

February 2022



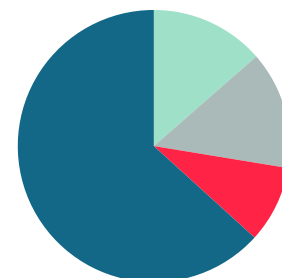
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	52	89	71.15%
Pending Listings	85	92	8.24%
New Listings	98	123	25.51%
Average List Price	166,256	176,136	5.94%
Average Sale Price	155,734	167,968	7.86%
Average Percent of Selling Price to List Price	94.57%	93.61%	-1.01%
Average Days on Market to Sale	28.50	58.26	104.42%
End of Month Inventory	635	415	-34.65%
Months Supply of Inventory	7.82	3.82	-51.13%



■ Closed (13.57%)
■ Pending (14.02%)
■ Other OffMarket (9.15%)
■ Active (63.26%)

Absorption: Last 12 months, an Average of **109** Sales/Month
Active Inventory as of February 28, 2022 = **415**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **34.65%** to 415 existing homes available for sale. Over the last 12 months this area has had an average of 109 closed sales per month. This represents an unsold inventory index of **3.82** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **7.86%** in February 2022 to \$167,968 versus the previous year at \$155,734.

Average Days on Market Lengthens

The average number of **58.26** days that homes spent on the market before selling increased by 29.76 days or **104.42%** in February 2022 compared to last year's same month at **28.50** DOM.

Sales Success for February 2022 is Positive

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

There were 123 New Listings in February 2022, up **25.51%** from last year at 98. Furthermore, there were 89 Closed Listings this month versus last year at 52, a **71.15%** increase.

Closed versus Listed trends yielded a **72.4%** ratio, up from previous year's, February 2021, at **53.1%**, a **36.37%** upswing. This will certainly create pressure on a decreasing 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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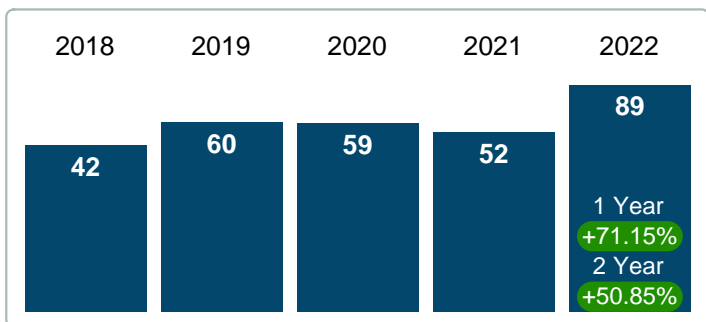
Area Delimited by Counties Carter, Love, Murray



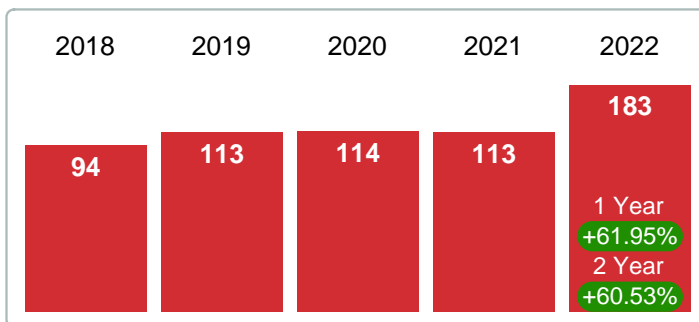
CLOSED LISTINGS

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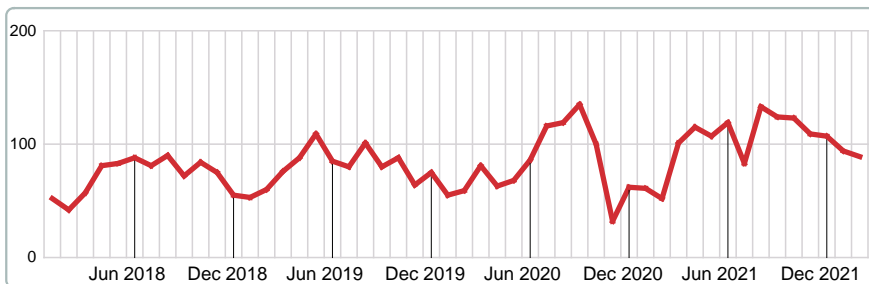
FEBRUARY



YEAR TO DATE (YTD)

