

February 2023



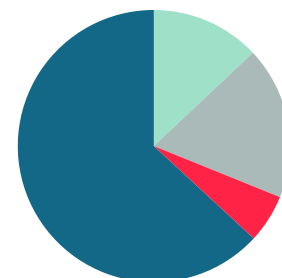
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 13, 2023 for MLS Technology Inc.

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	76	45	-40.79%
Pending Listings	67	63	-5.97%
New Listings	72	86	19.44%
Average List Price	165,967	210,727	26.97%
Average Sale Price	158,804	201,428	26.84%
Average Percent of Selling Price to List Price	93.88%	93.69%	-0.20%
Average Days on Market to Sale	54.45	42.51	-21.92%
End of Month Inventory	267	219	-17.98%
Months Supply of Inventory	3.08	3.23	4.92%



■ Closed (12.97%)
■ Pending (18.16%)
■ Other OffMarket (5.76%)
■ Active (63.11%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of February 28, 2023 = **219**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **17.98%** to 219 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **3.23** 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 **26.84%** in February 2023 to \$201,428 versus the previous year at \$158,804.

Average Days on Market Shortens

The average number of **42.51** days that homes spent on the market before selling decreased by 11.94 days or **21.92%** in February 2023 compared to last year's same month at **54.45** DOM.

Sales Success for February 2023 is Positive

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

There were 86 New Listings in February 2023, up **19.44%** from last year at 72. Furthermore, there were 45 Closed Listings this month versus last year at 76, a **-40.79%** decrease.

Closed versus Listed trends yielded a **52.3%** ratio, down from previous year's, February 2022, at **105.6%**, a **50.43%** downswing. 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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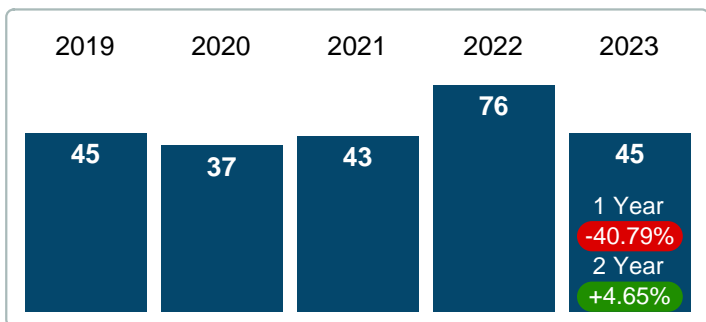
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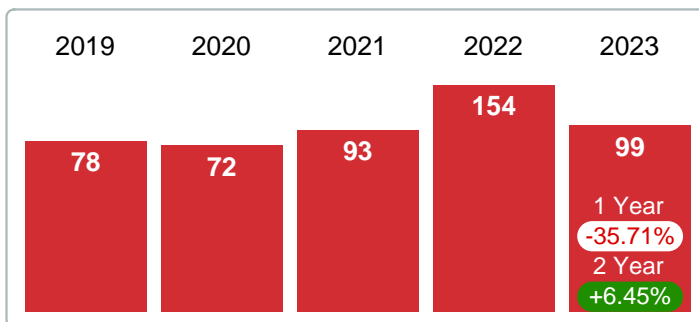
CLOSED LISTINGS

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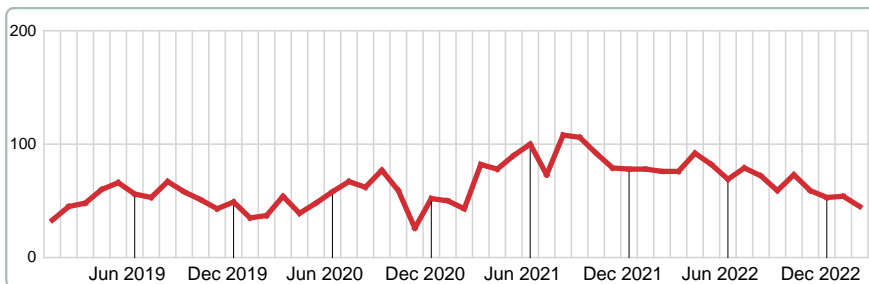
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at **45**
below the 5 yr FEB average of **49**

- DEC: 53
- JAN: 54 (+1.89%)
- FEB: 45 (-16.67%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.44%	88.0	1	1	0	0
\$25,001 - \$100,000	7	15.56%	26.1	3	4	0	0
\$100,001 - \$150,000	8	17.78%	46.8	1	7	0	0
\$150,001 - \$225,000	7	15.56%	42.9	0	5	2	0
\$225,001 - \$275,000	12	26.67%	42.8	0	7	5	0
\$275,001 - \$350,000	3	6.67%	96.3	0	3	0	0
\$350,001 and up	6	13.33%	13.0	0	4	0	2
Total Closed Units	45			5	31	7	2
Total Closed Volume	9,064,250	100%	42.5	270.00K	6.28M	1.62M	890.00K
Average Closed Price	\$201,428			\$54,000	\$202,629	\$231,821	\$445,000

