

February 2023



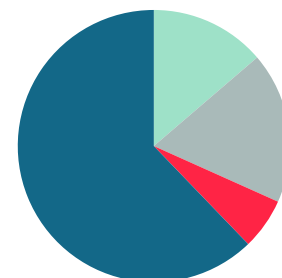
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	76	45	-40.79%
Pending Listings	67	59	-11.94%
New Listings	72	86	19.44%
Median List Price	139,900	189,000	35.10%
Median Sale Price	135,000	188,000	39.26%
Median Percent of Selling Price to List Price	97.30%	96.96%	-0.35%
Median Days on Market to Sale	24.00	26.00	8.33%
End of Month Inventory	149	204	36.91%
Months Supply of Inventory	1.72	3.01	75.14%



■ Closed (13.72%)
■ Pending (17.99%)
■ Other OffMarket (6.10%)
■ Active (62.20%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of February 28, 2023 = **204**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **36.91%** to 204 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **3.01** 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 **39.26%** in February 2023 to \$188,000 versus the previous year at \$135,000.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 2.00 days or **8.33%** in February 2023 compared to last year's same month at **24.00** DOM.

Sales Success for February 2023 is Positive

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

There were 86 New Listings in February 2023, up **19.44%** from last year at 72. Furthermore, there were 45 Closed Listings this month versus last year at 76, a **-40.79%** decrease.

Closed versus Listed trends yielded a **52.3%** ratio, down from previous year's, February 2022, at **105.6%**, a **50.43%** downswing. This will certainly create pressure on an increasing 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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 2023



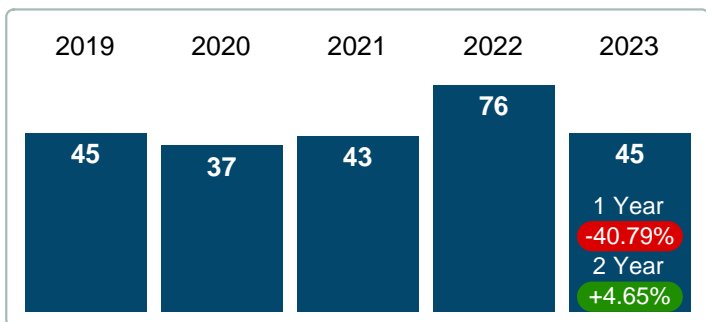
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



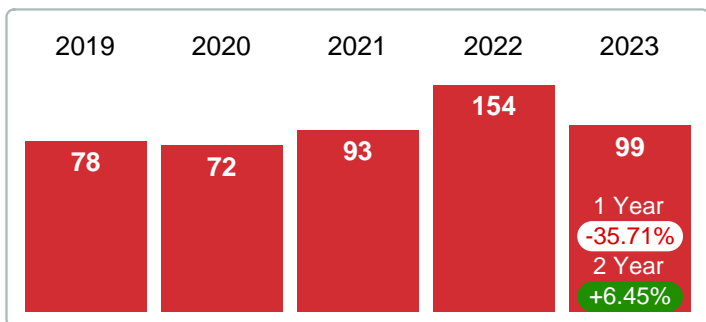
CLOSED LISTINGS

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

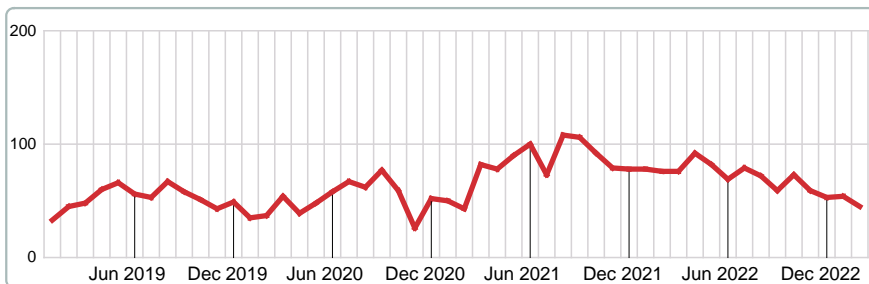
FEBRUARY



YEAR TO DATE (YTD)

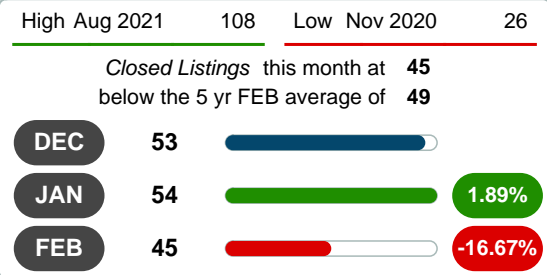


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49



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	2	4.44%	88.0	1	1	0	0
\$25,001 - \$100,000	7	15.56%	21.0	3	4	0	0
\$100,001 - \$150,000	8	17.78%	18.0	1	7	0	0
\$150,001 - \$225,000	7	15.56%	36.0	0	5	2	0
\$225,001 - \$275,000	12	26.67%	27.0	0	7	5	0
\$275,001 - \$350,000	3	6.67%	80.0	0	3	0	0
\$350,001 and up	6	13.33%	8.5	0	4	0	2
Total Closed Units	45			5	31	7	2
Total Closed Volume	9,064,250	100%	26.0	270.00K	6.28M	1.62M	890.00K
Median Closed Price	\$188,000			\$40,000	\$188,000	\$242,000	\$445,000

