

April 2023



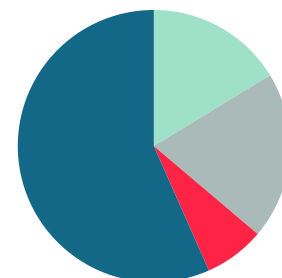
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
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%	96.09%	-3.91%
Median Days on Market to Sale	7.00	15.00	114.29%
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.

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 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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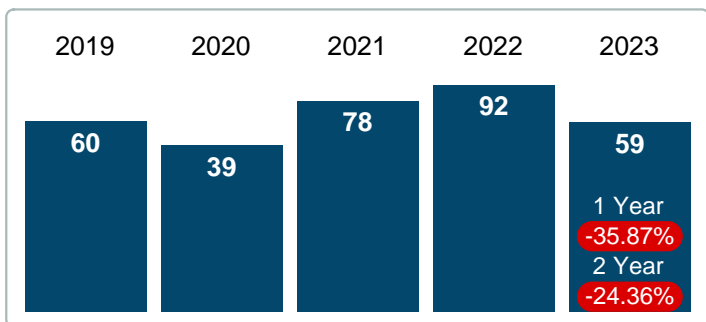
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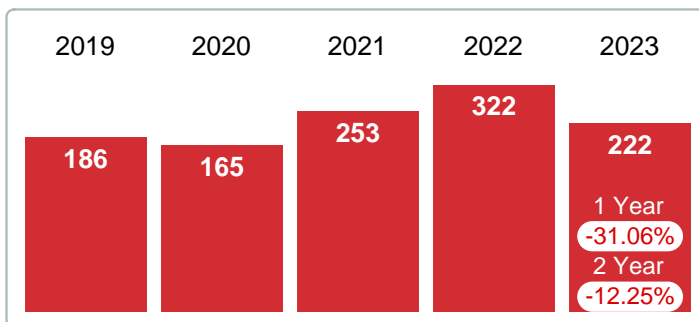
CLOSED LISTINGS

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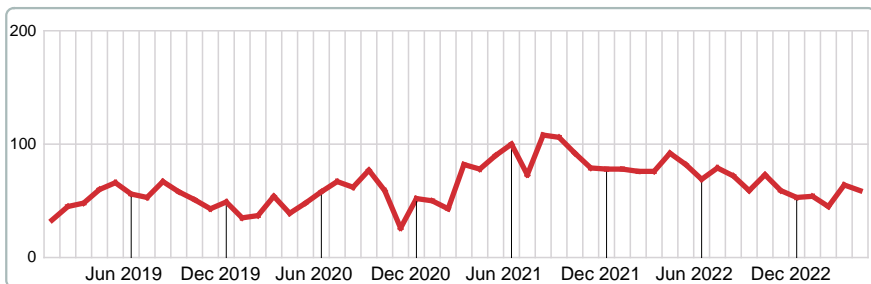
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 66

High Aug 2021 108 | Low Nov 2020 26

Closed Listings this month at **59**
below the 5 yr APR average of **66**

- FEB: 45
- MAR: 64 (42.22%)
- APR: 59 (-7.81%)

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	8.47%	9.0	3	1	0	1
\$30,001 - \$80,000	8	13.56%	31.0	6	1	1	0
\$80,001 - \$120,000	10	16.95%	20.5	5	2	3	0
\$120,001 - \$160,000	11	18.64%	9.0	4	5	1	1
\$160,001 - \$220,000	11	18.64%	23.0	4	5	2	0
\$220,001 - \$320,000	8	13.56%	6.0	0	7	1	0
\$320,001 and up	6	10.17%	15.5	0	4	2	0
Total Closed Units	59			22	25	10	2
Total Closed Volume	9,639,349	100%	15.0	2.10M	5.38M	2.01M	157.33K
Median Closed Price	\$145,000			\$91,250	\$215,000	\$155,950	\$78,667