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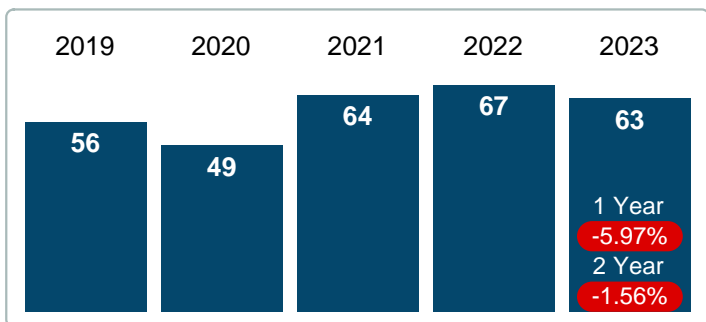
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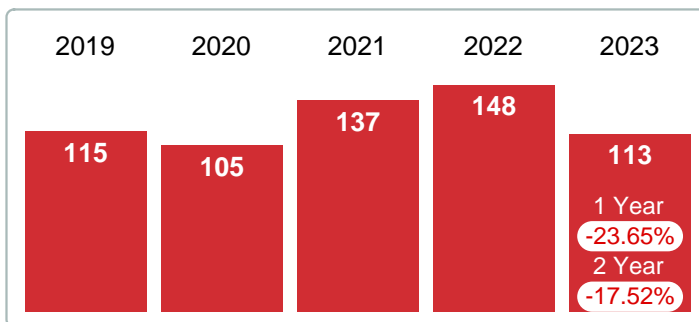
PENDING LISTINGS

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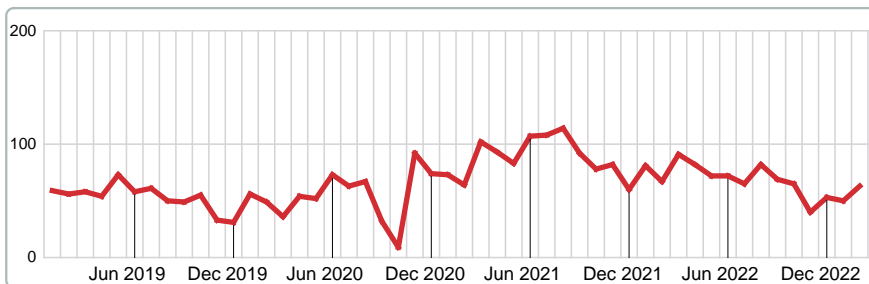
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **63**
above the 5 yr FEB average of **60**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.59%	8.0	1	0	0	0
\$25,001 - \$75,000	10	15.87%	27.5	5	4	0	1
\$75,001 - \$125,000	6	9.52%	70.2	4	2	0	0
\$125,001 - \$225,000	20	31.75%	64.7	6	13	1	0
\$225,001 - \$275,000	11	17.46%	83.5	0	10	1	0
\$275,001 - \$375,000	7	11.11%	130.1	1	5	1	0
\$375,001 and up	8	12.70%	88.0	0	7	1	0
Total Pending Units	63			17	41	4	1
Total Pending Volume	15,046,699	100%	141.6	1.85M	12.03M	1.12M	45.00K
Average Listing Price	\$224,180			\$108,853	\$293,410	\$280,350	\$45,000

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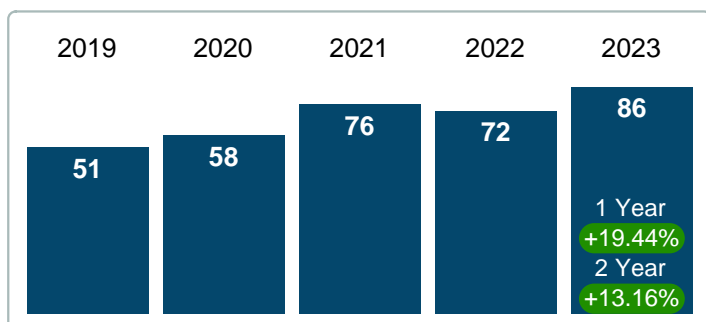
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



