

# April 2023



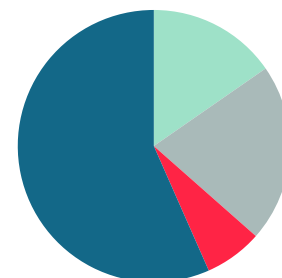
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	157,000	149,000	-5.10%
Median Sale Price	148,000	145,000	-2.03%
Median Percent of Selling Price to List Price	100.00%	96.19%	-3.81%
Median Days on Market to Sale	7.00	15.00	114.29%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.03%** in April 2023 to \$145,000 versus the previous year at \$148,000.

#### Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 8.00 days or **114.29%** in April 2023 compared to last year's same month at **7.00** DOM.

#### Sales Success for April 2023 is Positive

Overall, with Median 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.

### 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

# April 2023



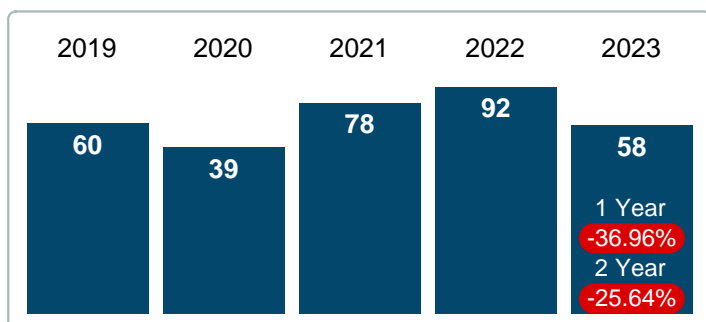
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



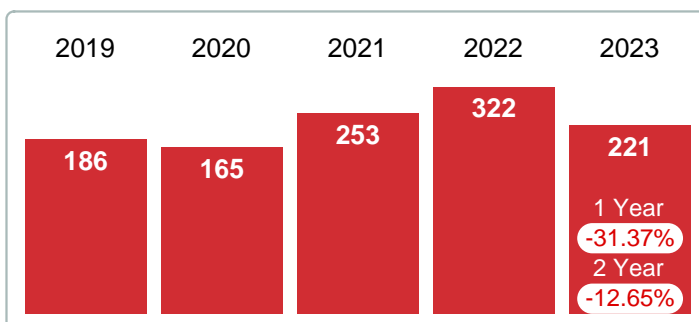
## CLOSED LISTINGS

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

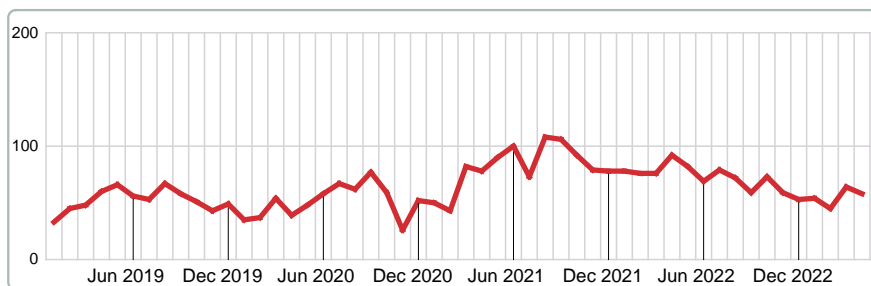
### APRIL



### YEAR TO DATE (YTD)

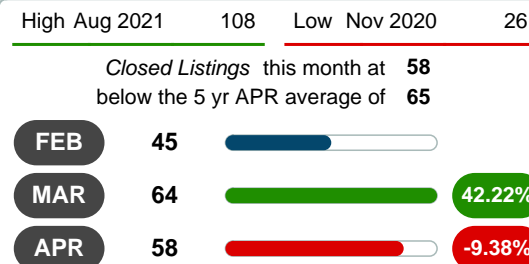


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.62%	9.0	3	1	0	1
\$30,001 - \$90,000	9	15.52%	19.0	8	1	0	0
\$90,001 - \$120,000	8	13.79%	20.5	3	2	3	0
\$120,001 - \$160,000	11	18.97%	9.0	4	5	1	1
\$160,001 - \$220,000	11	18.97%	23.0	4	5	2	0
\$220,001 - \$320,000	8	13.79%	6.0	0	7	1	0
\$320,001 and up	6	10.34%	15.5	0	4	2	0
<b>Total Closed Units</b>	<b>58</b>			<b>22</b>	<b>25</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,569,349</b>	<b>100%</b>	<b>15.0</b>	<b>2.10M</b>	<b>5.38M</b>	<b>1.94M</b>	<b>157.33K</b>
<b>Median Closed Price</b>	<b>\$145,000</b>			<b>\$91,250</b>	<b>\$215,000</b>	<b>\$169,000</b>	<b>\$78,667</b>

