

## March 2023



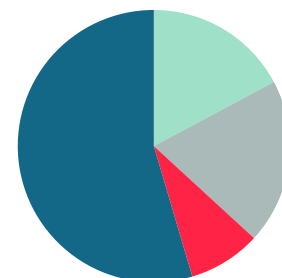
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	76	64	-15.79%
Pending Listings	91	73	-19.78%
New Listings	105	101	-3.81%
Average List Price	229,611	205,539	-10.48%
Average Sale Price	221,242	195,039	-11.84%
Average Percent of Selling Price to List Price	95.15%	93.71%	-1.52%
Average Days on Market to Sale	43.14	55.17	27.88%
End of Month Inventory	151	203	34.44%
Months Supply of Inventory	1.75	3.04	73.54%



■ Closed (17.20%)  
■ Pending (19.62%)  
■ Other OffMarket (8.60%)  
■ Active (54.57%)

**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of March 31, 2023 = **203**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **34.44%** to 203 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **3.04** 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 **11.84%** in March 2023 to \$195,039 versus the previous year at \$221,242.

##### Average Days on Market Lengthens

The average number of **55.17** days that homes spent on the market before selling increased by 12.03 days or **27.88%** in March 2023 compared to last year's same month at **43.14** DOM.

##### Sales Success for March 2023 is Positive

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

There were 101 New Listings in March 2023, down **3.81%** from last year at 105. Furthermore, there were 64 Closed Listings this month versus last year at 76, a **-15.79%** decrease.

Closed versus Listed trends yielded a **63.4%** ratio, down from previous year's, March 2022, at **72.4%**, a **12.45%** downswing. This will certainly create pressure on an increasing Monthly Months Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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

# March 2023



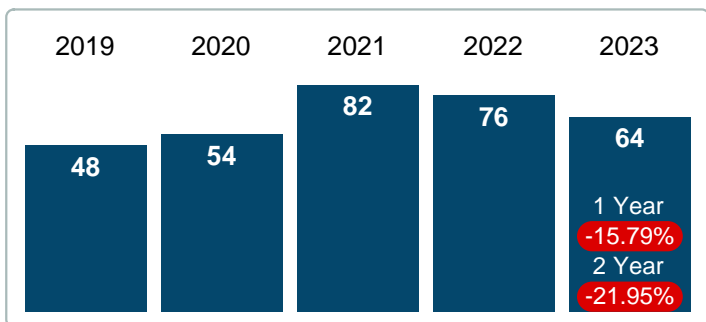
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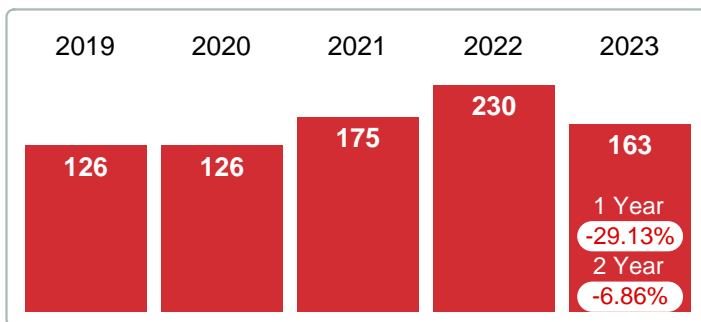
## CLOSED LISTINGS

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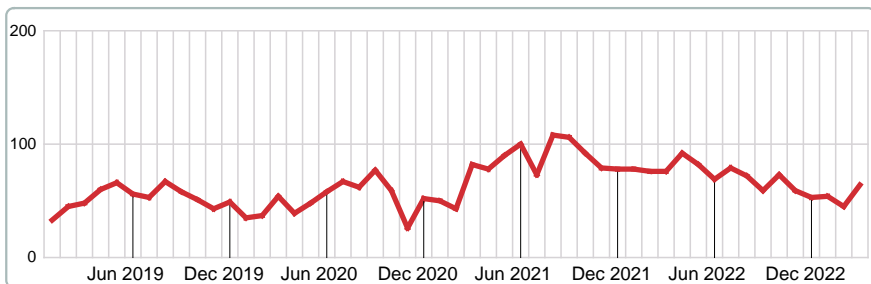
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 65

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at **64**  
below the 5 yr MAR average of **65**

- JAN 54
- FEB 45 (-16.67%)
- MAR 64 (42.22%)

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	72.7	5	1	0	0
\$50,001 - \$100,000	10	15.63%	30.5	4	6	0	0
\$100,001 - \$125,000	6	9.38%	74.3	2	4	0	0
\$125,001 - \$225,000	18	28.13%	39.0	3	12	3	0
\$225,001 - \$250,000	8	12.50%	63.9	0	6	2	0
\$250,001 - \$350,000	9	14.06%	64.0	1	8	0	0
\$350,001 and up	7	10.94%	79.3	0	5	2	0
<b>Total Closed Units</b>	<b>64</b>			<b>15</b>	<b>42</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,482,500</b>	<b>100%</b>	<b>55.2</b>	<b>1.45M</b>	<b>8.90M</b>	<b>2.12M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$195,039</b>			<b>\$96,960</b>	<b>\$211,990</b>	<b>\$303,500</b>	<b>\$0</b>

