

January 2020



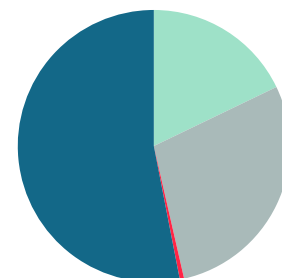
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	January 2020	+/-%
Closed Listings	33	35	6.06%
Pending Listings	59	56	-5.08%
New Listings	61	57	-6.56%
Average List Price	118,576	142,527	20.20%
Average Sale Price	112,853	133,791	18.55%
Average Percent of Selling Price to List Price	95.67%	91.37%	-4.49%
Average Days on Market to Sale	144.85	153.37	5.88%
End of Month Inventory	156	104	-33.33%
Months Supply of Inventory	3.26	1.98	-39.25%



■ Closed (17.86%)
■ Pending (28.57%)
■ Other OffMarket (0.51%)
■ Active (53.06%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of January 31, 2020 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **33.33%** to 104 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **1.98** 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 **18.55%** in January 2020 to \$133,791 versus the previous year at \$112,853.

Average Days on Market Lengthens

The average number of **153.37** days that homes spent on the market before selling increased by 8.52 days or **5.88%** in January 2020 compared to last year's same month at **144.85** DOM.

Sales Success for January 2020 is Positive

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

There were 57 New Listings in January 2020, down **6.56%** from last year at 61. Furthermore, there were 35 Closed Listings this month versus last year at 33, a **6.06%** increase.

Closed versus Listed trends yielded a **61.4%** ratio, up from previous year's, January 2019, at **54.1%**, a **13.50%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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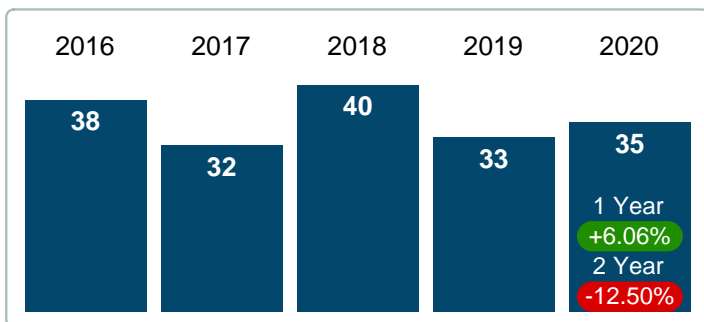
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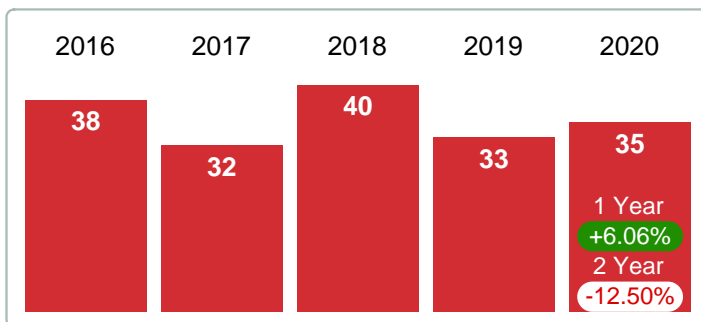
CLOSED LISTINGS

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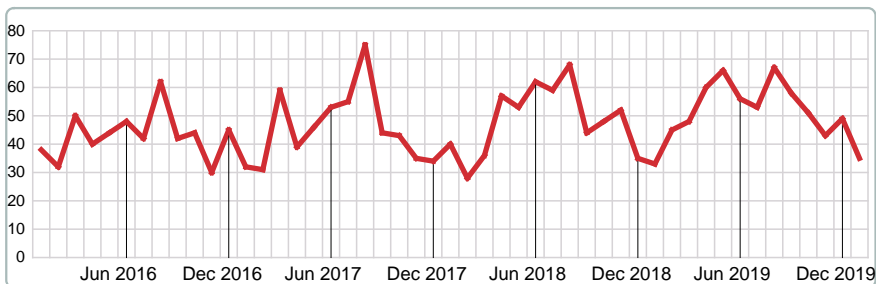
JANUARY



YEAR TO DATE (YTD)

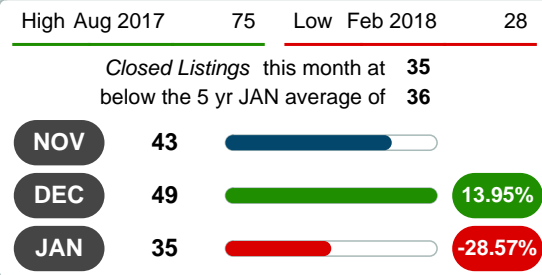


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	2.86%	95.0	1	0	0	0
\$20,001 - \$50,000	7	20.00%	131.9	4	2	1	0
\$50,001 - \$80,000	4	11.43%	76.0	1	2	0	1
\$80,001 - \$120,000	9	25.71%	188.0	3	2	4	0
\$120,001 - \$180,000	6	17.14%	147.2	0	6	0	0
\$180,001 - \$290,000	5	14.29%	193.4	0	3	2	0
\$290,001 and up	3	8.57%	168.0	0	1	2	0
Total Closed Units	35			9	16	9	1
Total Closed Volume	4,682,700	100%	153.4	540.90K	2.22M	1.85M	75.00K
Average Closed Price	\$133,791			\$60,100	\$138,731	\$205,233	\$75,000