# April 2023



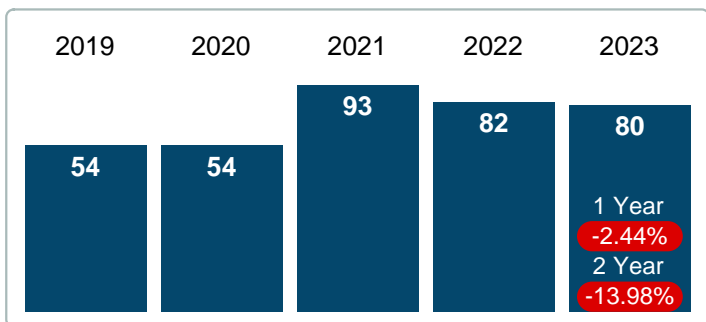
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



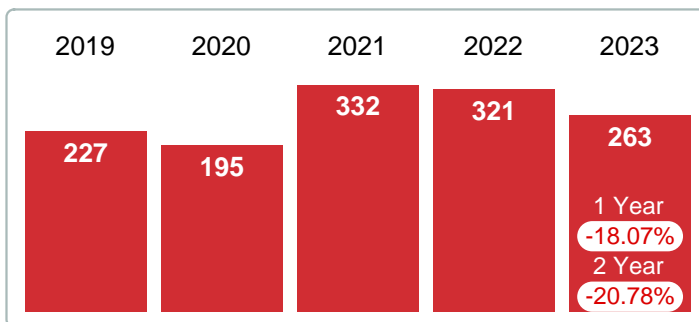
## PENDING LISTINGS

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

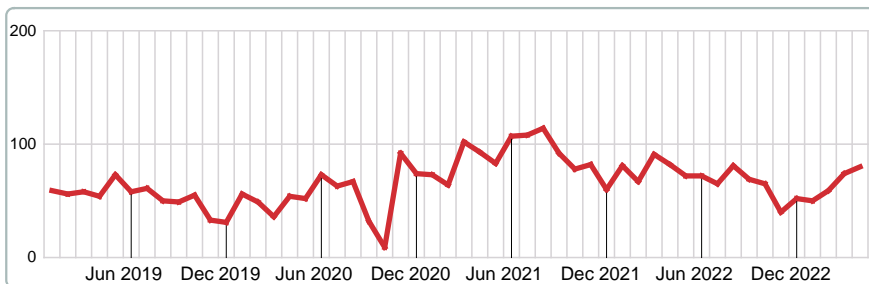
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

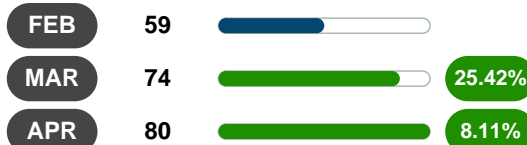


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	10.00%	64.0	5	3	0	0
\$75,001 - \$125,000	13	16.25%	35.0	7	4	2	0
\$125,001 - \$150,000	6	7.50%	24.0	2	2	2	0
\$150,001 - \$250,000	24	30.00%	26.5	3	16	4	1
\$250,001 - \$325,000	10	12.50%	11.0	0	7	3	0
\$325,001 - \$425,000	12	15.00%	10.0	0	7	4	1
\$425,001 and up	7	8.75%	16.0	0	3	4	0
<b>Total Pending Units</b>	<b>80</b>			<b>17</b>	<b>42</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,684,399</b>	<b>100%</b>	<b>24.5</b>	<b>1.87M</b>	<b>11.34M</b>	<b>5.94M</b>	<b>536.50K</b>
<b>Median Listing Price</b>	<b>\$222,500</b>			<b>\$119,000</b>	<b>\$229,000</b>	<b>\$299,000</b>	<b>\$268,250</b>

# April 2023



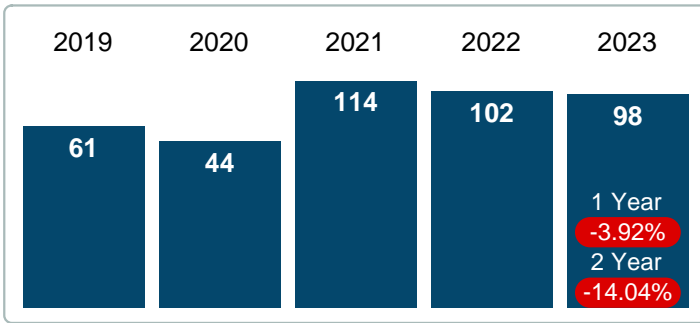
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