# March 2023



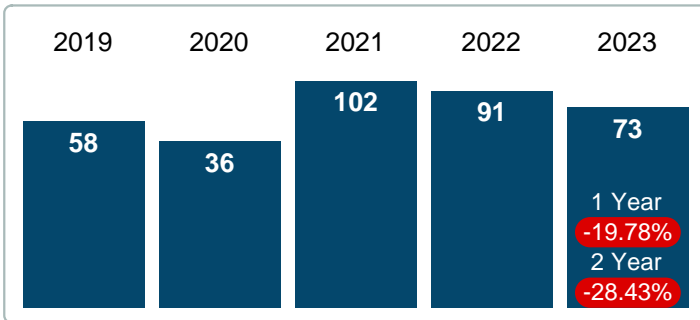
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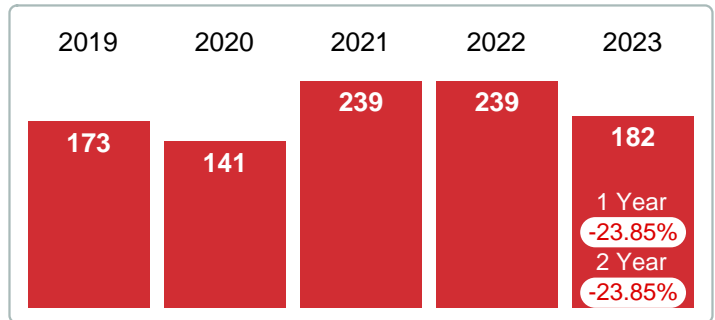
## PENDING LISTINGS

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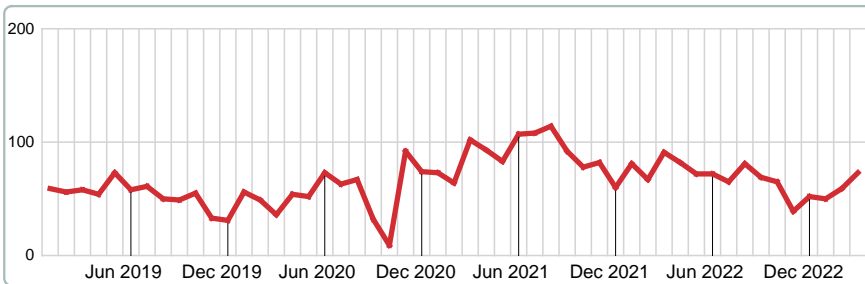
### MARCH



### YEAR TO DATE (YTD)

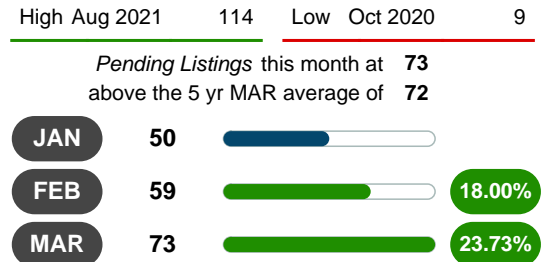


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 72



### 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	4	5.48%	27.3	3	1	0	0
\$75,001 - \$100,000	11	15.07%	76.6	5	6	0	0
\$100,001 - \$125,000	7	9.59%	77.0	2	3	2	0
\$125,001 - \$225,000	23	31.51%	44.5	5	11	6	1
\$225,001 - \$250,000	7	9.59%	17.1	0	5	1	1
\$250,001 - \$400,000	12	16.44%	66.1	0	10	2	0
\$400,001 and up	9	12.33%	56.6	0	4	5	0
<b>Total Pending Units</b>	<b>73</b>			<b>15</b>	<b>40</b>	<b>16</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,960,998</b>	<b>100%</b>	<b>48.9</b>	<b>1.56M</b>	<b>9.22M</b>	<b>4.79M</b>	<b>385.00K</b>
<b>Average Listing Price</b>	<b>\$216,864</b>			<b>\$104,020</b>	<b>\$230,545</b>	<b>\$299,619</b>	<b>\$192,500</b>

# March 2023



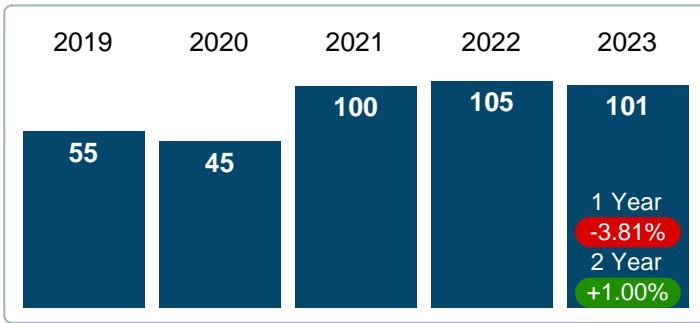
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