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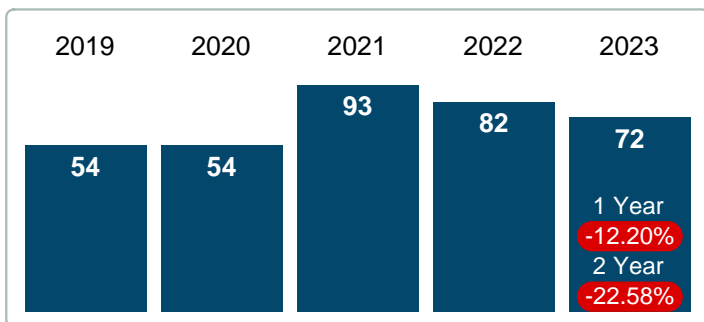
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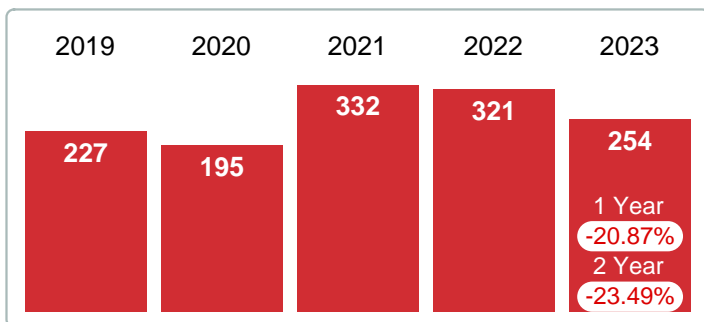
PENDING LISTINGS

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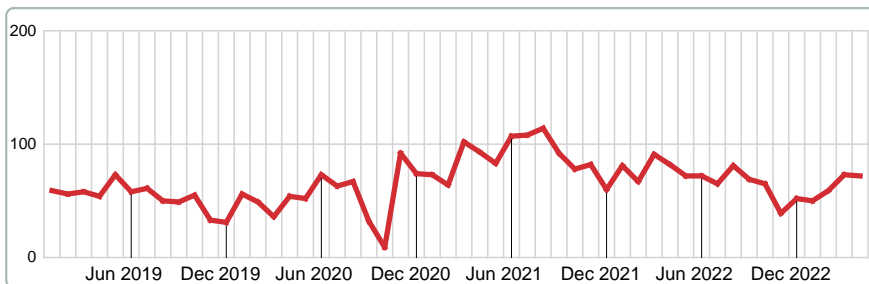
APRIL



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.33%	134.5	5	1	0	0
\$75,001 - \$125,000	12	16.67%	33.5	6	4	2	0
\$125,001 - \$150,000	6	8.33%	24.0	2	2	2	0
\$150,001 - \$250,000	21	29.17%	31.0	2	15	4	0
\$250,001 - \$325,000	8	11.11%	6.0	0	5	3	0
\$325,001 - \$425,000	12	16.67%	10.0	0	7	4	1
\$425,001 and up	7	9.72%	16.0	0	3	4	0
Total Pending Units	72			15	37	19	1
Total Pending Volume	18,212,499	100%	25.0	1.51M	10.42M	5.94M	349.00K
Median Listing Price	\$222,500			\$109,900	\$229,000	\$299,000	\$349,000

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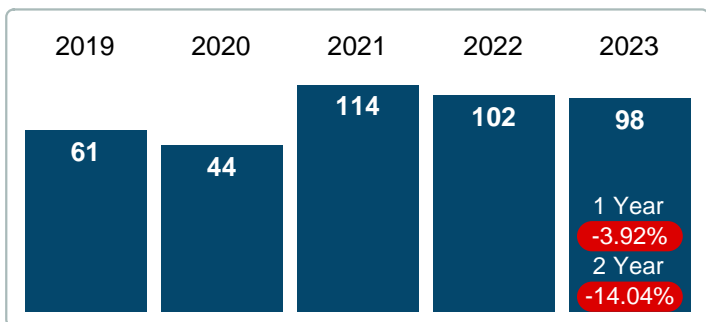
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



