

## April 2022



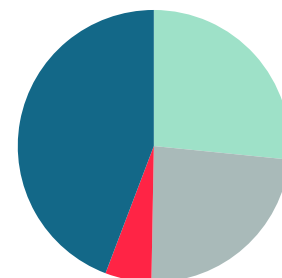
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	78	92	17.95%
Pending Listings	93	82	-11.83%
New Listings	114	102	-10.53%
Average List Price	258,424	201,187	-22.15%
Average Sale Price	252,382	197,860	-21.60%
Average Percent of Selling Price to List Price	96.43%	98.53%	2.18%
Average Days on Market to Sale	33.28	29.79	-10.48%
End of Month Inventory	184	153	-16.85%
Months Supply of Inventory	3.15	1.75	-44.30%



■ Closed (26.59%)  
■ Pending (23.70%)  
■ Other OffMarket (5.49%)  
■ Active (44.22%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of April 30, 2022 = **153**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **16.85%** to 153 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **1.75** 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 **21.60%** in April 2022 to \$197,860 versus the previous year at \$252,382.

##### Average Days on Market Shortens

The average number of **29.79** days that homes spent on the market before selling decreased by 3.49 days or **10.48%** in April 2022 compared to last year's same month at **33.28** DOM.

##### Sales Success for April 2022 is Positive

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

There were 102 New Listings in April 2022, down **10.53%** from last year at 114. Furthermore, there were 92 Closed Listings this month versus last year at 78, a **17.95%** increase.

Closed versus Listed trends yielded a **90.2%** ratio, up from previous year's, April 2021, at **68.4%**, a **31.83%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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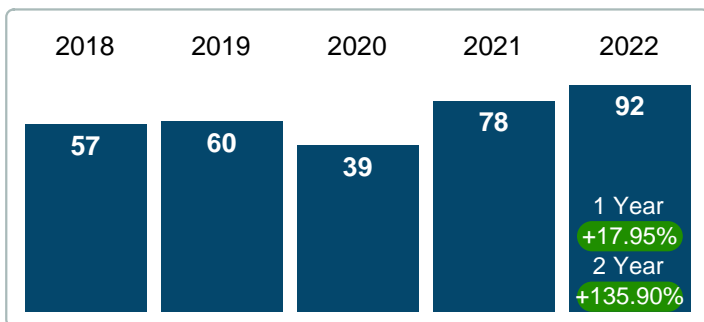
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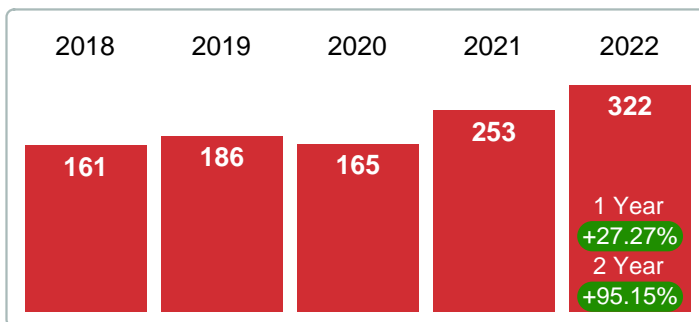
## CLOSED LISTINGS

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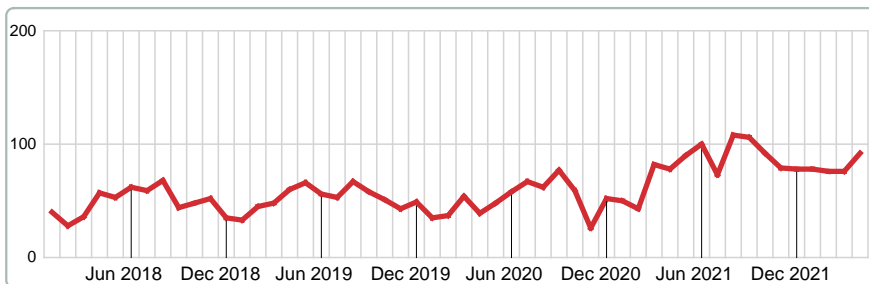
### APRIL



### YEAR TO DATE (YTD)

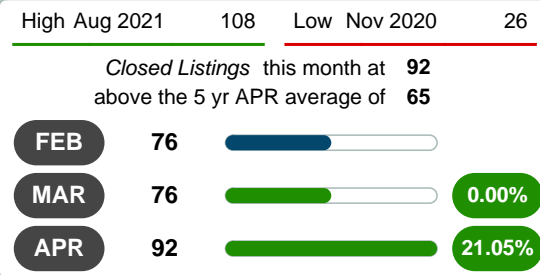


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$50,000 and less	6	6.52%	7.0	3	3	0	0
\$50,001 - \$75,000	12	13.04%	12.4	7	5	0	0
\$75,001 - \$125,000	16	17.39%	35.4	2	14	0	0
\$125,001 - \$175,000	19	20.65%	34.9	0	15	4	0
\$175,001 - \$250,000	18	19.57%	21.2	3	11	4	0
\$250,001 - \$375,000	10	10.87%	73.4	1	6	2	1
\$375,001 and up	11	11.96%	18.5	2	5	3	1
<b>Total Closed Units</b>	<b>92</b>			<b>18</b>	<b>59</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>18,203,109</b>	<b>100%</b>	<b>29.8</b>	<b>2.88M</b>	<b>10.60M</b>	<b>3.89M</b>	<b>836.00K</b>
<b>Average Closed Price</b>	<b>\$197,860</b>			<b>\$160,000</b>	<b>\$179,680</b>	<b>\$298,923</b>	<b>\$418,000</b>