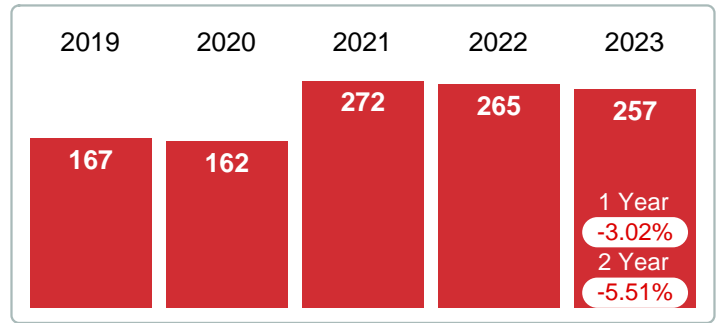
## NEW LISTINGS

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

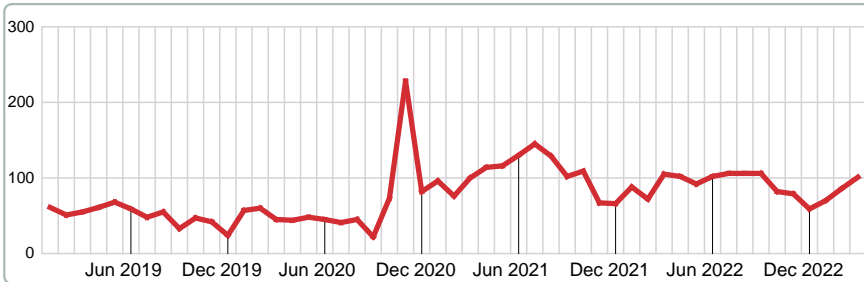
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 81

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 101  
above the 5 yr MAR average of 81



### 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	6	5.94%	5	1	0	0
\$75,001 - \$100,000	12	11.88%	4	7	1	0
\$100,001 - \$150,000	18	17.82%	9	7	2	0
\$150,001 - \$250,000	28	27.72%	5	19	2	2
\$250,001 - \$325,000	14	13.86%	2	7	5	0
\$325,001 - \$525,000	12	11.88%	1	4	7	0
\$525,001 and up	11	10.89%	2	3	5	1
<b>Total New Listed Units</b>	<b>101</b>		<b>28</b>	<b>48</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>26,103,049</b>	<b>100%</b>	<b>5.50M</b>	<b>11.39M</b>	<b>8.00M</b>	<b>1.21M</b>
<b>Average New Listed Listing Price</b>	<b>\$227,588</b>		<b>\$196,432</b>	<b>\$237,301</b>	<b>\$363,573</b>	<b>\$404,633</b>

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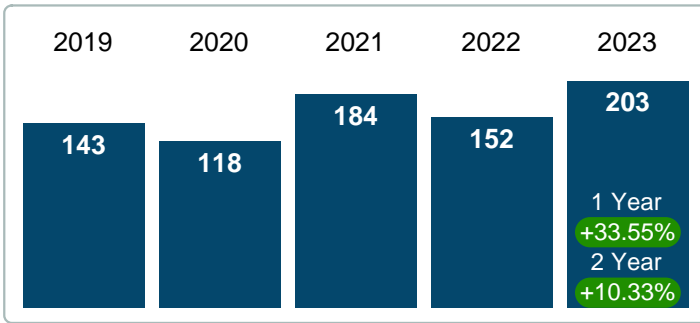
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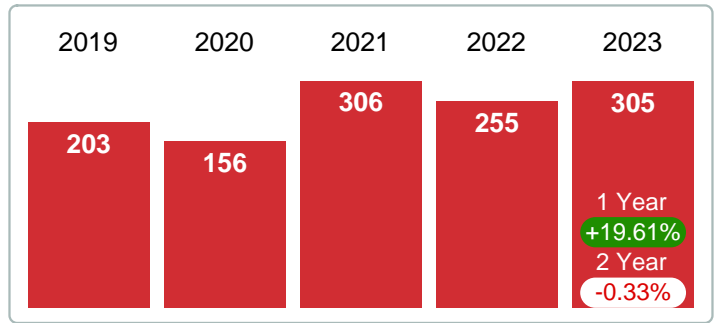
## ACTIVE INVENTORY

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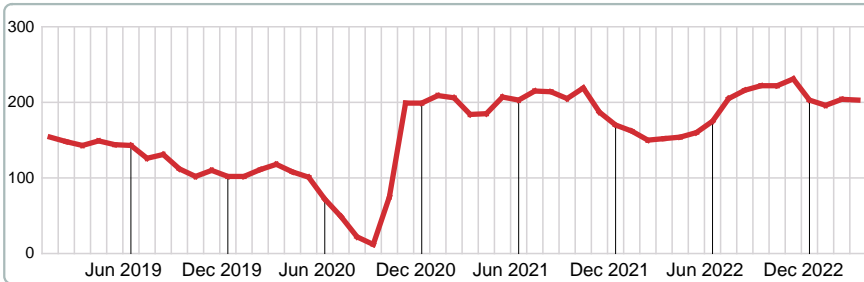
### END OF MARCH



