

March 2023



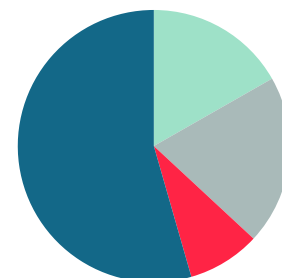
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	167,250	194,450	16.26%
Median Sale Price	168,250	175,250	4.16%
Median Percent of Selling Price to List Price	97.97%	97.32%	-0.67%
Median Days on Market to Sale	11.50	21.50	86.96%
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.

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 **4.16%** in March 2023 to \$175,250 versus the previous year at \$168,250.

Median Days on Market Lengthens

The median number of **21.50** days that homes spent on the market before selling increased by 10.00 days or **86.96%** in March 2023 compared to last year's same month at **11.50** DOM.

Sales Success for March 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 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 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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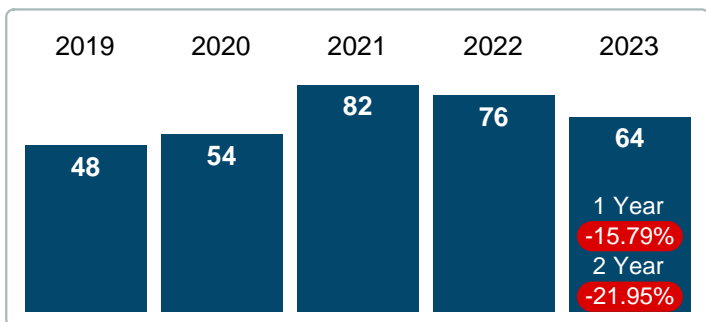
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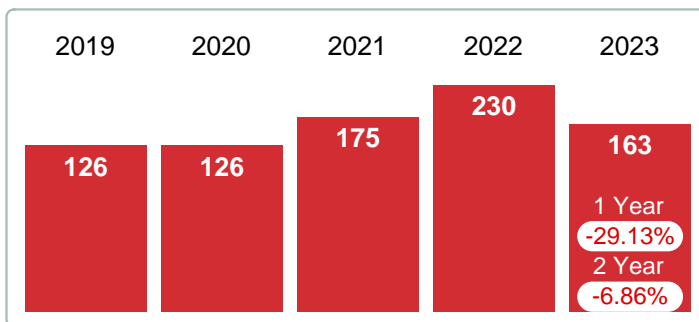
CLOSED LISTINGS

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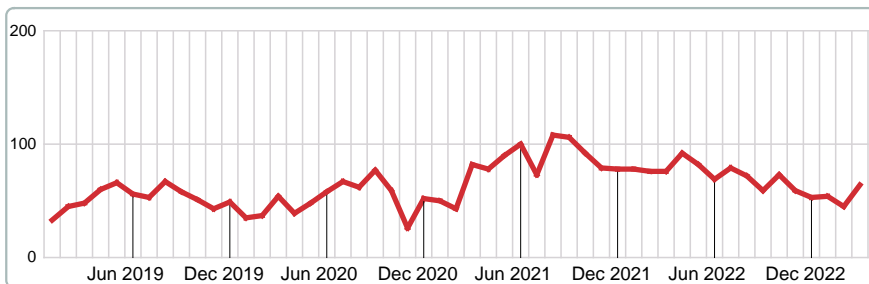
MARCH



YEAR TO DATE (YTD)

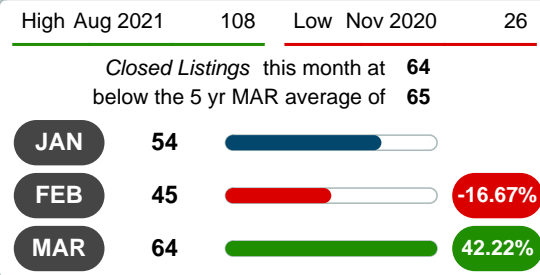


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	46.5	5	1	0	0
\$50,001 - \$100,000	10	15.63%	5.0	4	6	0	0
\$100,001 - \$125,000	6	9.38%	74.5	2	4	0	0
\$125,001 - \$225,000	18	28.13%	18.5	3	12	3	0
\$225,001 - \$250,000	8	12.50%	33.0	0	6	2	0
\$250,001 - \$350,000	9	14.06%	14.0	1	8	0	0
\$350,001 and up	7	10.94%	31.0	0	5	2	0
Total Closed Units	64			15	42	7	0
Total Closed Volume	12,482,500	100%	21.5	1.45M	8.90M	2.12M	0.00B
Median Closed Price	\$175,250			\$100,000	\$188,500	\$235,000	\$0

