

February 2022



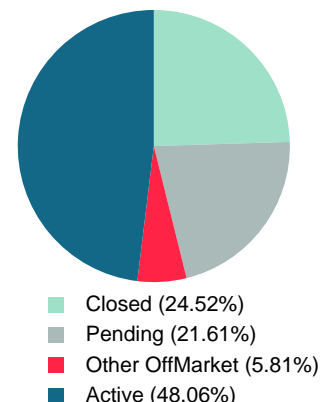
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2021	2022	
Closed Listings	43	76	76.74%
Pending Listings	64	67	4.69%
New Listings	76	72	-5.26%
Average List Price	147,958	165,967	12.17%
Average Sale Price	139,023	158,804	14.23%
Average Percent of Selling Price to List Price	93.51%	93.88%	0.39%
Average Days on Market to Sale	30.28	54.45	79.82%
End of Month Inventory	205	149	-27.32%
Months Supply of Inventory	3.87	1.72	-55.62%



Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of February 28, 2022 = **149**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **27.32%** to 149 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 **1.72** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **14.23%** in February 2022 to \$158,804 versus the previous year at \$139,023.

Average Days on Market Lengthens

The average number of **54.45** days that homes spent on the market before selling increased by 24.17 days or **79.82%** in February 2022 compared to last year's same month at **30.28** DOM.

Sales Success for February 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 72 New Listings in February 2022, down **5.26%** from last year at 76. Furthermore, there were 76 Closed Listings this month versus last year at 43, a **76.74%** increase.

Closed versus Listed trends yielded a **105.6%** ratio, up from previous year's, February 2021, at **56.6%**, a **86.56%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

February 2022



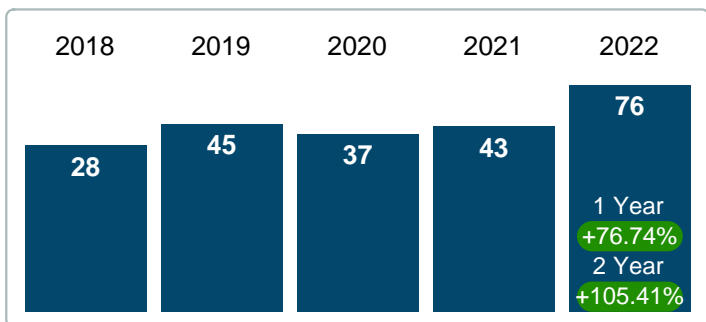
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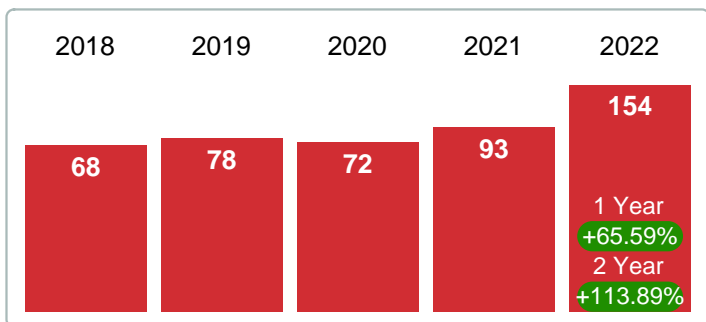
CLOSED LISTINGS

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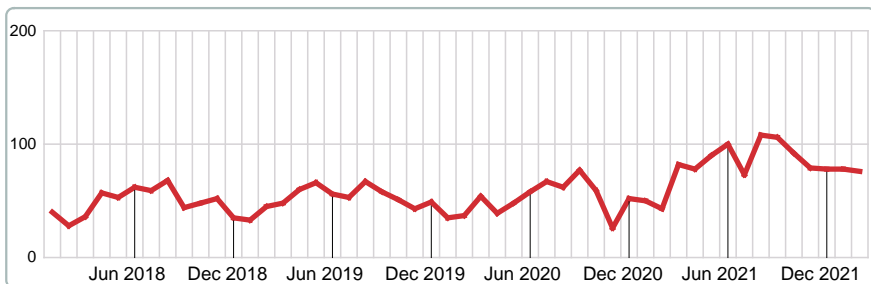
FEBRUARY



YEAR TO DATE (YTD)

