

March 2022



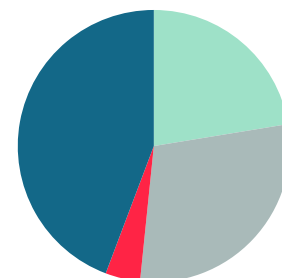
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	82	76	-7.32%
Pending Listings	102	99	-2.94%
New Listings	100	105	5.00%
Average List Price	227,949	229,611	0.73%
Average Sale Price	206,540	221,900	7.44%
Average Percent of Selling Price to List Price	95.03%	95.23%	0.22%
Average Days on Market to Sale	29.72	43.14	45.17%
End of Month Inventory	325	150	-53.85%
Months Supply of Inventory	5.88	1.74	-70.41%



■ Closed (22.42%)
■ Pending (29.20%)
■ Other OffMarket (4.13%)
■ Active (44.25%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of March 31, 2022 = **150**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **53.85%** to 150 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **1.74** 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 **7.44%** in March 2022 to \$221,900 versus the previous year at \$206,540.

Average Days on Market Lengthens

The average number of **43.14** days that homes spent on the market before selling increased by 13.43 days or **45.17%** in March 2022 compared to last year's same month at **29.72** DOM.

Sales Success for March 2022 is Positive

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

There were 105 New Listings in March 2022, up **5.00%** from last year at 100. Furthermore, there were 76 Closed Listings this month versus last year at 82, a **-7.32%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, March 2021, at **82.0%**, a **11.73%** downswing. This will certainly create pressure on a decreasing 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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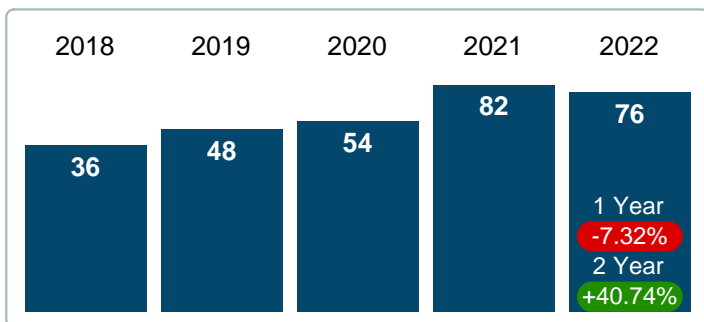
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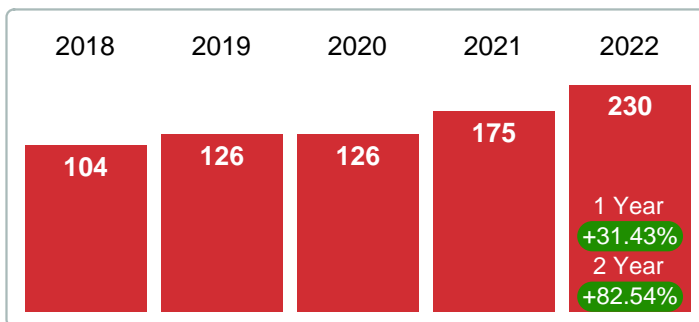
CLOSED LISTINGS

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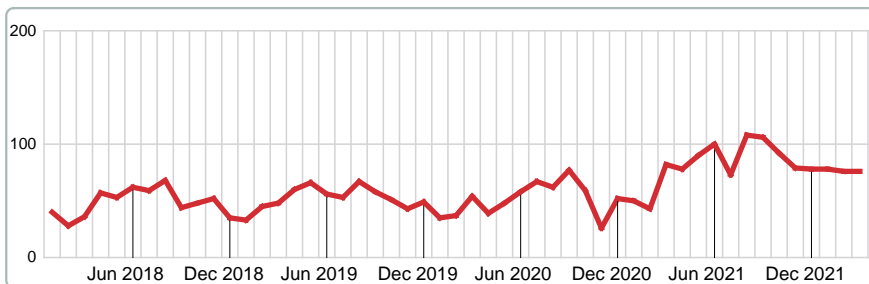
MARCH



YEAR TO DATE (YTD)

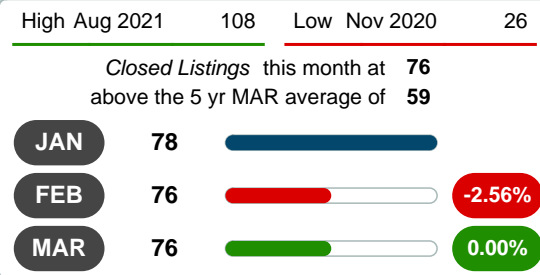


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



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	3	3.95%	87.3	2	1	0	0
\$25,001 - \$75,000	15	19.74%	28.5	6	8	1	0
\$75,001 - \$125,000	10	13.16%	30.4	3	6	1	0
\$125,001 - \$200,000	19	25.00%	49.9	3	14	2	0
\$200,001 - \$275,000	10	13.16%	57.0	0	6	4	0
\$275,001 - \$475,000	12	15.79%	32.0	1	8	3	0
\$475,001 and up	7	9.21%	54.6	0	4	1	2
Total Closed Units	76			15	47	12	2
Total Closed Volume	16,864,400	100%	43.1	1.39M	10.98M	2.73M	1.77M
Average Closed Price	\$221,900			\$92,527	\$233,651	\$227,492	\$882,500

