

## February 2023



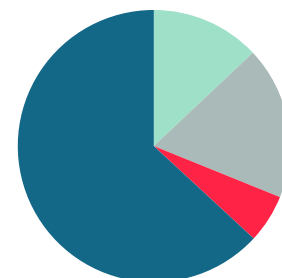
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	139,900	189,000	35.10%
Median Sale Price	135,000	188,000	39.26%
Median Percent of Selling Price to List Price	97.30%	96.96%	-0.35%
Median Days on Market to Sale	24.00	26.00	8.33%
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.

## 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 **39.26%** in February 2023 to \$188,000 versus the previous year at \$135,000.

## Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 2.00 days or **8.33%** in February 2023 compared to last year's same month at **24.00** DOM.

## Sales Success for February 2023 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

## What's in this Issue

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

## Real Estate is Local

## Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

## Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

## Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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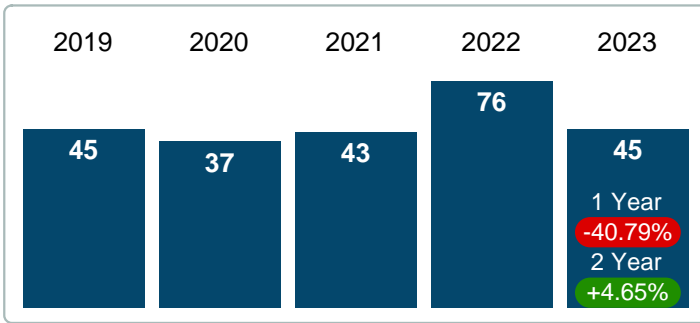
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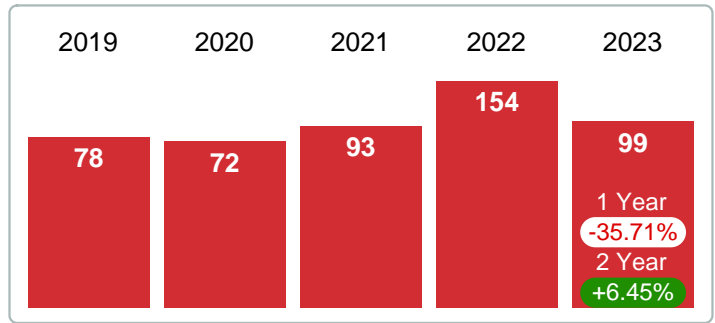
## CLOSED LISTINGS

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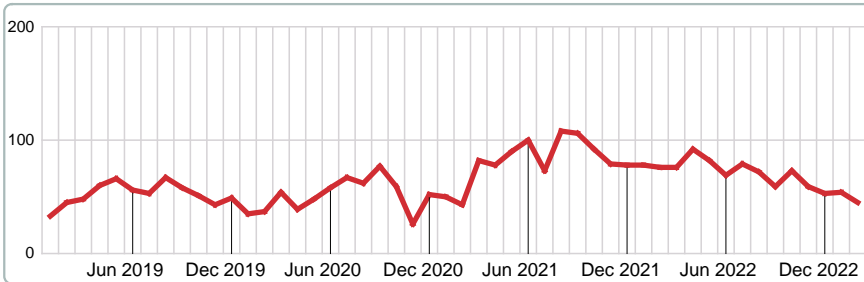
### FEBRUARY



### YEAR TO DATE (YTD)

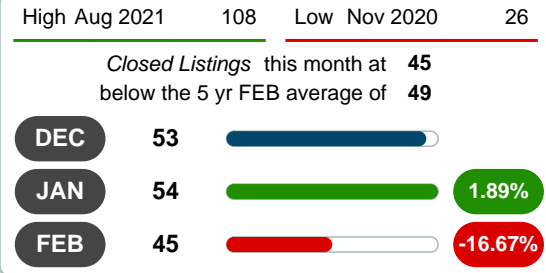


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	21.0	3	4	0	0
\$100,001 - \$150,000	8	17.78%	18.0	1	7	0	0
\$150,001 - \$225,000	7	15.56%	36.0	0	5	2	0
\$225,001 - \$275,000	12	26.67%	27.0	0	7	5	0
\$275,001 - \$350,000	3	6.67%	80.0	0	3	0	0
\$350,001 and up	6	13.33%	8.5	0	4	0	2
<b>Total Closed Units</b>	<b>45</b>			<b>5</b>	<b>31</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,064,250</b>	<b>100%</b>	<b>26.0</b>	<b>270.00K</b>	<b>6.28M</b>	<b>1.62M</b>	<b>890.00K</b>
<b>Median Closed Price</b>	<b>\$188,000</b>			<b>\$40,000</b>	<b>\$188,000</b>	<b>\$242,000</b>	<b>\$445,000</b>