### ACTIVE DURING MARCH

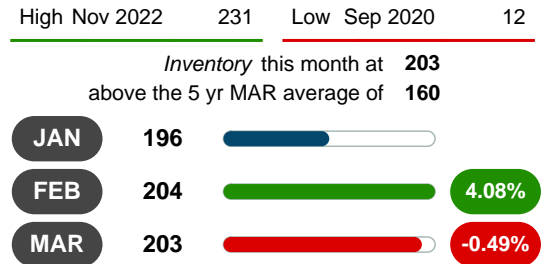


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 160



## 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	16	7.88%	97.0	11	4	1	0
\$50,001 - \$100,000	24	11.82%	70.8	12	9	3	0
\$100,001 - \$150,000	29	14.29%	68.7	14	14	1	0
\$150,001 - \$275,000	55	27.09%	65.2	8	36	10	1
\$275,001 - \$375,000	31	15.27%	84.6	2	14	12	3
\$375,001 - \$675,000	26	12.81%	72.4	2	11	12	1
\$675,001 and up	22	10.84%	99.1	3	11	3	5
<b>Total Active Inventory by Units</b>	<b>203</b>			<b>52</b>	<b>99</b>	<b>42</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>66,839,546</b>	<b>100%</b>	<b>76.4</b>	<b>8.96M</b>	<b>34.51M</b>	<b>16.07M</b>	<b>7.30M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$329,259</b>			<b>\$172,240</b>	<b>\$348,574</b>	<b>\$382,657</b>	<b>\$730,260</b>

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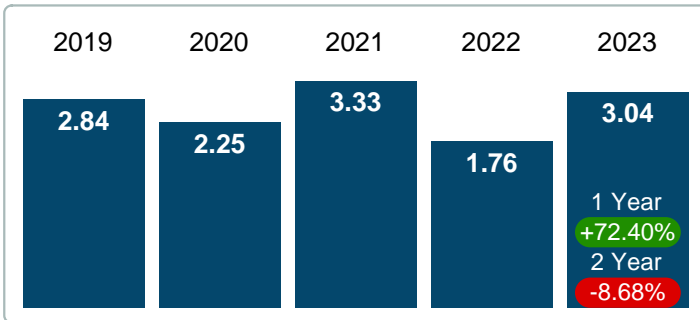
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



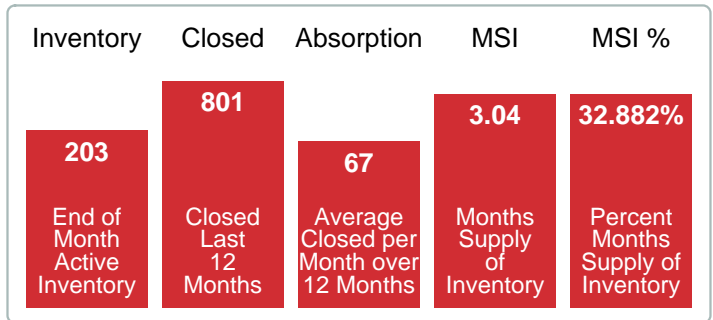
## MONTHS SUPPLY of INVENTORY (MSI)

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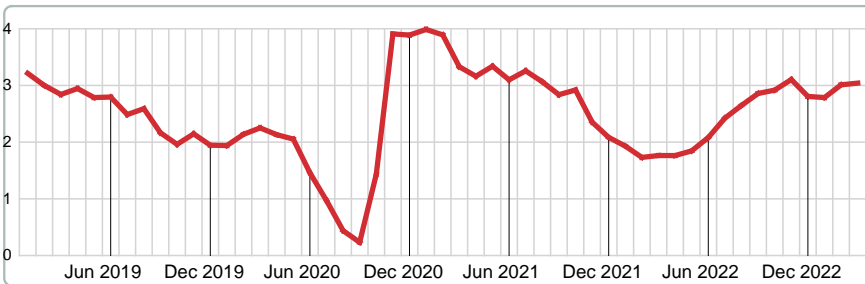
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

