

April 2023



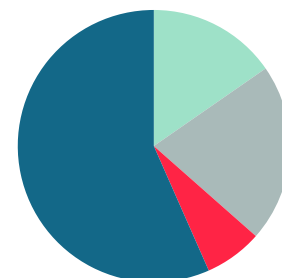
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	92	58	-36.96%
Pending Listings	82	80	-2.44%
New Listings	102	98	-3.92%
Average List Price	201,187	172,172	-14.42%
Average Sale Price	197,860	164,989	-16.61%
Average Percent of Selling Price to List Price	98.53%	93.70%	-4.90%
Average Days on Market to Sale	29.79	34.40	15.45%
End of Month Inventory	274	214	-21.90%
Months Supply of Inventory	3.14	3.35	6.72%



■ Closed (15.34%)
■ Pending (21.16%)
■ Other OffMarket (6.88%)
■ Active (56.61%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of April 30, 2023 = **214**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **21.90%** to 214 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **3.35** 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 **16.61%** in April 2023 to \$164,989 versus the previous year at \$197,860.

Average Days on Market Lengthens

The average number of **34.40** days that homes spent on the market before selling increased by 4.60 days or **15.45%** in April 2023 compared to last year's same month at **29.79** DOM.

Sales Success for April 2023 is Positive

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

There were 98 New Listings in April 2023, down **3.92%** from last year at 102. Furthermore, there were 58 Closed Listings this month versus last year at 92, a **-36.96%** decrease.

Closed versus Listed trends yielded a **59.2%** ratio, down from previous year's, April 2022, at **90.2%**, a **34.38%** 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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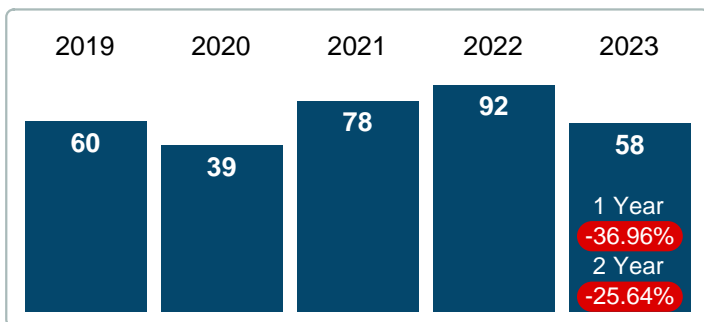
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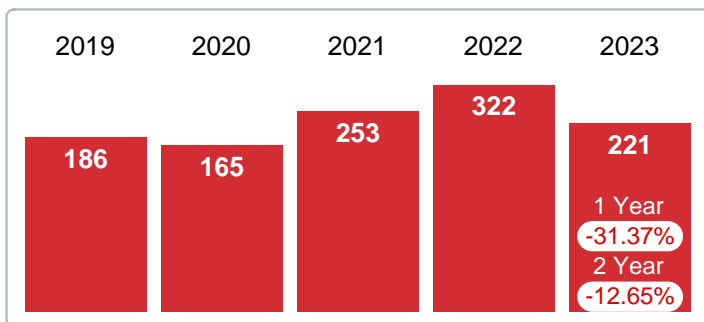
CLOSED LISTINGS

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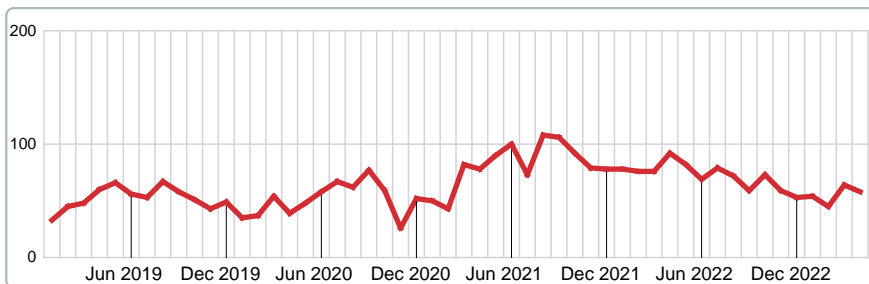
APRIL



YEAR TO DATE (YTD)

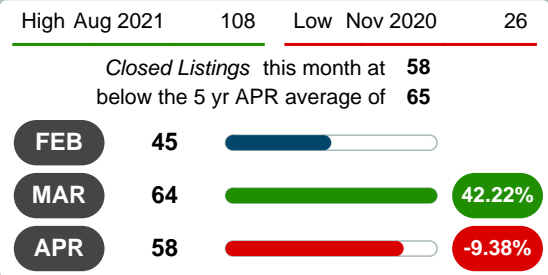


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$25,000 and less	1	1.72%	59.0	1	0	0	0
\$25,001 - \$75,000	9	15.52%	32.0	6	2	0	1
\$75,001 - \$100,000	6	10.34%	54.2	5	0	1	0
\$100,001 - \$150,000	15	25.86%	36.1	6	5	3	1
\$150,001 - \$200,000	11	18.97%	25.7	4	5	2	0
\$200,001 - \$325,000	11	18.97%	34.3	0	10	1	0
\$325,001 and up	5	8.62%	24.2	0	3	2	0
Total Closed Units	58			22	25	9	2
Total Closed Volume	9,569,349	100%	34.4	2.10M	5.38M	1.94M	157.33K
Average Closed Price	\$164,989			\$95,352	\$215,139	\$215,089	\$78,667