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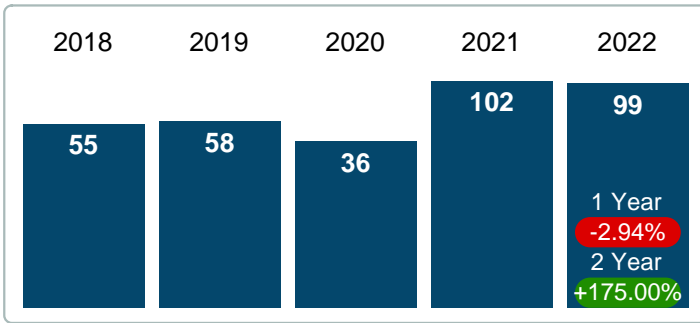
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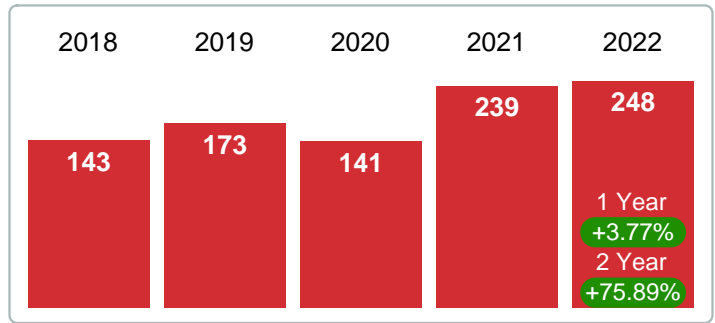
PENDING LISTINGS

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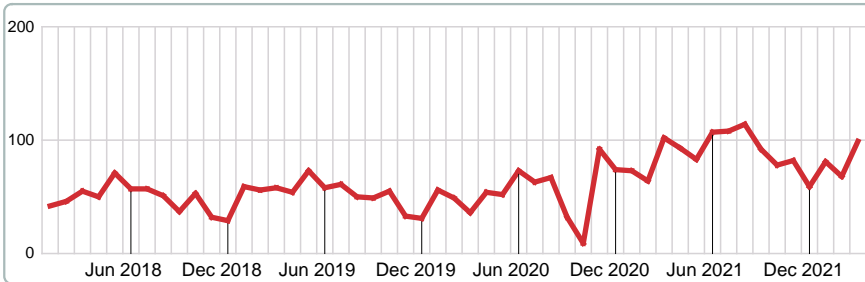
MARCH



YEAR TO DATE (YTD)

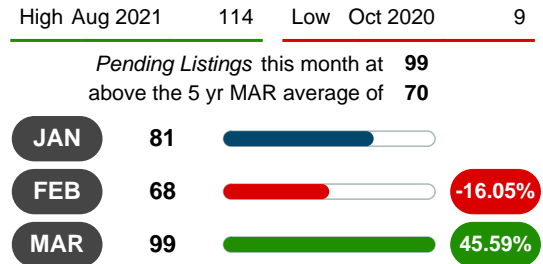


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.09%	29.4	5	4	0	0
\$50,001 - \$100,000	11	11.11%	22.9	6	4	1	0
\$100,001 - \$125,000	8	8.08%	21.9	3	5	0	0
\$125,001 - \$225,000	33	33.33%	44.4	4	24	5	0
\$225,001 - \$325,000	16	16.16%	30.3	1	12	2	1
\$325,001 - \$475,000	13	13.13%	28.5	0	4	6	3
\$475,001 and up	9	9.09%	55.3	1	5	2	1
Total Pending Units	99			20	58	16	5
Total Pending Volume	22,779,299	100%	23.5	2.69M	12.77M	5.03M	2.29M
Average Listing Price	\$157,325			\$134,545	\$220,103	\$314,650	\$457,600

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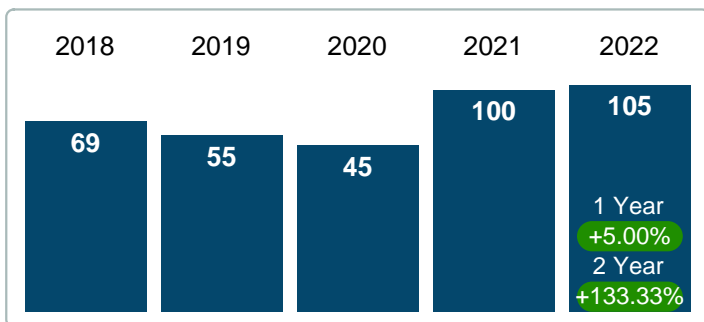
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



