

March 2022



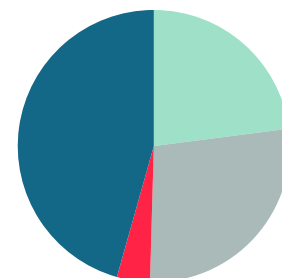
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	82	76	-7.32%
Pending Listings	102	91	-10.78%
New Listings	100	105	5.00%
Median List Price	177,000	167,250	-5.51%
Median Sale Price	168,000	168,250	0.15%
Median Percent of Selling Price to List Price	97.32%	97.97%	0.67%
Median Days on Market to Sale	17.00	11.50	-32.35%
End of Month Inventory	183	151	-17.49%
Months Supply of Inventory	3.31	1.75	-47.09%



■ Closed (22.96%)
■ Pending (27.49%)
■ Other OffMarket (3.93%)
■ Active (45.62%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of March 31, 2022 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **17.49%** to 151 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **1.75** 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 **0.15%** in March 2022 to \$168,250 versus the previous year at \$168,000.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 5.50 days or **32.35%** in March 2022 compared to last year's same month at **17.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 105 New Listings in March 2022, up **5.00%** from last year at 100. Furthermore, there were 76 Closed Listings this month versus last year at 82, a **-7.32%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, March 2021, at **82.0%**, a **11.73%** downswing. This will certainly create pressure on a decreasing Month's 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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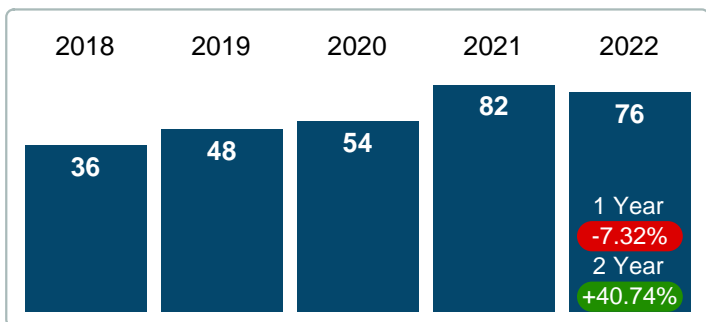
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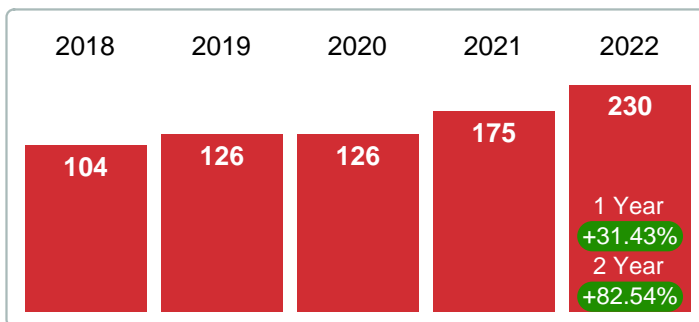
CLOSED LISTINGS

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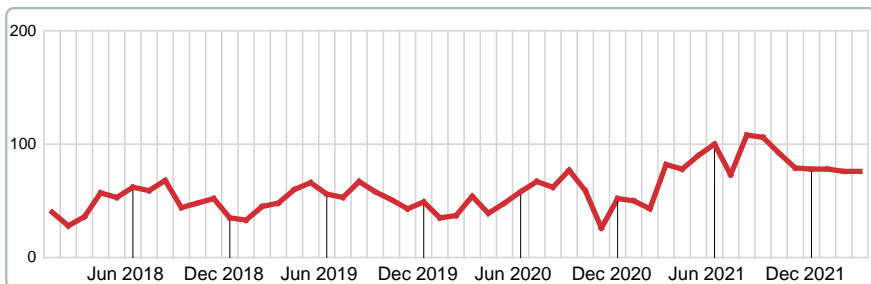
MARCH



YEAR TO DATE (YTD)

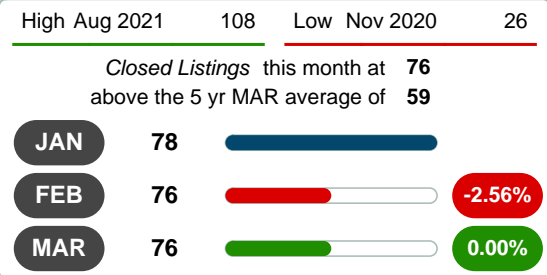


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.95%	5.0	2	1	0	0
\$25,001 - \$75,000	15	19.74%	6.0	6	8	1	0
\$75,001 - \$125,000	10	13.16%	11.5	3	6	1	0
\$125,001 - \$200,000	19	25.00%	13.0	3	14	2	0
\$200,001 - \$275,000	10	13.16%	21.0	0	6	4	0
\$275,001 - \$475,000	12	15.79%	13.0	1	8	3	0
\$475,001 and up	7	9.21%	39.0	0	4	1	2
Total Closed Units	76			15	47	12	2
Total Closed Volume	16,814,400	100%	11.5	1.39M	10.93M	2.73M	1.77M
Median Closed Price	\$168,250			\$75,000	\$176,000	\$223,000	\$882,500