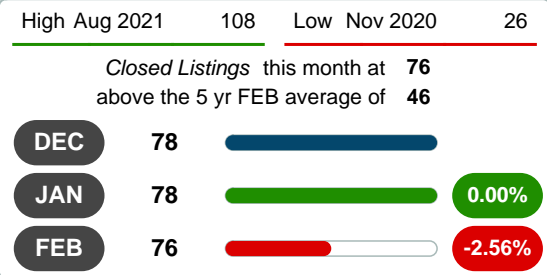


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



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	5	6.58%	107.4	3	2	0	0
\$25,001 - \$50,000	7	9.21%	63.1	7	0	0	0
\$50,001 - \$100,000	14	18.42%	53.4	10	3	0	1
\$100,001 - \$150,000	19	25.00%	73.7	4	11	4	0
\$150,001 - \$225,000	15	19.74%	25.2	3	7	5	0
\$225,001 - \$275,000	7	9.21%	34.0	0	5	1	1
\$275,001 and up	9	11.84%	43.8	0	4	5	0
Total Closed Units	76			27	32	15	2
Total Closed Volume	12,069,138	100%	54.4	2.12M	5.63M	3.96M	362.00K
Average Closed Price	\$158,804			\$78,424	\$175,928	\$263,999	\$181,000

February 2022



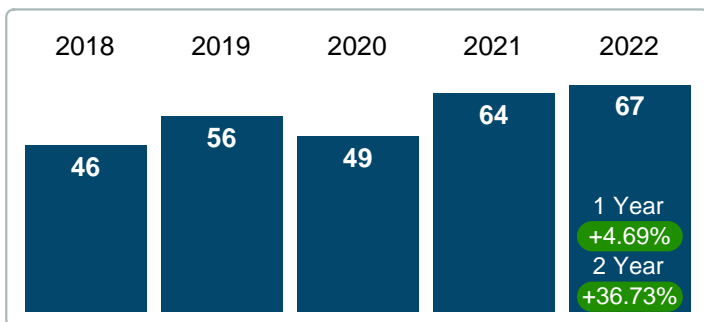
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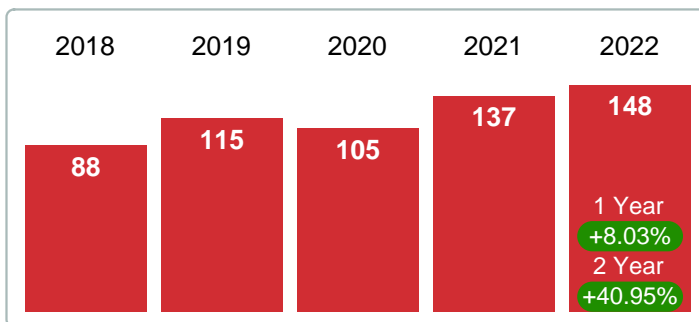
PENDING LISTINGS

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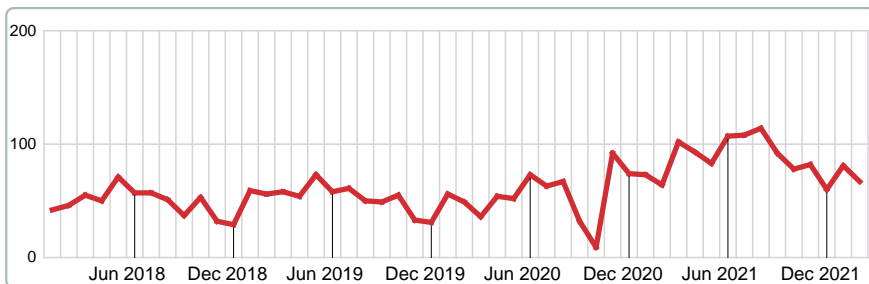
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 56

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 67 above the 5 yr FEB average of 56



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	8	11.94%	57.3	4	4	0	0
\$75,001 - \$100,000	6	8.96%	130.7	2	4	0	0
\$100,001 - \$125,000	3	4.48%	56.3	2	1	0	0
\$125,001 - \$175,000	19	28.36%	37.1	4	13	2	0
\$175,001 - \$225,000	11	16.42%	43.1	2	7	2	0
\$225,001 - \$450,000	13	19.40%	22.3	0	13	0	0
\$450,001 and up	7	10.45%	37.1	1	3	2	1
Total Pending Units	67			15	45	6	1
Total Pending Volume	14,262,750	100%	47.4	2.11M	9.63M	2.02M	496.50K
Average Listing Price	\$212,466			\$140,597	\$214,096	\$337,167	\$496,500

February 2022



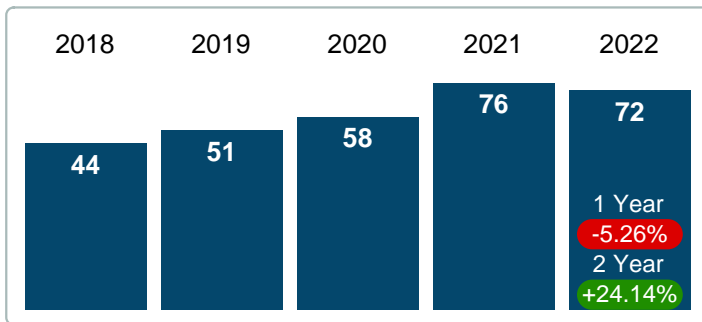
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