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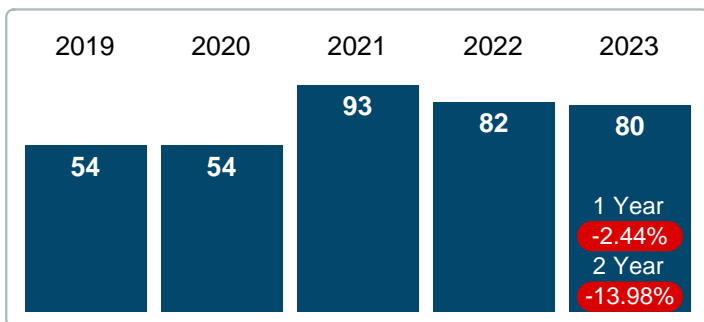
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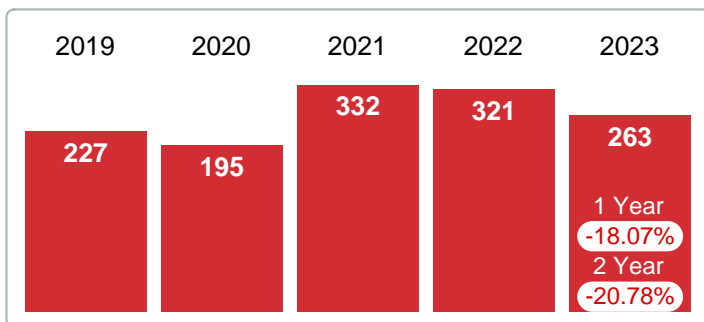
PENDING LISTINGS

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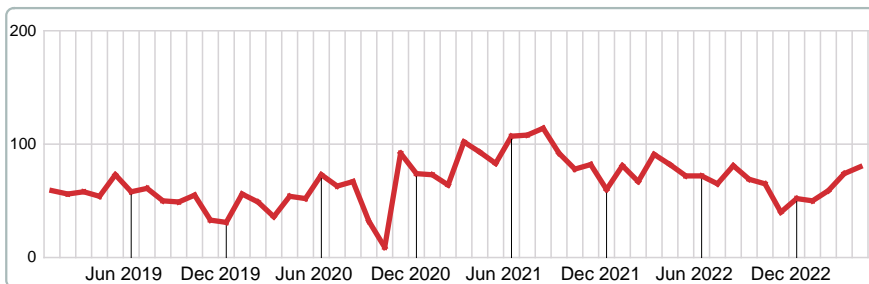
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

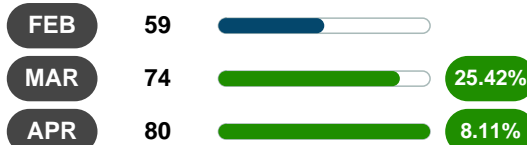


3 MONTHS

5 year APR AVG = 73

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **80**
above the 5 yr APR average of **73**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	9	11.25%	104.8	5	3	1	0
\$80,001 - \$120,000	8	10.00%	51.5	5	3	0	0
\$120,001 - \$160,000	13	16.25%	24.5	4	4	5	0
\$160,001 - \$250,000	21	26.25%	43.0	3	15	2	1
\$250,001 - \$340,000	11	13.75%	28.8	0	8	3	0
\$340,001 - \$420,000	8	10.00%	48.4	0	3	4	1
\$420,001 and up	10	12.50%	39.8	0	6	4	0
Total Pending Units	80			17	42	19	2
Total Pending Volume	19,684,399	100%	62.1	1.87M	11.34M	5.94M	536.50K
Average Listing Price	\$125,929			\$110,041	\$269,929	\$312,642	\$268,250

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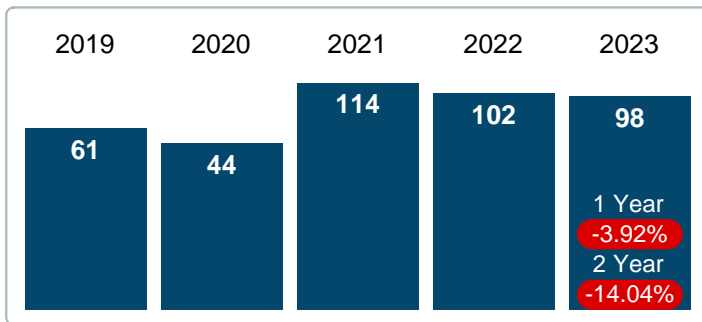
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



