

March 2023



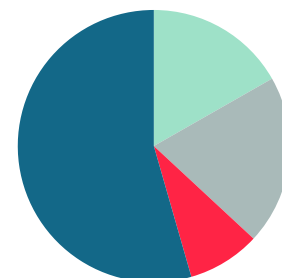
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	76	64	-15.79%
Pending Listings	91	77	-15.38%
New Listings	105	101	-3.81%
Average List Price	229,611	205,539	-10.48%
Average Sale Price	221,242	195,039	-11.84%
Average Percent of Selling Price to List Price	95.15%	93.71%	-1.52%
Average Days on Market to Sale	43.14	55.17	27.88%
End of Month Inventory	283	208	-26.50%
Months Supply of Inventory	3.28	3.12	-5.12%



■ Closed (16.75%)
■ Pending (20.16%)
■ Other OffMarket (8.64%)
■ Active (54.45%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of March 31, 2023 = **208**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **26.50%** to 208 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **3.12** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **11.84%** in March 2023 to \$195,039 versus the previous year at \$221,242.

Average Days on Market Lengthens

The average number of **55.17** days that homes spent on the market before selling increased by 12.03 days or **27.88%** in March 2023 compared to last year's same month at **43.14** DOM.

Sales Success for March 2023 is Positive

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

There were 101 New Listings in March 2023, down **3.81%** from last year at 105. Furthermore, there were 64 Closed Listings this month versus last year at 76, a **-15.79%** decrease.

Closed versus Listed trends yielded a **63.4%** ratio, down from previous year's, March 2022, at **72.4%**, a **12.45%** downswing. This will certainly create pressure on a decreasing Monthly $\frac{1}{2}$ 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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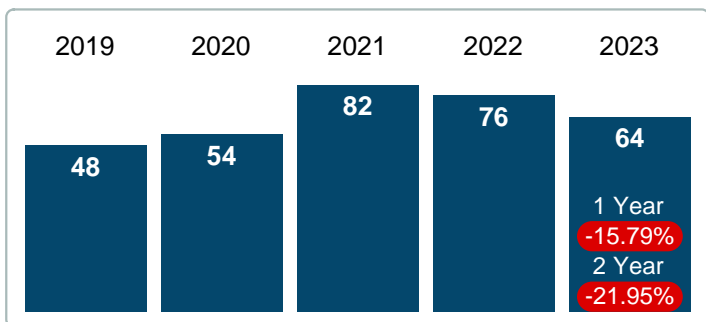
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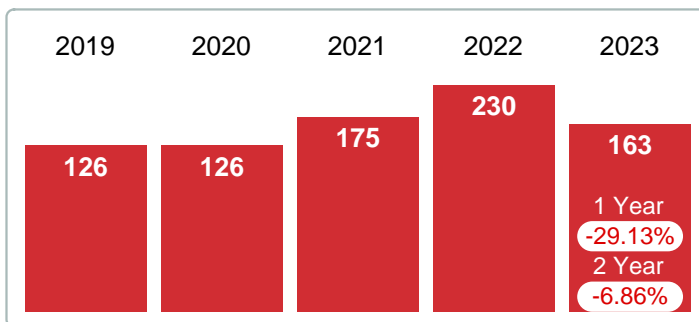
CLOSED LISTINGS

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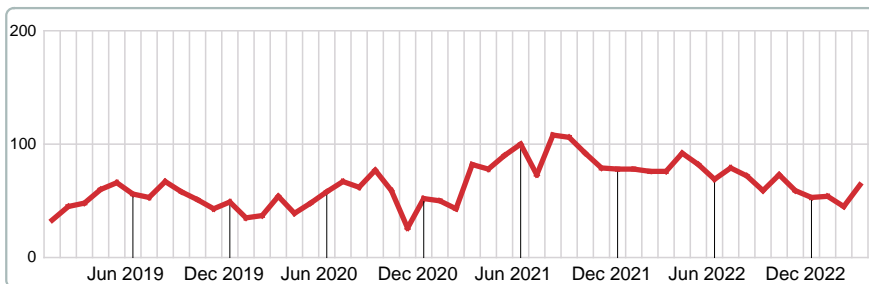
MARCH



YEAR TO DATE (YTD)

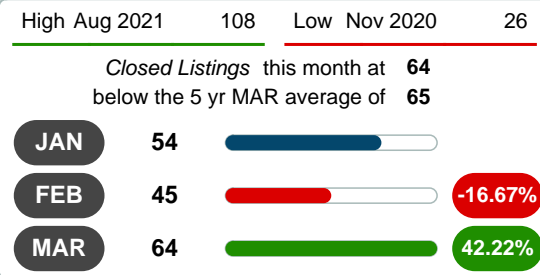


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	72.7	5	1	0	0
\$50,001 - \$100,000	10	15.63%	30.5	4	6	0	0
\$100,001 - \$125,000	6	9.38%	74.3	2	4	0	0
\$125,001 - \$225,000	18	28.13%	39.0	3	12	3	0
\$225,001 - \$250,000	8	12.50%	63.9	0	6	2	0
\$250,001 - \$350,000	9	14.06%	64.0	1	8	0	0
\$350,001 and up	7	10.94%	79.3	0	5	2	0
Total Closed Units	64			15	42	7	0
Total Closed Volume	12,482,500	100%	55.2	1.45M	8.90M	2.12M	0.00B
Average Closed Price	\$195,039			\$96,960	\$211,990	\$303,500	\$0