February 2023



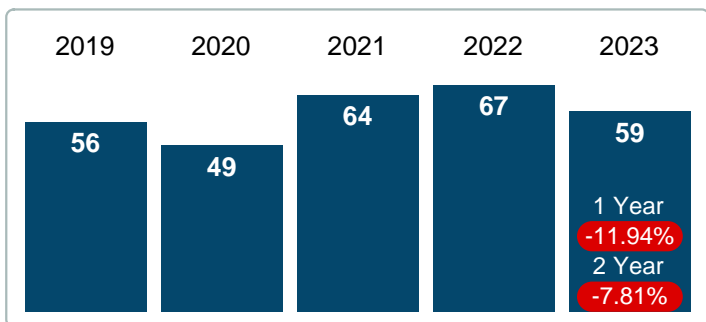
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



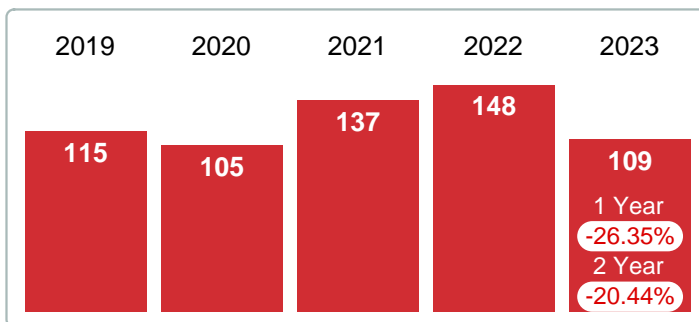
PENDING LISTINGS

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

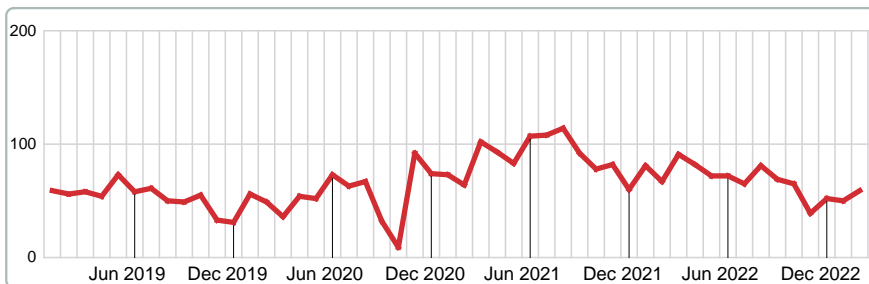
FEBRUARY



YEAR TO DATE (YTD)

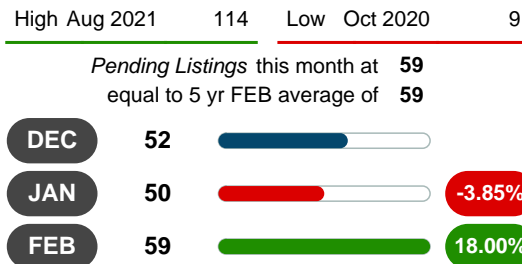


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.69%	8.0	1	0	0	0
\$25,001 - \$75,000	9	15.25%	9.0	5	3	0	1
\$75,001 - \$125,000	6	10.17%	49.5	4	2	0	0
\$125,001 - \$225,000	19	32.20%	43.0	5	13	1	0
\$225,001 - \$275,000	9	15.25%	74.0	0	8	1	0
\$275,001 - \$400,000	9	15.25%	147.0	1	7	1	0
\$400,001 and up	6	10.17%	87.5	0	5	1	0
Total Pending Units	59			16	38	4	1
Total Pending Volume	14,332,799	100%	36.0	1.70M	11.46M	1.12M	45.00K
Median Listing Price	\$175,000			\$99,000	\$233,500	\$266,000	\$45,000

