

# January 2023



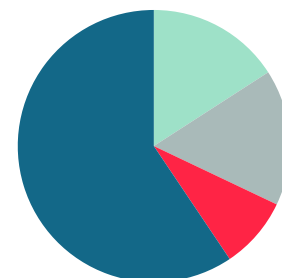
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	78	54	-30.77%
Pending Listings	81	55	-32.10%
New Listings	88	70	-20.45%
Average List Price	212,696	245,877	15.60%
Average Sale Price	202,025	229,134	13.42%
Average Percent of Selling Price to List Price	94.93%	94.46%	-0.49%
Average Days on Market to Sale	41.60	51.17	22.99%
End of Month Inventory	289	202	-30.10%
Months Supply of Inventory	3.44	2.87	-16.60%



■ Closed (15.88%)  
■ Pending (16.18%)  
■ Other OffMarket (8.53%)  
■ Active (59.41%)

**Absorption:** Last 12 months, an Average of **70** Sales/Month  
**Active Inventory** as of January 31, 2023 = **202**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 decreased **30.10%** to 202 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **2.87** 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 **13.42%** in January 2023 to \$229,134 versus the previous year at \$202,025.

#### Average Days on Market Lengthens

The average number of **51.17** days that homes spent on the market before selling increased by 9.56 days or **22.99%** in January 2023 compared to last year's same month at **41.60** DOM.

#### Sales Success for January 2023 is Positive

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

There were 70 New Listings in January 2023, down **20.45%** from last year at 88. Furthermore, there were 54 Closed Listings this month versus last year at 78, a **-30.77%** decrease.

Closed versus Listed trends yielded a **77.1%** ratio, down from previous year's, January 2022, at **88.6%**, a **12.97%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

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

#### Identify a Professional to Manage the Procedure

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

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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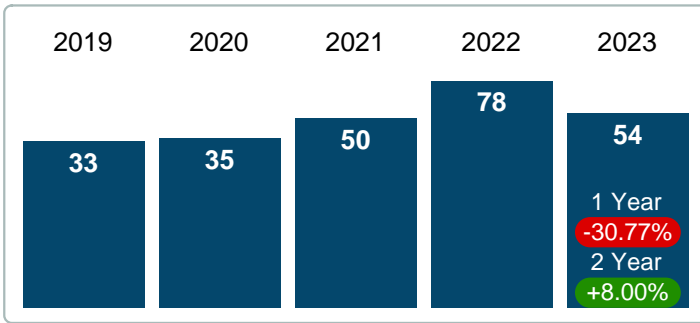
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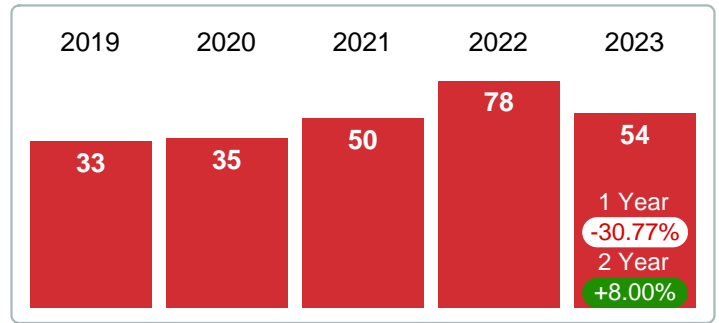
## CLOSED LISTINGS

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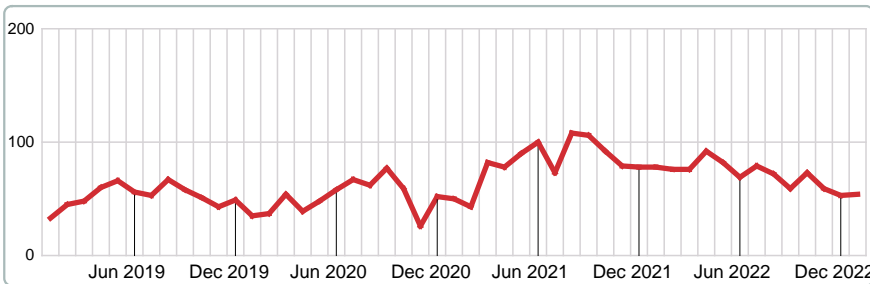
### JANUARY



### YEAR TO DATE (YTD)

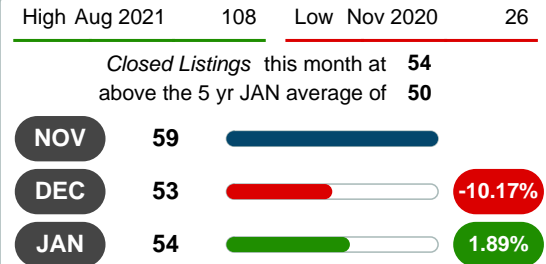


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.26%	4.2	2	2	1	0
\$75,001 - \$100,000	6	11.11%	65.5	4	1	1	0
\$100,001 - \$150,000	9	16.67%	36.0	4	3	2	0
\$150,001 - \$225,000	12	22.22%	72.6	4	6	2	0
\$225,001 - \$275,000	8	14.81%	18.0	2	6	0	0
\$275,001 - \$400,000	8	14.81%	61.6	0	6	2	0
\$400,001 and up	6	11.11%	86.2	1	4	1	0
<b>Total Closed Units</b>	<b>54</b>			<b>17</b>	<b>28</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,373,250</b>	<b>100%</b>	<b>51.2</b>	<b>2.53M</b>	<b>7.89M</b>	<b>1.95M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$229,134</b>			<b>\$149,018</b>	<b>\$281,720</b>	<b>\$216,867</b>	<b>\$0</b>

