

January 2021



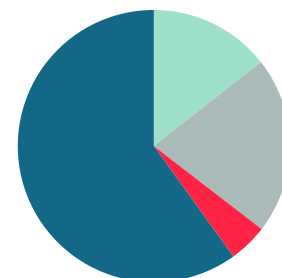
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	115,000	165,450	43.87%
Median Sale Price	105,000	156,000	48.57%
Median Percent of Selling Price to List Price	94.71%	97.66%	3.11%
Median Days on Market to Sale	128.00	18.00	-85.94%
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.

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 **48.57%** in January 2021 to \$156,000 versus the previous year at \$105,000.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 110.00 days or **85.94%** in January 2021 compared to last year's same month at **128.00** DOM.

Sales Success for January 2021 is Positive

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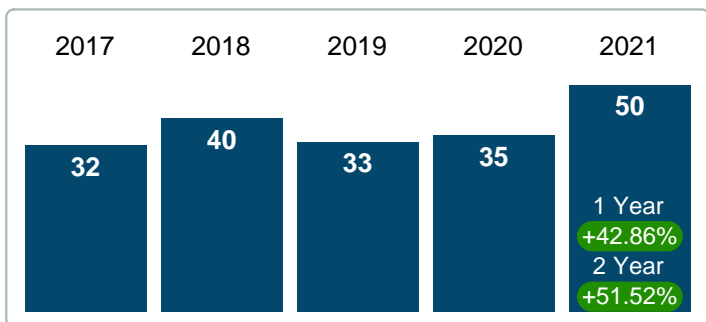
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



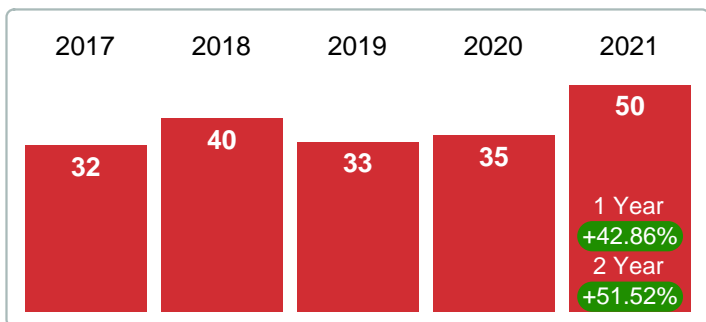
CLOSED LISTINGS

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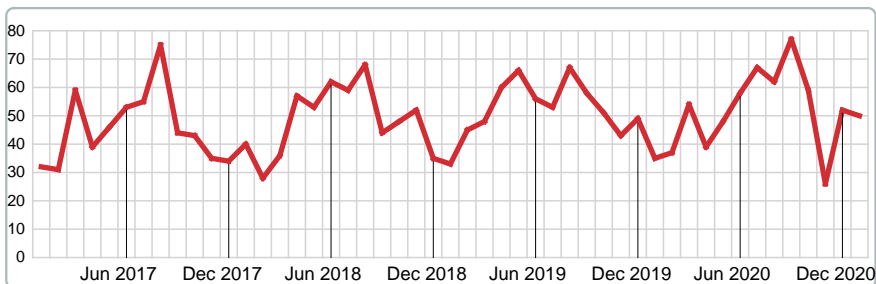
JANUARY



YEAR TO DATE (YTD)

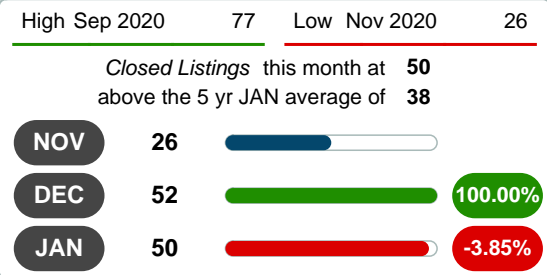


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	20.0	2	3	1	1
\$75,001 - \$100,000	5	10.00%	17.0	3	1	1	0
\$100,001 - \$175,000	15	30.00%	13.0	3	9	3	0
\$175,001 - \$225,000	9	18.00%	30.0	1	6	1	1
\$225,001 - \$275,000	7	14.00%	17.0	0	4	3	0
\$275,001 and up	5	10.00%	17.0	0	1	4	0
Total Closed Units	50			11	24	13	2
Total Closed Volume	8,419,100	100%	18.0	1.06M	3.96M	3.16M	244.00K
Median Closed Price	\$156,000			\$99,000	\$172,450	\$263,700	\$122,000