# April 2022



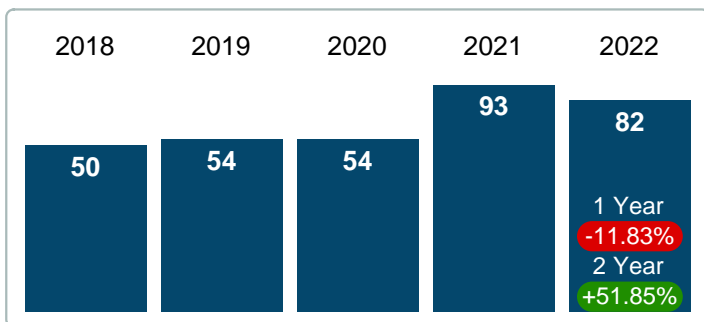
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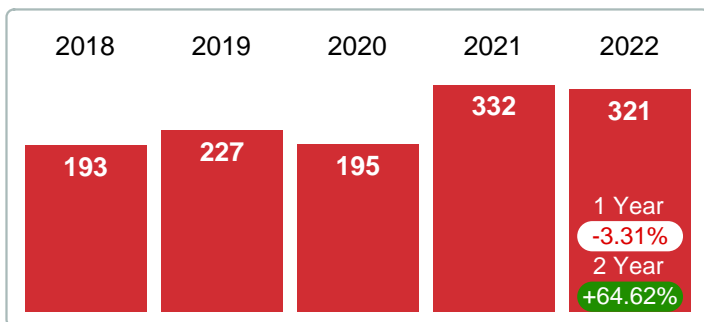
## PENDING LISTINGS

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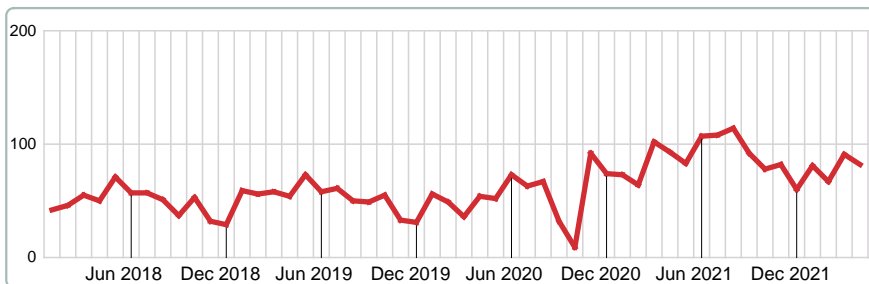
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

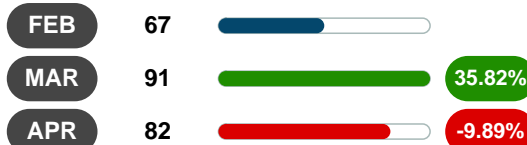


### 3 MONTHS

5 year APR AVG = 67

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **82**  
above the 5 yr APR average of **67**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.76%	38.8	4	4	0	0
\$50,001 - \$75,000	7	8.54%	35.6	5	2	0	0
\$75,001 - \$125,000	12	14.63%	32.8	5	6	1	0
\$125,001 - \$175,000	20	24.39%	27.7	2	15	2	1
\$175,001 - \$225,000	17	20.73%	26.3	0	14	3	0
\$225,001 - \$450,000	9	10.98%	24.0	1	4	3	1
\$450,001 and up	9	10.98%	43.7	0	2	6	1
<b>Total Pending Units</b>	<b>82</b>			<b>17</b>	<b>47</b>	<b>15</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>17,556,749</b>	<b>100%</b>	<b>30.2</b>	<b>1.55M</b>	<b>9.58M</b>	<b>5.53M</b>	<b>899.00K</b>
<b>Average Listing Price</b>	<b>\$215,528</b>			<b>\$91,141</b>	<b>\$203,748</b>	<b>\$368,813</b>	<b>\$299,667</b>