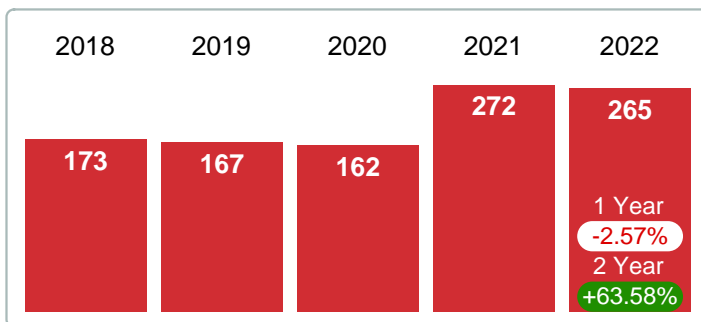
NEW LISTINGS

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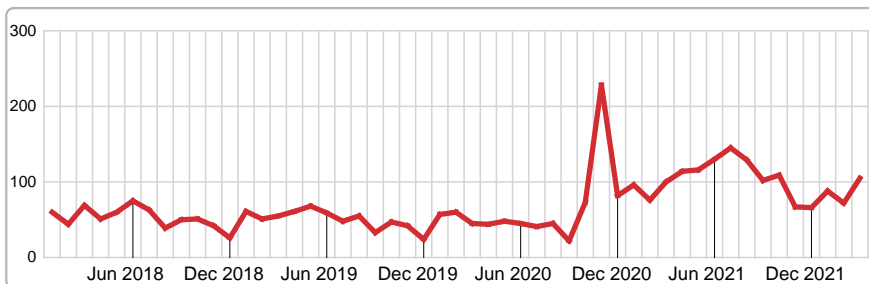
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 75

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **105**
above the 5 yr MAR average of **75**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	10	9.52%	8	2	0	0
\$60,001 - \$110,000	15	14.29%	7	5	2	1
\$110,001 - \$160,000	13	12.38%	3	10	0	0
\$160,001 - \$280,000	27	25.71%	2	20	5	0
\$280,001 - \$390,000	16	15.24%	0	8	6	2
\$390,001 - \$550,000	14	13.33%	3	5	4	2
\$550,001 and up	10	9.52%	2	2	4	2
Total New Listed Units	105		25	52	21	7
Total New Listed Volume	29,932,398	100%	6.18M	12.50M	7.84M	3.41M
Average New Listed Listing Price	\$144,312		\$247,088	\$240,462	\$373,157	\$487,843

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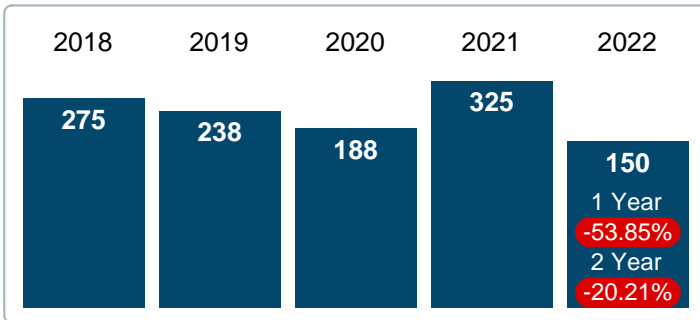
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



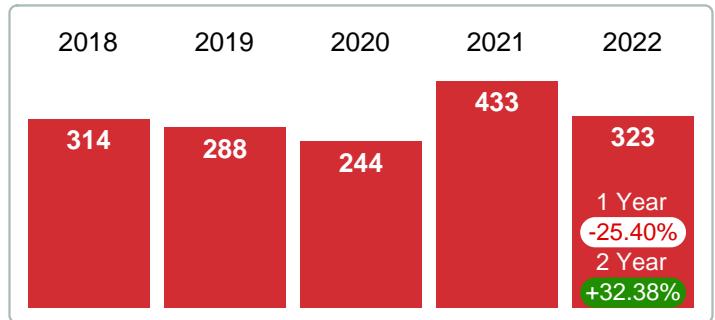
ACTIVE INVENTORY

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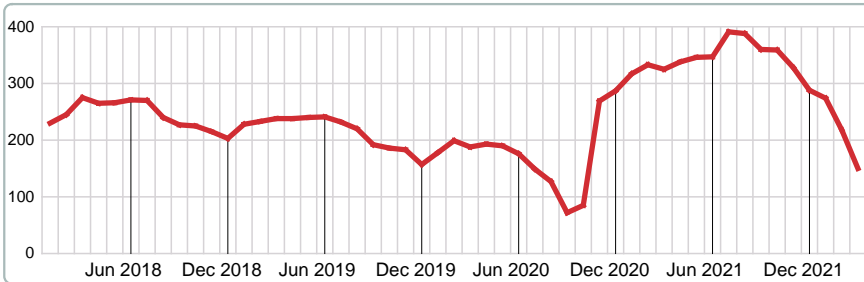
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 235

