

April 2023



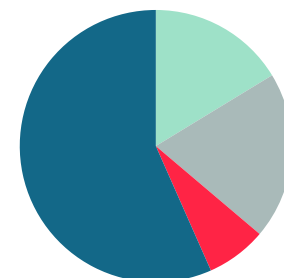
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	92	59	-35.87%
Pending Listings	82	72	-12.20%
New Listings	102	98	-3.92%
Average List Price	201,187	171,797	-14.61%
Average Sale Price	197,860	163,379	-17.43%
Average Percent of Selling Price to List Price	98.53%	92.90%	-5.71%
Average Days on Market to Sale	29.79	34.54	15.94%
End of Month Inventory	153	205	33.99%
Months Supply of Inventory	1.75	3.20	82.84%



■ Closed (16.30%)
■ Pending (19.89%)
■ Other OffMarket (7.18%)
■ Active (56.63%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of April 30, 2023 = **205**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **33.99%** to 205 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 **3.20** 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 **17.43%** in April 2023 to \$163,379 versus the previous year at \$197,860.

Average Days on Market Lengthens

The average number of **34.54** days that homes spent on the market before selling increased by 4.75 days or **15.94%** in April 2023 compared to last year's same month at **29.79** DOM.

Sales Success for April 2023 is Positive

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

There were 98 New Listings in April 2023, down **3.92%** from last year at 102. Furthermore, there were 59 Closed Listings this month versus last year at 92, a **-35.87%** decrease.

Closed versus Listed trends yielded a **60.2%** ratio, down from previous year's, April 2022, at **90.2%**, a **33.25%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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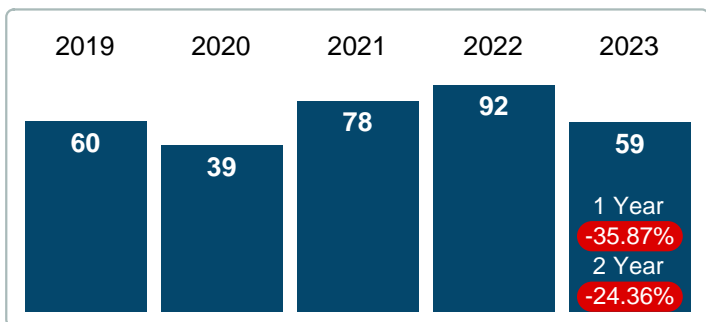
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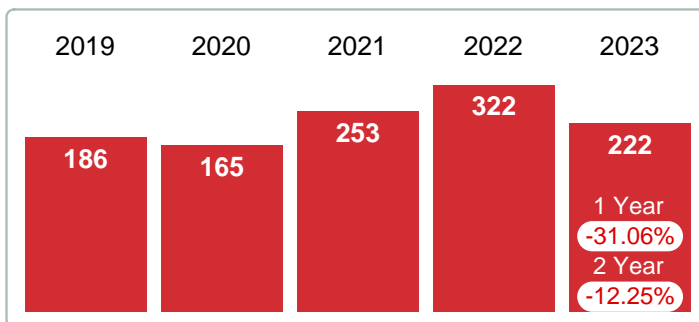
CLOSED LISTINGS

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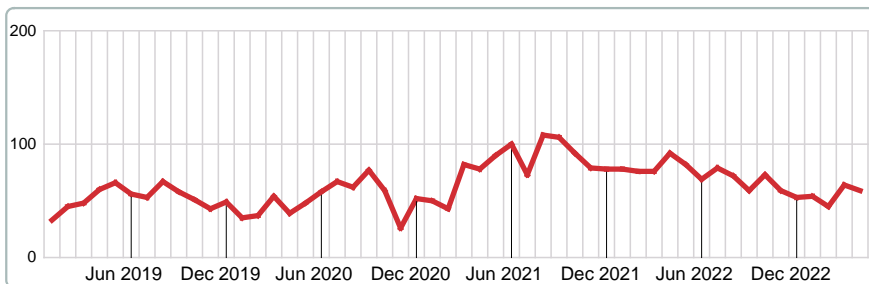
APRIL



YEAR TO DATE (YTD)

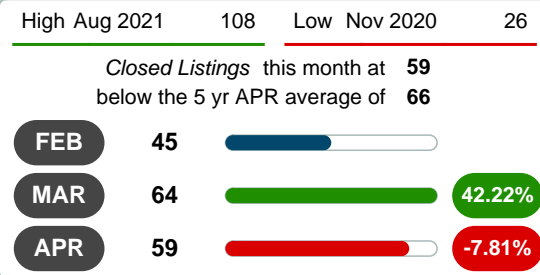


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.69%	59.0	1	0	0	0
\$25,001 - \$75,000	10	16.95%	33.1	6	2	1	1
\$75,001 - \$100,000	6	10.17%	54.2	5	0	1	0
\$100,001 - \$150,000	15	25.42%	36.1	6	5	3	1
\$150,001 - \$200,000	11	18.64%	25.7	4	5	2	0
\$200,001 - \$325,000	11	18.64%	34.3	0	10	1	0
\$325,001 and up	5	8.47%	24.2	0	3	2	0
Total Closed Units	59			22	25	10	2
Total Closed Volume	9,639,349	100%	34.5	2.10M	5.38M	2.01M	157.33K
Average Closed Price	\$163,379			\$95,352	\$215,139	\$200,580	\$78,667