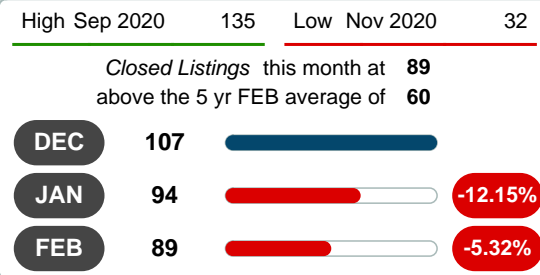


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



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	6	6.74%	103.8	4	2	0	0
\$25,001 - \$50,000	7	7.87%	63.1	7	0	0	0
\$50,001 - \$100,000	17	19.10%	45.6	13	3	0	1
\$100,001 - \$150,000	22	24.72%	70.1	7	11	4	0
\$150,001 - \$225,000	17	19.10%	43.4	5	7	5	0
\$225,001 - \$300,000	10	11.24%	37.2	0	8	1	1
\$300,001 and up	10	11.24%	69.3	4	1	5	0
Total Closed Units	89			40	32	15	2
Total Closed Volume	14,949,138	100%	58.3	5.00M	5.63M	3.96M	362.00K
Average Closed Price	\$167,968			\$124,936	\$175,928	\$263,999	\$181,000

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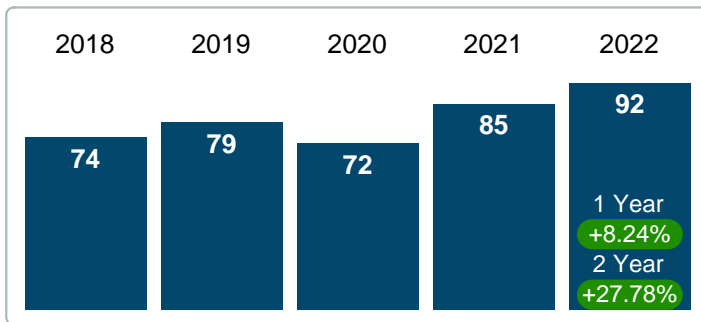
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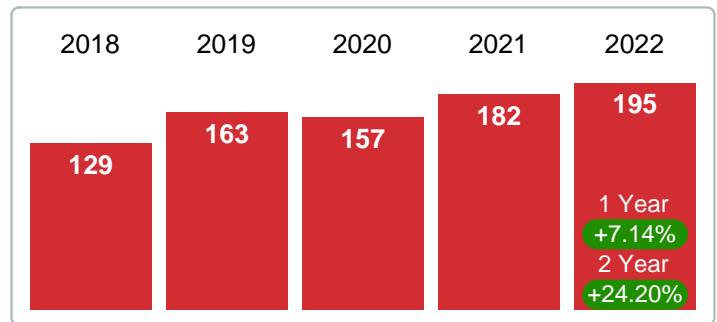
PENDING LISTINGS

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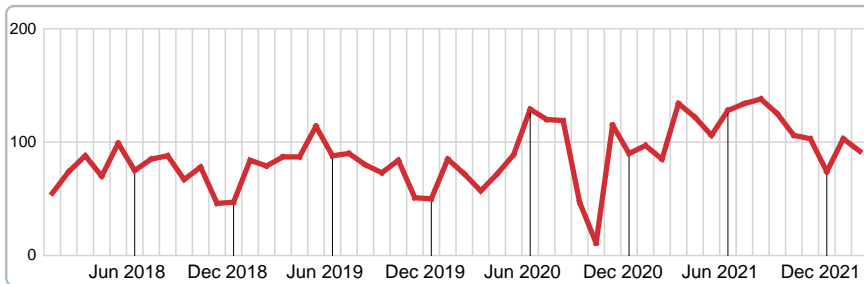
FEBRUARY



YEAR TO DATE (YTD)

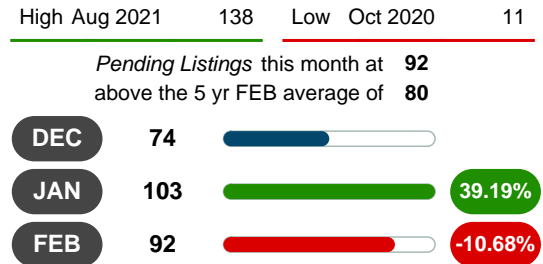


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 80



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.43%	35.4	5	0	0	0
\$25,001 - \$75,000	17	18.48%	65.9	13	4	0	0
\$75,001 - \$125,000	12	13.04%	109.2	6	6	0	0
\$125,001 - \$150,000	16	17.39%	30.0	6	9	1	0
\$150,001 - \$225,000	19	20.65%	48.4	3	13	3	0
\$225,001 - \$375,000	13	14.13%	39.5	1	12	0	0
\$375,001 and up	10	10.87%	44.9	3	4	2	1
Total Pending Units	92			37	48	6	1
Total Pending Volume	17,241,750	100%	28.4	4.70M	10.02M	2.02M	496.50K
Average Listing Price	\$159,554			\$127,055	\$208,775	\$337,167	\$496,500