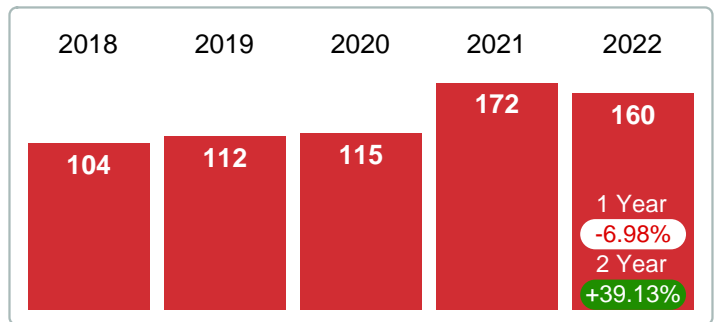
NEW LISTINGS

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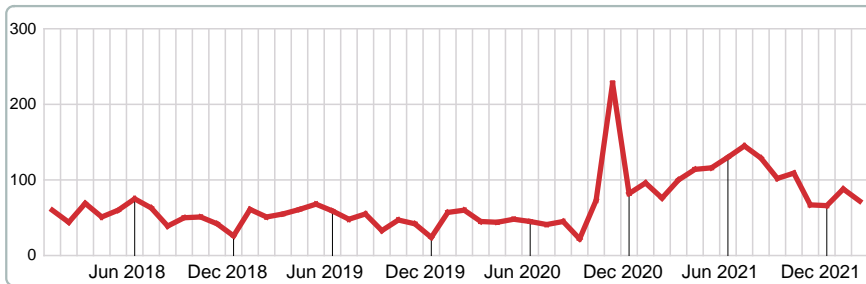
FEBRUARY



YEAR TO DATE (YTD)

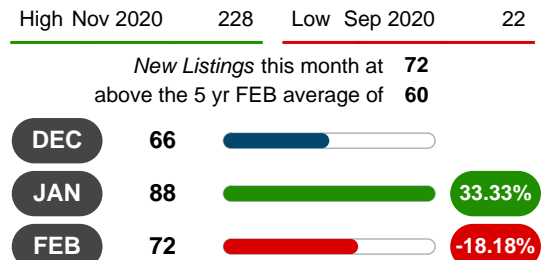


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



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	5	6.94%	2	3	0	0
\$50,001 - \$75,000	8	11.11%	6	2	0	0
\$75,001 - \$125,000	9	12.50%	1	8	0	0
\$125,001 - \$225,000	22	30.56%	5	15	2	0
\$225,001 - \$350,000	11	15.28%	1	9	0	1
\$350,001 - \$550,000	9	12.50%	1	4	3	1
\$550,001 and up	8	11.11%	0	3	4	1
Total New Listed Units	72		16	44	9	3
Total New Listed Volume	19,809,800	100%	2.10M	11.67M	4.59M	1.45M
Average New Listed Listing Price	\$241,730		\$131,484	\$265,231	\$510,044	\$481,833

February 2022



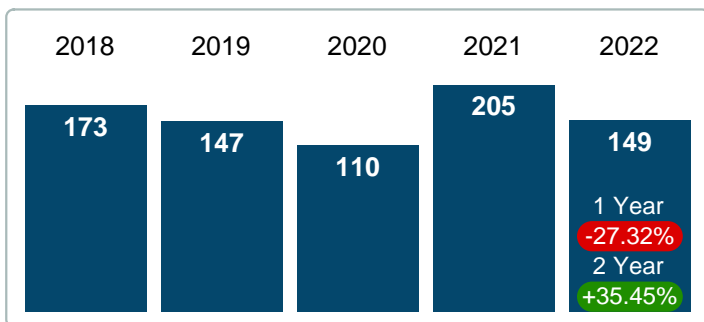
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