January 2021



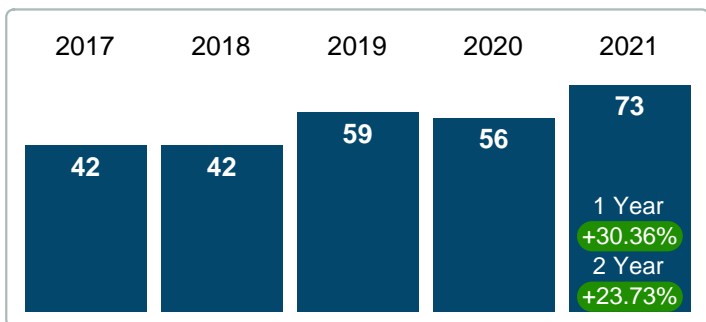
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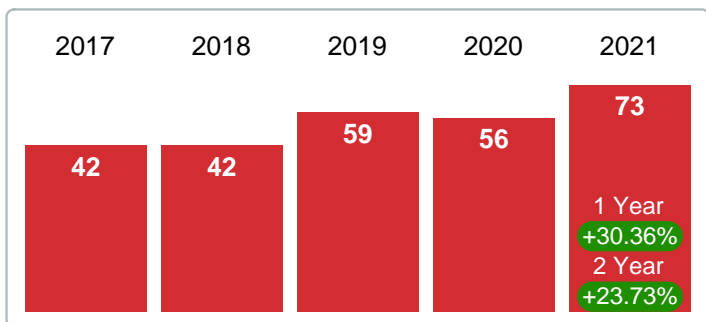
PENDING LISTINGS

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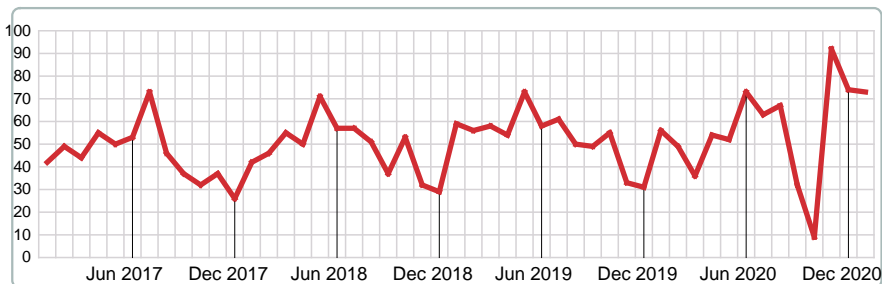
JANUARY



YEAR TO DATE (YTD)

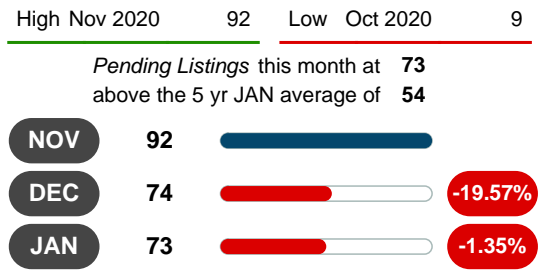


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.48%	48.0	2	2	0	0
\$50,001 - \$75,000	7	9.59%	7.0	2	4	1	0
\$75,001 - \$125,000	14	19.18%	46.5	4	8	2	0
\$125,001 - \$175,000	18	24.66%	47.5	0	14	4	0
\$175,001 - \$225,000	10	13.70%	43.5	2	7	0	1
\$225,001 - \$325,000	12	16.44%	12.5	1	6	4	1
\$325,001 and up	8	10.96%	44.5	0	3	3	2
Total Pending Units	73			11	44	14	4
Total Pending Volume	13,971,400	100%	36.0	1.20M	7.45M	3.21M	2.11M
Median Listing Price	\$159,400			\$83,000	\$154,900	\$197,150	\$382,000

January 2021



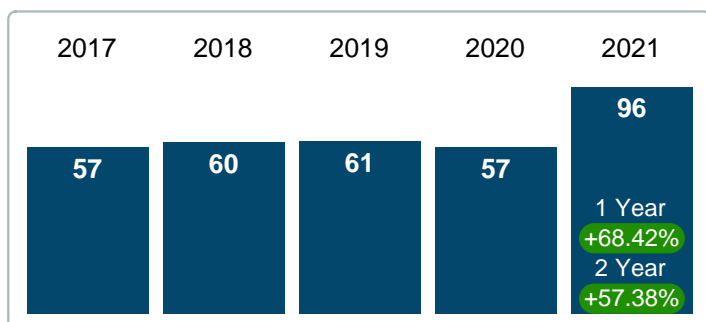
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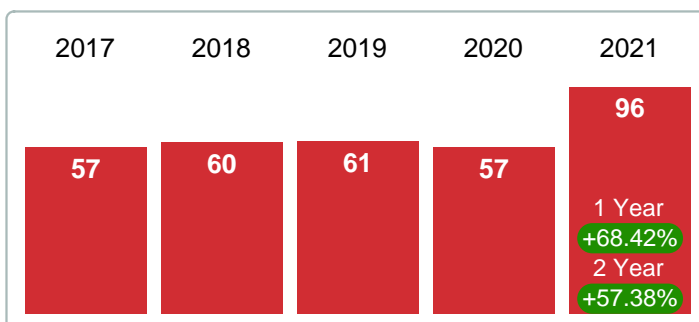
NEW LISTINGS

