

February 2022



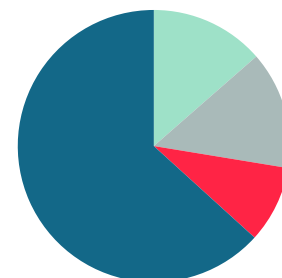
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	52	89	71.15%
Pending Listings	85	92	8.24%
New Listings	98	123	25.51%
Median List Price	129,950	139,900	7.66%
Median Sale Price	125,500	135,000	7.57%
Median Percent of Selling Price to List Price	96.26%	97.09%	0.87%
Median Days on Market to Sale	21.50	27.00	25.58%
End of Month Inventory	635	415	-34.65%
Months Supply of Inventory	7.82	3.82	-51.13%



■ Closed (13.57%)
■ Pending (14.02%)
■ Other OffMarket (9.15%)
■ Active (63.26%)

Absorption: Last 12 months, an Average of **109** Sales/Month
Active Inventory as of February 28, 2022 = **415**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **34.65%** to 415 existing homes available for sale. Over the last 12 months this area has had an average of 109 closed sales per month. This represents an unsold inventory index of **3.82** 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 **7.57%** in February 2022 to \$135,000 versus the previous year at \$125,500.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 5.50 days or **25.58%** in February 2022 compared to last year's same month at **21.50** DOM.

Sales Success for February 2022 is Positive

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

There were 123 New Listings in February 2022, up **25.51%** from last year at 98. Furthermore, there were 89 Closed Listings this month versus last year at 52, a **71.15%** increase.

Closed versus Listed trends yielded a **72.4%** ratio, up from previous year's, February 2021, at **53.1%**, a **36.37%** 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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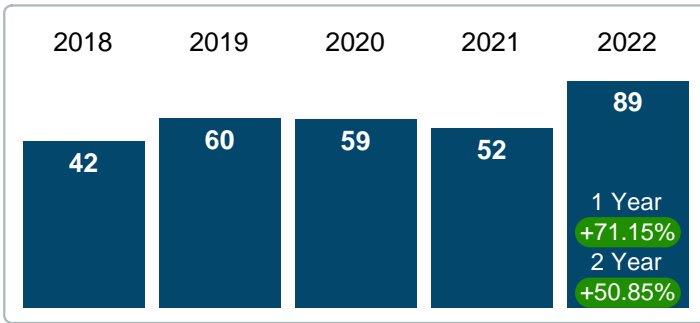
Area Delimited by Counties Carter, Love, Murray



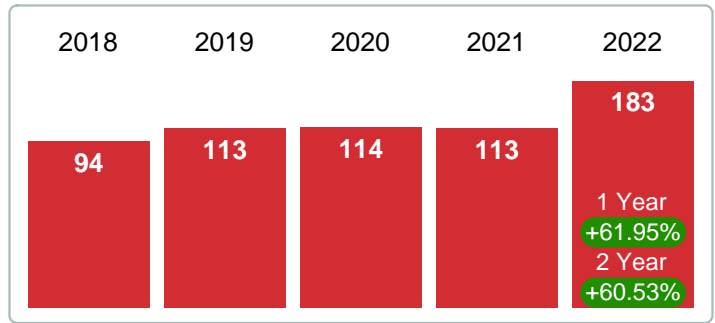
CLOSED LISTINGS

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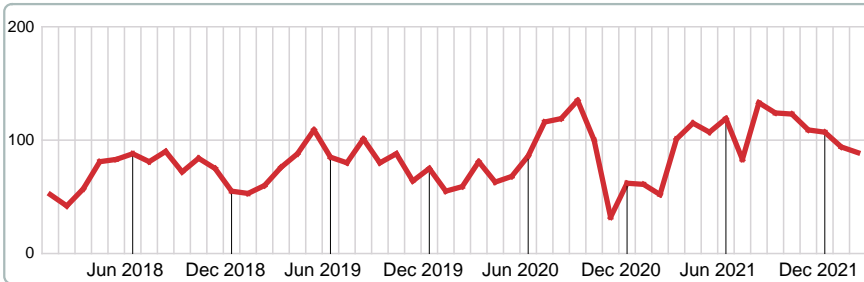
FEBRUARY



YEAR TO DATE (YTD)

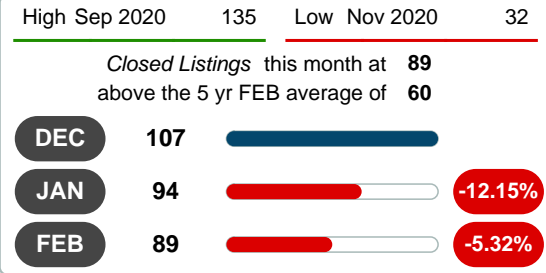


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	2.25%	54.5	2	0	0	0
\$20,001 - \$70,000	18	20.22%	92.5	15	3	0	0
\$70,001 - \$110,000	12	13.48%	8.0	7	4	0	1
\$110,001 - \$160,000	21	23.60%	69.0	7	9	5	0
\$160,001 - \$220,000	12	13.48%	32.5	5	5	2	0
\$220,001 - \$320,000	14	15.73%	8.0	0	10	3	1
\$320,001 and up	10	11.24%	52.0	4	1	5	0
Total Closed Units	89			40	32	15	2
Total Closed Volume	14,949,138	100%	27.0	5.00M	5.63M	3.96M	362.00K
Median Closed Price	\$135,000			\$89,000	\$160,000	\$222,688	\$181,000

