

January 2023



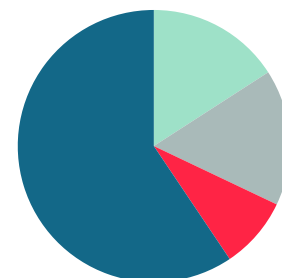
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	162,000	199,700	23.27%
Median Sale Price	150,000	192,000	28.00%
Median Percent of Selling Price to List Price	97.12%	95.97%	-1.18%
Median Days on Market to Sale	25.50	33.00	29.41%
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.

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 **28.00%** in January 2023 to \$192,000 versus the previous year at \$150,000.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 7.50 days or **29.41%** in January 2023 compared to last year's same month at **25.50** DOM.

Sales Success for January 2023 is Positive

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

There were 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 Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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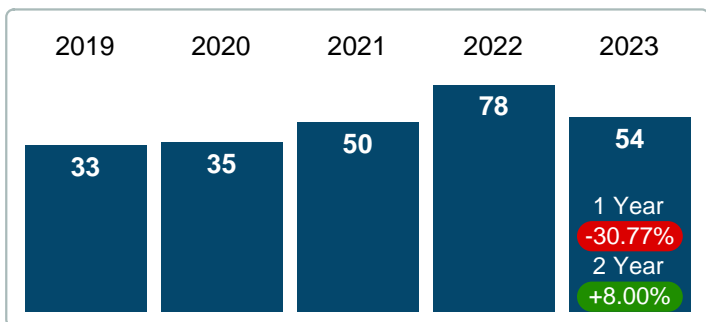
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



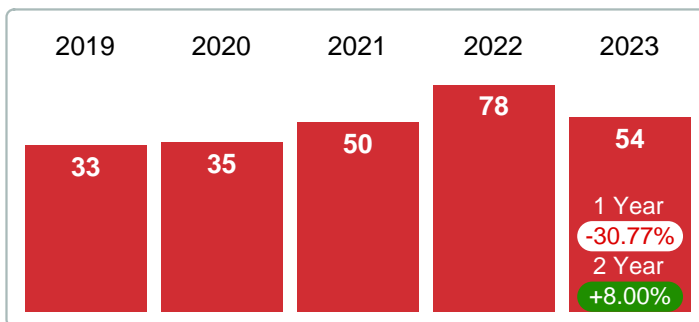
CLOSED LISTINGS

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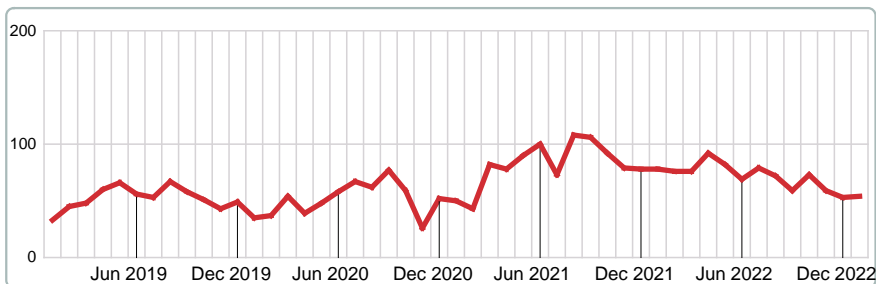
JANUARY



YEAR TO DATE (YTD)

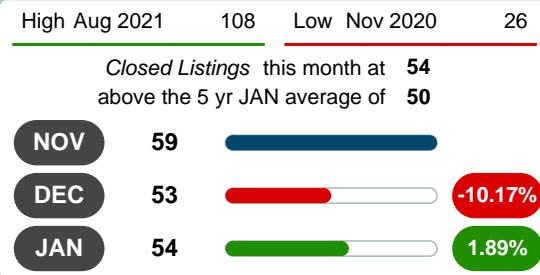


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.26%	3.0	2	2	1	0
\$75,001 - \$100,000	6	11.11%	56.5	4	1	1	0
\$100,001 - \$150,000	9	16.67%	36.0	4	3	2	0
\$150,001 - \$225,000	12	22.22%	48.5	4	6	2	0
\$225,001 - \$275,000	8	14.81%	18.0	2	6	0	0
\$275,001 - \$400,000	8	14.81%	70.0	0	6	2	0
\$400,001 and up	6	11.11%	85.5	1	4	1	0
Total Closed Units	54			17	28	9	0
Total Closed Volume	12,373,250	100%	33.0	2.53M	7.89M	1.95M	0.00B
Median Closed Price	\$192,000			\$125,000	\$236,250	\$189,000	\$0