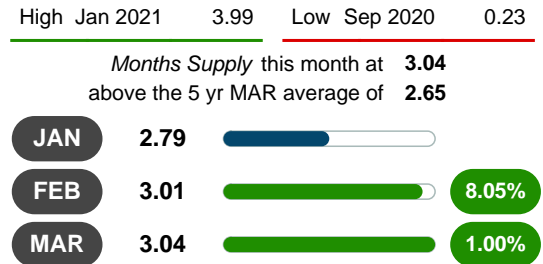


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.65



### 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	16	7.88%	2.78	2.64	2.67	12.00	0.00
\$50,001 - \$100,000	24	11.82%	2.59	2.62	2.25	5.14	0.00
\$100,001 - \$150,000	29	14.29%	2.16	3.57	1.66	1.00	0.00
\$150,001 - \$275,000	55	27.09%	2.25	3.20	2.17	1.97	4.00
\$275,001 - \$375,000	31	15.27%	4.59	4.00	3.50	6.26	9.00
\$375,001 - \$675,000	26	12.81%	4.33	4.00	4.13	5.33	1.71
\$675,001 and up	22	10.84%	18.86	36.00	26.40	7.20	20.00
Market Supply of Inventory (MSI)			3.04	3.20	2.63	3.71	6.32
Total Active Inventory by Units		100%	3.04	52	99	42	10

# March 2023



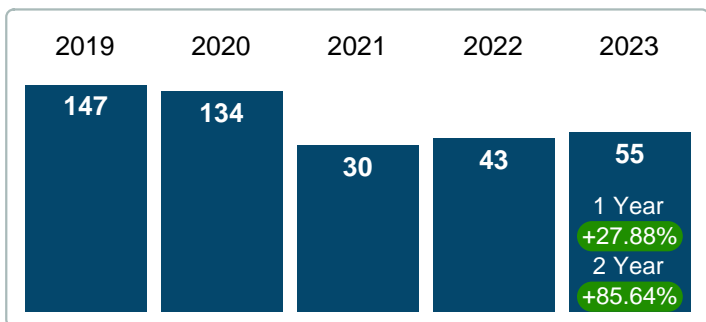
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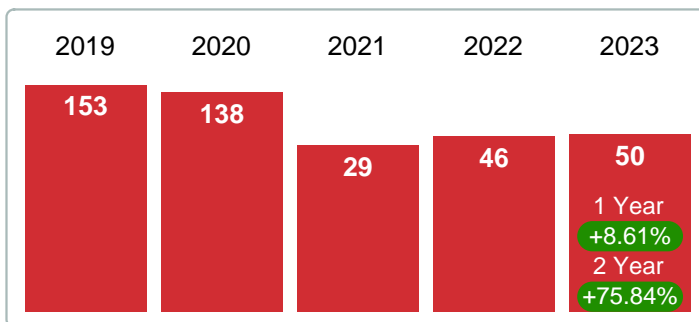
## AVERAGE DAYS ON MARKET TO SALE

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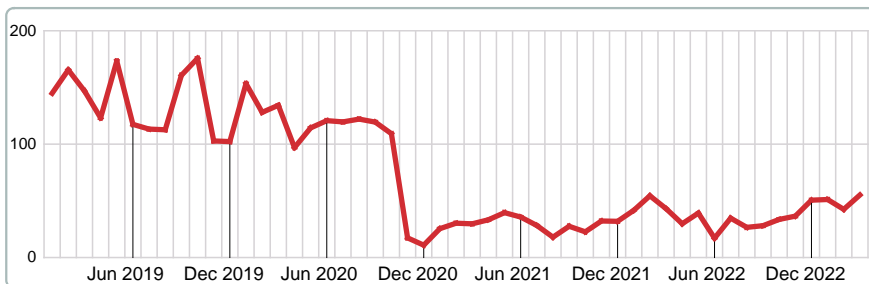
### MARCH



### YEAR TO DATE (YTD)

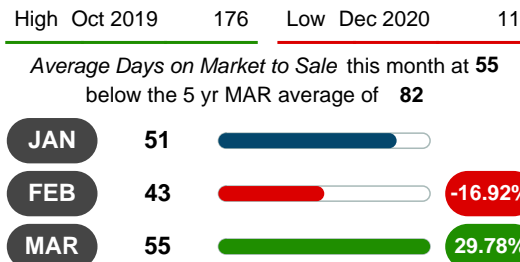


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 82



### 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
\$50,000 and less	9.38%	73	33	269	0	0
\$50,001 - \$100,000	15.63%	31	23	36	0	0
\$100,001 - \$125,000	9.38%	74	3	110	0	0
\$125,001 - \$225,000	28.13%	39	16	49	24	0
\$225,001 - \$250,000	12.50%	64	0	43	127	0
\$250,001 - \$350,000	14.06%	64	265	39	0	0
\$350,001 and up	10.94%	79	0	104	17	0
<b>Average Closed DOM</b>		<b>55</b>	<b>39</b>	<b>62</b>	<b>51</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>55</b>	<b>15</b>	<b>42</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,482,500</b>	<b>1.45M</b>	<b>8.90M</b>	<b>2.12M</b>	<b>0.00B</b>