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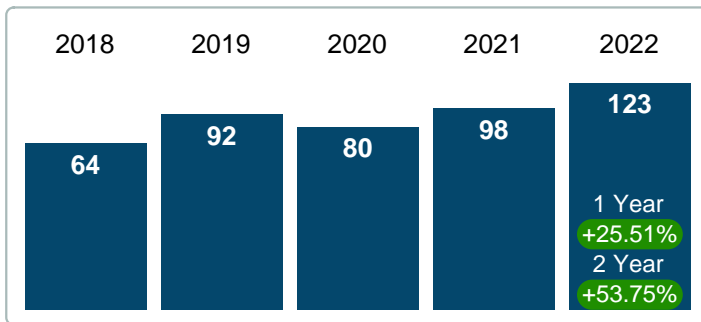
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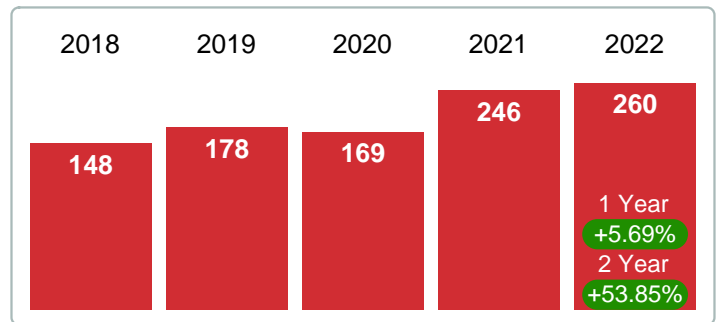
NEW LISTINGS

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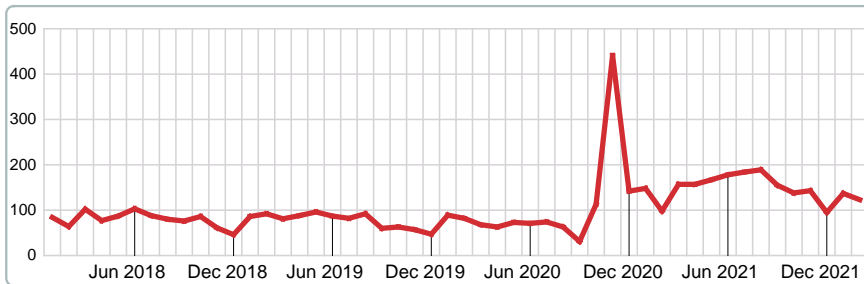
FEBRUARY



YEAR TO DATE (YTD)

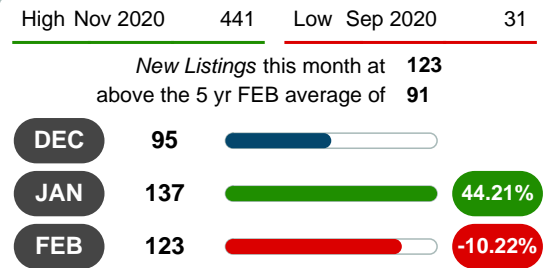


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 91



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	15	12.20%	15	0	0	0
\$25,001-\$100,000	31	25.20%	21	10	0	0
\$100,001-\$225,000	31	25.20%	12	17	2	0
\$225,001-\$375,000	17	13.82%	5	10	1	1
\$375,001-\$650,000	17	13.82%	10	4	2	1
\$650,001 and up	12	9.76%	4	4	3	1
Total New Listed Units	123		67	45	8	3
Total New Listed Volume	32,999,150	100%	13.71M	13.62M	4.07M	1.59M
Average New Listed Listing Price	\$170,765		\$204,578	\$302,747	\$509,288	\$531,500

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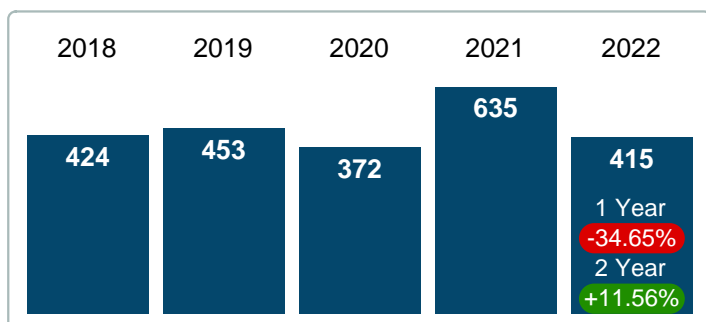
Area Delimited by Counties Carter, Love, Murray