January 2023



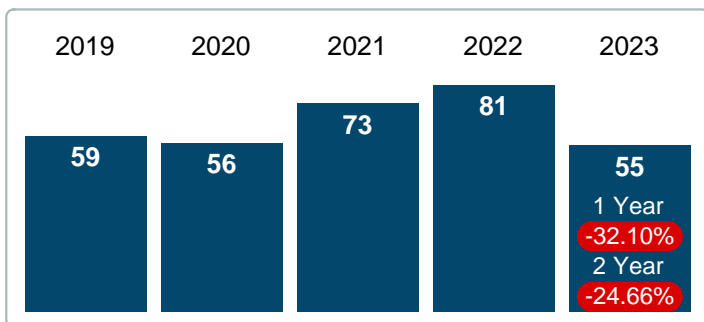
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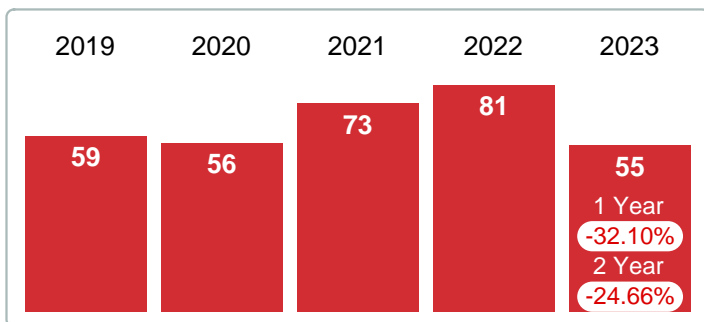
PENDING LISTINGS

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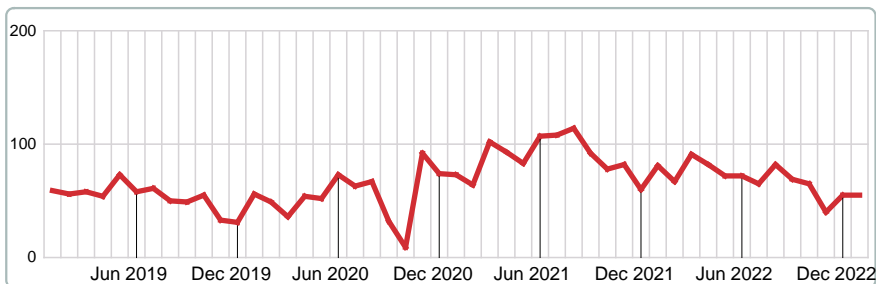
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

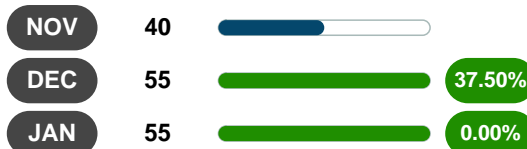


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.09%	124.0	2	3	0	0
\$50,001 - \$75,000	5	9.09%	4.0	4	1	0	0
\$75,001 - \$125,000	9	16.36%	26.0	5	4	0	0
\$125,001 - \$225,000	13	23.64%	13.0	1	8	4	0
\$225,001 - \$275,000	9	16.36%	63.0	0	7	2	0
\$275,001 - \$375,000	4	7.27%	126.5	1	2	1	0
\$375,001 and up	10	18.18%	24.5	0	7	1	2
Total Pending Units	55			13	32	8	2
Total Pending Volume	11,794,700	100%	33.0	1.22M	7.65M	2.00M	924.90K
Median Listing Price	\$199,000			\$79,500	\$221,950	\$234,450	\$462,450

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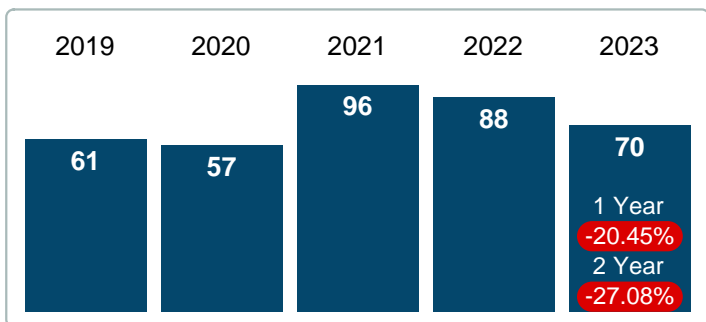
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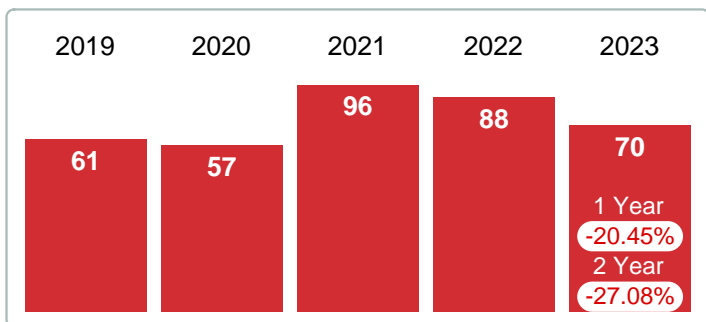
NEW LISTINGS