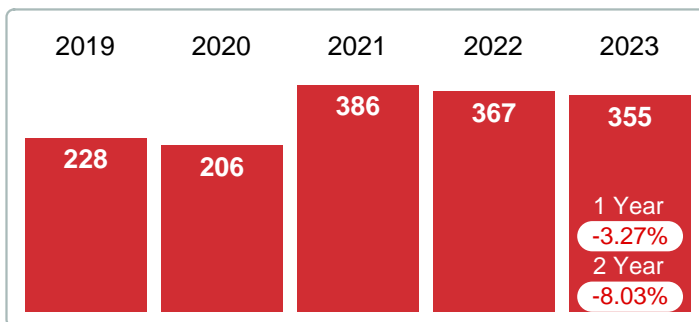
NEW LISTINGS

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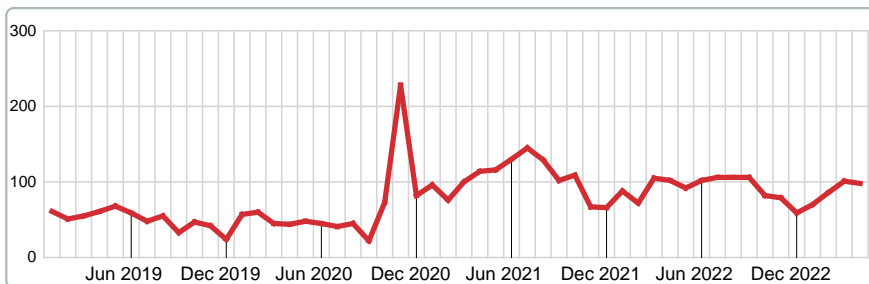
APRIL



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
Median New Listed Listing Price	\$226,750		\$134,000	\$228,500	\$299,450	\$299,900

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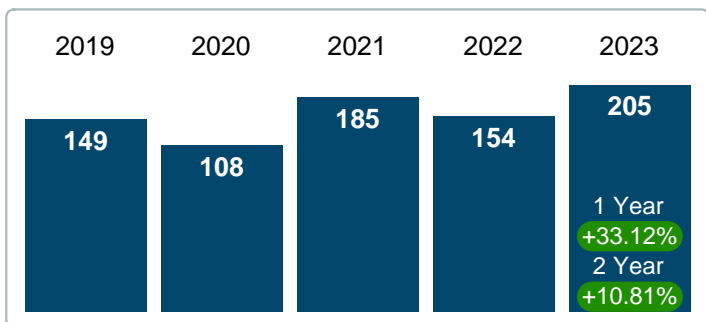
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



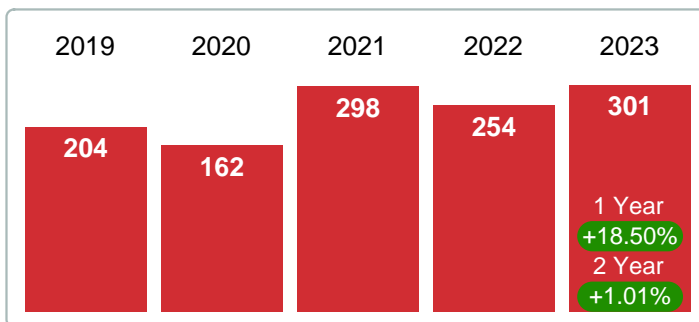
ACTIVE INVENTORY

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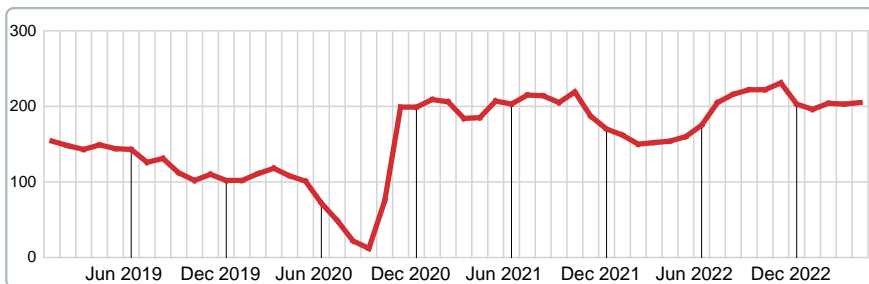
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 160