March 2023



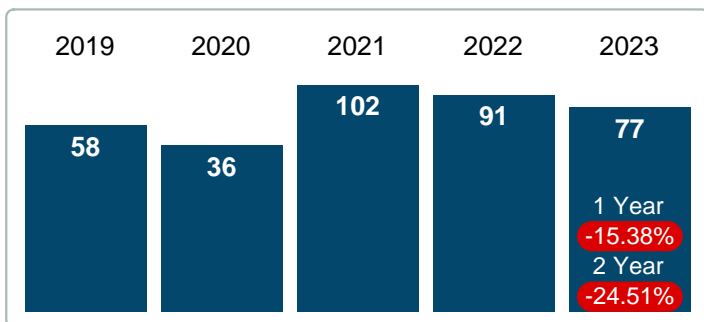
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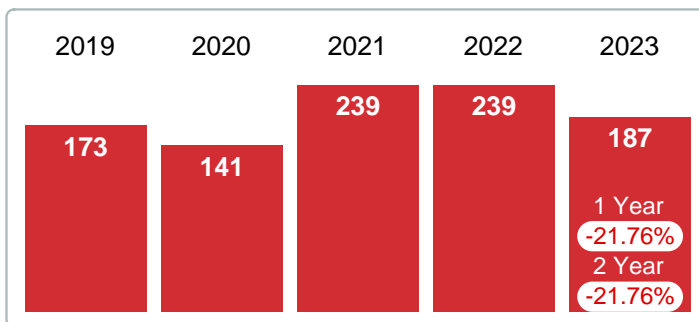
PENDING LISTINGS

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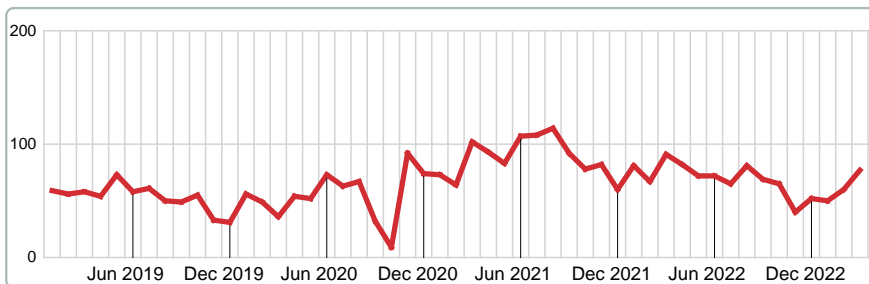
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

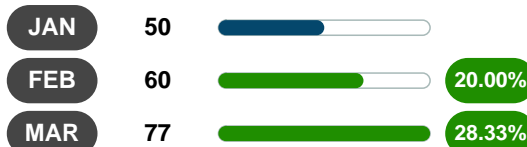


3 MONTHS

5 year MAR AVG = 73

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 77 above the 5 yr MAR average of 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.79%	46.0	4	2	0	0
\$75,001 - \$100,000	12	15.58%	31.0	5	7	0	0
\$100,001 - \$125,000	7	9.09%	17.0	2	3	2	0
\$125,001 - \$225,000	23	29.87%	27.0	5	11	6	1
\$225,001 - \$250,000	7	9.09%	3.0	0	5	1	1
\$250,001 - \$425,000	14	18.18%	35.5	0	10	4	0
\$425,001 and up	8	10.39%	36.5	1	4	3	0
Total Pending Units	77			17	42	16	2
Total Pending Volume	16,561,998	100%	26.0	2.05M	9.34M	4.79M	385.00K
Median Listing Price	\$159,000			\$99,000	\$204,000	\$237,450	\$192,500