# February 2023



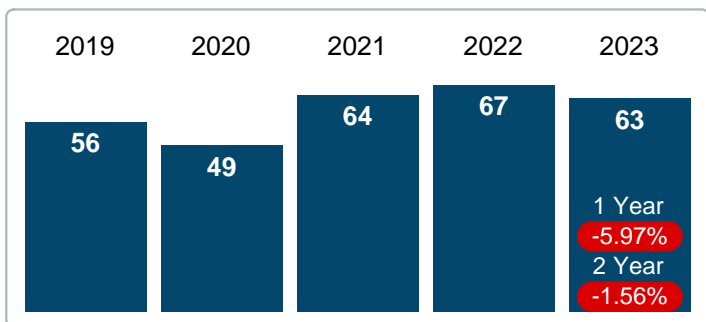
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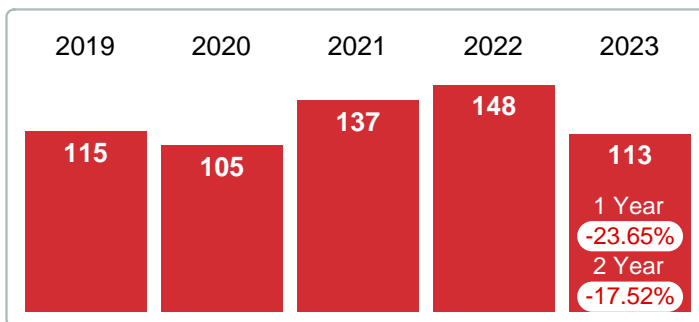
## PENDING LISTINGS

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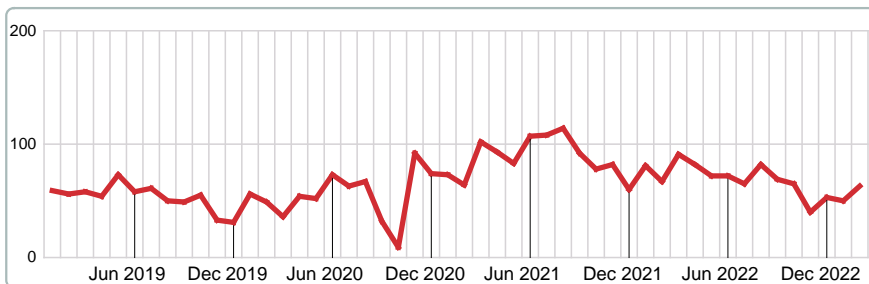
### FEBRUARY



### 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		%	MDOM	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%	8.0	5	4	0	1
\$75,001 - \$125,000	6	9.52%	49.5	4	2	0	0
\$125,001 - \$225,000	20	31.75%	46.5	6	13	1	0
\$225,001 - \$275,000	11	17.46%	74.0	0	10	1	0
\$275,001 - \$375,000	7	11.11%	147.0	1	5	1	0
\$375,001 and up	8	12.70%	87.5	0	7	1	0
<b>Total Pending Units</b>	<b>63</b>			<b>17</b>	<b>41</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,046,699</b>	<b>100%</b>	<b>36.0</b>	<b>1.85M</b>	<b>12.03M</b>	<b>1.12M</b>	<b>45.00K</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$99,000</b>	<b>\$235,000</b>	<b>\$266,000</b>	<b>\$45,000</b>

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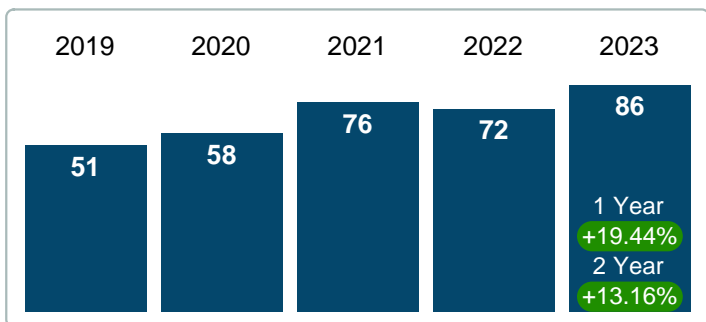
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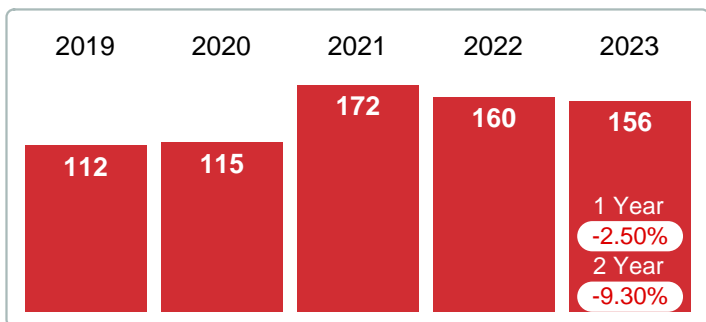
## NEW LISTINGS