High Nov 2022 231 Low Sep 2020 12

Inventory this month at 205 above the 5 yr APR average of 160



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	20	9.76%	83.0	10	6	4	0
\$75,001 - \$100,000	15	7.32%	48.0	8	6	1	0
\$100,001 - \$150,000	34	16.59%	46.5	15	19	0	0
\$150,001 - \$275,000	54	26.34%	41.0	7	39	5	3
\$275,001 - \$375,000	36	17.56%	49.0	4	17	12	3
\$375,001 - \$675,000	25	12.20%	48.0	3	11	9	2
\$675,001 and up	21	10.24%	71.0	2	10	4	5
Total Active Inventory by Units	205			49	108	35	13
Total Active Inventory by Volume	67,000,594	100%	53.0	8.96M	35.89M	13.88M	8.27M
Median Active Inventory Listing Price	\$220,000			\$129,000	\$219,500	\$335,000	\$395,000

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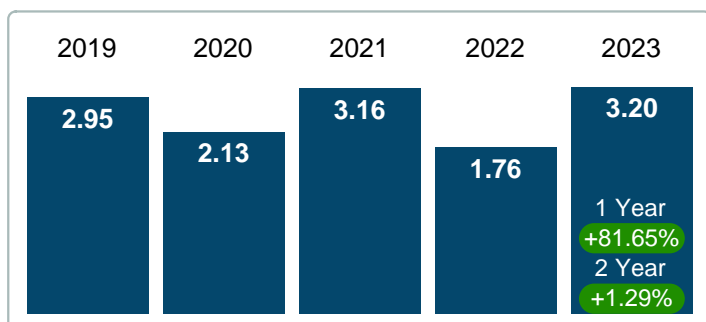
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



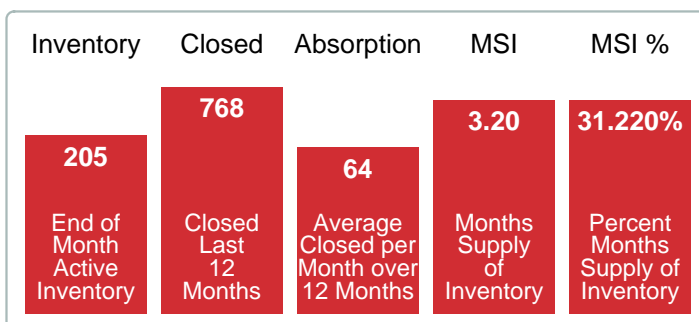
MONTHS SUPPLY of INVENTORY (MSI)

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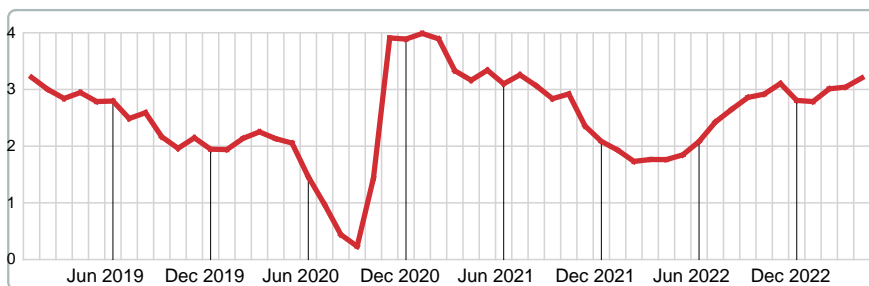
MSI FOR APRIL



INDICATORS FOR APRIL 2023

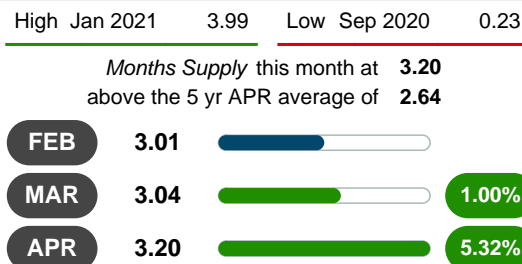


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.64



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	100%	3.20	2.95	3.11	3.16	8.21
Total Active Inventory by Units	205			49	108	35	13