February 2022



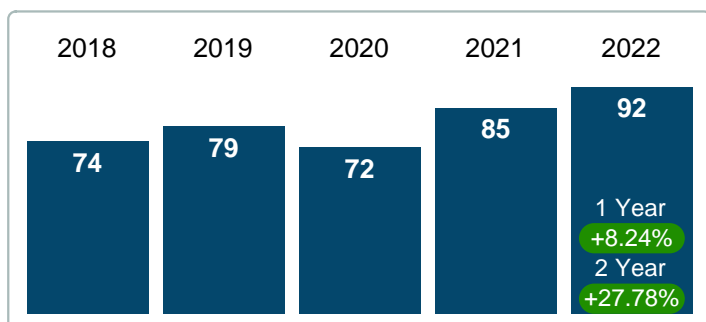
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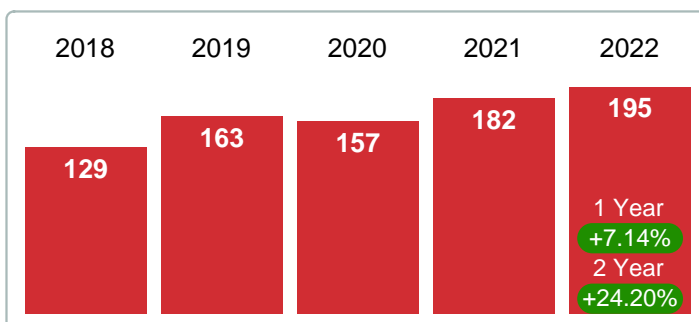
PENDING LISTINGS

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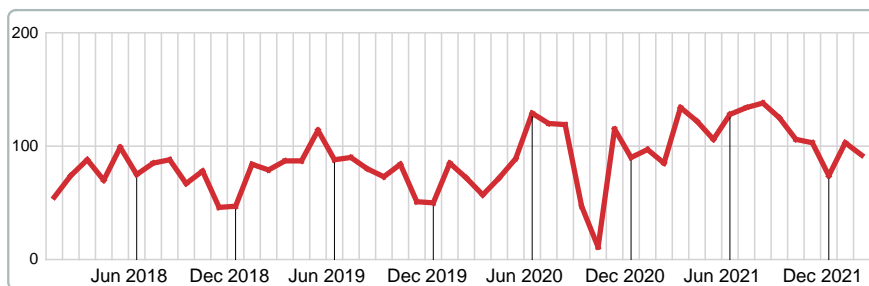
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

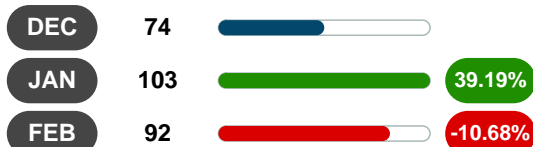


3 MONTHS

5 year FEB AVG = 80

High Aug 2021 138 Low Oct 2020 11

Pending Listings this month at **92**
above the 5 yr FEB average of **80**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	8.70%	19.5	7	1	0	0
\$30,001 - \$70,000	10	10.87%	25.0	8	2	0	0
\$70,001 - \$120,000	15	16.30%	59.0	8	7	0	0
\$120,001 - \$160,000	22	23.91%	13.5	7	13	2	0
\$160,001 - \$240,000	18	19.57%	9.0	3	13	2	0
\$240,001 - \$380,000	9	9.78%	29.0	1	8	0	0
\$380,001 and up	10	10.87%	13.5	3	4	2	1
Total Pending Units	92			37	48	6	1
Total Pending Volume	17,241,750	100%	17.5	4.70M	10.02M	2.02M	496.50K
Median Listing Price	\$149,000			\$79,000	\$163,500	\$212,000	\$496,500

