

January 2021



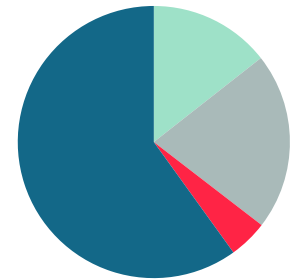
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	January 2021	+/-%
Closed Listings	35	50	42.86%
Pending Listings	56	73	30.36%
New Listings	57	96	68.42%
Average List Price	142,527	174,249	22.26%
Average Sale Price	133,791	168,382	25.85%
Average Percent of Selling Price to List Price	91.37%	94.70%	3.64%
Average Days on Market to Sale	153.37	25.44	-83.41%
End of Month Inventory	104	208	100.00%
Months Supply of Inventory	1.98	3.97	100.64%



■ Closed (14.41%)
■ Pending (21.04%)
■ Other OffMarket (4.61%)
■ Active (59.94%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of January 31, 2021 = **208**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2021 rose **100.00%** to 208 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **3.97** 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 **25.85%** in January 2021 to \$168,382 versus the previous year at \$133,791.

Average Days on Market Shortens

The average number of **25.44** days that homes spent on the market before selling decreased by 127.93 days or **83.41%** in January 2021 compared to last year's same month at **153.37** DOM.

Sales Success for January 2021 is Positive

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

There were 96 New Listings in January 2021, up **68.42%** from last year at 57. Furthermore, there were 50 Closed Listings this month versus last year at 35, a **42.86%** increase.

Closed versus Listed trends yielded a **52.1%** ratio, down from previous year's, January 2020, at **61.4%**, a **15.18%** downswing. This will certainly create pressure on an increasing 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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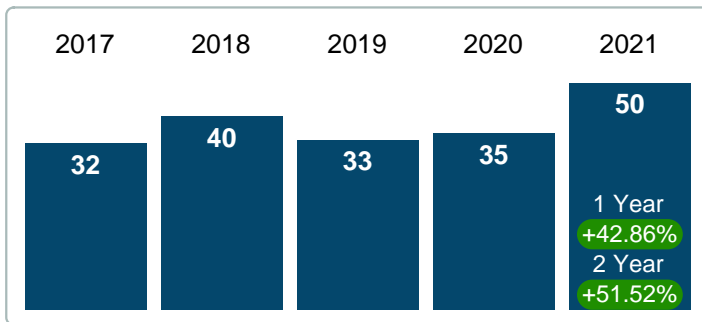
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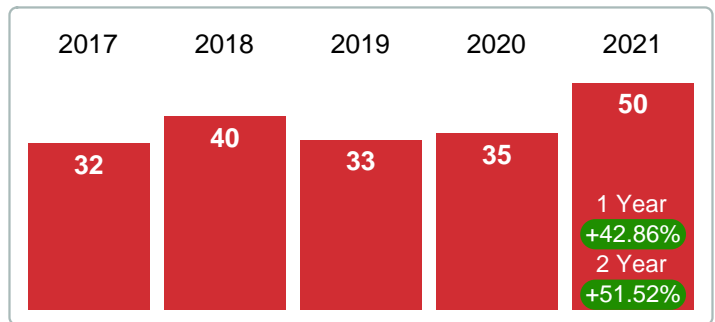
CLOSED LISTINGS

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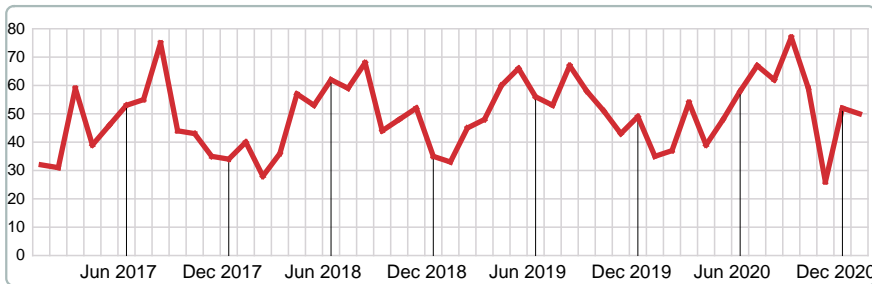
JANUARY



YEAR TO DATE (YTD)