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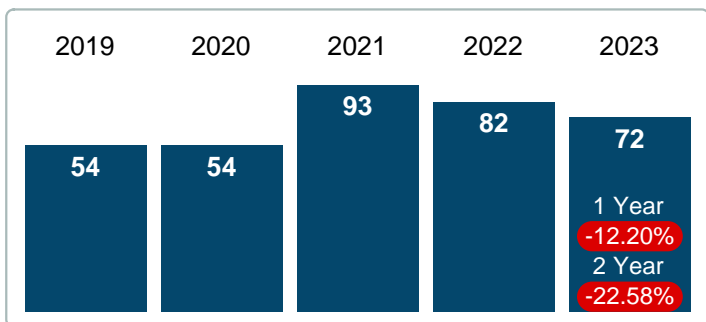
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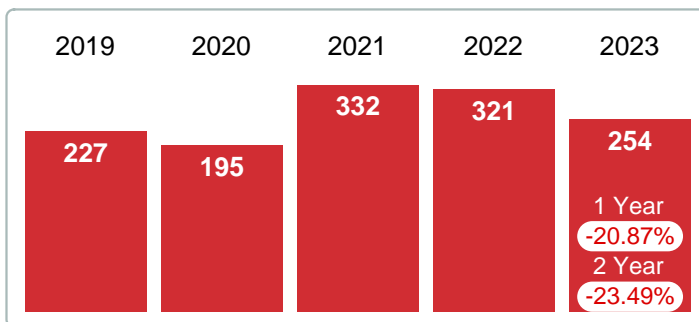
PENDING LISTINGS

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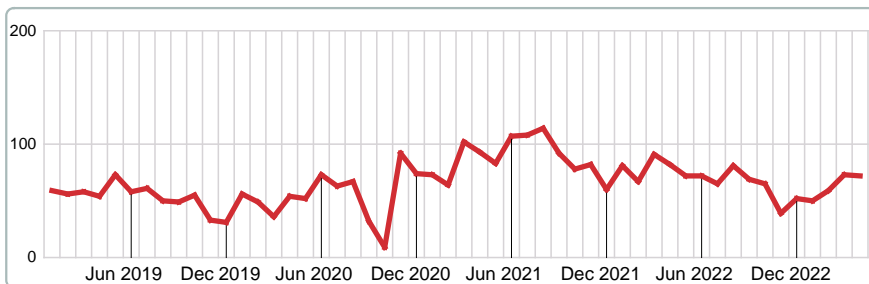
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 72 above the 5 yr APR average of 71



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	6	8.33%	144.3	5	1	0	0
\$75,001 - \$125,000	12	16.67%	37.7	6	4	2	0
\$125,001 - \$150,000	6	8.33%	33.5	2	2	2	0
\$150,001 - \$250,000	21	29.17%	43.4	2	15	4	0
\$250,001 - \$325,000	8	11.11%	23.0	0	5	3	0
\$325,001 - \$425,000	12	16.67%	38.3	0	7	4	1
\$425,001 and up	7	9.72%	53.6	0	3	4	0
Total Pending Units	72			15	37	19	1
Total Pending Volume	18,212,499	100%	46.9	1.51M	10.42M	5.94M	349.00K
Average Listing Price	\$255,103			\$100,447	\$281,530	\$312,642	\$349,000

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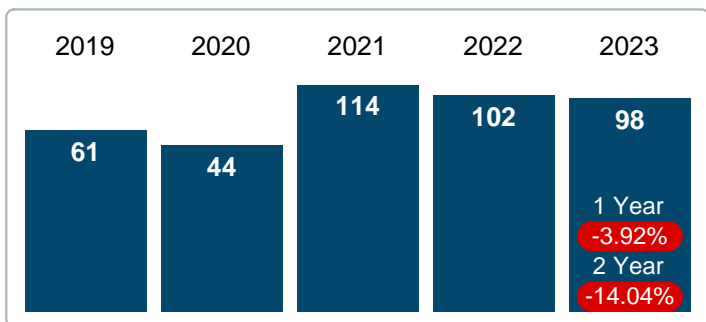
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



