

March 2023



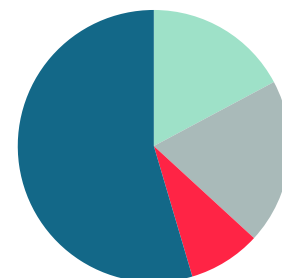
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	167,250	194,450	16.26%
Median Sale Price	168,250	175,250	4.16%
Median Percent of Selling Price to List Price	97.97%	97.32%	-0.67%
Median Days on Market to Sale	11.50	21.50	86.96%
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.

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 **4.16%** in March 2023 to \$175,250 versus the previous year at \$168,250.

Median Days on Market Lengthens

The median number of **21.50** days that homes spent on the market before selling increased by 10.00 days or **86.96%** in March 2023 compared to last year's same month at **11.50** DOM.

Sales Success for March 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 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 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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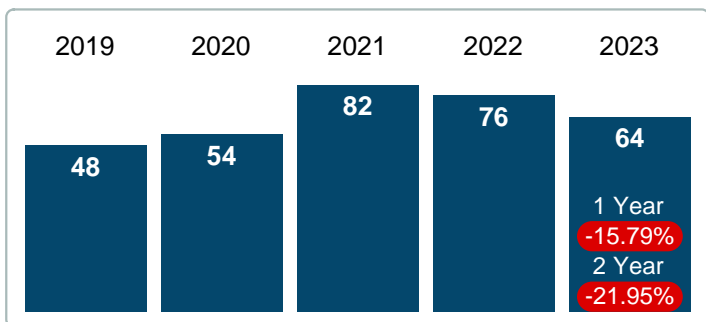
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



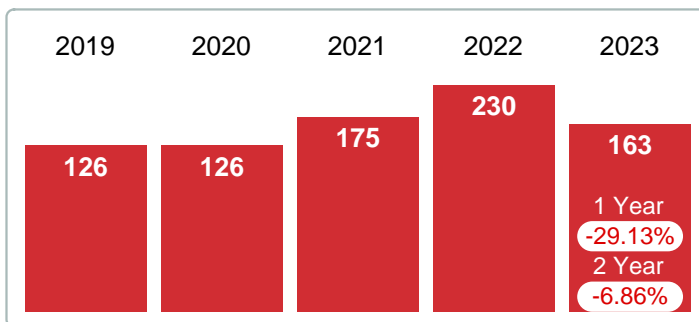
CLOSED LISTINGS

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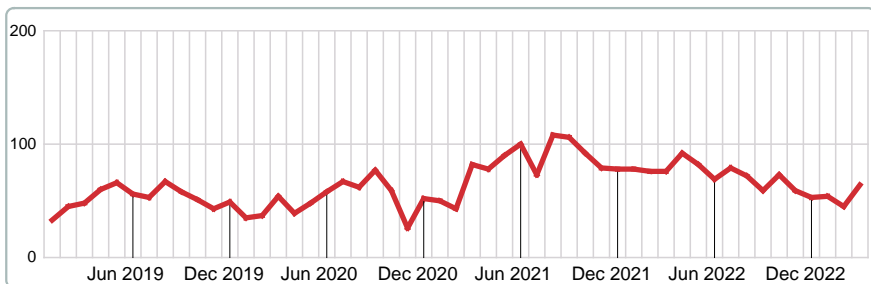
MARCH



YEAR TO DATE (YTD)

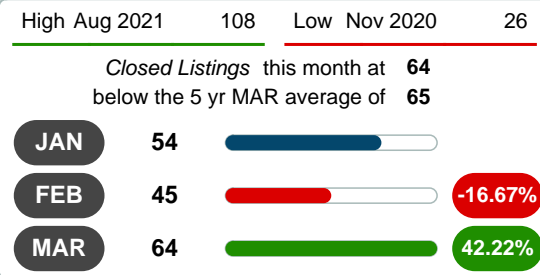


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.38%	46.5	5	1	0	0
\$50,001 - \$100,000	10	15.63%	5.0	4	6	0	0
\$100,001 - \$125,000	6	9.38%	74.5	2	4	0	0
\$125,001 - \$225,000	18	28.13%	18.5	3	12	3	0
\$225,001 - \$250,000	8	12.50%	33.0	0	6	2	0
\$250,001 - \$350,000	9	14.06%	14.0	1	8	0	0
\$350,001 and up	7	10.94%	31.0	0	5	2	0
Total Closed Units	64			15	42	7	0
Total Closed Volume	12,482,500	100%	21.5	1.45M	8.90M	2.12M	0.00B
Median Closed Price	\$175,250			\$100,000	\$188,500	\$235,000	\$0