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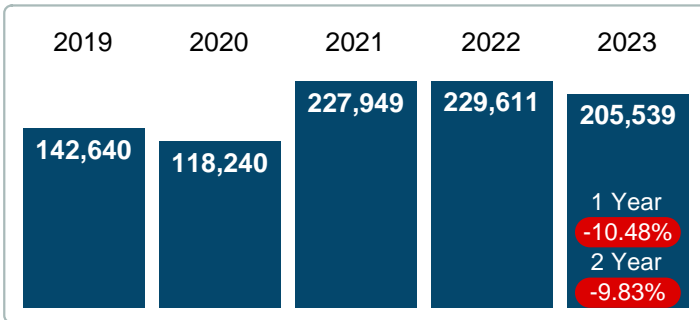
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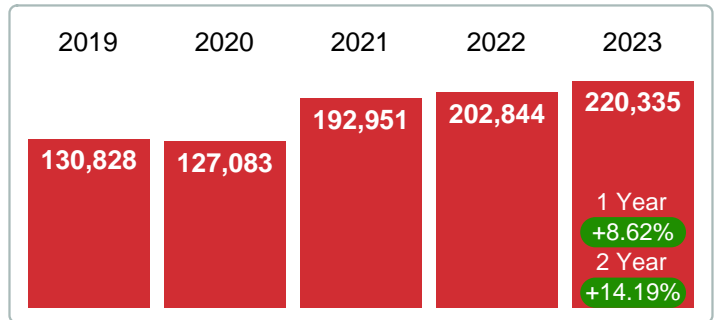
## AVERAGE LIST PRICE AT CLOSING

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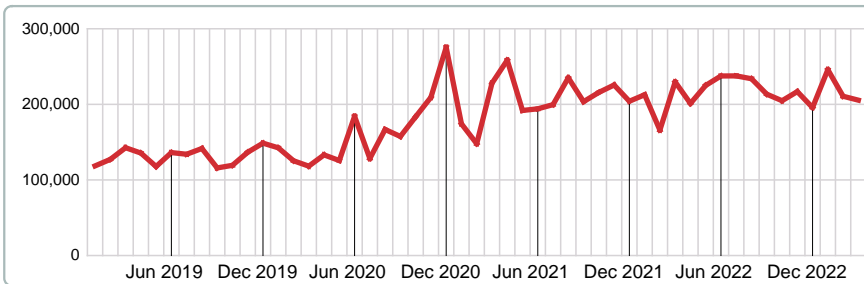
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

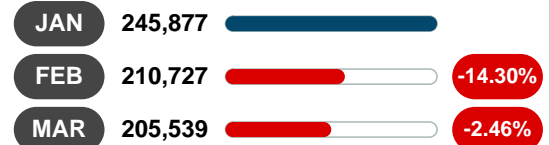


### 3 MONTHS

5 year MAR AVG = 184,796

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

Average List Price at Closing this month at **205,539**  
above the 5 yr MAR average of **184,796**



### 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
\$50,000 and less	7.81%	26,380	34,580	29,000	0	0
\$50,001 - \$100,000	14.06%	76,556	100,000	80,000	0	0
\$100,001 - \$125,000	6.25%	112,250	112,000	120,975	0	0
\$125,001 - \$225,000	34.38%	174,080	158,833	182,954	212,633	0
\$225,001 - \$250,000	10.94%	242,807	0	245,108	251,000	0
\$250,001 - \$350,000	12.50%	280,350	300,000	307,975	0	0
\$350,001 and up	14.06%	456,933	0	449,180	536,250	0
<b>Average List Price</b>		<b>205,539</b>	<b>104,893</b>	<b>223,064</b>	<b>316,057</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>205,539</b>	<b>15</b>	<b>42</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>13,154,499</b>	<b>1.57M</b>	<b>9.37M</b>	<b>2.21M</b>	<b>0.00B</b>



# March 2023



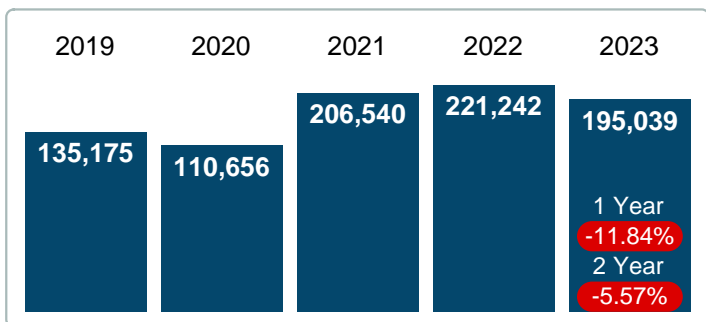
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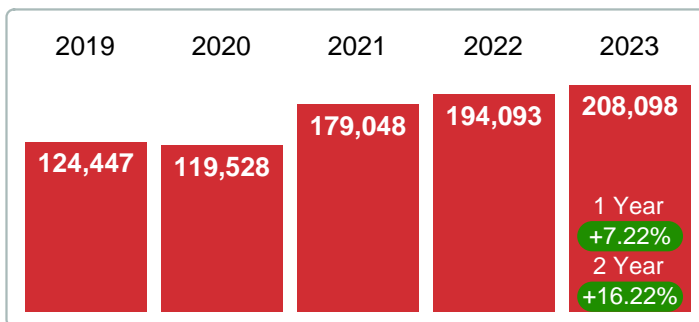
## AVERAGE SOLD PRICE AT CLOSING