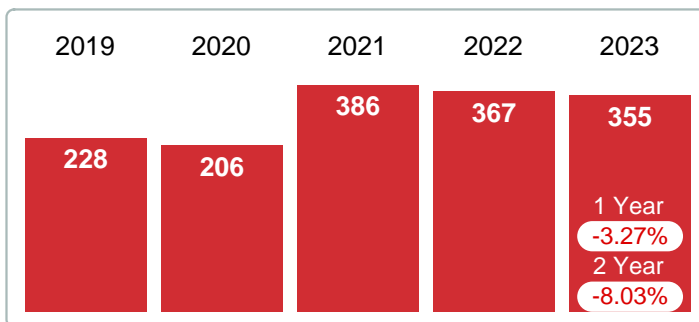
NEW LISTINGS

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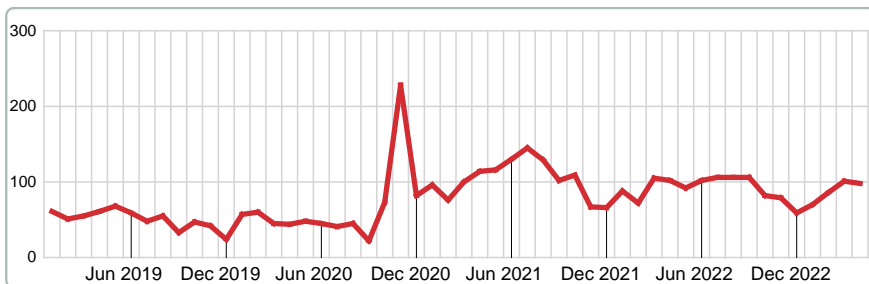
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 84

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 98 above the 5 yr APR average of 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 - \$150,000	13	13.27%	4	8	1	0
\$150,001 - \$275,000	29	29.59%	1	22	3	3
\$275,001 - \$325,000	13	13.27%	2	7	3	1
\$325,001 - \$450,000	18	18.37%	2	11	4	1
\$450,001 and up	8	8.16%	0	4	2	2
Total New Listed Units	98		16	59	16	7
Total New Listed Volume	26,393,597	100%	2.72M	16.34M	4.92M	2.41M
Average New Listed Listing Price	\$254,900		\$169,731	\$276,963	\$307,731	\$344,771

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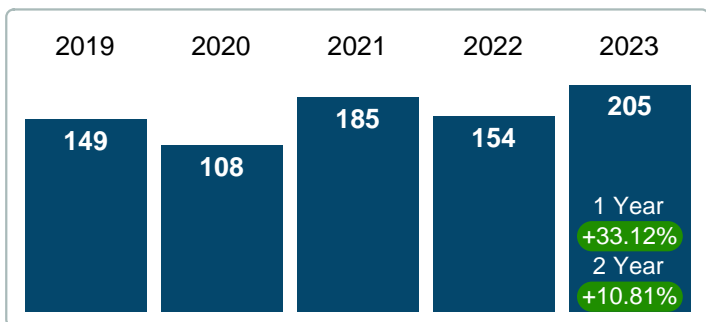
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



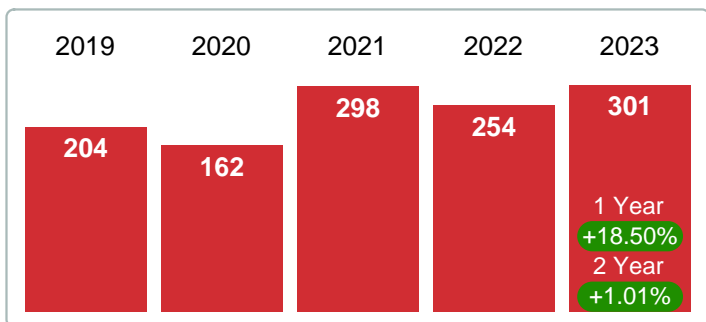
ACTIVE INVENTORY

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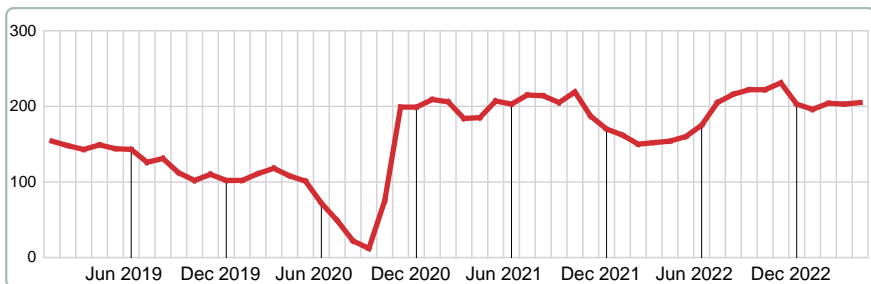
END OF APRIL