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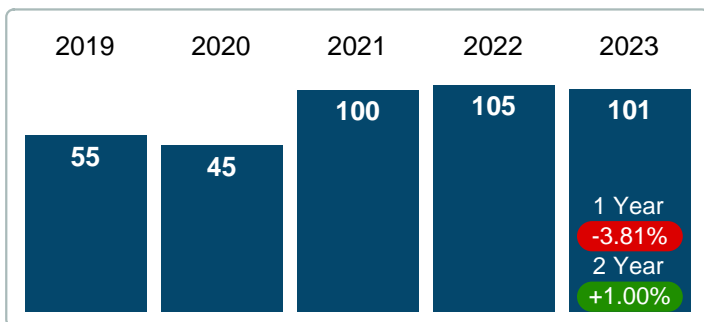
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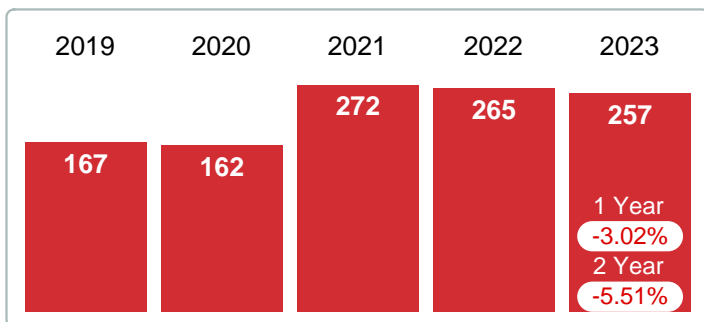
NEW LISTINGS

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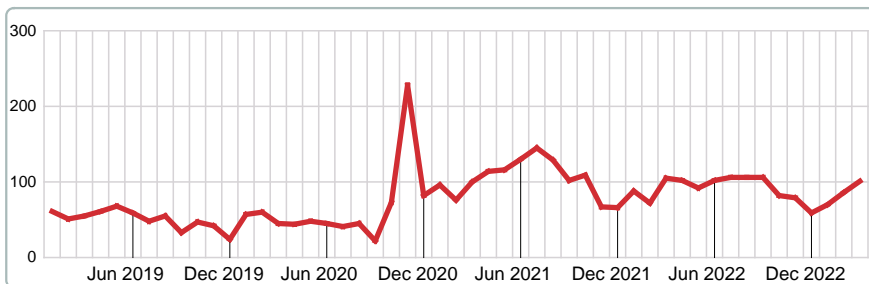
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 81

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 101 above the 5 yr MAR average of 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
Median New Listed Listing Price	\$222,500		\$125,000	\$229,000	\$335,000	\$240,000

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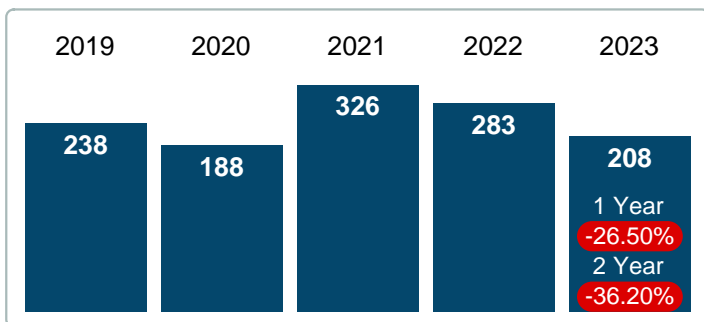
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



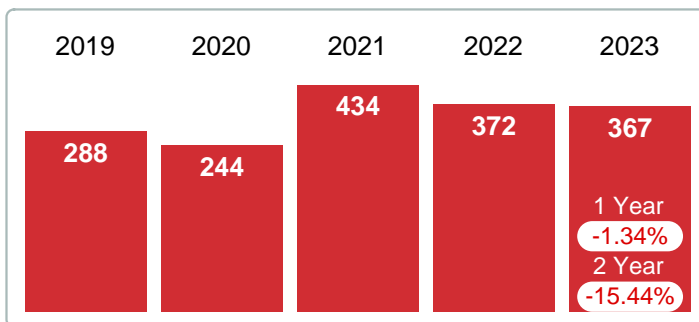
ACTIVE INVENTORY

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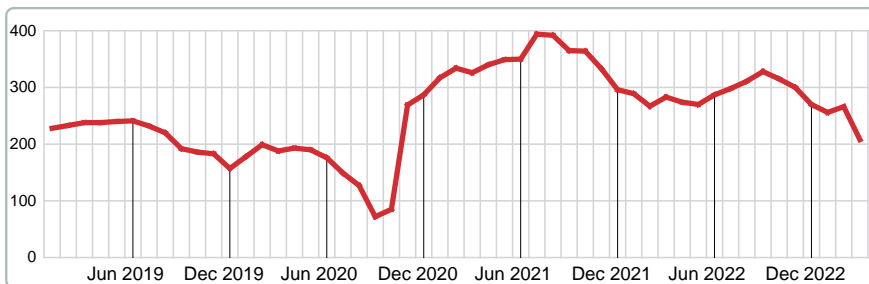
END OF MARCH



