

March 2022



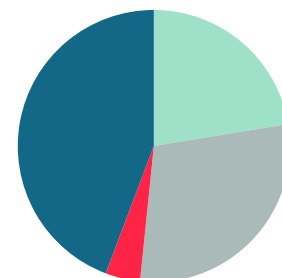
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	177,000	167,250	-5.51%
Median Sale Price	168,000	168,250	0.15%
Median Percent of Selling Price to List Price	97.32%	98.12%	0.81%
Median Days on Market to Sale	17.00	11.50	-32.35%
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.

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 **0.15%** in March 2022 to \$168,250 versus the previous year at \$168,000.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 5.50 days or **32.35%** in March 2022 compared to last year's same month at **17.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

What's in this Issue

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

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

March 2022



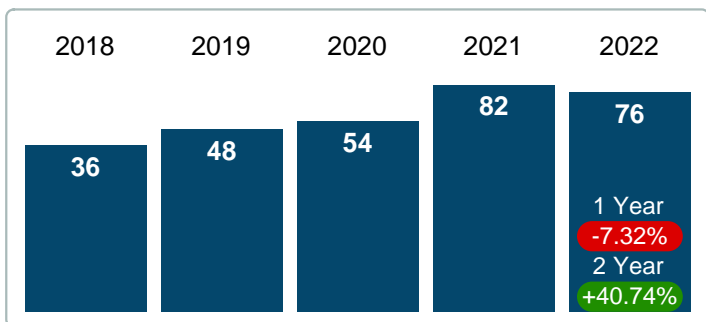
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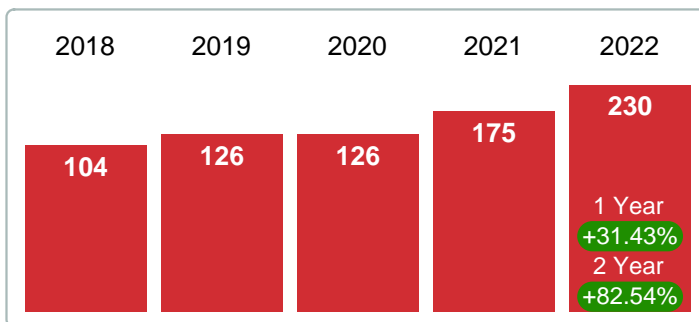
CLOSED LISTINGS

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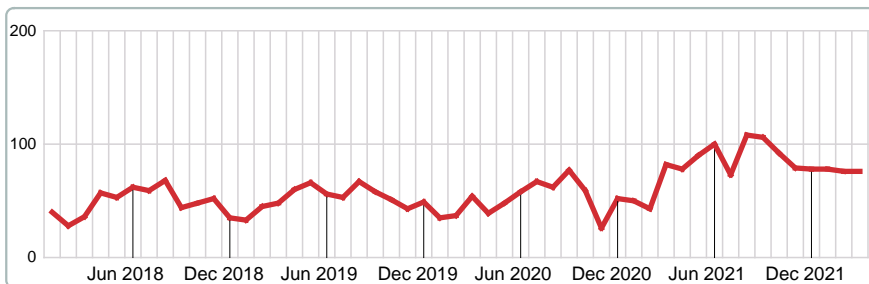
MARCH



YEAR TO DATE (YTD)

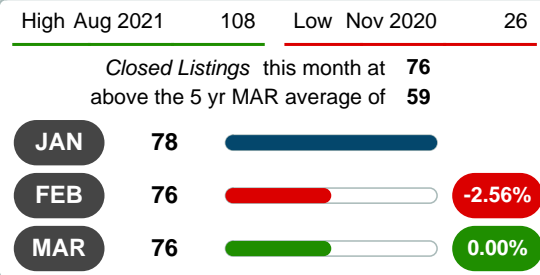


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.95%	5.0	2	1	0	0
\$25,001 - \$75,000	15	19.74%	6.0	6	8	1	0
\$75,001 - \$125,000	10	13.16%	11.5	3	6	1	0
\$125,001 - \$200,000	19	25.00%	13.0	3	14	2	0
\$200,001 - \$275,000	10	13.16%	21.0	0	6	4	0
\$275,001 - \$475,000	12	15.79%	13.0	1	8	3	0
\$475,001 and up	7	9.21%	39.0	0	4	1	2
Total Closed Units	76			15	47	12	2
Total Closed Volume	16,864,400	100%	11.5	1.39M	10.98M	2.73M	1.77M
Median Closed Price	\$168,250			\$75,000	\$176,000	\$223,000	\$882,500