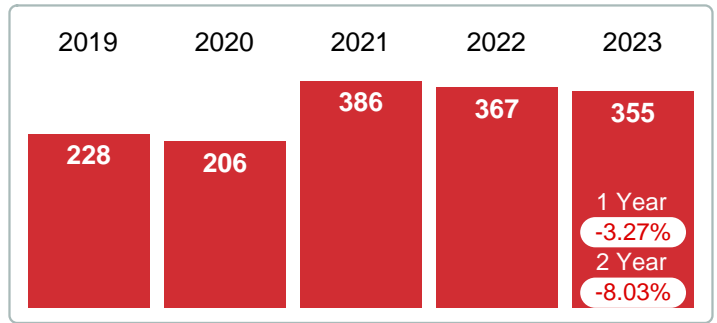
## NEW LISTINGS

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

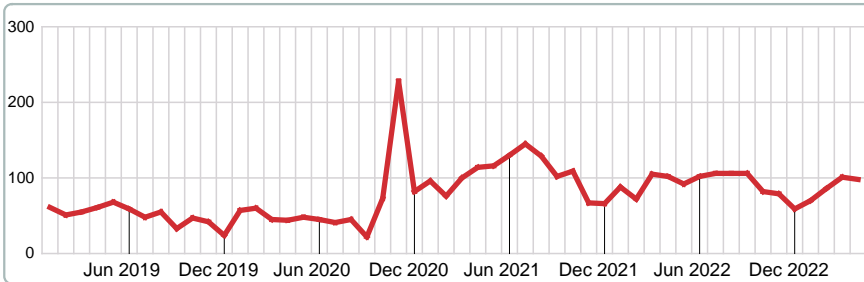
### APRIL



### YEAR TO DATE (YTD)

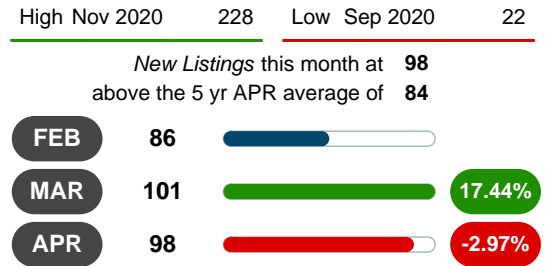


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>98</b>		<b>16</b>	<b>59</b>	<b>16</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>27,260,599</b>	<b>100%</b>	<b>2.86M</b>	<b>16.65M</b>	<b>5.29M</b>	<b>2.46M</b>
<b>Median New Listed Listing Price</b>	<b>\$228,750</b>		<b>\$134,000</b>	<b>\$241,500</b>	<b>\$304,450</b>	<b>\$349,000</b>

# April 2023



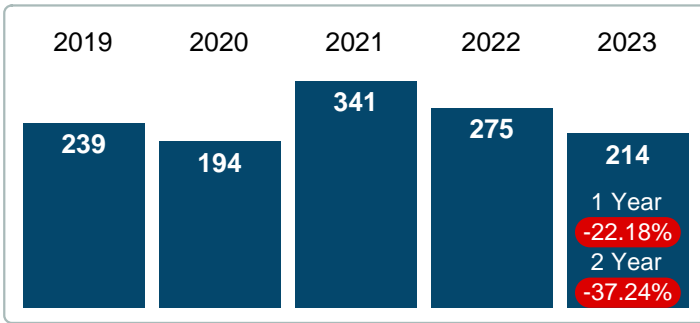
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