ACTIVE DURING MARCH

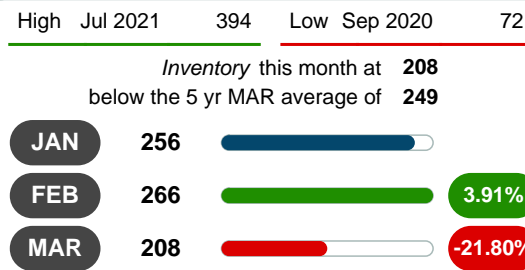


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 249



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	7.69%	46.0	11	3	1	1
\$50,001 - \$100,000	18	8.65%	86.5	13	4	1	0
\$100,001 - \$150,000	33	15.87%	49.0	15	16	2	0
\$150,001 - \$275,000	57	27.40%	45.0	9	36	11	1
\$275,001 - \$400,000	35	16.83%	71.0	2	18	12	3
\$400,001 - \$675,000	28	13.46%	43.0	1	12	14	1
\$675,001 and up	21	10.10%	76.0	2	11	3	5
Total Active Inventory by Units	208			53	100	44	11
Total Active Inventory by Volume	70,345,445	100%	51.5	8.10M	36.54M	18.21M	7.49M
Median Active Inventory Listing Price	\$234,000			\$119,900	\$239,500	\$335,000	\$450,000

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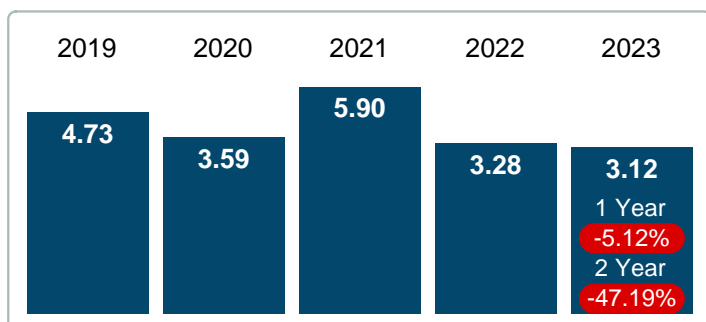
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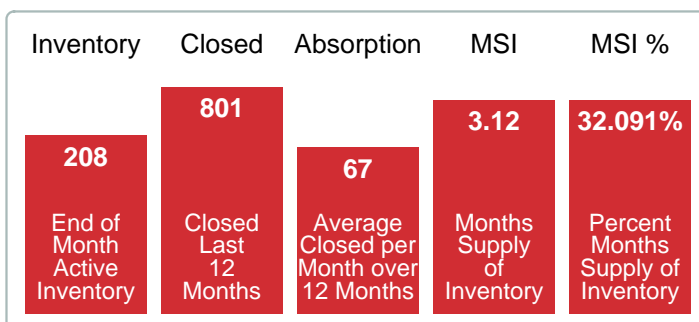
MONTHS SUPPLY of INVENTORY (MSI)

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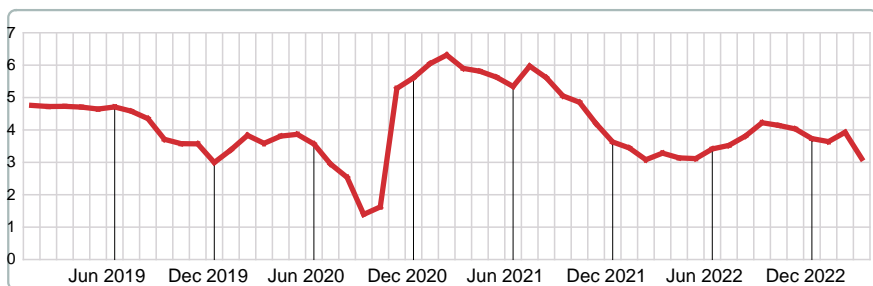
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS