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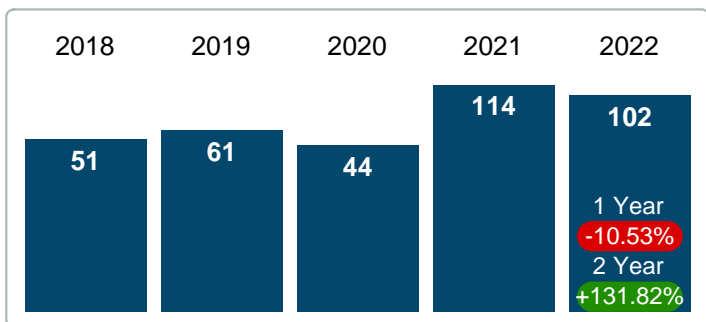
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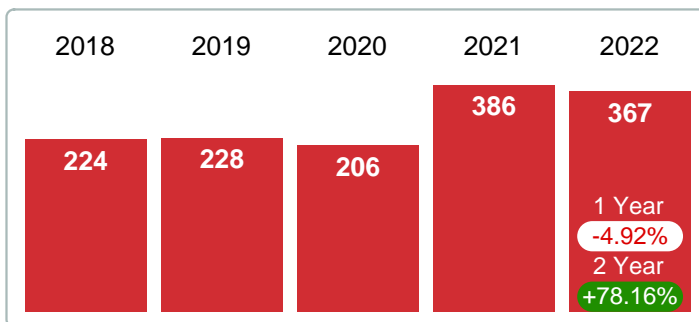
## NEW LISTINGS

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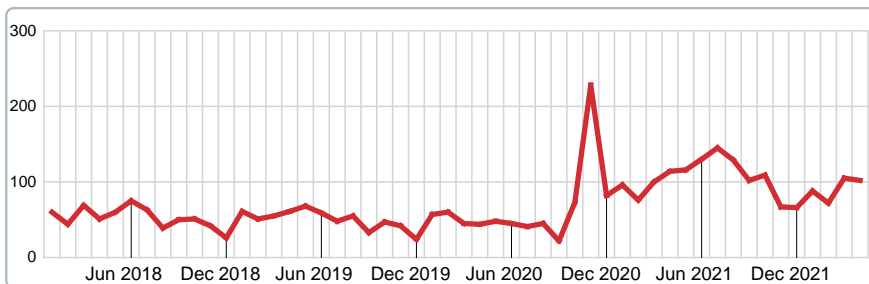
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 74

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 102 above the 5 yr APR average of 74



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.88%	3	2	1	0
\$50,001 - \$75,000	11	10.78%	8	3	0	0
\$75,001 - \$125,000	14	13.73%	7	6	1	0
\$125,001 - \$175,000	23	22.55%	7	12	3	1
\$175,001 - \$250,000	25	24.51%	0	19	6	0
\$250,001 - \$375,000	11	10.78%	1	3	6	1
\$375,001 and up	12	11.76%	0	6	5	1
<b>Total New Listed Units</b>	<b>102</b>		<b>26</b>	<b>51</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>20,873,200</b>	<b>100%</b>	<b>2.60M</b>	<b>10.95M</b>	<b>6.52M</b>	<b>797.50K</b>
<b>Average New Listed Listing Price</b>	<b>\$202,700</b>		<b>\$100,081</b>	<b>\$214,684</b>	<b>\$296,577</b>	<b>\$265,833</b>

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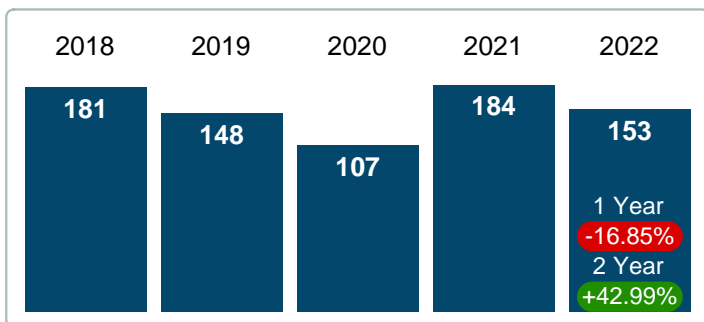
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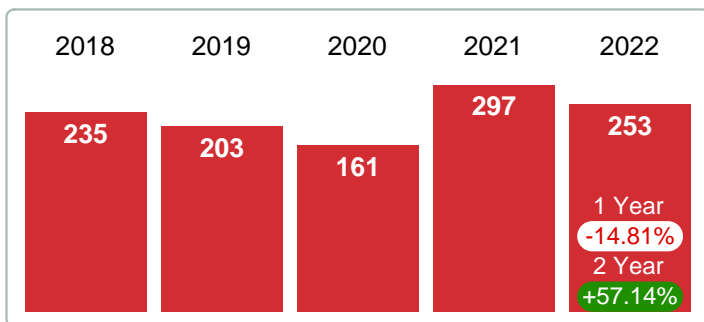
## ACTIVE INVENTORY