March 2023



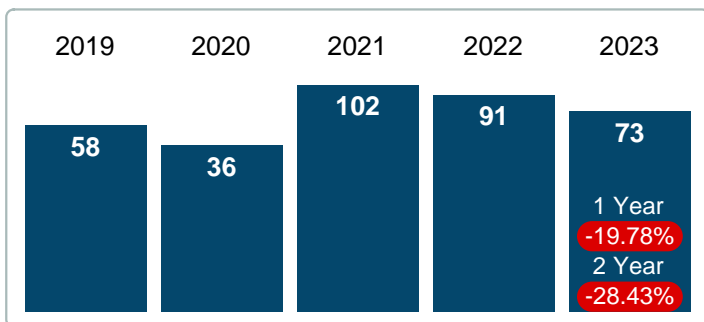
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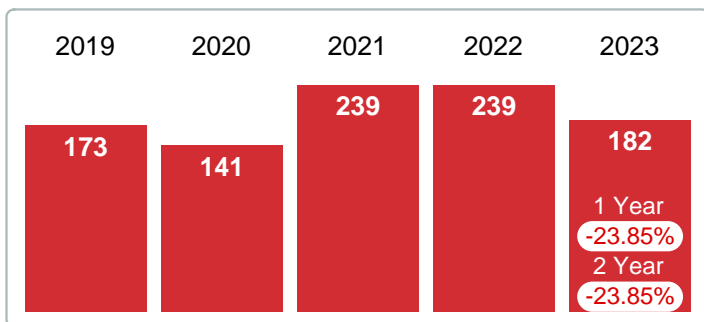
PENDING LISTINGS

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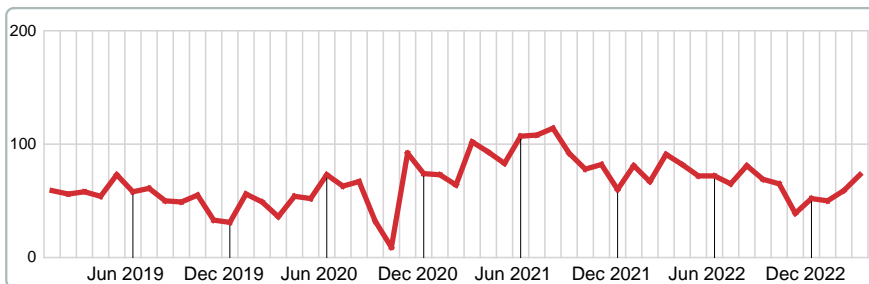
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 72

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **73**
above the 5 yr MAR average of **72**

- JAN 50
- FEB 59 **18.00%**
- MAR 73 **23.73%**

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	4	5.48%	12.0	3	1	0	0
\$75,001 - \$100,000	11	15.07%	32.0	5	6	0	0
\$100,001 - \$125,000	7	9.59%	17.0	2	3	2	0
\$125,001 - \$225,000	23	31.51%	27.0	5	11	6	1
\$225,001 - \$250,000	7	9.59%	3.0	0	5	1	1
\$250,001 - \$400,000	12	16.44%	20.5	0	10	2	0
\$400,001 and up	9	12.33%	38.0	0	4	5	0
Total Pending Units	73			15	40	16	2
Total Pending Volume	15,960,998	100%	24.0	1.56M	9.22M	4.79M	385.00K
Median Listing Price	\$169,000			\$99,000	\$219,500	\$237,450	\$192,500