January 2020



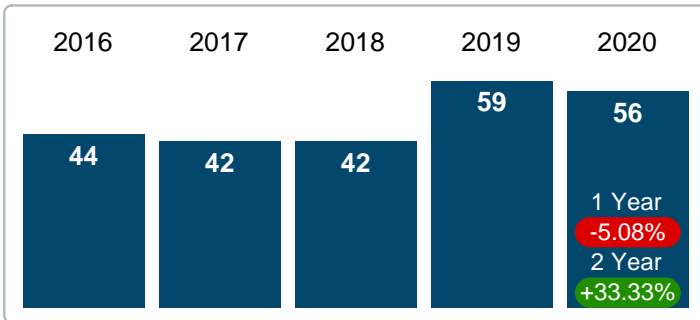
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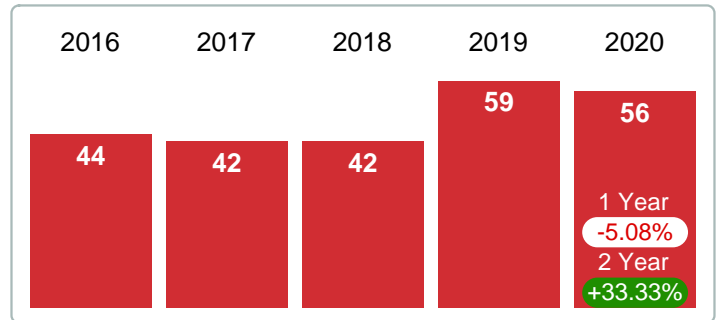
PENDING LISTINGS

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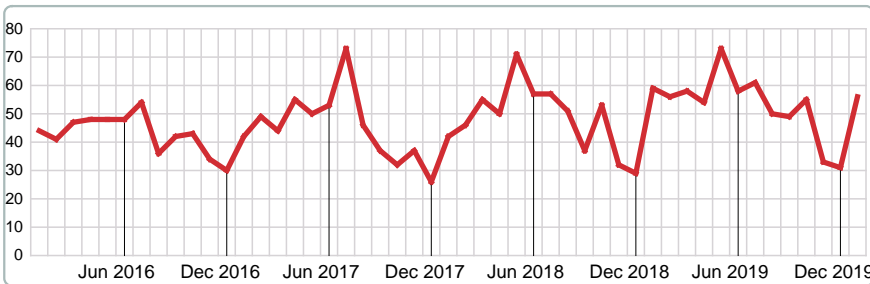
JANUARY



YEAR TO DATE (YTD)

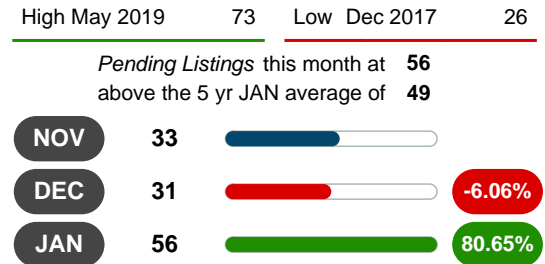


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.93%	52.0	2	2	1	0
\$30,001 - \$60,000	8	14.29%	161.3	5	3	0	0
\$60,001 - \$80,000	9	16.07%	112.0	4	4	1	0
\$80,001 - \$130,000	13	23.21%	107.2	2	9	2	0
\$130,001 - \$150,000	8	14.29%	99.5	0	6	2	0
\$150,001 - \$210,000	7	12.50%	110.0	0	6	1	0
\$210,001 and up	6	10.71%	38.0	1	3	2	0
Total Pending Units	56			14	33	9	0
Total Pending Volume	6,756,699	100%	102.6	1.03M	4.29M	1.44M	0.00B
Average Listing Price	\$120,655			\$73,507	\$129,933	\$159,978	\$0