# January 2023



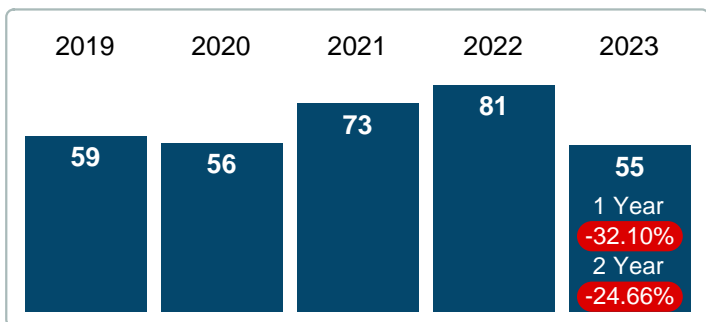
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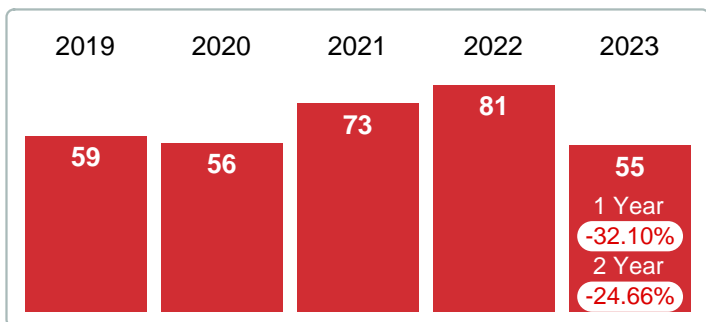
## PENDING LISTINGS

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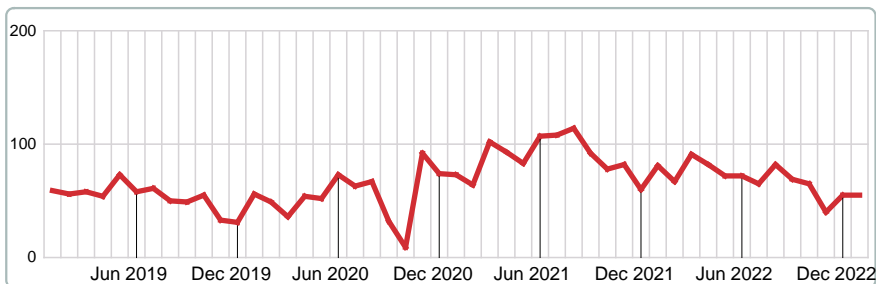
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

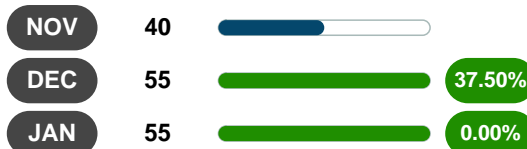


### 3 MONTHS

5 year JAN AVG = 65

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 55  
below the 5 yr JAN average of 65



### 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	5	9.09%	128.4	2	3	0	0
\$50,001 - \$75,000	5	9.09%	12.6	4	1	0	0
\$75,001 - \$125,000	9	16.36%	36.2	5	4	0	0
\$125,001 - \$225,000	13	23.64%	33.3	1	8	4	0
\$225,001 - \$275,000	9	16.36%	79.0	0	7	2	0
\$275,001 - \$375,000	4	7.27%	135.3	1	2	1	0
\$375,001 and up	10	18.18%	66.7	0	7	1	2
<b>Total Pending Units</b>	<b>55</b>			<b>13</b>	<b>32</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,794,700</b>	<b>100%</b>	<b>44.0</b>	<b>1.22M</b>	<b>7.65M</b>	<b>2.00M</b>	<b>924.90K</b>
<b>Average Listing Price</b>	<b>\$265,250</b>			<b>\$94,177</b>	<b>\$238,972</b>	<b>\$249,800</b>	<b>\$462,450</b>

# January 2023



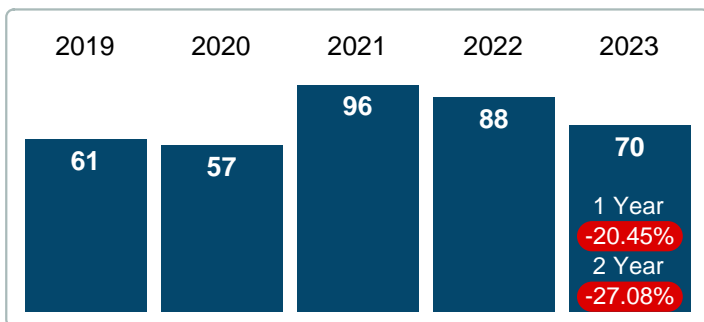
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