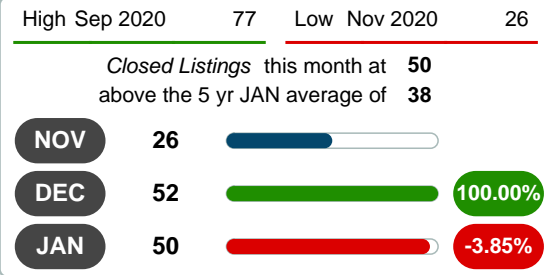


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.00%	37.0	2	0	0	0
\$50,001 - \$75,000	7	14.00%	42.0	2	3	1	1
\$75,001 - \$100,000	5	10.00%	17.6	3	1	1	0
\$100,001 - \$175,000	15	30.00%	21.1	3	9	3	0
\$175,001 - \$225,000	9	18.00%	26.2	1	6	1	1
\$225,001 - \$275,000	7	14.00%	23.1	0	4	3	0
\$275,001 and up	5	10.00%	20.2	0	1	4	0
Total Closed Units	50			11	24	13	2
Total Closed Volume	8,419,100	100%	25.4	1.06M	3.96M	3.16M	244.00K
Average Closed Price	\$168,382			\$96,727	\$164,829	\$242,708	\$122,000

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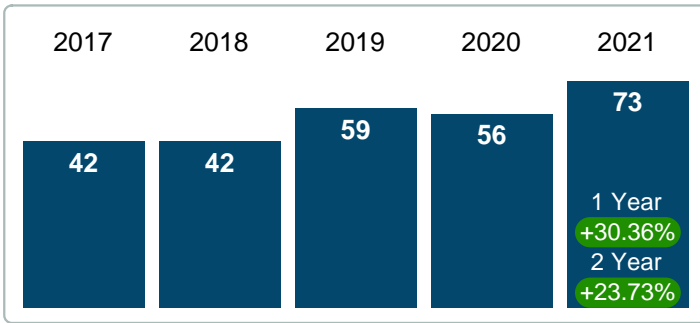
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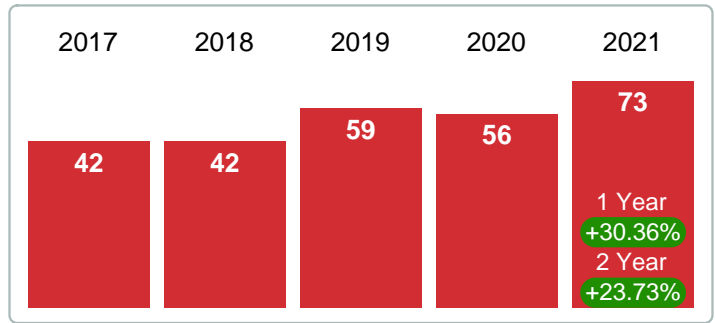
PENDING LISTINGS

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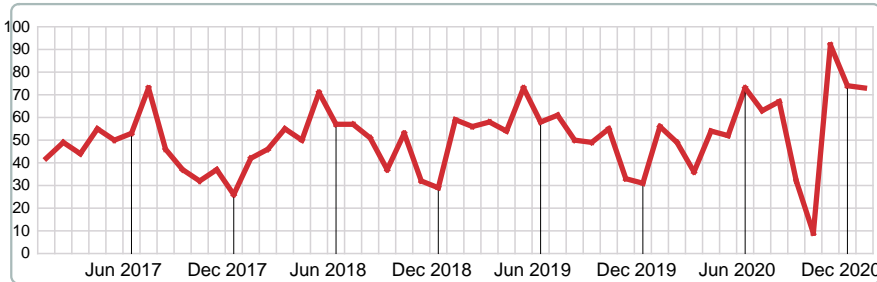
JANUARY



YEAR TO DATE (YTD)

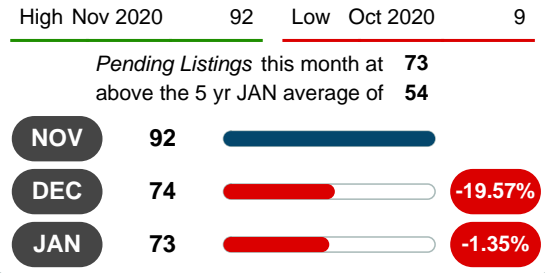


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



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	4	5.48%	42.3	2	2	0	0
\$50,001 - \$75,000	7	9.59%	26.7	2	4	1	0
\$75,001 - \$125,000	14	19.18%	43.9	4	8	2	0
\$125,001 - \$175,000	18	24.66%	40.2	0	14	4	0
\$175,001 - \$225,000	10	13.70%	42.1	2	7	0	1
\$225,001 - \$325,000	12	16.44%	19.3	1	6	4	1
\$325,001 and up	8	10.96%	46.0	0	3	3	2
Total Pending Units	73			11	44	14	4
Total Pending Volume	13,971,400	100%	37.1	1.20M	7.45M	3.21M	2.11M
Average Listing Price	\$187,694			\$108,945	\$169,350	\$229,293	\$527,875

