

January 2020



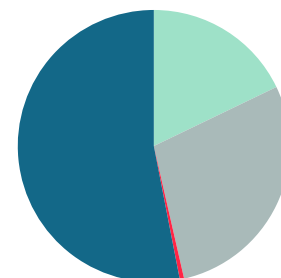
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	93,900	115,000	22.47%
Median Sale Price	89,900	105,000	16.80%
Median Percent of Selling Price to List Price	95.43%	94.71%	-0.76%
Median Days on Market to Sale	105.00	128.00	21.90%
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.

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 **16.80%** in January 2020 to \$105,000 versus the previous year at \$89,900.

Median Days on Market Lengthens

The median number of **128.00** days that homes spent on the market before selling increased by 23.00 days or **21.90%** in January 2020 compared to last year's same month at **105.00** DOM.

Sales Success for January 2020 is Positive

Overall, with Median 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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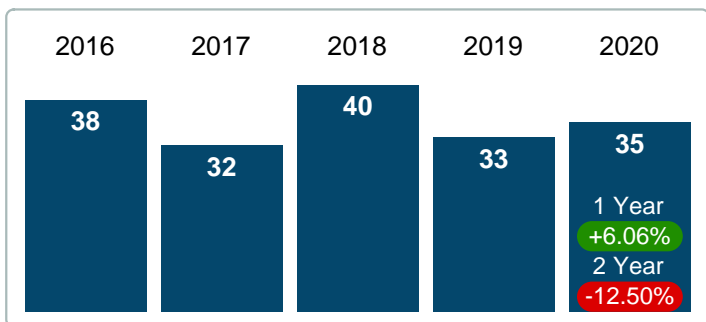
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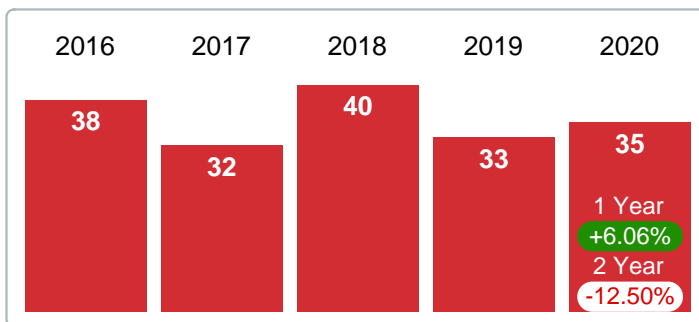
CLOSED LISTINGS

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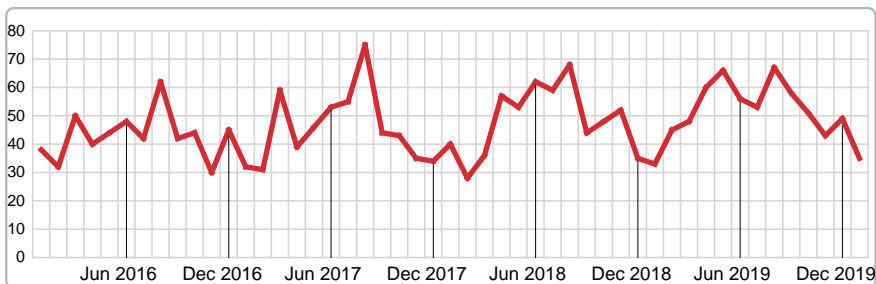
JANUARY



YEAR TO DATE (YTD)

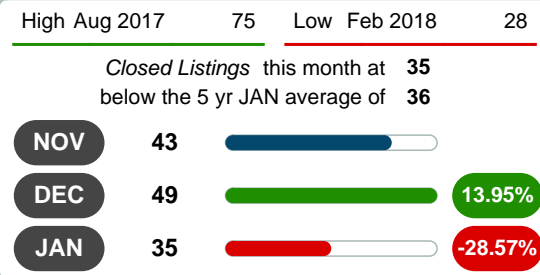


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	85.0	4	2	1	0
\$50,001 - \$80,000	4	11.43%	86.0	1	2	0	1
\$80,001 - \$120,000	9	25.71%	155.0	3	2	4	0
\$120,001 - \$180,000	6	17.14%	133.5	0	6	0	0
\$180,001 - \$290,000	5	14.29%	205.0	0	3	2	0
\$290,001 and up	3	8.57%	143.0	0	1	2	0
Total Closed Units	35			9	16	9	1
Total Closed Volume	4,682,700	100%	128.0	540.90K	2.22M	1.85M	75.00K
Median Closed Price	\$105,000			\$50,000	\$144,750	\$120,000	\$75,000