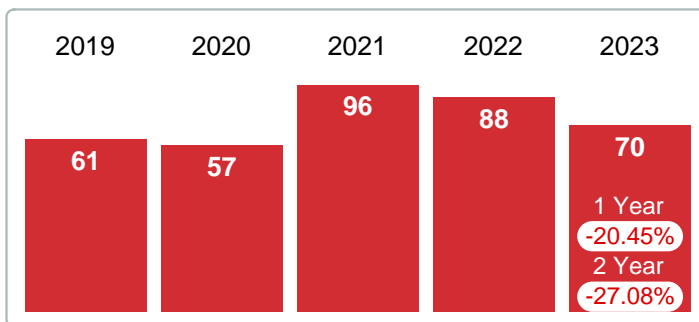
## NEW LISTINGS

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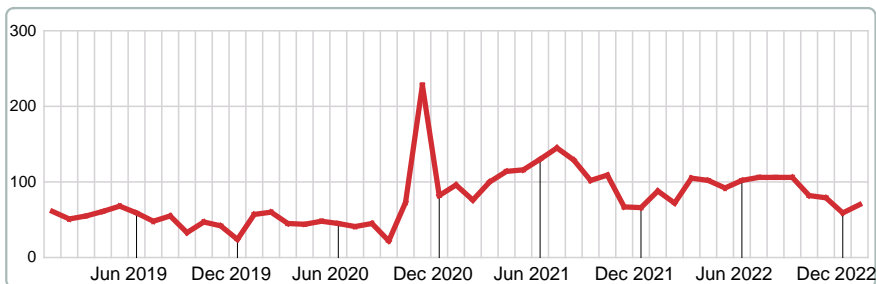
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 74

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 70  
below the 5 yr JAN average of 74



### 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	3	4.29%	3	0	0	0
\$50,001 - \$100,000	7	10.00%	3	3	1	0
\$100,001 - \$150,000	12	17.14%	7	5	0	0
\$150,001 - \$275,000	22	31.43%	2	14	5	1
\$275,001 - \$375,000	9	12.86%	0	6	3	0
\$375,001 - \$725,000	10	14.29%	0	4	4	2
\$725,001 and up	7	10.00%	0	6	0	1
<b>Total New Listed Units</b>	<b>70</b>		<b>15</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>22,668,240</b>	<b>100%</b>	<b>1.51M</b>	<b>14.23M</b>	<b>4.00M</b>	<b>2.93M</b>
<b>Average New Listed Listing Price</b>	<b>\$413,500</b>		<b>\$100,820</b>	<b>\$374,525</b>	<b>\$307,615</b>	<b>\$731,250</b>

# January 2023



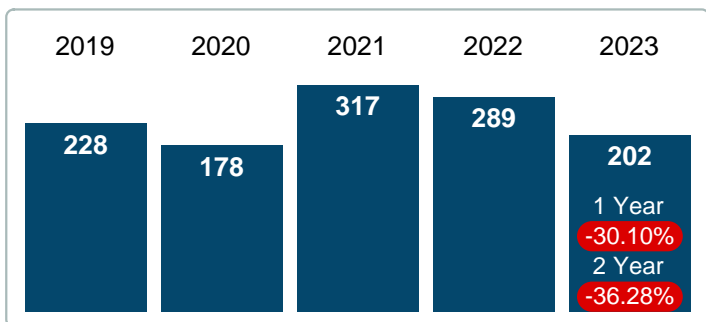
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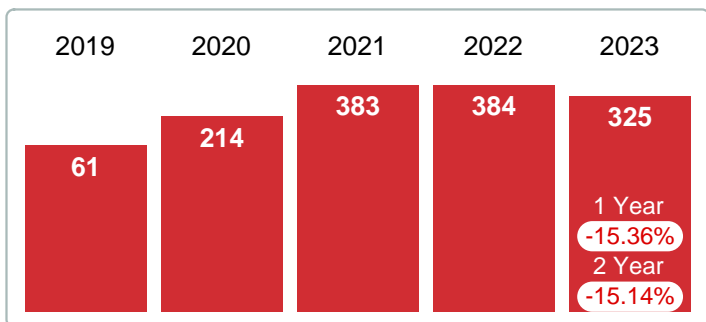
## ACTIVE INVENTORY