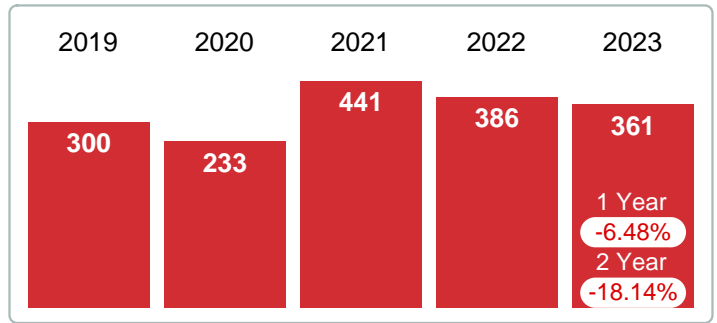
## ACTIVE INVENTORY

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

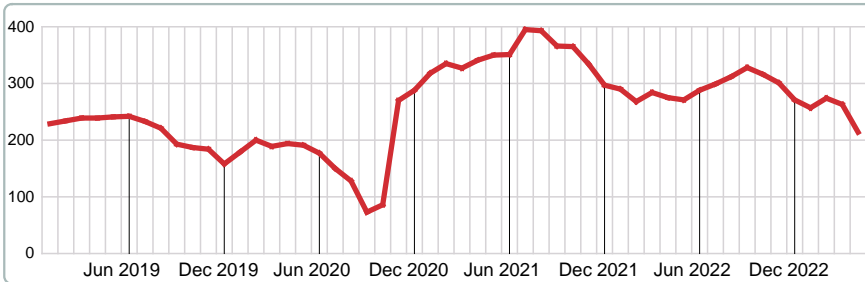
### END OF APRIL



### ACTIVE DURING APRIL

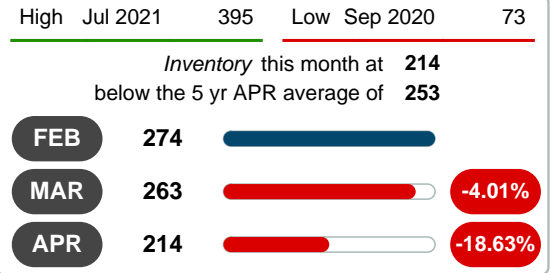


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 253



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	7.01%	94.0	9	3	3	0
\$75,001 - \$125,000	29	13.55%	48.0	14	15	0	0
\$125,001 - \$150,000	27	12.62%	79.0	11	15	1	0
\$150,001 - \$275,000	56	26.17%	44.5	7	39	8	2
\$275,001 - \$375,000	40	18.69%	53.5	4	21	12	3
\$375,001 - \$675,000	25	11.68%	48.0	2	12	9	2
\$675,001 and up	22	10.28%	70.0	1	11	5	5
<b>Total Active Inventory by Units</b>	<b>214</b>			<b>48</b>	<b>116</b>	<b>38</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>71,055,695</b>	<b>100%</b>	<b>55.5</b>	<b>7.92M</b>	<b>39.28M</b>	<b>15.67M</b>	<b>8.19M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$226,750</b>			<b>\$129,000</b>	<b>\$222,000</b>	<b>\$332,000</b>	<b>\$524,500</b>

# April 2023



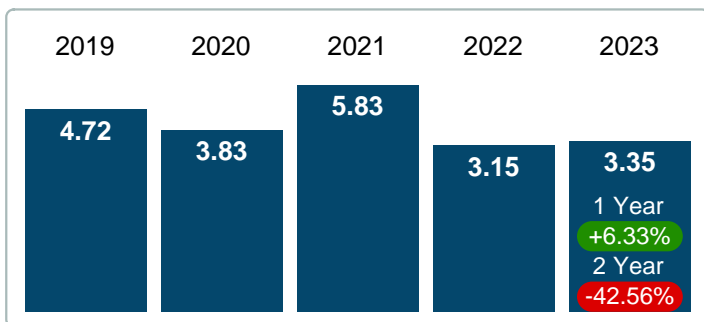
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



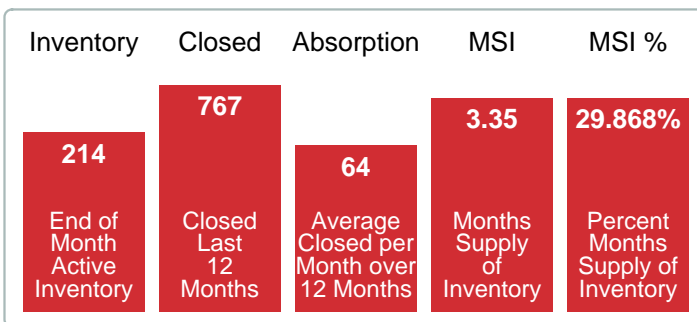
## MONTHS SUPPLY of INVENTORY (MSI)

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

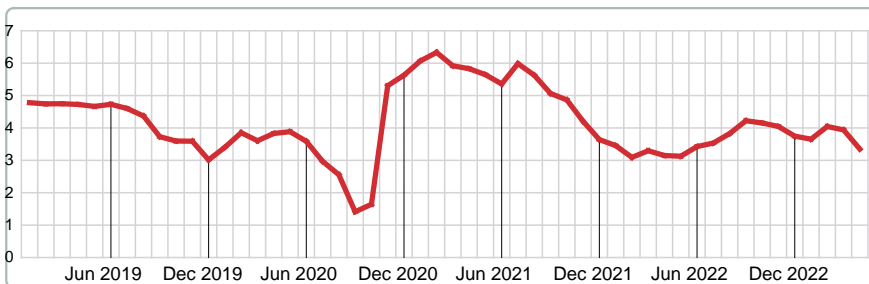
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