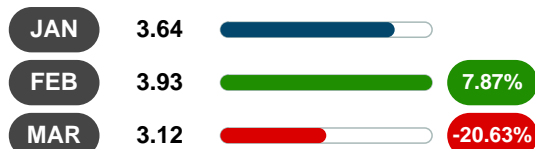


3 MONTHS

5 year MAR AVG = 4.12

High Feb 2021 6.31 Low Sep 2020 1.39

Months Supply this month at 3.12 below the 5 yr MAR average of 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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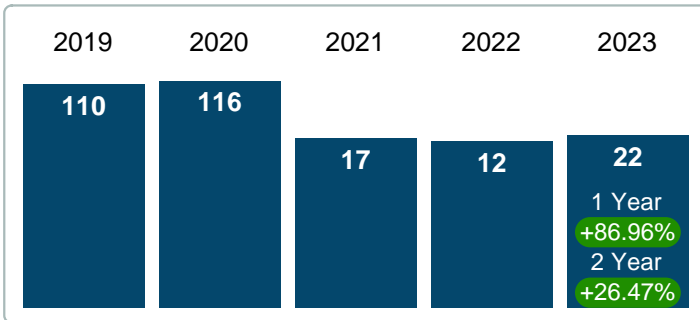
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



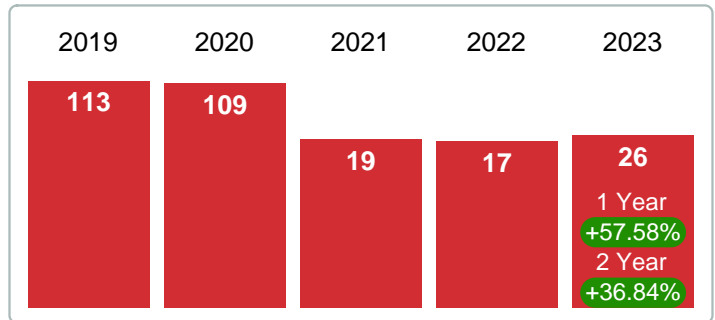
MEDIAN DAYS ON MARKET TO SALE

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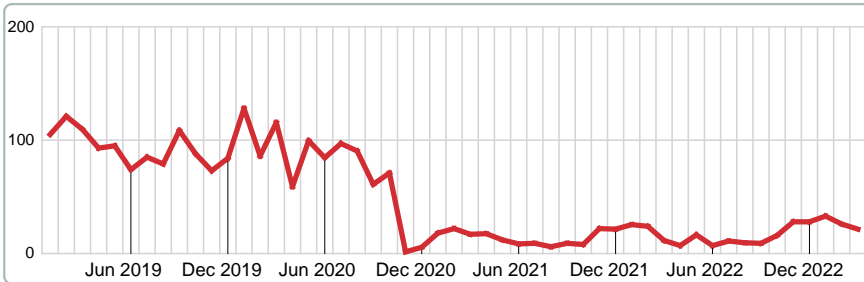
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

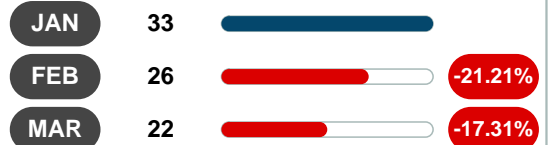


3 MONTHS

5 year MAR AVG = 55

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 22 below the 5 yr MAR average of 55



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	47	44	269	0	0
\$50,001 - \$100,000	10	15.63%	5	23	5	0	0
\$100,001 - \$125,000	6	9.38%	75	3	85	0	0
\$125,001 - \$225,000	18	28.13%	19	3	24	13	0
\$225,001 - \$250,000	8	12.50%	33	0	33	127	0
\$250,001 - \$350,000	9	14.06%	14	265	9	0	0
\$350,001 and up	7	10.94%	31	0	90	17	0
Median Closed DOM	22			8	24	13	0
Total Closed Units	64	100%	21.5	15	42	7	
Total Closed Volume	12,482,500			1.45M	8.90M	2.12M	0.00B