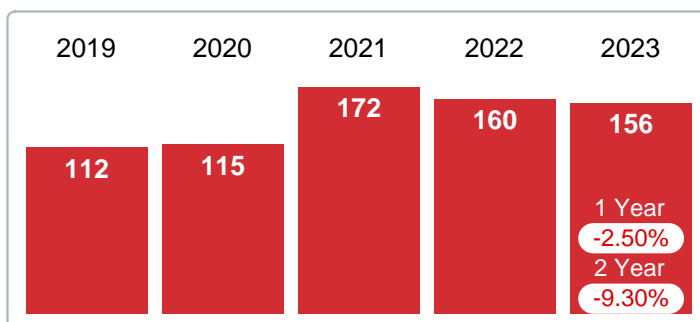
NEW LISTINGS

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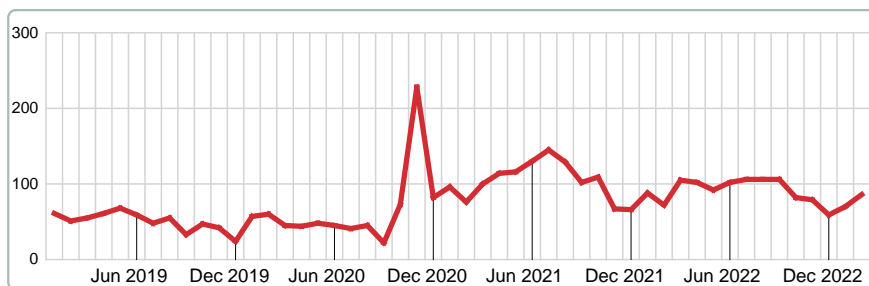
FEBRUARY



YEAR TO DATE (YTD)

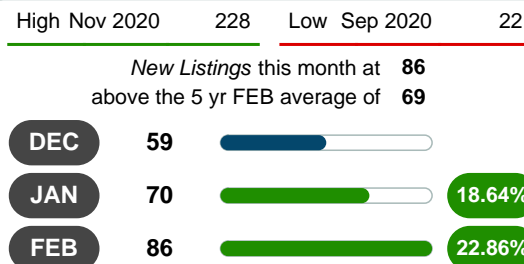


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 69



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.30%	6	2	0	0
\$40,001 - \$90,000	12	13.95%	6	4	1	1
\$90,001 - \$130,000	7	8.14%	4	2	1	0
\$130,001 - \$230,000	25	29.07%	4	17	4	0
\$230,001 - \$290,000	13	15.12%	0	8	4	1
\$290,001 - \$490,000	12	13.95%	0	8	3	1
\$490,001 and up	9	10.47%	0	2	5	2
Total New Listed Units	86		20	43	18	5
Total New Listed Volume	22,817,298	100%	1.66M	9.79M	8.62M	2.74M
Average New Listed Listing Price	\$38,000		\$83,065	\$227,765	\$479,067	\$547,780

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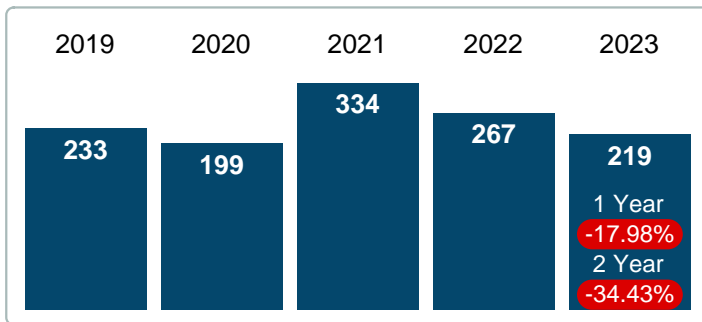
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



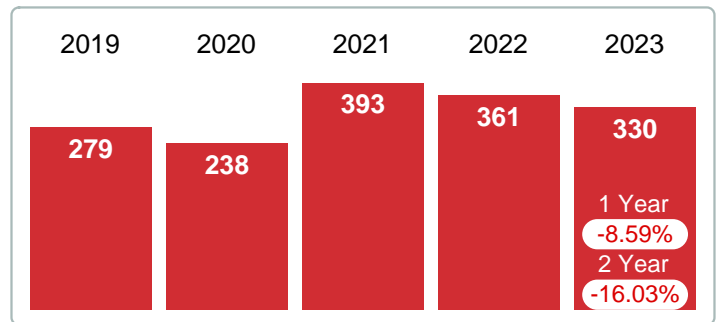
ACTIVE INVENTORY

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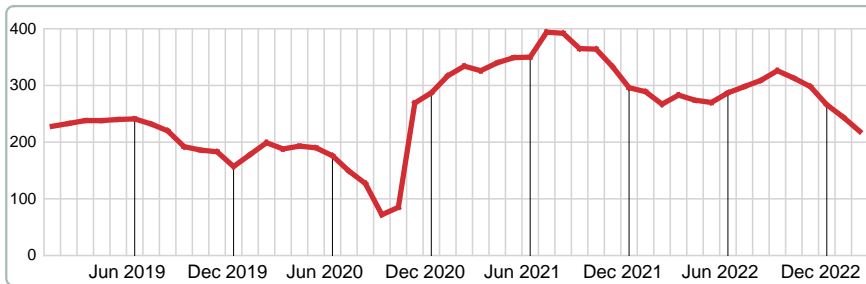
END OF FEBRUARY