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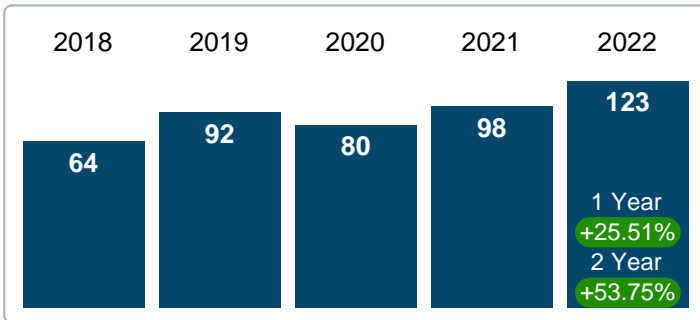
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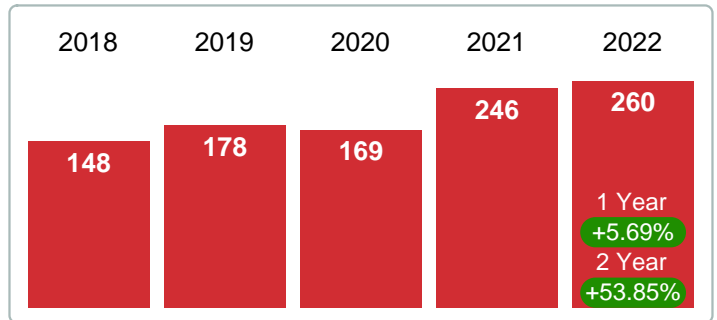
NEW LISTINGS

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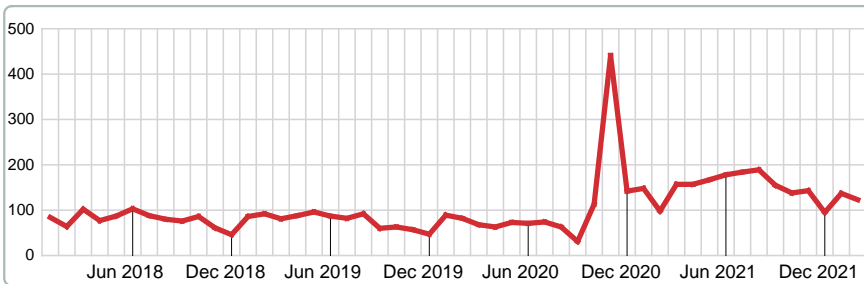
FEBRUARY



YEAR TO DATE (YTD)

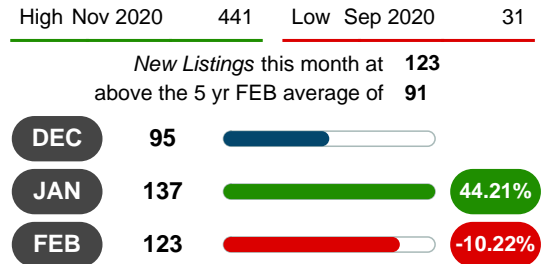


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 91



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	15	12.20%	15	0	0	0
\$20,001 - \$40,000	9	7.32%	7	2	0	0
\$40,001 - \$100,000	22	17.89%	14	8	0	0
\$100,001 - \$220,000	29	23.58%	12	16	1	0
\$220,001 - \$390,000	19	15.45%	5	11	2	1
\$390,001 - \$650,000	17	13.82%	10	4	2	1
\$650,001 and up	12	9.76%	4	4	3	1
Total New Listed Units	123		67	45	8	3
Total New Listed Volume	32,999,150	100%	13.71M	13.62M	4.07M	1.59M
Median New Listed Listing Price	\$144,000		\$90,000	\$168,000	\$487,450	\$496,500

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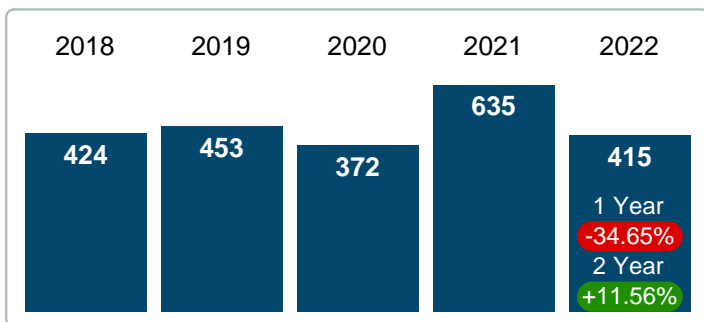
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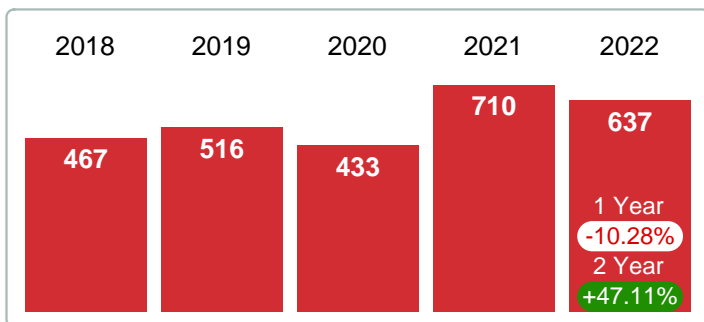
ACTIVE INVENTORY