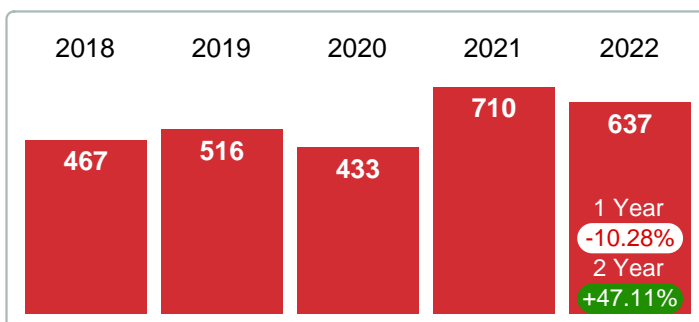
ACTIVE INVENTORY

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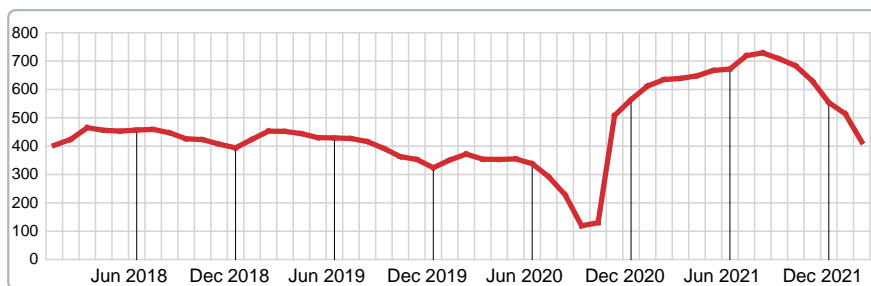
END OF FEBRUARY



ACTIVE DURING FEBRUARY

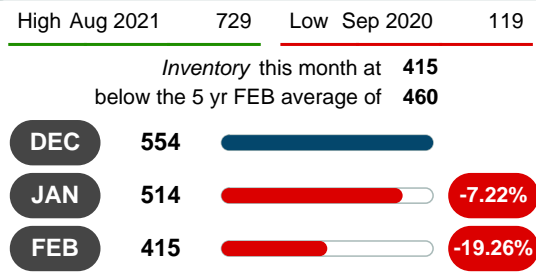


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 460



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	52	12.53%	104.1	52	0	0	0
\$25,001-\$75,000	87	20.96%	164.1	78	9	0	0
\$75,001-\$225,000	109	26.27%	91.9	53	47	7	2
\$225,001-\$475,000	75	18.07%	88.7	41	21	10	3
\$475,001-\$875,000	47	11.33%	89.7	24	15	5	3
\$875,001 and up	45	10.84%	122.6	29	4	7	5
Total Active Inventory by Units	415			277	96	29	13
Total Active Inventory by Volume	145,903,482	100%	111.1	83.22M	31.17M	21.55M	9.96M
Average Active Inventory Listing Price	\$351,575			\$300,450	\$324,677	\$743,179	\$765,962

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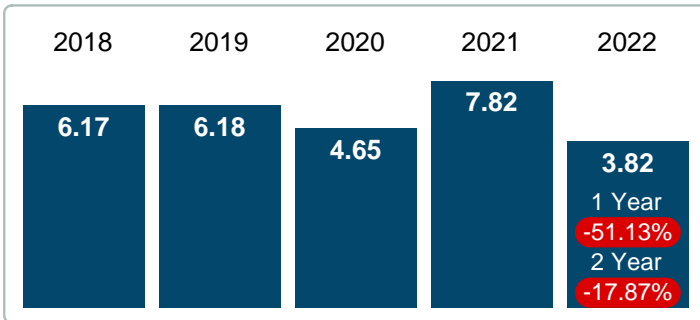
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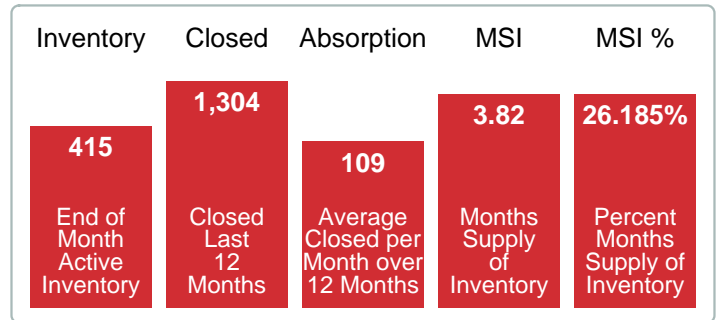
MONTHS SUPPLY of INVENTORY (MSI)

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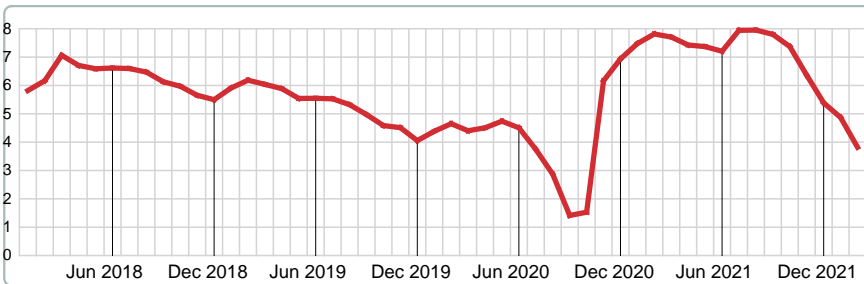
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