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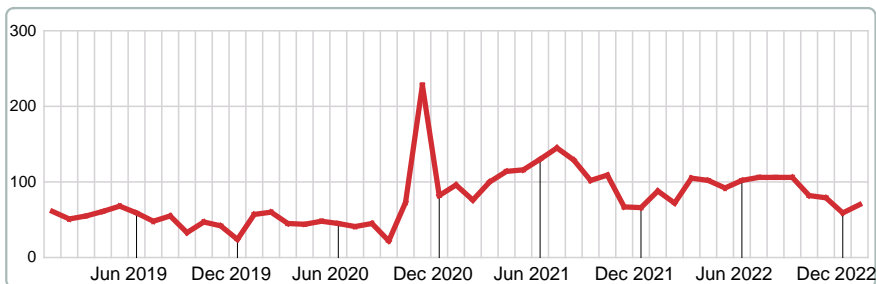
JANUARY



YEAR TO DATE (YTD)

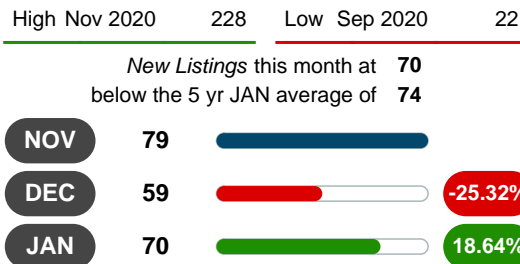


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
Total New Listed Units	70		15	38	13	4
Total New Listed Volume	22,668,240	100%	1.51M	14.23M	4.00M	2.93M
Median New Listed Listing Price	\$225,500		\$109,000	\$259,450	\$289,500	\$487,500

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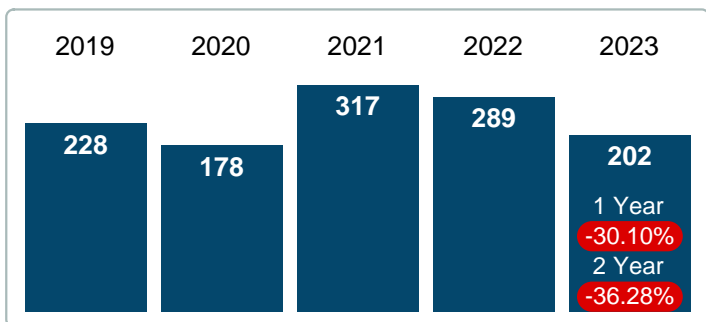
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



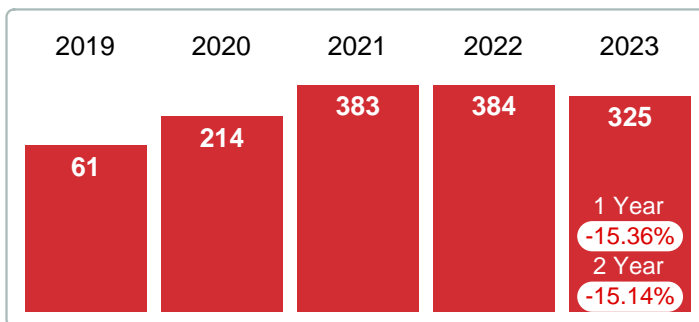
ACTIVE INVENTORY

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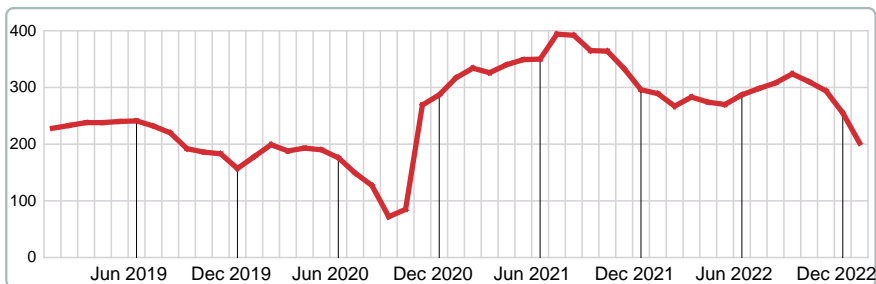
END OF JANUARY