ACTIVE DURING FEBRUARY

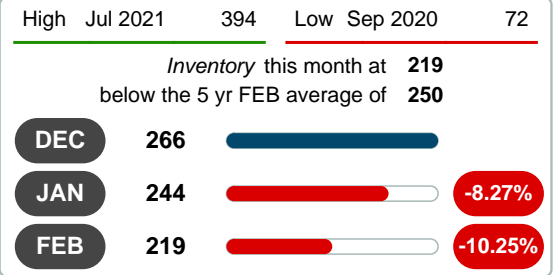


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 250



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	20	9.13%	75.1	14	4	2	0
\$50,001 - \$100,000	25	11.42%	83.9	15	9	1	0
\$100,001 - \$150,000	33	15.07%	70.2	13	16	3	1
\$150,001 - \$250,000	48	21.92%	61.8	6	29	13	0
\$250,001 - \$375,000	40	18.26%	90.3	3	26	8	3
\$375,001 - \$675,000	31	14.16%	84.0	1	16	12	2
\$675,001 and up	22	10.05%	113.0	1	11	5	5
Total Active Inventory by Units	219			53	111	44	11
Total Active Inventory by Volume	74,944,485	100%	80.3	6.59M	39.43M	20.63M	8.31M
Average Active Inventory Listing Price	\$342,212			\$124,287	\$355,189	\$468,759	\$755,082

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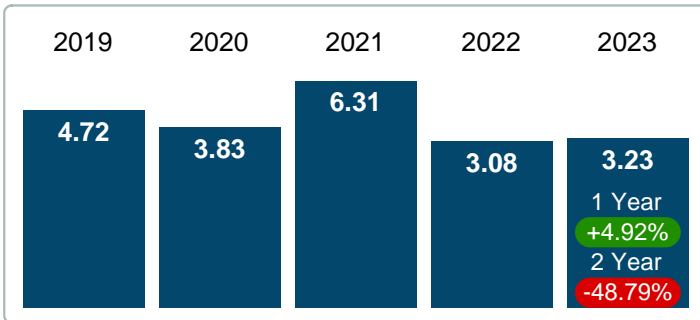
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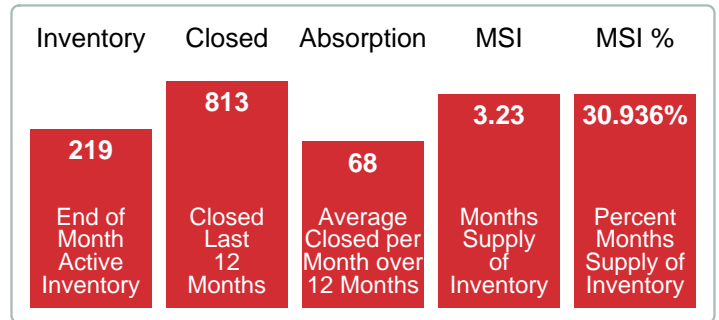
MONTHS SUPPLY of INVENTORY (MSI)

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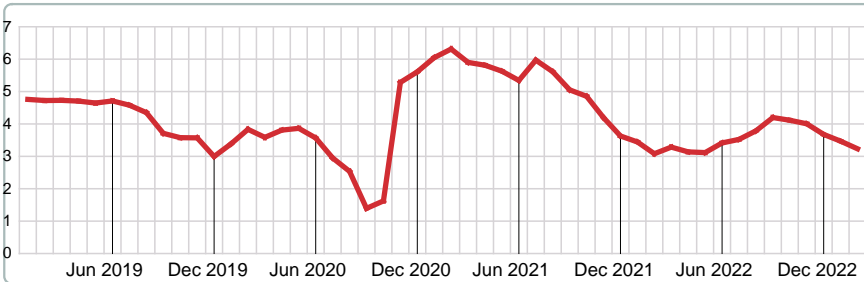
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

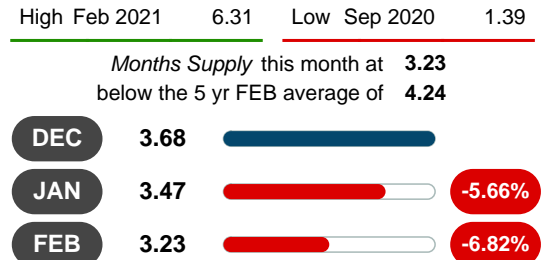


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.24



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	20	9.13%	3.33	3.29	2.40	24.00	0.00
\$50,001 - \$100,000	25	11.42%	2.61	3.27	2.16	1.33	0.00
\$100,001 - \$150,000	33	15.07%	2.43	3.39	1.86	2.77	12.00
\$150,001 - \$250,000	48	21.92%	2.36	2.57	2.13	3.06	0.00
\$250,001 - \$375,000	40	18.26%	3.75	4.50	3.95	2.67	7.20
\$375,001 - \$675,000	31	14.16%	5.10	2.00	5.65	5.54	3.43
\$675,001 and up	22	10.05%	14.67	12.00	18.86	12.00	12.00
Market Supply of Inventory (MSI)			3.23	3.26	2.92	3.74	6.29
Total Active Inventory by Units		100%	3.23	53	111	44	11