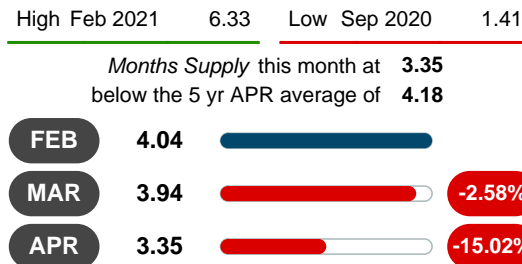


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# April 2023



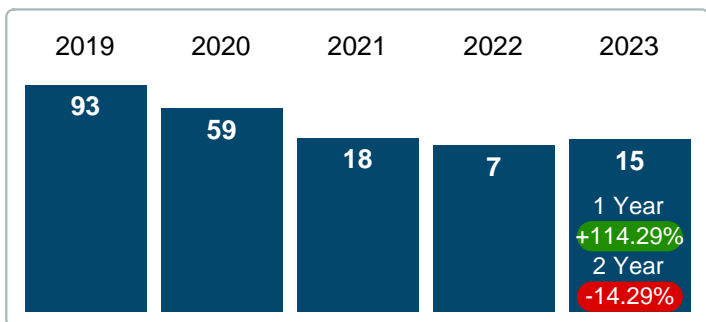
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



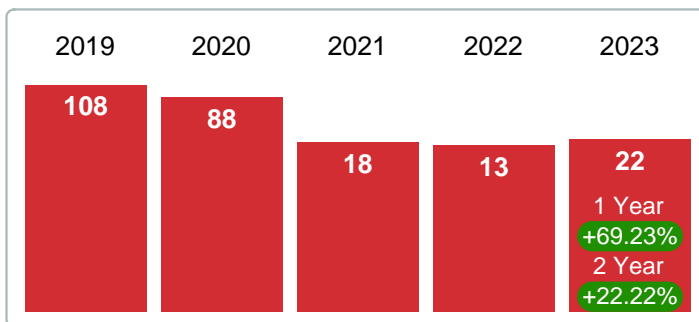
## MEDIAN DAYS ON MARKET TO SALE

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

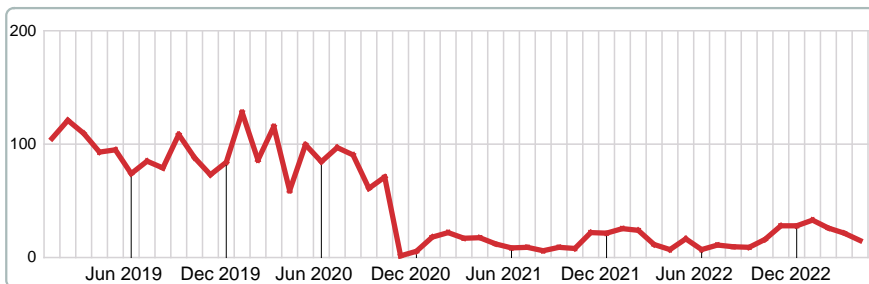
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

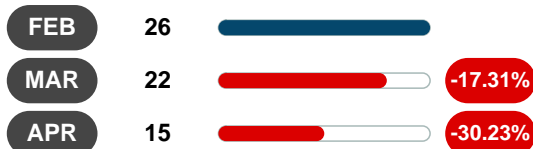


### 3 MONTHS

5 year APR AVG = 38

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 15 below the 5 yr APR average of 38



### 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
\$30,000 and less	5	8.62%	9	9	12	0	9
\$30,001 - \$90,000	9	15.52%	19	17	78	0	0
\$90,001 - \$120,000	8	13.79%	21	76	76	17	0
\$120,001 - \$160,000	11	18.97%	9	10	9	5	67
\$160,001 - \$220,000	11	18.97%	23	7	67	22	0
\$220,001 - \$320,000	8	13.79%	6	0	4	26	0
\$320,001 and up	6	10.34%	16	0	4	45	0
Median Closed DOM	15		15.0	15	9	23	38
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



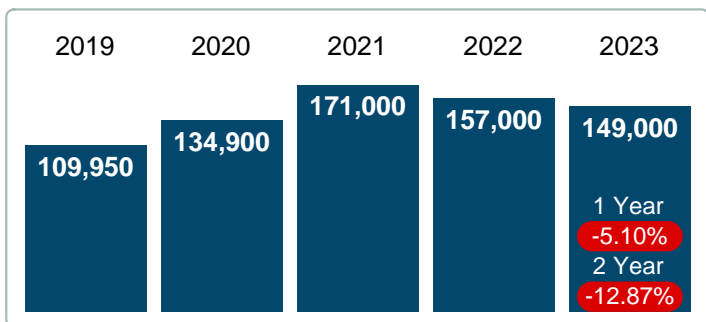
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