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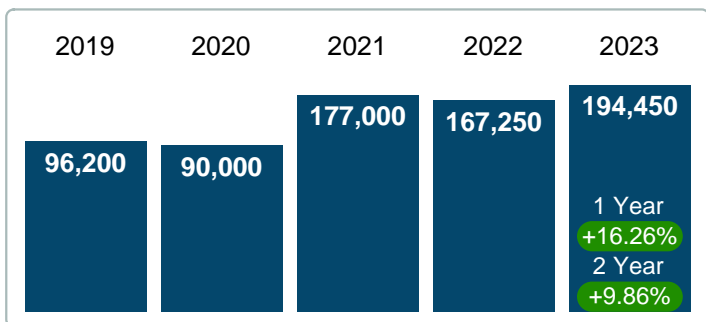
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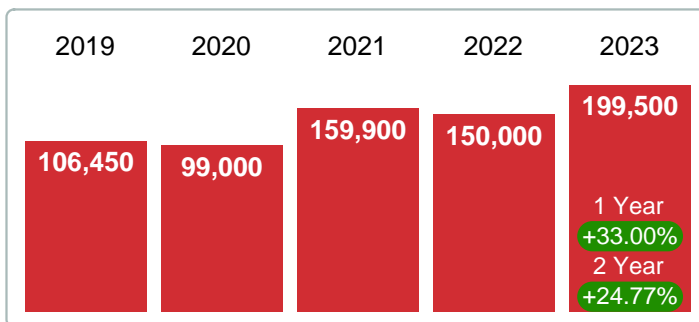
MEDIAN LIST PRICE AT CLOSING

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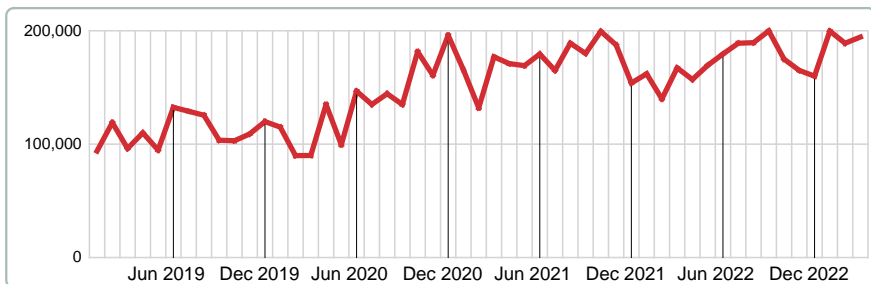
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 144,980

High Sep 2022 199,900 Low Feb 2020 89,900
 Median List Price at Closing this month at **194,450**
 above the 5 yr MAR average of **144,980**

- JAN 199,700
- FEB 189,000 (-5.36%)
- MAR 194,450 (2.88%)

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.81%	27,000	26,450	29,000	0	0
\$50,001 - \$100,000	14.06%	75,000	70,000	76,500	0	0
\$100,001 - \$125,000	6.25%	112,000	112,000	112,500	0	0
\$125,001 - \$225,000	34.38%	172,000	134,000	172,000	219,000	0
\$225,001 - \$250,000	10.94%	249,000	0	242,000	249,000	0
\$250,001 - \$350,000	12.50%	272,500	300,000	272,500	253,000	0
\$350,001 and up	14.06%	419,000	0	419,000	536,250	0
Median List Price		194,450	105,000	216,900	249,000	0
Total Closed Units	100%	194,450	15	42	7	
Total Closed Volume		13,154,499	1.57M	9.37M	2.21M	0.00B

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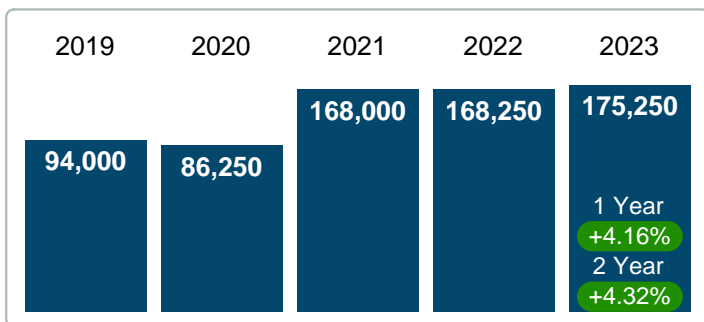
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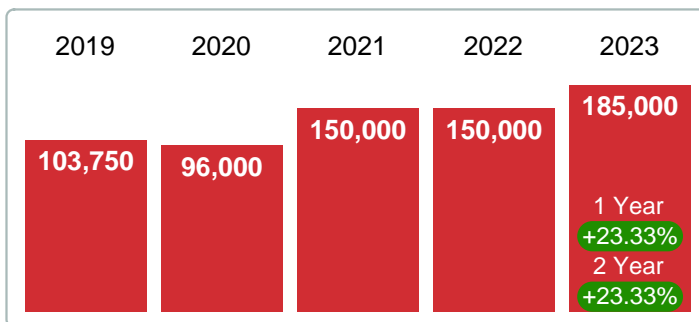
MEDIAN SOLD PRICE AT CLOSING