March 2023



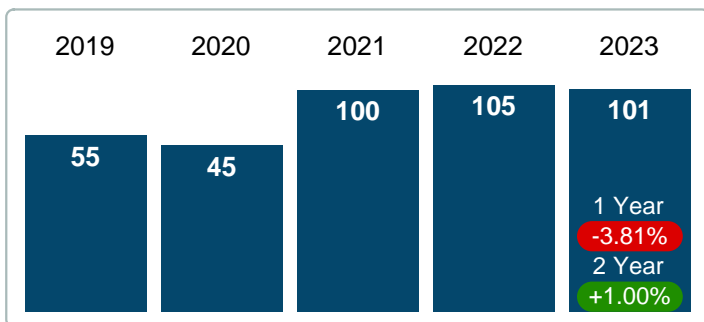
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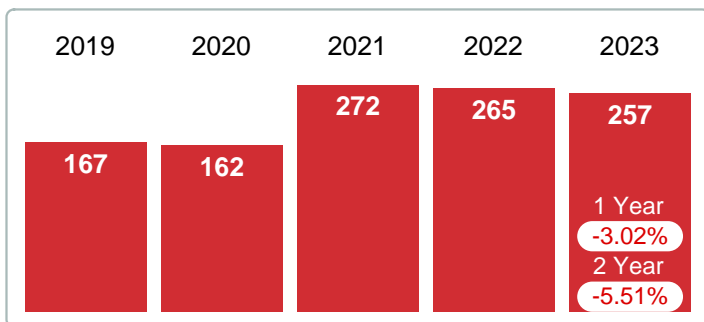
NEW LISTINGS

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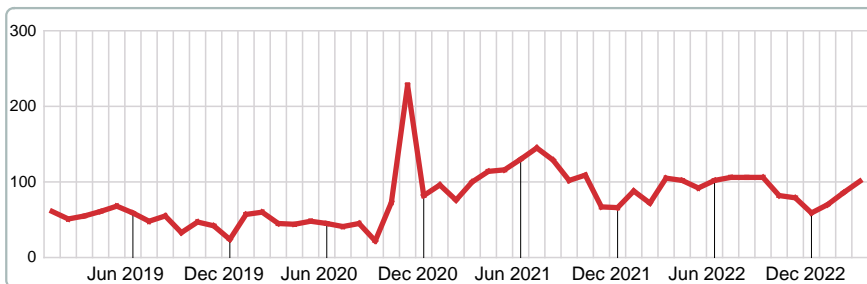
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

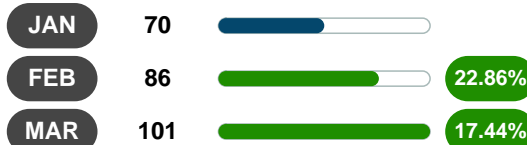


3 MONTHS

5 year MAR AVG = 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			
Total New Listed Units	101		28				48				22				3			
Total New Listed Volume	26,103,049		5.50M				11.39M				8.00M				1.21M			
Median New Listed Listing Price	\$222,500		\$125,000				\$225,750				\$335,000				\$240,000			

March 2023



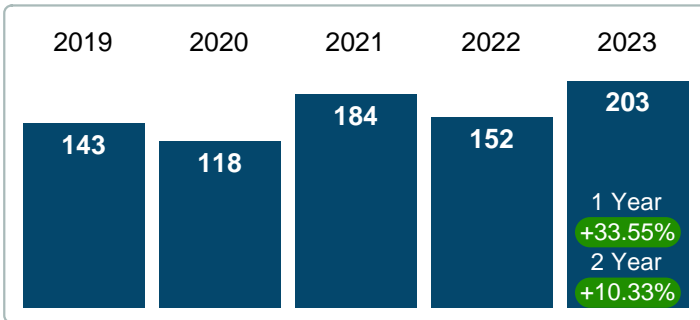
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



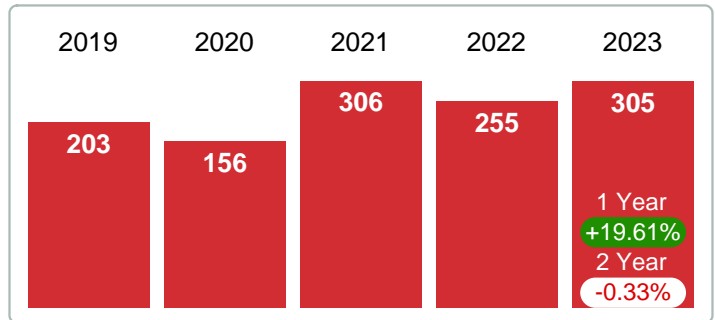
ACTIVE INVENTORY

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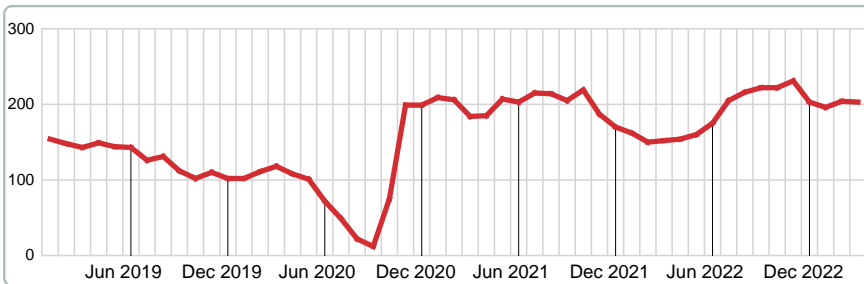
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 160