March 2022



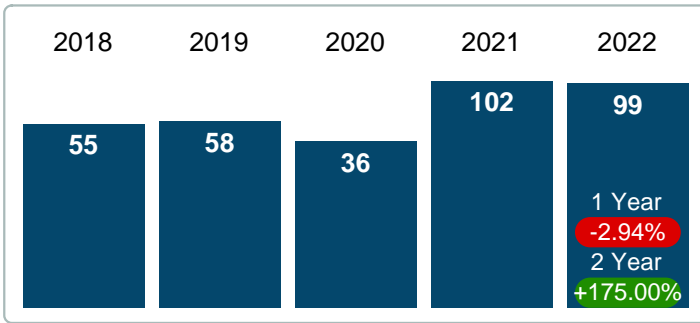
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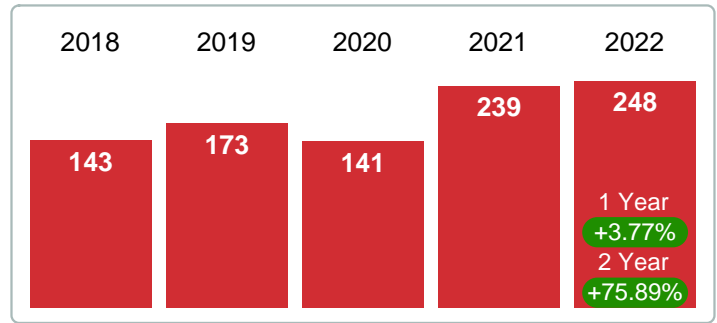
PENDING LISTINGS

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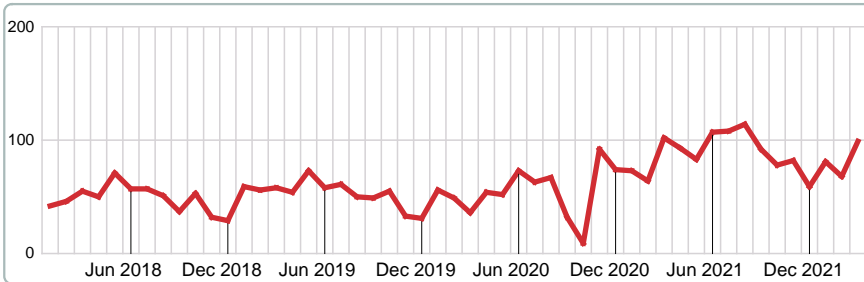
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 99 above the 5 yr MAR average of 70



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.09%	6.0	5	4	0	0
\$50,001 - \$100,000	11	11.11%	9.0	6	4	1	0
\$100,001 - \$125,000	8	8.08%	3.0	3	5	0	0
\$125,001 - \$225,000	33	33.33%	20.0	4	24	5	0
\$225,001 - \$325,000	16	16.16%	7.5	1	12	2	1
\$325,001 - \$475,000	13	13.13%	7.0	0	4	6	3
\$475,001 and up	9	9.09%	26.0	1	5	2	1
Total Pending Units	99			20	58	16	5
Total Pending Volume	22,779,299	100%	9.0	2.69M	12.77M	5.03M	2.29M
Median Listing Price	\$185,000			\$97,000	\$169,250	\$329,500	\$339,000

March 2022



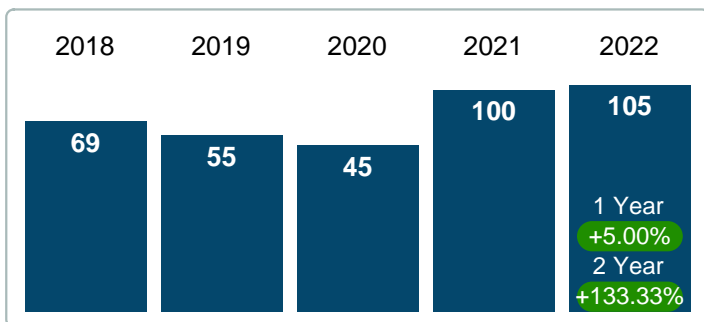
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