March 2022



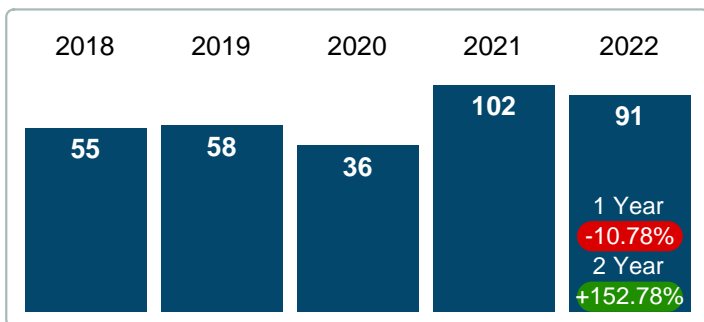
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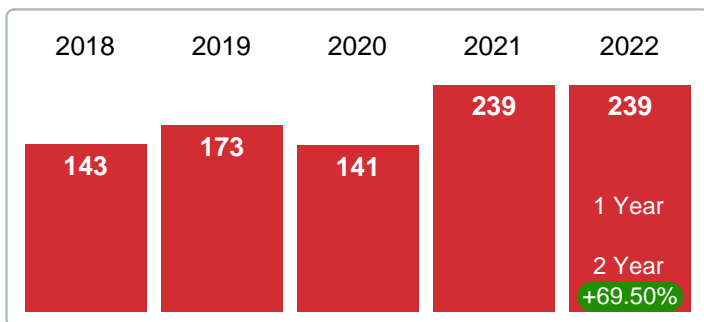
PENDING LISTINGS

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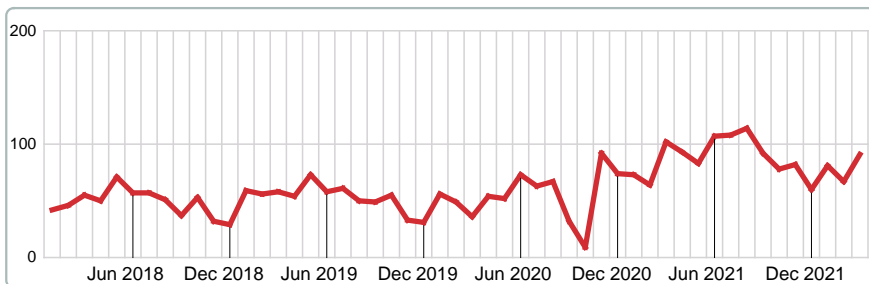
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

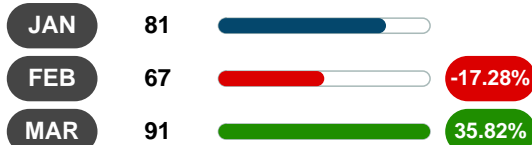


3 MONTHS

5 year MAR AVG = 68

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 91 above the 5 yr MAR average of 68



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.79%	10.5	5	3	0	0
\$50,001 - \$100,000	10	10.99%	8.0	5	4	1	0
\$100,001 - \$125,000	7	7.69%	3.0	3	4	0	0
\$125,001 - \$225,000	29	31.87%	9.0	3	21	5	0
\$225,001 - \$325,000	15	16.48%	7.0	1	12	1	1
\$325,001 - \$475,000	13	14.29%	7.0	0	4	6	3
\$475,001 and up	9	9.89%	26.0	1	5	2	1
Total Pending Units	91			18	53	15	5
Total Pending Volume	21,510,499	100%	8.0	2.44M	12.06M	4.72M	2.29M
Median Listing Price	\$189,900			\$77,000	\$189,000	\$349,000	\$339,000

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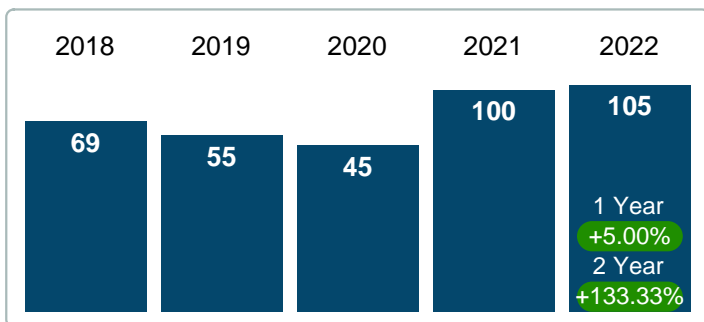
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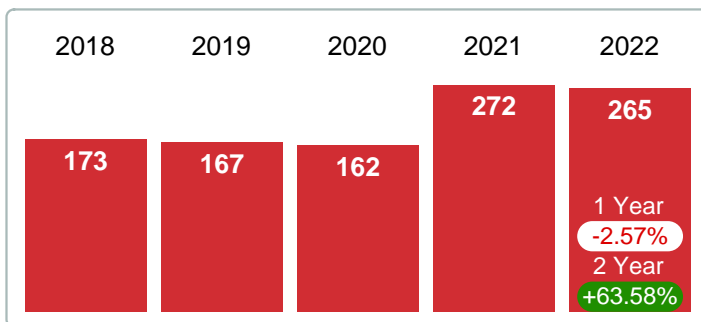
NEW LISTINGS