January 2020



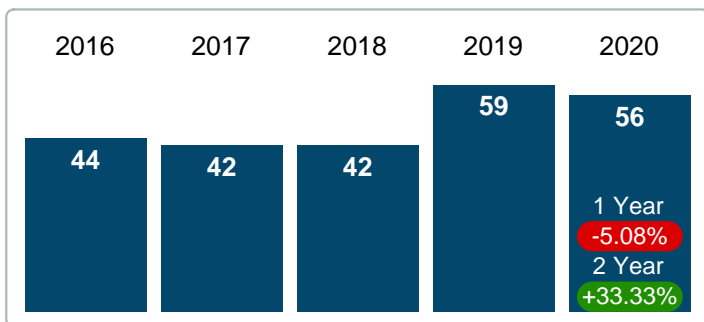
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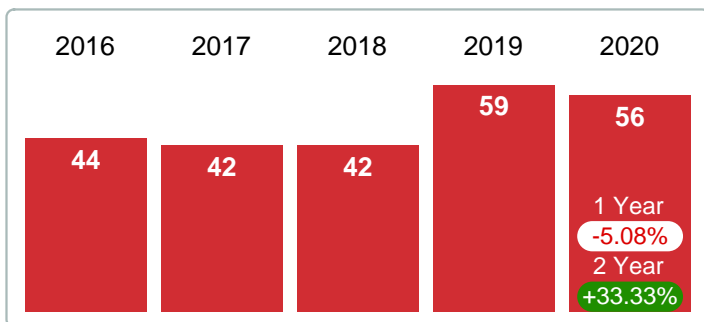
PENDING LISTINGS

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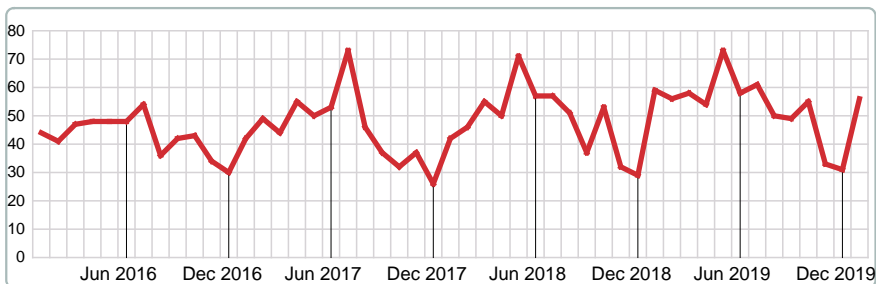
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49

High May 2019 73 Low Dec 2017 26

Pending Listings this month at 56 above the 5 yr JAN average of 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.93%	1.0	2	2	1	0
\$30,001 - \$60,000	8	14.29%	136.0	5	3	0	0
\$60,001 - \$80,000	9	16.07%	111.0	4	4	1	0
\$80,001 - \$130,000	13	23.21%	129.0	2	9	2	0
\$130,001 - \$150,000	8	14.29%	86.0	0	6	2	0
\$150,001 - \$210,000	7	12.50%	39.0	0	6	1	0
\$210,001 and up	6	10.71%	23.0	1	3	2	0
Total Pending Units	56			14	33	9	0
Total Pending Volume	6,756,699	100%	72.0	1.03M	4.29M	1.44M	0.00B
Median Listing Price	\$111,500			\$58,500	\$123,000	\$139,000	\$0

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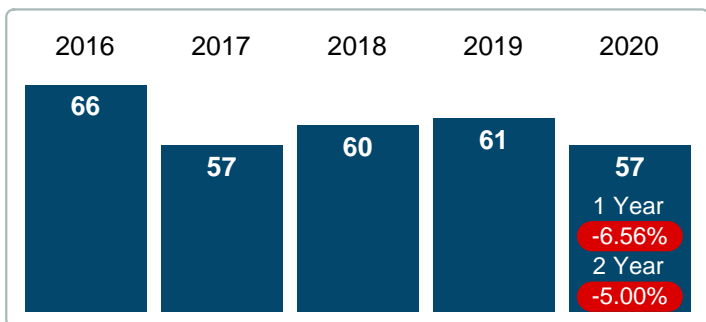
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