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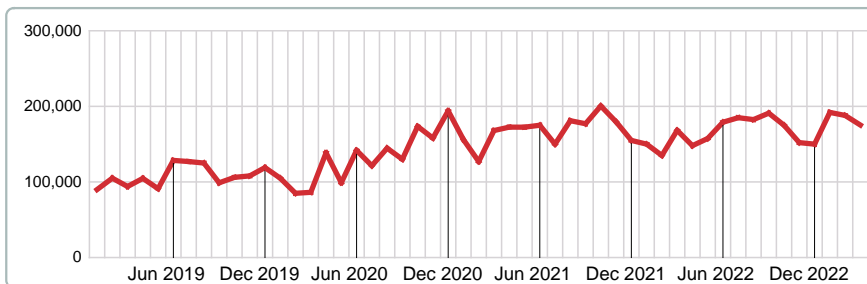
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

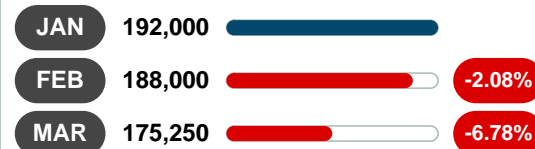


3 MONTHS

5 year MAR AVG = 138,350

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

Median Sold Price at Closing this month at 175,250 above the 5 yr MAR average of 138,350



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.38%	21,500	23,000	20,000	0	0
\$50,001 - \$100,000	15.63%	71,500	85,000	71,500	0	0
\$100,001 - \$125,000	9.38%	117,750	112,450	117,750	0	0
\$125,001 - \$225,000	28.13%	175,000	132,500	172,500	202,500	0
\$225,001 - \$250,000	12.50%	237,500	0	237,500	241,250	0
\$250,001 - \$350,000	14.06%	280,000	300,000	280,000	0	0
\$350,001 and up	10.94%	419,000	0	419,000	507,500	0
Median Sold Price		175,250	100,000	188,500	235,000	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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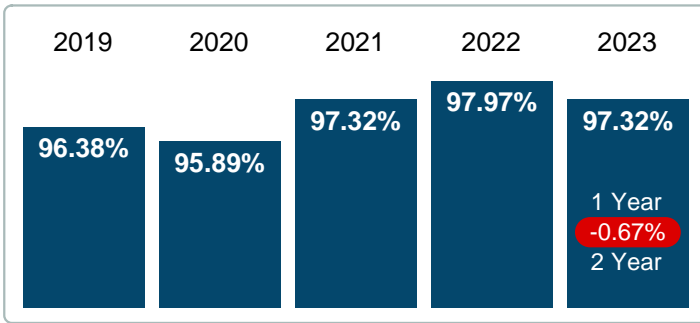
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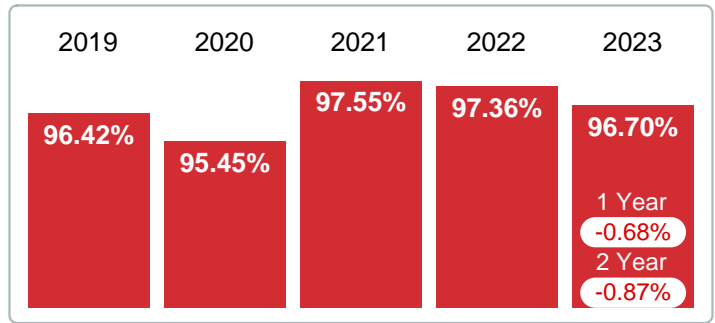
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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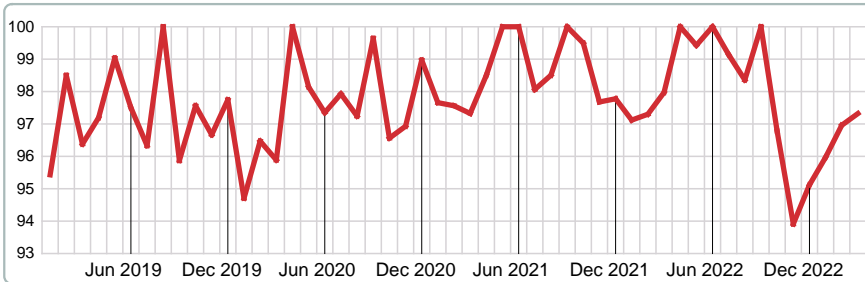
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