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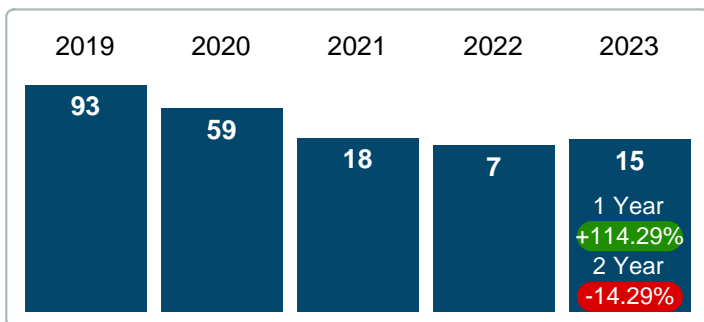
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



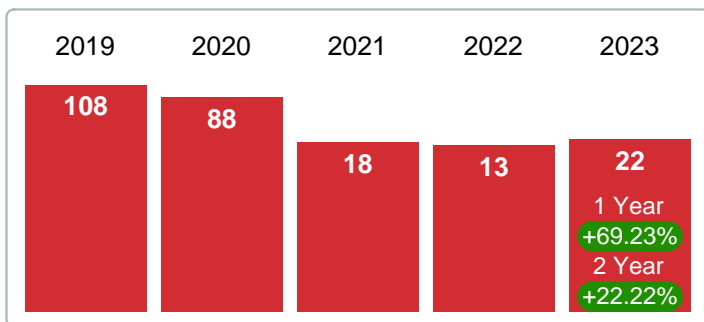
MEDIAN DAYS ON MARKET TO SALE

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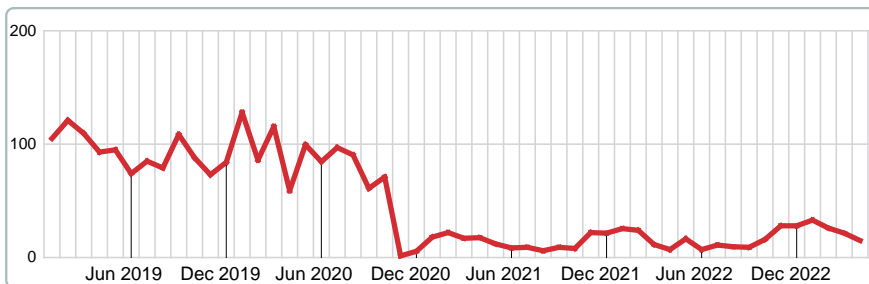
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

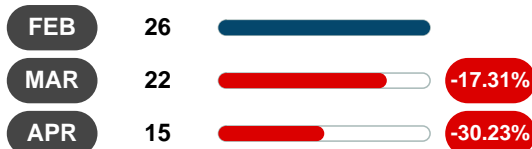


3 MONTHS

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	8.47%	9	9	12	0	9
\$30,001 - \$80,000	8	13.56%	31	17	78	43	0
\$80,001 - \$120,000	10	16.95%	21	32	76	17	0
\$120,001 - \$160,000	11	18.64%	9	10	9	5	67
\$160,001 - \$220,000	11	18.64%	23	7	67	22	0
\$220,001 - \$320,000	8	13.56%	6	0	4	26	0
\$320,001 and up	6	10.17%	16	0	4	45	0
Median Closed DOM	15		15.0	15	9	24	38
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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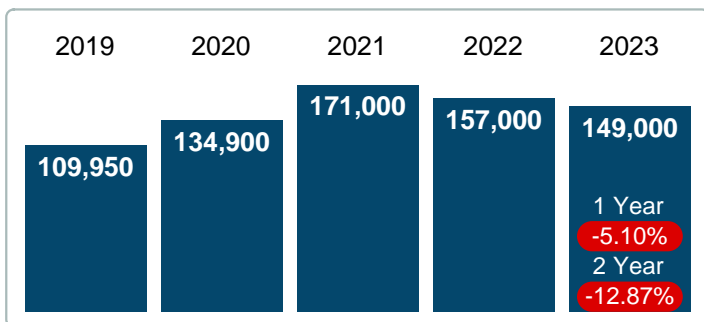
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