ACTIVE DURING JANUARY

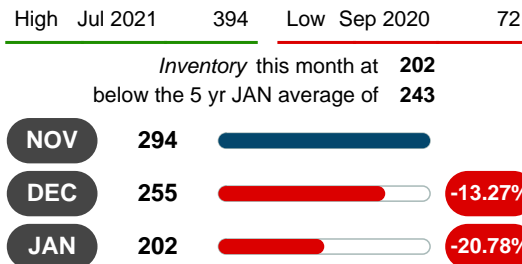


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 243



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.45%	95.0	10	0	1	0
\$50,001 - \$100,000	24	11.88%	73.5	9	14	1	0
\$100,001 - \$150,000	32	15.84%	83.5	11	20	1	0
\$150,001 - \$275,000	57	28.22%	64.0	7	39	10	1
\$275,001 - \$375,000	29	14.36%	62.0	1	18	8	2
\$375,001 - \$675,000	28	13.86%	89.0	2	15	8	3
\$675,001 and up	21	10.40%	75.0	1	14	3	3
Total Active Inventory by Units	202			41	120	32	9
Total Active Inventory by Volume	69,708,186	100%	71.5	5.80M	43.58M	14.01M	6.32M
Median Active Inventory Listing Price	\$226,950			\$109,900	\$239,500	\$302,250	\$399,900

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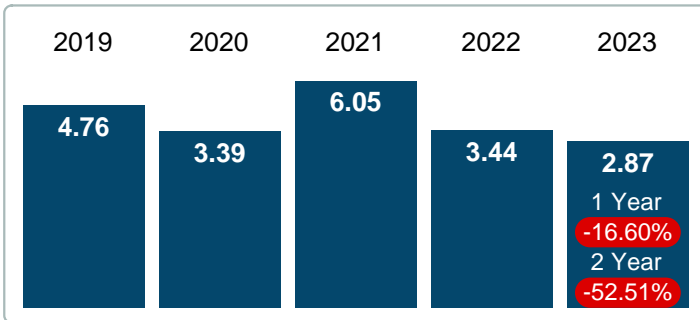
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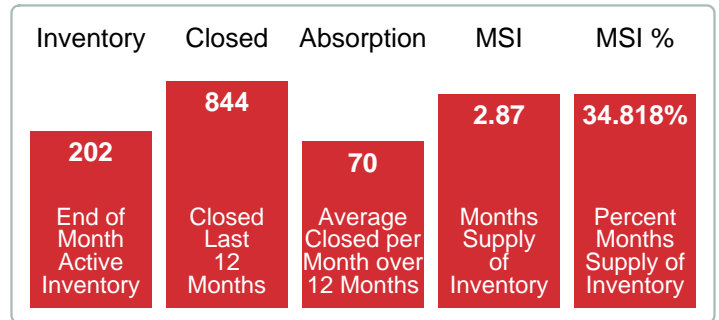
MONTHS SUPPLY of INVENTORY (MSI)

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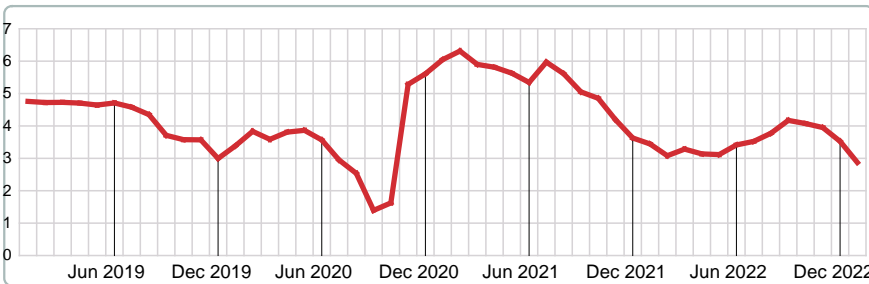
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