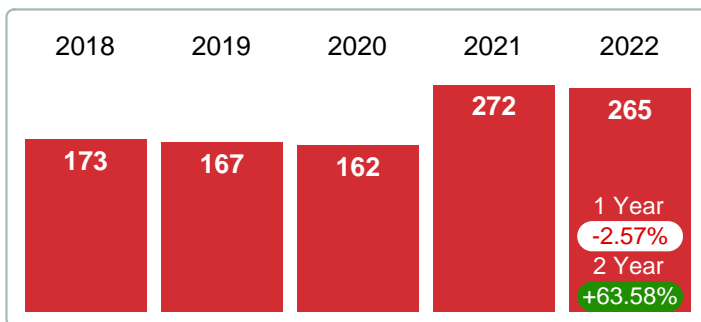
NEW LISTINGS

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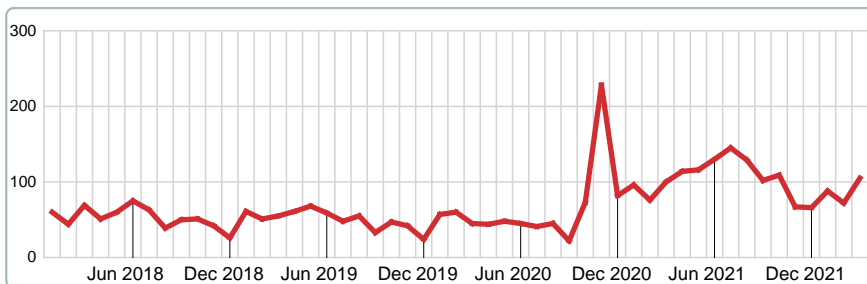
MARCH



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
\$50,000 and less	7	6.67%	5	2	0	0
\$50,001 - \$100,000	16	15.24%	8	5	2	1
\$100,001 - \$150,000	13	12.38%	4	9	0	0
\$150,001 - \$275,000	29	27.62%	3	21	5	0
\$275,001 - \$375,000	16	15.24%	0	8	6	2
\$375,001 - \$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
Median New Listed Listing Price	\$200,000		\$99,000	\$198,500	\$349,000	\$499,000

March 2022



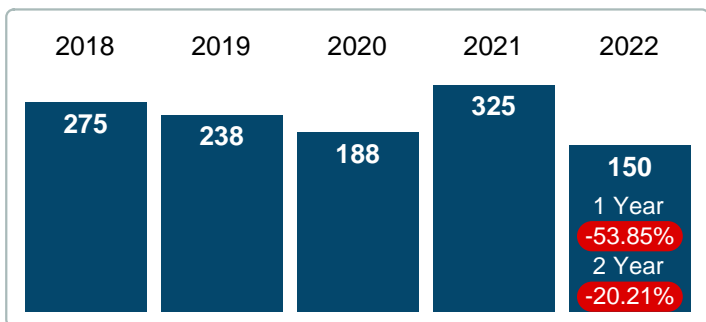
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