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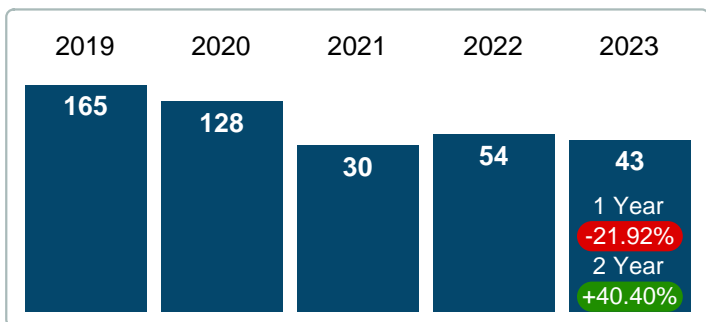
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



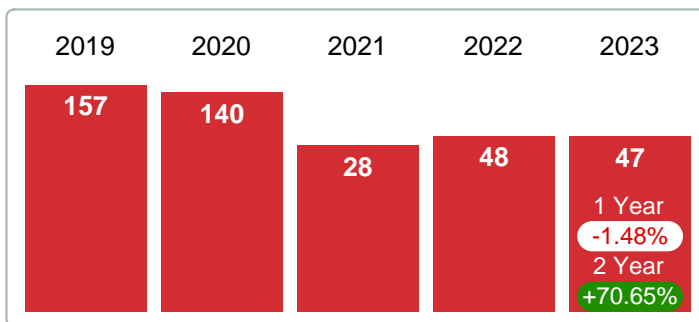
AVERAGE DAYS ON MARKET TO SALE

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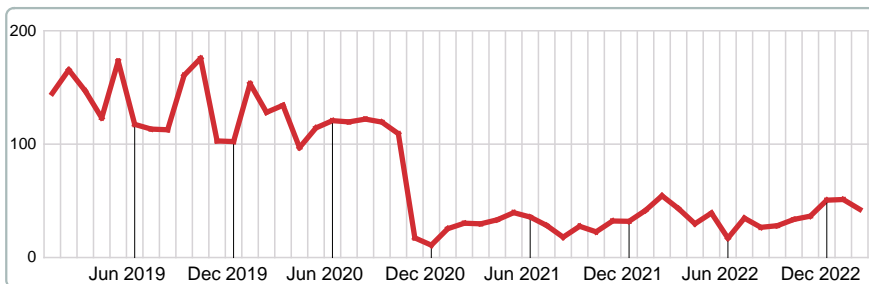
FEBRUARY



YEAR TO DATE (YTD)

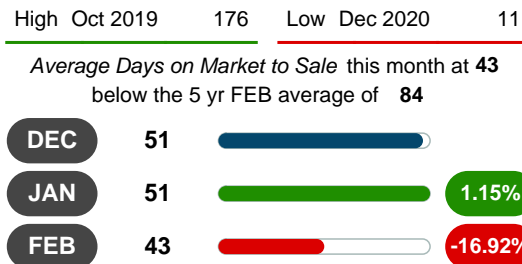


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 84



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
\$25,000 and less	4.44%	88	49	127	0	0
\$25,001 - \$100,000	15.56%	26	35	20	0	0
\$100,001 - \$150,000	17.78%	47	4	53	0	0
\$150,001 - \$225,000	15.56%	43	0	41	48	0
\$225,001 - \$275,000	26.67%	43	0	42	44	0
\$275,001 - \$350,000	6.67%	96	0	96	0	0
\$350,001 and up	13.33%	13	0	7	0	25
Average Closed DOM		43				
Total Closed Units	100%	43	5	31	7	2
Total Closed Volume		9,064,250	270.00K	6.28M	1.62M	890.00K

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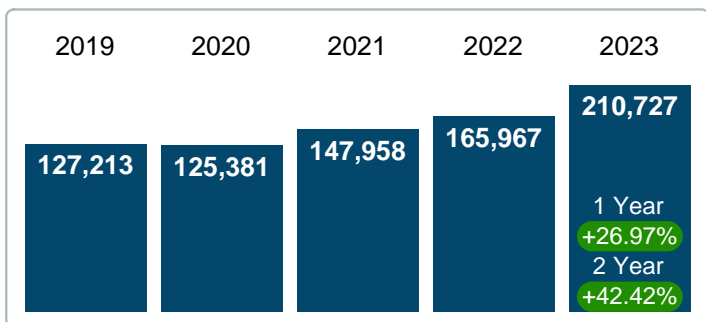
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