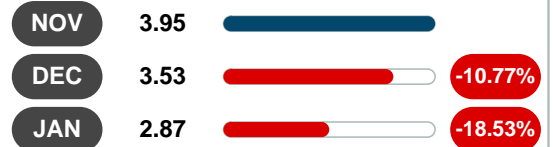


3 MONTHS

5 year JAN AVG = 4.10

High Feb 2021 6.31 Low Sep 2020 1.39

Months Supply this month at **2.87**
below the 5 yr JAN average of **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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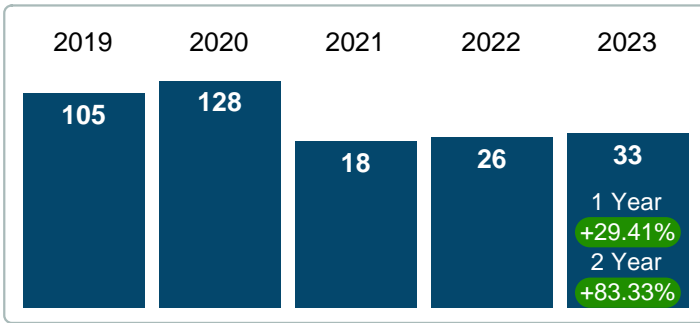
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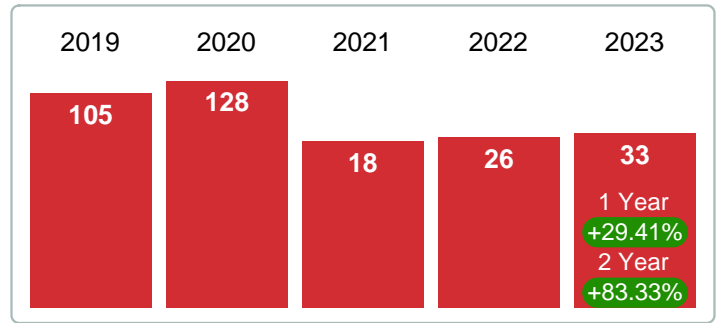
MEDIAN DAYS ON MARKET TO SALE

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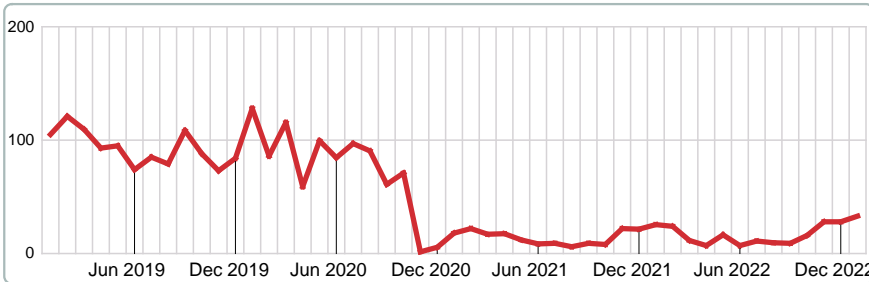
JANUARY



YEAR TO DATE (YTD)

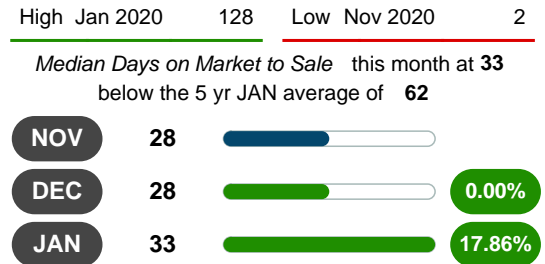


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 62



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
\$75,000 and less	9.26%	3	2	4	10	0
\$75,001 - \$100,000	11.11%	57	87	64	4	0
\$100,001 - \$150,000	16.67%	36	30	15	46	0
\$150,001 - \$225,000	22.22%	49	49	59	43	0
\$225,001 - \$275,000	14.81%	18	24	18	0	0
\$275,001 - \$400,000	14.81%	70	0	51	75	0
\$400,001 and up	11.11%	86	47	70	169	0
Median Closed DOM		33	40	23	55	0
Total Closed Units	100%	54	17	28	9	0
Total Closed Volume		12,373,250	2.53M	7.89M	1.95M	0.00B

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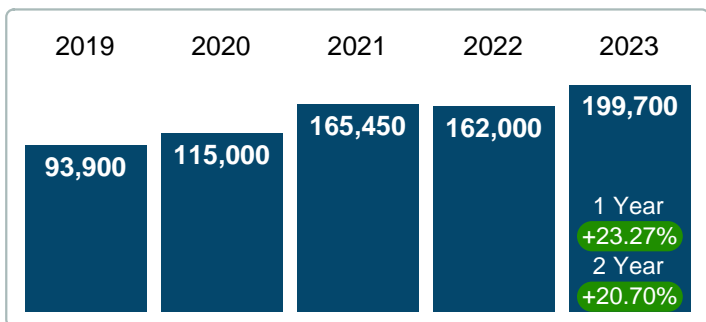
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