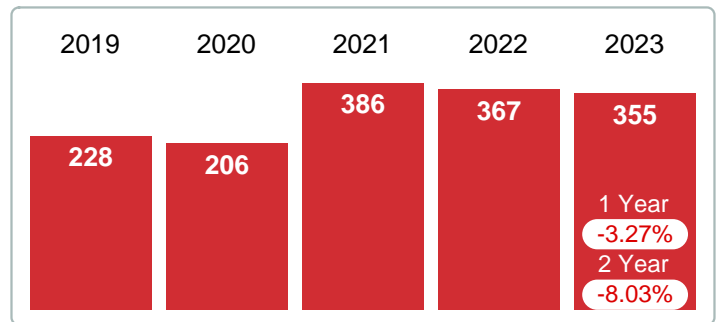
NEW LISTINGS

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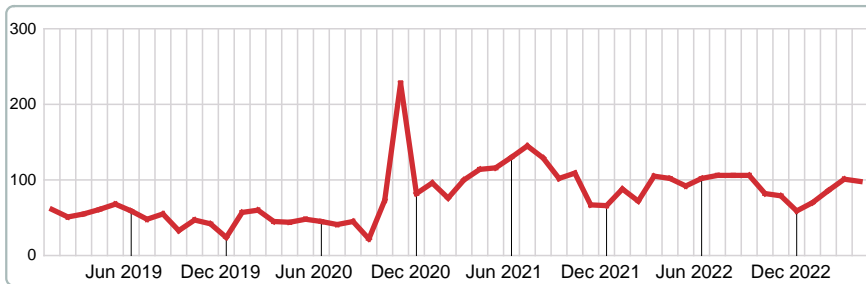
APRIL



YEAR TO DATE (YTD)

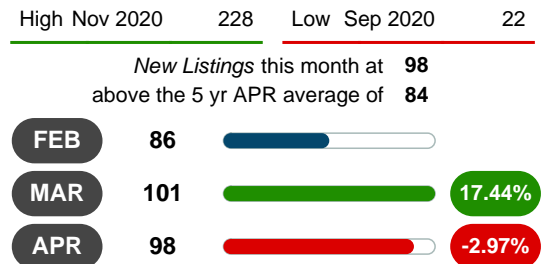


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 84



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	5	5.10%	1	3	1	0
\$75,001 - \$125,000	12	12.24%	6	4	2	0
\$125,001 - \$175,000	20	20.41%	5	13	2	0
\$175,001 - \$275,000	21	21.43%	0	16	2	3
\$275,001 - \$325,000	10	10.20%	1	7	2	0
\$325,001 - \$475,000	20	20.41%	3	11	4	2
\$475,001 and up	10	10.20%	0	5	3	2
Total New Listed Units	98		16	59	16	7
Total New Listed Volume	27,260,599	100%	2.86M	16.65M	5.29M	2.46M
Average New Listed Listing Price	\$193,250		\$178,481	\$282,198	\$330,794	\$351,786

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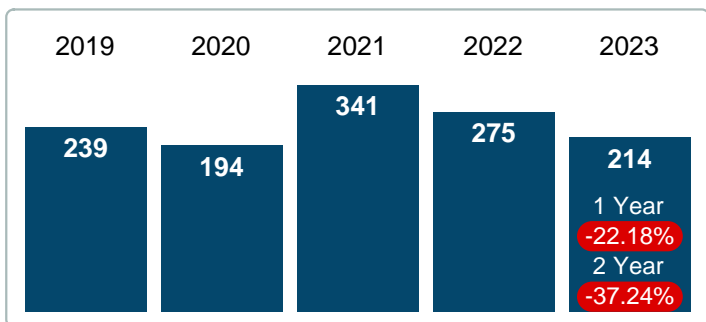
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



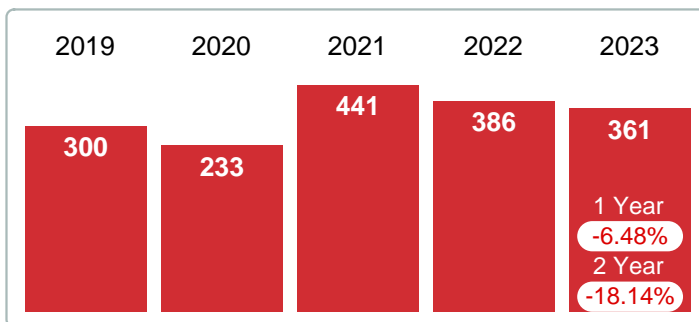
ACTIVE INVENTORY

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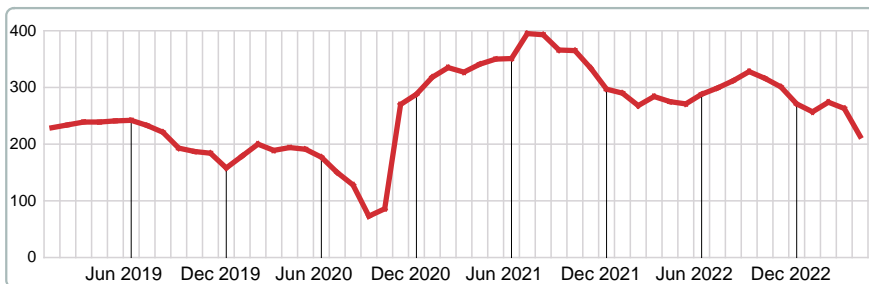
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 253