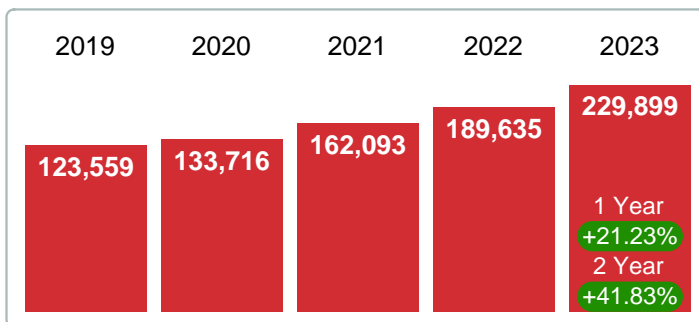
AVERAGE LIST PRICE AT CLOSING

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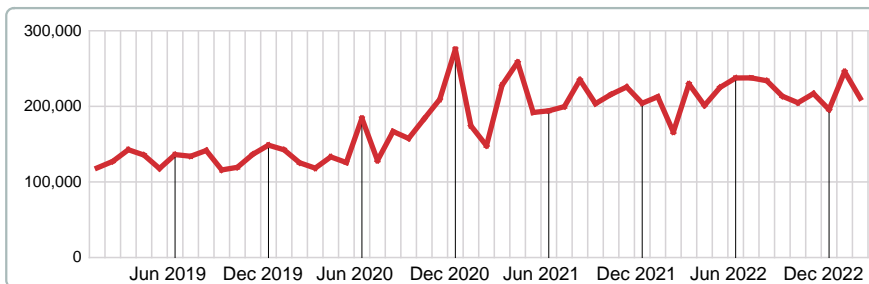
FEBRUARY



YEAR TO DATE (YTD)

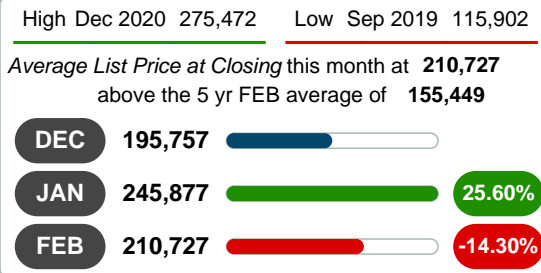


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 155,449



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
\$25,000 and less	4.44%	22,500	25,000	20,000	0	0
\$25,001 - \$100,000	15.56%	64,214	54,167	71,750	0	0
\$100,001 - \$150,000	13.33%	136,917	134,000	145,929	0	0
\$150,001 - \$225,000	20.00%	174,822	0	181,580	165,750	0
\$225,001 - \$275,000	17.78%	245,875	0	257,286	262,500	0
\$275,001 - \$350,000	13.33%	295,900	0	334,633	0	0
\$350,001 and up	15.56%	407,271	0	387,750	0	462,450
Average List Price		210,727	64,300	212,655	234,857	462,450
Total Closed Units	100%	210,727	5	31	7	2
Total Closed Volume		9,482,700	321.50K	6.59M	1.64M	924.90K

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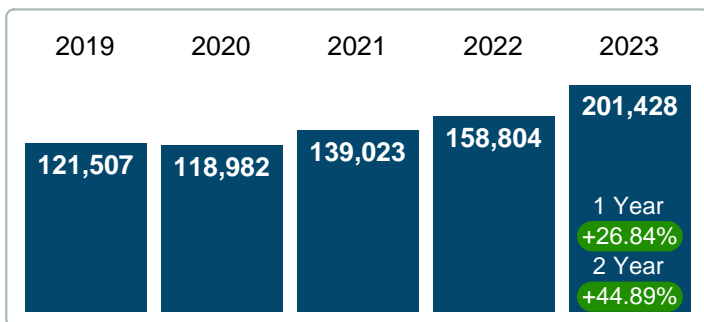
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