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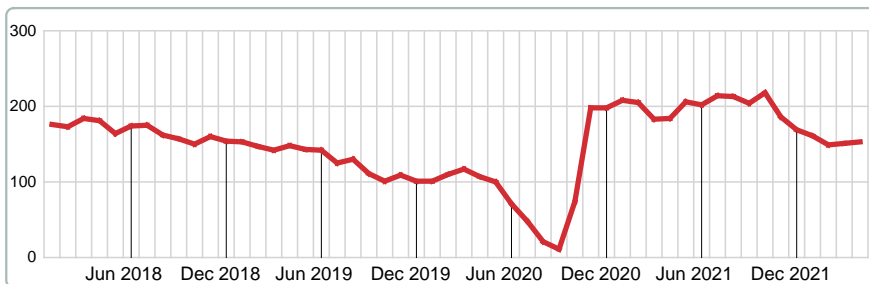
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 155

High Oct 2021 218 Low Sep 2020 11

Inventory this month at **153**  
below the 5 yr APR average of **155**

- FEB 149
- MAR 151 1.34%
- APR 153 1.32%

### 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	7	4.58%	87.6	3	3	1	0
\$50,001 - \$100,000	24	15.69%	59.3	14	8	1	1
\$100,001 - \$150,000	24	15.69%	75.9	13	11	0	0
\$150,001 - \$275,000	36	23.53%	69.4	4	26	5	1
\$275,001 - \$425,000	24	15.69%	75.0	4	10	9	1
\$425,001 - \$675,000	23	15.03%	80.8	2	7	9	5
\$675,001 and up	15	9.80%	114.3	0	7	6	2
<b>Total Active Inventory by Units</b>	<b>153</b>			<b>40</b>	<b>72</b>	<b>31</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>54,779,999</b>	<b>100%</b>	<b>76.7</b>	<b>6.04M</b>	<b>22.03M</b>	<b>20.61M</b>	<b>6.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$358,039</b>			<b>\$150,968</b>	<b>\$305,936</b>	<b>\$664,968</b>	<b>\$609,990</b>

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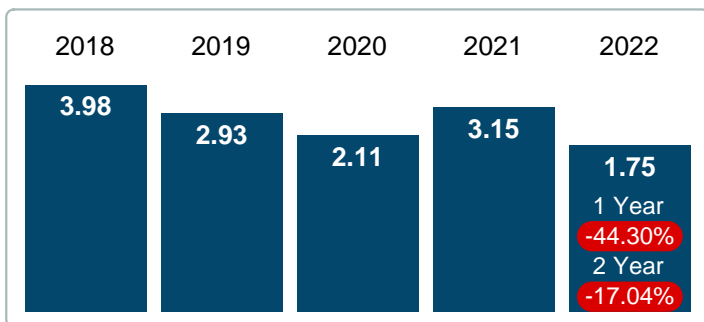
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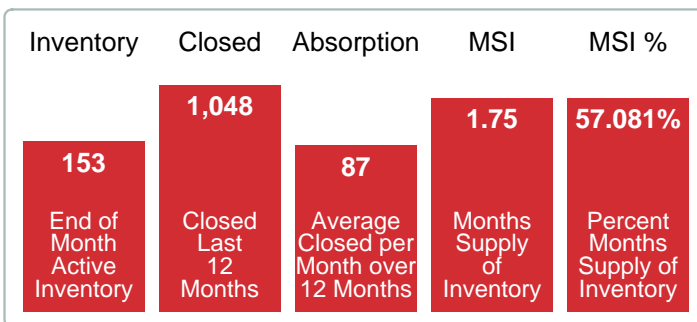
## MONTHS SUPPLY of INVENTORY (MSI)

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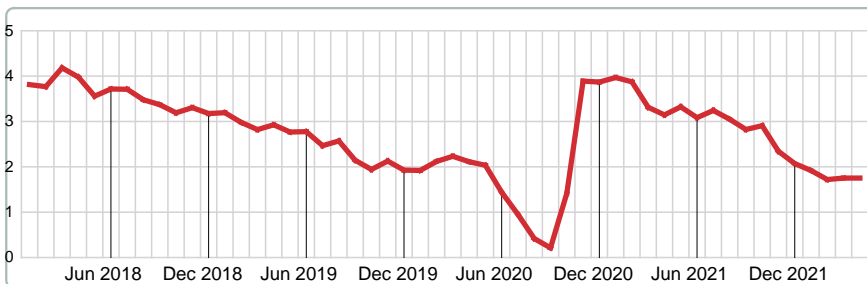
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022

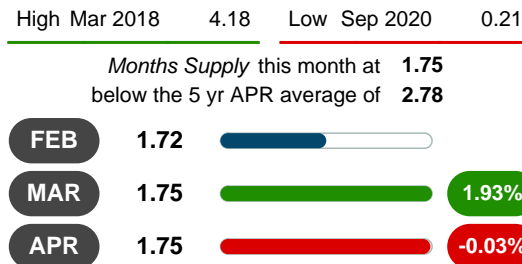


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.78



### 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	7	4.58%	0.97	0.68	1.20	4.00	0.00
\$50,001 - \$100,000	24	15.69%	1.56	2.10	1.00	1.71	6.00
\$100,001 - \$150,000	24	15.69%	1.42	3.55	1.02	0.00	0.00
\$150,001 - \$275,000	36	23.53%	1.24	1.55	1.33	0.77	2.40
\$275,001 - \$425,000	24	15.69%	1.99	4.80	1.69	1.89	1.71
\$425,001 - \$675,000	23	15.03%	4.25	4.80	3.36	4.00	7.50
\$675,001 and up	15	9.80%	12.00	0.00	16.80	24.00	8.00
Market Supply of Inventory (MSI)			1.75	2.11	1.46	1.84	4.29
Total Active Inventory by Units		100%	153	40	72	31	10