High Jul 2021 391 Low Sep 2020 72

Inventory this month at 150
below the 5 yr MAR average of 235

Month	Inventory	% Change
JAN	274	
FEB	218	-20.44%
MAR	150	-31.19%

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	8	5.33%	105.9	5	3	0	0
\$50,001 - \$100,000	25	16.67%	83.3	11	11	1	2
\$100,001 - \$150,000	20	13.33%	107.8	4	16	0	0
\$150,001 - \$325,000	37	24.67%	65.8	3	28	5	1
\$325,001 - \$525,000	26	17.33%	87.5	5	10	9	2
\$525,001 - \$800,000	20	13.33%	59.7	2	8	5	5
\$800,001 and up	14	9.33%	113.5	1	3	7	3
Total Active Inventory by Units	150			31	79	27	13
Total Active Inventory by Volume	63,923,999	100%	83.8	8.01M	26.19M	21.14M	8.58M
Average Active Inventory Listing Price	\$426,160			\$258,471	\$331,524	\$782,985	\$660,031

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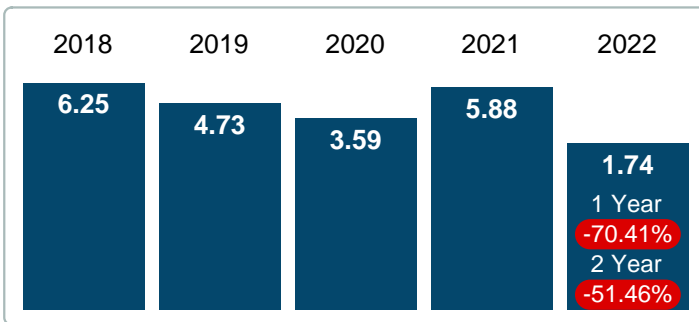
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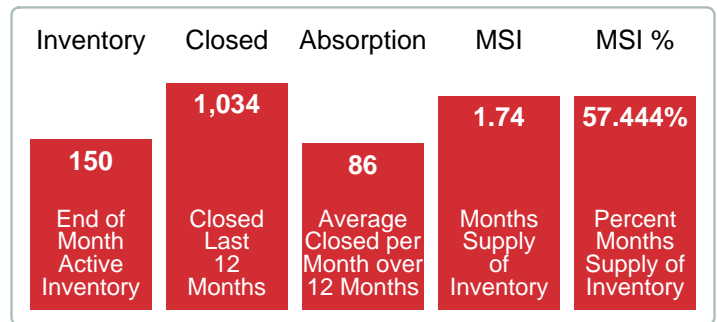
MONTHS SUPPLY of INVENTORY (MSI)

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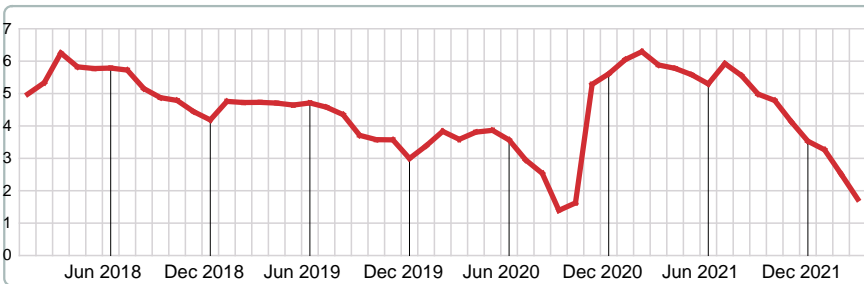
MSI FOR MARCH



INDICATORS FOR MARCH 2022

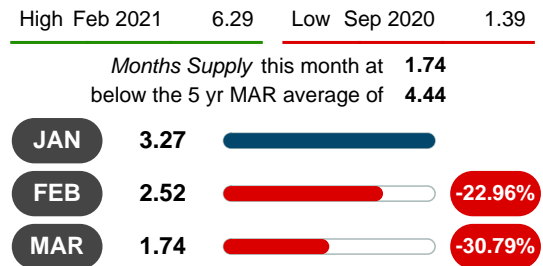


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.44



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	8	5.33%	1.08	1.09	1.20	0.00	0.00
\$50,001 - \$100,000	25	16.67%	1.72	1.74	1.50	1.50	12.00
\$100,001 - \$150,000	20	13.33%	1.24	1.07	1.60	0.00	0.00
\$150,001 - \$325,000	37	24.67%	1.03	1.03	1.21	0.57	0.92
\$325,001 - \$525,000	26	17.33%	2.84	6.67	2.67	2.16	4.00
\$525,001 - \$800,000	20	13.33%	10.43	24.00	12.00	6.67	12.00
\$800,001 and up	14	9.33%	12.00	4.00	9.00	28.00	9.00
Market Supply of Inventory (MSI)			1.74	1.66	1.66	1.58	4.73
Total Active Inventory by Units		100%	1.74	31	79	27	13