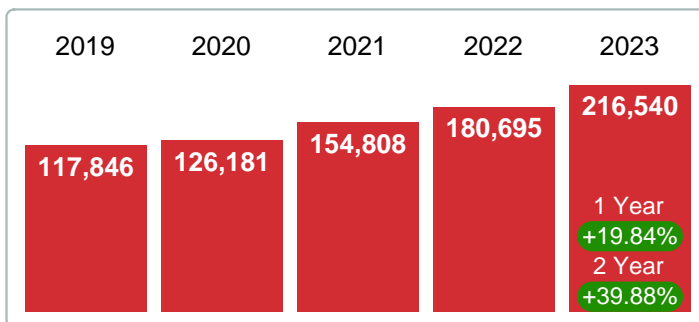
AVERAGE SOLD PRICE AT CLOSING

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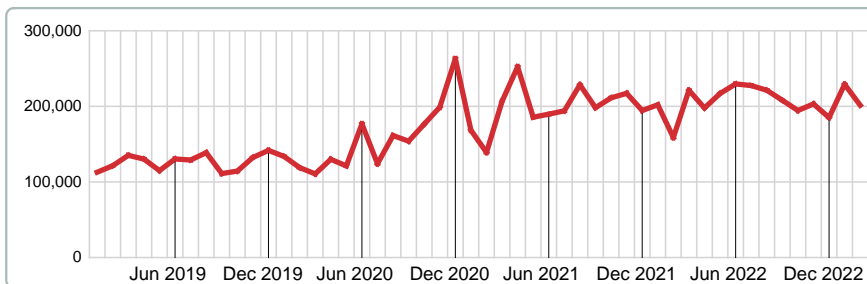
FEBRUARY



YEAR TO DATE (YTD)

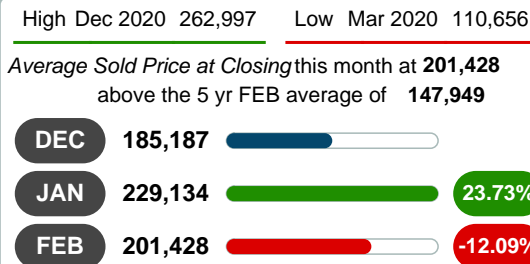


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 147,949



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
\$25,000 and less	4.44%	15,000	20,000	10,000	0	0
\$25,001 - \$100,000	15.56%	59,000	42,333	71,500	0	0
\$100,001 - \$150,000	17.78%	129,063	123,000	129,929	0	0
\$150,001 - \$225,000	15.56%	172,929	0	175,500	166,500	0
\$225,001 - \$275,000	26.67%	252,271	0	248,214	257,950	0
\$275,001 - \$350,000	6.67%	311,333	0	311,333	0	0
\$350,001 and up	13.33%	402,833	0	381,750	0	445,000
Average Sold Price		201,428	54,000	202,629	231,821	445,000
Total Closed Units	100%	201,428	5	31	7	2
Total Closed Volume		9,064,250	270.00K	6.28M	1.62M	890.00K

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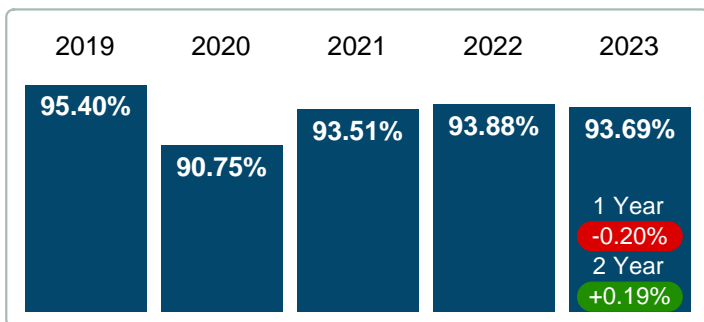
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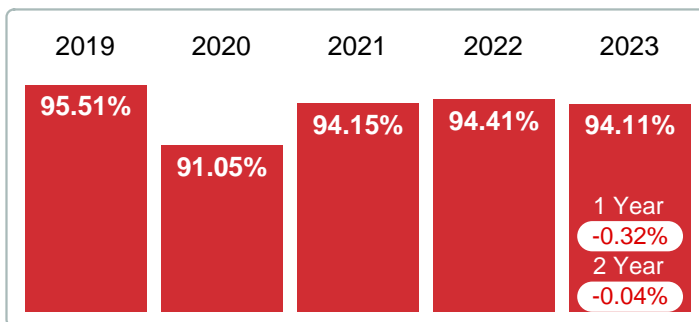
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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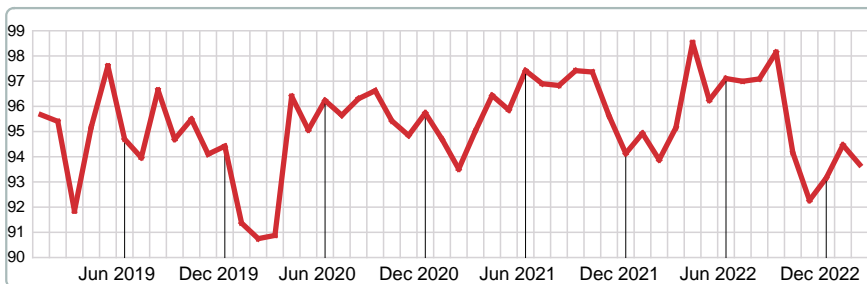
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