ACTIVE DURING APRIL

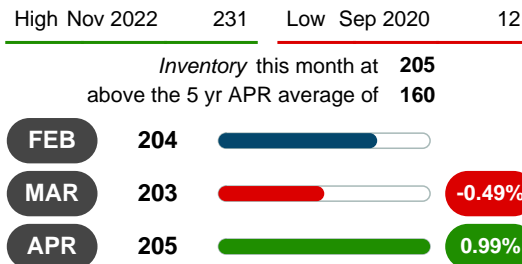


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 160



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	20	9.76%	99.8	10	6	4	0
\$75,001 - \$100,000	15	7.32%	58.6	8	6	1	0
\$100,001 - \$150,000	34	16.59%	72.0	15	19	0	0
\$150,001 - \$275,000	54	26.34%	64.0	7	39	5	3
\$275,001 - \$375,000	36	17.56%	73.4	4	17	12	3
\$375,001 - \$675,000	25	12.20%	75.0	3	11	9	2
\$675,001 and up	21	10.24%	95.0	2	10	4	5
Total Active Inventory by Units	205			49	108	35	13
Total Active Inventory by Volume	67,000,594	100%	74.6	8.96M	35.89M	13.88M	8.27M
Average Active Inventory Listing Price	\$326,832			\$182,890	\$332,277	\$396,689	\$636,077

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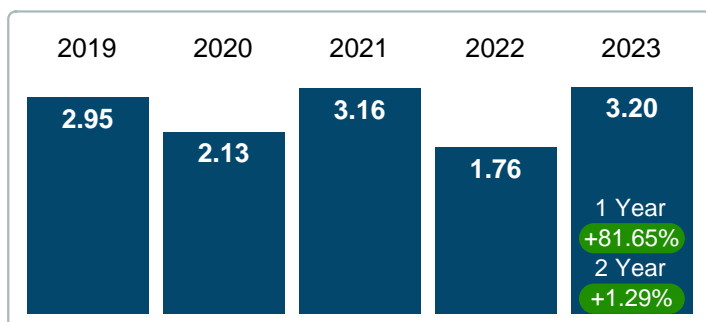
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



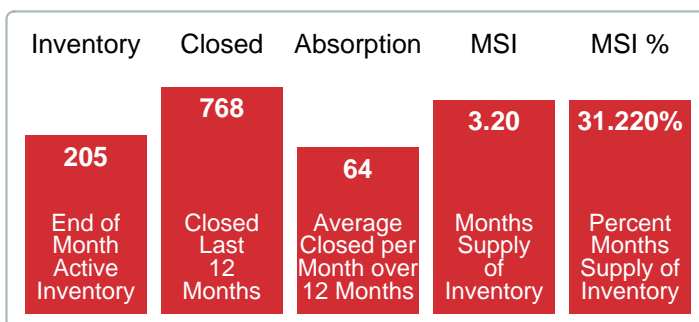
MONTHS SUPPLY of INVENTORY (MSI)

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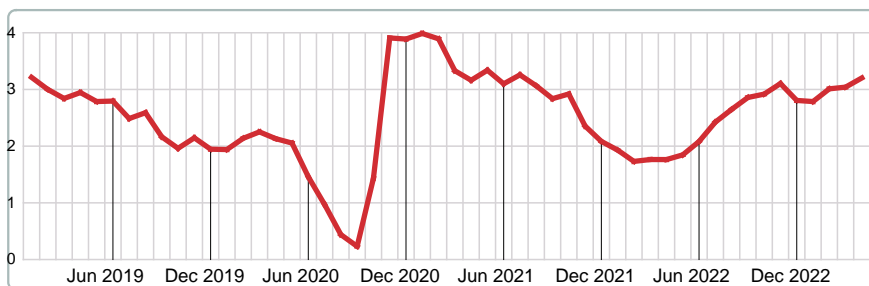
MSI FOR APRIL



INDICATORS FOR APRIL 2023



5 YEAR MARKET ACTIVITY TRENDS

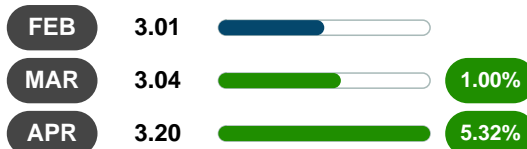


3 MONTHS

5 year APR AVG = 2.64

High Jan 2021 3.99 Low Sep 2020 0.23

Months Supply this month at **3.20**
above the 5 yr APR average of **2.64**



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	20	9.76%	1.97	1.56	1.85	9.60	0.00
\$75,001 - \$100,000	15	7.32%	3.53	3.20	4.80	2.40	0.00
\$100,001 - \$150,000	34	16.59%	2.70	3.53	2.65	0.00	0.00
\$150,001 - \$275,000	54	26.34%	2.24	2.71	2.39	1.02	12.00
\$275,001 - \$375,000	36	17.56%	5.68	9.60	4.34	6.86	12.00
\$375,001 - \$675,000	25	12.20%	4.48	7.20	4.55	4.00	4.00
\$675,001 and up	21	10.24%	21.00	0.00	24.00	12.00	20.00
Market Supply of Inventory (MSI)			3.20	2.95	3.11	3.16	8.21
Total Active Inventory by Units		100%	3.20	49	108	35	13