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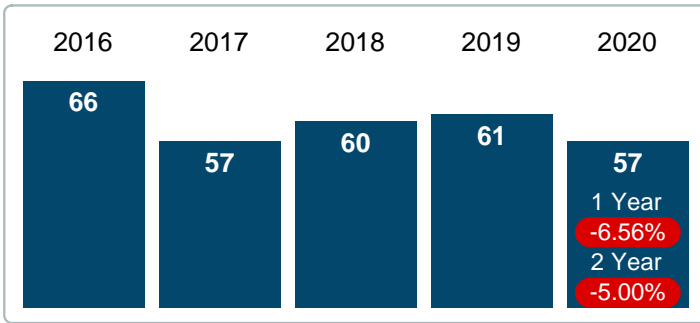
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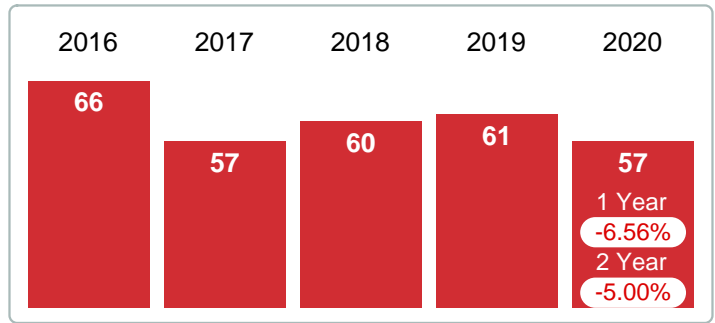
NEW LISTINGS

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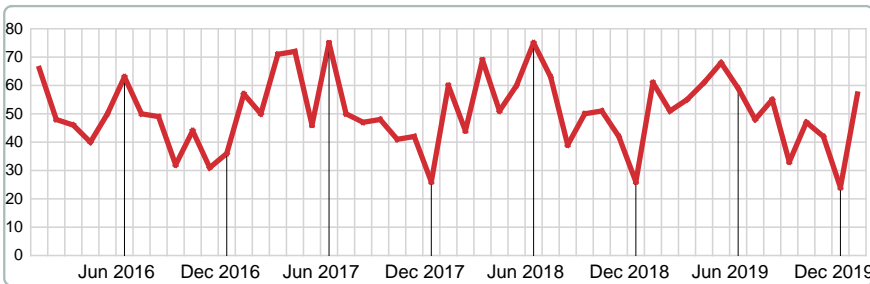
JANUARY



YEAR TO DATE (YTD)

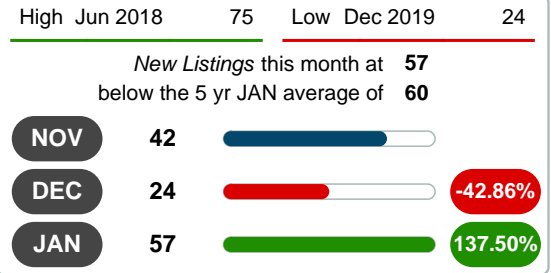


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.26%	1	1	1	0
\$30,001 - \$50,000	9	15.79%	3	6	0	0
\$50,001 - \$80,000	7	12.28%	6	1	0	0
\$80,001 - \$130,000	13	22.81%	3	6	4	0
\$130,001 - \$170,000	9	15.79%	0	8	1	0
\$170,001 - \$210,000	10	17.54%	1	6	3	0
\$210,001 and up	6	10.53%	0	3	3	0
Total New Listed Units	57		14	31	12	0
Total New Listed Volume	7,277,100	100%	998.50K	4.00M	2.28M	0.00B
Average New Listed Listing Price	\$128,229		\$71,321	\$128,884	\$190,267	\$0

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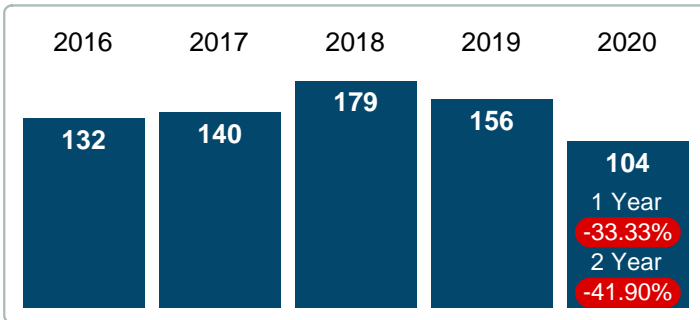
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