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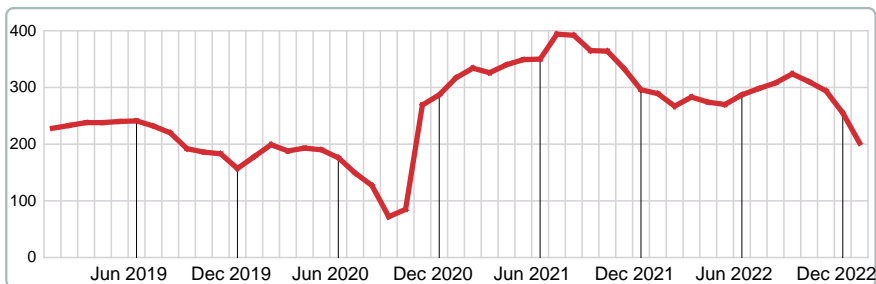
### END OF JANUARY



### ACTIVE DURING JANUARY

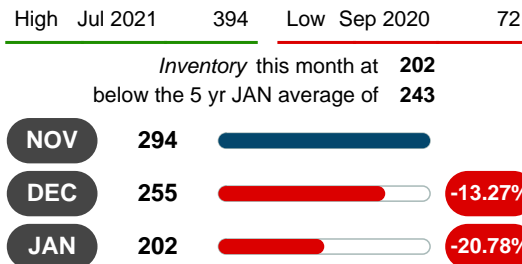


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 243



### 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	11	5.45%	81.0	10	0	1	0
\$50,001 - \$100,000	24	11.88%	94.0	9	14	1	0
\$100,001 - \$150,000	32	15.84%	82.8	11	20	1	0
\$150,001 - \$275,000	57	28.22%	75.5	7	39	10	1
\$275,001 - \$375,000	29	14.36%	88.2	1	18	8	2
\$375,001 - \$675,000	28	13.86%	87.5	2	15	8	3
\$675,001 and up	21	10.40%	95.2	1	14	3	3
Total Active Inventory by Units	202			41	120	32	9
Total Active Inventory by Volume	69,708,186	100%	84.7	5.80M	43.58M	14.01M	6.32M
Average Active Inventory Listing Price	\$345,090			\$141,522	\$363,157	\$437,688	\$702,322

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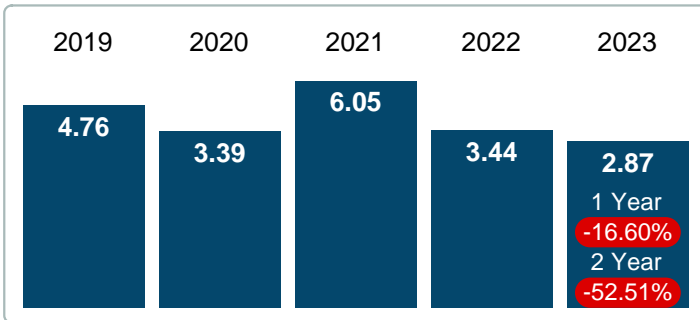
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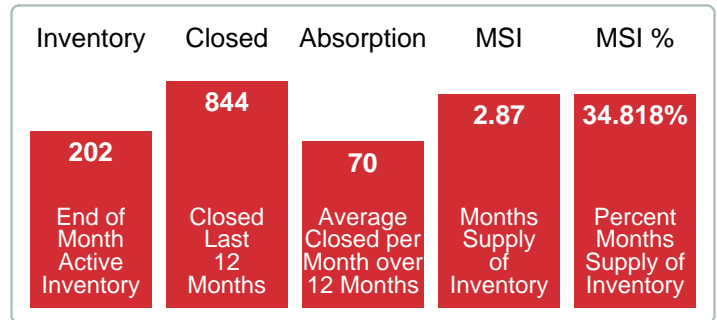
## MONTHS SUPPLY of INVENTORY (MSI)

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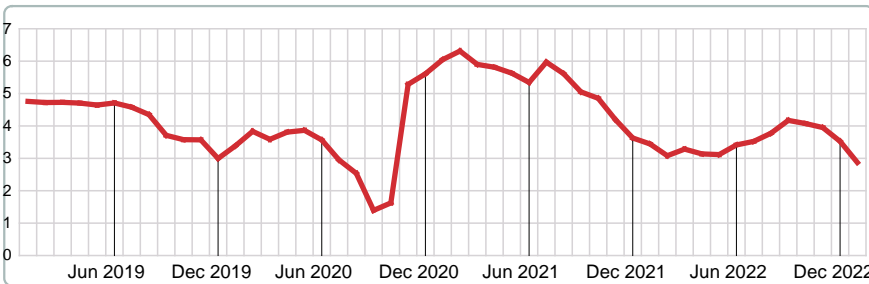
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