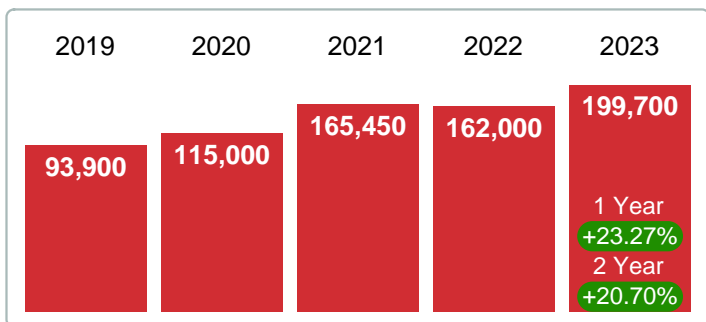
MEDIAN LIST PRICE AT CLOSING

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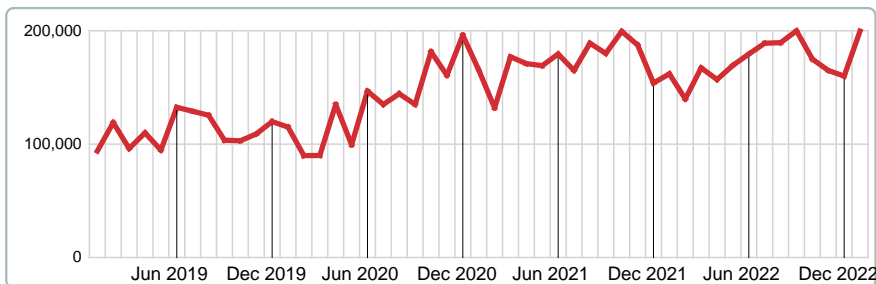
JANUARY



YEAR TO DATE (YTD)

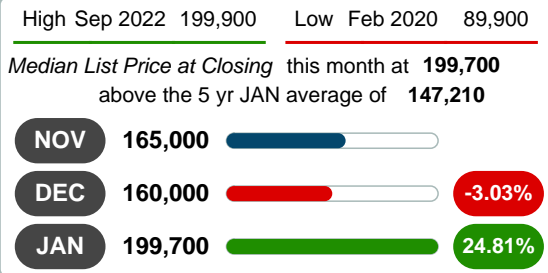


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 147,210



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
\$75,000 and less	5	9.26%	50,000	50,950	48,750	60,000	0
\$75,001 - \$100,000	6	11.11%	91,500	92,000	94,000	80,000	0
\$100,001 - \$150,000	9	16.67%	129,900	129,900	149,000	130,000	0
\$150,001 - \$225,000	11	20.37%	199,500	197,450	199,000	204,250	0
\$225,001 - \$275,000	7	12.96%	259,000	235,000	264,000	0	0
\$275,001 - \$400,000	10	18.52%	311,450	279,000	314,900	324,950	0
\$400,001 and up	6	11.11%	633,250	420,000	736,250	569,000	0
Median List Price			199,700	129,900	264,000	199,500	0
Total Closed Units		100%	199,700	17	28	9	
Total Closed Volume			13,277,344	2.70M	8.55M	2.03M	0.00B

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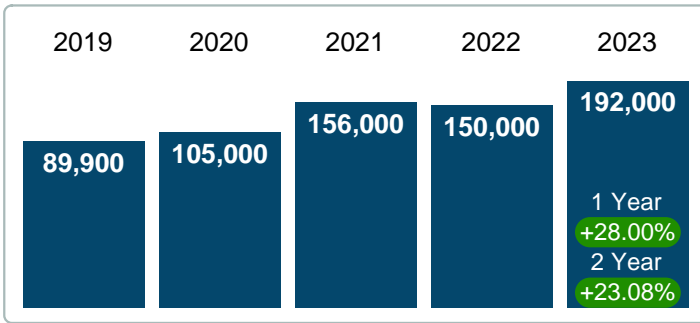
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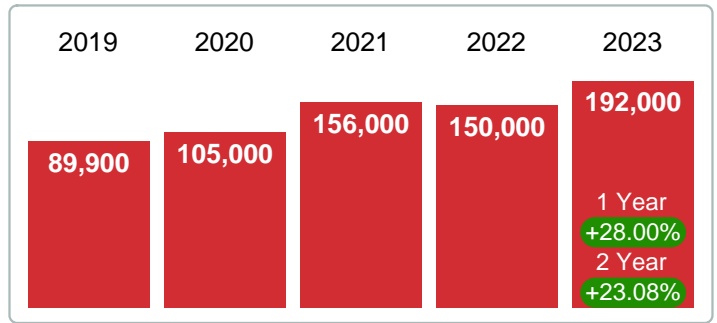
MEDIAN SOLD PRICE AT CLOSING