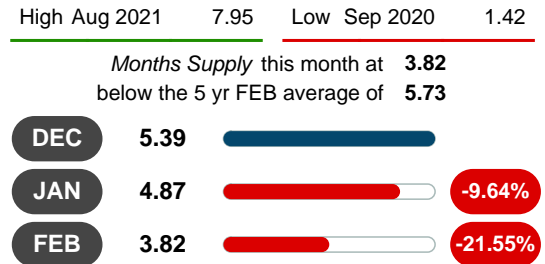


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.73



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
\$10,000 and less	14	3.37%	12.92	14.00	0.00	0.00	0.00
\$10,001 - \$40,000	81	19.52%	7.53	8.80	2.18	0.00	0.00
\$40,001 - \$90,000	61	14.70%	3.22	4.14	1.71	0.00	12.00
\$90,001 - \$240,000	95	22.89%	1.97	3.73	1.46	0.99	1.50
\$240,001 - \$470,000	70	16.87%	2.98	8.54	1.98	1.28	2.40
\$470,001 - \$890,000	49	11.81%	10.50	23.08	16.00	2.50	5.14
\$890,001 and up	45	10.84%	28.42	23.20	48.00	84.00	30.00
Market Supply of Inventory (MSI)			3.82	6.83	2.02	1.64	4.59
Total Active Inventory by Units		100%	3.82	277	96	29	13

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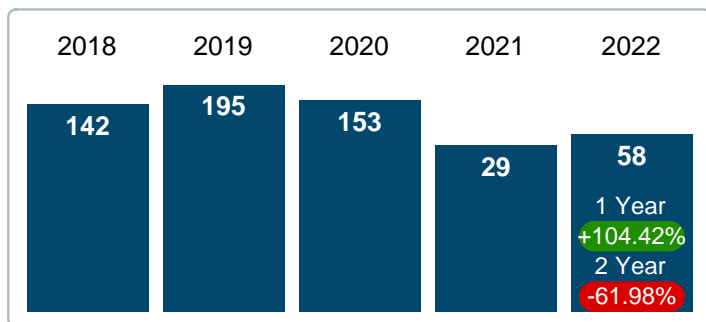
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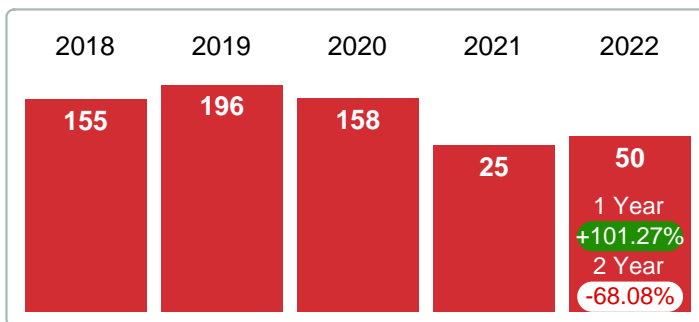
AVERAGE DAYS ON MARKET TO SALE

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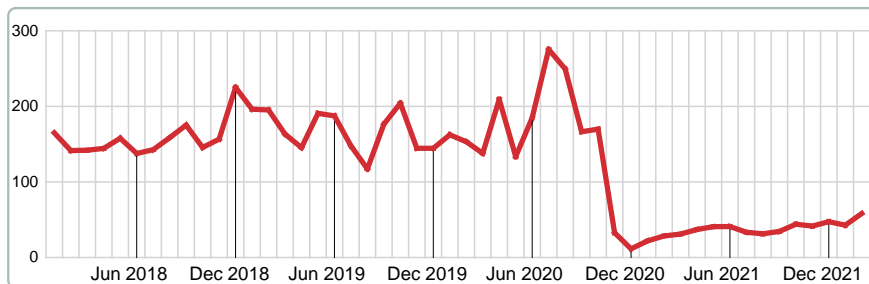
FEBRUARY



YEAR TO DATE (YTD)

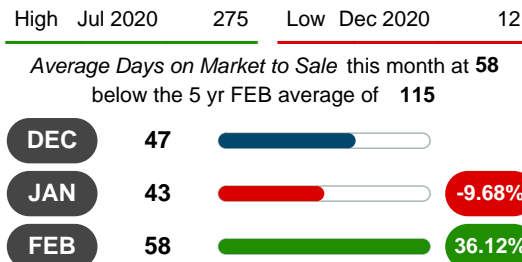


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 115



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	6.74%	104	108	96	0	0
\$25,001 - \$50,000	7.87%	63	63	0	0	0
\$50,001 - \$100,000	19.10%	46	37	92	0	21
\$100,001 - \$150,000	24.72%	70	39	69	127	0
\$150,001 - \$225,000	19.10%	43	89	16	36	0
\$225,001 - \$300,000	11.24%	37	0	24	27	153
\$300,001 and up	11.24%	69	108	123	27	0
Average Closed DOM		58				
Total Closed Units	100%	89	40	32	15	2
Total Closed Volume		14,949,138	5.00M	5.63M	3.96M	362.00K