High Nov 2022: 231 | Low Sep 2020: 12

Inventory this month at **203**
above the 5 yr MAR average of **160**

Month	Inventory	% Change
JAN	196	
FEB	204	+4.08%
MAR	203	-0.49%

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	16	7.88%	53.5	11	4	1	0
\$50,001 - \$100,000	24	11.82%	49.5	12	9	3	0
\$100,001 - \$150,000	29	14.29%	54.0	14	14	1	0
\$150,001 - \$275,000	55	27.09%	44.0	8	36	10	1
\$275,001 - \$375,000	31	15.27%	70.0	2	14	12	3
\$375,001 - \$675,000	26	12.81%	46.0	2	11	12	1
\$675,001 and up	22	10.84%	78.5	3	11	3	5
Total Active Inventory by Units	203			52	99	42	10
Total Active Inventory by Volume	66,839,546	100%	52.0	8.96M	34.51M	16.07M	7.30M
Median Active Inventory Listing Price	\$229,000			\$114,500	\$229,000	\$317,500	\$597,000

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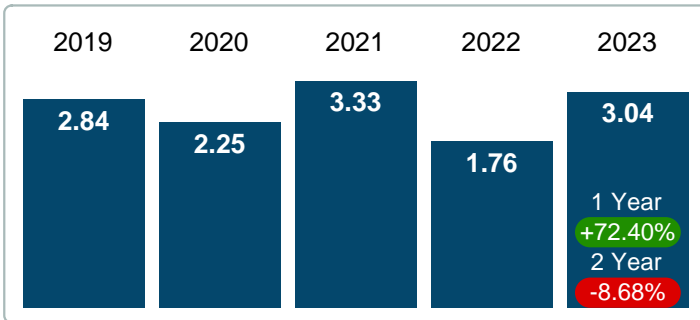
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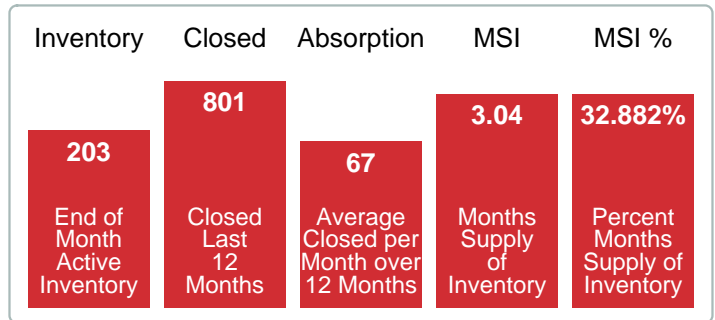
MONTHS SUPPLY of INVENTORY (MSI)

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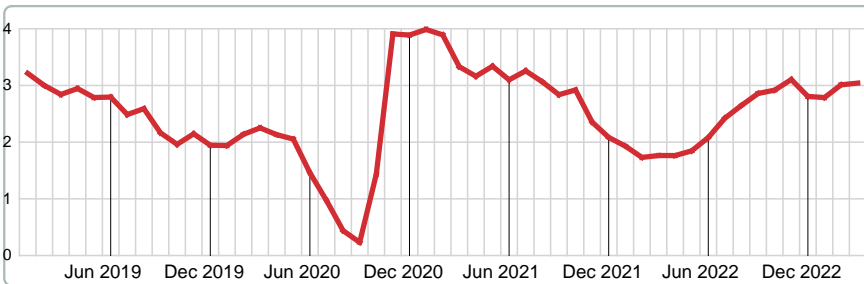
MSI FOR MARCH