February 2023



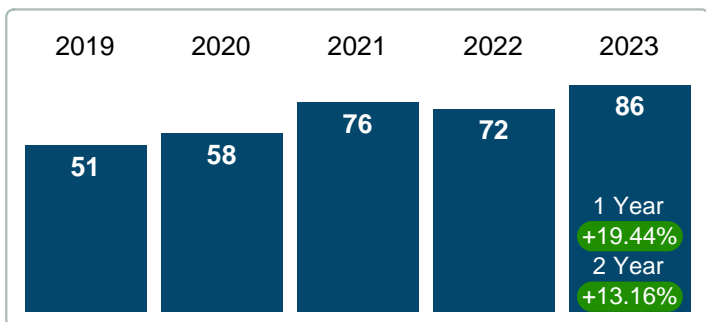
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



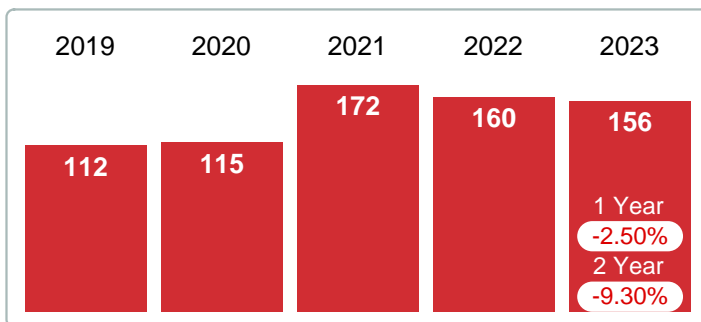
NEW LISTINGS

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

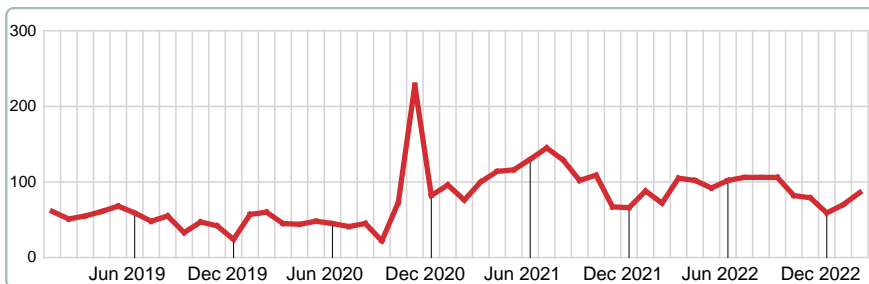
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 69

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **86**
above the 5 yr FEB average of **69**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.16%	1	0	0	0
\$25,001 - \$75,000	16	18.60%	9	5	1	1
\$75,001 - \$125,000	10	11.63%	6	3	1	0
\$125,001 - \$200,000	23	26.74%	4	15	4	0
\$200,001 - \$275,000	15	17.44%	0	10	4	1
\$275,001 - \$475,000	12	13.95%	0	8	3	1
\$475,001 and up	9	10.47%	0	2	5	2
Total New Listed Units	86		20	43	18	5
Total New Listed Volume	21,190,798	100%	1.59M	9.42M	7.74M	2.44M
Median New Listed Listing Price	\$175,000		\$78,750	\$179,900	\$249,950	\$299,000

February 2023



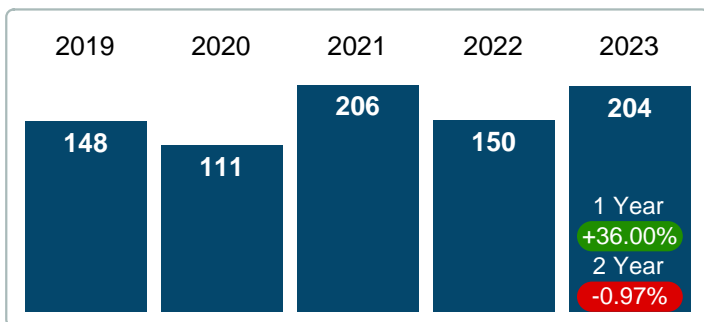
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