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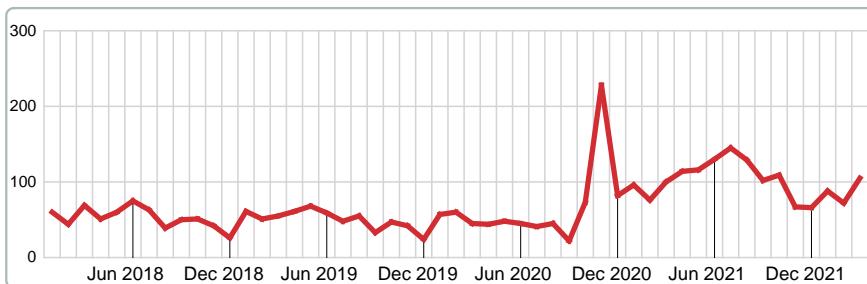
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 75

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **105**
above the 5 yr MAR average of **75**

Month	New Listings	% Change
JAN	88	
FEB	72	-18.18%
MAR	105	45.83%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.62%	5	3	0	0
\$50,001 - \$100,000	15	14.29%	8	4	2	1
\$100,001 - \$150,000	14	13.33%	5	9	0	0
\$150,001 - \$275,000	30	28.57%	3	22	5	0
\$275,001 - \$350,000	13	12.38%	1	6	4	2
\$350,001 - \$550,000	15	14.29%	2	6	5	2
\$550,001 and up	10	9.52%	2	2	4	2
Total New Listed Units	105		26	52	20	7
Total New Listed Volume	28,933,997	100%	6.30M	12.25M	7.33M	3.05M
Median New Listed Listing Price	\$200,000		\$104,500	\$196,250	\$349,500	\$495,000

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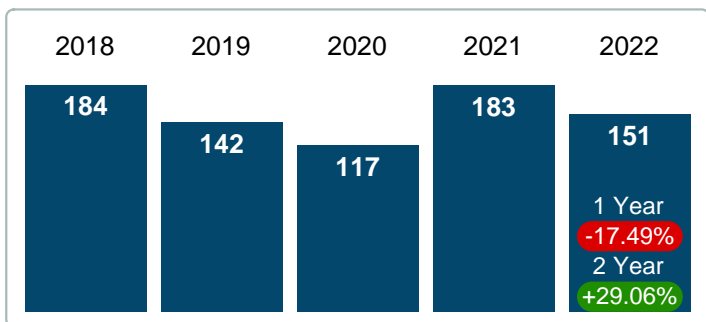
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



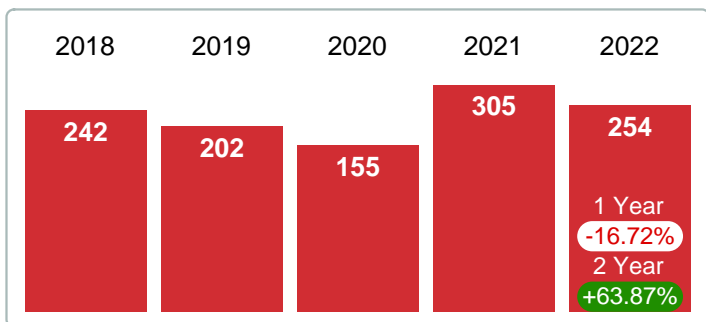
ACTIVE INVENTORY

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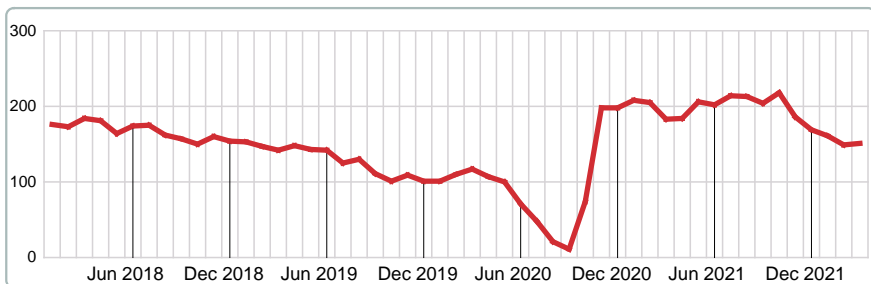
END OF MARCH