INDICATORS FOR MARCH 2023

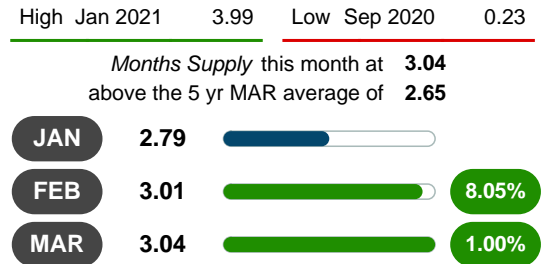


5 YEAR MARKET ACTIVITY TRENDS



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

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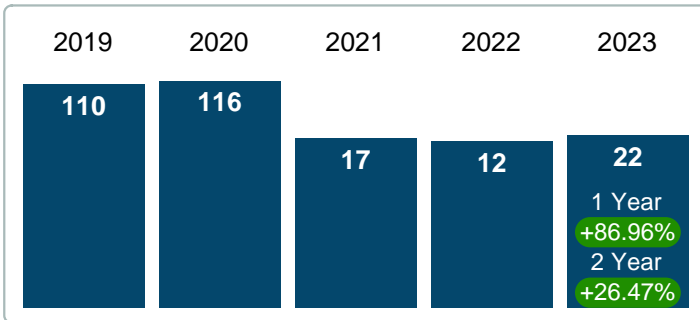
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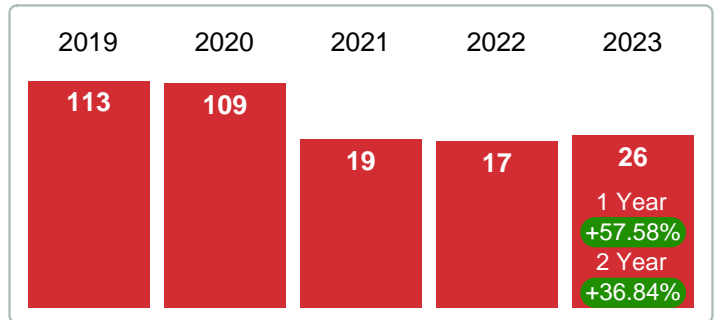
MEDIAN DAYS ON MARKET TO SALE

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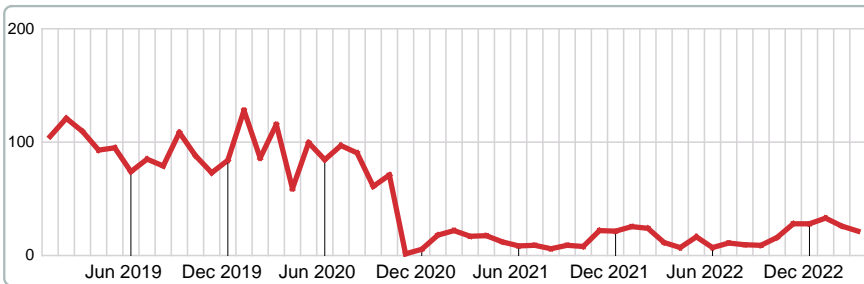
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

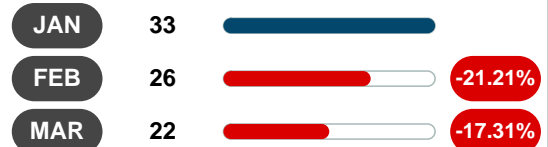


3 MONTHS

5 year MAR AVG = 55

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 22 below the 5 yr MAR average of 55



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
\$50,000 and less	9.38%	47	44	269	0	0
\$50,001 - \$100,000	15.63%	5	23	5	0	0
\$100,001 - \$125,000	9.38%	75	3	85	0	0
\$125,001 - \$225,000	28.13%	19	3	24	13	0
\$225,001 - \$250,000	12.50%	33	0	33	127	0
\$250,001 - \$350,000	14.06%	14	265	9	0	0
\$350,001 and up	10.94%	31	0	90	17	0
Median Closed DOM		22	8	24	13	0
Total Closed Units	100%	21.5	15	42	7	0
Total Closed Volume		12,482,500	1.45M	8.90M	2.12M	0.00B

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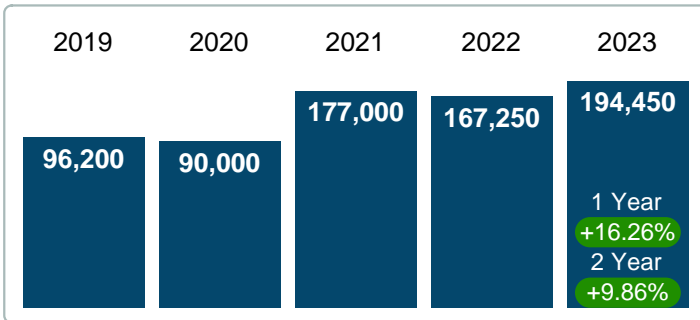
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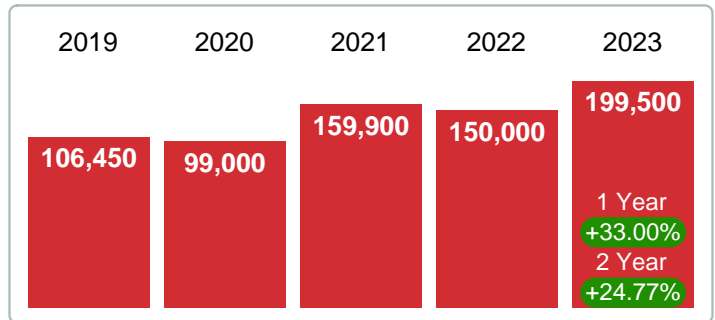
MEDIAN LIST PRICE AT CLOSING