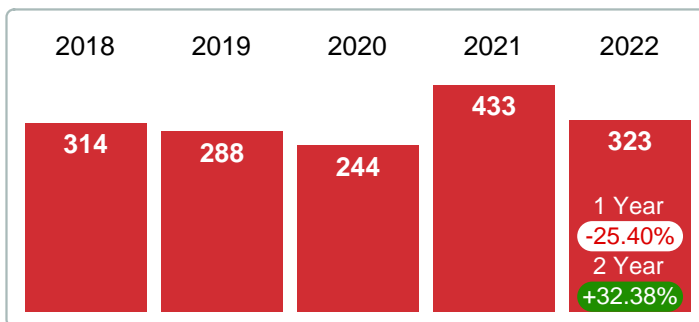
ACTIVE INVENTORY

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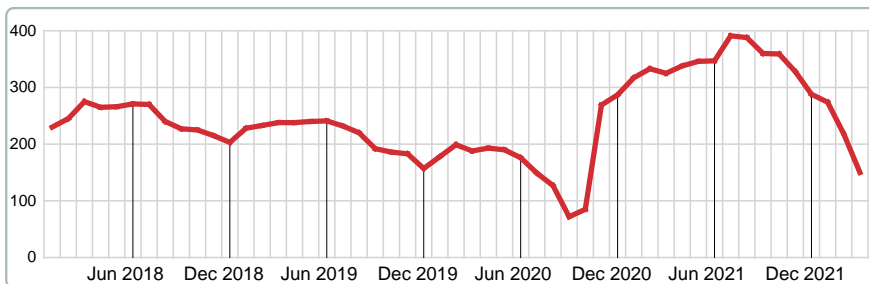
END OF MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.33%	102.5	5	3	0	0
\$50,001 - \$100,000	25	16.67%	40.0	11	11	1	2
\$100,001 - \$150,000	20	13.33%	99.0	4	16	0	0
\$150,001 - \$325,000	37	24.67%	49.0	3	28	5	1
\$325,001 - \$525,000	26	17.33%	57.5	5	10	9	2
\$525,001 - \$800,000	20	13.33%	28.5	2	8	5	5
\$800,001 and up	14	9.33%	102.5	1	3	7	3
Total Active Inventory by Units	150			31	79	27	13
Total Active Inventory by Volume	63,923,999	100%	52.0	8.01M	26.19M	21.14M	8.58M
Median Active Inventory Listing Price	\$239,500			\$99,000	\$199,000	\$460,000	\$579,000

March 2022



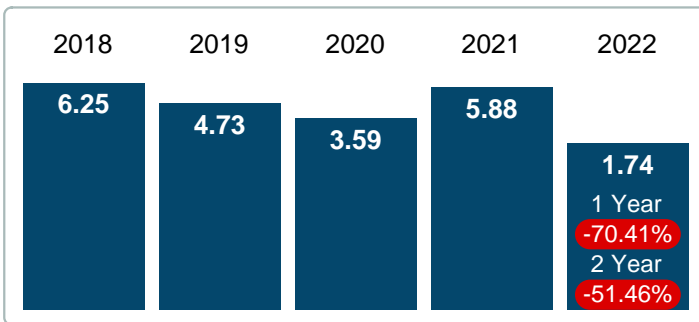
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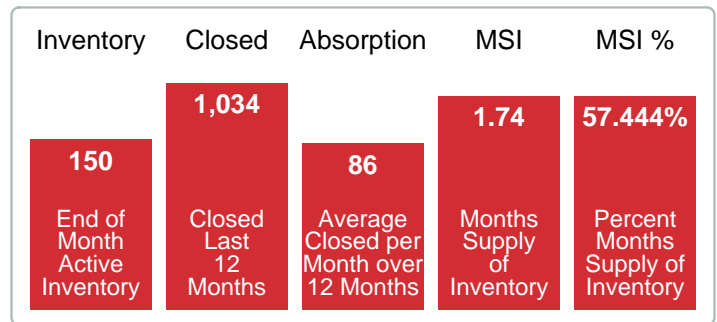
MONTHS SUPPLY of INVENTORY (MSI)

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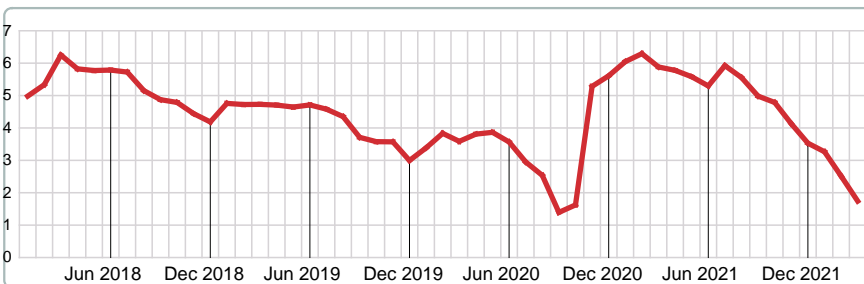
MSI FOR MARCH



INDICATORS FOR MARCH 2022

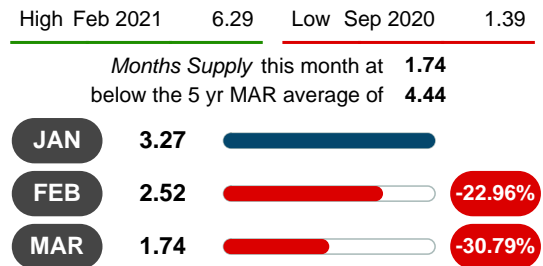


5 YEAR MARKET ACTIVITY TRENDS



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

March 2022



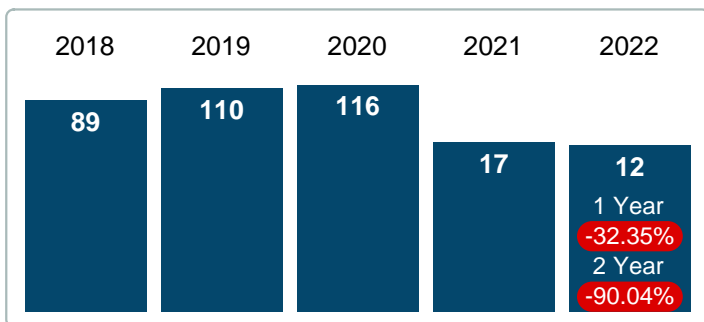
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