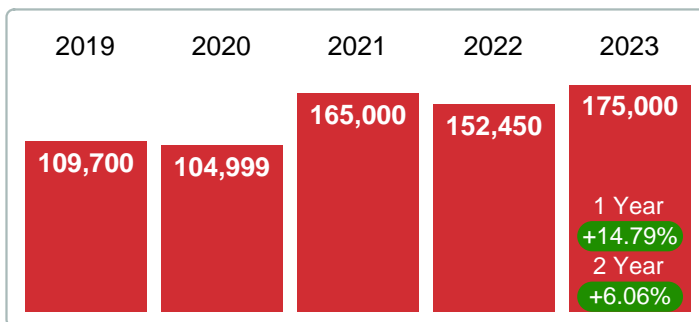
MEDIAN LIST PRICE AT CLOSING

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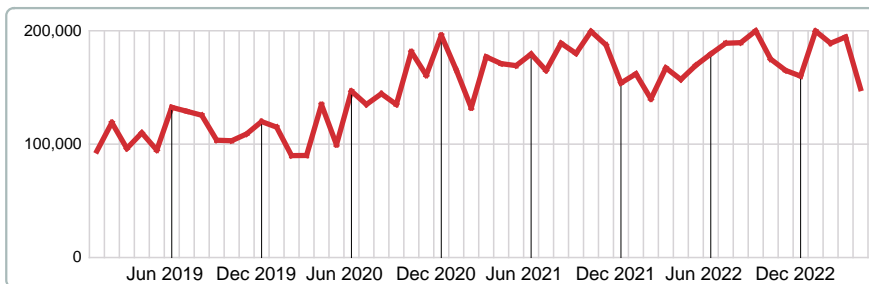
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

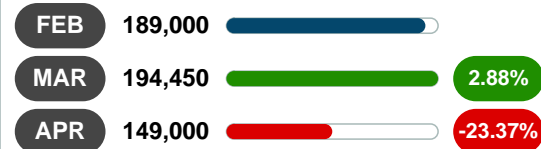


3 MONTHS

5 year APR AVG = 144,370

High Sep 2022 199,900 Low Feb 2020 89,900

Median List Price at Closing this month at **149,000**
above the 5 yr APR average of **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	3.39%	23,250	23,250	0	0	0
\$30,001 - \$80,000	11.86%	45,000	57,000	37,450	0	45,000
\$80,001 - \$120,000	13.56%	94,450	89,900	120,000	0	0
\$120,001 - \$160,000	27.12%	137,450	125,000	149,000	139,900	145,000
\$160,001 - \$220,000	18.64%	175,000	176,950	175,000	184,500	0
\$220,001 - \$320,000	13.56%	240,000	0	235,000	250,000	0
\$320,001 and up	11.86%	389,000	0	349,900	432,250	0
Median List Price		149,000	99,000	219,000	159,500	95,000
Total Closed Units	100%	149,000	22	25	10	2
Total Closed Volume		10,135,998	2.25M	5.52M	2.18M	190.00K

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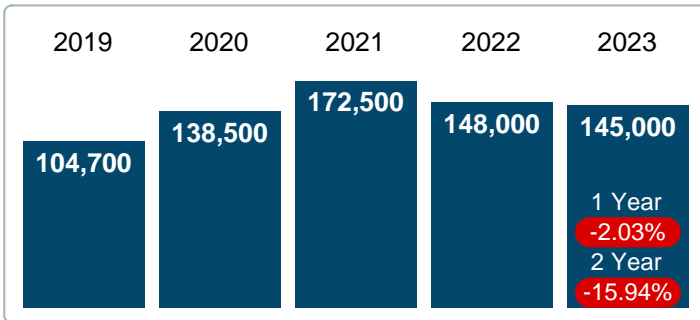
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