High Jul 2021 395 Low Sep 2020 73

Inventory this month at **214**
below the 5 yr APR average of **253**

- FEB 274
- MAR 263 (-4.01%)
- APR 214 (-18.63%)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	7.01%	106.0	9	3	3	0
\$75,001 - \$125,000	29	13.55%	66.7	14	15	0	0
\$125,001 - \$150,000	27	12.62%	88.2	11	15	1	0
\$150,001 - \$275,000	56	26.17%	64.1	7	39	8	2
\$275,001 - \$375,000	40	18.69%	79.5	4	21	12	3
\$375,001 - \$675,000	25	11.68%	67.8	2	12	9	2
\$675,001 and up	22	10.28%	90.8	1	11	5	5
Total Active Inventory by Units	214			48	116	38	12
Total Active Inventory by Volume	71,055,695	100%	76.5	7.92M	39.28M	15.67M	8.19M
Average Active Inventory Listing Price	\$332,036			\$164,958	\$338,613	\$412,447	\$682,133

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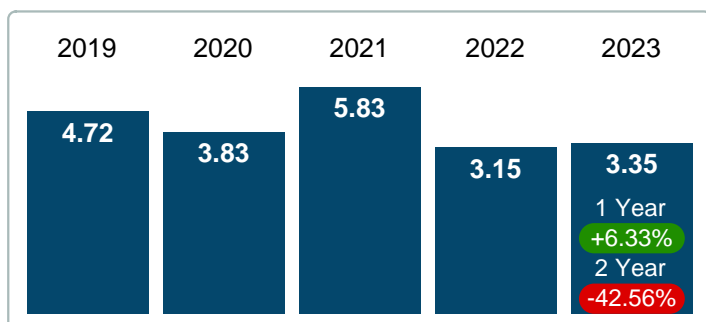
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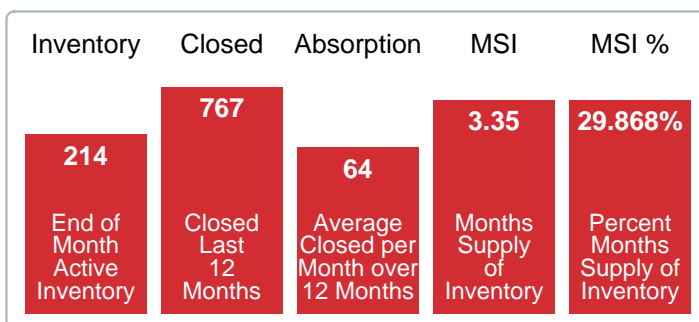
MONTHS SUPPLY of INVENTORY (MSI)

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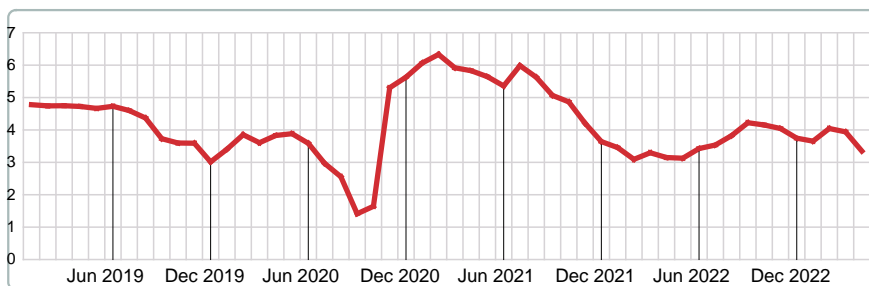
MSI FOR APRIL