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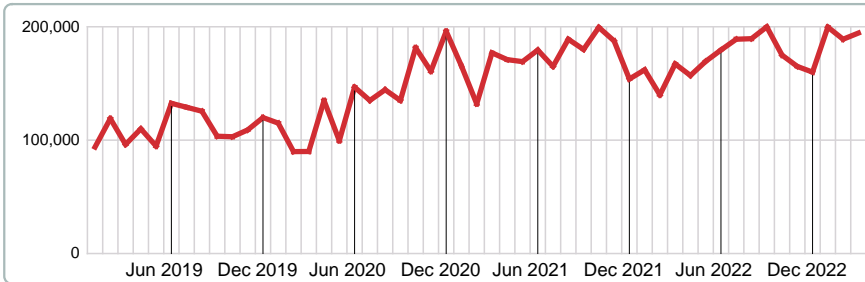
MARCH



YEAR TO DATE (YTD)

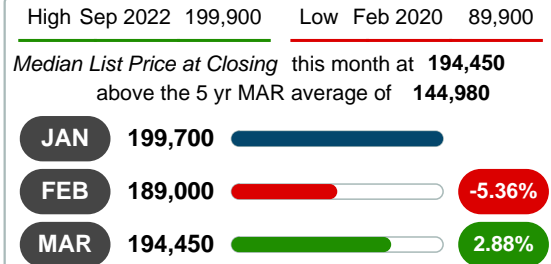


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 144,980



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
\$50,000 and less	5	7.81%	27,000	26,450	29,000	0	0
\$50,001 - \$100,000	9	14.06%	75,000	70,000	76,500	0	0
\$100,001 - \$125,000	4	6.25%	112,000	112,000	112,500	0	0
\$125,001 - \$225,000	22	34.38%	172,000	134,000	172,000	219,000	0
\$225,001 - \$250,000	7	10.94%	249,000	0	242,000	249,000	0
\$250,001 - \$350,000	8	12.50%	272,500	300,000	272,500	253,000	0
\$350,001 and up	9	14.06%	419,000	0	419,000	536,250	0
Median List Price			194,450	105,000	216,900	249,000	0
Total Closed Units		100%	194,450	15	42	7	
Total Closed Volume			13,154,499	1.57M	9.37M	2.21M	0.00B

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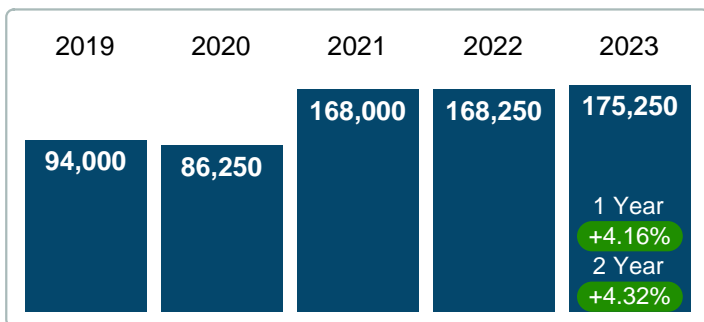
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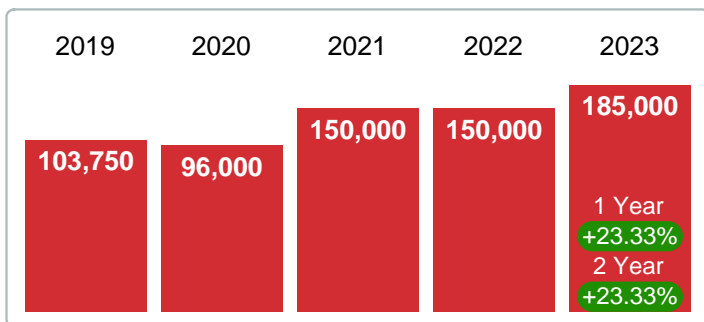
MEDIAN SOLD PRICE AT CLOSING