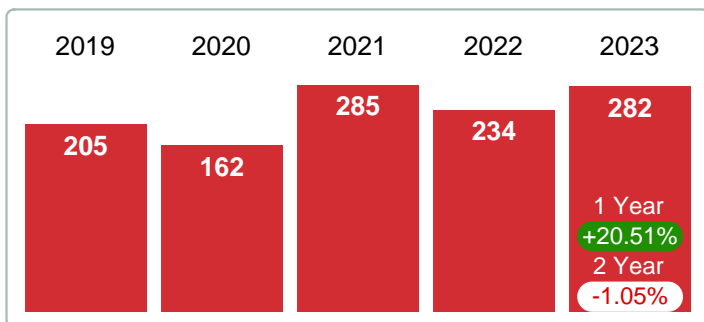
ACTIVE INVENTORY

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

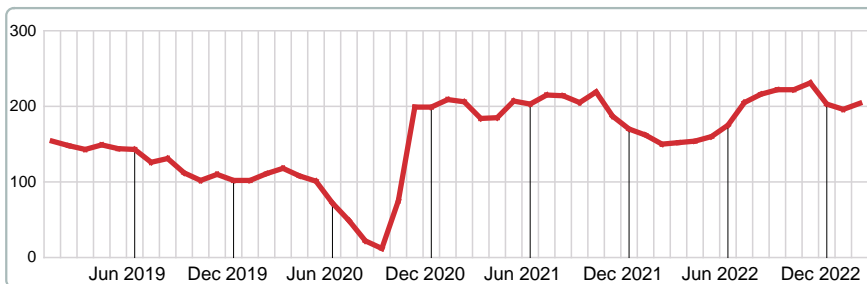
END OF FEBRUARY



ACTIVE DURING FEBRUARY

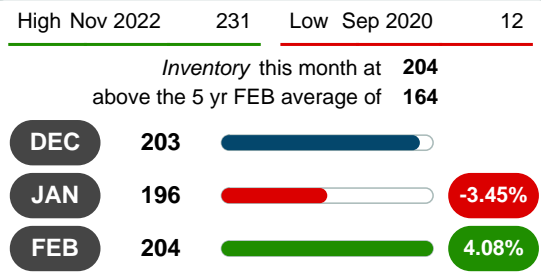


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 164



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	18	8.82%	69.0	11	5	2	0
\$50,001 - \$100,000	26	12.75%	74.5	14	10	2	0
\$100,001 - \$125,000	13	6.37%	83.0	3	8	2	0
\$125,001 - \$250,000	63	30.88%	43.0	13	36	13	1
\$250,001 - \$375,000	38	18.63%	63.5	2	23	9	4
\$375,001 - \$675,000	24	11.76%	44.5	1	13	9	1
\$675,001 and up	22	10.78%	102.5	1	11	5	5
Total Active Inventory by Units	204			45	106	42	11
Total Active Inventory by Volume	68,621,095	100%	59.5	5.75M	36.08M	18.87M	7.92M
Median Active Inventory Listing Price	\$218,500			\$89,900	\$227,000	\$286,750	\$395,000

February 2023



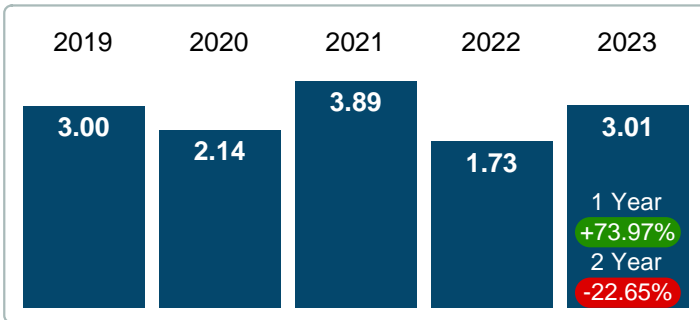
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



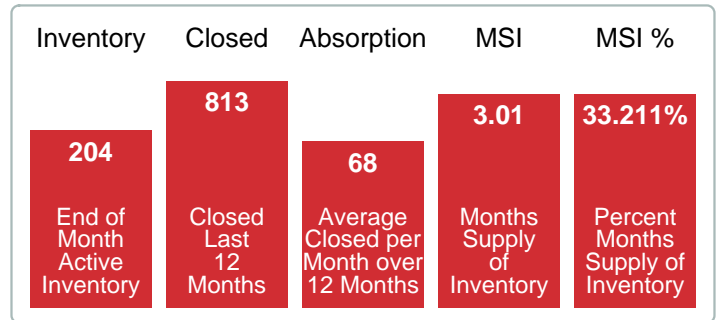
MONTHS SUPPLY of INVENTORY (MSI)

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

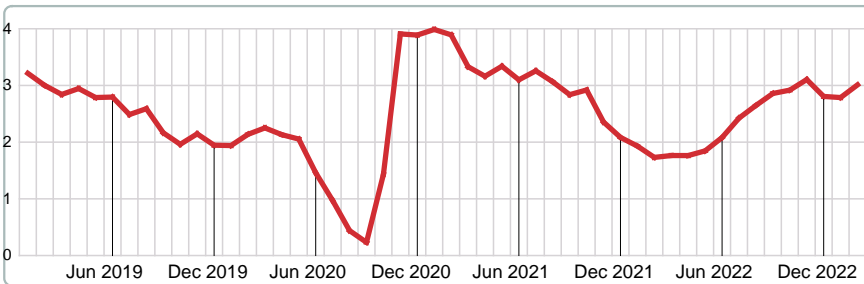
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