January 2021



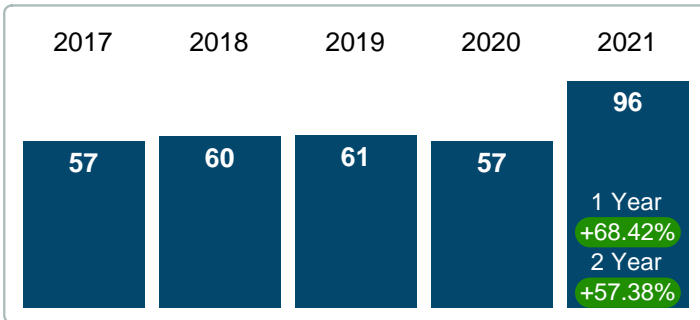
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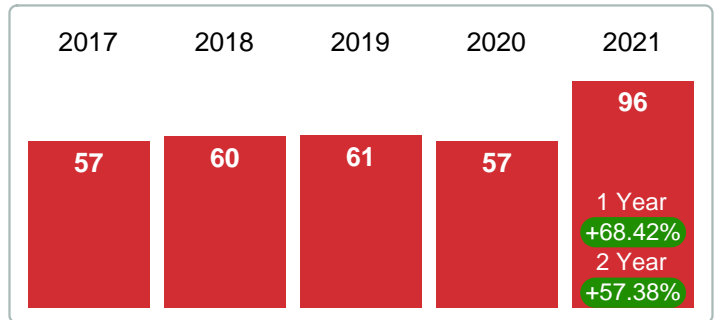
NEW LISTINGS

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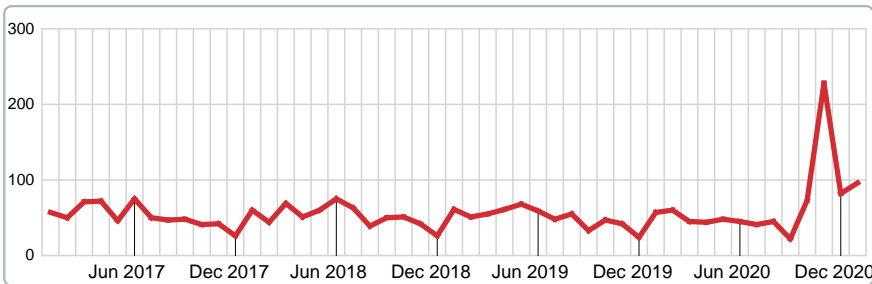
JANUARY



YEAR TO DATE (YTD)

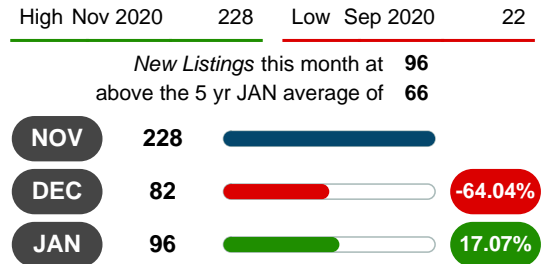


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 66



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.17%	2	2	0	0
\$25,001 - \$50,000	7	7.29%	5	2	0	0
\$50,001 - \$100,000	20	20.83%	11	9	0	0
\$100,001 - \$200,000	27	28.13%	2	21	4	0
\$200,001 - \$275,000	16	16.67%	2	9	5	0
\$275,001 - \$350,000	11	11.46%	0	6	5	0
\$350,001 and up	11	11.46%	0	3	7	1
Total New Listed Units	96		22	52	21	1
Total New Listed Volume	18,522,299	100%	1.89M	9.32M	6.66M	650.00K
Average New Listed Listing Price	\$213,308		\$86,114	\$179,192	\$317,133	\$650,000

January 2021



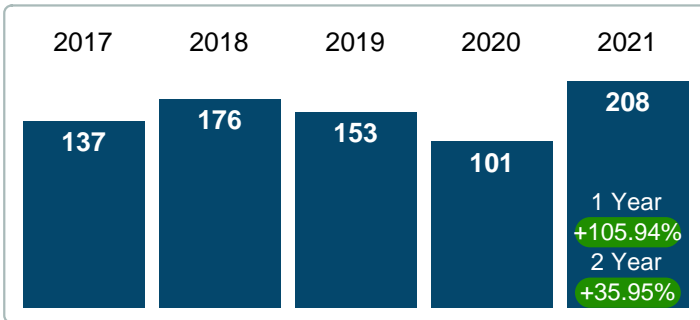
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