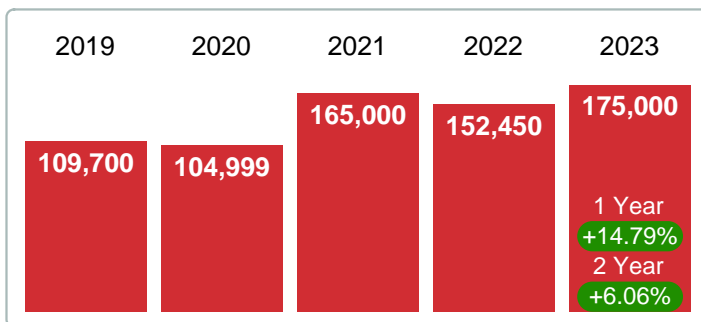
## MEDIAN LIST PRICE AT CLOSING

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

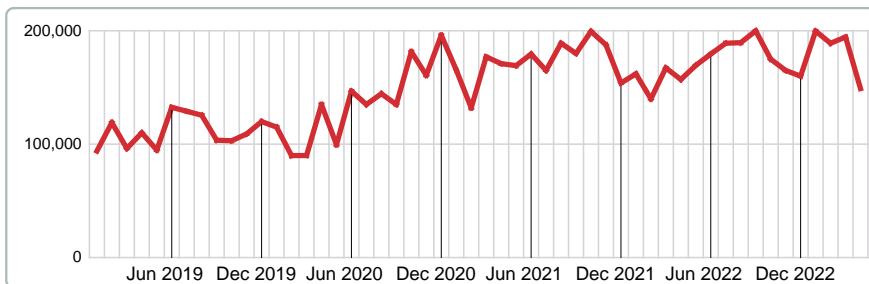
### APRIL



### YEAR TO DATE (YTD)

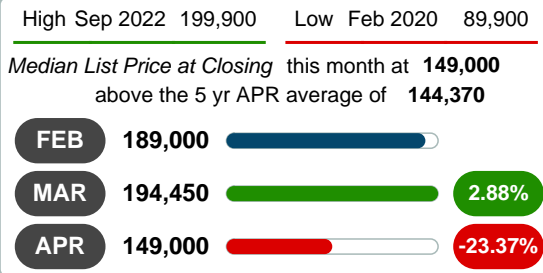


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 144,370



### 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
\$30,000 and less	3.45%	23,250	23,250	0	0	0
\$30,001 - \$90,000	18.97%	65,000	78,500	37,450	0	45,000
\$90,001 - \$120,000	6.90%	99,000	99,000	120,000	0	0
\$120,001 - \$160,000	25.86%	135,000	125,000	149,000	134,450	145,000
\$160,001 - \$220,000	18.97%	175,000	176,950	175,000	184,500	0
\$220,001 - \$320,000	13.79%	240,000	0	235,000	250,000	0
\$320,001 and up	12.07%	389,000	0	349,900	432,250	0
<b>Median List Price</b>		<b>149,000</b>	<b>99,000</b>	<b>219,000</b>	<b>169,000</b>	<b>95,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,000</b>	<b>22</b>	<b>25</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,985,998</b>	<b>2.25M</b>	<b>5.52M</b>	<b>2.03M</b>	<b>190.00K</b>



# April 2023



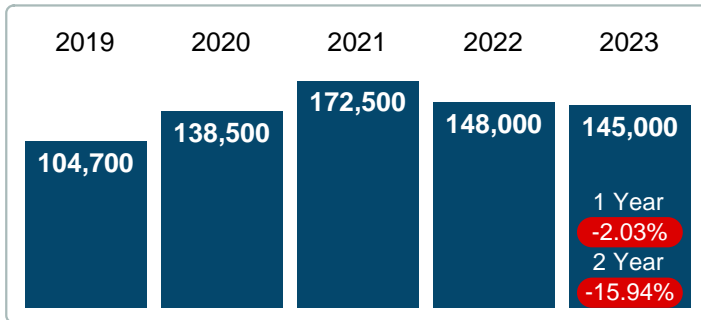
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