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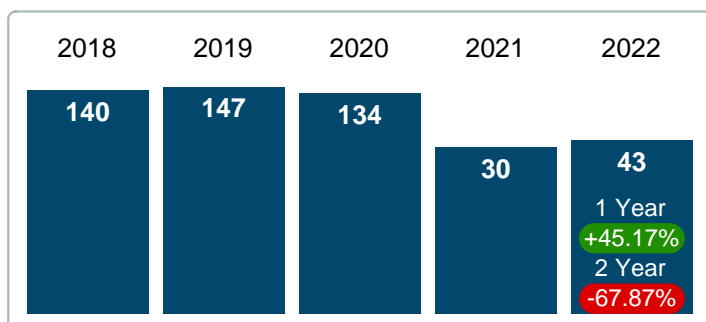
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



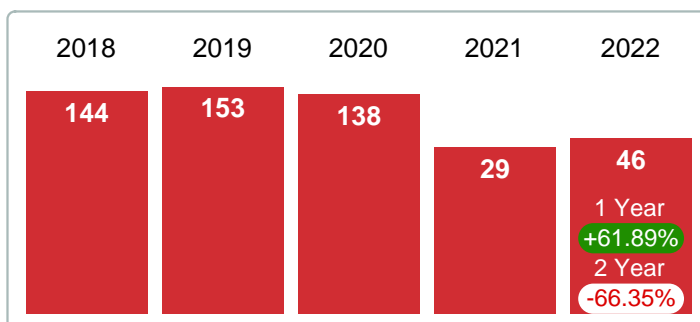
AVERAGE DAYS ON MARKET TO SALE

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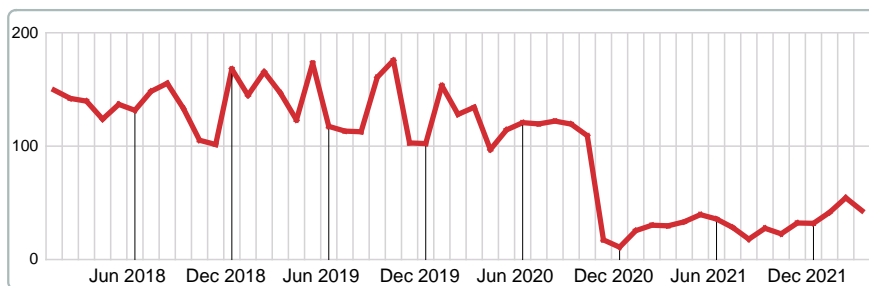
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

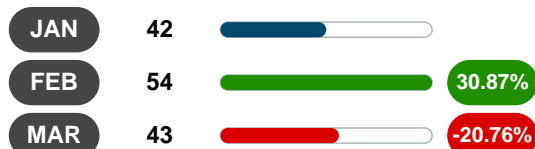


3 MONTHS

5 year MAR AVG = 99

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 43 below the 5 yr MAR average of 99



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	3.95%	87	3	256	0	0
\$25,001 - \$75,000	19.74%	29	6	47	16	0
\$75,001 - \$125,000	13.16%	30	20	39	10	0
\$125,001 - \$200,000	25.00%	50	50	50	51	0
\$200,001 - \$275,000	13.16%	57	0	36	89	0
\$275,001 - \$475,000	15.79%	32	17	41	13	0
\$475,001 and up	9.21%	55	0	45	1	101
Average Closed DOM		43	18	49	44	101
Total Closed Units	100%	43	15	47	12	2
Total Closed Volume		16,864,400	1.39M	10.98M	2.73M	1.77M