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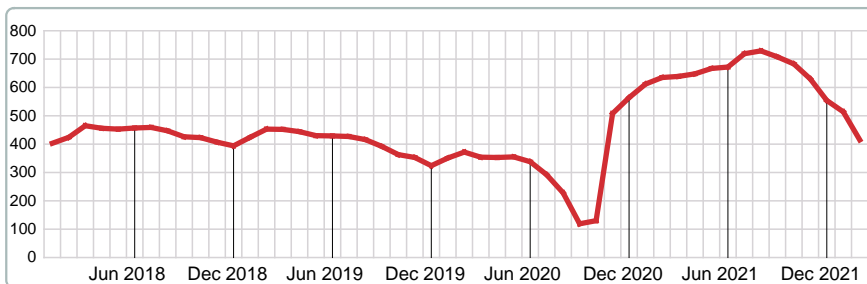
END OF FEBRUARY



ACTIVE DURING FEBRUARY

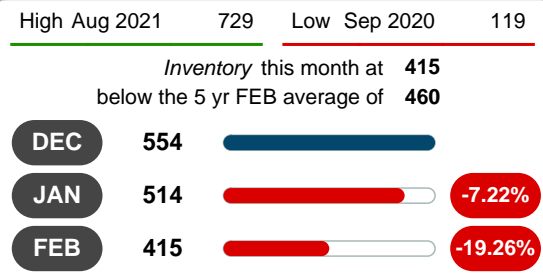


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 460



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	3.37%	40.5	14	0	0	0
\$10,001 - \$40,000	81	19.52%	110.0	77	4	0	0
\$40,001 - \$90,000	61	14.70%	112.0	49	11	0	1
\$90,001 - \$240,000	95	22.89%	73.0	46	41	7	1
\$240,001 - \$470,000	70	16.87%	61.0	37	20	10	3
\$470,001 - \$890,000	49	11.81%	97.0	25	16	5	3
\$890,001 and up	45	10.84%	118.0	29	4	7	5
Total Active Inventory by Units	415			277	96	29	13
Total Active Inventory by Volume	145,903,482	100%	101.0	83.22M	31.17M	21.55M	9.96M
Median Active Inventory Listing Price	\$145,000			\$90,000	\$176,450	\$430,000	\$650,000

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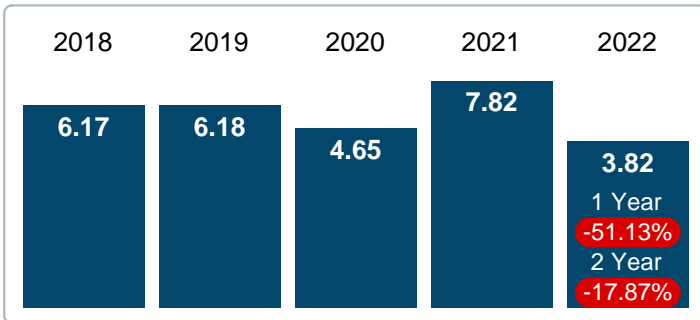
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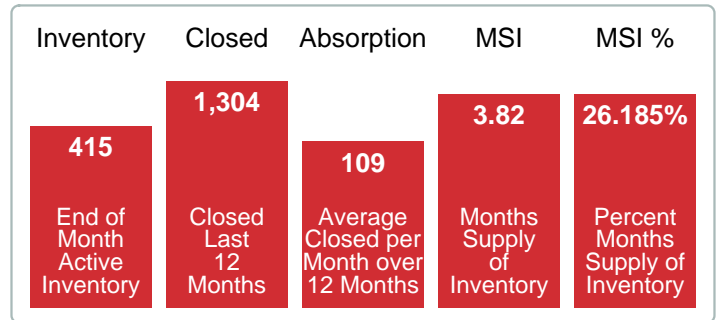
MONTHS SUPPLY of INVENTORY (MSI)

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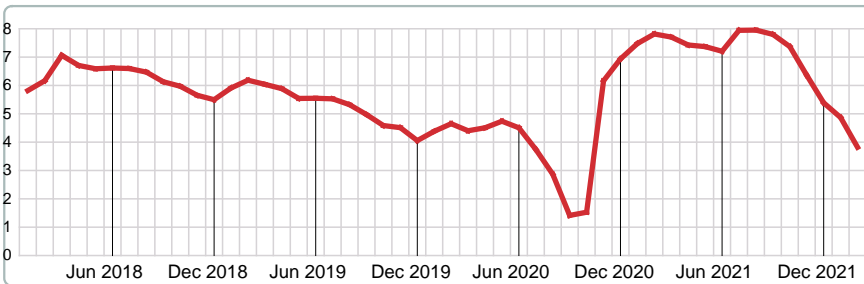
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