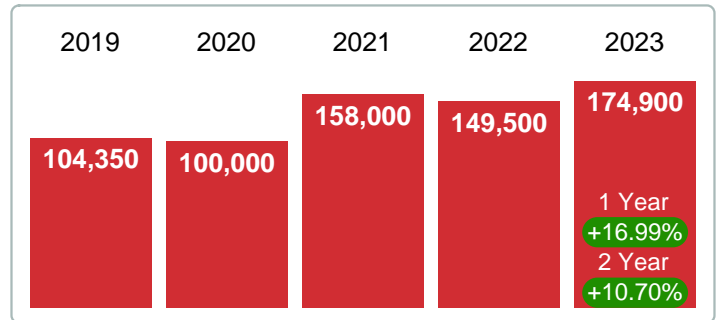
## MEDIAN SOLD PRICE AT CLOSING

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

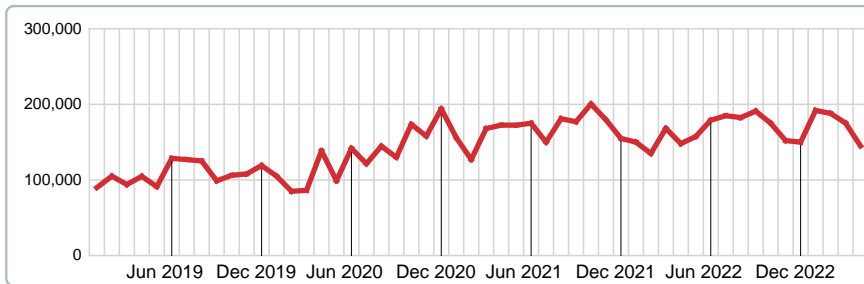
### APRIL



### YEAR TO DATE (YTD)

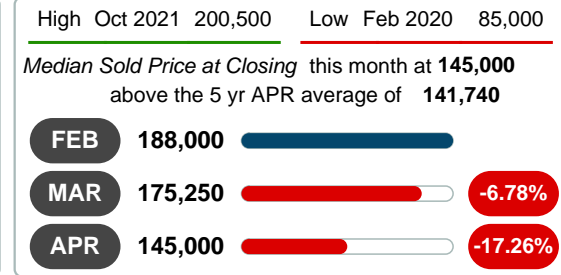


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 141,740



### 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
\$30,000 and less	8.62%	27,333	27,333	27,333	0	27,333
\$30,001 - \$90,000	15.52%	65,000	71,000	50,900	0	0
\$90,001 - \$120,000	13.79%	114,000	102,000	118,250	118,900	0
\$120,001 - \$160,000	18.97%	142,900	127,500	148,000	142,900	130,000
\$160,001 - \$220,000	18.97%	175,000	167,000	189,000	179,500	0
\$220,001 - \$320,000	13.79%	238,500	0	235,000	250,000	0
\$320,001 and up	10.34%	397,500	0	367,450	422,500	0
<b>Median Sold Price</b>		<b>145,000</b>	<b>91,250</b>	<b>215,000</b>	<b>169,000</b>	<b>78,667</b>
<b>Total Closed Units</b>		<b>58</b>	<b>22</b>	<b>25</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,569,349</b>	<b>2.10M</b>	<b>5.38M</b>	<b>1.94M</b>	<b>157.33K</b>

# April 2023



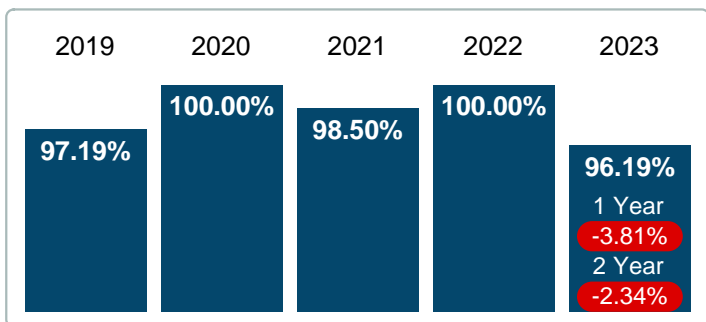
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



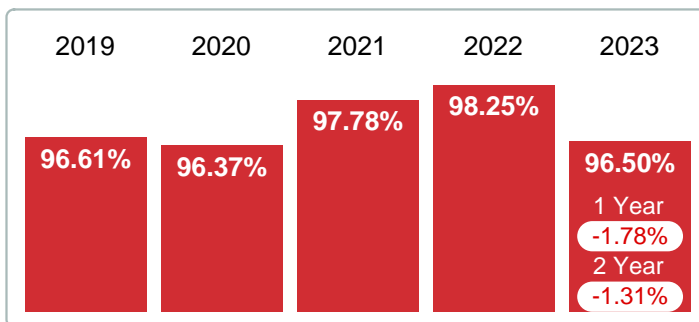
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