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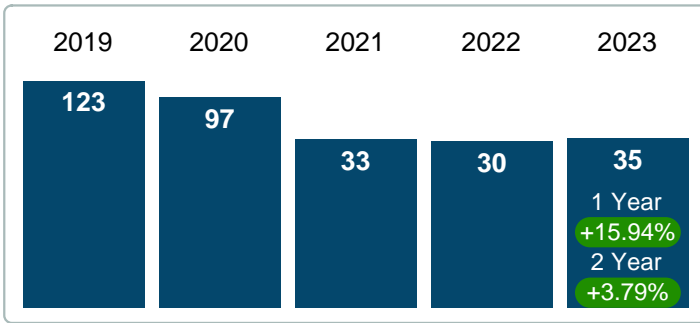
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



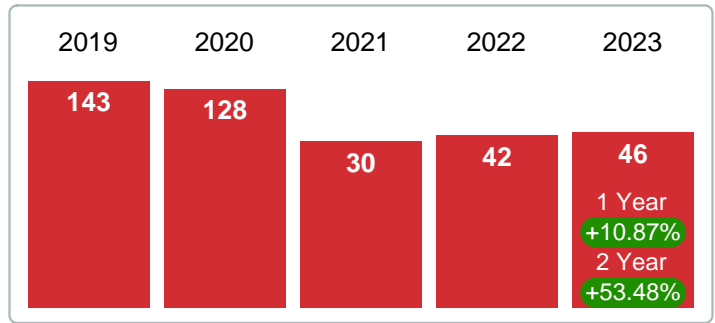
AVERAGE DAYS ON MARKET TO SALE

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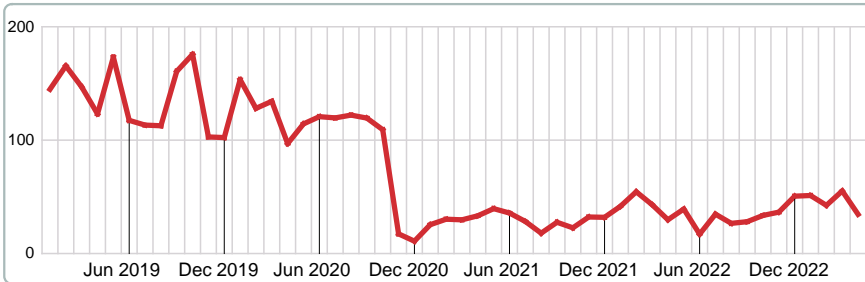
APRIL



YEAR TO DATE (YTD)

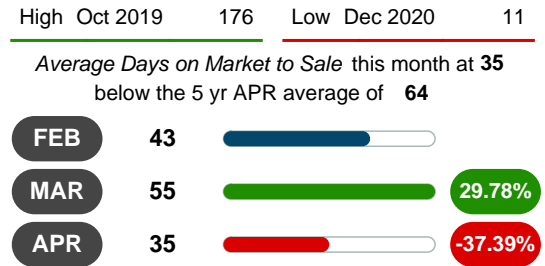


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 64



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1.69%	59	59	0	0	0
\$25,001 - \$75,000	16.95%	33	32	45	43	9
\$75,001 - \$100,000	10.17%	54	62	0	17	0
\$100,001 - \$150,000	25.42%	36	44	36	10	67
\$150,001 - \$200,000	18.64%	26	23	30	22	0
\$200,001 - \$325,000	18.64%	34	0	35	26	0
\$325,001 and up	8.47%	24	0	11	45	0
Average Closed DOM		35	41	32	25	38
Total Closed Units	100%	35	22	25	10	2
Total Closed Volume		9,639,349	2.10M	5.38M	2.01M	157.33K

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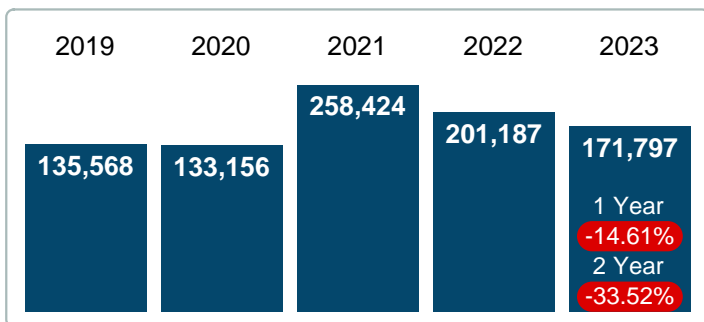
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