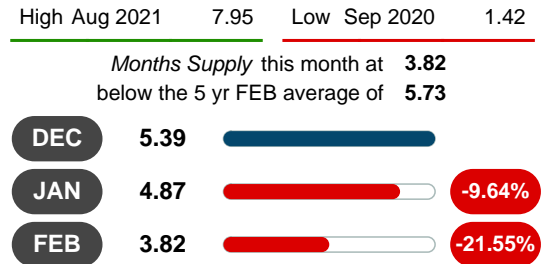


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.73



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
\$10,000 and less	14	3.37%	12.92	14.00	0.00	0.00	0.00
\$10,001 - \$40,000	81	19.52%	7.53	8.80	2.18	0.00	0.00
\$40,001 - \$90,000	61	14.70%	3.22	4.14	1.71	0.00	12.00
\$90,001 - \$240,000	95	22.89%	1.97	3.73	1.46	0.99	1.50
\$240,001 - \$470,000	70	16.87%	2.98	8.54	1.98	1.28	2.40
\$470,001 - \$890,000	49	11.81%	10.50	23.08	16.00	2.50	5.14
\$890,001 and up	45	10.84%	28.42	23.20	48.00	84.00	30.00
Market Supply of Inventory (MSI)			3.82	6.83	2.02	1.64	4.59
Total Active Inventory by Units		100%	3.82	277	96	29	13

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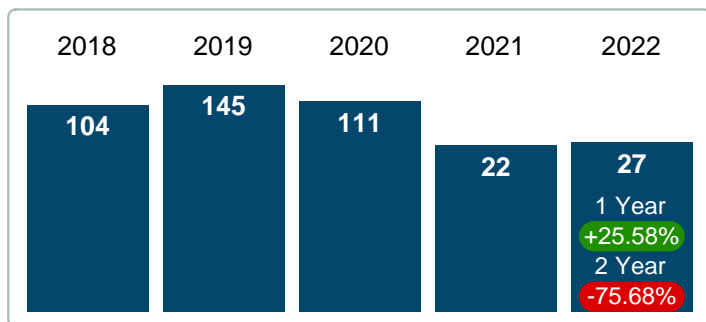
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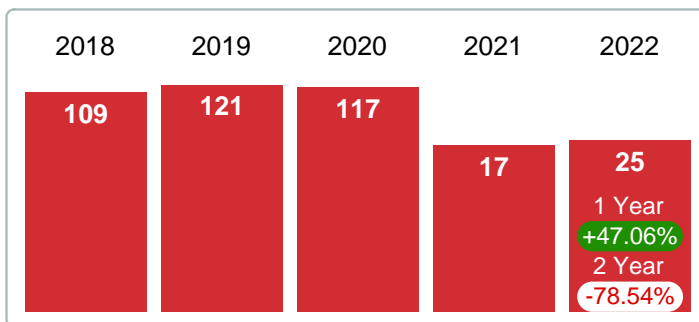
MEDIAN DAYS ON MARKET TO SALE

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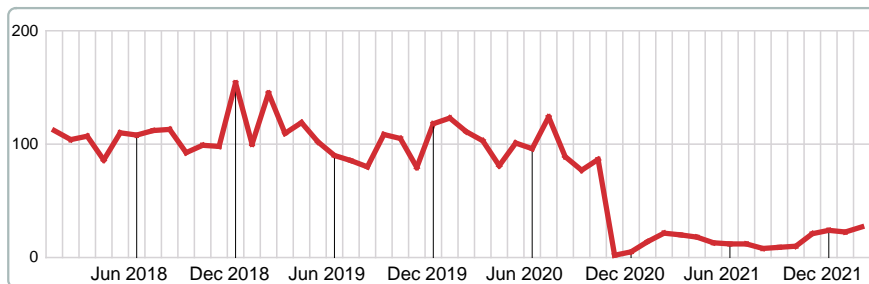
FEBRUARY



YEAR TO DATE (YTD)

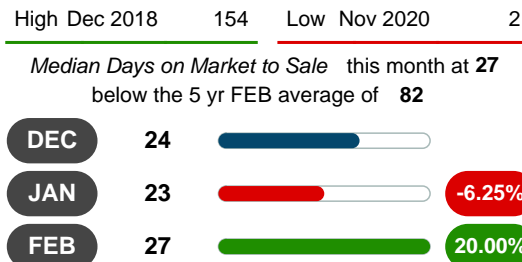


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 82



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
\$20,000 and less	2	2.25%	55	55	0	0	0
\$20,001 - \$70,000	18	20.22%	93	89	96	0	0
\$70,001 - \$110,000	12	13.48%	8	7	68	0	21
\$110,001 - \$160,000	21	23.60%	69	2	69	94	0
\$160,001 - \$220,000	12	13.48%	33	65	5	87	0
\$220,001 - \$320,000	14	15.73%	8	0	8	1	153
\$320,001 and up	10	11.24%	52	124	123	15	0
Median Closed DOM			27	37	22	27	87
Total Closed Units		100%	27.0	40	32	15	2
Total Closed Volume			14,949,138	5.00M	5.63M	3.96M	362.00K