# April 2022



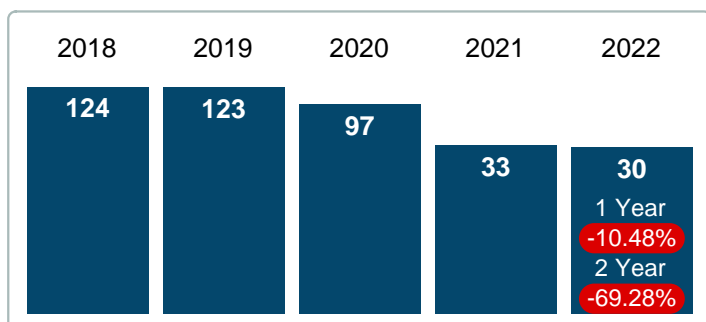
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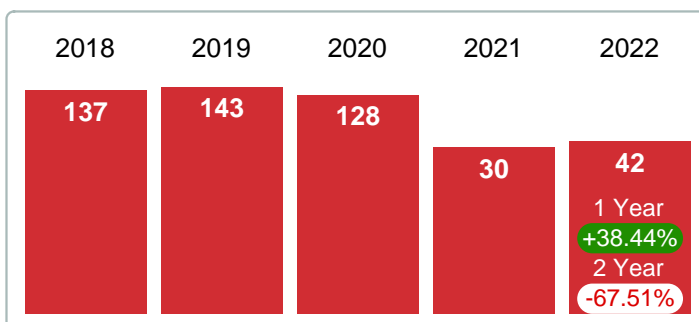
## AVERAGE DAYS ON MARKET TO SALE

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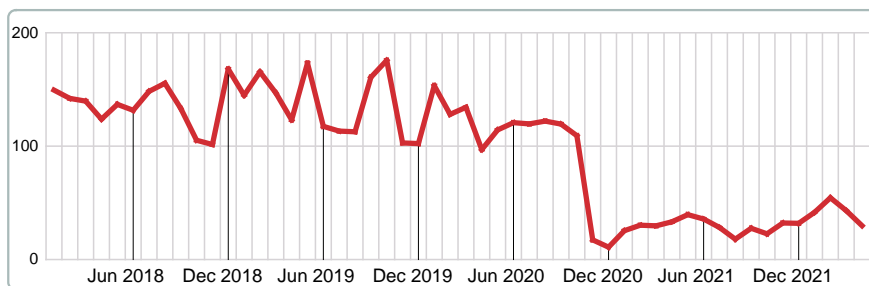
### APRIL



### YEAR TO DATE (YTD)

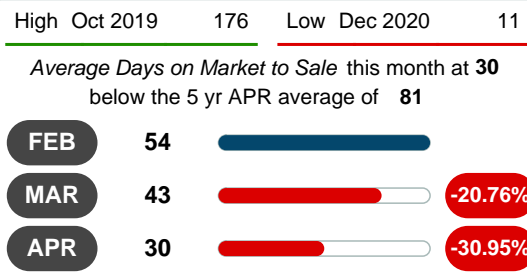


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 81



### 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	6.52%	7	6	8	0	0
\$50,001 - \$75,000	13.04%	12	4	24	0	0
\$75,001 - \$125,000	17.39%	35	4	40	0	0
\$125,001 - \$175,000	20.65%	35	0	33	42	0
\$175,001 - \$250,000	19.57%	21	57	18	3	0
\$250,001 - \$375,000	10.87%	73	22	43	146	164
\$375,001 and up	11.96%	18	3	33	9	3
<b>Average Closed DOM</b>		<b>30</b>	<b>14</b>	<b>31</b>	<b>38</b>	<b>84</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>30</b>	<b>18</b>	<b>59</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>18,203,109</b>	<b>2.88M</b>	<b>10.60M</b>	<b>3.89M</b>	<b>836.00K</b>