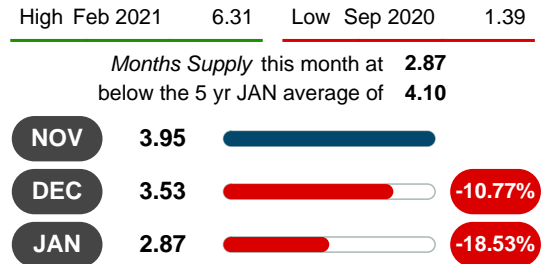


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 4.10



### 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	11	5.45%	1.69	2.11	0.00	12.00	0.00
\$50,001 - \$100,000	24	11.88%	2.29	1.66	3.36	1.33	0.00
\$100,001 - \$150,000	32	15.84%	2.21	2.69	2.24	0.71	0.00
\$150,001 - \$275,000	57	28.22%	2.33	2.55	2.39	2.00	3.00
\$275,001 - \$375,000	29	14.36%	4.24	2.00	4.80	3.43	8.00
\$375,001 - \$675,000	28	13.86%	4.60	4.00	5.63	3.31	6.00
\$675,001 and up	21	10.40%	14.00	12.00	24.00	7.20	7.20
Market Supply of Inventory (MSI)			2.87	2.27	3.15	2.58	5.14
Total Active Inventory by Units		100%	202	41	120	32	9

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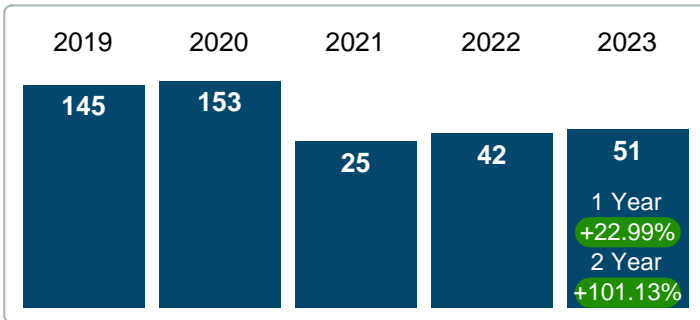
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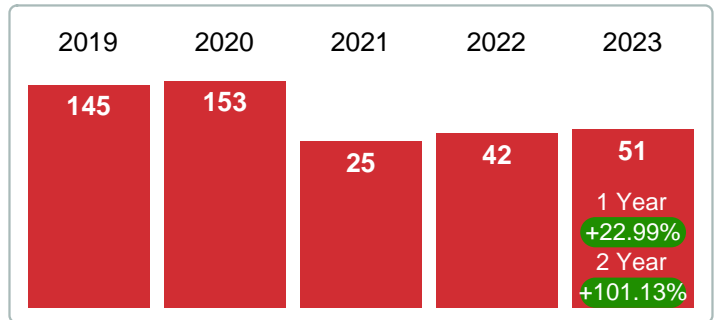
## AVERAGE DAYS ON MARKET TO SALE

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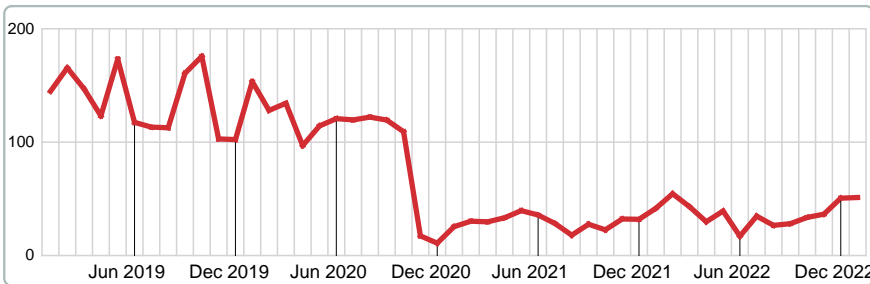
### JANUARY



### YEAR TO DATE (YTD)

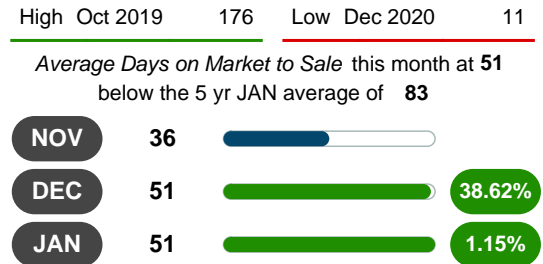


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 83



### 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
\$75,000 and less	9.26%	4	2	4	10	0
\$75,001 - \$100,000	11.11%	66	81	64	4	0
\$100,001 - \$150,000	16.67%	36	44	18	46	0
\$150,001 - \$225,000	22.22%	73	52	96	43	0
\$225,001 - \$275,000	14.81%	18	24	16	0	0
\$275,001 - \$400,000	14.81%	62	0	57	75	0
\$400,001 and up	11.11%	86	47	75	169	0
<b>Average Closed DOM</b>		<b>51</b>	<b>48</b>	<b>52</b>	<b>57</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>17</b>	<b>28</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,373,250</b>	<b>2.53M</b>	<b>7.89M</b>	<b>1.95M</b>	<b>0.00B</b>