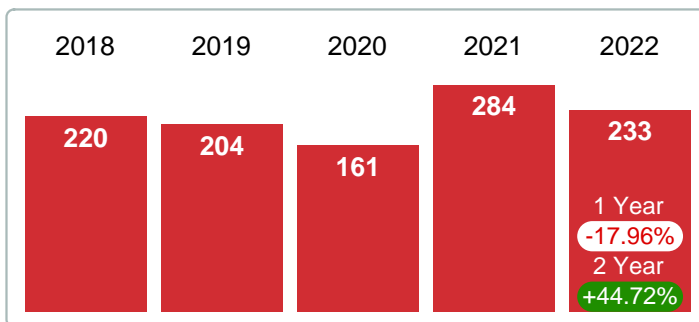
ACTIVE INVENTORY

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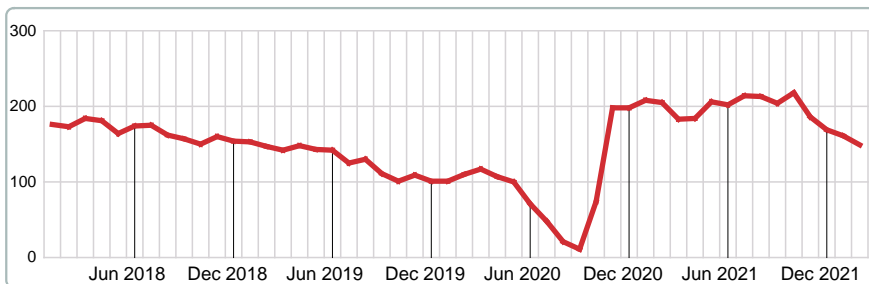
END OF FEBRUARY



ACTIVE DURING FEBRUARY

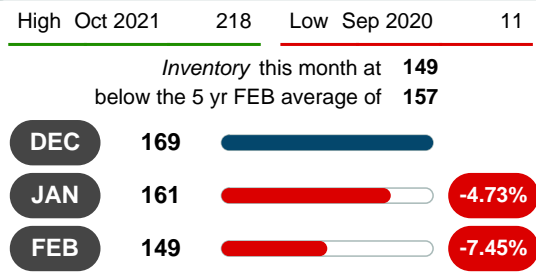


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 157



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	11	7.38%	99.5	5	6	0	0
\$50,001 - \$100,000	19	12.75%	75.6	10	8	0	1
\$100,001 - \$150,000	26	17.45%	81.8	5	20	1	0
\$150,001 - \$300,000	37	24.83%	95.8	5	26	4	2
\$300,001 - \$475,000	21	14.09%	87.1	3	11	5	2
\$475,001 - \$875,000	19	12.75%	78.9	0	9	7	3
\$875,001 and up	16	10.74%	98.1	1	3	7	5
Total Active Inventory by Units	149			29	83	24	13
Total Active Inventory by Volume	61,308,750	100%	87.9	6.32M	24.35M	20.85M	9.78M
Average Active Inventory Listing Price	\$411,468			\$217,990	\$293,419	\$868,950	\$752,192

February 2022



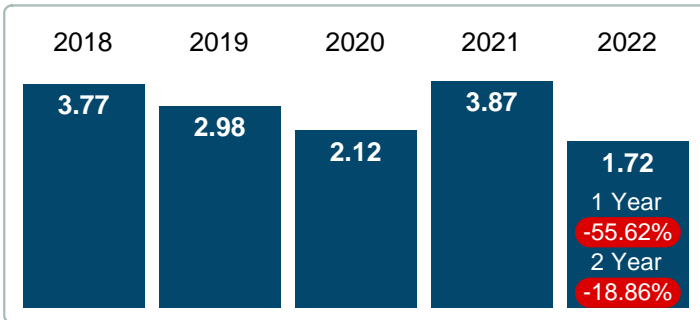
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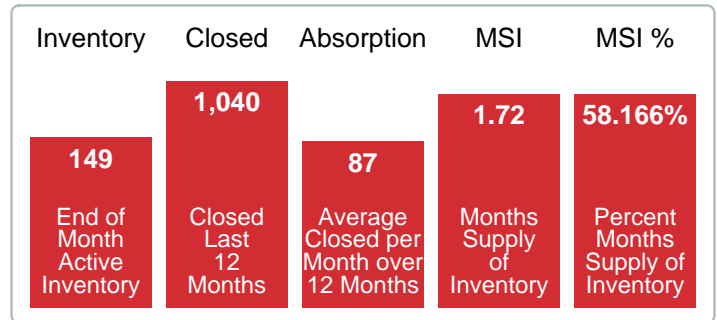
MONTHS SUPPLY of INVENTORY (MSI)

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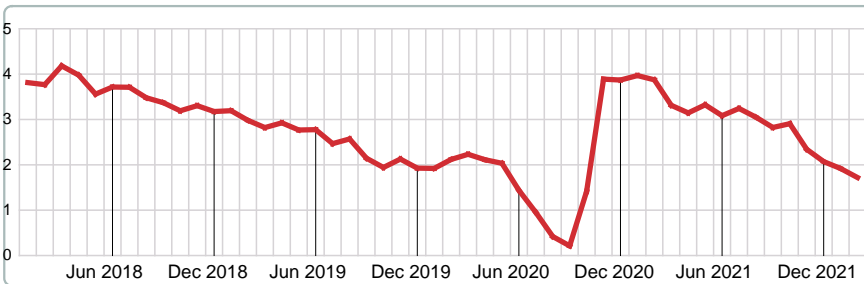
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