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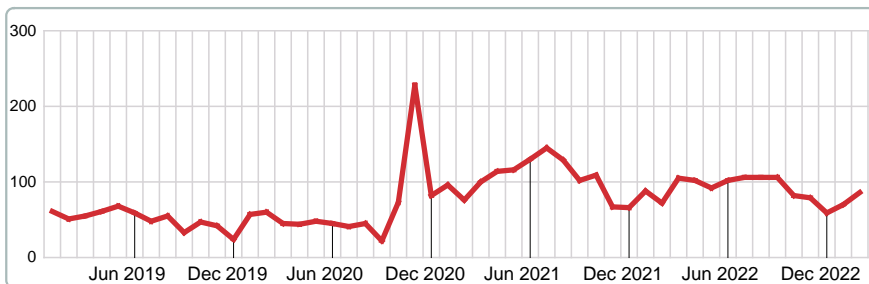
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 69

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **86**  
above the 5 yr FEB average of **69**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.16%	1	0	0	0
\$25,001 - \$75,000	14	16.28%	8	4	1	1
\$75,001 - \$125,000	9	10.47%	6	2	1	0
\$125,001 - \$225,000	26	30.23%	5	17	4	0
\$225,001 - \$275,000	14	16.28%	0	9	4	1
\$275,001 - \$475,000	12	13.95%	0	9	2	1
\$475,001 and up	10	11.63%	0	2	6	2
<b>Total New Listed Units</b>	<b>86</b>		<b>20</b>	<b>43</b>	<b>18</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>22,817,298</b>	<b>100%</b>	<b>1.66M</b>	<b>9.79M</b>	<b>8.62M</b>	<b>2.74M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$86,200</b>	<b>\$192,000</b>	<b>\$254,500</b>	<b>\$299,000</b>

# February 2023



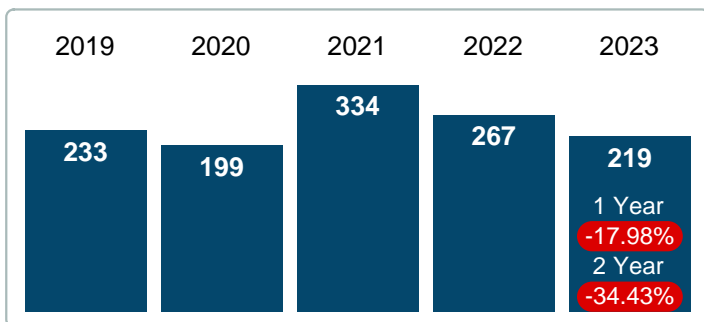
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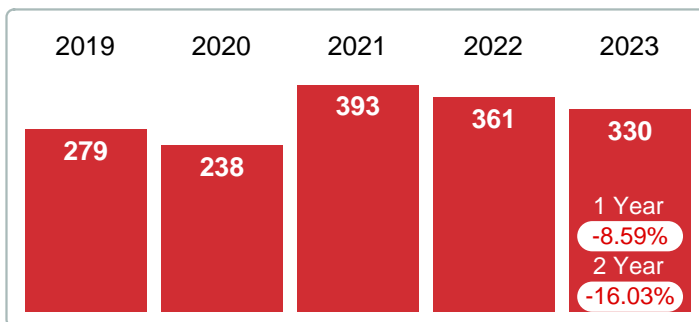
## ACTIVE INVENTORY

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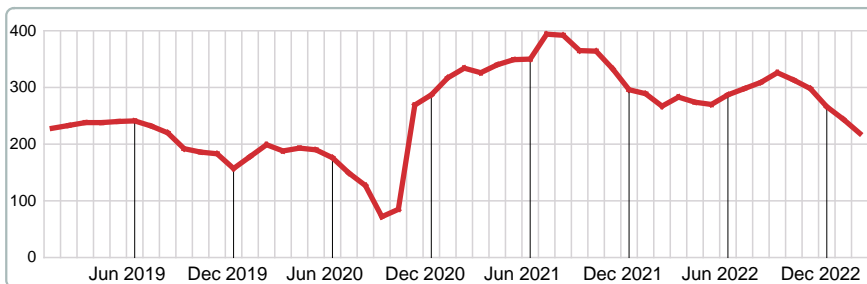
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