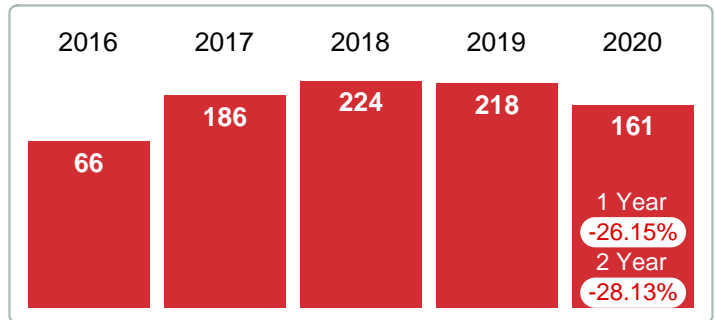
ACTIVE INVENTORY

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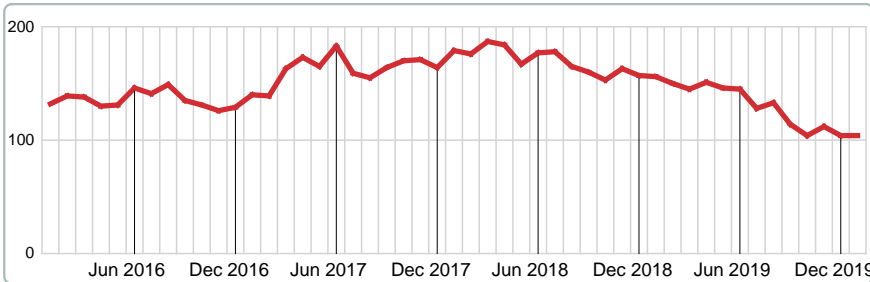
END OF JANUARY



ACTIVE DURING JANUARY

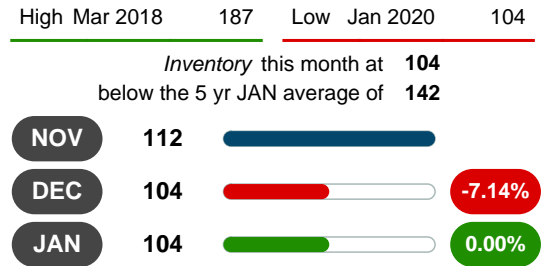


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 142



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	3.85%	78.5	2	2	0	0
\$30,001 - \$60,000	20	19.23%	138.4	8	12	0	0
\$60,001 - \$90,000	13	12.50%	111.1	5	7	1	0
\$90,001 - \$150,000	28	26.92%	117.0	6	15	6	1
\$150,001 - \$180,000	14	13.46%	78.5	0	8	5	1
\$180,001 - \$230,000	12	11.54%	79.4	1	5	6	0
\$230,001 and up	13	12.50%	90.2	0	7	6	0
Total Active Inventory by Units	104			22	56	24	2
Total Active Inventory by Volume	14,711,999	100%	106.0	1.62M	7.62M	5.17M	306.50K
Average Active Inventory Listing Price	\$141,462			\$73,559	\$136,050	\$215,350	\$153,250

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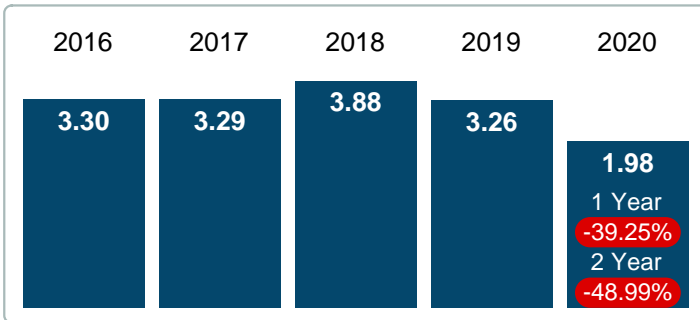
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



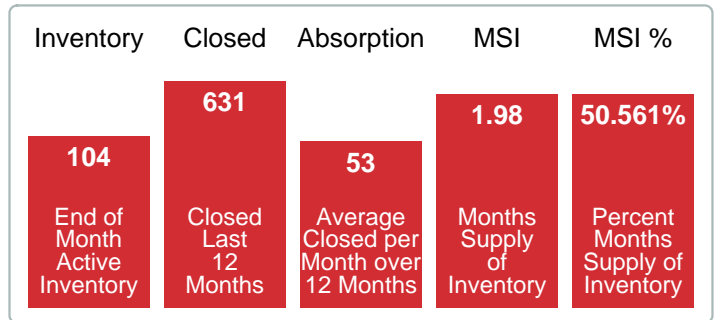
MONTHS SUPPLY of INVENTORY (MSI)

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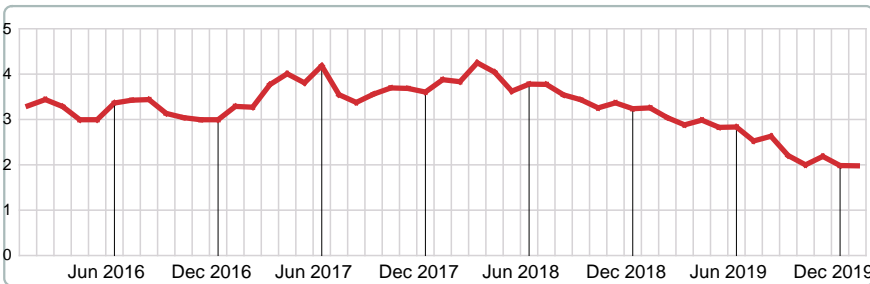
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