ACTIVE DURING MARCH

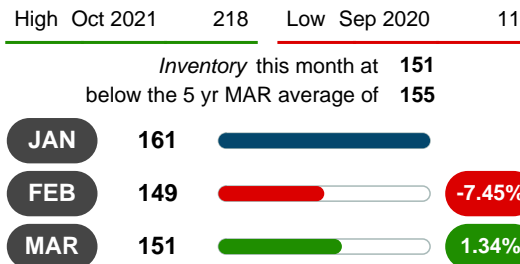


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 155



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	10	6.62%	25.5	5	5	0	0
\$50,001 - \$100,000	23	15.23%	42.0	12	8	1	2
\$100,001 - \$150,000	21	13.91%	91.0	6	15	0	0
\$150,001 - \$300,000	40	26.49%	39.0	4	30	5	1
\$300,001 - \$475,000	21	13.91%	64.0	4	10	6	1
\$475,001 - \$750,000	21	13.91%	33.0	1	6	7	7
\$750,001 and up	15	9.93%	131.0	1	4	8	2
Total Active Inventory by Units	151			33	78	27	13
Total Active Inventory by Volume	60,349,348	100%	55.0	7.45M	23.35M	21.51M	8.04M
Median Active Inventory Listing Price	\$200,000			\$99,000	\$179,900	\$529,000	\$549,000

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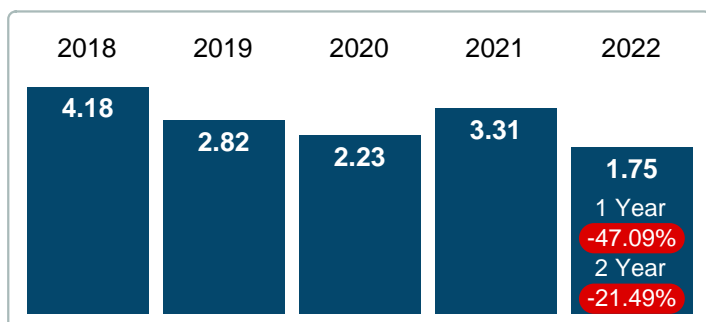
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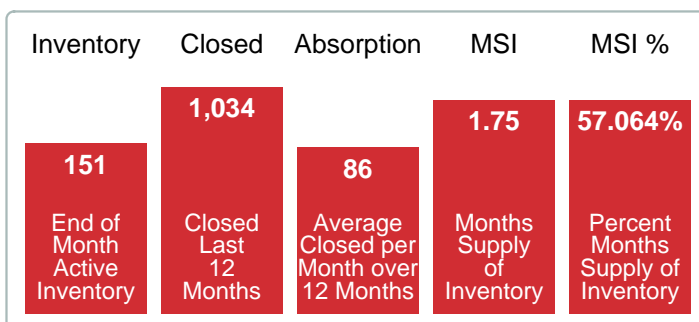
MONTHS SUPPLY of INVENTORY (MSI)

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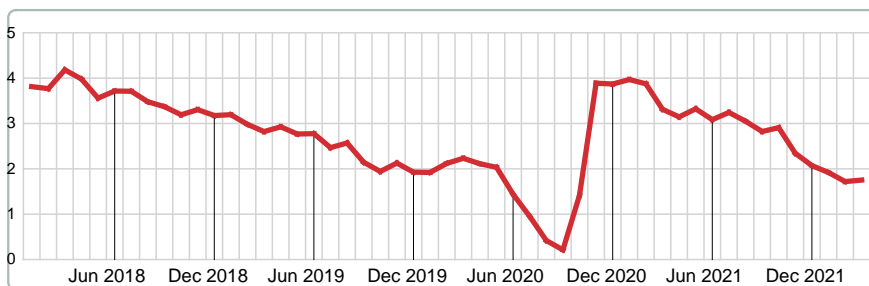
MSI FOR MARCH



INDICATORS FOR MARCH 2022

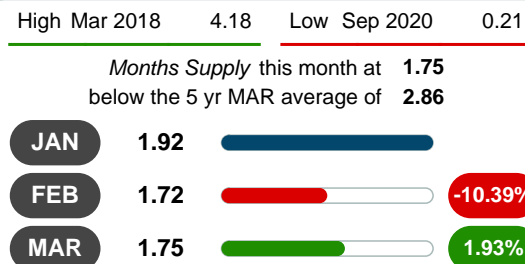


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.86



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	10	6.62%	1.35	1.09	2.00	0.00	0.00
\$50,001 - \$100,000	23	15.23%	1.59	1.89	1.09	1.50	12.00
\$100,001 - \$150,000	21	13.91%	1.31	1.60	1.50	0.00	0.00
\$150,001 - \$300,000	40	26.49%	1.19	1.45	1.37	0.62	1.33
\$300,001 - \$475,000	21	13.91%	2.03	4.36	2.18	1.47	1.33
\$475,001 - \$750,000	21	13.91%	6.63	12.00	6.00	4.42	14.00
\$750,001 and up	15	9.93%	12.86	4.00	12.00	32.00	6.00
Market Supply of Inventory (MSI)			1.75	1.77	1.64	1.58	4.73
Total Active Inventory by Units		100%	151	33	78	27	13