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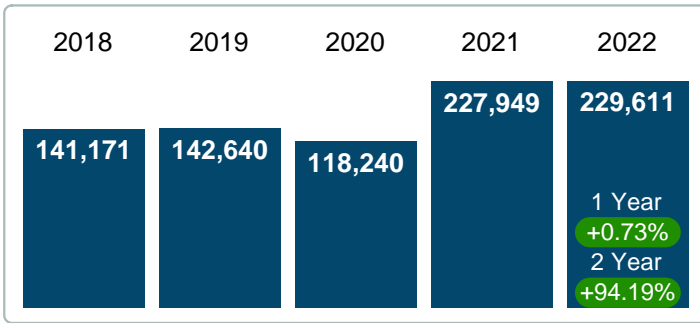
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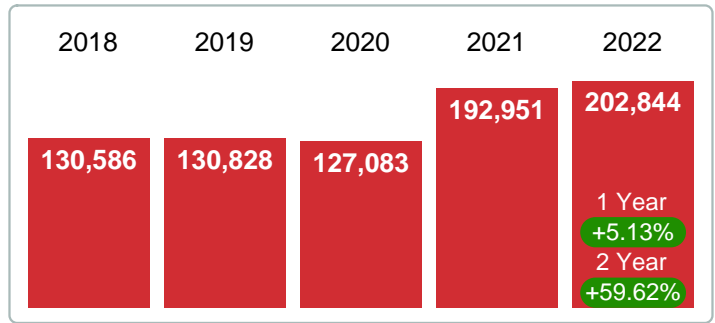
AVERAGE LIST PRICE AT CLOSING

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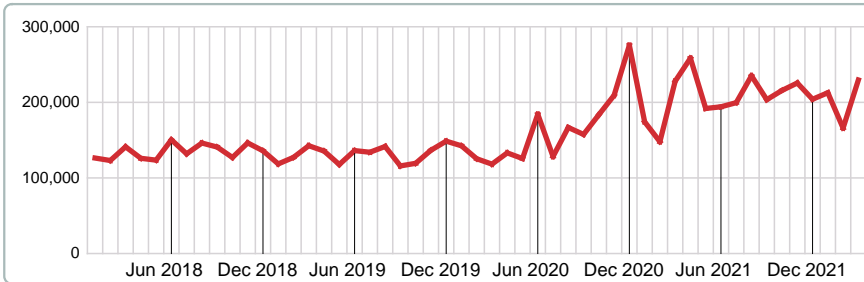
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

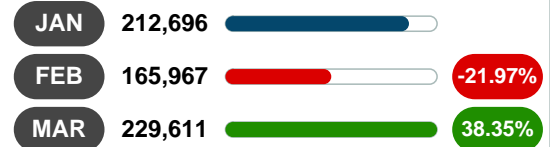


3 MONTHS

5 year MAR AVG = 171,922

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

Average List Price at Closing this month at **229,611**
above the 5 yr MAR average of **171,922**



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	2.63%	17,500	28,500	25,000	0	0
\$25,001 - \$75,000	10.53%	45,600	54,917	68,850	79,999	0
\$75,001 - \$125,000	25.00%	94,463	96,633	106,483	100,000	0
\$125,001 - \$200,000	26.32%	171,205	155,667	170,721	147,750	0
\$200,001 - \$275,000	9.21%	248,257	0	246,467	237,250	0
\$275,001 - \$475,000	15.79%	352,717	325,000	396,713	312,933	0
\$475,001 and up	10.53%	732,663	0	754,100	495,000	925,000
Average List Price		229,611	97,893	239,866	238,192	925,000
Total Closed Units	100%	229,611	15	47	12	2
Total Closed Volume		17,450,399	1.47M	11.27M	2.86M	1.85M

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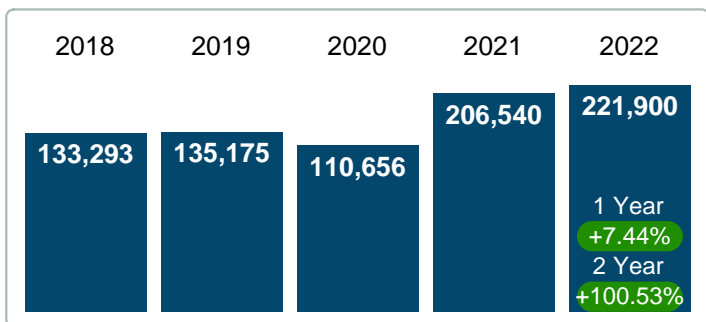
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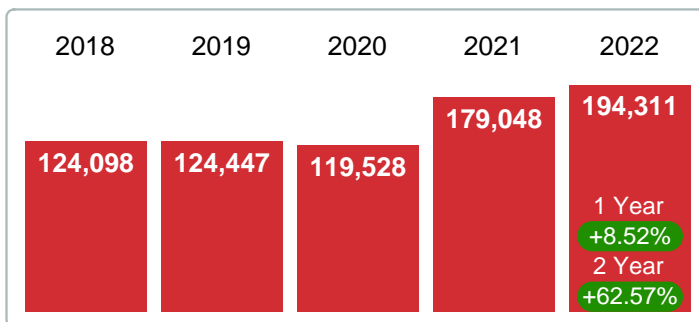
AVERAGE SOLD PRICE AT CLOSING