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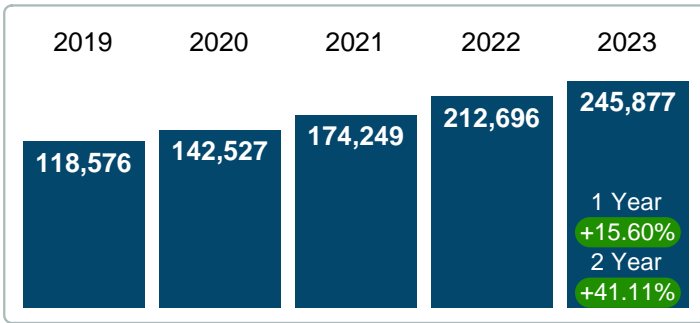
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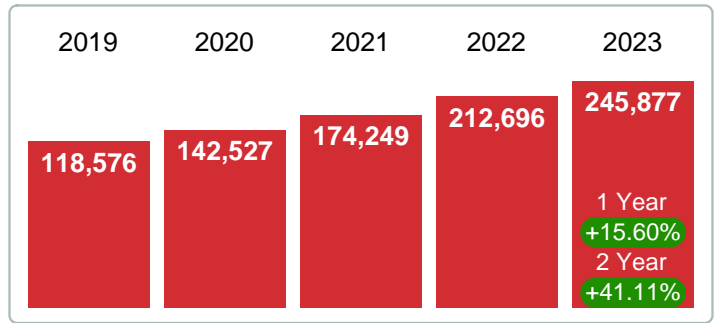
## AVERAGE LIST PRICE AT CLOSING

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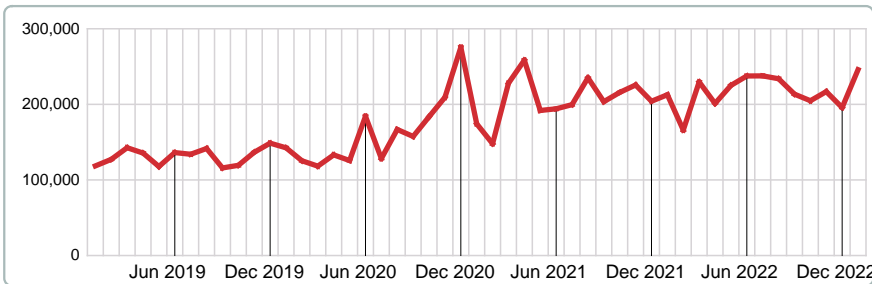
### JANUARY



### YEAR TO DATE (YTD)

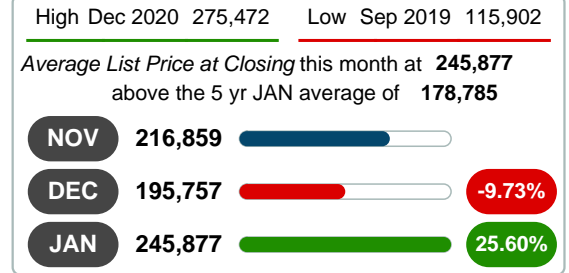


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 178,785



### 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
\$75,000 and less	9.26%	51,880	50,950	48,750	60,000	0
\$75,001 - \$100,000	11.11%	90,417	92,125	94,000	80,000	0
\$100,001 - \$150,000	16.67%	133,744	129,925	141,332	130,000	0
\$150,001 - \$225,000	20.37%	196,441	194,925	210,425	204,250	0
\$225,001 - \$275,000	12.96%	255,400	257,000	258,800	0	0
\$275,001 - \$400,000	18.52%	319,160	0	328,800	324,950	0
\$400,001 and up	11.11%	688,583	420,000	785,625	569,000	0
<b>Average List Price</b>		<b>245,877</b>	<b>159,047</b>	<b>305,219</b>	<b>225,267</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,877</b>	<b>17</b>	<b>28</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>13,277,344</b>	<b>2.70M</b>	<b>8.55M</b>	<b>2.03M</b>	<b>0.00B</b>



# January 2023



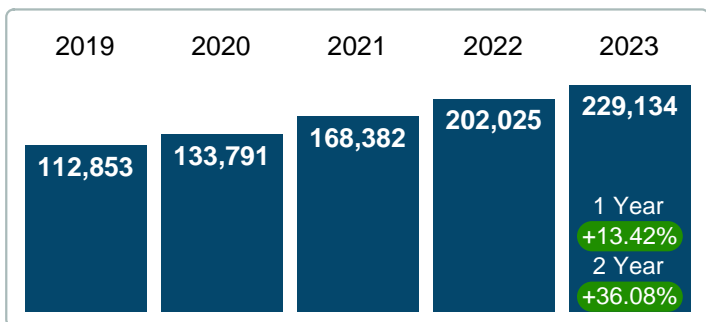
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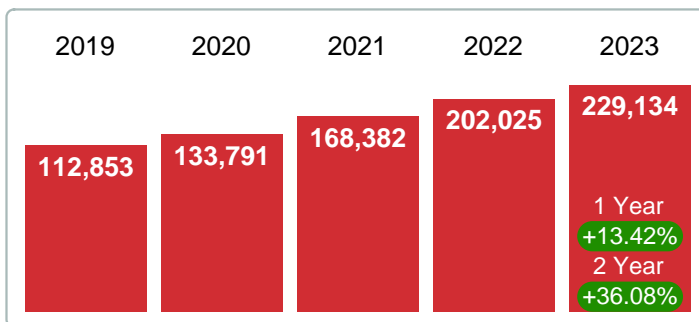
## AVERAGE SOLD PRICE AT CLOSING

