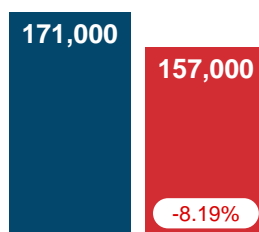
New Listings



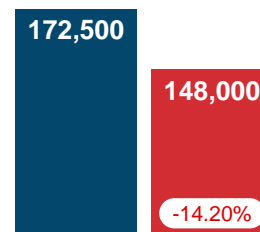
Pending Listings



List Price



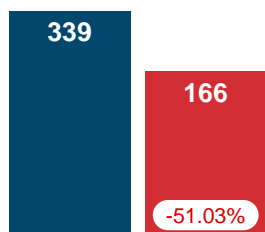
Sale Price



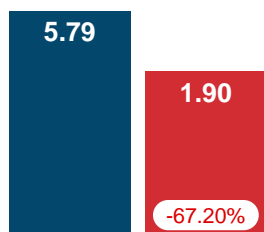
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

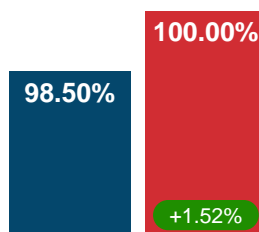
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