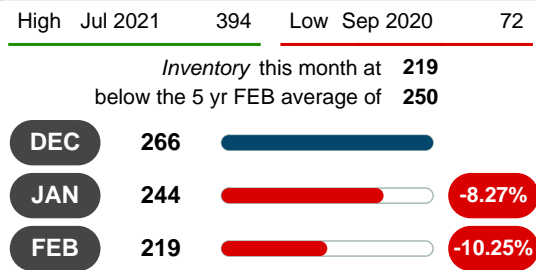


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 250



## 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	20	9.13%	62.5	14	4	2	0
\$50,001 - \$100,000	25	11.42%	68.0	15	9	1	0
\$100,001 - \$150,000	33	15.07%	53.0	13	16	3	1
\$150,001 - \$250,000	48	21.92%	38.5	6	29	13	0
\$250,001 - \$375,000	40	18.26%	63.5	3	26	8	3
\$375,001 - \$675,000	31	14.16%	47.0	1	16	12	2
\$675,001 and up	22	10.05%	102.5	1	11	5	5
Total Active Inventory by Units	219			53	111	44	11
Total Active Inventory by Volume	74,944,485	100%	55.0	6.59M	39.43M	20.63M	8.31M
Median Active Inventory Listing Price	\$224,900			\$93,500	\$249,000	\$291,000	\$450,000

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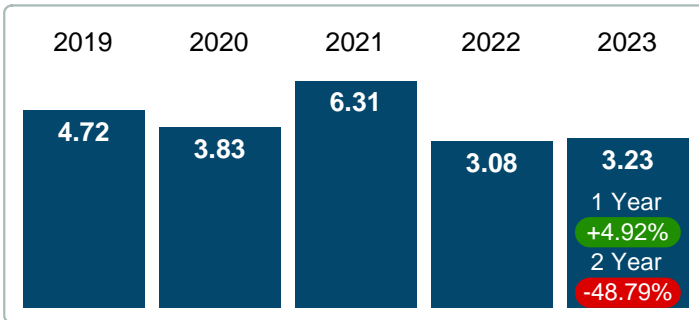
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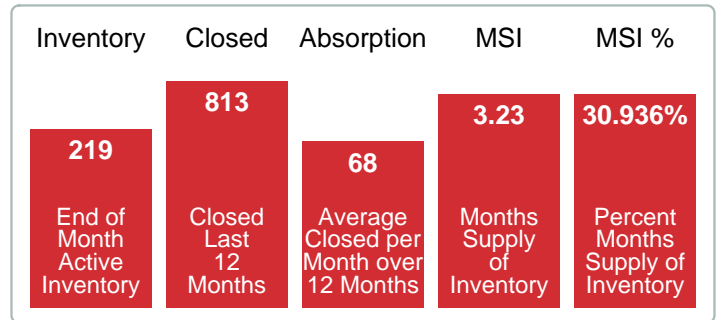
## MONTHS SUPPLY of INVENTORY (MSI)

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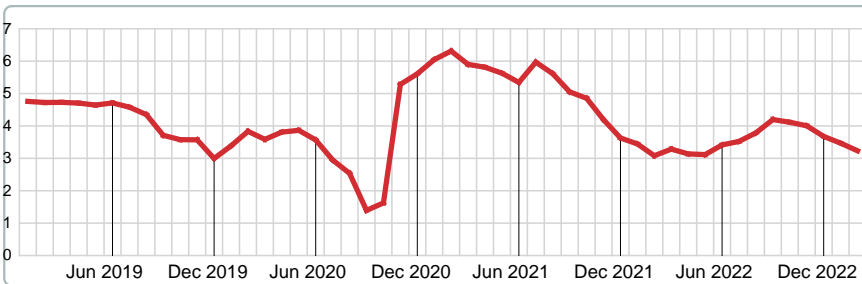
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