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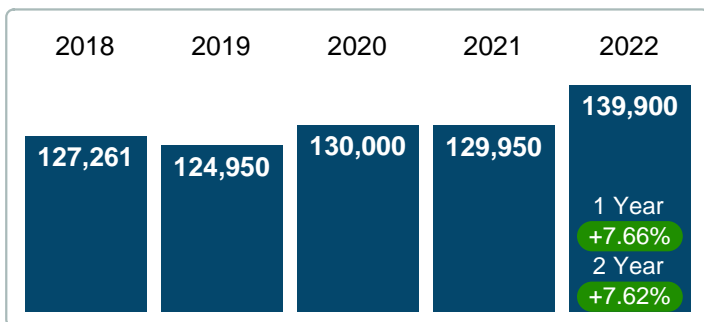
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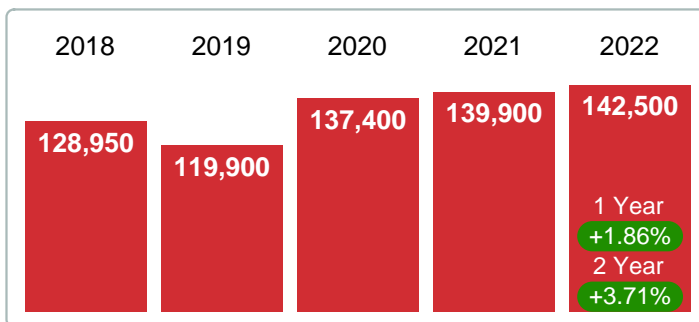
MEDIAN LIST PRICE AT CLOSING

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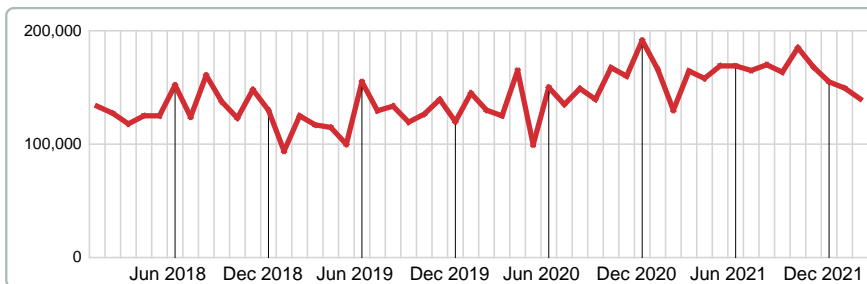
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 130,412

High Dec 2020 191,450 Low Jan 2019 93,900

Median List Price at Closing this month at **139,900**
above the 5 yr FEB average of **130,412**



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
\$20,000 and less	1	1.12%	8,900	8,900	0	0	0
\$20,001 - \$70,000	16	17.98%	40,250	40,500	38,500	0	0
\$70,001 - \$110,000	13	14.61%	93,000	90,000	95,000	0	99,900
\$110,001 - \$160,000	22	24.72%	131,635	130,125	129,900	139,900	0
\$160,001 - \$220,000	10	11.24%	187,500	169,000	187,500	197,000	0
\$220,001 - \$320,000	18	20.22%	254,950	244,750	259,950	249,900	275,000
\$320,001 and up	9	10.11%	475,000	446,050	485,000	474,450	0
Median List Price			139,900	95,250	179,450	228,375	187,450
Total Closed Units		100%	139,900	40	32	15	2
Total Closed Volume			15,676,145	5.37M	5.85M	4.08M	374.90K

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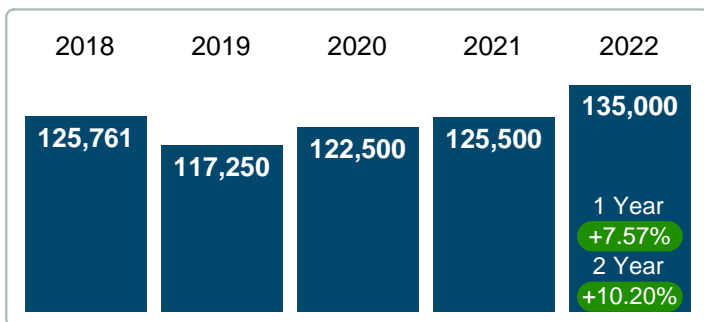
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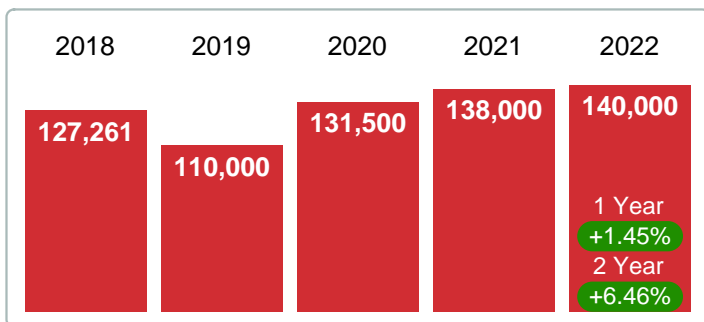
MEDIAN SOLD PRICE AT CLOSING