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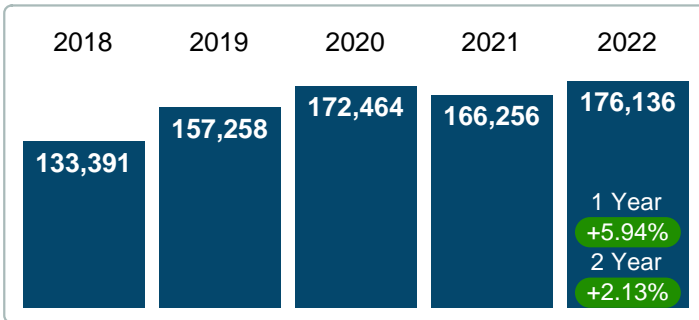
Area Delimited by Counties Carter, Love, Murray



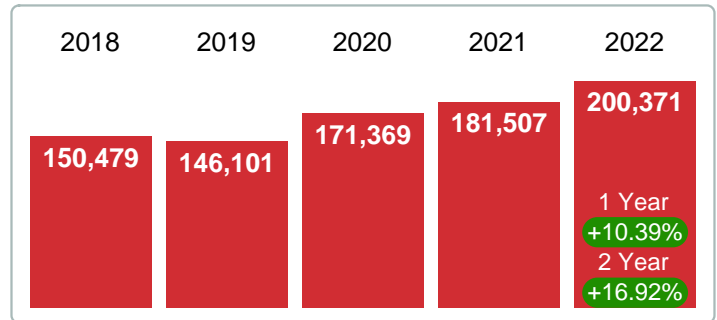
AVERAGE LIST PRICE AT CLOSING

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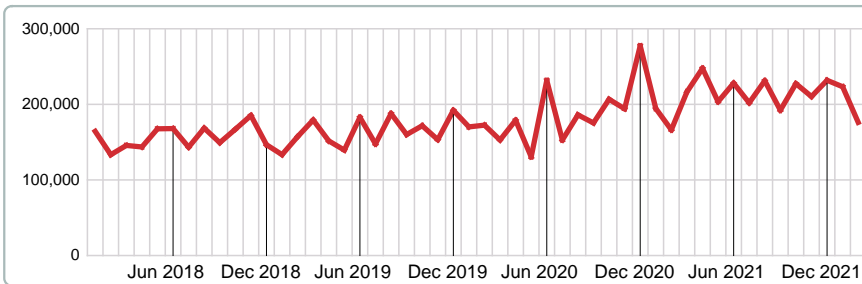
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

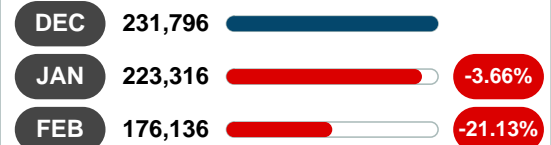


3 MONTHS

5 year FEB AVG = 161,101

High Dec 2020 277,394 Low May 2020 130,556

Average List Price at Closing this month at **176,136**
above the 5 yr FEB average of **161,101**



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	2	2.25%	14,700	27,100	37,000	0	
\$25,001 - \$50,000	10	11.24%	37,540	46,043	0	0	
\$50,001 - \$100,000	17	19.10%	79,682	80,562	78,333	0	
\$100,001 - \$150,000	23	25.84%	132,290	129,753	134,918	138,450	
\$150,001 - \$225,000	14	15.73%	200,850	207,500	205,271	215,875	
\$225,001 - \$300,000	12	13.48%	260,190	0	266,813	249,900	
\$300,001 and up	11	12.36%	449,082	487,025	485,000	439,360	
Average List Price		176,136		134,297	182,797	271,992	187,450
Total Closed Units		89	100%	176,136	40	32	15
Total Closed Volume		15,676,145			5.37M	5.85M	4.08M

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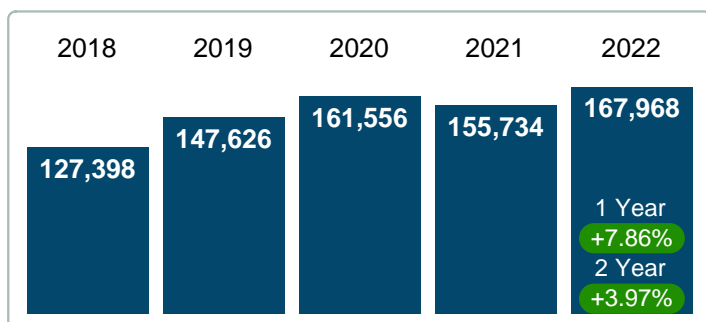
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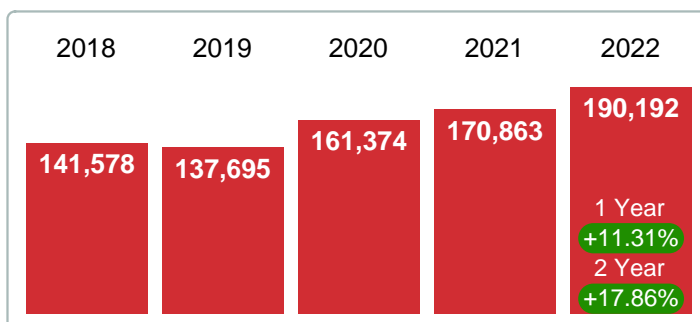
AVERAGE SOLD PRICE AT CLOSING