INDICATORS FOR APRIL 2023

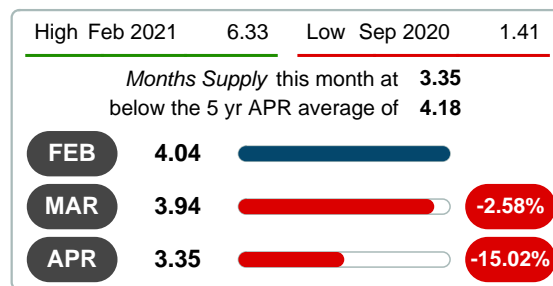


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.18



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
\$75,000 and less	15	7.01%	1.49	1.40	0.92	9.00	0.00
\$75,001 - \$125,000	29	13.55%	2.95	3.05	3.53	0.00	0.00
\$125,001 - \$150,000	27	12.62%	3.86	5.08	3.60	2.00	0.00
\$150,001 - \$275,000	56	26.17%	2.33	2.71	2.39	1.63	8.00
\$275,001 - \$375,000	40	18.69%	6.32	9.60	5.36	6.86	12.00
\$375,001 - \$675,000	25	11.68%	4.48	4.80	4.97	4.00	4.00
\$675,001 and up	22	10.28%	22.00	0.00	26.40	15.00	20.00
Market Supply of Inventory (MSI)			3.35	2.89	3.34	3.45	7.58
Total Active Inventory by Units		100%	3.35	48	116	38	12

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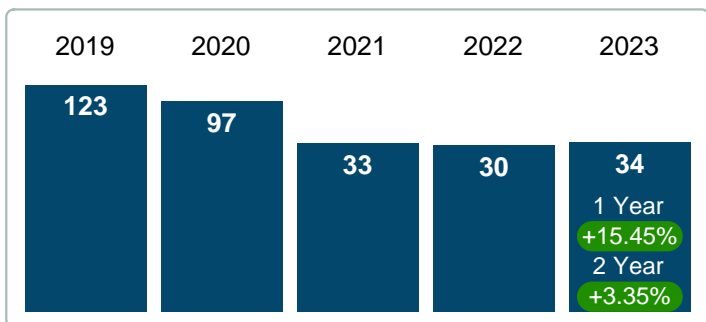
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



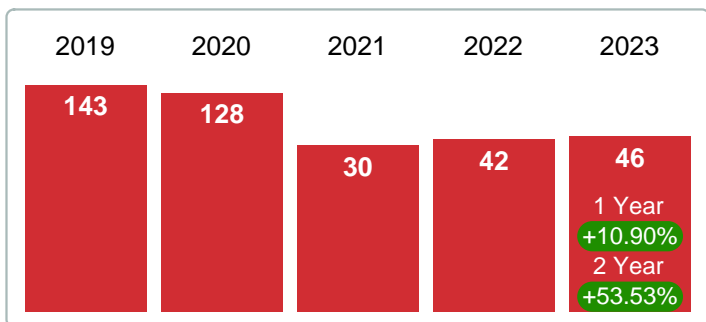
AVERAGE DAYS ON MARKET TO SALE

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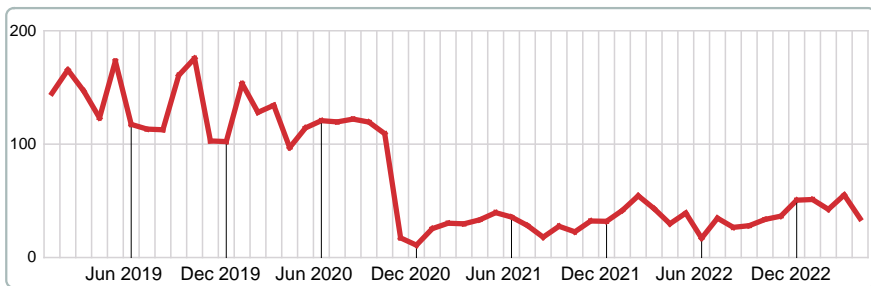
APRIL



YEAR TO DATE (YTD)

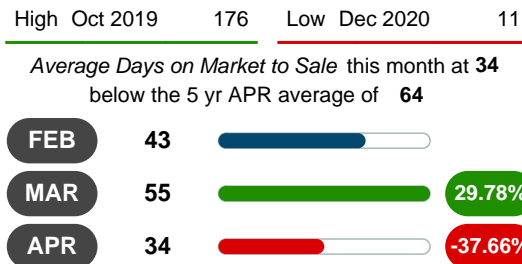


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 64



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	1.72%	59	59	0	0	0
\$25,001 - \$75,000	15.52%	32	32	45	0	9
\$75,001 - \$100,000	10.34%	54	62	0	17	0
\$100,001 - \$150,000	25.86%	36	44	36	10	67
\$150,001 - \$200,000	18.97%	26	23	30	22	0
\$200,001 - \$325,000	18.97%	34	0	35	26	0
\$325,001 and up	8.62%	24	0	11	45	0
Average Closed DOM		34	41	32	23	38
Total Closed Units	100%	58	22	25	9	2
Total Closed Volume		9,569,349	2.10M	5.38M	1.94M	157.33K