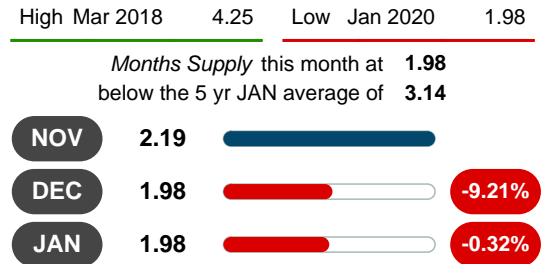


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.14



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
\$30,000 and less	4	3.85%	0.98	0.89	1.20	0.00	0.00
\$30,001 - \$60,000	20	19.23%	2.55	2.74	2.94	0.00	0.00
\$60,001 - \$90,000	13	12.50%	1.32	1.43	1.24	1.71	0.00
\$90,001 - \$150,000	28	26.92%	1.93	2.40	1.57	2.67	6.00
\$150,001 - \$180,000	14	13.46%	2.15	0.00	1.55	5.00	0.00
\$180,001 - \$230,000	12	11.54%	3.06	6.00	1.71	7.20	0.00
\$230,001 and up	13	12.50%	2.20	0.00	2.71	2.06	0.00
Market Supply of Inventory (MSI)			1.98	1.89	1.77	2.80	3.00
Total Active Inventory by Units		100%	104	22	56	24	2

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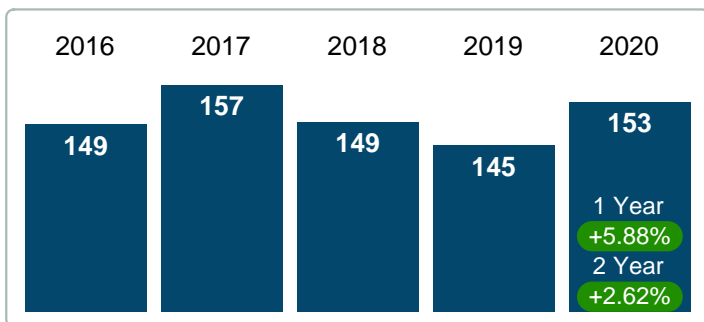
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



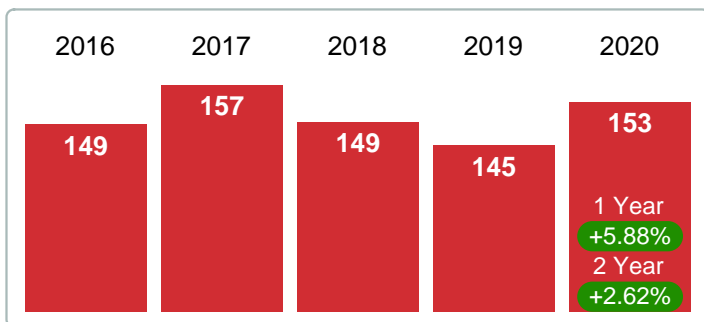
AVERAGE DAYS ON MARKET TO SALE

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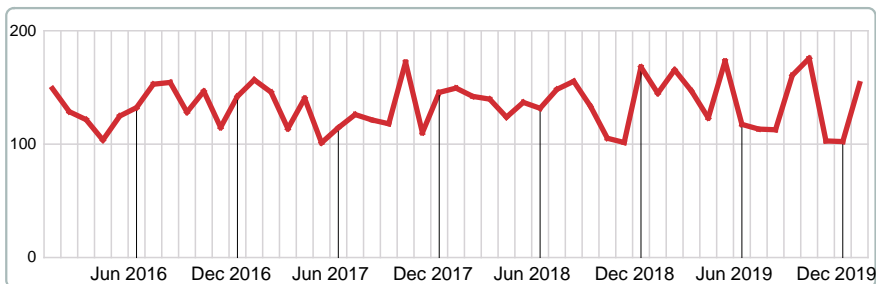
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 151

High Oct 2019 176 Low May 2017 101

Average Days on Market to Sale this month at 153 above the 5 yr JAN average of 151



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
\$20,000 and less	2.86%	95	95	0	0	0
\$20,001 - \$50,000	20.00%	132	89	241	85	0
\$50,001 - \$80,000	11.43%	76	16	86	0	116
\$80,001 - \$120,000	25.71%	188	197	149	201	0
\$120,001 - \$180,000	17.14%	147	0	147	0	0
\$180,001 - \$290,000	14.29%	193	0	230	138	0
\$290,001 and up	8.57%	168	0	143	181	0
Average Closed DOM		153	118	167	169	116
Total Closed Units	100%	153	9	16	9	1
Total Closed Volume		4,682,700	540.90K	2.22M	1.85M	75.00K