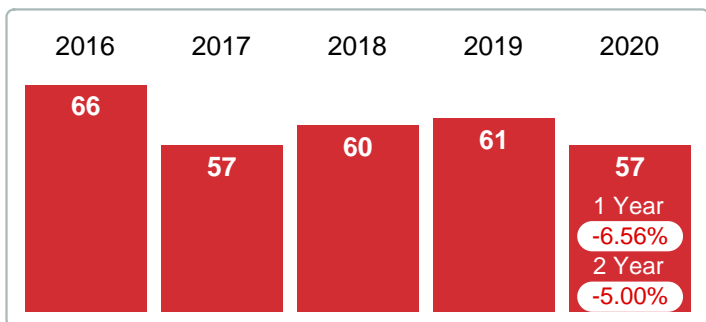
NEW LISTINGS

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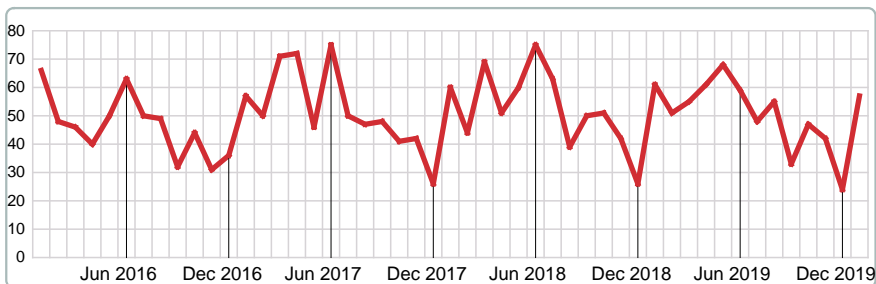
JANUARY



YEAR TO DATE (YTD)

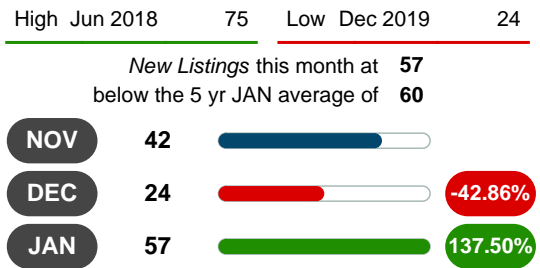


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
Median New Listed Listing Price	\$123,000		\$67,450	\$134,900	\$171,500	\$0

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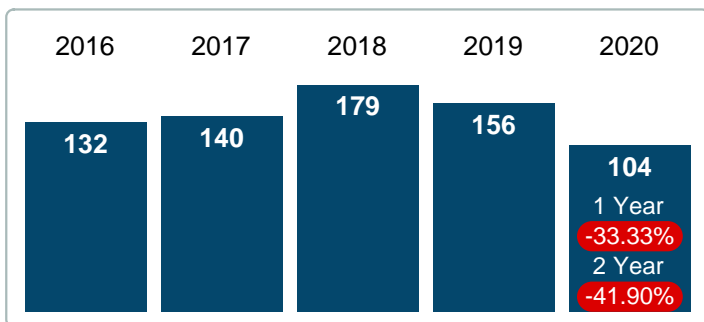
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



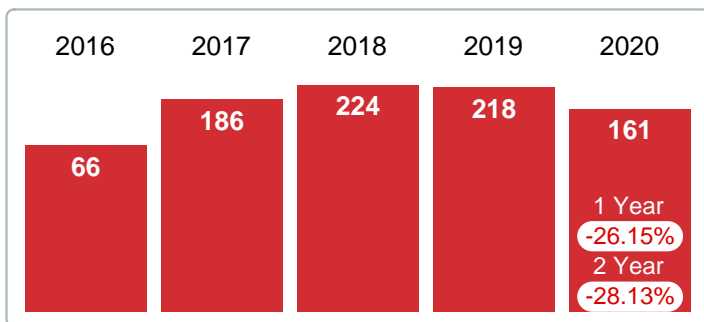
ACTIVE INVENTORY

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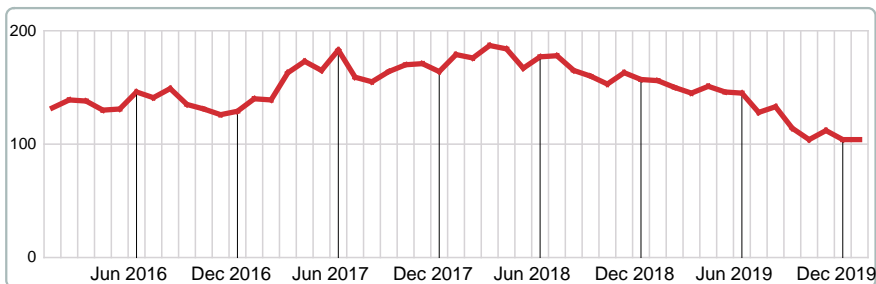
END OF JANUARY