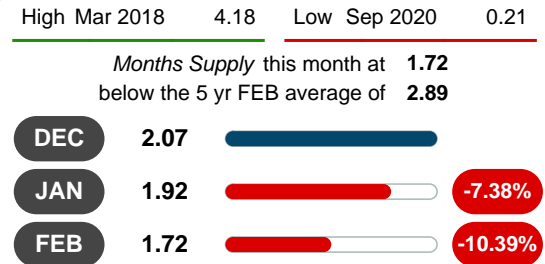


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.89



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	11	7.38%	1.50	1.15	2.25	0.00	0.00
\$50,001 - \$100,000	19	12.75%	1.37	1.60	1.14	0.00	6.00
\$100,001 - \$150,000	26	17.45%	1.53	1.28	1.94	0.39	0.00
\$150,001 - \$300,000	37	24.83%	1.08	1.82	1.16	0.49	2.18
\$300,001 - \$475,000	21	14.09%	2.05	3.00	2.64	1.15	2.67
\$475,001 - \$875,000	19	12.75%	5.43	0.00	9.82	3.82	5.14
\$875,001 and up	16	10.74%	32.00	6.00	36.00	84.00	30.00
Market Supply of Inventory (MSI)			1.72	1.56	1.74	1.36	4.59
Total Active Inventory by Units		100%	149	29	83	24	13

February 2022



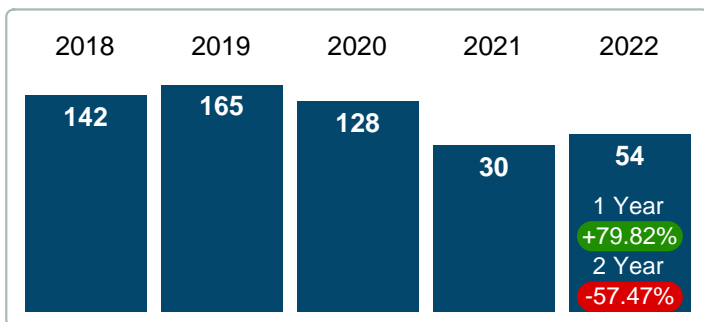
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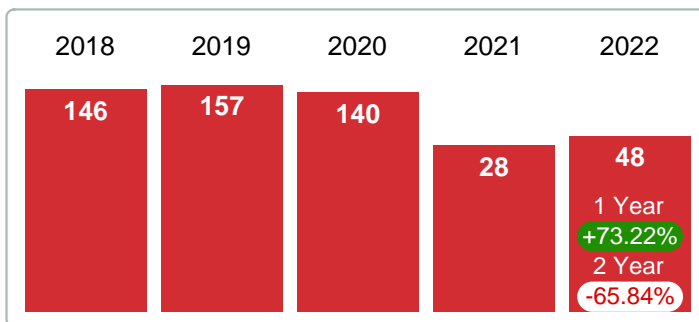
AVERAGE DAYS ON MARKET TO SALE

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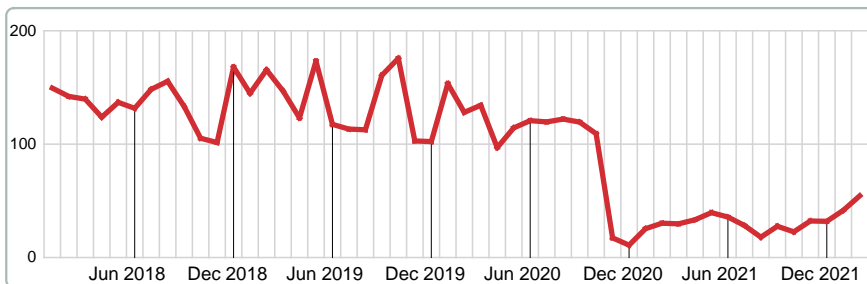
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

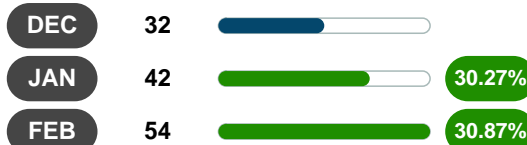


3 MONTHS

5 year FEB AVG = 104

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 54 below the 5 yr FEB average of 104