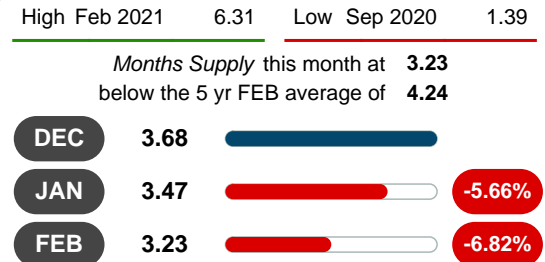


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# February 2023



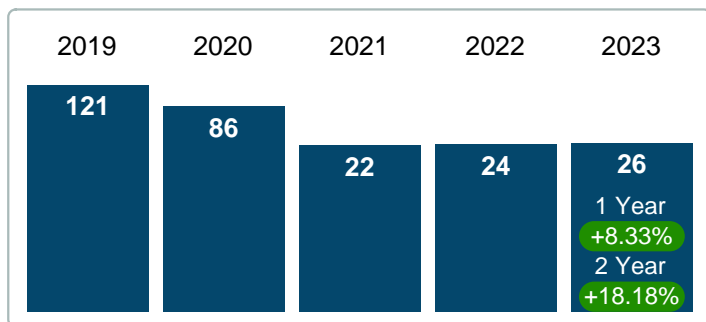
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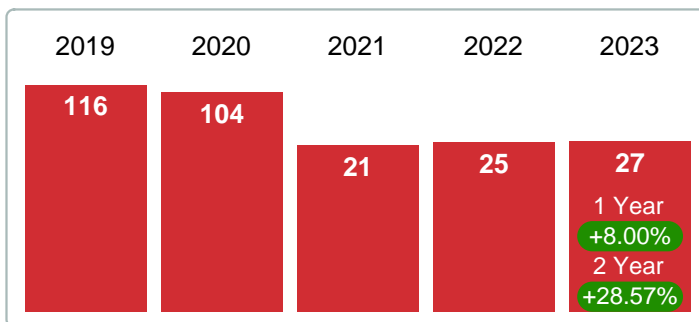
## MEDIAN DAYS ON MARKET TO SALE

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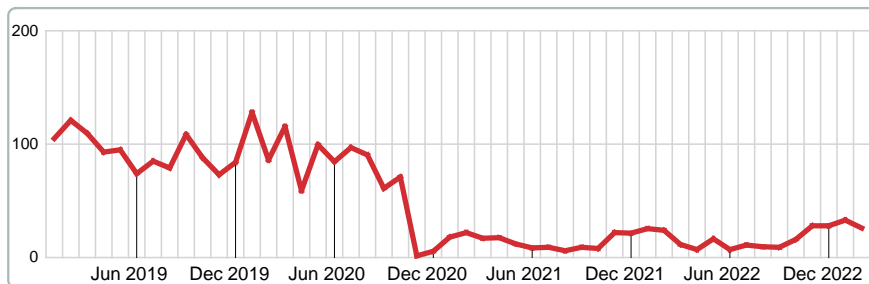
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 56

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 26 below the 5 yr FEB average of 56



### 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
\$25,000 and less	4.44%	88	49	127	0	0
\$25,001 - \$100,000	15.56%	21	27	19	0	0
\$100,001 - \$150,000	17.78%	18	4	28	0	0
\$150,001 - \$225,000	15.56%	36	0	36	48	0
\$225,001 - \$275,000	26.67%	27	0	34	20	0
\$275,001 - \$350,000	6.67%	80	0	80	0	0
\$350,001 and up	13.33%	9	0	8	0	25
Median Closed DOM		26	27	26	26	25
Total Closed Units	100%	26.0	5	31	7	2
Total Closed Volume		9,064,250	270.00K	6.28M	1.62M	890.00K

# February 2023



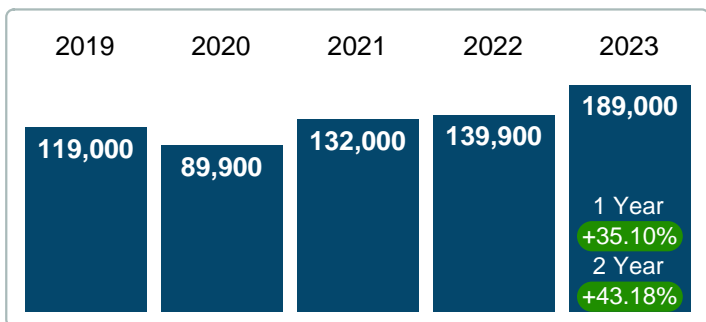
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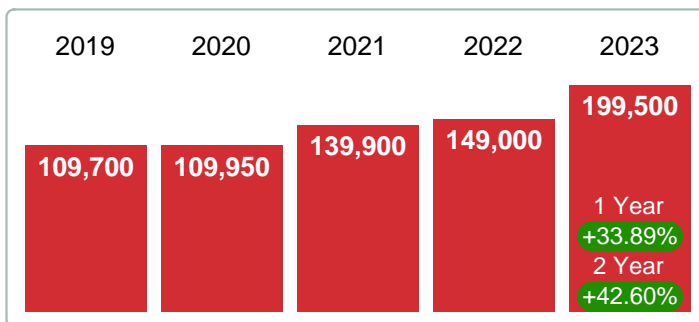
## MEDIAN LIST PRICE AT CLOSING