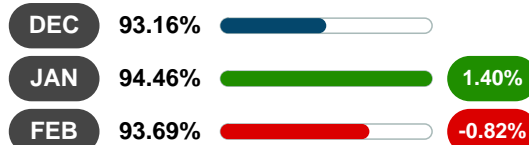


3 MONTHS

5 year FEB AVG = 93.45%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.69%**
above the 5 yr FEB average of **93.45%**



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
\$25,000 and less	2	4.44%	65.00%	80.00%	50.00%	0.00%	0.00%
\$25,001 - \$100,000	7	15.56%	92.05%	83.51%	98.46%	0.00%	0.00%
\$100,001 - \$150,000	8	17.78%	90.38%	91.79%	90.18%	0.00%	0.00%
\$150,001 - \$225,000	7	15.56%	97.75%	0.00%	96.65%	100.50%	0.00%
\$225,001 - \$275,000	12	26.67%	97.40%	0.00%	96.65%	98.44%	0.00%
\$275,001 - \$350,000	3	6.67%	93.44%	0.00%	93.44%	0.00%	0.00%
\$350,001 and up	6	13.33%	97.53%	0.00%	98.48%	0.00%	95.64%
Average Sold/List Ratio		93.70%		84.46%	93.85%	99.03%	95.64%
Total Closed Units		45	100%	5	31	7	2
Total Closed Volume		9,064,250		270.00K	6.28M	1.62M	890.00K

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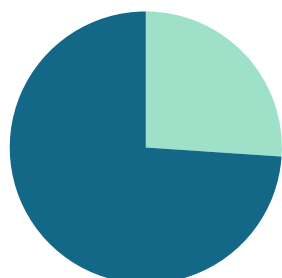
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Mar 13, 2023 for MLS Technology Inc.

INVENTORY

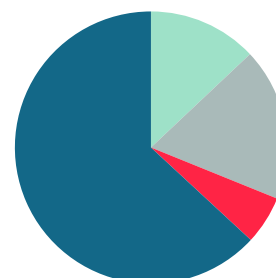


Inventory
 New Listings
86 = 26.06%
 Start Inventory
244
 Total Inventory Units
330
 Volume
\$99,931,334

Market Activity

Closed Sales
45 = 12.97%
 Pending Sales
63 = 18.16%
 Other Off Market
20 = 5.76%
 Active Inventory
219 = 63.11%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	45	-40.79%	154	99	-35.71%
Pending Sales	67	63	-5.97%	148	113	-23.65%
New Listings	72	86	19.44%	160	156	-2.50%
Average List Price	165,967	210,727	26.97%	189,635	229,899	21.23%
Average Sale Price	158,804	201,428	26.84%	180,695	216,540	19.84%
Average Percent of Selling Price to List Price	93.88%	93.69%	-0.20%	94.41%	94.11%	-0.32%
Average Days on Market to Sale	54.45	42.51	-21.92%	47.94	47.23	-1.48%
Monthly Inventory	267	219	-17.98%	267	219	-17.98%
Months Supply of Inventory	3.08	3.23	4.92%	3.08	3.23	4.92%

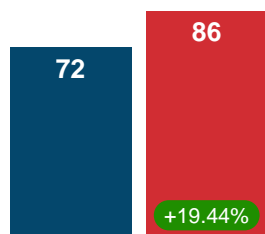
Absorption: Last 12 months, an Average of **68** Sales/Month

Inventory on February 28, 2023 = **219** 2022 2023

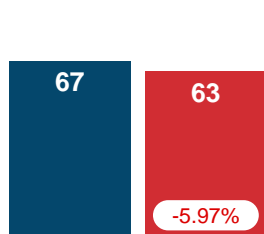
FEBRUARY MARKET

AVERAGE PRICES

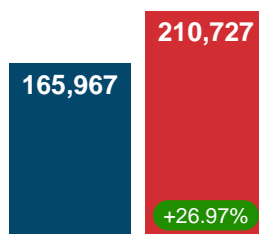
New Listings



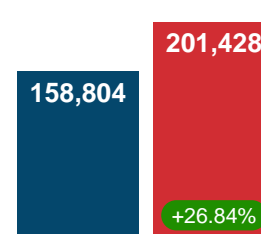
Pending Listings



List Price



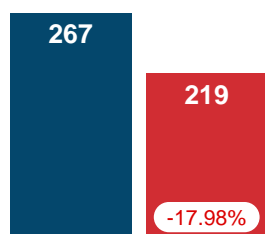
Sale Price



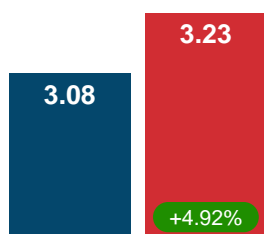
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

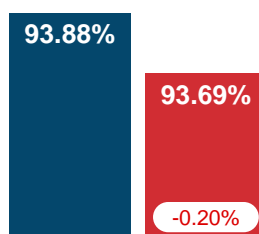
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