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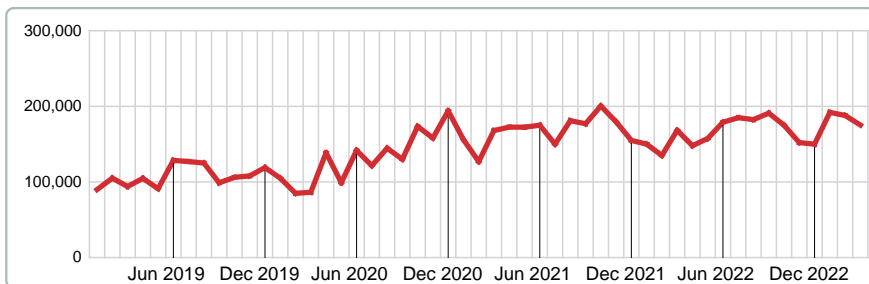
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

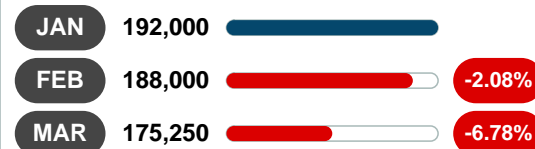


3 MONTHS

5 year MAR AVG = 138,350

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

Median Sold Price at Closing this month at 175,250 above the 5 yr MAR average of 138,350



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
\$50,000 and less	9.38%	21,500	23,000	20,000	0	0
\$50,001 - \$100,000	15.63%	71,500	85,000	71,500	0	0
\$100,001 - \$125,000	9.38%	117,750	112,450	117,750	0	0
\$125,001 - \$225,000	28.13%	175,000	132,500	172,500	202,500	0
\$225,001 - \$250,000	12.50%	237,500	0	237,500	241,250	0
\$250,001 - \$350,000	14.06%	280,000	300,000	280,000	0	0
\$350,001 and up	10.94%	419,000	0	419,000	507,500	0
Median Sold Price		175,250	100,000	188,500	235,000	0
Total Closed Units	100%	64	15	42	7	
Total Closed Volume		12,482,500	1.45M	8.90M	2.12M	0.00B

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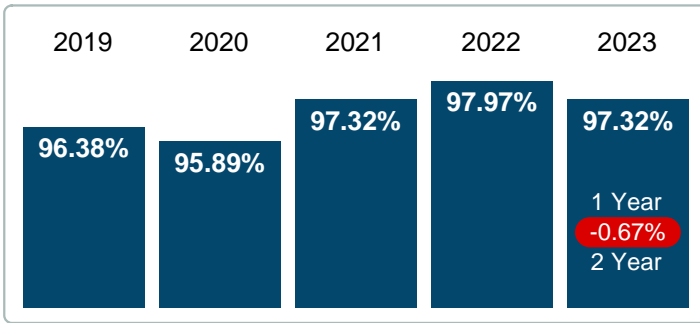
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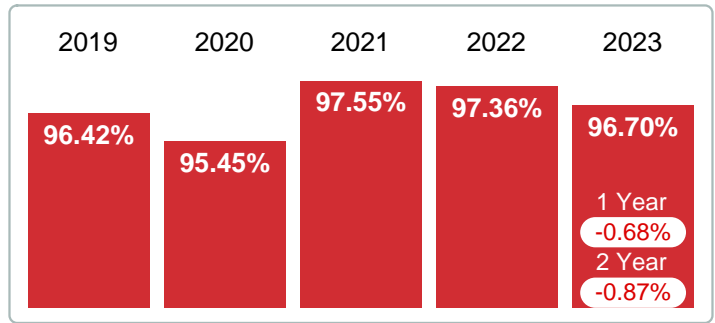
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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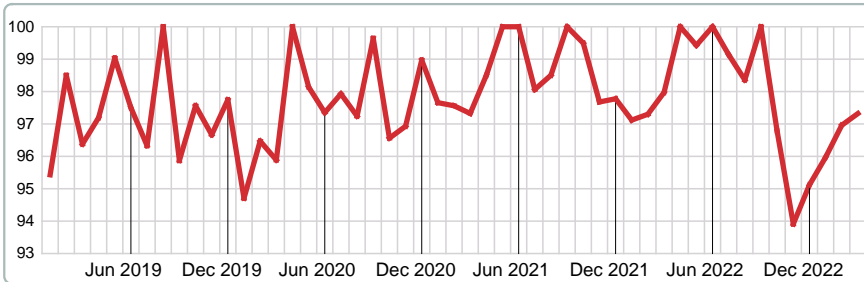
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