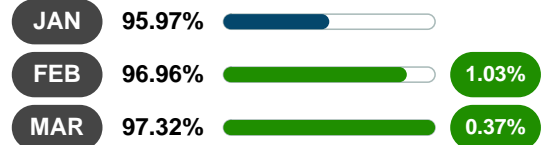


3 MONTHS

5 year MAR AVG = 96.98%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **97.32%**
equal to 5 yr MAR average of **96.98%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	74.32%	77.22%	68.97%	0.00%	0.00%
\$50,001 - \$100,000	10	15.63%	87.67%	89.68%	87.67%	0.00%	0.00%
\$100,001 - \$125,000	6	9.38%	98.75%	100.38%	97.20%	0.00%	0.00%
\$125,001 - \$225,000	18	28.13%	98.57%	97.01%	98.57%	101.76%	0.00%
\$225,001 - \$250,000	8	12.50%	97.11%	0.00%	97.33%	96.10%	0.00%
\$250,001 - \$350,000	9	14.06%	100.00%	100.00%	99.07%	0.00%	0.00%
\$350,001 and up	7	10.94%	98.72%	0.00%	98.75%	95.51%	0.00%
Median Sold/List Ratio		97.32%		97.01%	97.32%	97.83%	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



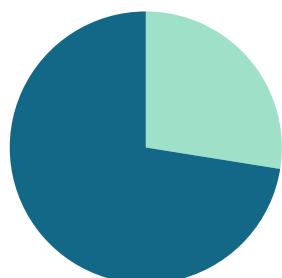
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

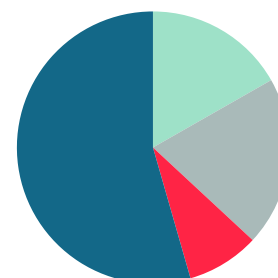


Inventory
 New Listings
101 = 27.52%
 Start Inventory
266
 Total Inventory Units
367
 Volume
\$108,590,242

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%
Median List Price	167,250	194,450	16.26%	150,000	199,500	33.00%
Median Sale Price	168,250	175,250	4.16%	150,000	185,000	23.33%
Median Percent of Selling Price to List Price	97.97%	97.32%	-0.67%	97.36%	96.70%	-0.68%
Median Days on Market to Sale	11.50	21.50	86.96%	16.50	26.00	57.58%
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

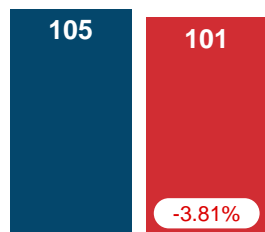
Inventory on March 31, 2023 = **208**

2022 **2023**

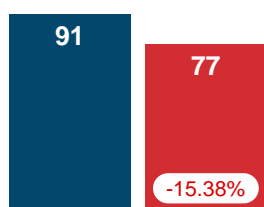
MARCH MARKET

MEDIAN PRICES

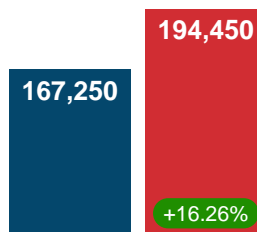
New Listings



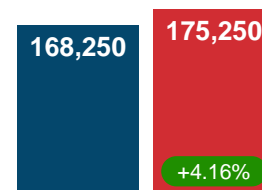
Pending Listings



List Price



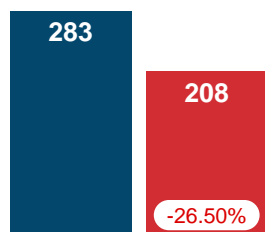
Sale Price



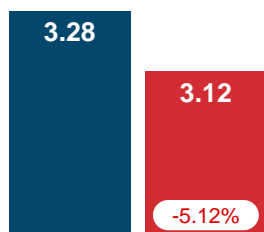
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

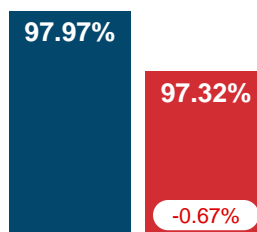
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