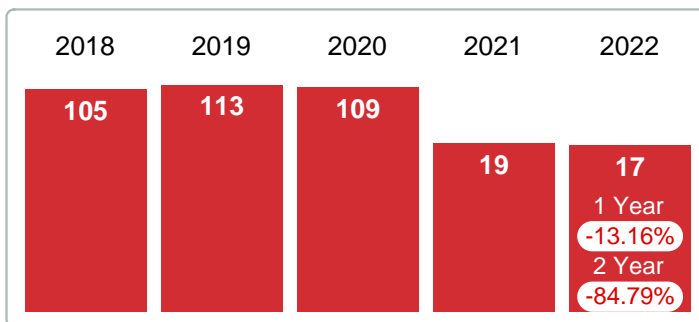
MEDIAN DAYS ON MARKET TO SALE

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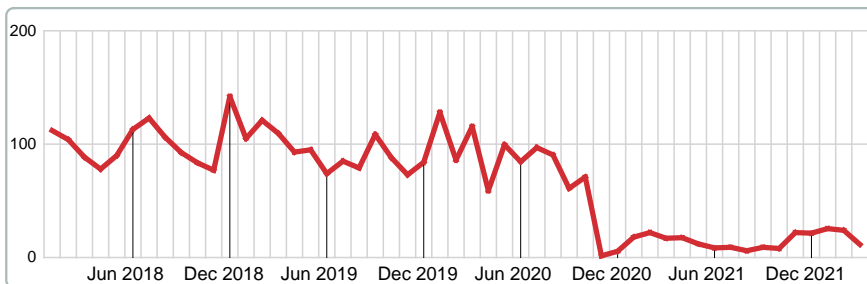
MARCH



YEAR TO DATE (YTD)

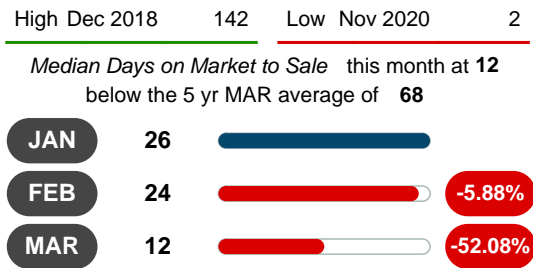


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 68



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.95%	5	3	256	0	0
\$25,001 - \$75,000	15	19.74%	6	2	8	16	0
\$75,001 - \$125,000	10	13.16%	12	17	12	10	0
\$125,001 - \$200,000	19	25.00%	13	6	14	51	0
\$200,001 - \$275,000	10	13.16%	21	0	40	9	0
\$275,001 - \$475,000	12	15.79%	13	17	26	9	0
\$475,001 and up	7	9.21%	39	0	36	1	101
Median Closed DOM			12	5	14	9	101
Total Closed Units		100%	76	15	47	12	2
Total Closed Volume			16,864,400	1.39M	10.98M	2.73M	1.77M

March 2022



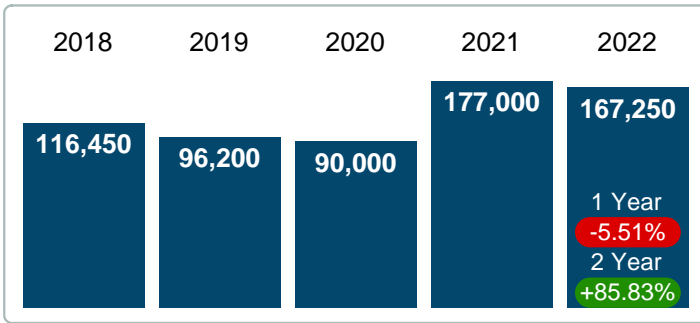
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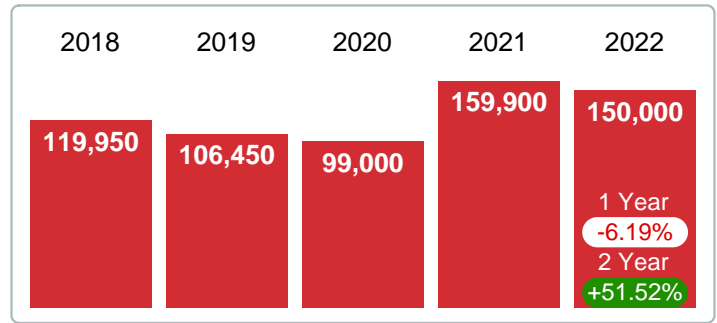
MEDIAN LIST PRICE AT CLOSING