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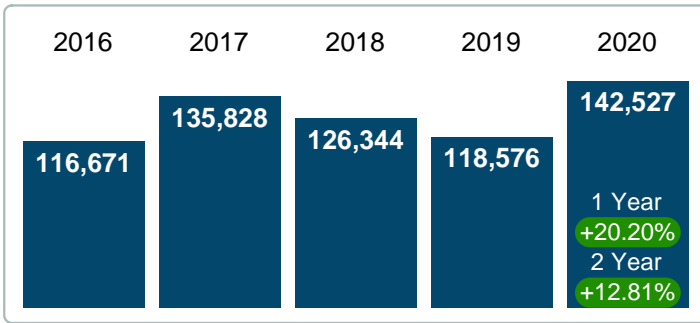
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



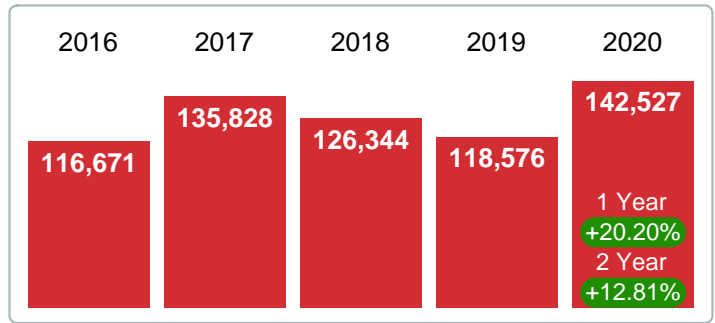
AVERAGE LIST PRICE AT CLOSING

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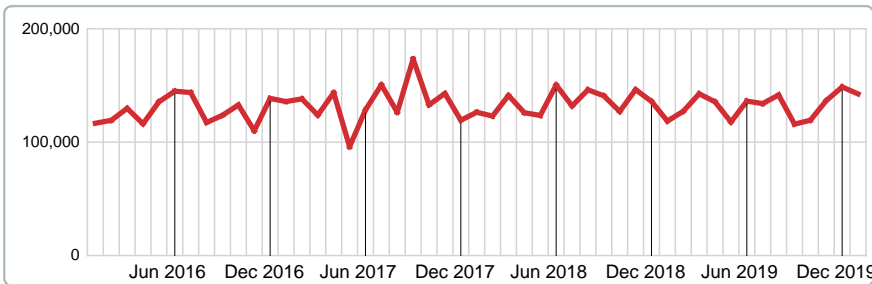
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

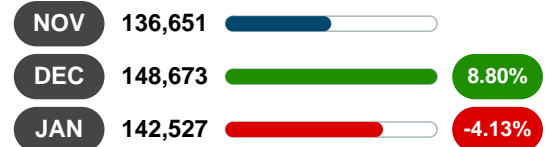


3 MONTHS

5 year JAN AVG = 127,989

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **142,527**
above the 5 yr JAN average of **127,989**



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
\$20,000 and less	0.00%	0	29,000	0	0	0
\$20,001 - \$50,000	20.00%	32,286	35,750	38,500	35,000	0
\$50,001 - \$80,000	8.57%	72,633	80,000	82,450	0	89,750
\$80,001 - \$120,000	28.57%	104,475	115,300	101,500	115,275	0
\$120,001 - \$180,000	17.14%	146,967	0	156,283	0	0
\$180,001 - \$290,000	14.29%	208,740	0	209,600	259,450	0
\$290,001 and up	11.43%	393,575	0	359,000	457,700	0
Average List Price		142,527	66,433	148,150	214,489	89,750
Total Closed Units	100%	142,527	9	16	9	1
Total Closed Volume		4,988,449	597.90K	2.37M	1.93M	89.75K

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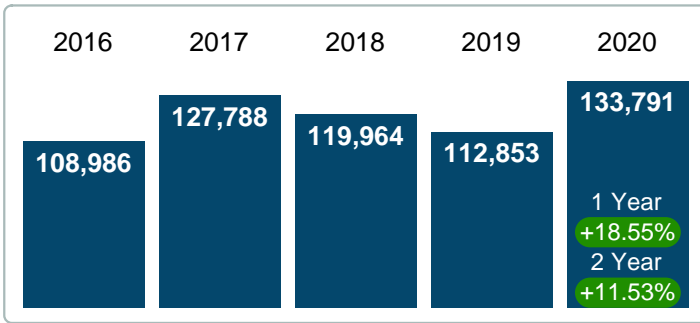
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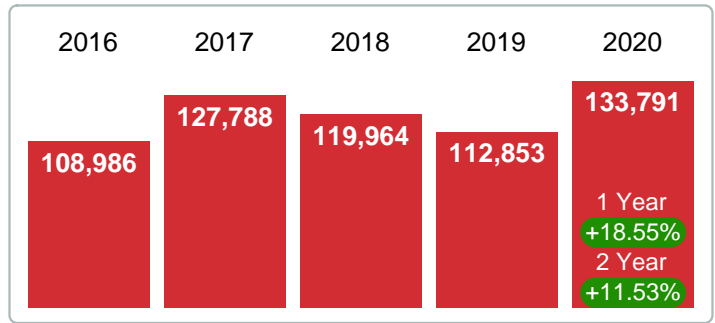
AVERAGE SOLD PRICE AT CLOSING