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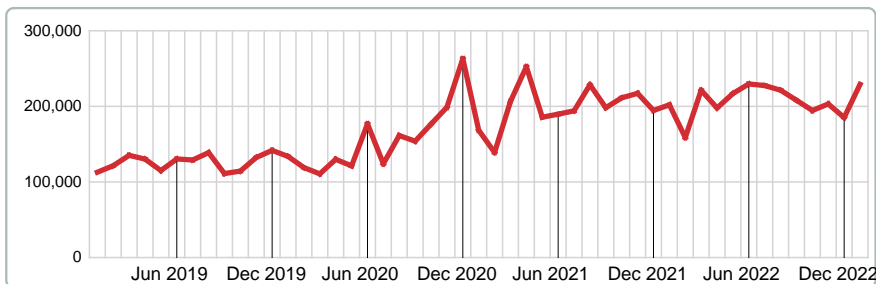
### JANUARY



### YEAR TO DATE (YTD)

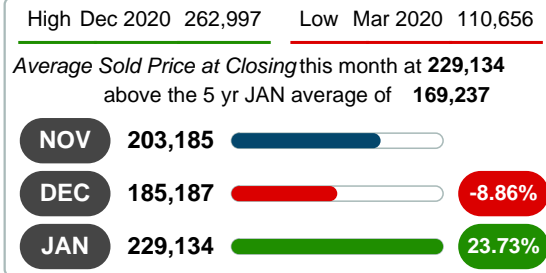


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 169,237



### 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
\$75,000 and less	9.26%	49,380	45,500	48,950	58,000	0
\$75,001 - \$100,000	11.11%	82,750	83,000	84,500	80,000	0
\$100,001 - \$150,000	16.67%	127,489	122,500	134,667	126,700	0
\$150,001 - \$225,000	22.22%	191,421	181,700	194,875	200,500	0
\$225,001 - \$275,000	14.81%	243,625	233,750	246,917	0	0
\$275,001 - \$400,000	14.81%	312,613	0	311,000	317,450	0
\$400,001 and up	11.11%	622,583	426,000	696,250	524,500	0
<b>Average Sold Price</b>		<b>229,134</b>	<b>149,018</b>	<b>281,720</b>	<b>216,867</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,134</b>	<b>17</b>	<b>28</b>	<b>9</b>	
<b>Total Closed Volume</b>		<b>12,373,250</b>	<b>2.53M</b>	<b>7.89M</b>	<b>1.95M</b>	<b>0.00B</b>

# January 2023



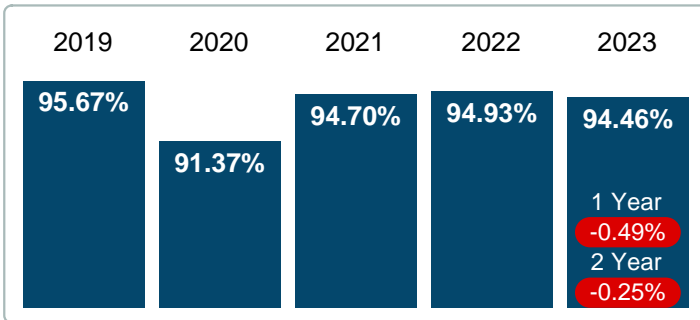
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



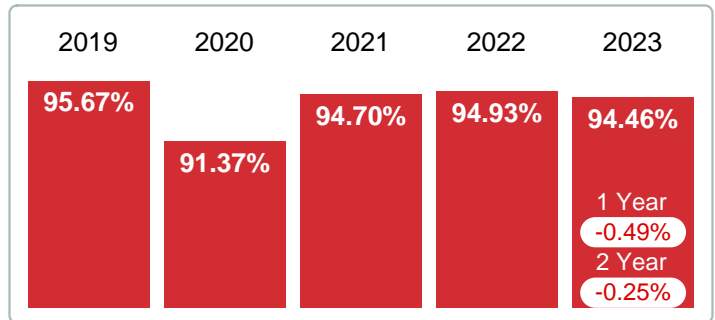
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 13, 2023 for MLS Technology Inc.