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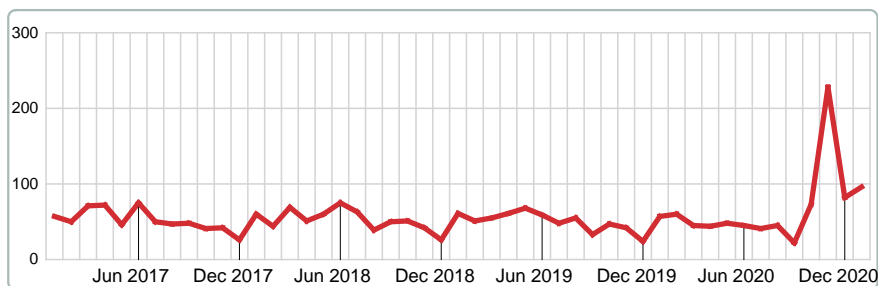
JANUARY



YEAR TO DATE (YTD)

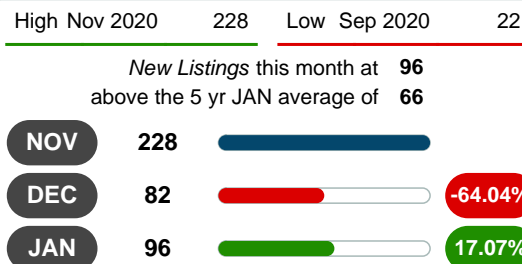


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$157,000		\$69,000	\$156,950	\$285,000	\$650,000

January 2021



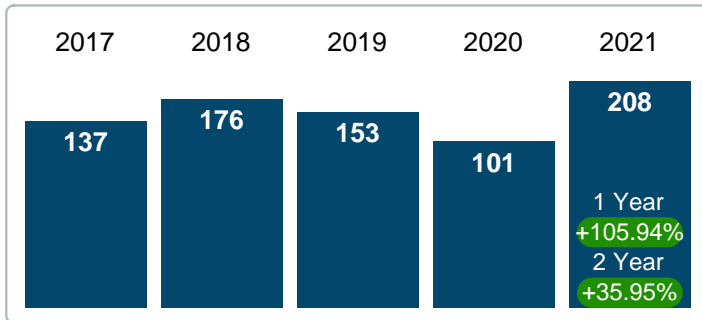
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



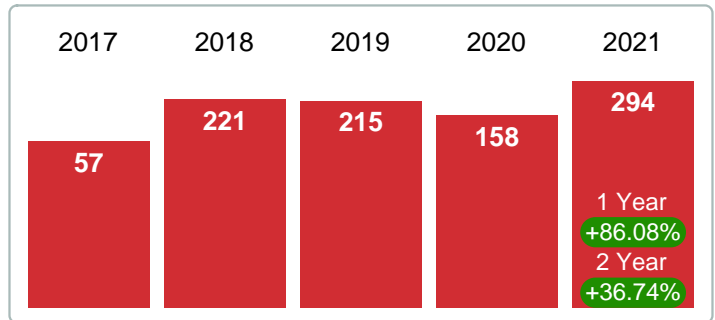
ACTIVE INVENTORY

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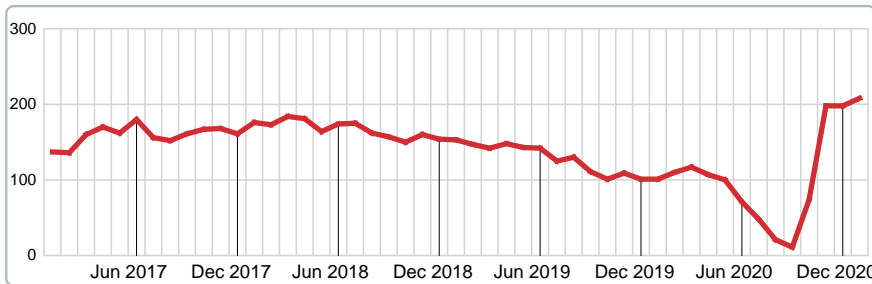
END OF JANUARY