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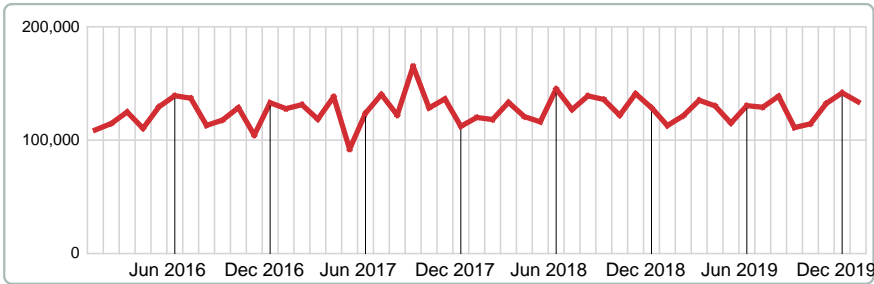
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

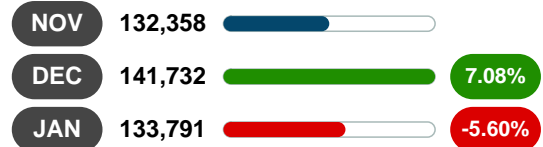


3 MONTHS

5 year JAN AVG = 120,677

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at **133,791** above the 5 yr JAN average of **120,677**



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
\$20,000 and less	2.86%	12,000	12,000	0	0	0
\$20,001 - \$50,000	20.00%	32,107	33,250	31,875	28,000	0
\$50,001 - \$80,000	11.43%	74,563	80,000	71,625	0	75,000
\$80,001 - \$120,000	25.71%	102,822	105,300	86,700	109,025	0
\$120,001 - \$180,000	17.14%	148,900	0	148,900	0	0
\$180,001 - \$290,000	14.29%	220,780	0	201,967	249,000	0
\$290,001 and up	8.57%	408,333	0	340,000	442,500	0
Average Sold Price		133,791	60,100	138,731	205,233	75,000
Total Closed Units	100%	133,791	9	16	9	1
Total Closed Volume		4,682,700	540.90K	2.22M	1.85M	75.00K

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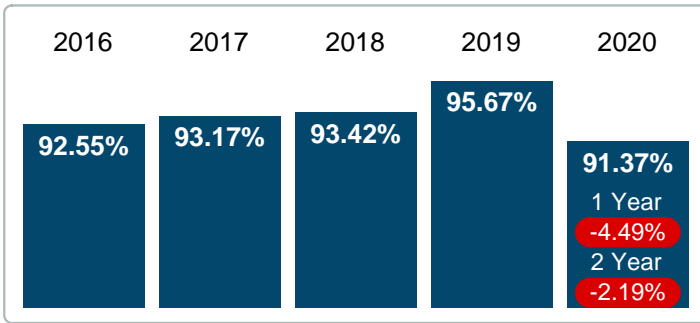
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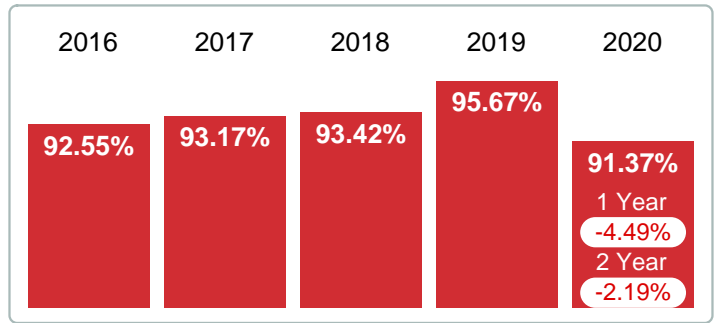
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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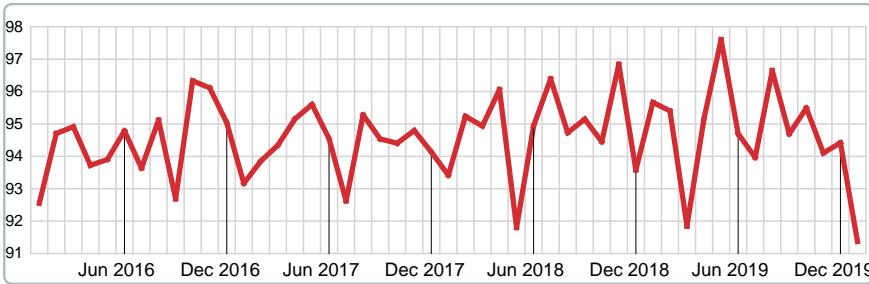
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