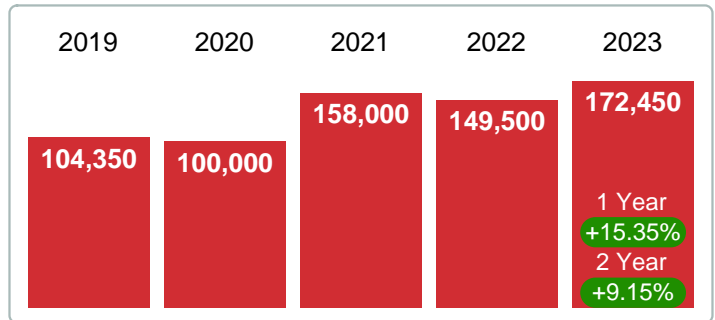
MEDIAN SOLD PRICE AT CLOSING

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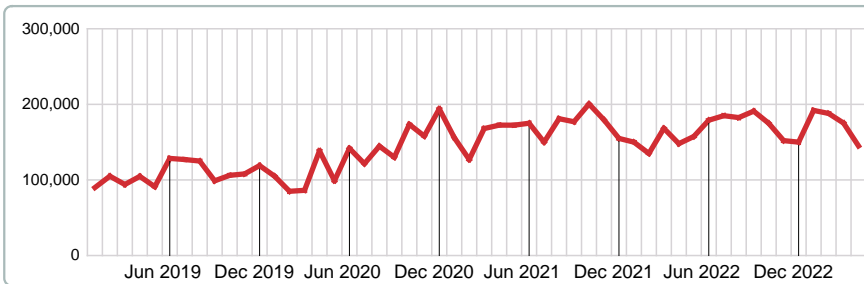
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 141,740

High Oct 2021 200,500 | Low Feb 2020 85,000

Median Sold Price at Closing this month at **145,000**
 above the 5 yr APR average of **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	8.47%	27,333	27,333	27,333	0	27,333
\$30,001 - \$80,000	13.56%	61,250	61,250	50,900	70,000	0
\$80,001 - \$120,000	16.95%	106,000	92,500	118,250	118,900	0
\$120,001 - \$160,000	18.64%	142,900	127,500	148,000	142,900	130,000
\$160,001 - \$220,000	18.64%	175,000	167,000	189,000	179,500	0
\$220,001 - \$320,000	13.56%	238,500	0	235,000	250,000	0
\$320,001 and up	10.17%	397,500	0	367,450	422,500	0
Median Sold Price		145,000	91,250	215,000	155,950	78,667
Total Closed Units		59	22	25	10	2
Total Closed Volume		9,639,349	2.10M	5.38M	2.01M	157.33K

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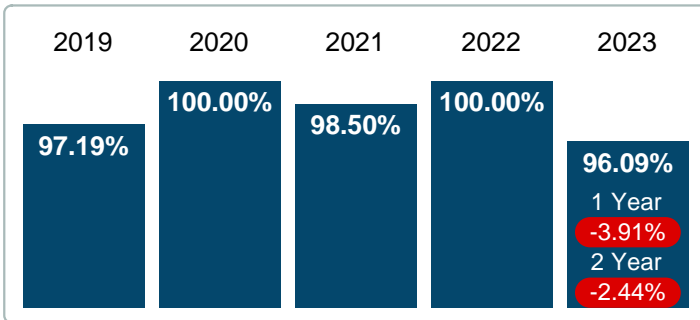
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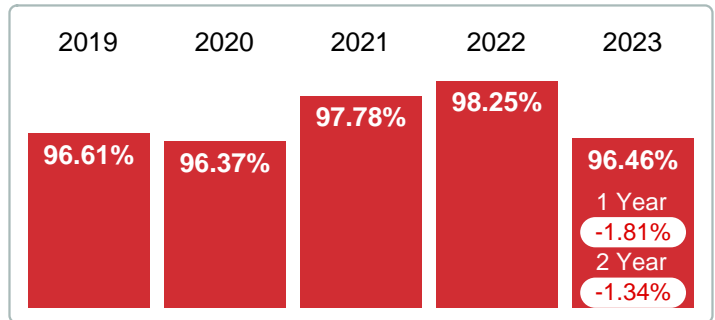
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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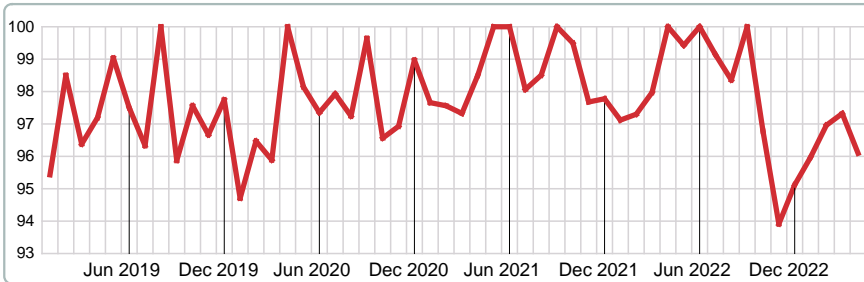
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