ACTIVE DURING JANUARY

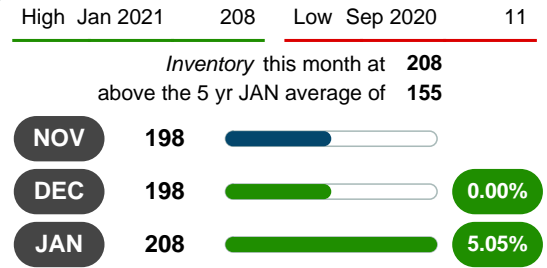


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 155



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	12	5.77%	30.0	7	5	0	0
\$30,001 - \$60,000	29	13.94%	67.0	18	10	1	0
\$60,001 - \$100,000	34	16.35%	52.0	14	19	1	0
\$100,001 - \$210,000	55	26.44%	56.0	6	40	8	1
\$210,001 - \$280,000	30	14.42%	56.5	4	11	14	1
\$280,001 - \$450,000	26	12.50%	30.0	3	11	11	1
\$450,001 and up	22	10.58%	86.0	3	7	4	8
Total Active Inventory by Units	208			55	103	39	11
Total Active Inventory by Volume	47,654,449	100%	58.0	7.14M	19.80M	11.68M	9.04M
Median Active Inventory Listing Price	\$148,000			\$65,000	\$137,000	\$265,000	\$650,000

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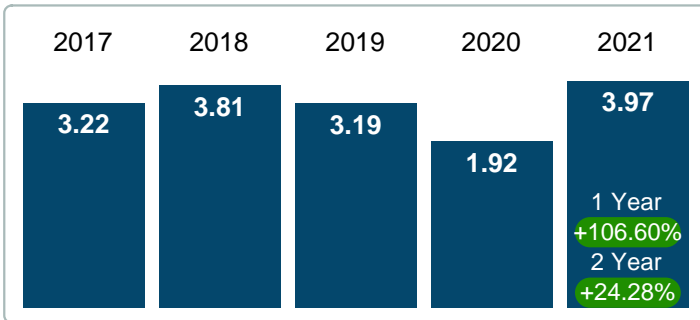
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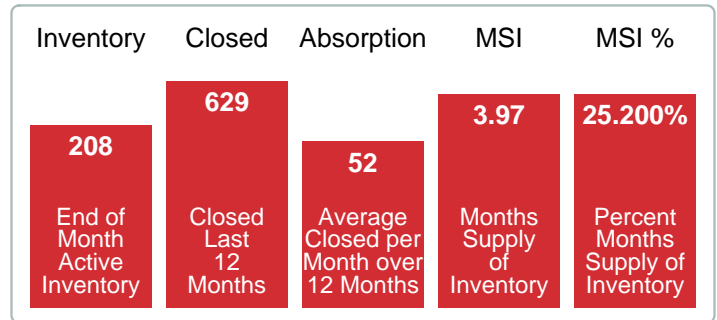
MONTHS SUPPLY of INVENTORY (MSI)

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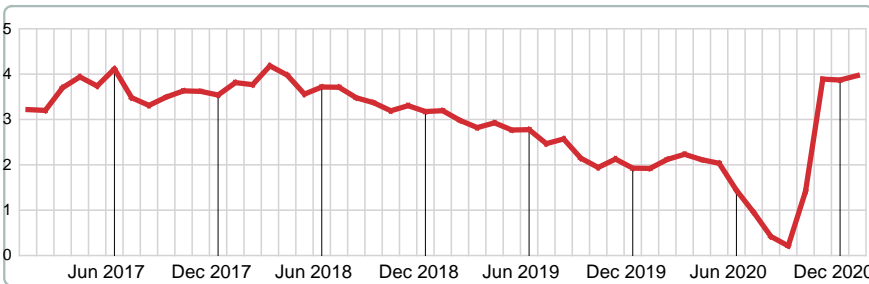
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