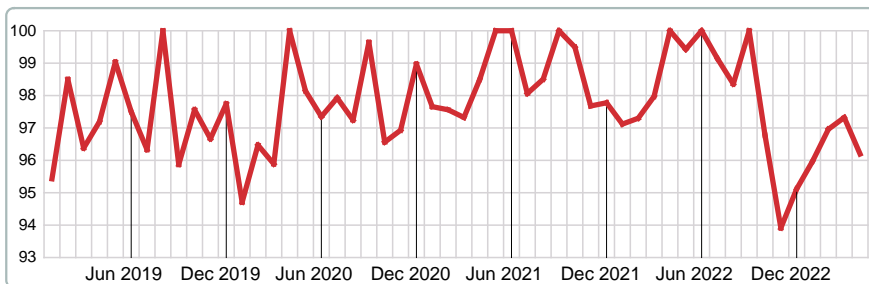
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

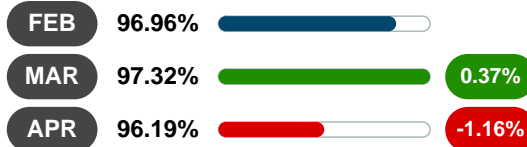


### 3 MONTHS

5 year APR AVG = 98.38%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.19%**  
below the 5 yr APR average of **98.38%**



### 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
\$30,000 and less	5	8.62%	78.79%	85.71%	78.09%	0.00%	60.74%
\$30,001 - \$90,000	9	15.52%	90.91%	85.09%	127.57%	0.00%	0.00%
\$90,001 - \$120,000	8	13.79%	91.90%	93.43%	94.76%	80.00%	0.00%
\$120,001 - \$160,000	11	18.97%	96.30%	98.15%	93.55%	102.14%	89.66%
\$160,001 - \$220,000	11	18.97%	100.00%	98.31%	100.00%	97.50%	0.00%
\$220,001 - \$320,000	8	13.79%	100.00%	0.00%	100.00%	100.00%	0.00%
\$320,001 and up	6	10.34%	98.88%	0.00%	99.49%	97.78%	0.00%
Median Sold/List Ratio		96.19%		92.63%	98.97%	96.77%	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



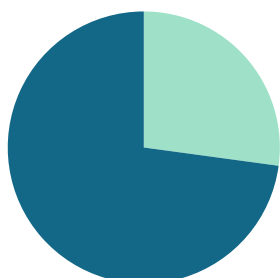
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

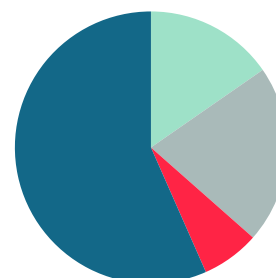


**Inventory**  
 New Listings  
**98 = 27.15%**  
 Start Inventory  
**263**  
 Total Inventory Units  
**361**  
 Volume  
**\$105,928,342**

### 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%
Median List Price	157,000	149,000	-5.10%	152,450	175,000	14.79%
Median Sale Price	148,000	145,000	-2.03%	149,500	174,900	16.99%
Median Percent of Selling Price to List Price	100.00%	96.19%	-3.81%	98.25%	96.50%	-1.78%
Median Days on Market to Sale	7.00	15.00	114.29%	13.00	22.00	69.23%
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

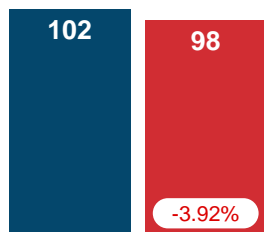
**Inventory** on April 30, 2023 = **214**

**2022** **2023**

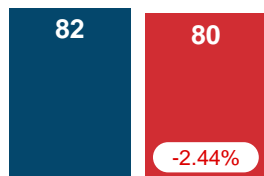
### APRIL MARKET

### MEDIAN PRICES

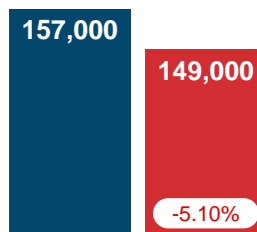
#### New Listings



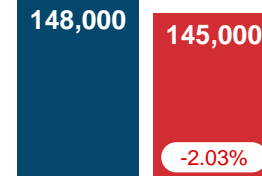
#### Pending Listings



#### List Price



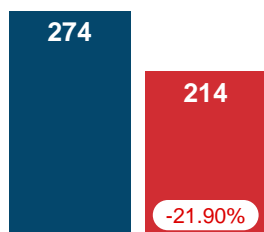
#### Sale Price



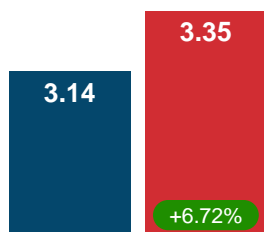
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

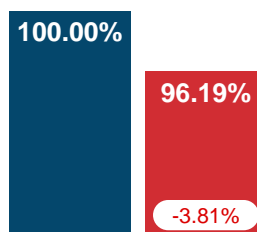
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