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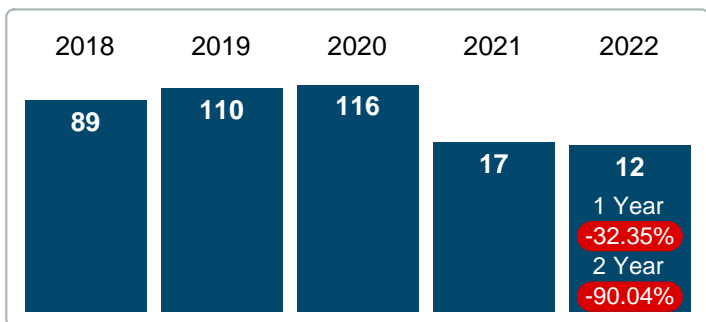
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



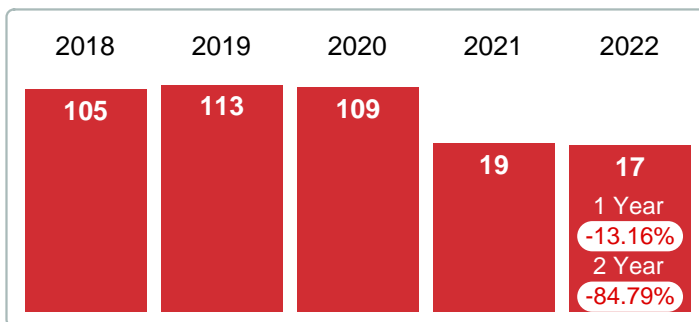
MEDIAN DAYS ON MARKET TO SALE

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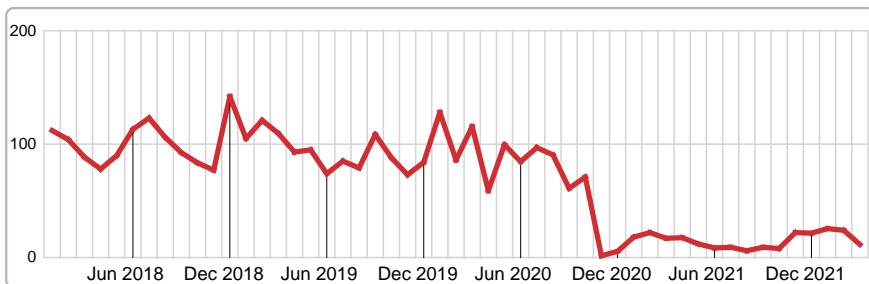
MARCH



YEAR TO DATE (YTD)

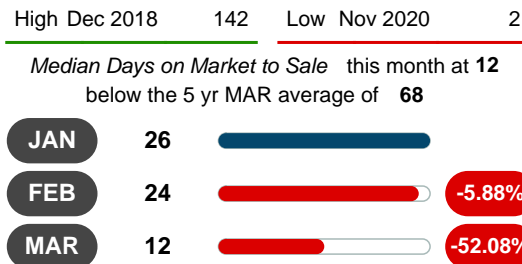


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 68



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
\$25,000 and less	3.95%	5	3	256	0	0
\$25,001 - \$75,000	19.74%	6	2	8	16	0
\$75,001 - \$125,000	13.16%	12	17	12	10	0
\$125,001 - \$200,000	25.00%	13	6	14	51	0
\$200,001 - \$275,000	13.16%	21	0	40	9	0
\$275,001 - \$475,000	15.79%	13	17	26	9	0
\$475,001 and up	9.21%	39	0	36	1	101
Median Closed DOM		12	5	14	9	101
Total Closed Units	100%	11.5	15	47	12	2
Total Closed Volume		16,814,400	1.39M	10.93M	2.73M	1.77M

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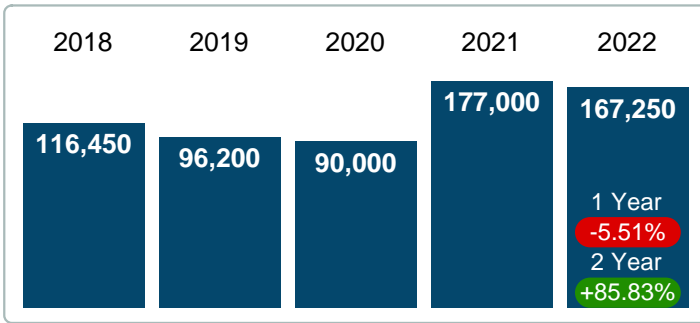
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