March 2023



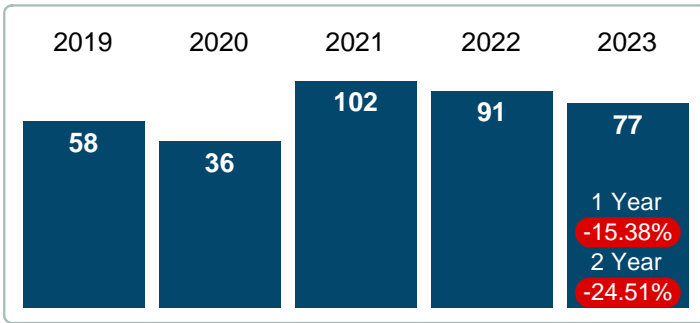
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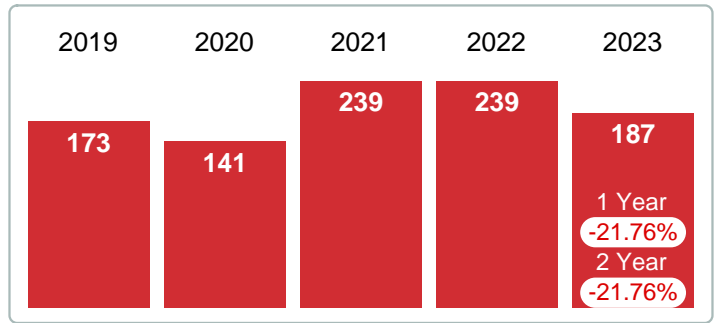
PENDING LISTINGS

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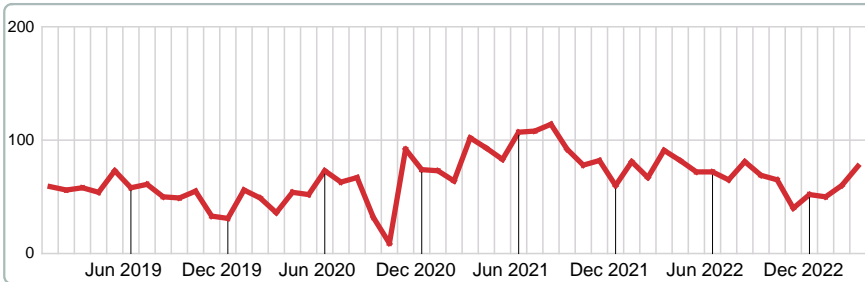
MARCH



YEAR TO DATE (YTD)

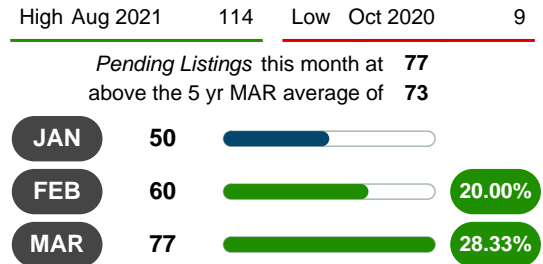


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.79%	63.3	4	2	0	0
\$75,001 - \$100,000	12	15.58%	71.1	5	7	0	0
\$100,001 - \$125,000	7	9.09%	77.0	2	3	2	0
\$125,001 - \$225,000	23	29.87%	44.5	5	11	6	1
\$225,001 - \$250,000	7	9.09%	17.1	0	5	1	1
\$250,001 - \$425,000	14	18.18%	70.0	0	10	4	0
\$425,001 and up	8	10.39%	71.4	1	4	3	0
Total Pending Units	77			17	42	16	2
Total Pending Volume	16,561,998	100%	53.3	2.05M	9.34M	4.79M	385.00K
Average Listing Price	\$255,256			\$120,459	\$222,269	\$299,619	\$192,500