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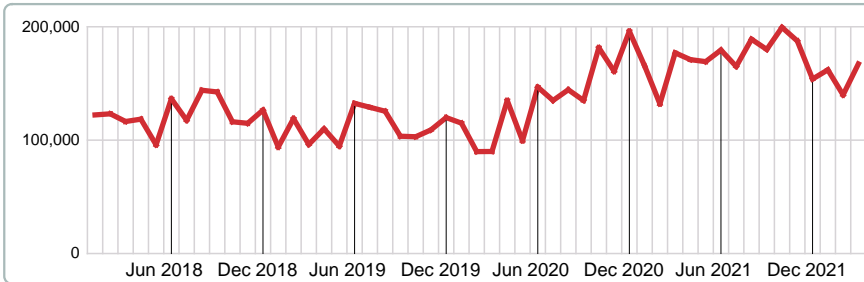
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

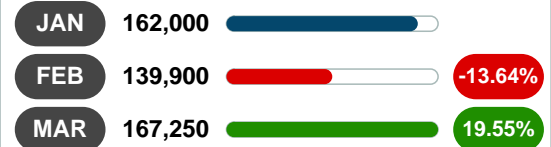


3 MONTHS

5 year MAR AVG = 129,380

High Oct 2021 199,450 Low Feb 2020 89,900

Median List Price at Closing this month at **167,250**
above the 5 yr MAR average of **129,380**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.63%	17,500	10,000	25,000	0	0
\$25,001 - \$75,000	8	10.53%	45,000	45,000	49,900	0	0
\$75,001 - \$125,000	19	25.00%	89,900	87,450	89,900	90,000	0
\$125,001 - \$200,000	20	26.32%	172,250	171,750	175,000	159,000	0
\$200,001 - \$275,000	7	9.21%	249,900	0	264,900	227,000	0
\$275,001 - \$475,000	12	15.79%	337,000	325,000	349,900	299,450	0
\$475,001 and up	8	10.53%	763,500	0	675,000	495,000	925,000
Median List Price			167,250	82,000	175,900	227,000	925,000
Total Closed Units		100%	167,250	15	47	12	2
Total Closed Volume			17,450,399	1.47M	11.27M	2.86M	1.85M

March 2022



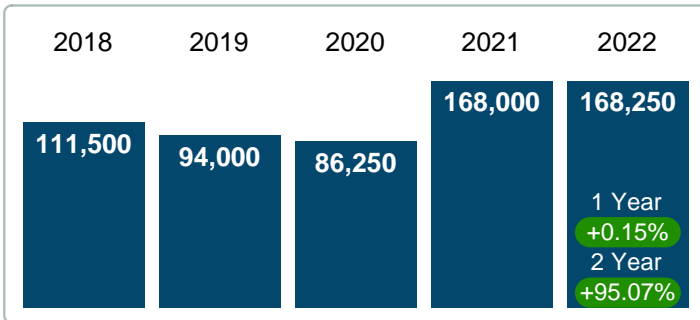
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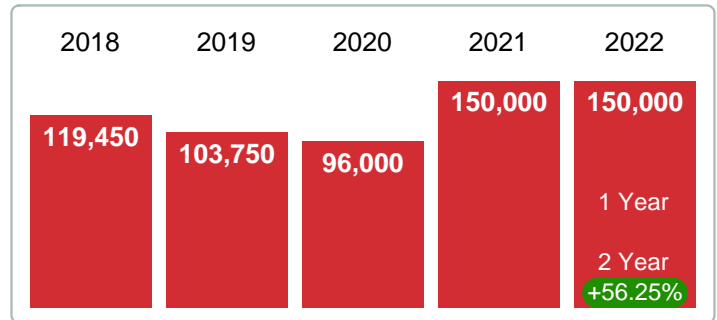
MEDIAN SOLD PRICE AT CLOSING