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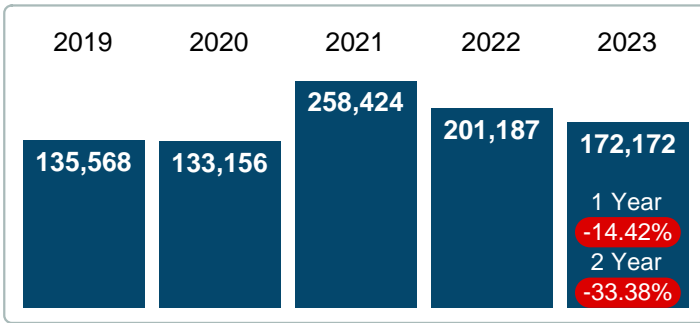
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



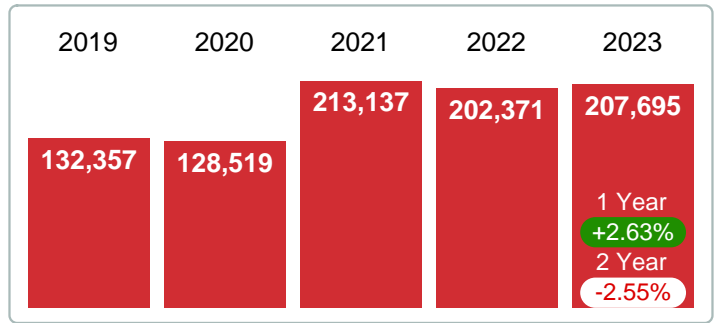
AVERAGE LIST PRICE AT CLOSING

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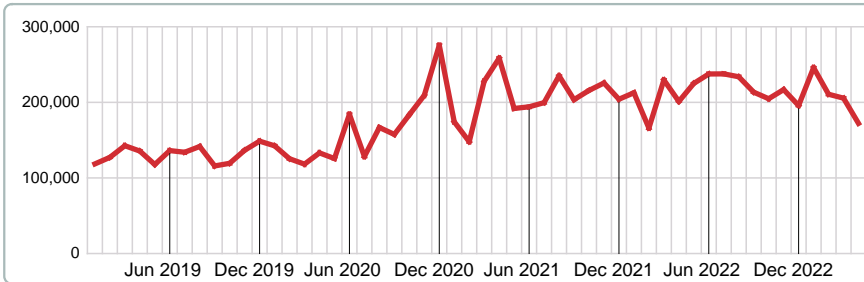
APRIL



YEAR TO DATE (YTD)

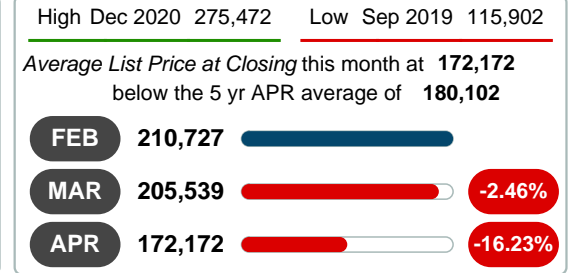


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 180,102



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	1	1.72%	16,500	16,500	0	0	0
\$25,001 - \$75,000	8	13.79%	46,738	56,000	37,450	0	45,000
\$75,001 - \$100,000	7	12.07%	90,914	91,080	0	125,000	0
\$100,001 - \$150,000	14	24.14%	134,029	123,917	141,800	139,300	145,000
\$150,001 - \$200,000	12	20.69%	173,275	174,350	169,580	184,500	0
\$200,001 - \$325,000	10	17.24%	247,120	0	255,110	250,000	0
\$325,001 and up	6	10.34%	422,050	0	445,967	432,250	0
Average List Price			172,172	102,218	220,832	225,155	95,000
Total Closed Units		100%	172,172	22	25	9	2
Total Closed Volume			9,985,998	2.25M	5.52M	2.03M	190.00K

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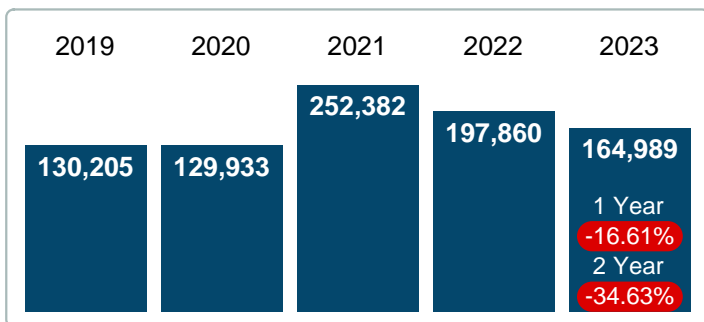
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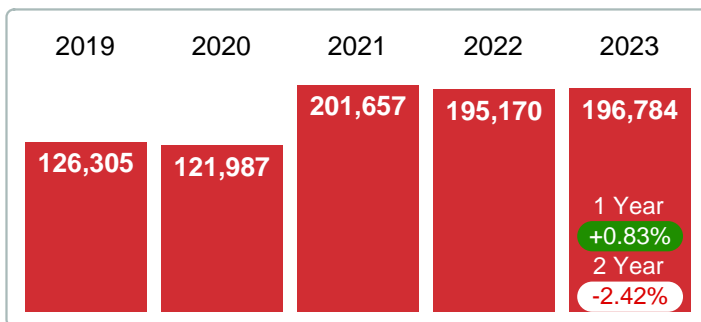
AVERAGE SOLD PRICE AT CLOSING