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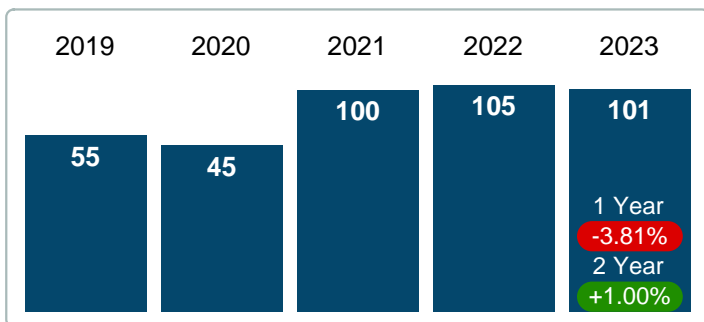
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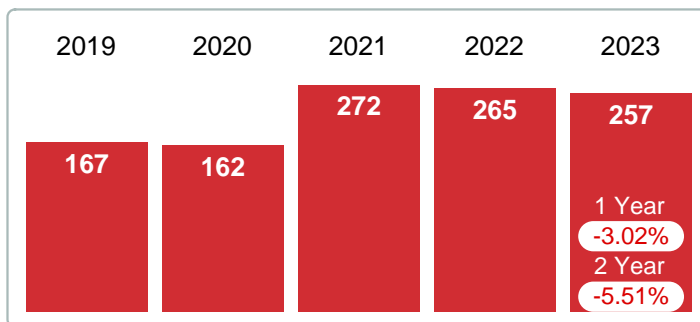
NEW LISTINGS

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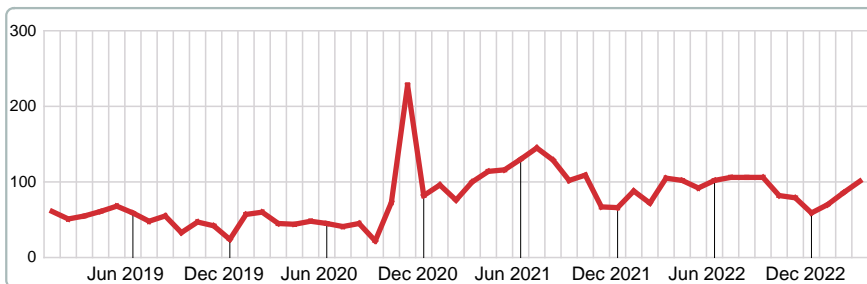
MARCH



YEAR TO DATE (YTD)

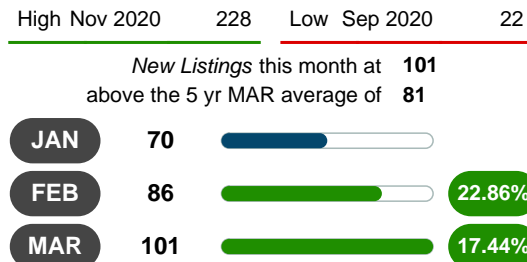


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 81



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	5.94%	5	1	0	0
\$75,001 - \$100,000	9	8.91%	3	6	0	0
\$100,001 - \$150,000	21	20.79%	10	8	3	0
\$150,001 - \$250,000	27	26.73%	5	18	2	2
\$250,001 - \$325,000	12	11.88%	1	7	4	0
\$325,001 - \$550,000	16	15.84%	2	5	9	0
\$550,001 and up	10	9.90%	1	4	4	1
Total New Listed Units	101		27	49	22	3
Total New Listed Volume	26,816,448	100%	4.78M	12.59M	8.21M	1.23M
Average New Listed Listing Price	\$254,967		\$177,148	\$256,960	\$373,341	\$409,633

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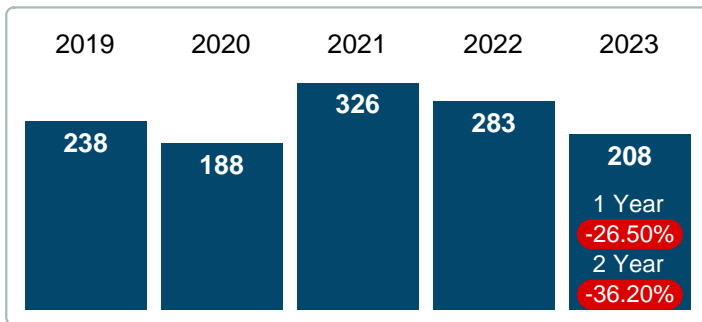
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