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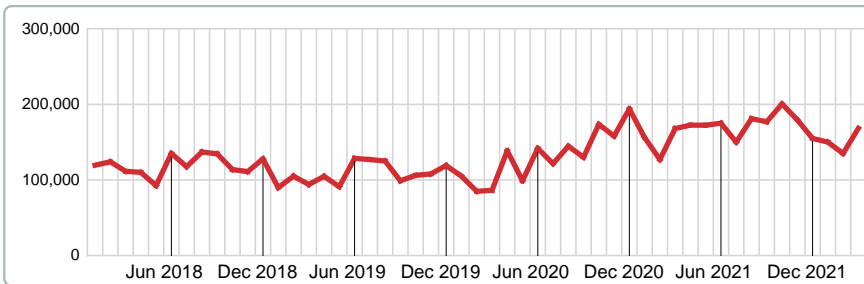
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

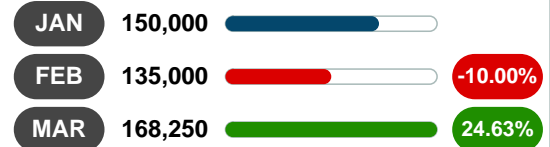


3 MONTHS

5 year MAR AVG = 125,600

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

Median Sold Price at Closing this month at **168,250** above the 5 yr MAR average of **125,600**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3.95%	22,600	16,000	22,600	0	0
\$25,001 - \$75,000	19.74%	65,000	42,500	66,250	65,000	0
\$75,001 - \$125,000	13.16%	95,950	89,900	108,500	85,500	0
\$125,001 - \$200,000	25.00%	166,500	142,000	172,500	144,750	0
\$200,001 - \$275,000	13.16%	235,000	0	242,500	223,000	0
\$275,001 - \$475,000	15.79%	331,000	300,000	390,000	299,900	0
\$475,001 and up	9.21%	850,000	0	737,500	495,000	882,500
Median Sold Price		168,250	75,000	176,000	223,000	882,500
Total Closed Units	100%	76	15	47	12	2
Total Closed Volume		16,864,400	1.39M	10.98M	2.73M	1.77M

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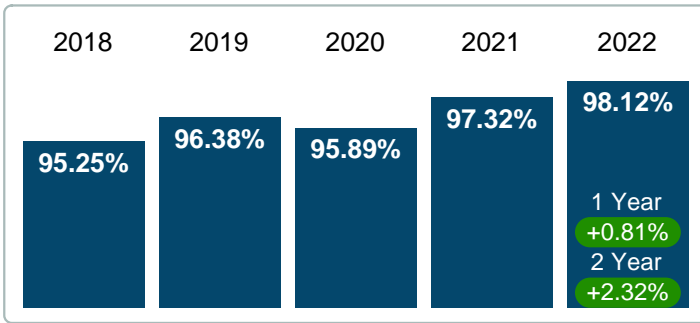
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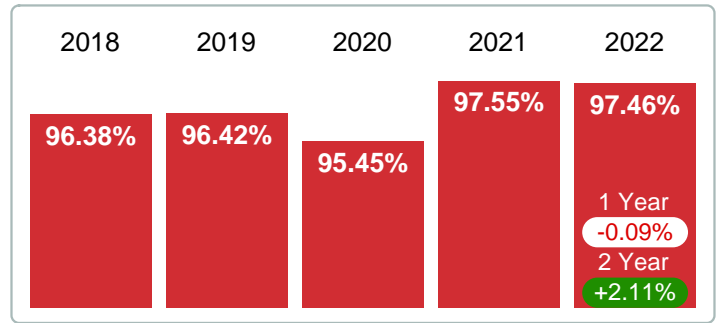
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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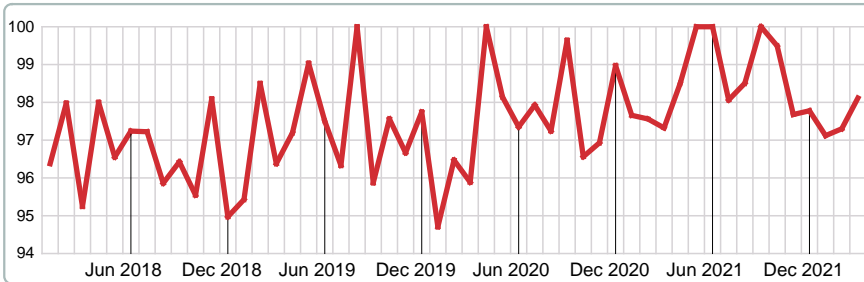
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