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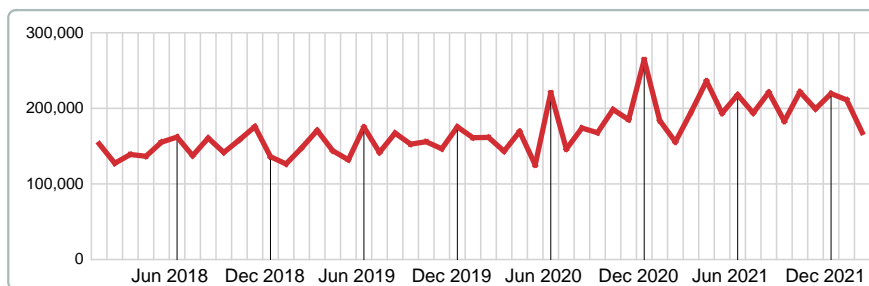
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

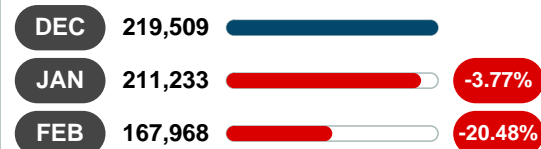


3 MONTHS

5 year FEB AVG = 152,056

High Dec 2020 264,222 Low May 2020 125,151

Average Sold Price at Closing this month at **167,968**
above the 5 yr FEB average of **152,056**



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	6	6.74%	20,833	18,750	25,000	0	0
\$25,001 - \$50,000	7	7.87%	35,929	35,929	0	0	0
\$50,001 - \$100,000	17	19.10%	75,853	74,577	75,000	0	95,000
\$100,001 - \$150,000	22	24.72%	127,416	125,036	124,536	139,500	0
\$150,001 - \$225,000	17	19.10%	198,052	186,240	202,714	203,338	0
\$225,001 - \$300,000	10	11.24%	262,770	0	263,850	249,900	267,000
\$300,001 and up	10	11.24%	448,540	473,750	455,000	427,080	0
Average Sold Price			167,968	124,936	175,928	263,999	181,000
Total Closed Units		100%	89	40	32	15	2
Total Closed Volume			14,949,138	5.00M	5.63M	3.96M	362.00K

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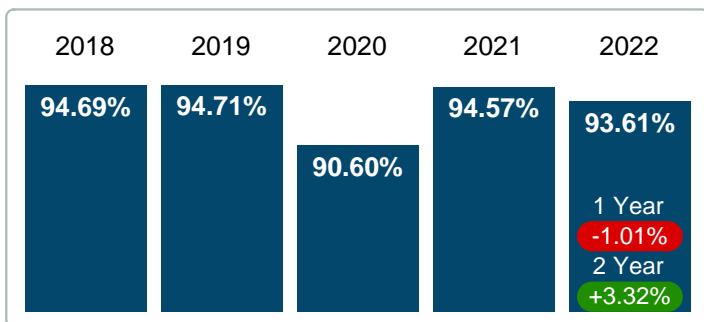
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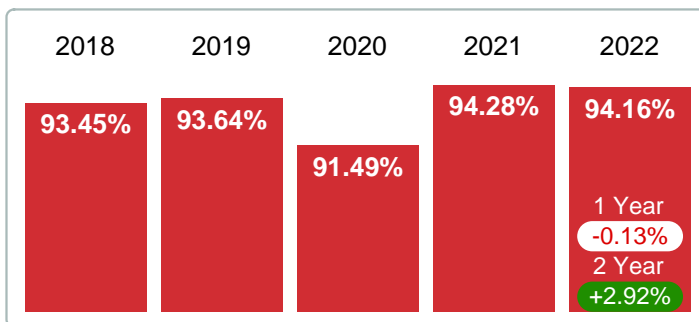
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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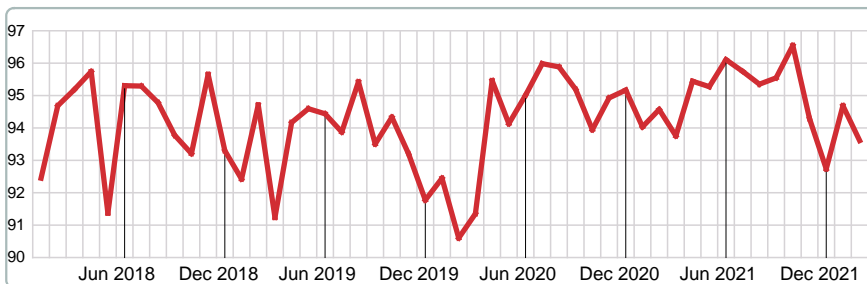
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