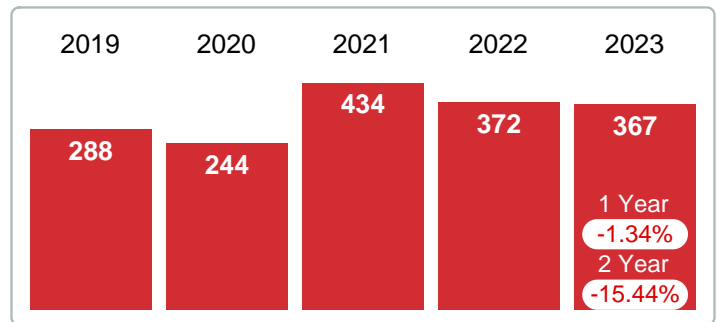
ACTIVE INVENTORY

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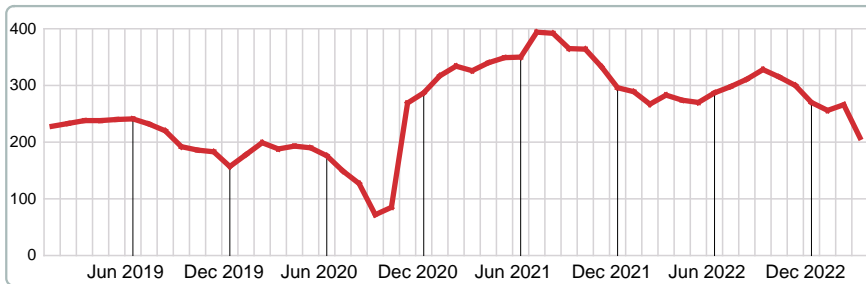
END OF MARCH



ACTIVE DURING MARCH

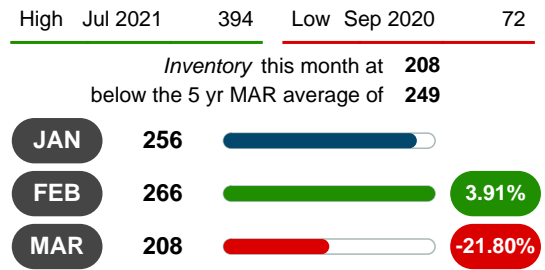


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 249



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	16	7.69%	72.9	11	3	1	1
\$50,001 - \$100,000	18	8.65%	95.6	13	4	1	0
\$100,001 - \$150,000	33	15.87%	67.4	15	16	2	0
\$150,001 - \$275,000	57	27.40%	62.0	9	36	11	1
\$275,001 - \$400,000	35	16.83%	92.3	2	18	12	3
\$400,001 - \$675,000	28	13.46%	62.4	1	12	14	1
\$675,001 and up	21	10.10%	99.5	2	11	3	5
Total Active Inventory by Units	208			53	100	44	11
Total Active Inventory by Volume	70,345,445	100%	75.5	8.10M	36.54M	18.21M	7.49M
Average Active Inventory Listing Price	\$338,199			\$152,775	\$365,448	\$413,832	\$681,354

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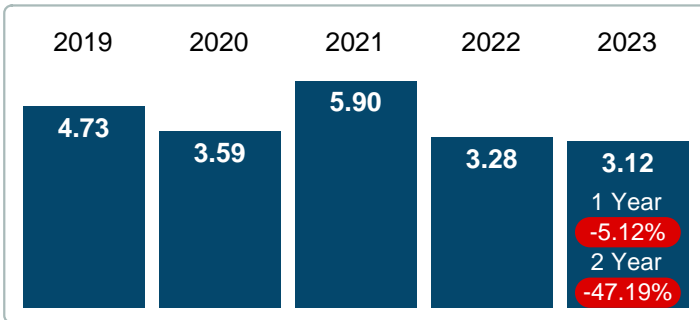
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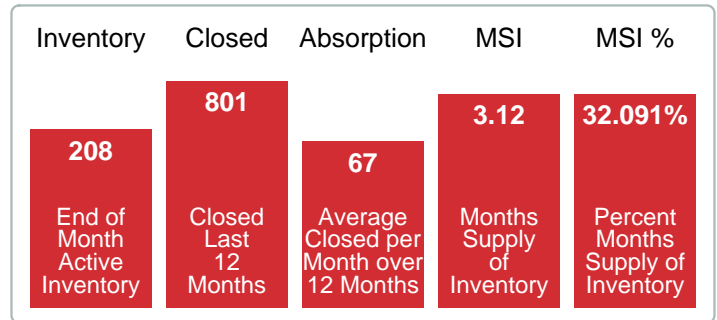
MONTHS SUPPLY of INVENTORY (MSI)

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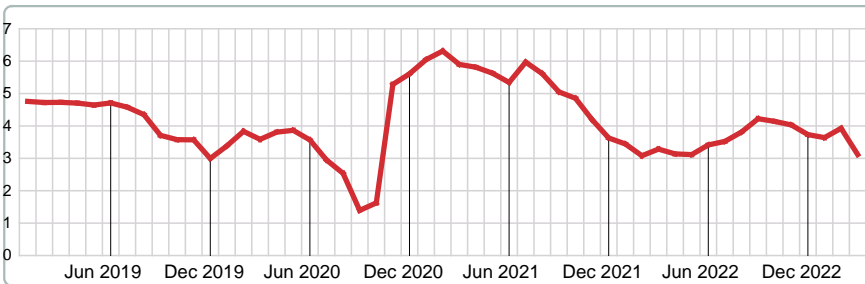
MSI FOR MARCH