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	6.58%	107	115	96	0	0
\$25,001 - \$50,000	9.21%	63	63	0	0	0
\$50,001 - \$100,000	18.42%	53	45	92	0	21
\$100,001 - \$150,000	25.00%	74	32	69	127	0
\$150,001 - \$225,000	19.74%	25	29	16	36	0
\$225,001 - \$275,000	9.21%	34	0	12	27	153
\$275,001 and up	11.84%	44	0	64	27	0
Average Closed DOM		54	54	52	57	87
Total Closed Units	100%	54	27	32	15	2
Total Closed Volume		12,069,138	2.12M	5.63M	3.96M	362.00K

February 2022



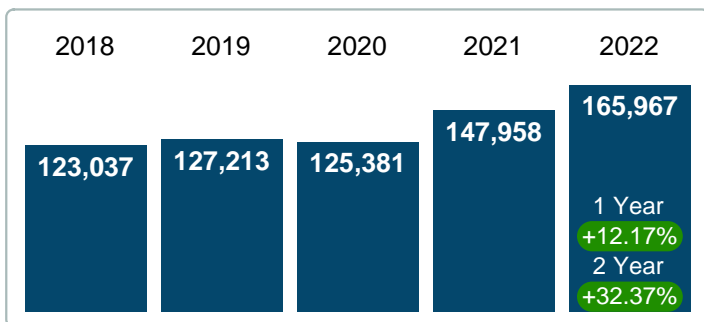
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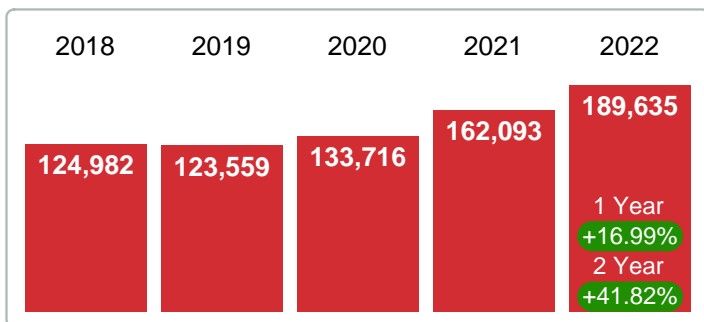
AVERAGE LIST PRICE AT CLOSING

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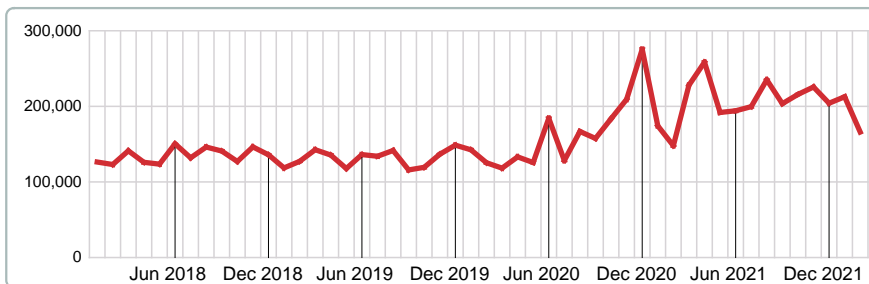
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

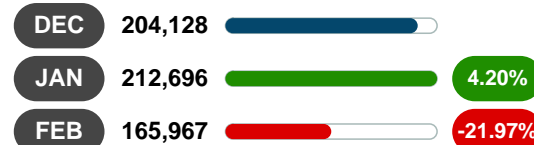


3 MONTHS

5 year FEB AVG = 137,911

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

Average List Price at Closing this month at **165,967** above the 5 yr FEB average of **137,911**



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	2	2.63%	14,700	25,467	37,000	0	0
\$25,001 - \$50,000	9	11.84%	38,156	46,043	0	0	0
\$50,001 - \$100,000	14	18.42%	80,757	82,330	78,333	0	99,900
\$100,001 - \$150,000	20	26.32%	133,683	134,813	134,918	138,450	0
\$150,001 - \$225,000	14	18.42%	200,850	182,667	205,271	215,875	0
\$225,001 - \$275,000	7	9.21%	254,711	0	250,940	249,900	275,000
\$275,001 and up	10	13.16%	384,160	0	341,200	439,360	0
Average List Price			165,967	85,528	182,797	271,992	187,450
Total Closed Units		100%	165,967	27	32	15	2
Total Closed Volume			12,613,525	2.31M	5.85M	4.08M	374.90K