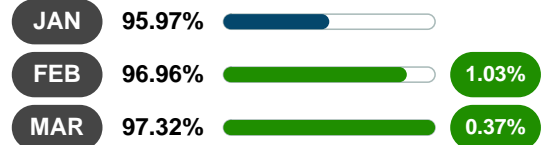


3 MONTHS

5 year MAR AVG = 96.98%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **97.32%**
equal to 5 yr MAR average of **96.98%**



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
\$50,000 and less	6	9.38%	74.32%	77.22%	68.97%	0.00%	0.00%
\$50,001 - \$100,000	10	15.63%	87.67%	89.68%	87.67%	0.00%	0.00%
\$100,001 - \$125,000	6	9.38%	98.75%	100.38%	97.20%	0.00%	0.00%
\$125,001 - \$225,000	18	28.13%	98.57%	97.01%	98.57%	101.76%	0.00%
\$225,001 - \$250,000	8	12.50%	97.11%	0.00%	97.33%	96.10%	0.00%
\$250,001 - \$350,000	9	14.06%	100.00%	100.00%	99.07%	0.00%	0.00%
\$350,001 and up	7	10.94%	98.72%	0.00%	98.75%	95.51%	0.00%
Median Sold/List Ratio		97.32%		97.01%	97.32%	97.83%	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



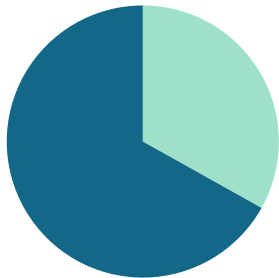
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

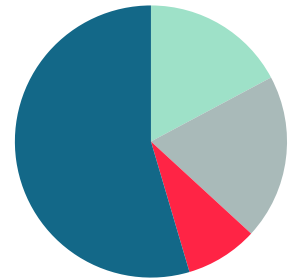


Inventory
 New Listings
101 = 33.11%
 Start Inventory
204
 Total Inventory Units
305
 Volume
\$94,724,144

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%
Median List Price	167,250	194,450	16.26%	150,000	199,500	33.00%
Median Sale Price	168,250	175,250	4.16%	150,000	185,000	23.33%
Median Percent of Selling Price to List Price	97.97%	97.32%	-0.67%	97.36%	96.70%	-0.68%
Median Days on Market to Sale	11.50	21.50	86.96%	16.50	26.00	57.58%
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

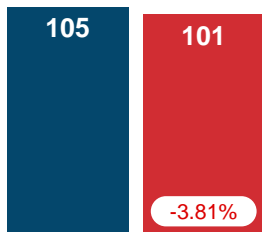
Inventory on March 31, 2023 = **203**

2022 **2023**

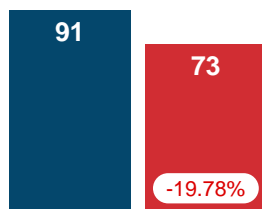
MARCH MARKET

MEDIAN PRICES

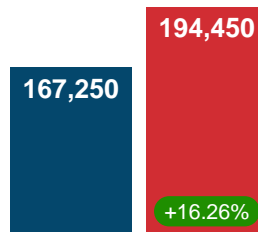
New Listings



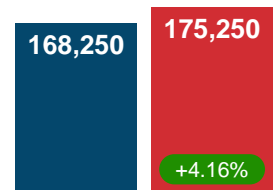
Pending Listings



List Price



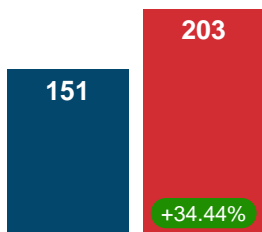
Sale Price



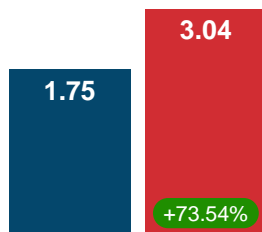
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

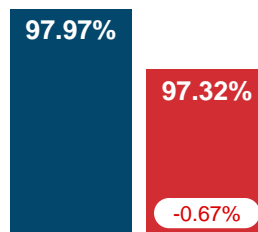
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