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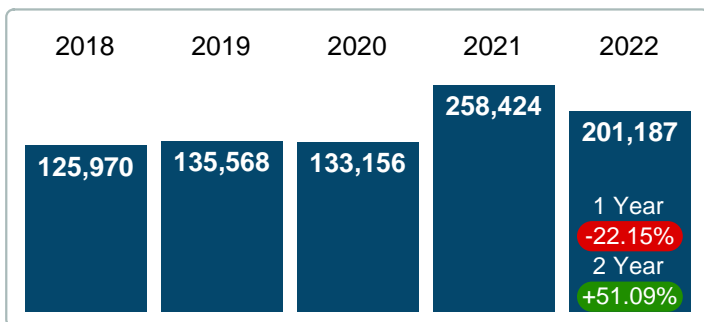
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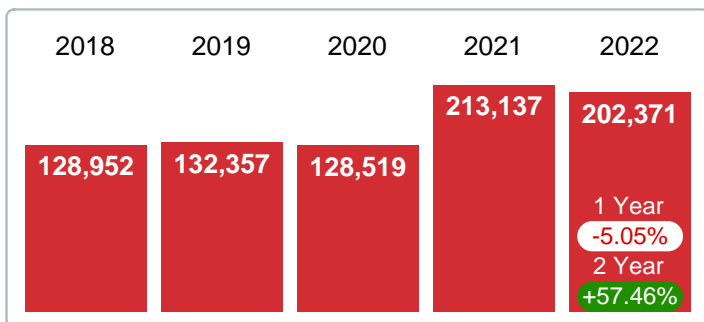
## AVERAGE LIST PRICE AT CLOSING

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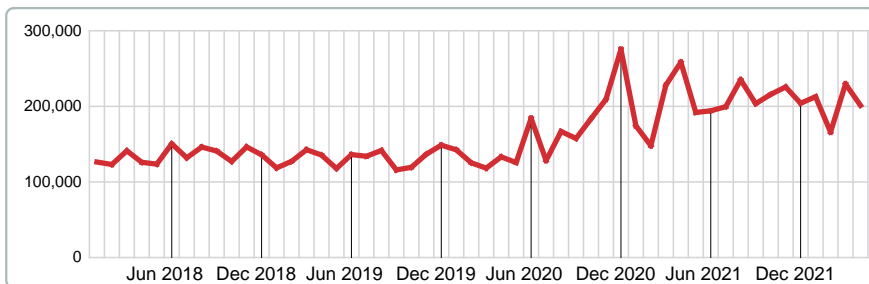
### APRIL



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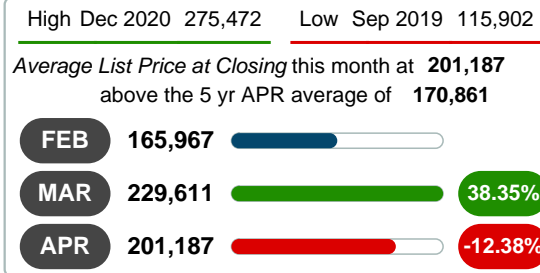


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 170,861



### 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	7.61%	31,714	23,333	35,000	0	0
\$50,001 - \$75,000	11.96%	61,491	59,143	63,880	0	0
\$75,001 - \$125,000	14.13%	101,231	114,500	105,643	0	0
\$125,001 - \$175,000	23.91%	144,695	0	146,620	145,500	0
\$175,001 - \$250,000	17.39%	208,988	206,333	219,709	210,750	0
\$250,001 - \$375,000	13.04%	310,783	299,000	312,150	347,000	339,000
\$375,001 and up	11.96%	548,936	634,950	499,180	588,500	496,500
<b>Average List Price</b>		<b>201,187</b>	<b>161,161</b>	<b>184,547</b>	<b>298,808</b>	<b>417,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>201,187</b>	<b>18</b>	<b>59</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>18,509,199</b>	<b>2.90M</b>	<b>10.89M</b>	<b>3.88M</b>	<b>835.50K</b>



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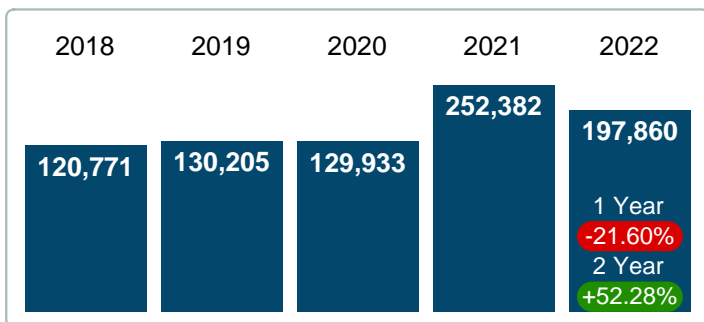
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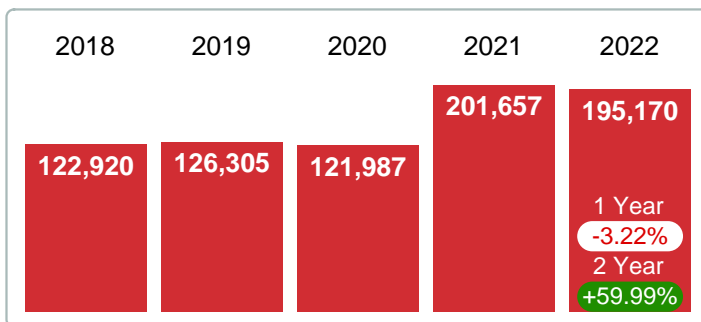
## AVERAGE SOLD PRICE AT CLOSING