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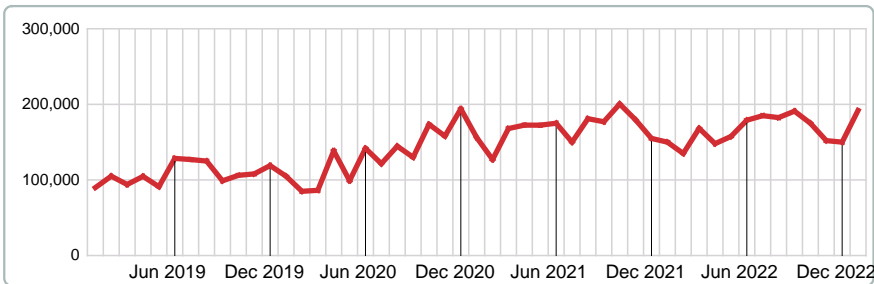
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

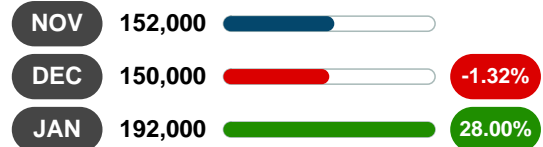


3 MONTHS

5 year JAN AVG = 138,580

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

Median Sold Price at Closing this month at **192,000** above the 5 yr JAN average of **138,580**



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
\$75,000 and less	9.26%	49,000	45,500	48,950	58,000	0
\$75,001 - \$100,000	11.11%	81,000	81,000	84,500	80,000	0
\$100,001 - \$150,000	16.67%	126,000	122,500	135,000	126,700	0
\$150,001 - \$225,000	22.22%	187,000	179,950	188,500	200,500	0
\$225,001 - \$275,000	14.81%	241,250	233,750	249,250	0	0
\$275,001 - \$400,000	14.81%	309,000	0	309,000	317,450	0
\$400,001 and up	11.11%	587,250	426,000	712,500	524,500	0
Median Sold Price		192,000	125,000	236,250	189,000	0
Total Closed Units		54	17	28	9	0
Total Closed Volume		12,373,250	2.53M	7.89M	1.95M	0.00B

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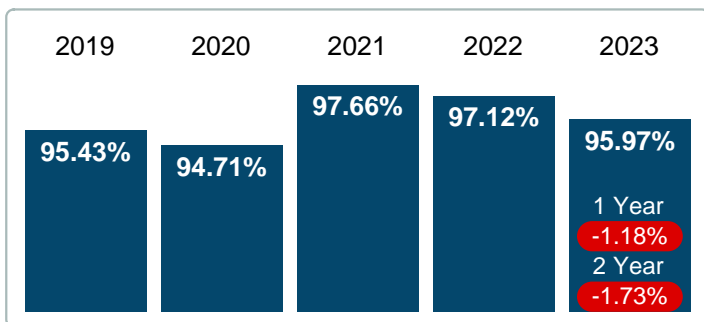
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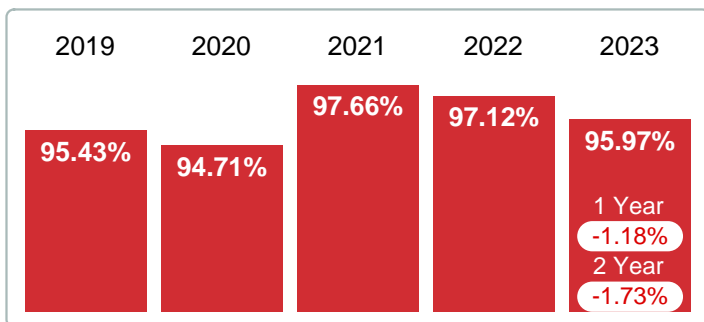
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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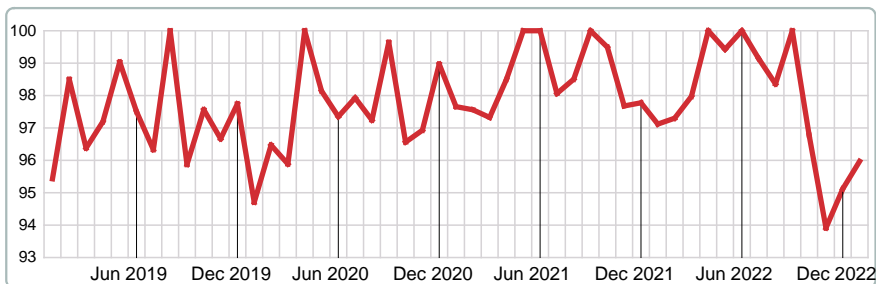
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