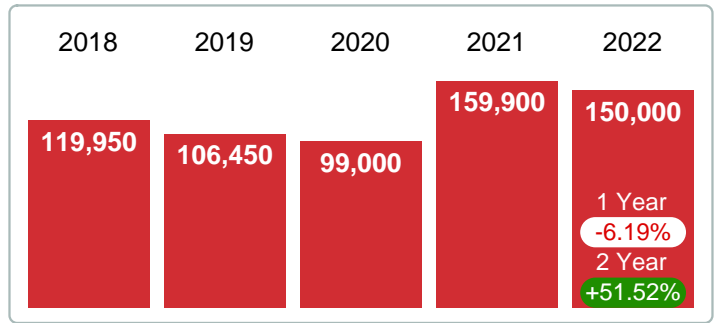
MEDIAN LIST PRICE AT CLOSING

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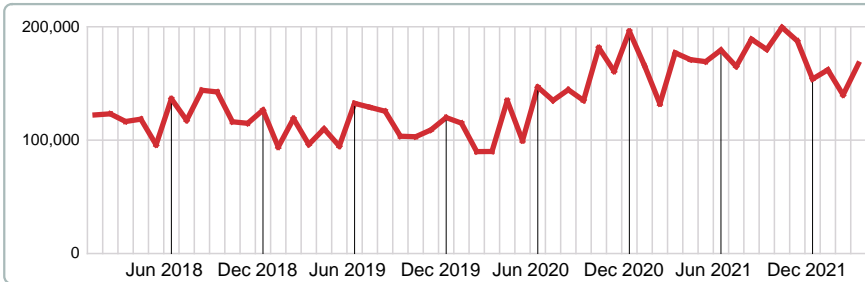
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

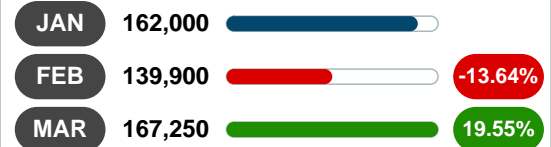


3 MONTHS

5 year MAR AVG = 129,380

High Oct 2021 199,450 Low Feb 2020 89,900

Median List Price at Closing this month at **167,250**
above the 5 yr MAR average of **129,380**



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
\$25,000 and less	2	2.63%	17,500	10,000	25,000	0	0
\$25,001 - \$75,000	8	10.53%	45,000	45,000	49,900	0	0
\$75,001 - \$125,000	19	25.00%	89,900	87,450	89,900	90,000	0
\$125,001 - \$200,000	20	26.32%	172,250	171,750	175,000	159,000	0
\$200,001 - \$275,000	7	9.21%	249,900	0	264,900	227,000	0
\$275,001 - \$475,000	12	15.79%	337,000	325,000	349,900	299,450	0
\$475,001 and up	8	10.53%	763,500	0	675,000	495,000	925,000
Median List Price			167,250	82,000	175,900	227,000	925,000
Total Closed Units		100%	167,250	15	47	12	2
Total Closed Volume			17,450,399	1.47M	11.27M	2.86M	1.85M

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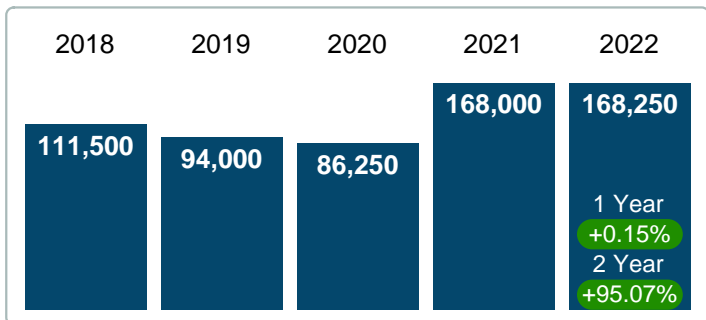
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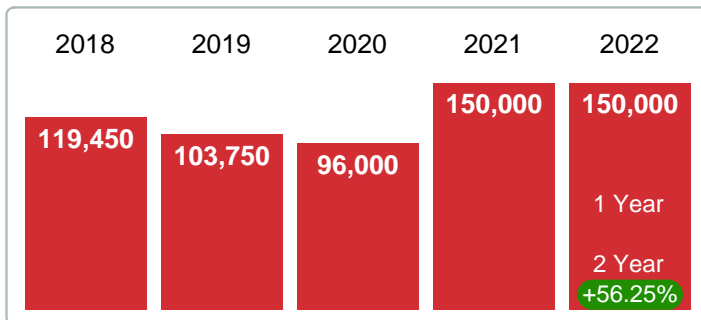
MEDIAN SOLD PRICE AT CLOSING