ACTIVE DURING JANUARY

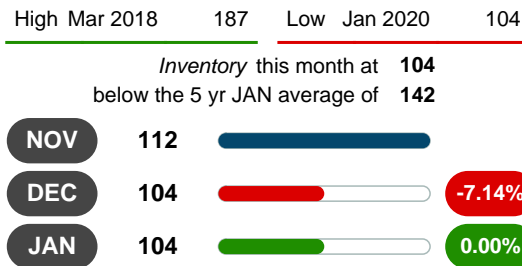


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 142



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	3.85%	76.0	2	2	0	0
\$30,001 - \$60,000	20	19.23%	101.0	8	12	0	0
\$60,001 - \$90,000	13	12.50%	57.0	5	7	1	0
\$90,001 - \$150,000	28	26.92%	65.0	6	15	6	1
\$150,001 - \$180,000	14	13.46%	75.5	0	8	5	1
\$180,001 - \$230,000	12	11.54%	24.0	1	5	6	0
\$230,001 and up	13	12.50%	101.0	0	7	6	0
Total Active Inventory by Units	104			22	56	24	2
Total Active Inventory by Volume	14,711,999	100%	73.5	1.62M	7.62M	5.17M	306.50K
Median Active Inventory Listing Price	\$129,250			\$70,450	\$129,500	\$182,000	\$153,250

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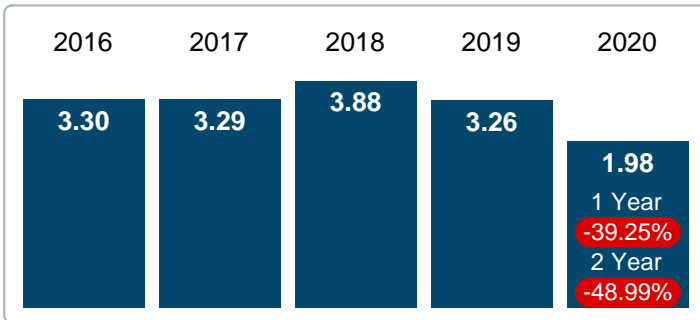
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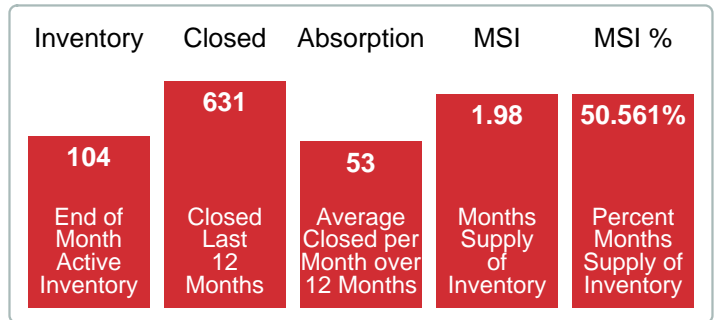
MONTHS SUPPLY of INVENTORY (MSI)

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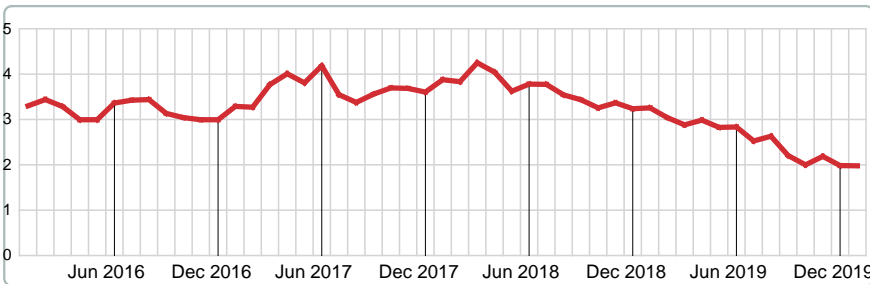
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