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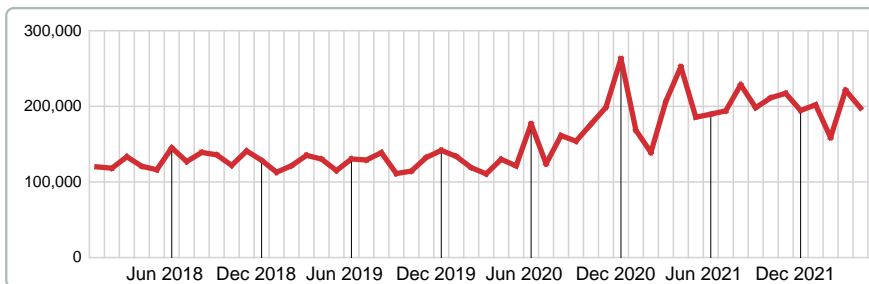
### APRIL



### YEAR TO DATE (YTD)

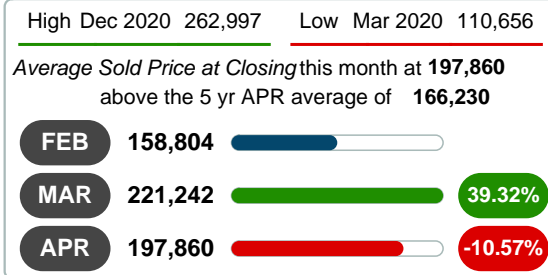


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 166,230



### 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	6.52%	28,500	22,667	34,333	0	0
\$50,001 - \$75,000	13.04%	58,125	58,143	58,100	0	0
\$75,001 - \$125,000	17.39%	103,625	110,000	102,714	0	0
\$125,001 - \$175,000	20.65%	144,671	0	144,117	146,750	0
\$175,001 - \$250,000	19.57%	214,094	206,333	215,882	215,000	0
\$250,001 - \$375,000	10.87%	313,276	280,000	304,127	344,500	339,000
\$375,001 and up	11.96%	540,127	643,000	481,680	583,333	497,000
<b>Average Sold Price</b>		<b>197,860</b>	<b>160,000</b>	<b>179,680</b>	<b>298,923</b>	<b>418,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>92</b>	<b>18</b>	<b>59</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>18,203,109</b>	<b>2.88M</b>	<b>10.60M</b>	<b>3.89M</b>	<b>836.00K</b>

# April 2022



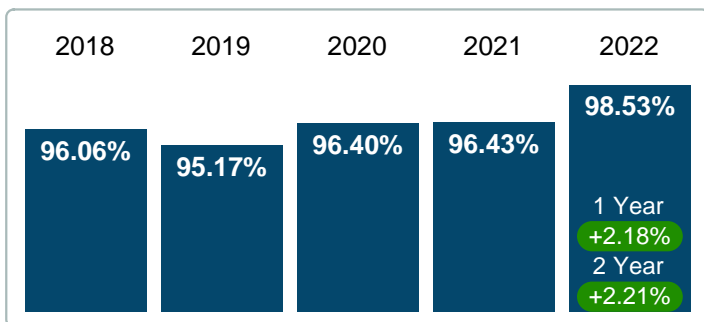
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



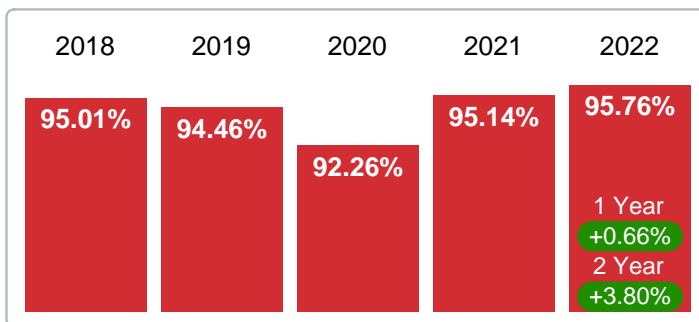
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

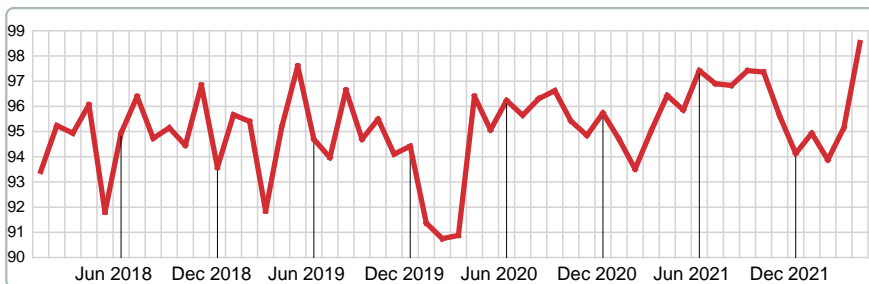
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