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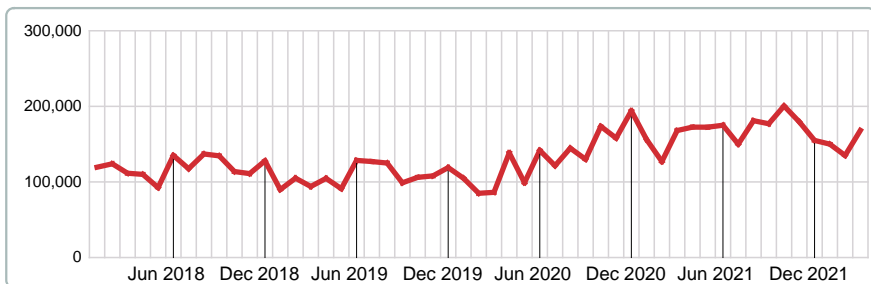
MARCH



YEAR TO DATE (YTD)

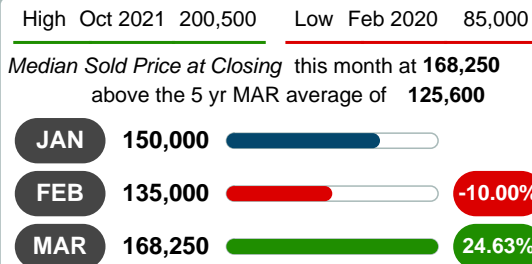


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 125,600



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
\$25,000 and less	3.95%	22,600	16,000	22,600	0	0
\$25,001 - \$75,000	19.74%	65,000	42,500	66,250	65,000	0
\$75,001 - \$125,000	13.16%	95,950	89,900	108,500	85,500	0
\$125,001 - \$200,000	25.00%	166,500	142,000	172,500	144,750	0
\$200,001 - \$275,000	13.16%	235,000	0	242,500	223,000	0
\$275,001 - \$475,000	15.79%	331,000	300,000	390,000	299,900	0
\$475,001 and up	9.21%	800,000	0	712,500	495,000	882,500
Median Sold Price		168,250	75,000	176,000	223,000	882,500
Total Closed Units	100%	76	15	47	12	2
Total Closed Volume		16,814,400	1.39M	10.93M	2.73M	1.77M

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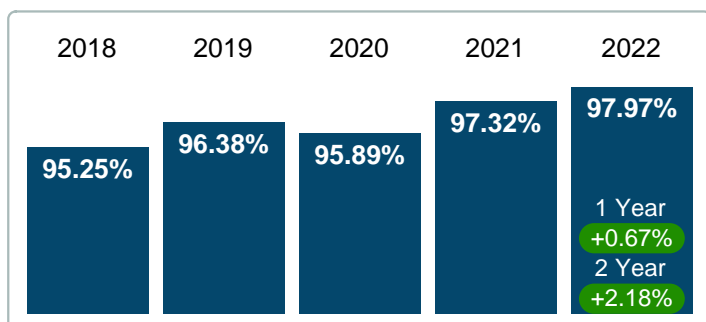
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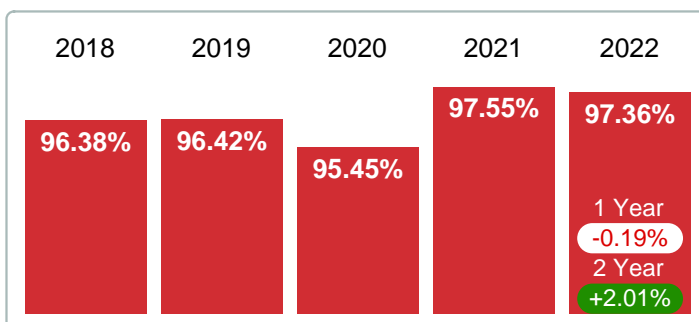
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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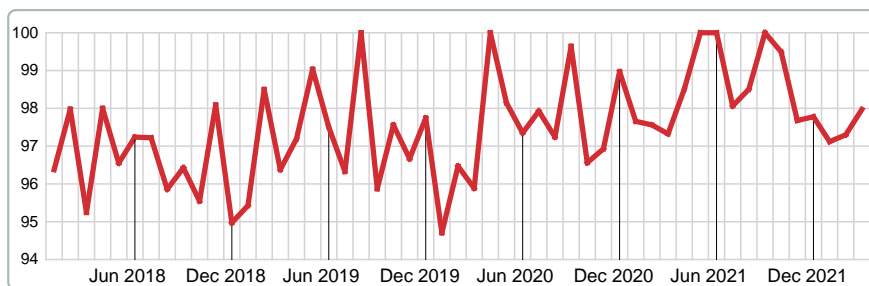
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