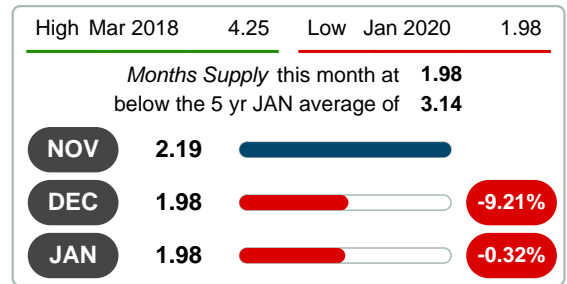


5 YEAR MARKET ACTIVITY TRENDS



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%	1.98	22	56	24	2

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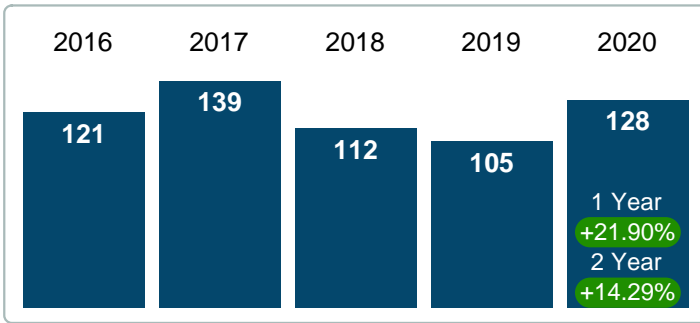
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



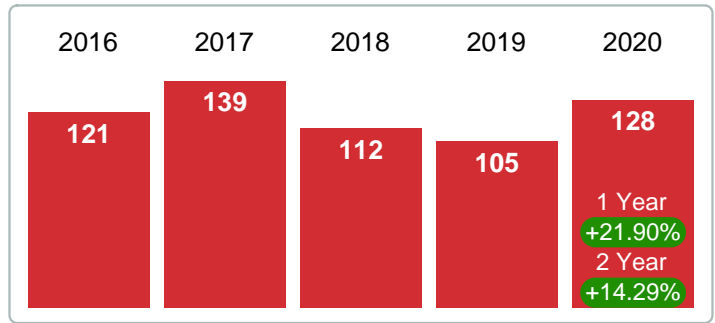
MEDIAN DAYS ON MARKET TO SALE

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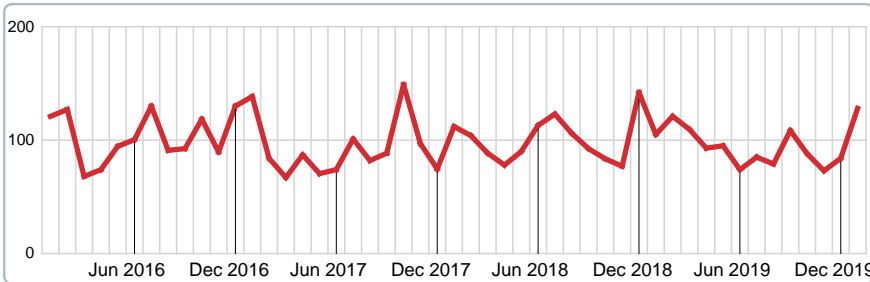
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 121

High Oct 2017 149 Low Mar 2017 67

Median Days on Market to Sale this month at 128 above the 5 yr JAN average of 121



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
\$20,000 and less	2.86%	95	95	0	0	0
\$20,001 - \$50,000	20.00%	85	55	241	85	0
\$50,001 - \$80,000	11.43%	86	16	86	0	116
\$80,001 - \$120,000	25.71%	155	215	149	112	0
\$120,001 - \$180,000	17.14%	134	0	134	0	0
\$180,001 - \$290,000	14.29%	205	0	212	138	0
\$290,001 and up	8.57%	143	0	143	181	0
Median Closed DOM		128	73	149	128	116
Total Closed Units	100%	128.0	9	16	9	1
Total Closed Volume		4,682,700	540.90K	2.22M	1.85M	75.00K

January 2020



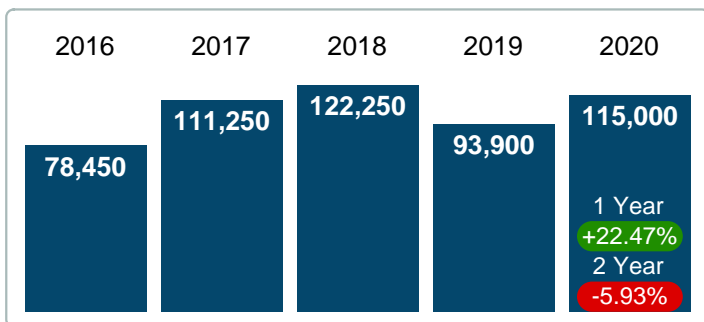
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