February 2022



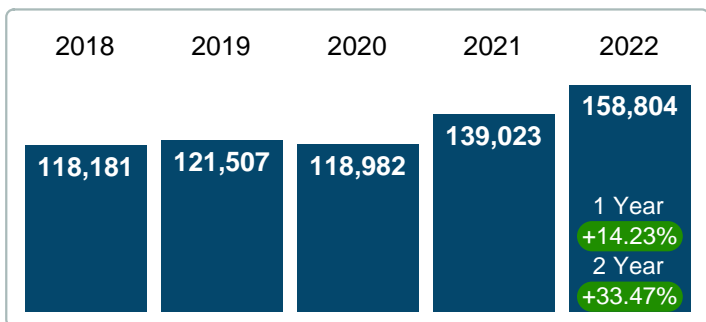
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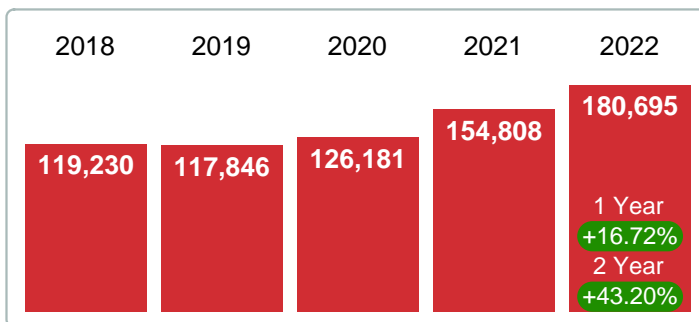
AVERAGE SOLD PRICE AT CLOSING

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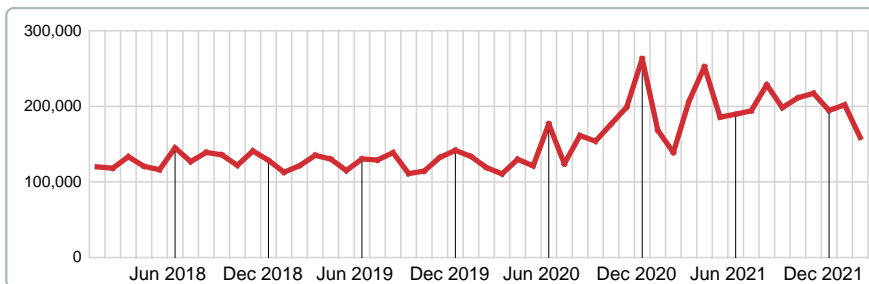
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 131,300

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

Average Sold Price at Closing this month at **158,804**
above the 5 yr FEB average of **131,300**

- DEC: 194,538
- JAN: 202,025 (+3.85%)
- FEB: 158,804 (-21.39%)

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	5	6.58%	20,600	17,667	25,000	0	0
\$25,001 - \$50,000	7	9.21%	35,929	35,929	0	0	0
\$50,001 - \$100,000	14	18.42%	76,393	74,950	75,000	0	95,000
\$100,001 - \$150,000	19	25.00%	128,587	128,813	124,536	139,500	0
\$150,001 - \$225,000	15	19.74%	198,926	182,733	202,714	203,338	0
\$225,001 - \$275,000	7	9.21%	252,829	0	250,580	249,900	267,000
\$275,001 and up	9	11.84%	383,144	0	328,225	427,080	0
Average Sold Price			158,804	78,424	175,928	263,999	181,000
Total Closed Units		100%	158,804	27	32	15	2
Total Closed Volume			12,069,138	2.12M	5.63M	3.96M	362.00K

February 2022



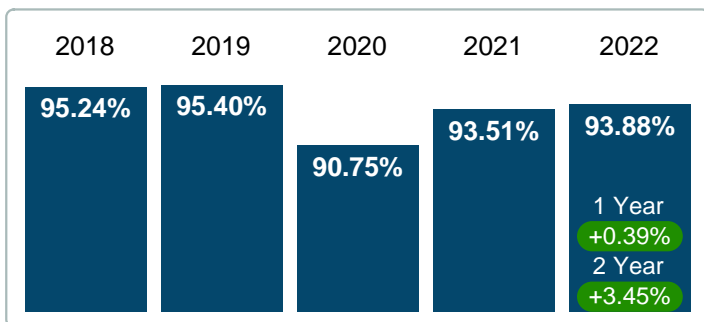
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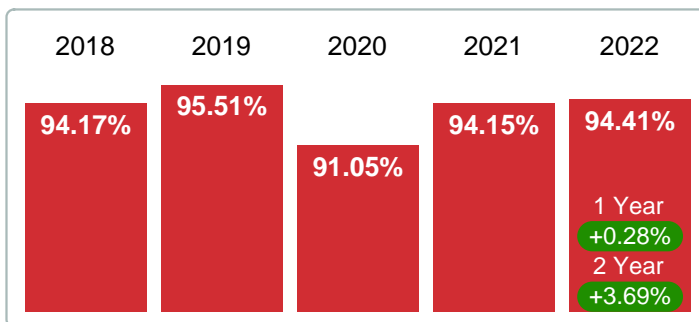
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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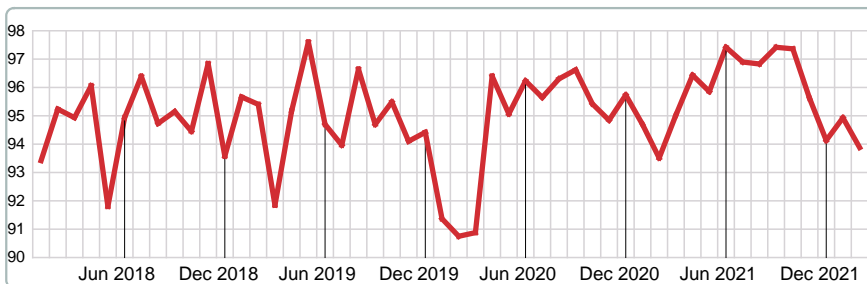
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