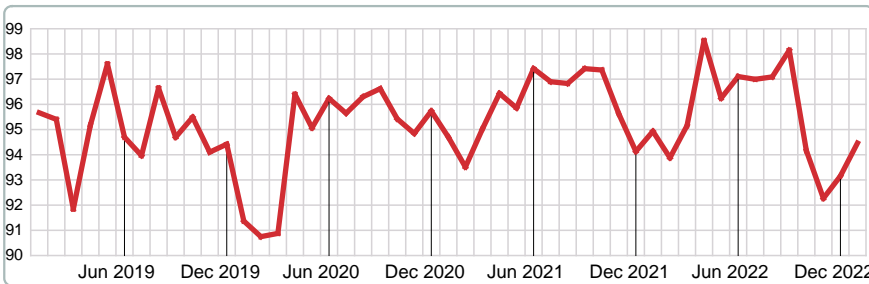
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

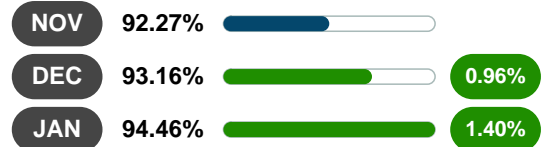


### 3 MONTHS

5 year JAN AVG = 94.23%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.46%** equal to 5 yr JAN average of **94.23%**



### 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
\$75,000 and less	5	9.26%	95.17%	89.20%	100.40%	96.67%	0.00%
\$75,001 - \$100,000	6	11.11%	91.88%	90.35%	89.89%	100.00%	0.00%
\$100,001 - \$150,000	9	16.67%	95.40%	94.19%	95.58%	97.55%	0.00%
\$150,001 - \$225,000	12	22.22%	94.47%	93.35%	94.01%	98.09%	0.00%
\$225,001 - \$275,000	8	14.81%	94.45%	91.42%	95.47%	0.00%	0.00%
\$275,001 - \$400,000	8	14.81%	95.70%	0.00%	94.98%	97.86%	0.00%
\$400,001 and up	6	11.11%	93.40%	101.43%	91.70%	92.18%	0.00%
Average Sold/List Ratio		94.50%		92.60%	94.68%	97.31%	0.00%
Total Closed Units		54	100%	17	28	9	
Total Closed Volume		12,373,250		2.53M	7.89M	1.95M	0.00B

# January 2023



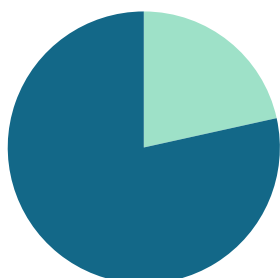
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

### INVENTORY

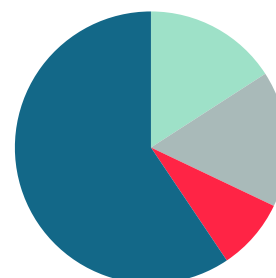


**Inventory**  
 New Listings  
**70 = 21.54%**  
 Start Inventory  
**255**  
 Total Inventory Units  
**325**  
 Volume  
**\$101,202,783**

### Market Activity

Closed Sales  
**54 = 15.88%**  
 Pending Sales  
**55 = 16.18%**  
 Other Off Market  
**29 = 8.53%**  
 Active Inventory  
**202 = 59.41%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	78	54	-30.77%	78	54	-30.77%
Pending Sales	81	55	-32.10%	81	55	-32.10%
New Listings	88	70	-20.45%	88	70	-20.45%
Average List Price	212,696	245,877	15.60%	212,696	245,877	15.60%
Average Sale Price	202,025	229,134	13.42%	202,025	229,134	13.42%
Average Percent of Selling Price to List Price	94.93%	94.46%	-0.49%	94.93%	94.46%	-0.49%
Average Days on Market to Sale	41.60	51.17	22.99%	41.60	51.17	22.99%
Monthly Inventory	289	202	-30.10%	289	202	-30.10%
Months Supply of Inventory	3.44	2.87	-16.60%	3.44	2.87	-16.60%

**Absorption:** Last 12 months, an Average of **70** Sales/Month

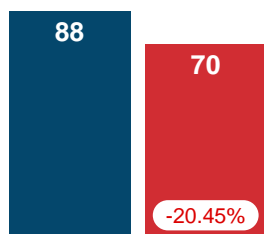
**Inventory** on January 31, 2023 = **202**

**2022** **2023**

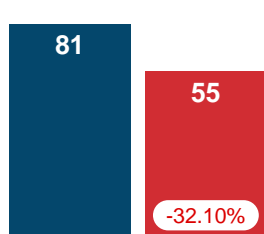
### JANUARY MARKET

### AVERAGE PRICES

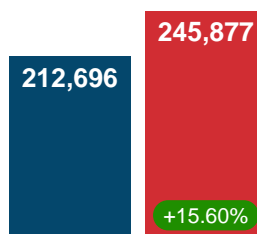
#### New Listings



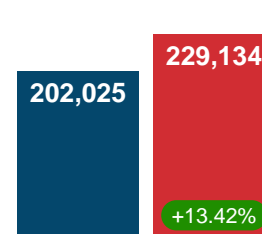
#### Pending Listings



#### List Price



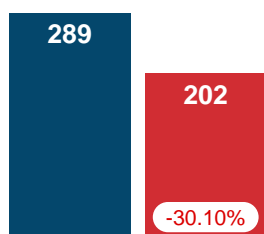
#### Sale Price



### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

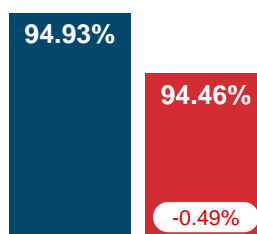
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