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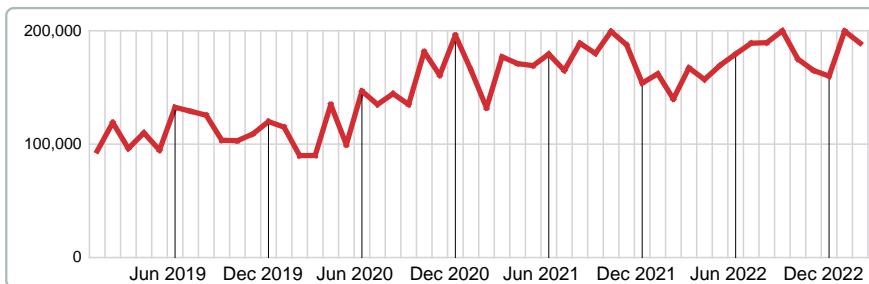
### FEBRUARY



### YEAR TO DATE (YTD)

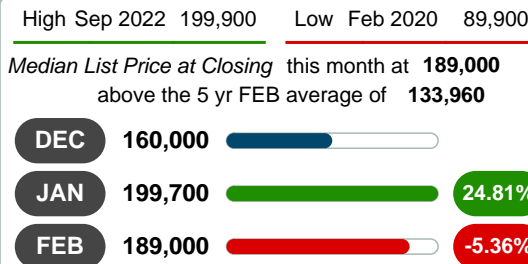


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 133,960



### 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
\$25,000 and less	4.44%	22,500	25,000	20,000	0	0
\$25,001 - \$100,000	15.56%	65,000	45,000	70,000	0	0
\$100,001 - \$150,000	13.33%	139,000	134,000	139,000	0	0
\$150,001 - \$225,000	20.00%	170,000	0	175,000	165,750	0
\$225,001 - \$275,000	17.78%	247,000	0	245,000	249,500	0
\$275,001 - \$350,000	13.33%	294,250	0	299,450	284,250	0
\$350,001 and up	15.56%	392,000	0	389,000	0	462,450
<b>Median List Price</b>		<b>189,000</b>	<b>45,000</b>	<b>189,000</b>	<b>249,500</b>	<b>462,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>189,000</b>	<b>5</b>	<b>31</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,482,700</b>	<b>321.50K</b>	<b>6.59M</b>	<b>1.64M</b>	<b>924.90K</b>



# February 2023



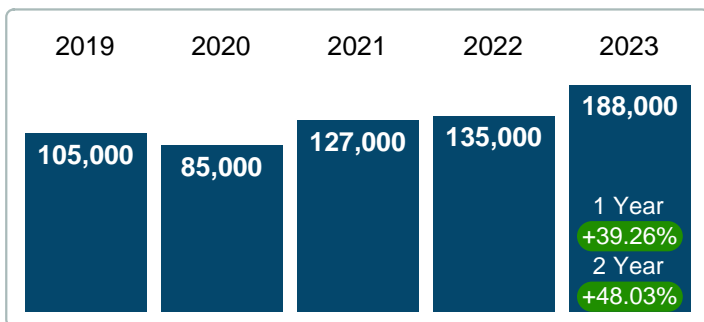
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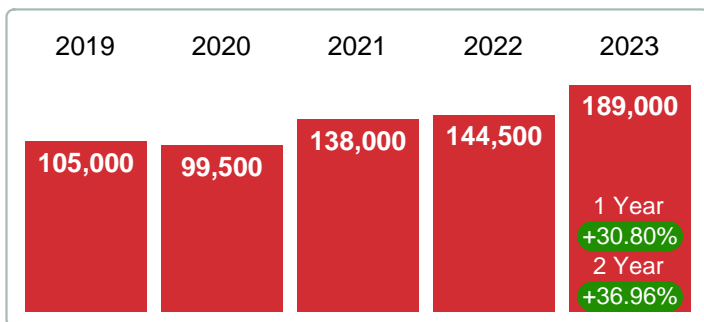
## MEDIAN SOLD PRICE AT CLOSING