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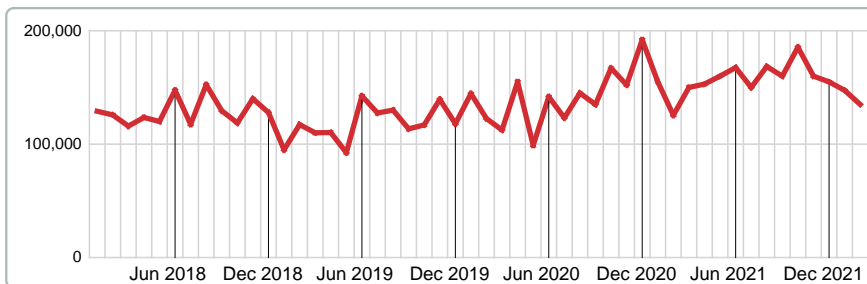
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 125,202

High Dec 2020 192,000 Low May 2019 92,500

Median Sold Price at Closing this month at **135,000**
above the 5 yr FEB average of **125,202**



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
\$20,000 and less	2	2.25%	14,000	14,000	0	0	0
\$20,001 - \$70,000	18	20.22%	42,500	45,000	25,000	0	0
\$70,001 - \$110,000	12	13.48%	90,000	90,000	100,000	0	95,000
\$110,001 - \$160,000	21	23.60%	130,000	125,000	119,900	144,000	0
\$160,001 - \$220,000	12	13.48%	198,000	169,000	200,000	208,000	0
\$220,001 - \$320,000	14	15.73%	249,450	0	258,000	225,000	267,000
\$320,001 and up	10	11.24%	427,500	423,000	455,000	415,000	0
Median Sold Price			135,000	89,000	160,000	222,688	181,000
Total Closed Units		100%	89	40	32	15	2
Total Closed Volume			14,949,138	5.00M	5.63M	3.96M	362.00K

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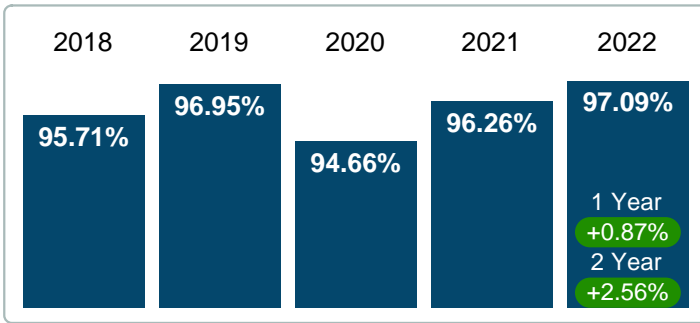
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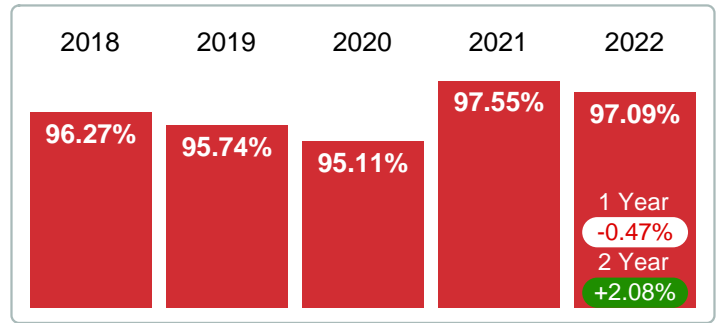
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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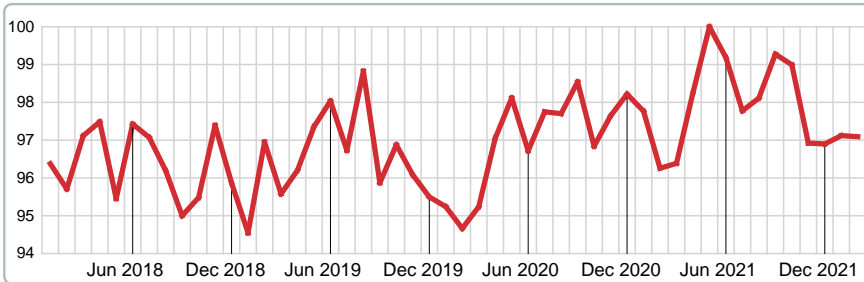
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

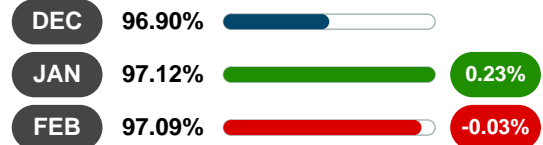


3 MONTHS

5 year FEB AVG = 96.13%

High May 2021 100.00% Low Jan 2019 94.55%

Median Sold/List Ratio this month at **97.09%**
above the 5 yr FEB average of **96.13%**