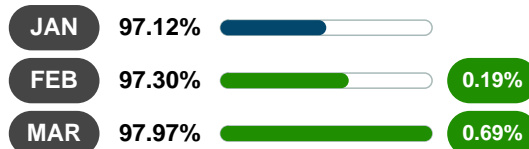


3 MONTHS

5 year MAR AVG = 96.56%

High Sep 2021 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **97.97%**
above the 5 yr MAR average of **96.56%**



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
\$25,000 and less	3	3.95%	70.00%	61.60%	90.40%	0.00%	0.00%
\$25,001 - \$75,000	15	19.74%	90.32%	95.73%	88.71%	81.25%	0.00%
\$75,001 - \$125,000	10	13.16%	99.00%	100.00%	99.00%	85.50%	0.00%
\$125,001 - \$200,000	19	25.00%	100.00%	100.00%	100.00%	98.11%	0.00%
\$200,001 - \$275,000	10	13.16%	99.16%	0.00%	99.16%	98.40%	0.00%
\$275,001 - \$475,000	12	15.79%	97.70%	92.31%	99.21%	96.99%	0.00%
\$475,001 and up	7	9.21%	93.90%	0.00%	93.60%	100.00%	95.58%
Median Sold/List Ratio		97.97%		95.65%	98.23%	96.61%	95.58%
Total Closed Units		76	100%	15	47	12	2
Total Closed Volume		16,814,400		1.39M	10.93M	2.73M	1.77M

March 2022



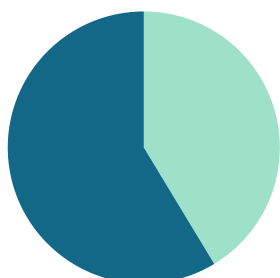
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

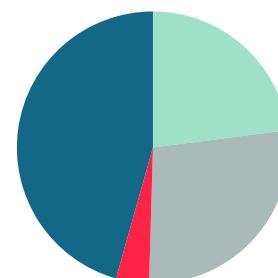


Inventory
 New Listings
105 = 41.34%
 Start Inventory
149
 Total Inventory Units
254
 Volume
\$90,242,747

Market Activity

Closed Sales
76 = 22.96%
 Pending Sales
91 = 27.49%
 Other Off Market
13 = 3.93%
 Active Inventory
151 = 45.62%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	82	76	-7.32%	175	230	31.43%
Pending Sales	102	91	-10.78%	239	239	0.00%
New Listings	100	105	5.00%	272	265	-2.57%
Median List Price	177,000	167,250	-5.51%	159,900	150,000	-6.19%
Median Sale Price	168,000	168,250	0.15%	150,000	150,000	0.00%
Median Percent of Selling Price to List Price	97.32%	97.97%	0.67%	97.55%	97.36%	-0.19%
Median Days on Market to Sale	17.00	11.50	-32.35%	19.00	16.50	-13.16%
Monthly Inventory	183	151	-17.49%	183	151	-17.49%
Months Supply of Inventory	3.31	1.75	-47.09%	3.31	1.75	-47.09%

Absorption: Last 12 months, an Average of **86** Sales/Month

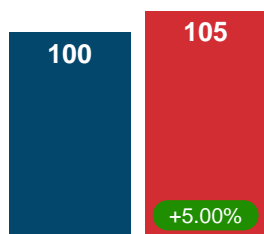
Inventory on March 31, 2022 = **151**

2021 **2022**

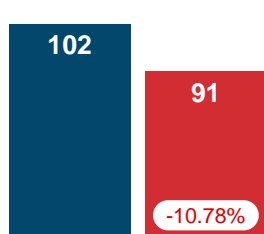
MARCH MARKET

MEDIAN PRICES

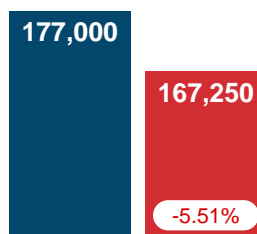
New Listings



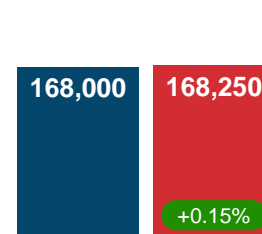
Pending Listings



List Price



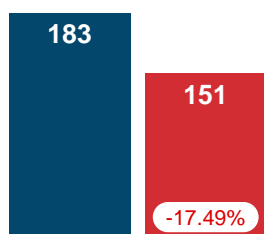
Sale Price



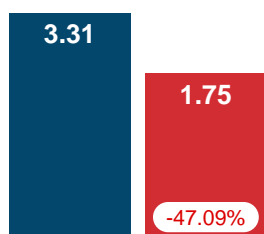
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

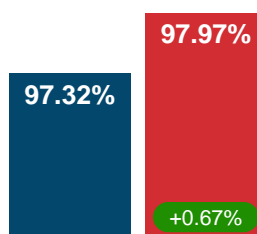
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