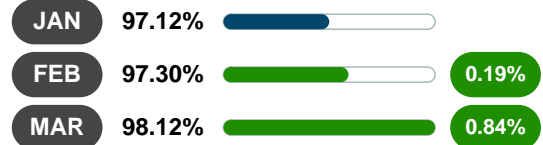


3 MONTHS

5 year MAR AVG = 96.59%

High Sep 2021 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **98.12%** above the 5 yr MAR average of **96.59%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.95%	70.00%	61.60%	90.40%	0.00%	0.00%
\$25,001 - \$75,000	15	19.74%	90.32%	95.73%	88.71%	81.25%	0.00%
\$75,001 - \$125,000	10	13.16%	99.00%	100.00%	99.00%	85.50%	0.00%
\$125,001 - \$200,000	19	25.00%	100.00%	100.00%	100.00%	98.11%	0.00%
\$200,001 - \$275,000	10	13.16%	99.16%	0.00%	99.16%	98.40%	0.00%
\$275,001 - \$475,000	12	15.79%	97.70%	92.31%	99.21%	96.99%	0.00%
\$475,001 and up	7	9.21%	98.86%	0.00%	96.53%	100.00%	95.58%
Median Sold/List Ratio		98.12%		95.65%	98.33%	96.61%	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



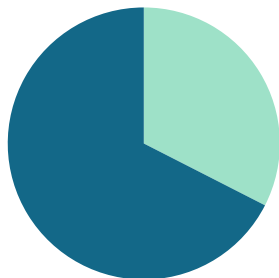
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

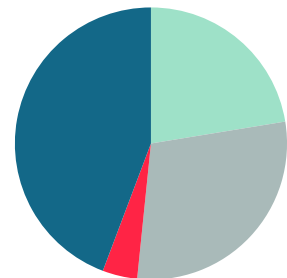


Inventory
 New Listings
105 = 32.51%
 Start Inventory
218
 Total Inventory Units
323
 Volume
\$110,118,798

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%
Median List Price	177,000	167,250	-5.51%	159,900	150,000	-6.19%
Median Sale Price	168,000	168,250	0.15%	150,000	150,000	0.00%
Median Percent of Selling Price to List Price	97.32%	98.12%	0.81%	97.55%	97.46%	-0.09%
Median Days on Market to Sale	17.00	11.50	-32.35%	19.00	16.50	-13.16%
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

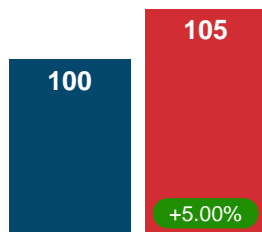
Inventory on March 31, 2022 = **150**

2021 **2022**

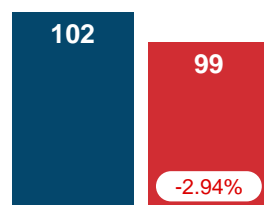
MARCH MARKET

MEDIAN PRICES

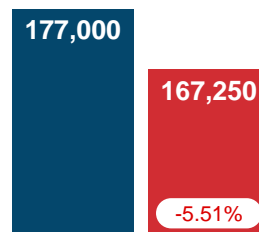
New Listings



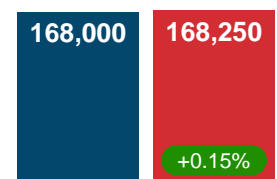
Pending Listings



List Price



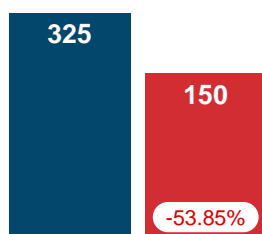
Sale Price



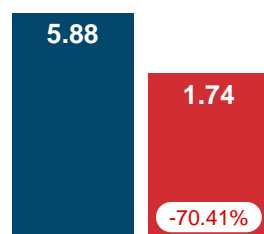
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

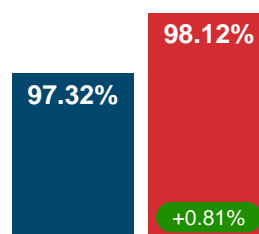
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