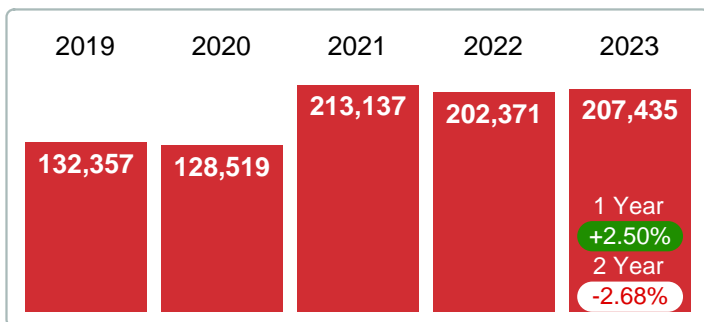
AVERAGE LIST PRICE AT CLOSING

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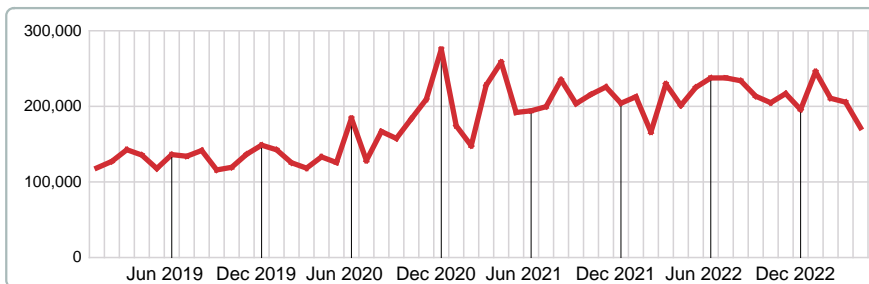
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

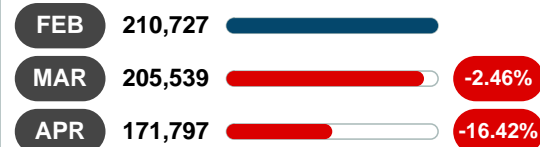


3 MONTHS

5 year APR AVG = 180,026

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

Average List Price at Closing this month at **171,797**
below the 5 yr APR average of **180,026**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1.69%	16,500	16,500	0	0	0
\$25,001 - \$75,000	13.56%	46,738	56,000	37,450	150,000	45,000
\$75,001 - \$100,000	11.86%	90,914	91,080	0	125,000	0
\$100,001 - \$150,000	25.42%	135,093	123,917	141,800	139,300	145,000
\$150,001 - \$200,000	20.34%	173,275	174,350	169,580	184,500	0
\$200,001 - \$325,000	16.95%	247,120	0	255,110	250,000	0
\$325,001 and up	10.17%	422,050	0	445,967	432,250	0
Average List Price		171,797	102,218	220,832	217,640	95,000
Total Closed Units	100%	171,797	22	25	10	2
Total Closed Volume		10,135,998	2.25M	5.52M	2.18M	190.00K

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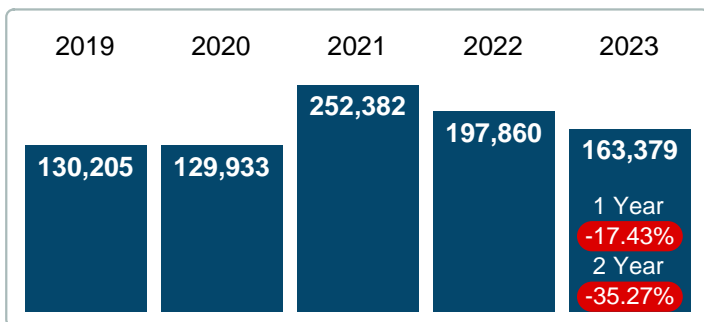
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