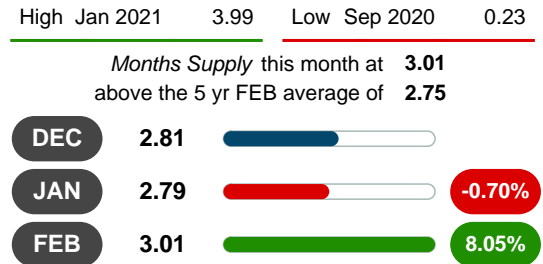


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.75



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	18	8.82%	3.00	2.59	3.00	24.00	0.00
\$50,001 - \$100,000	26	12.75%	2.71	3.05	2.40	2.67	0.00
\$100,001 - \$125,000	13	6.37%	2.29	1.64	2.29	6.00	0.00
\$125,001 - \$250,000	63	30.88%	2.23	3.00	1.93	2.60	4.00
\$250,001 - \$375,000	38	18.63%	3.56	3.00	3.49	3.00	9.60
\$375,001 - \$675,000	24	11.76%	3.95	2.00	4.59	4.15	1.71
\$675,001 and up	22	10.78%	14.67	12.00	18.86	12.00	12.00
Market Supply of Inventory (MSI)			3.01	2.77	2.79	3.57	6.29
Total Active Inventory by Units		100%	3.01	45	106	42	11

February 2023



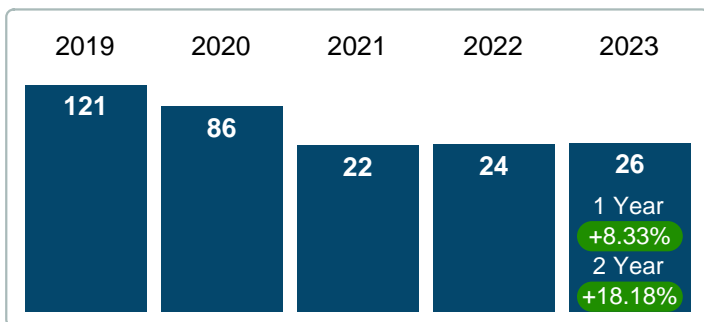
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



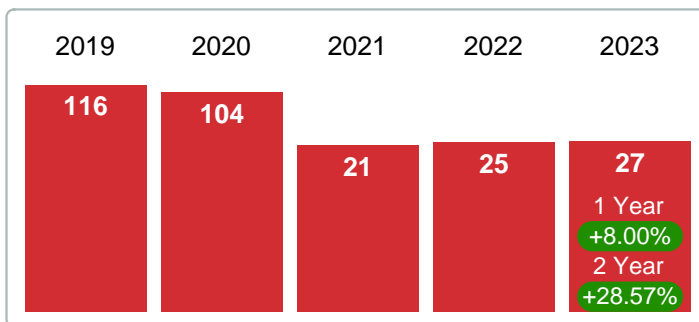
MEDIAN DAYS ON MARKET TO SALE

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

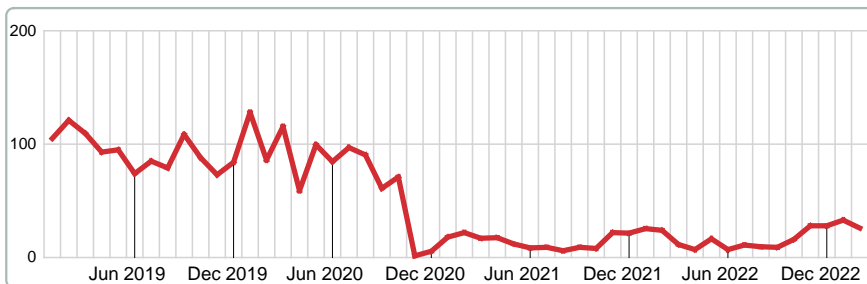
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 56

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 26 below the 5 yr FEB average of 56



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	4.44%	88	49	127	0	0
\$25,001 - \$100,000	15.56%	21	27	19	0	0
\$100,001 - \$150,000	17.78%	18	4	28	0	0
\$150,001 - \$225,000	15.56%	36	0	36	48	0
\$225,001 - \$275,000	26.67%	27	0	34	20	0
\$275,001 - \$350,000	6.67%	80	0	80	0	0
\$350,001 and up	13.33%	9	0	8	0	25
Median Closed DOM		26	27	26	26	25
Total Closed Units	100%	26.0	5	31	7	2
Total Closed Volume		9,064,250	270.00K	6.28M	1.62M	890.00K

February 2023



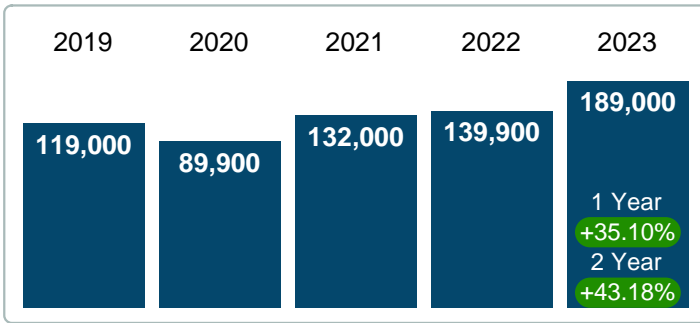
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