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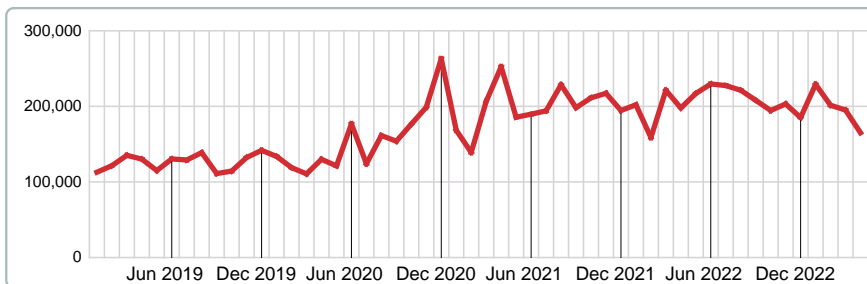
APRIL



YEAR TO DATE (YTD)

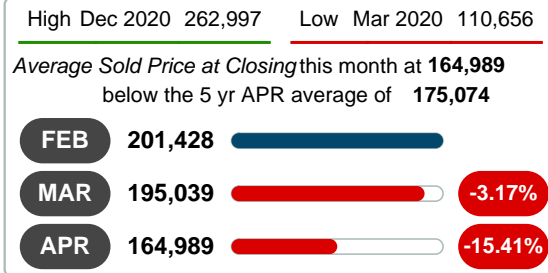


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 175,074



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	1.72%	13,000	13,000	0	0	0
\$25,001 - \$75,000	15.52%	41,089	44,039	39,117	0	27,333
\$75,001 - \$100,000	10.34%	86,917	84,300	0	100,000	0
\$100,001 - \$150,000	25.86%	127,220	120,333	134,900	127,267	130,000
\$150,001 - \$200,000	18.97%	170,386	169,250	167,650	179,500	0
\$200,001 - \$325,000	18.97%	247,909	0	247,700	250,000	0
\$325,001 and up	8.62%	431,100	0	436,833	422,500	0
Average Sold Price		164,989	95,352	215,139	215,089	78,667
Total Closed Units	100%	164,989	22	25	9	2
Total Closed Volume		9,569,349	2.10M	5.38M	1.94M	157.33K

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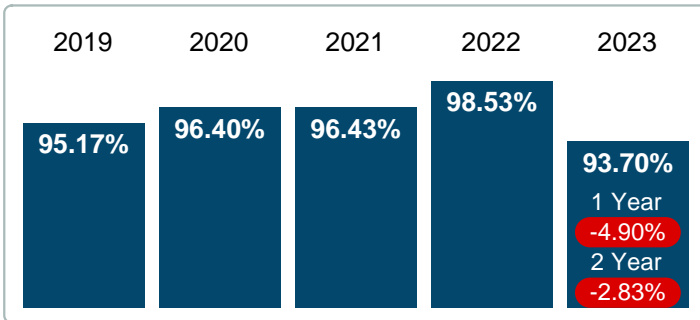
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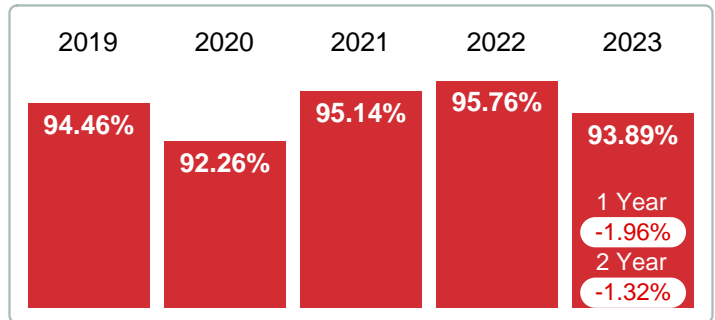
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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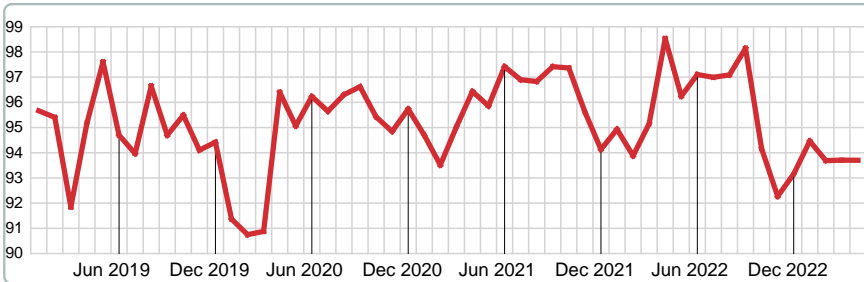
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