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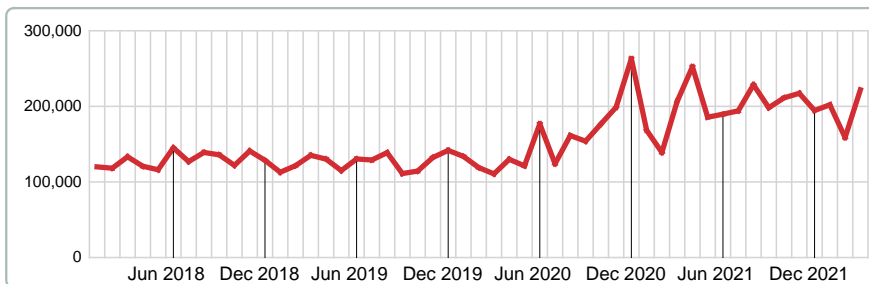
MARCH



YEAR TO DATE (YTD)

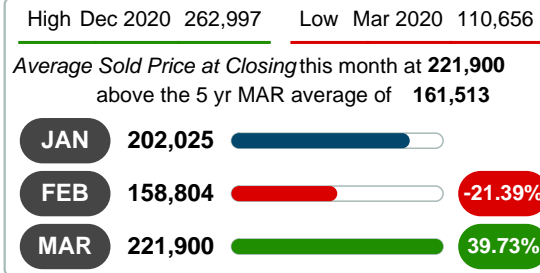


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 161,513



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	3.95%	18,200	16,000	22,600	0	0
\$25,001 - \$75,000	19.74%	57,100	50,583	61,000	65,000	0
\$75,001 - \$125,000	13.16%	98,390	94,967	102,250	85,500	0
\$125,001 - \$200,000	25.00%	164,421	155,833	169,071	144,750	0
\$200,001 - \$275,000	13.16%	234,350	0	242,917	221,500	0
\$275,001 - \$475,000	15.79%	359,658	300,000	388,375	302,967	0
\$475,001 and up	9.21%	740,857	0	731,500	495,000	882,500
Average Sold Price		221,900	92,527	233,651	227,492	882,500
Total Closed Units	100%	221,900	15	47	12	2
Total Closed Volume		16,864,400	1.39M	10.98M	2.73M	1.77M

March 2022



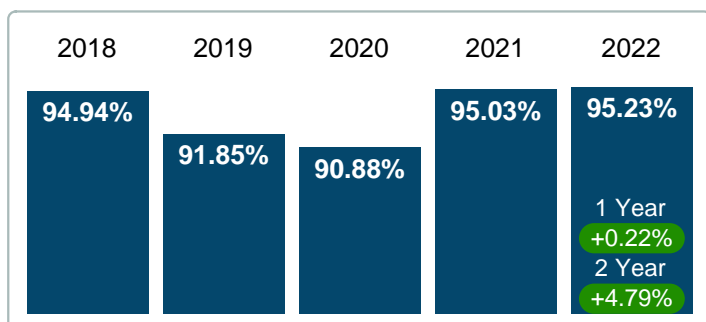
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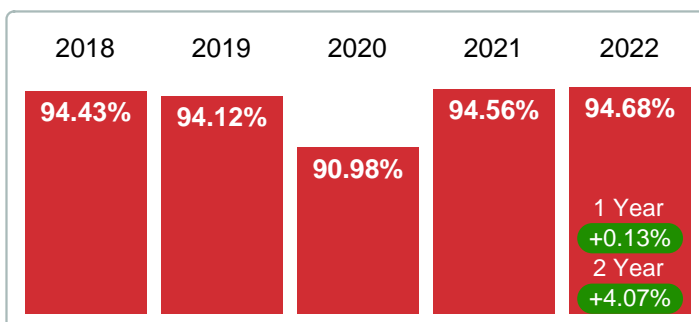
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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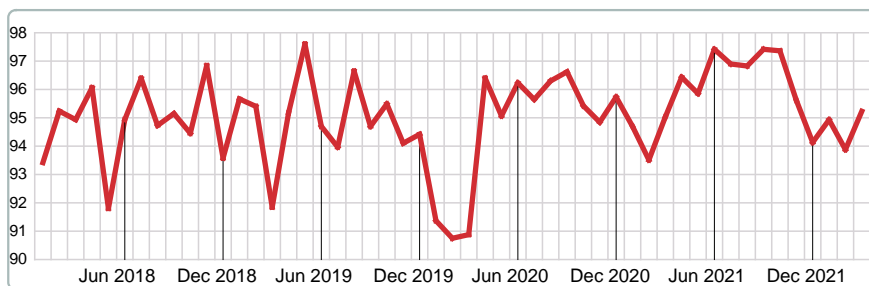
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