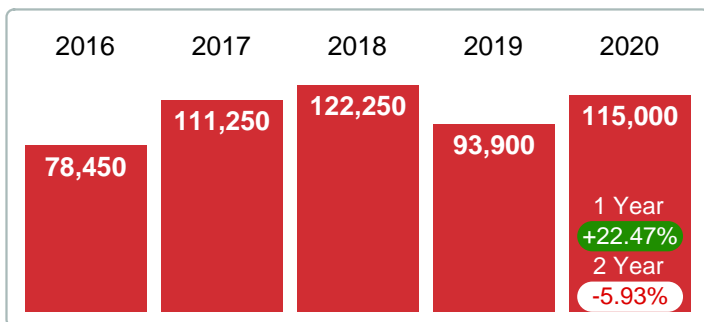
MEDIAN LIST PRICE AT CLOSING

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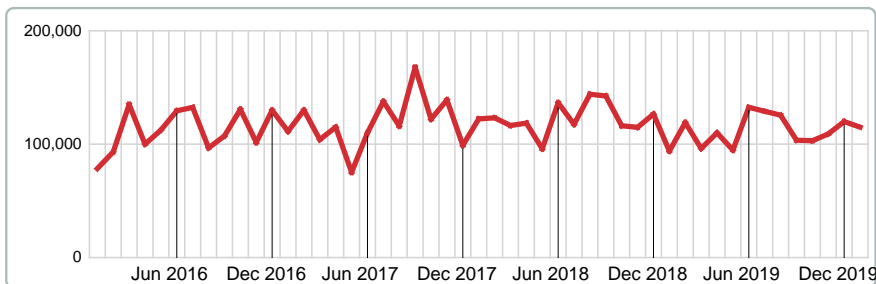
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 104,170

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at **115,000**
above the 5 yr JAN average of **104,170**

NOV	109,000	
DEC	119,900	10.00%
JAN	115,000	-4.09%

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
\$20,000 and less	0	0.00%	143	0	0	0	0
\$20,001 - \$50,000	7	20.00%	30,000	28,000	38,500	35,000	0
\$50,001 - \$80,000	3	8.57%	79,900	69,000	79,900	0	0
\$80,001 - \$120,000	10	28.57%	106,500	115,000	95,000	104,999	89,750
\$120,001 - \$180,000	6	17.14%	147,450	0	149,900	140,000	0
\$180,001 - \$290,000	5	14.29%	199,000	0	197,450	219,000	0
\$290,001 and up	4	11.43%	399,450	0	359,000	439,900	0
Median List Price			115,000	58,000	147,450	140,000	89,750
Total Closed Units		100%	115,000	9	16	9	1
Total Closed Volume				597.90K	2.37M	1.93M	89.75K

January 2020



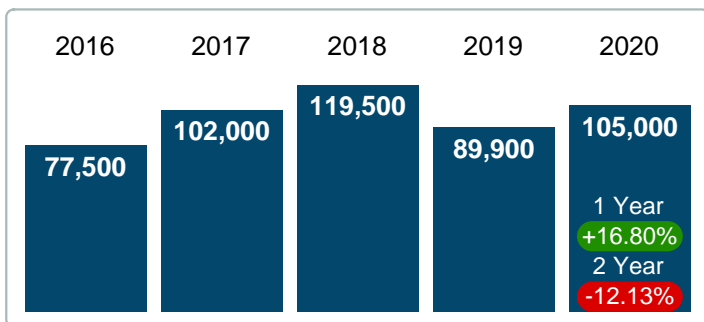
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