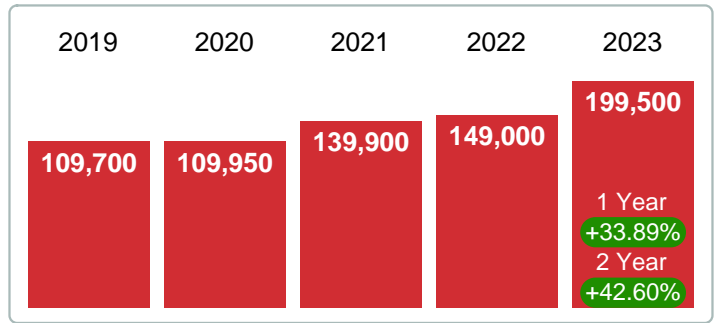
MEDIAN LIST PRICE AT CLOSING

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

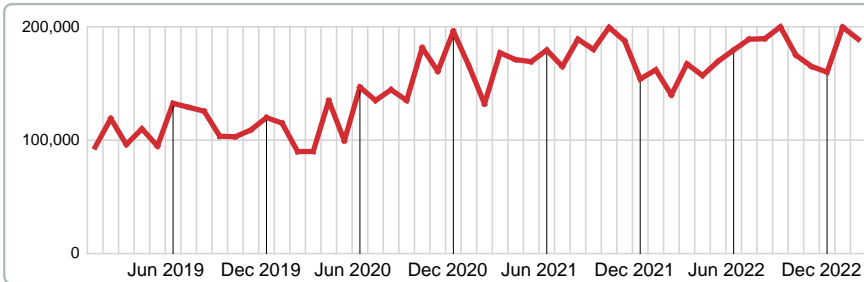
FEBRUARY



YEAR TO DATE (YTD)

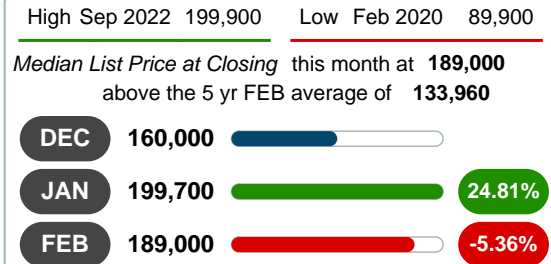


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 133,960



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	4.44%	22,500	25,000	20,000	0	0
\$25,001 - \$100,000	15.56%	65,000	45,000	70,000	0	0
\$100,001 - \$150,000	13.33%	139,000	134,000	139,000	0	0
\$150,001 - \$225,000	20.00%	170,000	0	175,000	165,750	0
\$225,001 - \$275,000	17.78%	247,000	0	245,000	249,500	0
\$275,001 - \$350,000	13.33%	294,250	0	299,450	284,250	0
\$350,001 and up	15.56%	392,000	0	389,000	0	462,450
Median List Price		189,000	45,000	189,000	249,500	462,450
Total Closed Units	100%	189,000	5	31	7	2
Total Closed Volume		9,482,700	321.50K	6.59M	1.64M	924.90K

February 2023



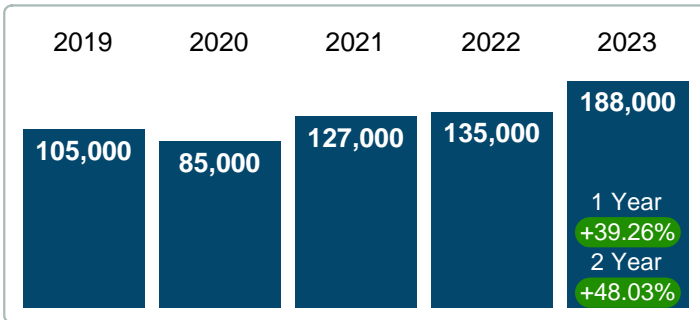
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