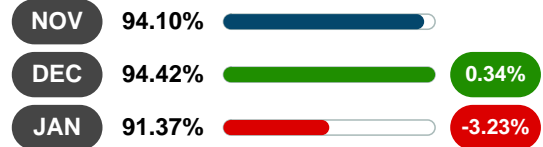


3 MONTHS

5 year JAN AVG = 93.23%

High May 2019 97.60% Low Jan 2020 91.37%

Average Sold/List Ratio this month at **91.37%**
below the 5 yr JAN average of **93.23%**



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
\$20,000 and less	1	2.86%	41.38%	41.38%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	7	20.00%	90.03%	95.20%	84.70%	80.00%	0.00%
\$50,001 - \$80,000	4	11.43%	89.31%	100.00%	86.83%	0.00%	83.57%
\$80,001 - \$120,000	9	25.71%	91.87%	91.44%	85.78%	95.24%	0.00%
\$120,001 - \$180,000	6	17.14%	95.62%	0.00%	95.62%	0.00%	0.00%
\$180,001 - \$290,000	5	14.29%	96.11%	0.00%	96.29%	95.84%	0.00%
\$290,001 and up	3	8.57%	96.02%	0.00%	94.71%	96.68%	0.00%
Average Sold/List Ratio		91.40%		88.50%	91.99%	94.00%	83.57%
Total Closed Units		35	100%	9	16	9	1
Total Closed Volume		4,682,700		540.90K	2.22M	1.85M	75.00K

January 2020



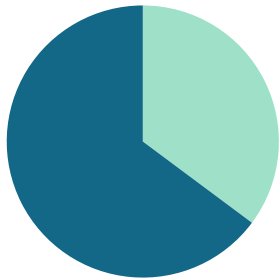
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

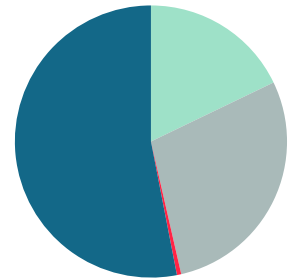


Inventory
 New Listings
57 = 35.19%
 Start Inventory
105
 Total Inventory Units
162
 Volume
\$21,746,198

Market Activity

Closed Sales
35 = 17.86%
 Pending Sales
56 = 28.57%
 Other Off Market
1 = 0.51%
 Active Inventory
104 = 53.06%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	33	35	6.06%	33	35	6.06%
Pending Sales	59	56	-5.08%	59	56	-5.08%
New Listings	61	57	-6.56%	61	57	-6.56%
Average List Price	118,576	142,527	20.20%	118,576	142,527	20.20%
Average Sale Price	112,853	133,791	18.55%	112,853	133,791	18.55%
Average Percent of Selling Price to List Price	95.67%	91.37%	-4.49%	95.67%	91.37%	-4.49%
Average Days on Market to Sale	144.85	153.37	5.88%	144.85	153.37	5.88%
Monthly Inventory	156	104	-33.33%	156	104	-33.33%
Months Supply of Inventory	3.26	1.98	-39.25%	3.26	1.98	-39.25%

Absorption: Last 12 months, an Average of **53** Sales/Month

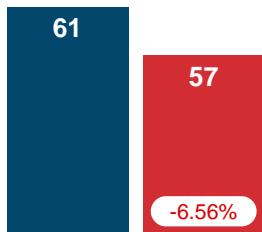
Inventory on January 31, 2020 = **104**

2019 **2020**

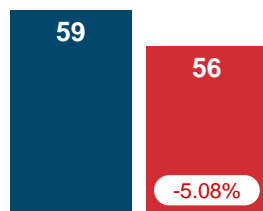
JANUARY MARKET

AVERAGE PRICES

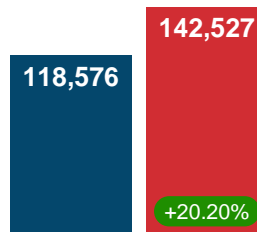
New Listings



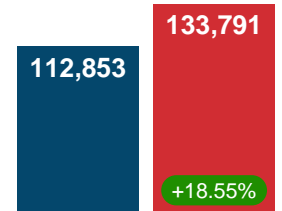
Pending Listings



List Price



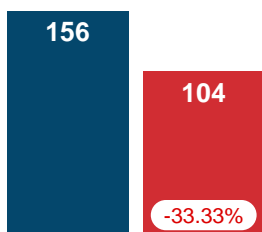
Sale Price



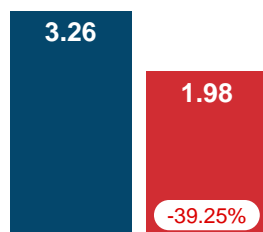
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

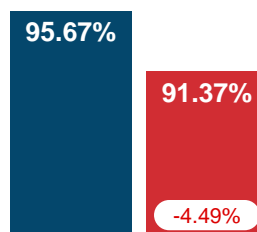
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