INDICATORS FOR MARCH 2023

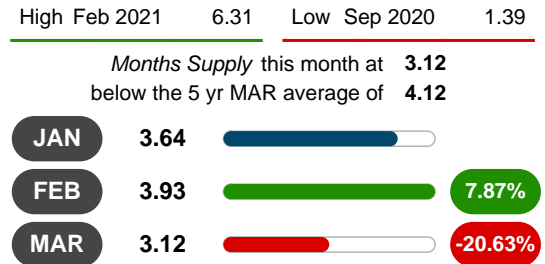


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.12



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	16	7.69%	2.78	2.64	2.00	12.00	0.00
\$50,001 - \$100,000	18	8.65%	1.95	2.84	1.00	1.71	0.00
\$100,001 - \$150,000	33	15.87%	2.46	3.83	1.90	2.00	0.00
\$150,001 - \$275,000	57	27.40%	2.33	3.60	2.17	2.16	4.00
\$275,001 - \$400,000	35	16.83%	4.16	2.67	3.66	5.33	6.00
\$400,001 - \$675,000	28	13.46%	6.46	4.00	6.86	7.30	2.40
\$675,001 and up	21	10.10%	18.00	24.00	26.40	7.20	20.00
Market Supply of Inventory (MSI)			3.12	3.26	2.66	3.88	6.95
Total Active Inventory by Units		100%	3.12	53	100	44	11

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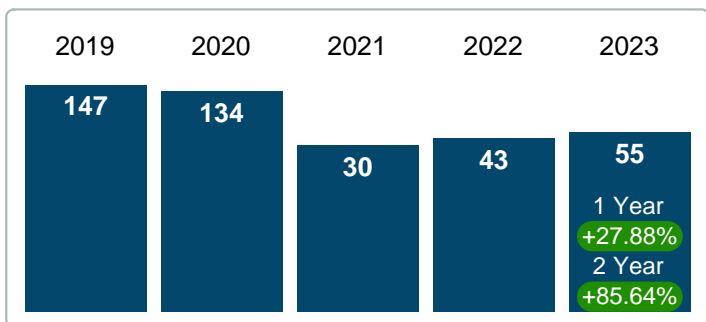
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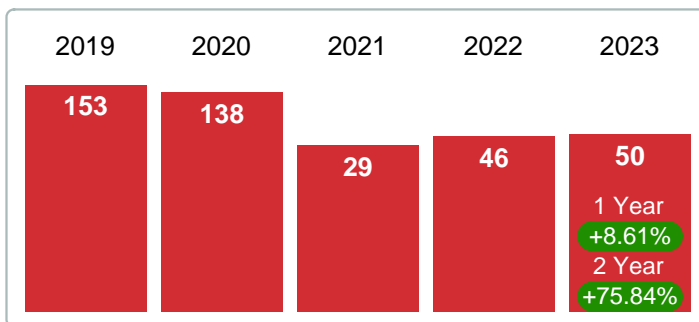
AVERAGE DAYS ON MARKET TO SALE

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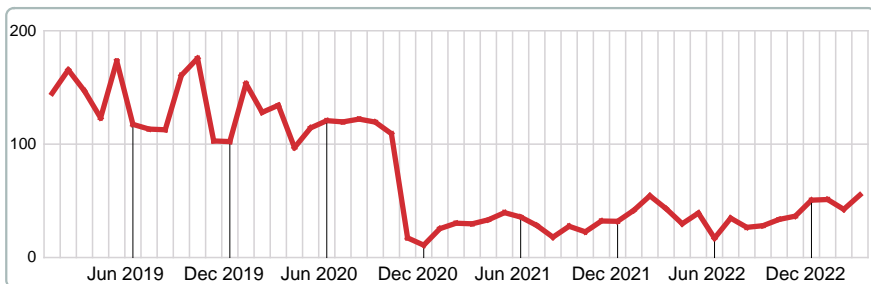
MARCH



YEAR TO DATE (YTD)

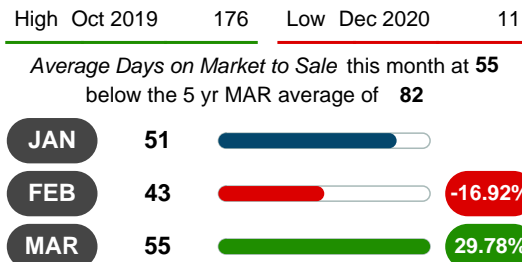


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 82



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.38%	73	33	269	0	0
\$50,001 - \$100,000	15.63%	31	23	36	0	0
\$100,001 - \$125,000	9.38%	74	3	110	0	0
\$125,001 - \$225,000	28.13%	39	16	49	24	0
\$225,001 - \$250,000	12.50%	64	0	43	127	0
\$250,001 - \$350,000	14.06%	64	265	39	0	0
\$350,001 and up	10.94%	79	0	104	17	0
Average Closed DOM		55	39	62	51	0
Total Closed Units	100%	64	15	42	7	
Total Closed Volume		12,482,500	1.45M	8.90M	2.12M	0.00B