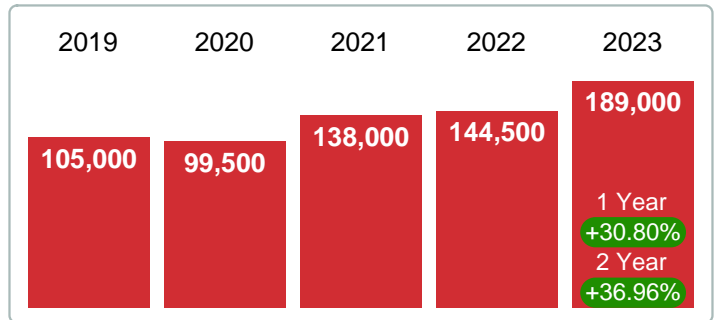
MEDIAN SOLD PRICE AT CLOSING

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

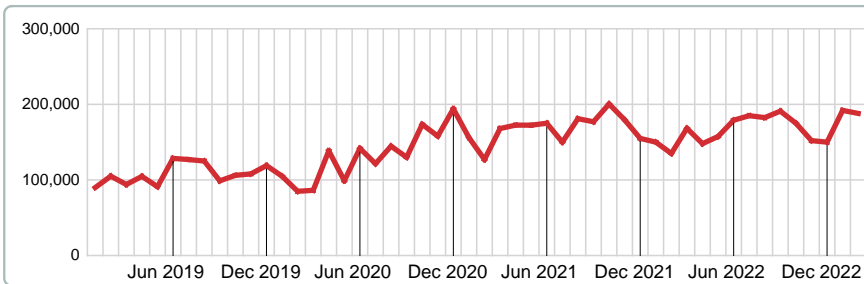
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

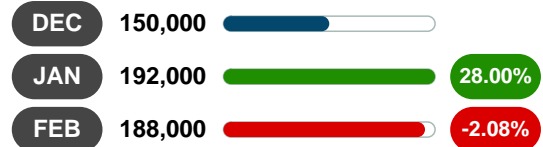


3 MONTHS

5 year FEB AVG = 128,000

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

Median Sold Price at Closing this month at **188,000** above the 5 yr FEB average of **128,000**



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	2	4.44%	15,000	20,000	10,000	0	0
\$25,001 - \$100,000	7	15.56%	49,000	40,000	70,000	0	0
\$100,001 - \$150,000	8	17.78%	129,000	123,000	135,000	0	0
\$150,001 - \$225,000	7	15.56%	170,000	0	170,000	166,500	0
\$225,001 - \$275,000	12	26.67%	253,500	0	248,000	265,500	0
\$275,001 - \$350,000	3	6.67%	319,000	0	319,000	0	0
\$350,001 and up	6	13.33%	384,000	0	384,000	0	445,000
Median Sold Price			188,000	40,000	188,000	242,000	445,000
Total Closed Units		100%	188,000	5	31	7	2
Total Closed Volume			9,064,250	270.00K	6.28M	1.62M	890.00K

February 2023



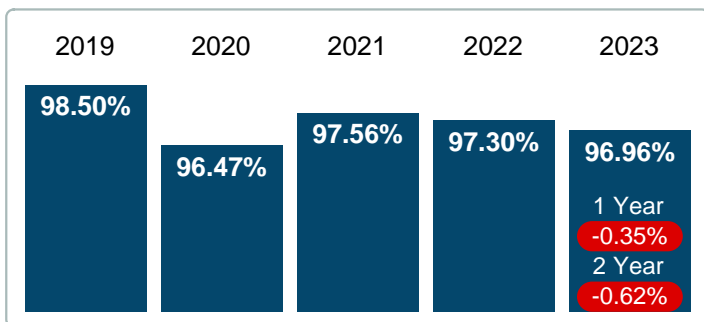
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



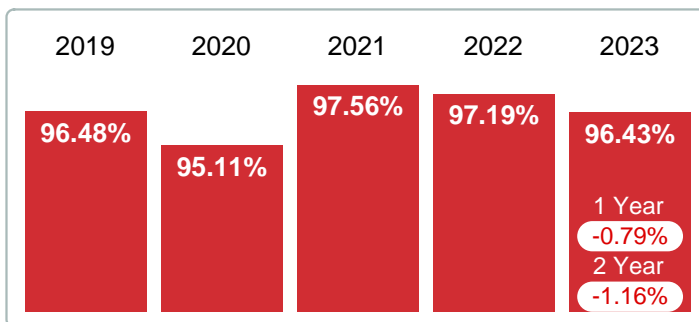
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

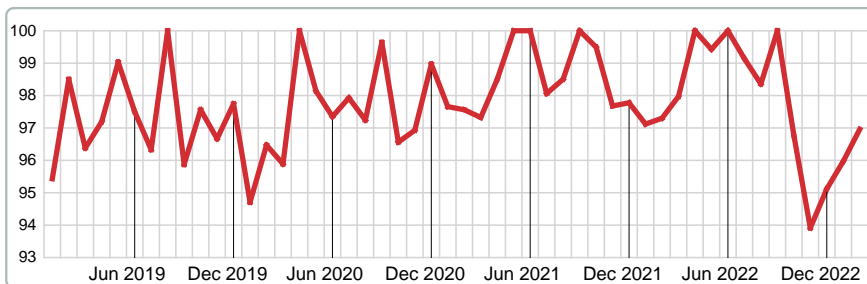
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