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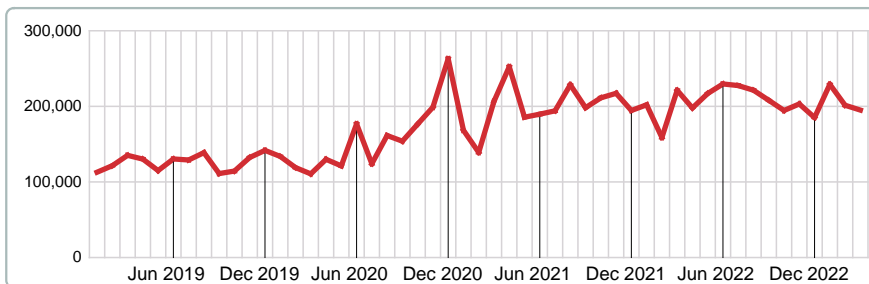
### MARCH



### YEAR TO DATE (YTD)

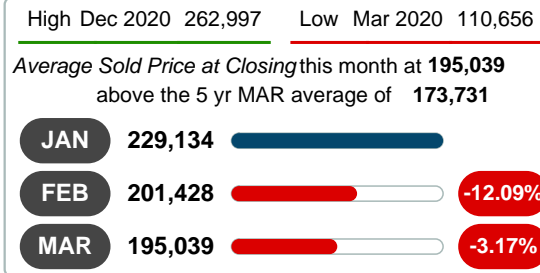


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 173,731



### 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
\$50,000 and less	9.38%	26,333	27,600	20,000	0	0
\$50,001 - \$100,000	15.63%	75,800	84,750	69,833	0	0
\$100,001 - \$125,000	9.38%	115,067	112,450	116,375	0	0
\$125,001 - \$225,000	28.13%	174,650	150,833	172,017	209,000	0
\$225,001 - \$250,000	12.50%	238,313	0	237,333	241,250	0
\$250,001 - \$350,000	14.06%	292,322	300,000	291,363	0	0
\$350,001 and up	10.94%	456,429	0	436,000	507,500	0
<b>Average Sold Price</b>		<b>195,039</b>	<b>96,960</b>	<b>211,990</b>	<b>303,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>195,039</b>	<b>15</b>	<b>42</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,482,500</b>	<b>1.45M</b>	<b>8.90M</b>	<b>2.12M</b>	<b>0.00B</b>

# March 2023



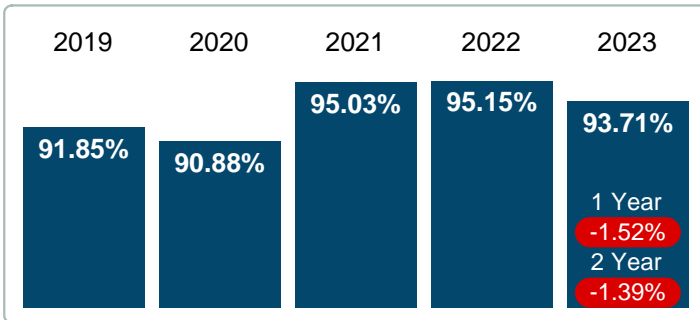
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



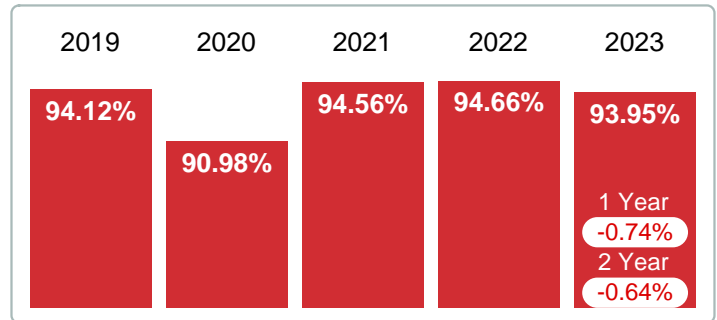
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

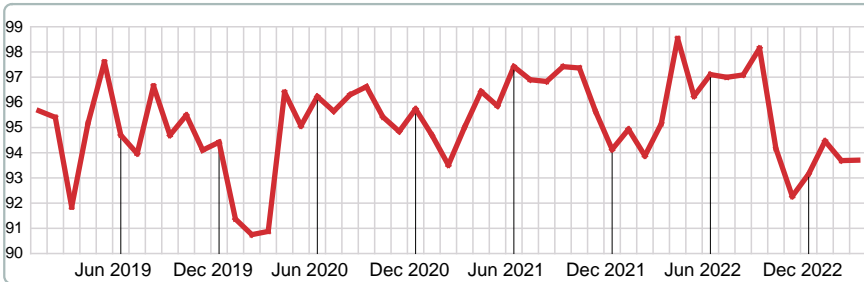
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