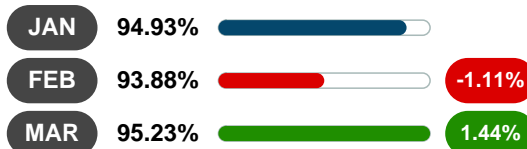


3 MONTHS

5 year MAR AVG = 93.58%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.23%** above the 5 yr MAR average of **93.58%**



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	3	3.95%	71.20%	61.60%	90.40%	0.00%	0.00%
\$25,001 - \$75,000	15	19.74%	90.91%	93.48%	90.19%	81.25%	0.00%
\$75,001 - \$125,000	10	13.16%	95.73%	98.55%	96.02%	85.50%	0.00%
\$125,001 - \$200,000	19	25.00%	99.21%	100.46%	99.10%	98.11%	0.00%
\$200,001 - \$275,000	10	13.16%	97.22%	0.00%	98.88%	94.74%	0.00%
\$275,001 - \$475,000	12	15.79%	97.40%	92.31%	98.21%	96.95%	0.00%
\$475,001 and up	7	9.21%	96.71%	0.00%	96.44%	100.00%	95.58%
Average Sold/List Ratio		95.20%		91.56%	96.60%	94.40%	95.58%
Total Closed Units		76	100%	15	47	12	2
Total Closed Volume		16,864,400		1.39M	10.98M	2.73M	1.77M

March 2022



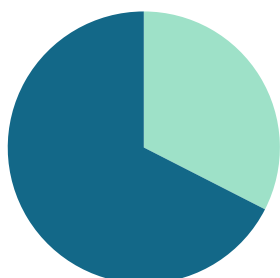
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2022 for MLS Technology Inc.

INVENTORY

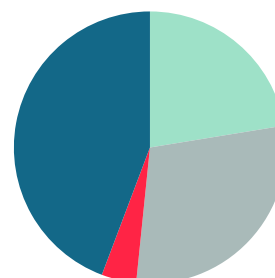


Inventory
 New Listings
105 = 32.51%
 Start Inventory
218
 Total Inventory Units
323
 Volume
\$110,118,798

Market Activity

Closed Sales
76 = 22.42%
 Pending Sales
99 = 29.20%
 Other Off Market
14 = 4.13%
 Active Inventory
150 = 44.25%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	82	76	-7.32%	175	230	31.43%
Pending Sales	102	99	-2.94%	239	248	3.77%
New Listings	100	105	5.00%	272	265	-2.57%
Average List Price	227,949	229,611	0.73%	192,951	202,844	5.13%
Average Sale Price	206,540	221,900	7.44%	179,048	194,311	8.52%
Average Percent of Selling Price to List Price	95.03%	95.23%	0.22%	94.56%	94.68%	0.13%
Average Days on Market to Sale	29.72	43.14	45.17%	28.63	46.36	61.89%
Monthly Inventory	325	150	-53.85%	325	150	-53.85%
Months Supply of Inventory	5.88	1.74	-70.41%	5.88	1.74	-70.41%

Absorption: Last 12 months, an Average of **86** Sales/Month

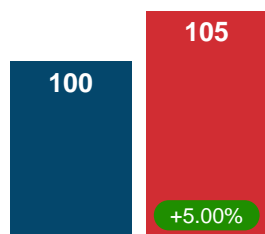
Inventory on March 31, 2022 = **150**

2021 **2022**

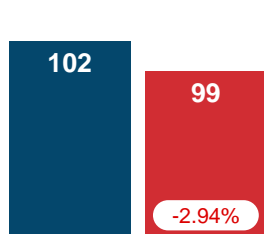
MARCH MARKET

AVERAGE PRICES

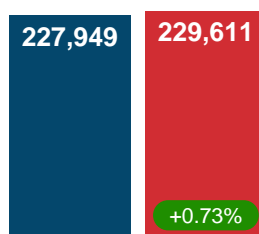
New Listings



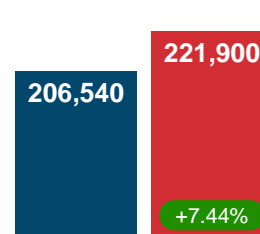
Pending Listings



List Price



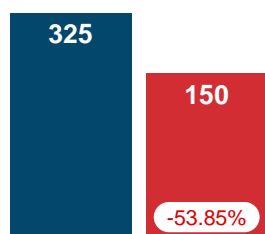
Sale Price



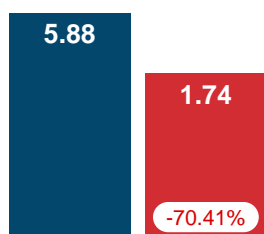
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

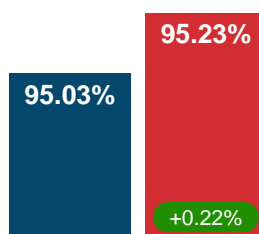
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