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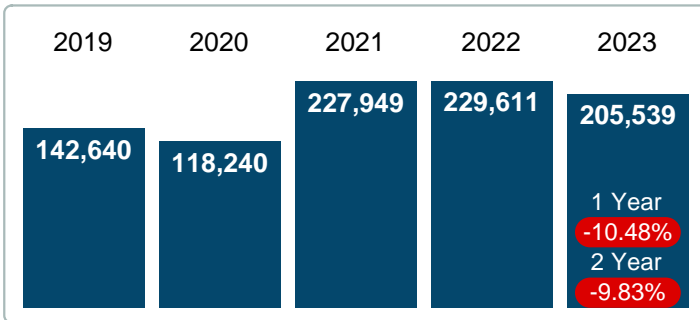
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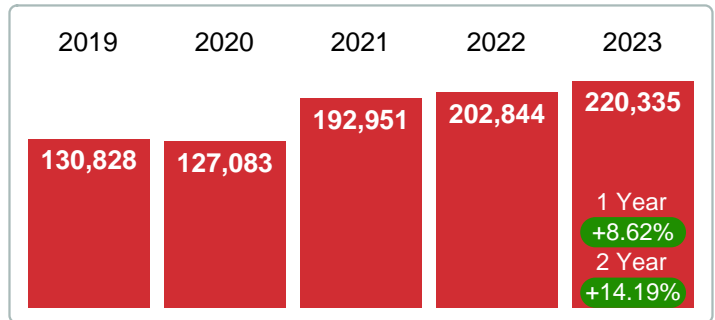
AVERAGE LIST PRICE AT CLOSING

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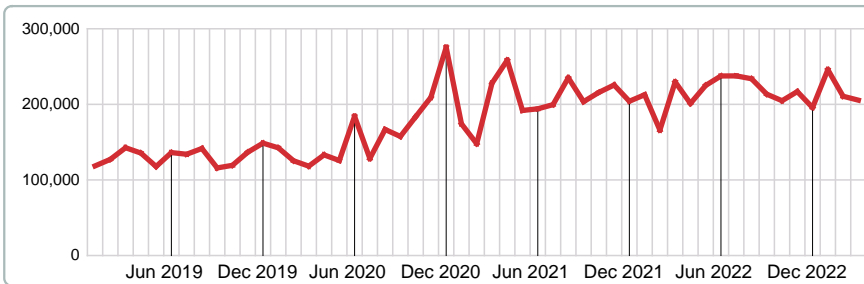
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

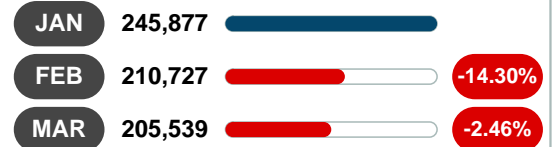


3 MONTHS

5 year MAR AVG = 184,796

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

Average List Price at Closing this month at **205,539**
above the 5 yr MAR average of **184,796**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.81%	26,380	34,580	29,000	0	0
\$50,001 - \$100,000	14.06%	76,556	100,000	80,000	0	0
\$100,001 - \$125,000	6.25%	112,250	112,000	120,975	0	0
\$125,001 - \$225,000	34.38%	174,080	158,833	182,954	212,633	0
\$225,001 - \$250,000	10.94%	242,807	0	245,108	251,000	0
\$250,001 - \$350,000	12.50%	280,350	300,000	307,975	0	0
\$350,001 and up	14.06%	456,933	0	449,180	536,250	0
Average List Price		205,539	104,893	223,064	316,057	0
Total Closed Units	100%	205,539	15	42	7	0
Total Closed Volume		13,154,499	1.57M	9.37M	2.21M	0.00B

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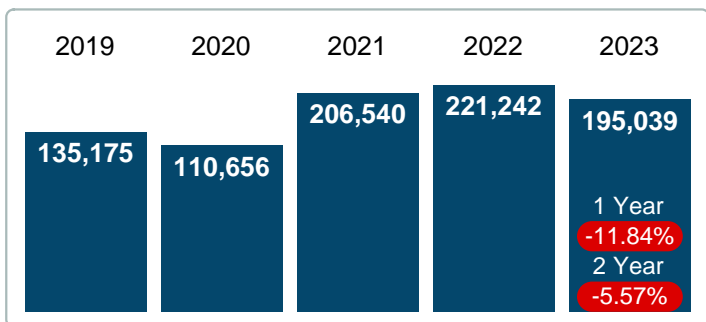
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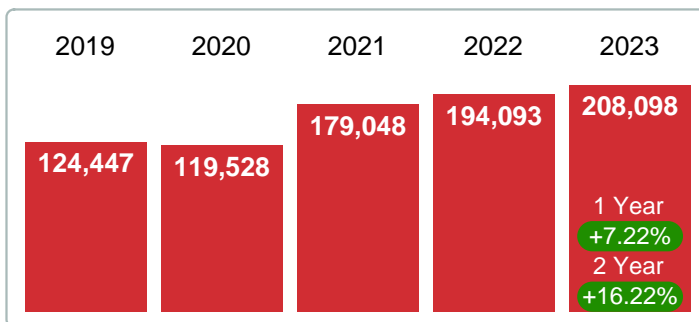
AVERAGE SOLD PRICE AT CLOSING