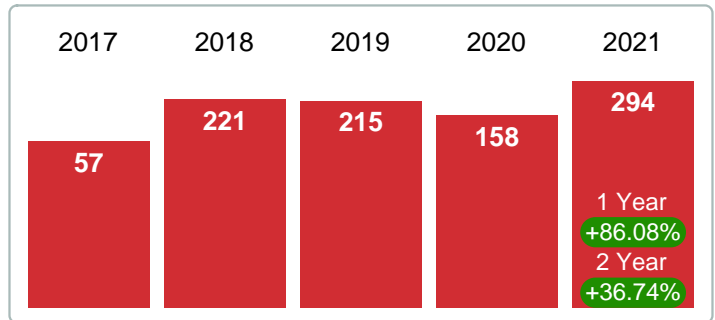
ACTIVE INVENTORY

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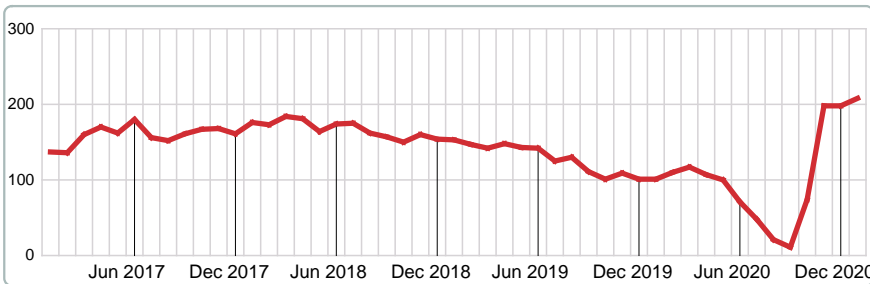
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 155

High Jan 2021 208 Low Sep 2020 11

Inventory this month at **208**
above the 5 yr JAN average of **155**

NOV	198	<div style="width: 80%;"></div>
DEC	198	<div style="width: 80%;"></div> 0.00%
JAN	208	<div style="width: 90%;"></div> 5.05%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	3.85%	33.5	4	4	0	0
\$25,001 - \$50,000	22	10.58%	56.6	16	6	0	0
\$50,001 - \$100,000	45	21.63%	56.6	19	24	2	0
\$100,001 - \$200,000	53	25.48%	53.2	6	38	8	1
\$200,001 - \$275,000	29	13.94%	53.8	4	12	12	1
\$275,001 - \$450,000	29	13.94%	44.9	3	12	13	1
\$450,001 and up	22	10.58%	83.5	3	7	4	8
Total Active Inventory by Units	208			55	103	39	11
Total Active Inventory by Volume	47,654,449	100%	55.7	7.14M	19.80M	11.68M	9.04M
Average Active Inventory Listing Price	\$229,108			\$129,765	\$192,190	\$299,472	\$822,036

January 2021



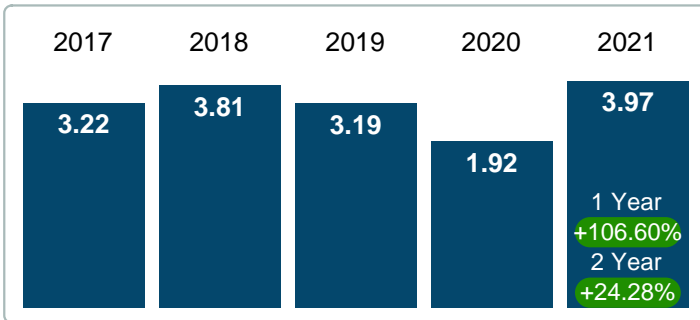
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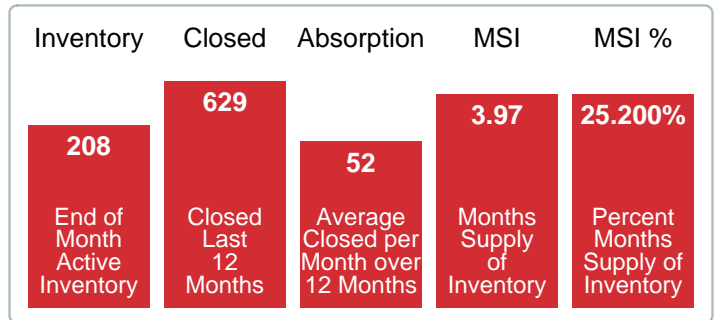
MONTHS SUPPLY of INVENTORY (MSI)

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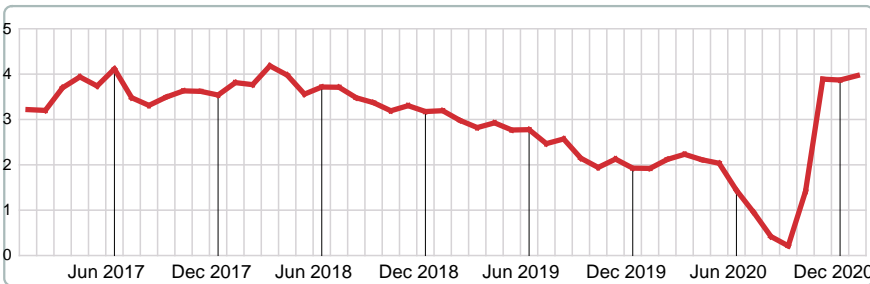
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