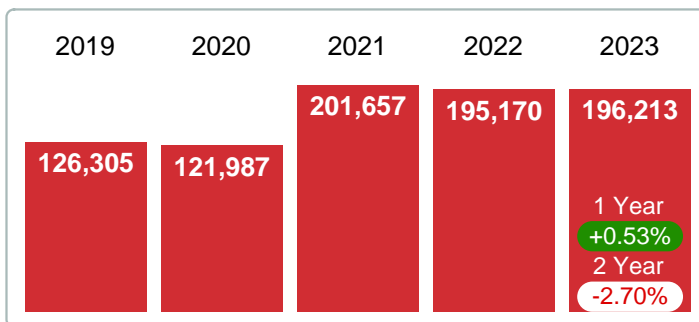
AVERAGE SOLD PRICE AT CLOSING

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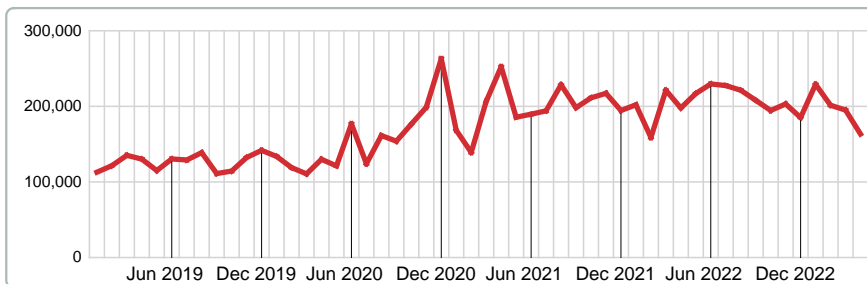
APRIL



YEAR TO DATE (YTD)

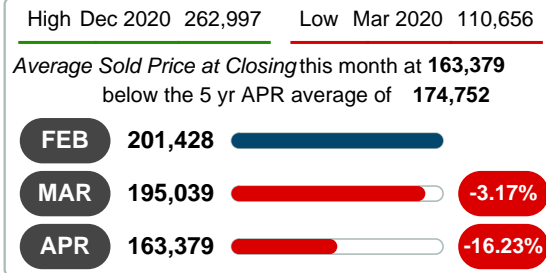


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 174,752



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1.69%	13,000	13,000	0	0	0
\$25,001 - \$75,000	16.95%	43,980	44,039	39,117	70,000	27,333
\$75,001 - \$100,000	10.17%	86,917	84,300	0	100,000	0
\$100,001 - \$150,000	25.42%	127,220	120,333	134,900	127,267	130,000
\$150,001 - \$200,000	18.64%	170,386	169,250	167,650	179,500	0
\$200,001 - \$325,000	18.64%	247,909	0	247,700	250,000	0
\$325,001 and up	8.47%	431,100	0	436,833	422,500	0
Average Sold Price		163,379	95,352	215,139	200,580	78,667
Total Closed Units	100%	163,379	22	25	10	2
Total Closed Volume		9,639,349	2.10M	5.38M	2.01M	157.33K

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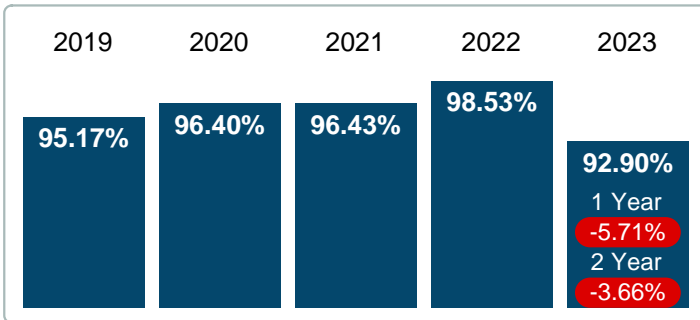
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



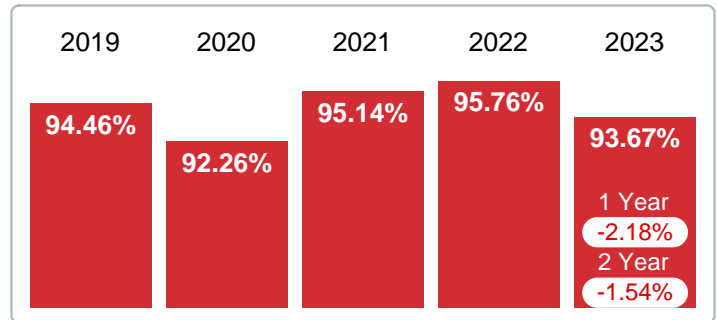
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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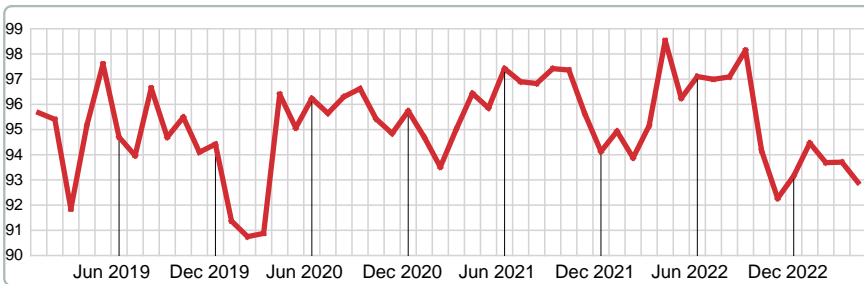
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