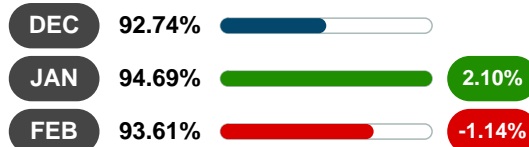


3 MONTHS

5 year FEB AVG = 93.64%

High Oct 2021 96.54% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **93.61%** equal to 5 yr FEB average of **93.64%**



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	6	6.74%	71.16%	72.90%	67.68%	0.00%	0.00%
\$25,001 - \$50,000	7	7.87%	90.02%	90.02%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	17	19.10%	93.85%	93.33%	95.68%	0.00%	95.10%
\$100,001 - \$150,000	22	24.72%	95.50%	96.37%	93.01%	100.82%	0.00%
\$150,001 - \$225,000	17	19.10%	95.68%	91.42%	98.75%	95.65%	0.00%
\$225,001 - \$300,000	10	11.24%	98.92%	0.00%	99.02%	100.00%	97.09%
\$300,001 and up	10	11.24%	96.18%	95.46%	93.81%	97.22%	0.00%
Average Sold/List Ratio		93.60%		91.22%	94.46%	97.84%	96.09%
Total Closed Units		89	100%	40	32	15	2
Total Closed Volume		14,949,138		5.00M	5.63M	3.96M	362.00K

February 2022



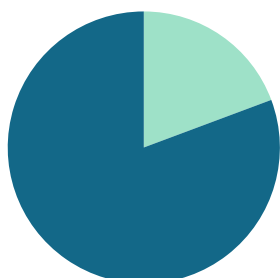
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

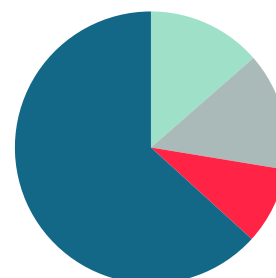


Inventory
 New Listings
123 = 19.31%
 Start Inventory
514
 Total Inventory Units
637
 Volume
\$191,353,177

Market Activity

Closed Sales
89 = 13.57%
 Pending Sales
92 = 14.02%
 Other Off Market
60 = 9.15%
 Active Inventory
415 = 63.26%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	52	89	71.15%	113	183	61.95%
Pending Sales	85	92	8.24%	182	195	7.14%
New Listings	98	123	25.51%	246	260	5.69%
Average List Price	166,256	176,136	5.94%	181,507	200,371	10.39%
Average Sale Price	155,734	167,968	7.86%	170,863	190,192	11.31%
Average Percent of Selling Price to List Price	94.57%	93.61%	-1.01%	94.28%	94.16%	-0.13%
Average Days on Market to Sale	28.50	58.26	104.42%	25.00	50.32	101.27%
Monthly Inventory	635	415	-34.65%	635	415	-34.65%
Months Supply of Inventory	7.82	3.82	-51.13%	7.82	3.82	-51.13%

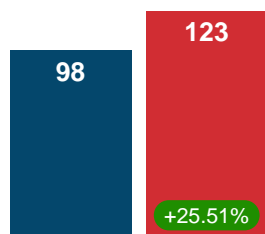
Absorption: Last 12 months, an Average of **109** Sales/Month

Inventory on February 28, 2022 = **415** 2021 2022

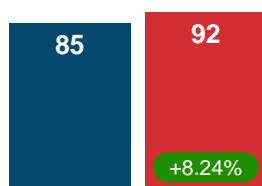
FEBRUARY MARKET

AVERAGE PRICES

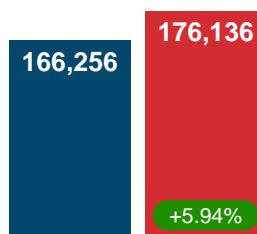
New Listings



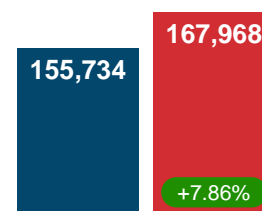
Pending Listings



List Price



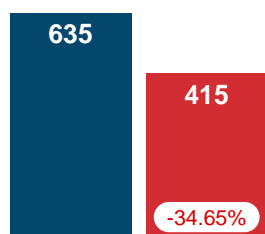
Sale Price



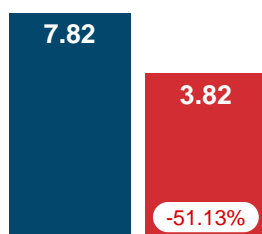
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

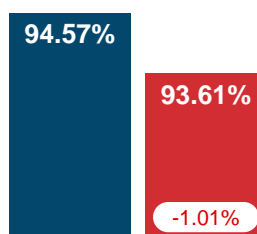
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