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	
\$20,000 and less	<div style="width: 2.25%;"></div> 2	2.25%	75.71%	75.71%	0.00%	0.00%	0.00%	
\$20,001 - \$70,000	<div style="width: 20.22%;"></div> 18	20.22%	91.55%	93.46%	70.42%	0.00%	0.00%	
\$70,001 - \$110,000	<div style="width: 13.48%;"></div> 12	13.48%	94.98%	94.87%	97.37%	0.00%	95.10%	
\$110,001 - \$160,000	<div style="width: 23.60%;"></div> 21	23.60%	98.47%	98.47%	96.67%	100.00%	0.00%	
\$160,001 - \$220,000	<div style="width: 13.48%;"></div> 12	13.48%	98.61%	100.00%	97.73%	89.03%	0.00%	
\$220,001 - \$320,000	<div style="width: 15.73%;"></div> 14	15.73%	100.00%	0.00%	100.00%	100.00%	97.09%	
\$320,001 and up	<div style="width: 11.24%;"></div> 10	11.24%	96.91%	96.32%	93.81%	100.00%	0.00%	
Median Sold/List Ratio		97.09%		94.51%	97.25%	100.00%	96.09%	
Total Closed Units		89	100%	97.09%	40	32	15	2
Total Closed Volume		14,949,138			5.00M	5.63M	3.96M	362.00K

February 2022



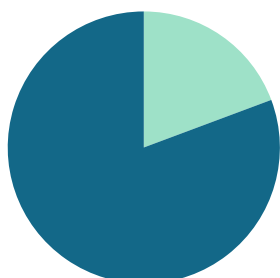
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

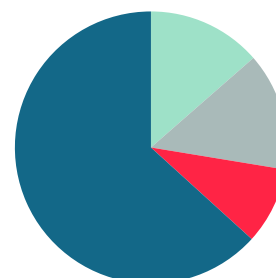


Inventory
 New Listings
123 = 19.31%
 Start Inventory
514
 Total Inventory Units
637
 Volume
\$191,353,177

Market Activity

Closed Sales
89 = 13.57%
 Pending Sales
92 = 14.02%
 Other Off Market
60 = 9.15%
 Active Inventory
415 = 63.26%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	52	89	71.15%	113	183	61.95%
Pending Sales	85	92	8.24%	182	195	7.14%
New Listings	98	123	25.51%	246	260	5.69%
Median List Price	129,950	139,900	7.66%	139,900	142,500	1.86%
Median Sale Price	125,500	135,000	7.57%	138,000	140,000	1.45%
Median Percent of Selling Price to List Price	96.26%	97.09%	0.87%	97.55%	97.09%	-0.47%
Median Days on Market to Sale	21.50	27.00	25.58%	17.00	25.00	47.06%
Monthly Inventory	635	415	-34.65%	635	415	-34.65%
Months Supply of Inventory	7.82	3.82	-51.13%	7.82	3.82	-51.13%

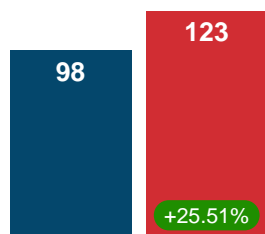
Absorption: Last 12 months, an Average of **109** Sales/Month

Inventory on February 28, 2022 = **415** 2021 2022

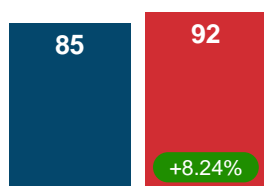
FEBRUARY MARKET

MEDIAN PRICES

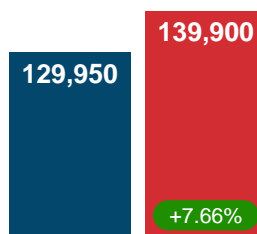
New Listings



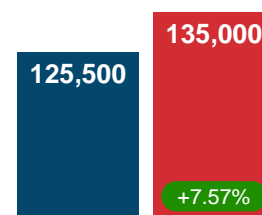
Pending Listings



List Price



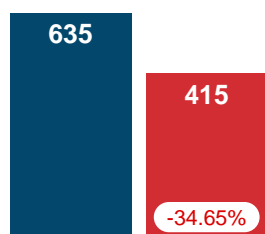
Sale Price



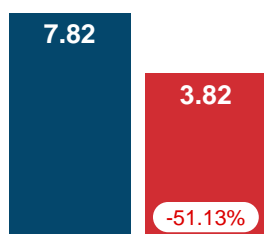
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

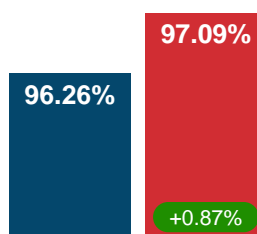
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