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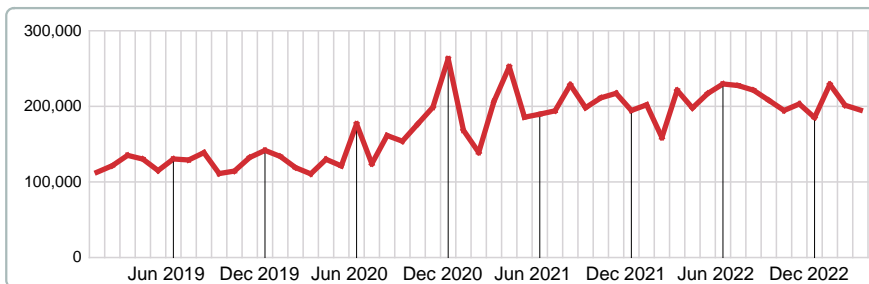
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

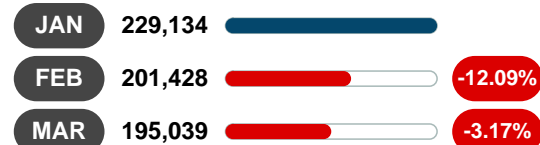


3 MONTHS

5 year MAR AVG = 173,731

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

Average Sold Price at Closing this month at **195,039** above the 5 yr MAR average of **173,731**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.38%	26,333	27,600	20,000	0	0
\$50,001 - \$100,000	15.63%	75,800	84,750	69,833	0	0
\$100,001 - \$125,000	9.38%	115,067	112,450	116,375	0	0
\$125,001 - \$225,000	28.13%	174,650	150,833	172,017	209,000	0
\$225,001 - \$250,000	12.50%	238,313	0	237,333	241,250	0
\$250,001 - \$350,000	14.06%	292,322	300,000	291,363	0	0
\$350,001 and up	10.94%	456,429	0	436,000	507,500	0
Average Sold Price		195,039	96,960	211,990	303,500	0
Total Closed Units	100%	195,039	15	42	7	0
Total Closed Volume		12,482,500	1.45M	8.90M	2.12M	0.00B

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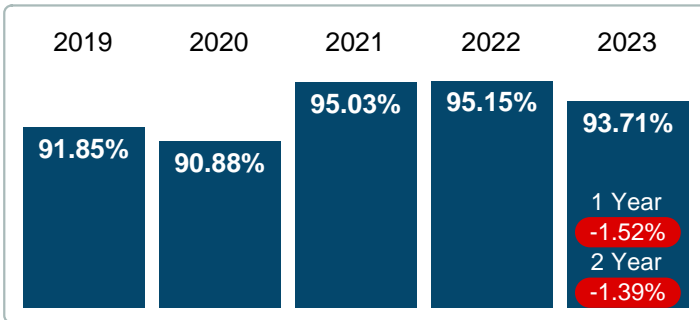
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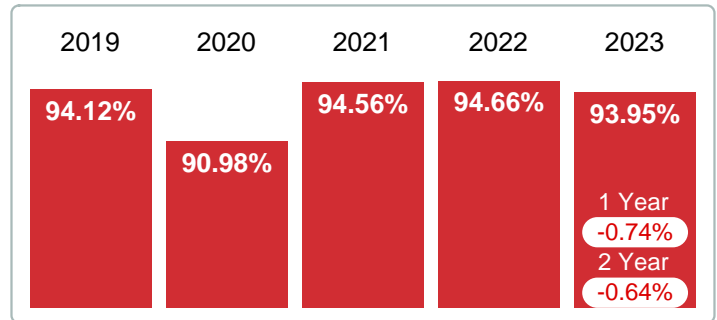
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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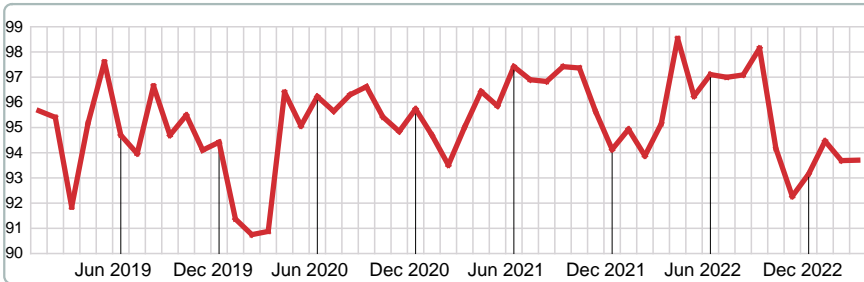
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