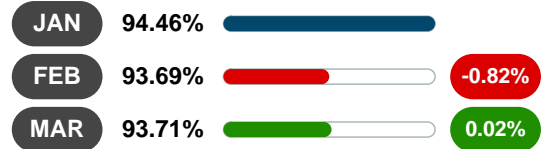


### 3 MONTHS

5 year MAR AVG = 93.32%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.71%** above the 5 yr MAR average of **93.32%**



## 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
\$50,000 and less	6	9.38%	82.41%	85.10%	68.97%	0.00%	0.00%
\$50,001 - \$100,000	10	15.63%	87.70%	88.36%	87.27%	0.00%	0.00%
\$100,001 - \$125,000	6	9.38%	97.73%	100.38%	96.41%	0.00%	0.00%
\$125,001 - \$225,000	18	28.13%	95.57%	95.83%	94.80%	98.39%	0.00%
\$225,001 - \$250,000	8	12.50%	96.74%	0.00%	96.95%	96.10%	0.00%
\$250,001 - \$350,000	9	14.06%	96.45%	100.00%	96.00%	0.00%	0.00%
\$350,001 and up	7	10.94%	96.72%	0.00%	97.21%	95.51%	0.00%
Average Sold/List Ratio		93.70%		91.15%	94.08%	96.91%	0.00%
Total Closed Units		64	100%	15	42	7	
Total Closed Volume		12,482,500		1.45M	8.90M	2.12M	0.00B

# March 2023



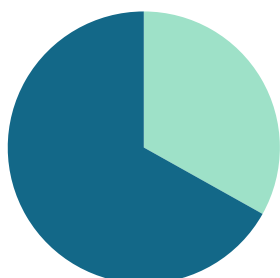
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

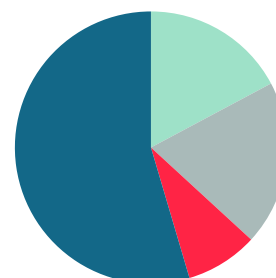


**Inventory**  
 New Listings  
**101 = 33.11%**  
 Start Inventory  
**204**  
 Total Inventory Units  
**305**  
 Volume  
**\$94,724,144**

### Market Activity

Closed Sales  
**64 = 17.20%**  
 Pending Sales  
**73 = 19.62%**  
 Other Off Market  
**32 = 8.60%**  
 Active Inventory  
**203 = 54.57%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	64	-15.79%	230	163	-29.13%
Pending Sales	91	73	-19.78%	239	182	-23.85%
New Listings	105	101	-3.81%	265	257	-3.02%
Average List Price	229,611	205,539	-10.48%	202,844	220,335	8.62%
Average Sale Price	221,242	195,039	-11.84%	194,093	208,098	7.22%
Average Percent of Selling Price to List Price	95.15%	93.71%	-1.52%	94.66%	93.95%	-0.74%
Average Days on Market to Sale	43.14	55.17	27.88%	46.36	50.35	8.61%
Monthly Inventory	151	203	34.44%	151	203	34.44%
Months Supply of Inventory	1.75	3.04	73.54%	1.75	3.04	73.54%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

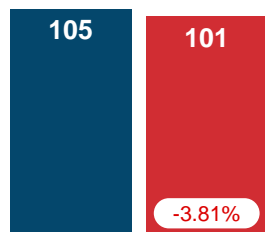
**Inventory** on March 31, 2023 = **203**

**2022** **2023**

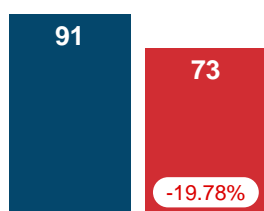
### MARCH MARKET

### AVERAGE PRICES

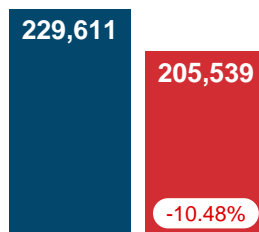
#### New Listings



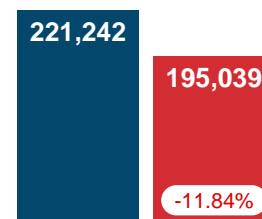
#### Pending Listings



#### List Price



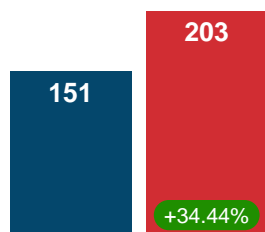
#### Sale Price



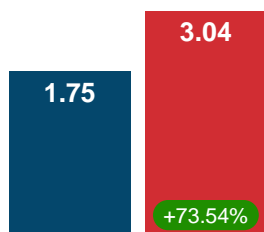
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

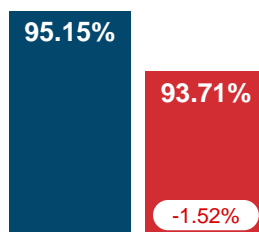
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