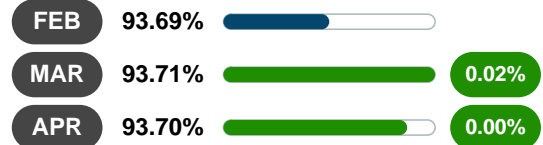


3 MONTHS

5 year APR AVG = 96.05%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.70%**
below the 5 yr APR average of **96.05%**



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	1	1.72%	78.79%	78.79%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	9	15.52%	82.92%	79.98%	102.83%	0.00%	60.74%
\$75,001 - \$100,000	6	10.34%	90.50%	92.60%	0.00%	80.00%	0.00%
\$100,001 - \$150,000	15	25.86%	94.98%	97.33%	95.23%	91.66%	89.66%
\$150,001 - \$200,000	11	18.97%	98.02%	97.14%	98.93%	97.50%	0.00%
\$200,001 - \$325,000	11	18.97%	97.54%	0.00%	97.30%	100.00%	0.00%
\$325,001 and up	5	8.62%	98.13%	0.00%	98.36%	97.78%	0.00%
Average Sold/List Ratio		93.70%		90.65%	97.78%	93.95%	75.20%
Total Closed Units		58	100%	22	25	9	2
Total Closed Volume		9,569,349		2.10M	5.38M	1.94M	157.33K

April 2023



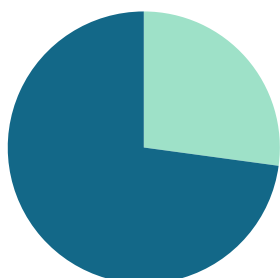
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

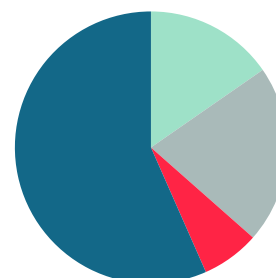


Inventory
 New Listings
98 = 27.15%
 Start Inventory
263
 Total Inventory Units
361
 Volume
\$105,928,342

Market Activity

Closed Sales
58 = 15.34%
 Pending Sales
80 = 21.16%
 Other Off Market
26 = 6.88%
 Active Inventory
214 = 56.61%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	92	58	-36.96%	322	221	-31.37%
Pending Sales	82	80	-2.44%	321	263	-18.07%
New Listings	102	98	-3.92%	367	355	-3.27%
Average List Price	201,187	172,172	-14.42%	202,371	207,695	2.63%
Average Sale Price	197,860	164,989	-16.61%	195,170	196,784	0.83%
Average Percent of Selling Price to List Price	98.53%	93.70%	-4.90%	95.76%	93.89%	-1.96%
Average Days on Market to Sale	29.79	34.40	15.45%	41.62	46.16	10.90%
Monthly Inventory	274	214	-21.90%	274	214	-21.90%
Months Supply of Inventory	3.14	3.35	6.72%	3.14	3.35	6.72%

Absorption: Last 12 months, an Average of **64** Sales/Month

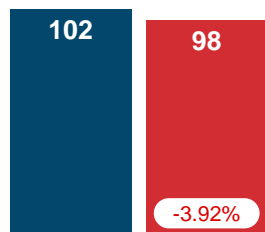
Inventory on April 30, 2023 = **214**

2022 **2023**

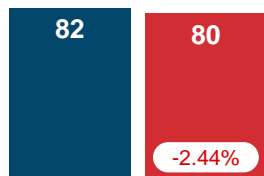
APRIL MARKET

AVERAGE PRICES

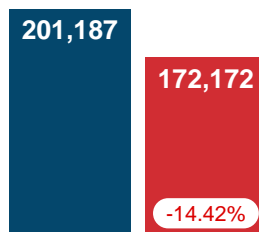
New Listings



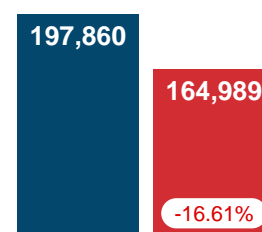
Pending Listings



List Price



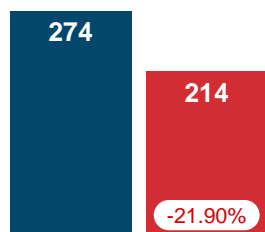
Sale Price



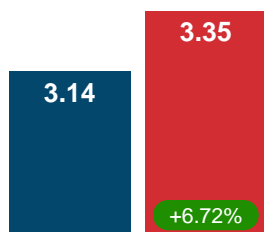
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

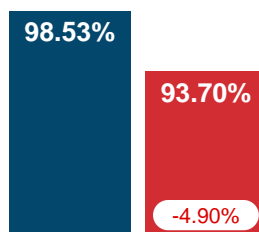
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