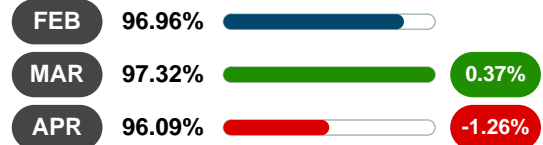


3 MONTHS

5 year APR AVG = 98.36%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.09%**
below the 5 yr APR average of **98.36%**



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	8.47%	78.79%	85.71%	78.09%	0.00%	60.74%
\$30,001 - \$80,000	8	13.56%	78.10%	78.10%	127.57%	46.67%	0.00%
\$80,001 - \$120,000	10	16.95%	91.06%	91.21%	94.76%	80.00%	0.00%
\$120,001 - \$160,000	11	18.64%	96.30%	98.15%	93.55%	102.14%	89.66%
\$160,001 - \$220,000	11	18.64%	100.00%	98.31%	100.00%	97.50%	0.00%
\$220,001 - \$320,000	8	13.56%	100.00%	0.00%	100.00%	100.00%	0.00%
\$320,001 and up	6	10.17%	98.88%	0.00%	99.49%	97.78%	0.00%
Median Sold/List Ratio		96.09%		92.63%	98.97%	95.89%	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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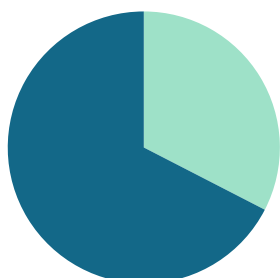
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

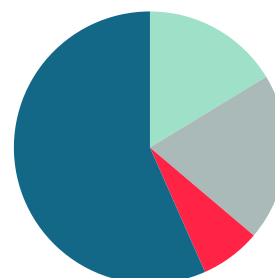


Inventory
 New Listings
98 = 32.56%
 Start Inventory
203
 Total Inventory Units
301
 Volume
\$93,233,143

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%
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	172,450	15.35%
Median Percent of Selling Price to List Price	100.00%	96.09%	-3.91%	98.25%	96.46%	-1.81%
Median Days on Market to Sale	7.00	15.00	114.29%	13.00	22.00	69.23%
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

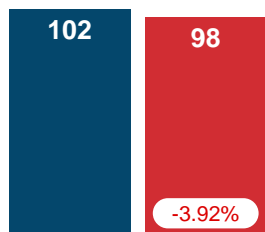
Inventory on April 30, 2023 = **205**

2022 **2023**

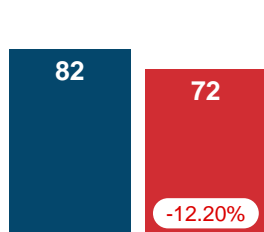
APRIL MARKET

MEDIAN PRICES

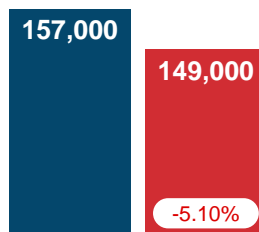
New Listings



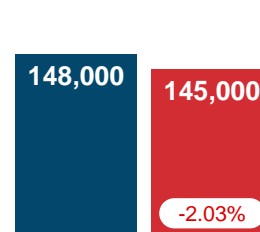
Pending Listings



List Price



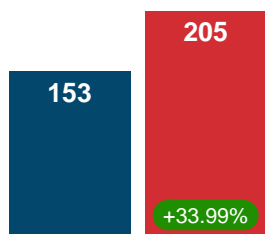
Sale Price



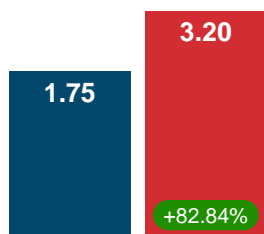
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

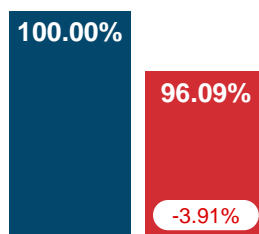
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