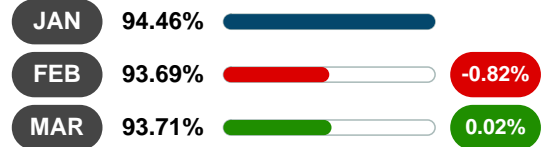


3 MONTHS

5 year MAR AVG = 93.32%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.71%** above the 5 yr MAR average of **93.32%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	82.41%	85.10%	68.97%	0.00%	0.00%
\$50,001 - \$100,000	10	15.63%	87.70%	88.36%	87.27%	0.00%	0.00%
\$100,001 - \$125,000	6	9.38%	97.73%	100.38%	96.41%	0.00%	0.00%
\$125,001 - \$225,000	18	28.13%	95.57%	95.83%	94.80%	98.39%	0.00%
\$225,001 - \$250,000	8	12.50%	96.74%	0.00%	96.95%	96.10%	0.00%
\$250,001 - \$350,000	9	14.06%	96.45%	100.00%	96.00%	0.00%	0.00%
\$350,001 and up	7	10.94%	96.72%	0.00%	97.21%	95.51%	0.00%
Average Sold/List Ratio		93.70%		91.15%	94.08%	96.91%	0.00%
Total Closed Units		64	100%	15	42	7	
Total Closed Volume		12,482,500		1.45M	8.90M	2.12M	0.00B

March 2023



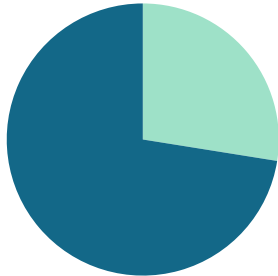
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

INVENTORY

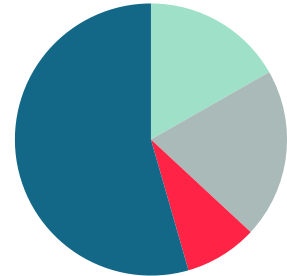


Inventory
 New Listings
101 = 27.52%
 Start Inventory
266
 Total Inventory Units
367
 Volume
\$108,590,242

Market Activity

Closed Sales
64 = 16.75%
 Pending Sales
77 = 20.16%
 Other Off Market
33 = 8.64%
 Active Inventory
208 = 54.45%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	64	-15.79%	230	163	-29.13%
Pending Sales	91	77	-15.38%	239	187	-21.76%
New Listings	105	101	-3.81%	265	257	-3.02%
Average List Price	229,611	205,539	-10.48%	202,844	220,335	8.62%
Average Sale Price	221,242	195,039	-11.84%	194,093	208,098	7.22%
Average Percent of Selling Price to List Price	95.15%	93.71%	-1.52%	94.66%	93.95%	-0.74%
Average Days on Market to Sale	43.14	55.17	27.88%	46.36	50.35	8.61%
Monthly Inventory	283	208	-26.50%	283	208	-26.50%
Months Supply of Inventory	3.28	3.12	-5.12%	3.28	3.12	-5.12%

Absorption: Last 12 months, an Average of **67** Sales/Month

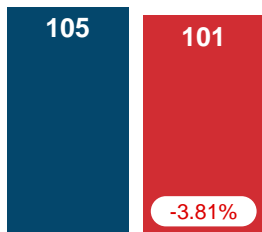
Inventory on March 31, 2023 = **208**

2022 **2023**

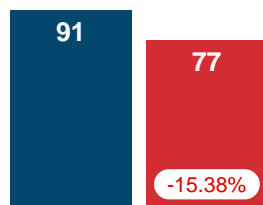
MARCH MARKET

AVERAGE PRICES

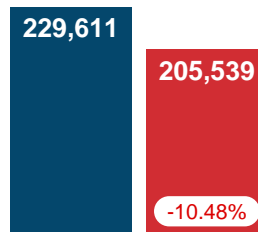
New Listings



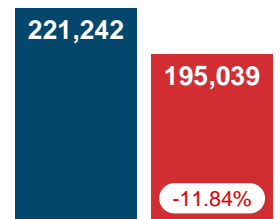
Pending Listings



List Price



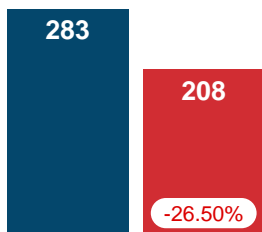
Sale Price



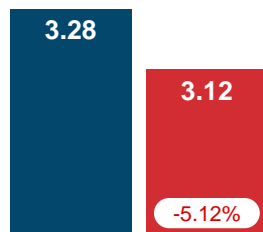
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

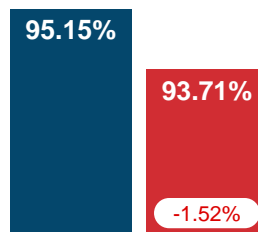
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