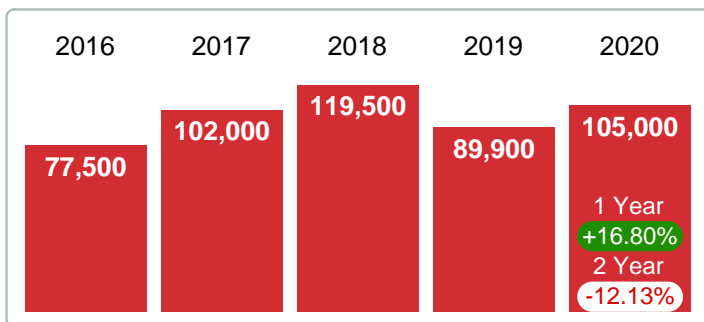
MEDIAN SOLD PRICE AT CLOSING

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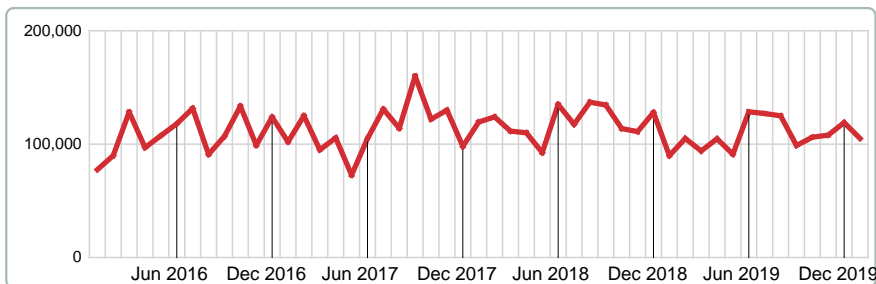
JANUARY



YEAR TO DATE (YTD)

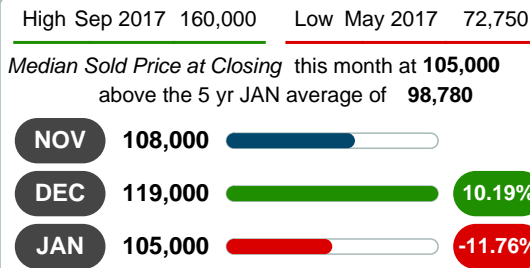


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98,780



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
\$20,000 and less	1	2.86%	12,000	12,000	0	0	0
\$20,001 - \$50,000	7	20.00%	28,000	31,000	31,875	28,000	0
\$50,001 - \$80,000	4	11.43%	75,000	80,000	71,625	0	75,000
\$80,001 - \$120,000	9	25.71%	100,000	105,000	86,700	108,550	0
\$120,001 - \$180,000	6	17.14%	149,000	0	149,000	0	0
\$180,001 - \$290,000	5	14.29%	208,000	0	188,000	249,000	0
\$290,001 and up	3	8.57%	425,000	0	340,000	442,500	0
Median Sold Price			105,000	50,000	144,750	120,000	75,000
Total Closed Units		100%	105,000	9	16	9	1
Total Closed Volume			4,682,700	540.90K	2.22M	1.85M	75.00K

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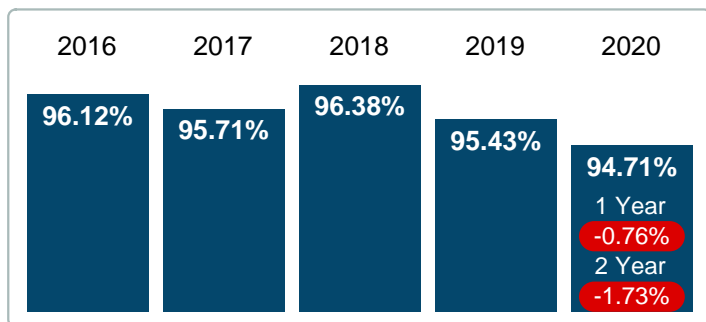
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



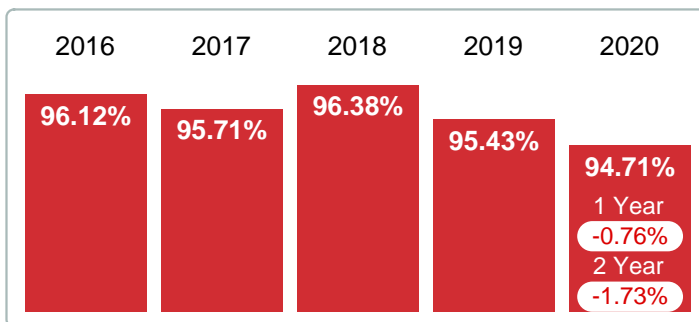
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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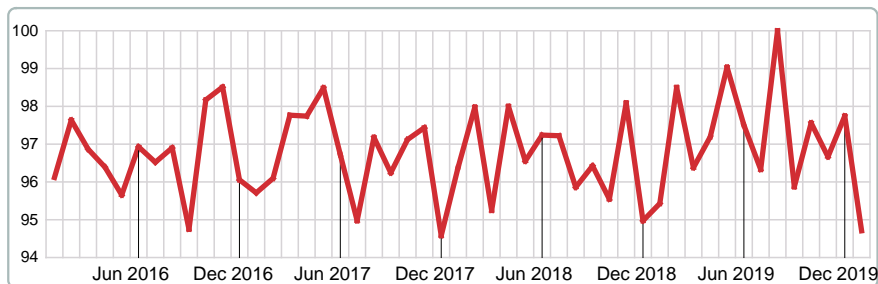
JANUARY