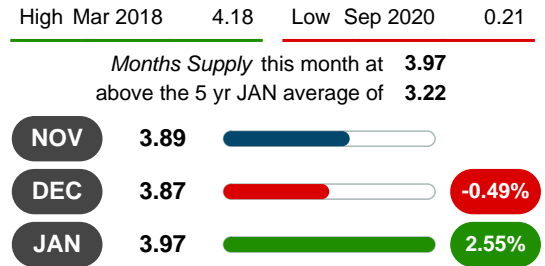


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.22



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	12	5.77%	3.35	3.50	3.33	0.00	0.00
\$30,001 - \$60,000	29	13.94%	4.14	6.00	2.93	2.00	0.00
\$60,001 - \$100,000	34	16.35%	4.04	5.09	3.86	1.33	0.00
\$100,001 - \$210,000	55	26.44%	2.46	2.32	2.74	1.85	1.20
\$210,001 - \$280,000	30	14.42%	5.29	24.00	3.22	7.00	12.00
\$280,001 - \$450,000	26	12.50%	6.64	12.00	8.25	5.50	3.00
\$450,001 and up	22	10.58%	14.67	0.00	14.00	4.36	96.00
Market Supply of Inventory (MSI)	3.97			5.12	3.47	3.69	7.76
Total Active Inventory by Units	208	100%	3.97	55	103	39	11

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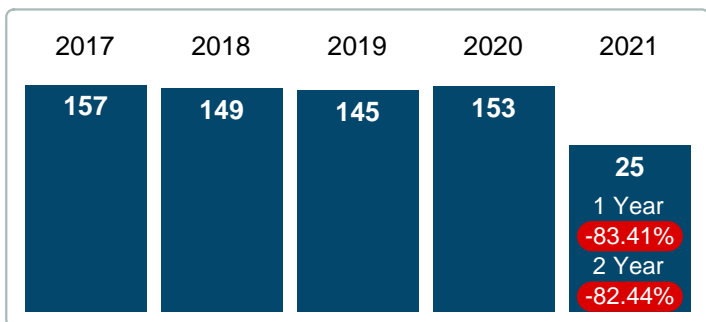
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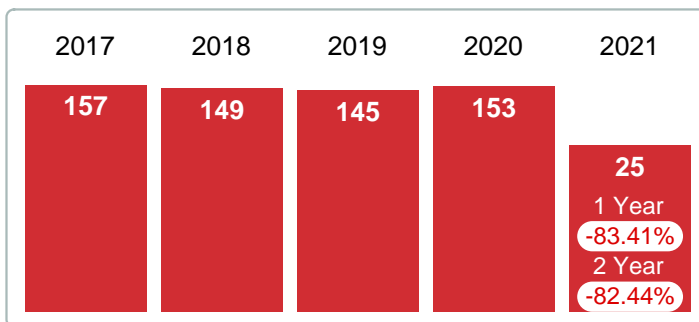
AVERAGE DAYS ON MARKET TO SALE

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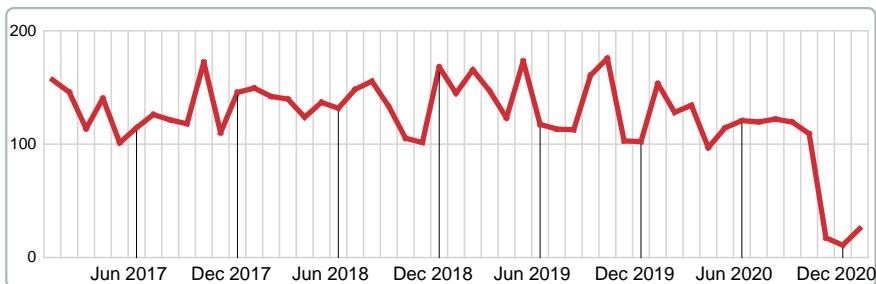
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 126

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 25 below the 5 yr JAN average of 126



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
\$50,000 and less	4.00%	37	37	0	0	0
\$50,001 - \$75,000	14.00%	42	10	31	181	1
\$75,001 - \$100,000	10.00%	18	17	21	17	0
\$100,001 - \$175,000	30.00%	21	41	16	16	0
\$175,001 - \$225,000	18.00%	26	1	27	30	44
\$225,001 - \$275,000	14.00%	23	0	18	30	0
\$275,001 and up	10.00%	20	0	44	14	0
Average Closed DOM		25	24	22	33	23
Total Closed Units	100%	25	11	24	13	2
Total Closed Volume		8,419,100	1.06M	3.96M	3.16M	244.00K