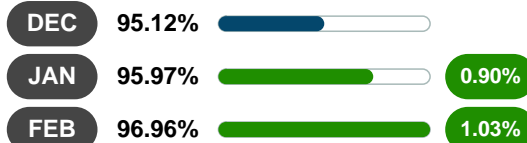


3 MONTHS

5 year FEB AVG = 97.36%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.96%**
equal to 5 yr FEB average of **97.36%**



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
\$25,000 and less	2	4.44%	65.00%	80.00%	50.00%	0.00%	0.00%
\$25,001 - \$100,000	7	15.56%	93.27%	88.89%	97.95%	0.00%	0.00%
\$100,001 - \$150,000	8	17.78%	95.10%	91.79%	97.12%	0.00%	0.00%
\$150,001 - \$225,000	7	15.56%	97.14%	0.00%	97.14%	100.50%	0.00%
\$225,001 - \$275,000	12	26.67%	97.36%	0.00%	97.74%	96.99%	0.00%
\$275,001 - \$350,000	3	6.67%	96.70%	0.00%	96.70%	0.00%	0.00%
\$350,001 and up	6	13.33%	100.00%	0.00%	100.00%	0.00%	95.64%
Median Sold/List Ratio		96.96%		88.89%	97.12%	96.99%	95.64%
Total Closed Units		45	100%	5	31	7	2
Total Closed Volume		9,064,250		270.00K	6.28M	1.62M	890.00K

February 2023



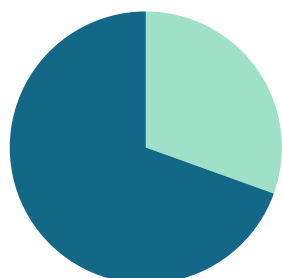
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

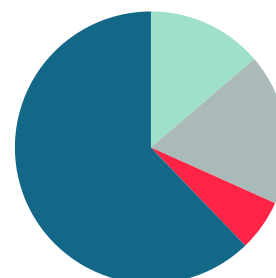
- New Listings **86 = 30.50%**
- Start Inventory **196**
- Total Inventory Units **282**
- Volume **\$86,613,744**

Market Activity

Market Activity

- Closed Sales **45 = 13.72%**
- Pending Sales **59 = 17.99%**
- Other Off Market **20 = 6.10%**
- Active Inventory **204 = 62.20%**

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	45	-40.79%	154	99	-35.71%
Pending Sales	67	59	-11.94%	148	109	-26.35%
New Listings	72	86	19.44%	160	156	-2.50%
Median List Price	139,900	189,000	35.10%	149,000	199,500	33.89%
Median Sale Price	135,000	188,000	39.26%	144,500	189,000	30.80%
Median Percent of Selling Price to List Price	97.30%	96.96%	-0.35%	97.19%	96.43%	-0.79%
Median Days on Market to Sale	24.00	26.00	8.33%	25.00	27.00	8.00%
Monthly Inventory	149	204	36.91%	149	204	36.91%
Months Supply of Inventory	1.72	3.01	75.14%	1.72	3.01	75.14%

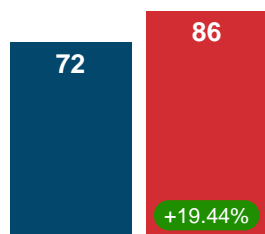
Absorption: Last 12 months, an Average of **68** Sales/Month

Inventory on February 28, 2023 = **204** 2022 2023

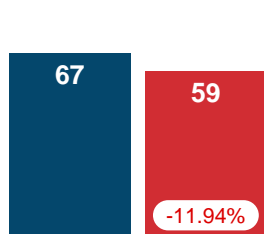
FEBRUARY MARKET

MEDIAN PRICES

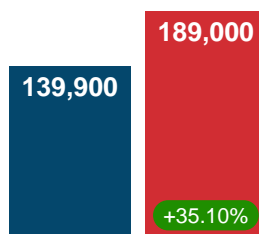
New Listings



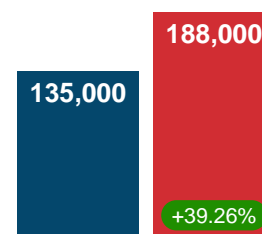
Pending Listings



List Price



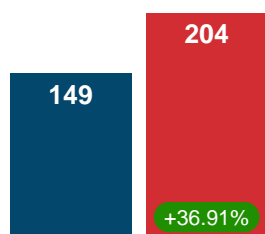
Sale Price



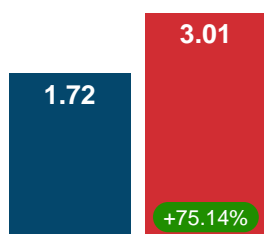
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

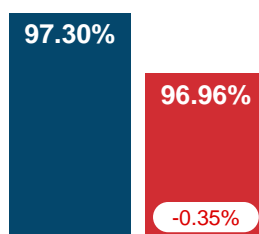
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