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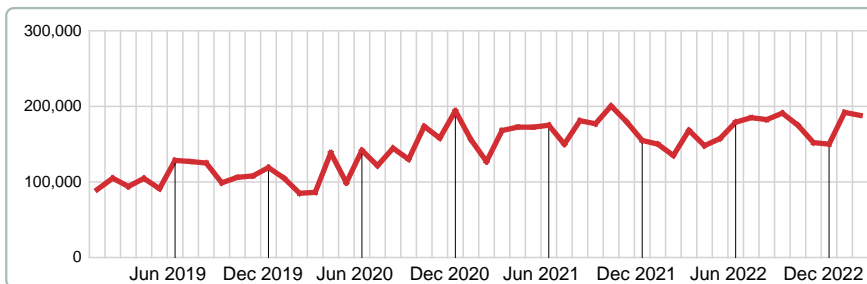
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

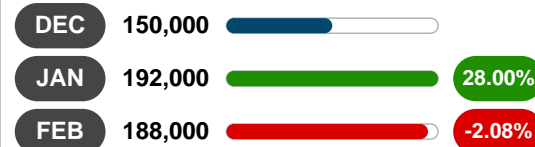


### 3 MONTHS

5 year FEB AVG = 128,000

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

Median Sold Price at Closing this month at **188,000** above the 5 yr FEB average of **128,000**



### 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
\$25,000 and less	4.44%	15,000	20,000	10,000	0	0
\$25,001 - \$100,000	15.56%	49,000	40,000	70,000	0	0
\$100,001 - \$150,000	17.78%	129,000	123,000	135,000	0	0
\$150,001 - \$225,000	15.56%	170,000	0	170,000	166,500	0
\$225,001 - \$275,000	26.67%	253,500	0	248,000	265,500	0
\$275,001 - \$350,000	6.67%	319,000	0	319,000	0	0
\$350,001 and up	13.33%	384,000	0	384,000	0	445,000
Median Sold Price		188,000	40,000	188,000	242,000	445,000
Total Closed Units	100%	188,000	5	31	7	2
Total Closed Volume		9,064,250	270.00K	6.28M	1.62M	890.00K

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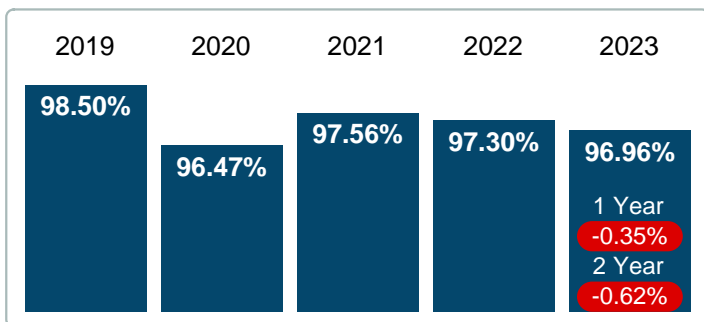
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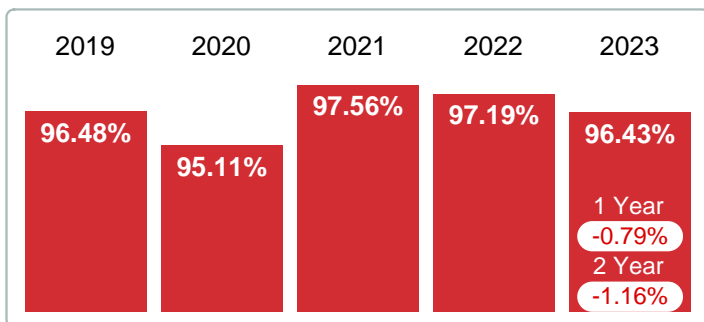
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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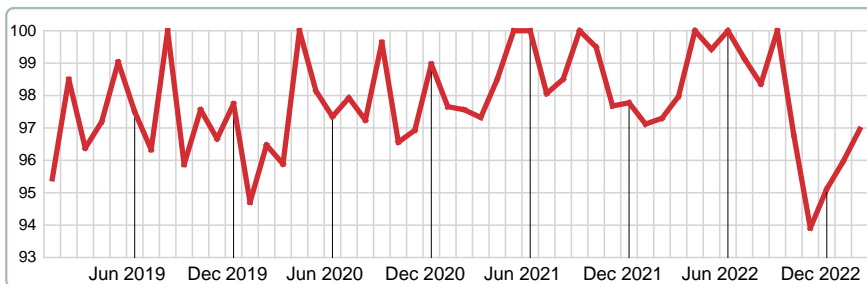
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