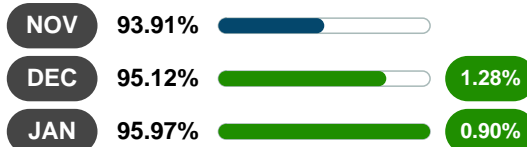


3 MONTHS

5 year JAN AVG = 96.18%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **95.97%**
equal to 5 yr JAN average of **96.18%**



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
\$75,000 and less	5	9.26%	96.67%	89.20%	100.40%	96.67%	0.00%
\$75,001 - \$100,000	6	11.11%	93.13%	93.13%	89.89%	100.00%	0.00%
\$100,001 - \$150,000	9	16.67%	96.23%	94.30%	95.34%	97.55%	0.00%
\$150,001 - \$225,000	12	22.22%	98.46%	97.44%	98.46%	98.09%	0.00%
\$225,001 - \$275,000	8	14.81%	96.15%	91.42%	96.15%	0.00%	0.00%
\$275,001 - \$400,000	8	14.81%	96.67%	0.00%	95.65%	97.86%	0.00%
\$400,001 and up	6	11.11%	95.40%	101.43%	95.40%	92.18%	0.00%
Median Sold/List Ratio		95.97%		94.23%	97.19%	96.67%	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



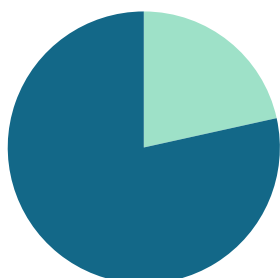
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

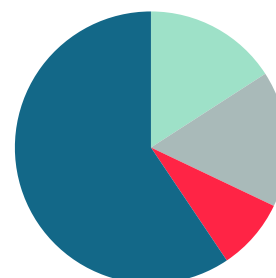


Inventory
 New Listings
70 = 21.54%
 Start Inventory
255
 Total Inventory Units
325
 Volume
\$101,202,783

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%
Median List Price	162,000	199,700	23.27%	162,000	199,700	23.27%
Median Sale Price	150,000	192,000	28.00%	150,000	192,000	28.00%
Median Percent of Selling Price to List Price	97.12%	95.97%	-1.18%	97.12%	95.97%	-1.18%
Median Days on Market to Sale	25.50	33.00	29.41%	25.50	33.00	29.41%
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

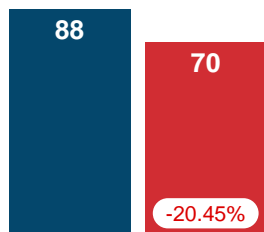
Inventory on January 31, 2023 = **202**

2022 **2023**

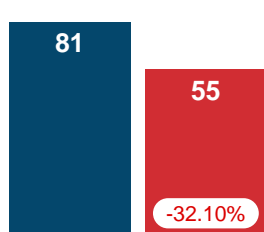
JANUARY MARKET

MEDIAN PRICES

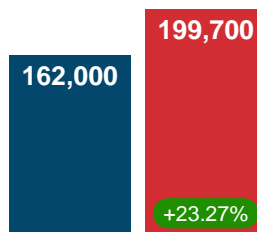
New Listings



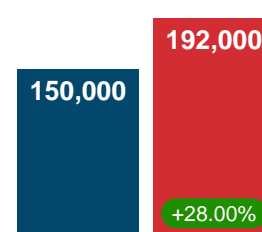
Pending Listings



List Price



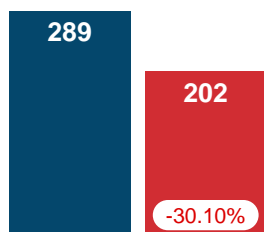
Sale Price



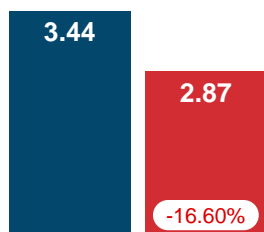
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

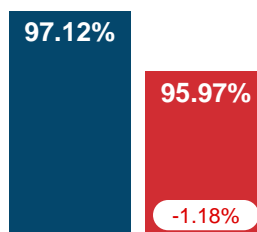
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