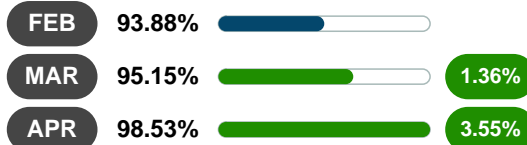


### 3 MONTHS

5 year APR AVG = 96.52%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **98.53%** above the 5 yr APR average of **96.52%**



### 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	6.52%	98.55%	98.52%	98.58%	0.00%	0.00%
\$50,001 - \$75,000	12	13.04%	96.46%	98.31%	93.88%	0.00%	0.00%
\$75,001 - \$125,000	16	17.39%	97.96%	96.22%	98.21%	0.00%	0.00%
\$125,001 - \$175,000	19	20.65%	99.43%	0.00%	99.05%	100.86%	0.00%
\$175,001 - \$250,000	18	19.57%	99.73%	100.00%	98.87%	101.91%	0.00%
\$250,001 - \$375,000	10	10.87%	97.72%	93.65%	97.51%	99.24%	100.00%
\$375,001 and up	11	11.96%	98.82%	101.71%	96.99%	99.53%	100.10%
Average Sold/List Ratio		98.50%		98.51%	98.02%	100.63%	100.05%
Total Closed Units		92	100%	18	59	13	2
Total Closed Volume		18,203,109		2.88M	10.60M	3.89M	836.00K

# April 2022



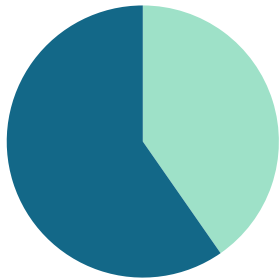
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

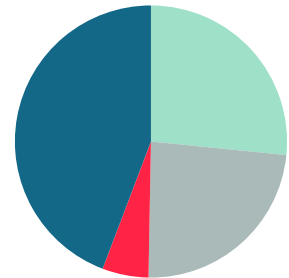


**Inventory**  
 New Listings  
**102 = 40.32%**  
 Start Inventory  
**151**  
 Total Inventory Units  
**253**  
 Volume  
**\$81,222,548**

### Market Activity

Closed Sales  
**92 = 26.59%**  
 Pending Sales  
**82 = 23.70%**  
 Other Off Market  
**19 = 5.49%**  
 Active Inventory  
**153 = 44.22%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	78	92	17.95%	253	322	27.27%
Pending Sales	93	82	-11.83%	332	321	-3.31%
New Listings	114	102	-10.53%	386	367	-4.92%
Average List Price	258,424	201,187	-22.15%	213,137	202,371	-5.05%
Average Sale Price	252,382	197,860	-21.60%	201,657	195,170	-3.22%
Average Percent of Selling Price to List Price	96.43%	98.53%	2.18%	95.14%	95.76%	0.66%
Average Days on Market to Sale	33.28	29.79	-10.48%	30.07	41.62	38.44%
Monthly Inventory	184	153	-16.85%	184	153	-16.85%
Months Supply of Inventory	3.15	1.75	-44.30%	3.15	1.75	-44.30%

**Absorption:** Last 12 months, an Average of **87** Sales/Month

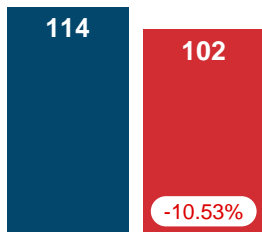
**Inventory** on April 30, 2022 = **153**

**2021** **2022**

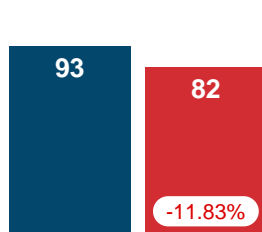
### APRIL MARKET

### AVERAGE PRICES

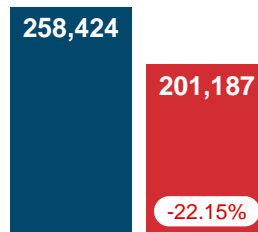
#### New Listings



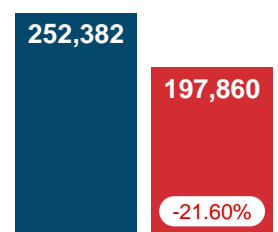
#### Pending Listings



#### List Price



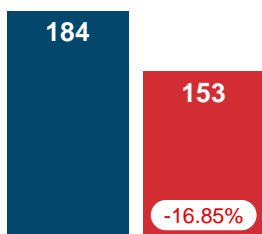
#### Sale Price



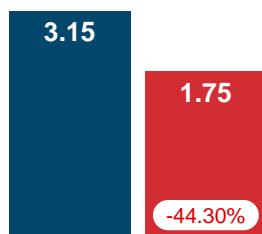
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

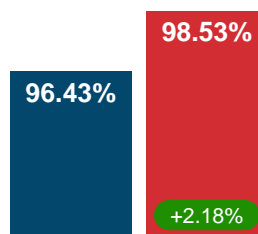
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