January 2021



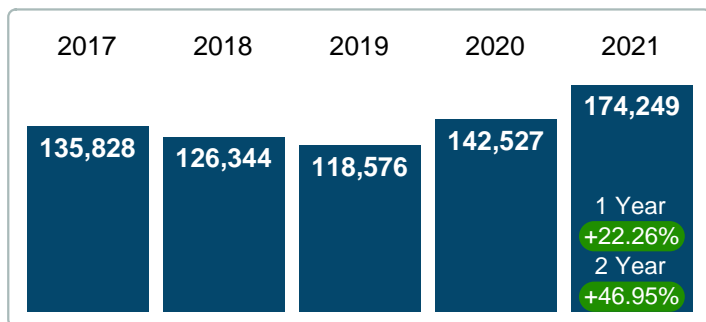
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



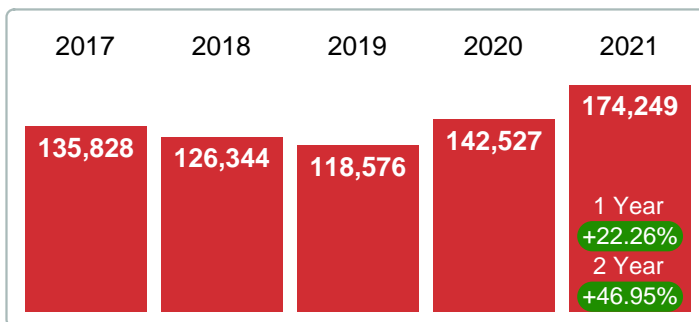
AVERAGE LIST PRICE AT CLOSING

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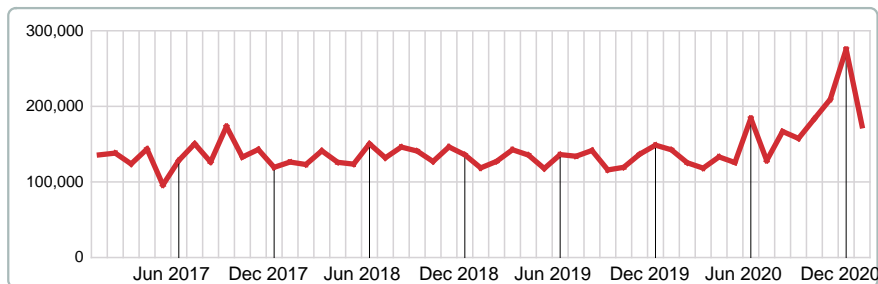
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 139,505

High Dec 2020 275,472 Low May 2017 96,000

Average List Price at Closing this month at **174,249**
above the 5 yr JAN average of **139,505**

- NOV 209,323
- DEC 275,472 +31.60%
- JAN 174,249 -36.75%

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
\$50,000 and less	1	2.00%	9,900	32,450	0	0	0
\$50,001 - \$75,000	7	14.00%	61,214	55,250	67,667	60,000	90,000
\$75,001 - \$100,000	6	12.00%	95,208	100,000	99,500	125,000	0
\$100,001 - \$175,000	13	26.00%	138,923	147,133	138,928	143,300	0
\$175,001 - \$225,000	11	22.00%	194,336	199,000	196,967	209,000	189,000
\$225,001 - \$275,000	8	16.00%	261,413	0	253,325	268,167	0
\$275,001 and up	4	8.00%	416,950	0	273,500	416,950	0
Average List Price			174,249	101,436	167,560	253,554	139,500
Total Closed Units		100%	174,249	11	24	13	2
Total Closed Volume			8,712,450	1.12M	4.02M	3.30M	279.00K

January 2021



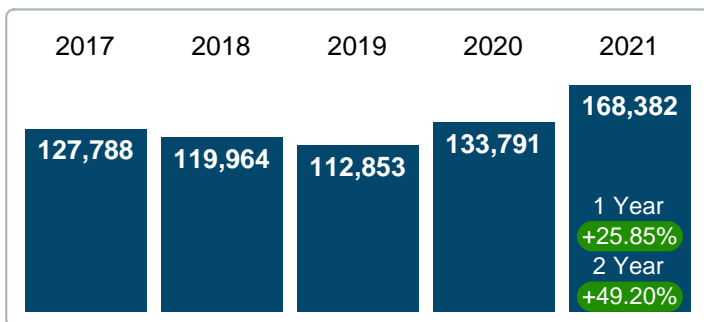
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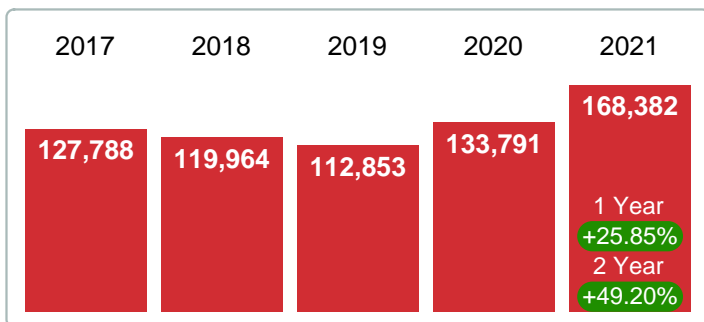
AVERAGE SOLD PRICE AT CLOSING