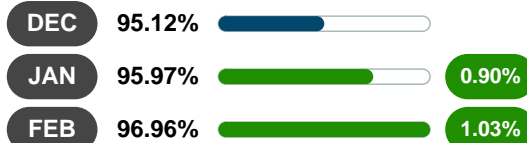


### 3 MONTHS

5 year FEB AVG = 97.36%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.96%**  
equal to 5 yr FEB average of **97.36%**



### 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
\$25,000 and less	<div style="width: 4.44%;"></div> 2	4.44%	65.00%	80.00%	50.00%	0.00%	0.00%
\$25,001 - \$100,000	<div style="width: 15.56%;"></div> 7	15.56%	93.27%	88.89%	97.95%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 17.78%;"></div> 8	17.78%	95.10%	91.79%	97.12%	0.00%	0.00%
\$150,001 - \$225,000	<div style="width: 15.56%;"></div> 7	15.56%	97.14%	0.00%	97.14%	100.50%	0.00%
\$225,001 - \$275,000	<div style="width: 26.67%;"></div> 12	26.67%	97.36%	0.00%	97.74%	96.99%	0.00%
\$275,001 - \$350,000	<div style="width: 6.67%;"></div> 3	6.67%	96.70%	0.00%	96.70%	0.00%	0.00%
\$350,001 and up	<div style="width: 13.33%;"></div> 6	13.33%	100.00%	0.00%	100.00%	0.00%	95.64%
Median Sold/List Ratio	96.96%			88.89%	97.12%	96.99%	95.64%
Total Closed Units	45	100%	96.96%	5	31	7	2
Total Closed Volume	9,064,250			270.00K	6.28M	1.62M	890.00K

# February 2023



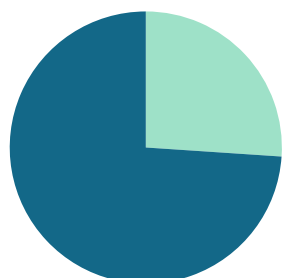
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

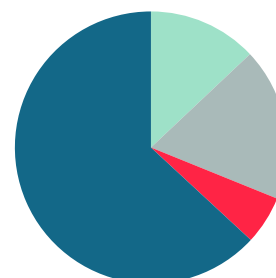


**Inventory**  
 New Listings  
**86 = 26.06%**  
 Start Inventory  
**244**  
 Total Inventory Units  
**330**  
 Volume  
**\$99,931,334**

### 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%
Median List Price	139,900	189,000	35.10%	149,000	199,500	33.89%
Median Sale Price	135,000	188,000	39.26%	144,500	189,000	30.80%
Median Percent of Selling Price to List Price	97.30%	96.96%	-0.35%	97.19%	96.43%	-0.79%
Median Days on Market to Sale	24.00	26.00	8.33%	25.00	27.00	8.00%
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%

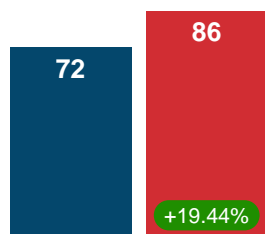
**Absorption:** Last 12 months, an Average of **68** Sales/Month

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

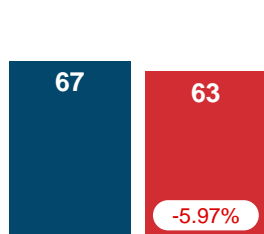
### FEBRUARY MARKET

### MEDIAN PRICES

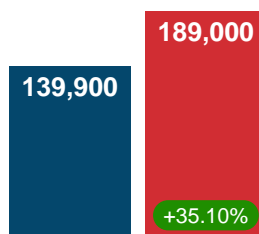
#### New Listings



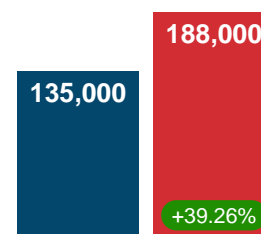
#### Pending Listings



#### List Price



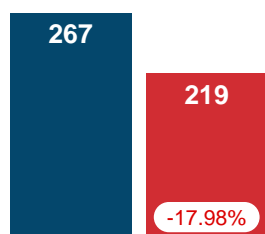
#### Sale Price



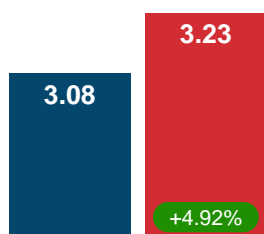
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

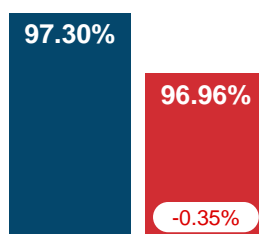
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