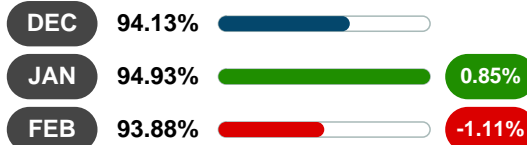


3 MONTHS

5 year FEB AVG = 93.76%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.88%**
equal to 5 yr FEB average of **93.76%**



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	5	6.58%	71.64%	74.28%	67.68%	0.00%	0.00%
\$25,001 - \$50,000	7	9.21%	90.02%	90.02%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	14	18.42%	92.82%	91.74%	95.68%	0.00%	95.10%
\$100,001 - \$150,000	19	25.00%	95.17%	95.43%	93.01%	100.82%	0.00%
\$150,001 - \$225,000	15	19.74%	97.97%	100.03%	98.75%	95.65%	0.00%
\$225,001 - \$275,000	7	9.21%	99.51%	0.00%	99.89%	100.00%	97.09%
\$275,001 and up	9	11.84%	96.96%	0.00%	96.62%	97.22%	0.00%
Average Sold/List Ratio		93.90%		90.82%	94.46%	97.84%	96.09%
Total Closed Units		76	100%	27	32	15	2
Total Closed Volume		12,069,138		2.12M	5.63M	3.96M	362.00K

February 2022



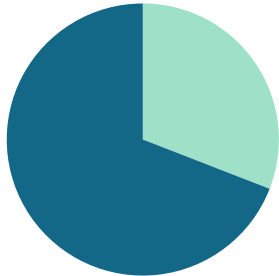
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

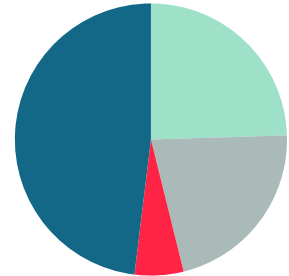


Inventory
 New Listings
72 = 30.90%
 Start Inventory
161
 Total Inventory Units
233
 Volume
\$80,797,400

Market Activity

Closed Sales
76 = 24.52%
 Pending Sales
67 = 21.61%
 Other Off Market
18 = 5.81%
 Active Inventory
149 = 48.06%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	43	76	76.74%	93	154	65.59%
Pending Sales	64	67	4.69%	137	148	8.03%
New Listings	76	72	-5.26%	172	160	-6.98%
Average List Price	147,958	165,967	12.17%	162,093	189,635	16.99%
Average Sale Price	139,023	158,804	14.23%	154,808	180,695	16.72%
Average Percent of Selling Price to List Price	93.51%	93.88%	0.39%	94.15%	94.41%	0.28%
Average Days on Market to Sale	30.28	54.45	79.82%	27.68	47.94	73.22%
Monthly Inventory	205	149	-27.32%	205	149	-27.32%
Months Supply of Inventory	3.87	1.72	-55.62%	3.87	1.72	-55.62%

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

Inventory on February 28, 2022 = **149** 2021 2022

FEBRUARY MARKET

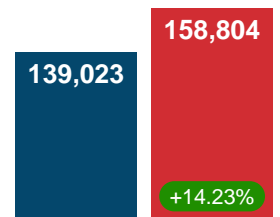
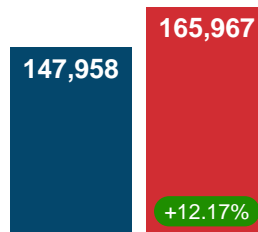
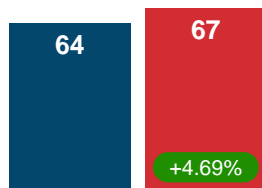
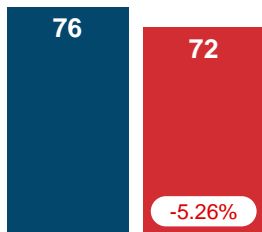
AVERAGE PRICES

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