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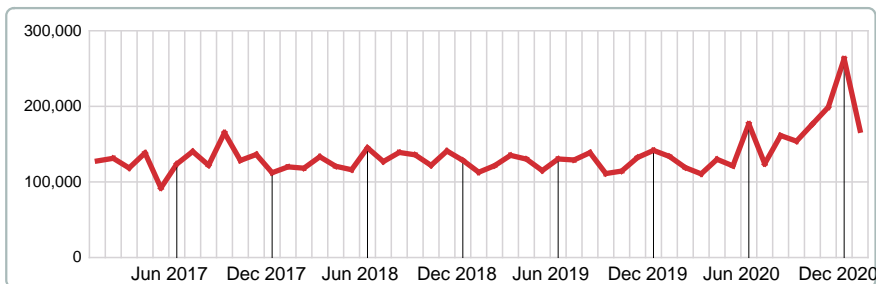
JANUARY



YEAR TO DATE (YTD)

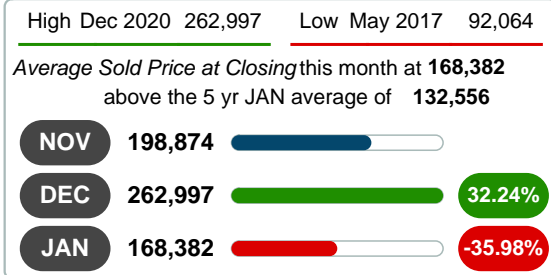


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 132,556



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
\$50,000 and less	4.00%	21,250	21,250	0	0	0
\$50,001 - \$75,000	14.00%	55,929	53,000	58,500	55,000	55,000
\$75,001 - \$100,000	10.00%	97,500	96,167	99,000	100,000	0
\$100,001 - \$175,000	30.00%	134,960	139,000	136,156	127,333	0
\$175,001 - \$225,000	18.00%	195,778	210,000	194,667	195,000	189,000
\$225,001 - \$275,000	14.00%	258,314	0	252,000	266,733	0
\$275,001 and up	10.00%	380,600	0	280,000	405,750	0
Average Sold Price		168,382	96,727	164,829	242,708	122,000
Total Closed Units	100%	168,382	11	24	13	2
Total Closed Volume		8,419,100	1.06M	3.96M	3.16M	244.00K

January 2021



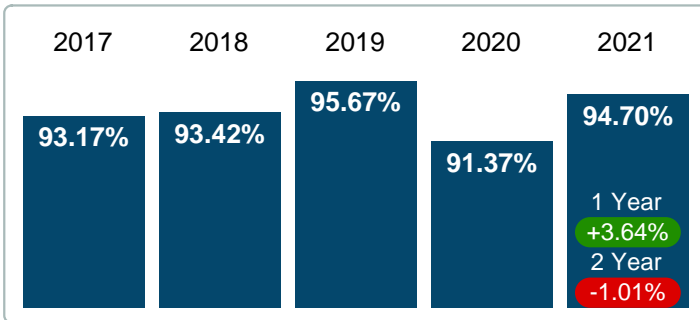
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



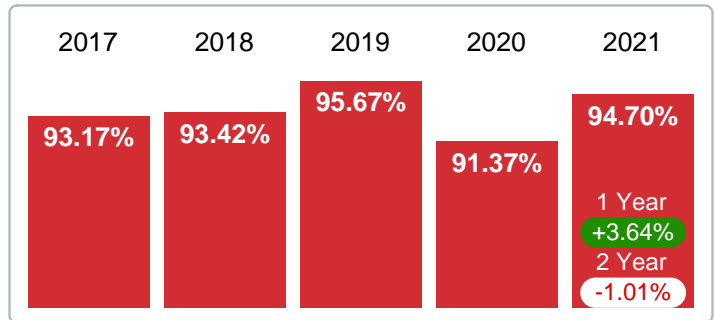
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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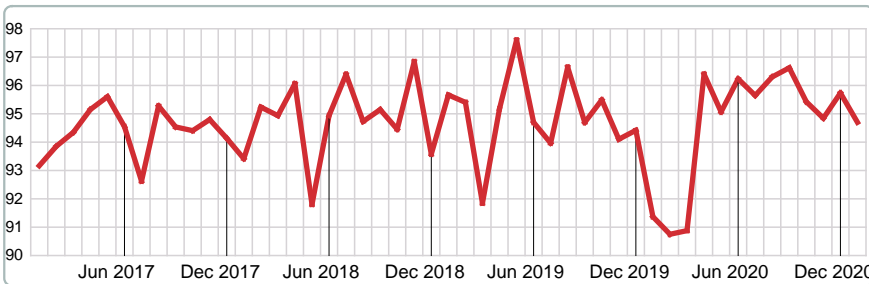
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