YEAR TO DATE (YTD)

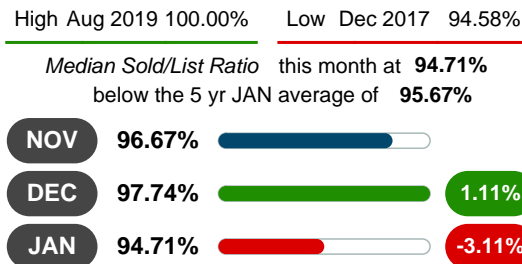


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.67%



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
\$20,000 and less	1	2.86%	41.38%	41.38%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	7	20.00%	93.33%	97.30%	84.70%	80.00%	0.00%
\$50,001 - \$80,000	4	11.43%	86.83%	100.00%	86.83%	0.00%	83.57%
\$80,001 - \$120,000	9	25.71%	91.47%	88.24%	85.78%	97.62%	0.00%
\$120,001 - \$180,000	6	17.14%	96.31%	0.00%	96.31%	0.00%	0.00%
\$180,001 - \$290,000	5	14.29%	96.70%	0.00%	97.96%	95.84%	0.00%
\$290,001 and up	3	8.57%	96.61%	0.00%	94.71%	96.68%	0.00%
Median Sold/List Ratio		94.71%		94.59%	93.93%	96.61%	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

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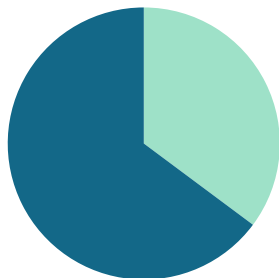
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

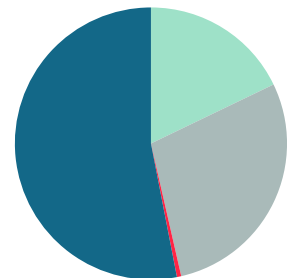


Inventory
 New Listings
57 = 35.19%
 Start Inventory
105
 Total Inventory Units
162
 Volume
\$21,746,198

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%
Median List Price	93,900	115,000	22.47%	93,900	115,000	22.47%
Median Sale Price	89,900	105,000	16.80%	89,900	105,000	16.80%
Median Percent of Selling Price to List Price	95.43%	94.71%	-0.76%	95.43%	94.71%	-0.76%
Median Days on Market to Sale	105.00	128.00	21.90%	105.00	128.00	21.90%
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

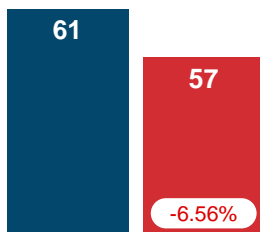
Inventory on January 31, 2020 = **104**

2019 **2020**

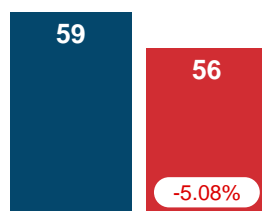
JANUARY MARKET

MEDIAN PRICES

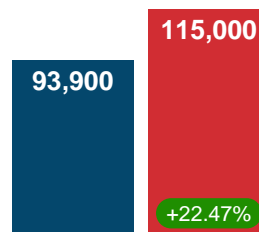
New Listings



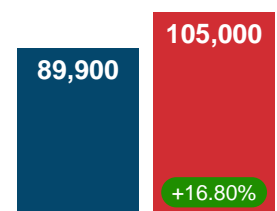
Pending Listings



List Price



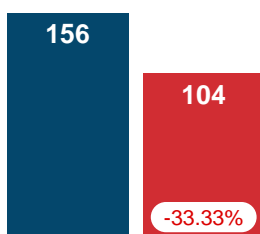
Sale Price



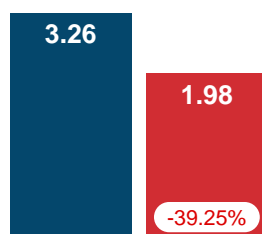
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

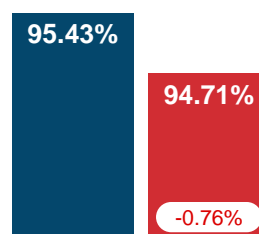
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