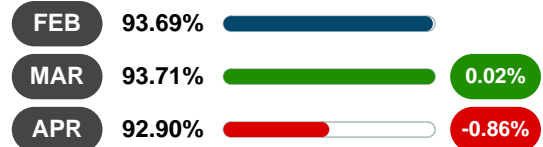


3 MONTHS

5 year APR AVG = 95.89%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **92.90%**
below the 5 yr APR average of **95.89%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.69%	78.79%	78.79%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	10	16.95%	79.30%	79.98%	102.83%	46.67%	60.74%
\$75,001 - \$100,000	6	10.17%	90.50%	92.60%	0.00%	80.00%	0.00%
\$100,001 - \$150,000	15	25.42%	94.98%	97.33%	95.23%	91.66%	89.66%
\$150,001 - \$200,000	11	18.64%	98.02%	97.14%	98.93%	97.50%	0.00%
\$200,001 - \$325,000	11	18.64%	97.54%	0.00%	97.30%	100.00%	0.00%
\$325,001 and up	5	8.47%	98.13%	0.00%	98.36%	97.78%	0.00%
Average Sold/List Ratio		92.90%		90.65%	97.78%	89.22%	75.20%
Total Closed Units		59	100%	22	25	10	2
Total Closed Volume		9,639,349		2.10M	5.38M	2.01M	157.33K

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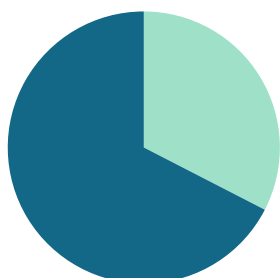
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

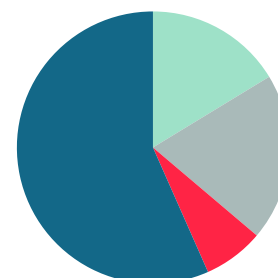


Inventory
 New Listings
98 = 32.56%
 Start Inventory
203
 Total Inventory Units
301
 Volume
\$93,233,143

Market Activity

Closed Sales
59 = 16.30%
 Pending Sales
72 = 19.89%
 Other Off Market
26 = 7.18%
 Active Inventory
205 = 56.63%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	92	59	-35.87%	322	222	-31.06%
Pending Sales	82	72	-12.20%	321	254	-20.87%
New Listings	102	98	-3.92%	367	355	-3.27%
Average List Price	201,187	171,797	-14.61%	202,371	207,435	2.50%
Average Sale Price	197,860	163,379	-17.43%	195,170	196,213	0.53%
Average Percent of Selling Price to List Price	98.53%	92.90%	-5.71%	95.76%	93.67%	-2.18%
Average Days on Market to Sale	29.79	34.54	15.94%	41.62	46.15	10.87%
Monthly Inventory	153	205	33.99%	153	205	33.99%
Months Supply of Inventory	1.75	3.20	82.84%	1.75	3.20	82.84%

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

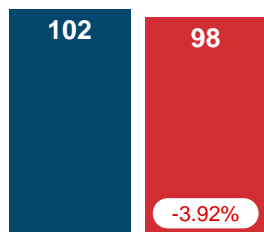
Inventory on April 30, 2023 = **205**

2022 **2023**

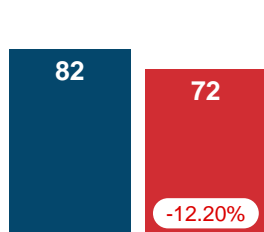
APRIL MARKET

AVERAGE PRICES

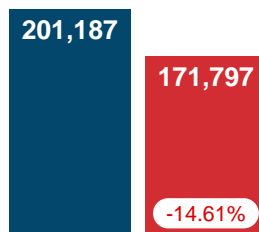
New Listings



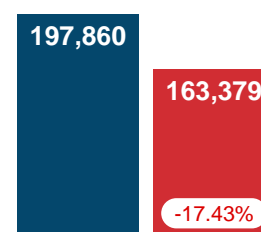
Pending Listings



List Price



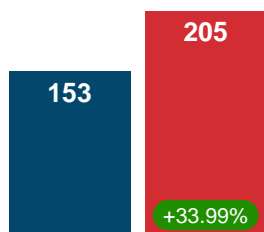
Sale Price



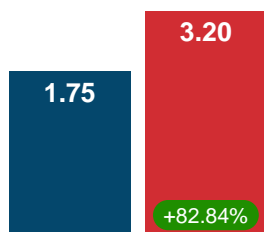
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

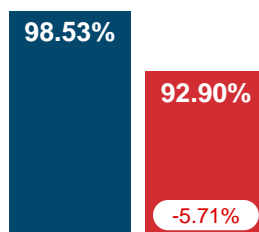
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