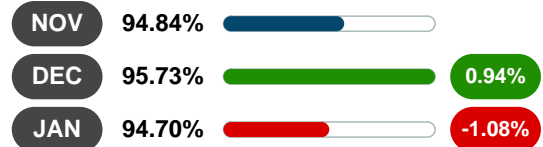


3 MONTHS

5 year JAN AVG = 93.66%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.70%**
above the 5 yr JAN average of **93.66%**



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
\$50,000 and less	2	4.00%	69.70%	69.70%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	7	14.00%	86.28%	96.02%	86.39%	91.67%	61.11%
\$75,001 - \$100,000	5	10.00%	94.10%	97.01%	99.50%	80.00%	0.00%
\$100,001 - \$175,000	15	30.00%	96.12%	94.43%	99.00%	89.17%	0.00%
\$175,001 - \$225,000	9	18.00%	99.12%	105.53%	98.88%	93.30%	100.00%
\$225,001 - \$275,000	7	14.00%	99.42%	0.00%	99.39%	99.46%	0.00%
\$275,001 and up	5	10.00%	98.23%	0.00%	102.38%	97.19%	0.00%
Average Sold/List Ratio			94.70%	91.93%	97.62%	93.82%	80.56%
Total Closed Units		100%	94.70%	11	24	13	2
Total Closed Volume				1.06M	3.96M	3.16M	244.00K

January 2021



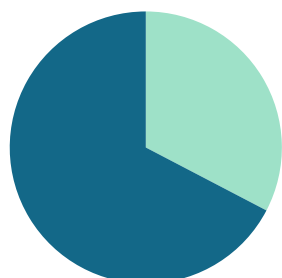
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

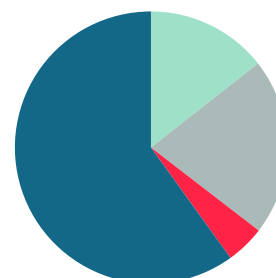


Inventory
 New Listings
96 = 32.65%
 Start Inventory
198
 Total Inventory Units
294
 Volume
\$65,448,999

Market Activity

Closed Sales
50 = 14.41%
 Pending Sales
73 = 21.04%
 Other Off Market
16 = 4.61%
 Active Inventory
208 = 59.94%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	35	50	42.86%	35	50	42.86%
Pending Sales	56	73	30.36%	56	73	30.36%
New Listings	57	96	68.42%	57	96	68.42%
Average List Price	142,527	174,249	22.26%	142,527	174,249	22.26%
Average Sale Price	133,791	168,382	25.85%	133,791	168,382	25.85%
Average Percent of Selling Price to List Price	91.37%	94.70%	3.64%	91.37%	94.70%	3.64%
Average Days on Market to Sale	153.37	25.44	-83.41%	153.37	25.44	-83.41%
Monthly Inventory	104	208	100.00%	104	208	100.00%
Months Supply of Inventory	1.98	3.97	100.64%	1.98	3.97	100.64%

Absorption: Last 12 months, an Average of **52** Sales/Month

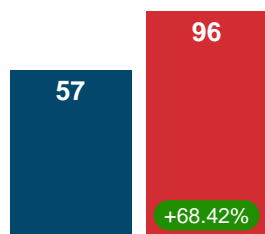
Inventory on January 31, 2021 = **208**

2020 **2021**

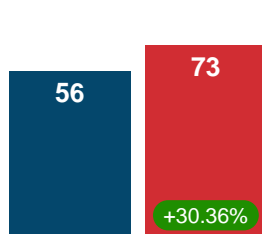
JANUARY MARKET

AVERAGE PRICES

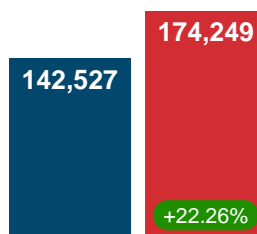
New Listings



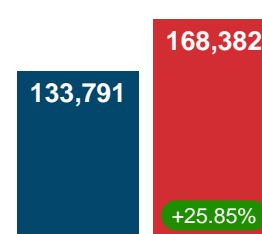
Pending Listings



List Price



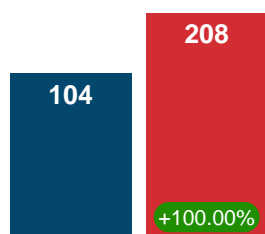
Sale Price



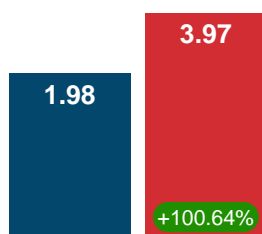
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

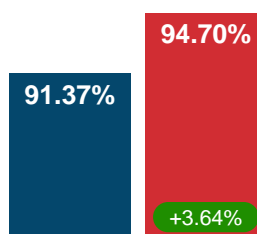
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