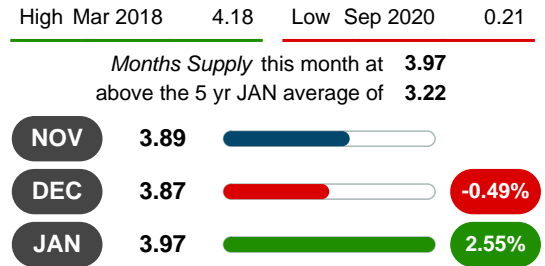


5 YEAR MARKET ACTIVITY TRENDS



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		100%	3.97	55	103	39	11

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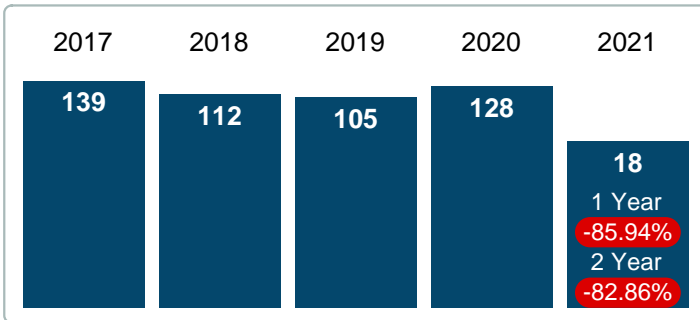
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



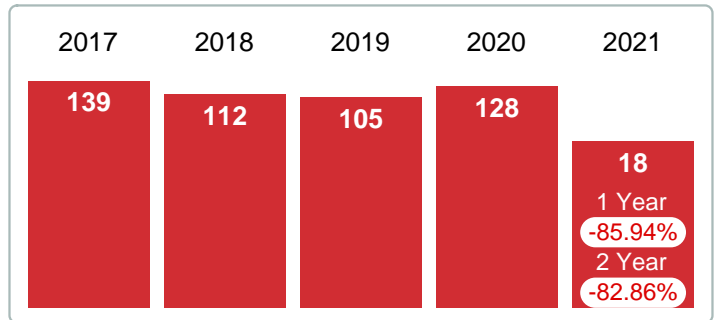
MEDIAN DAYS ON MARKET TO SALE

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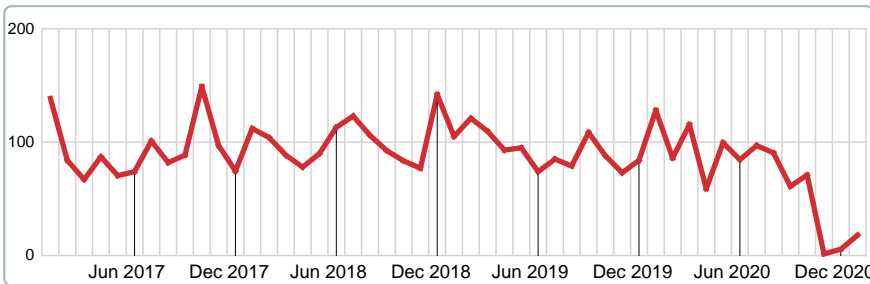
JANUARY



YEAR TO DATE (YTD)

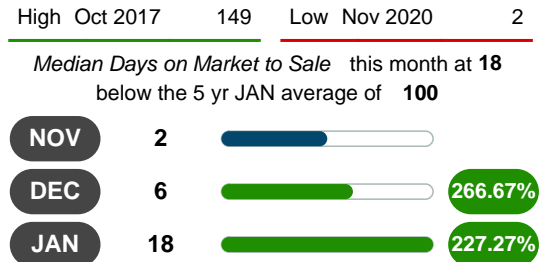


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 100



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
\$50,000 and less	4.00%	37	37	0	0	0
\$50,001 - \$75,000	14.00%	20	10	36	181	1
\$75,001 - \$100,000	10.00%	17	1	21	17	0
\$100,001 - \$175,000	30.00%	13	53	13	9	0
\$175,001 - \$225,000	18.00%	30	1	29	30	44
\$225,001 - \$275,000	14.00%	17	0	5	19	0
\$275,001 and up	10.00%	17	0	44	17	0
Median Closed DOM		18	13	21	17	23
Total Closed Units	100%	50	11	24	13	2
Total Closed Volume		8,419,100	1.06M	3.96M	3.16M	244.00K

January 2021



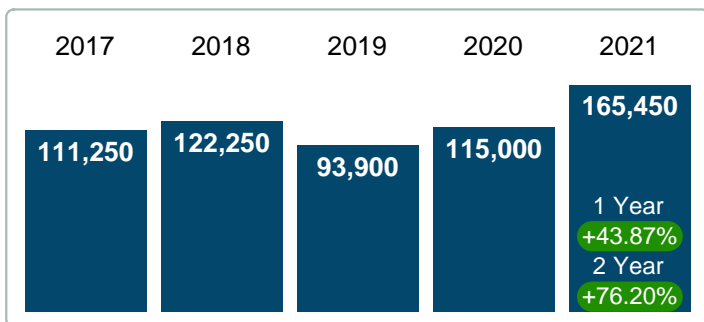
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



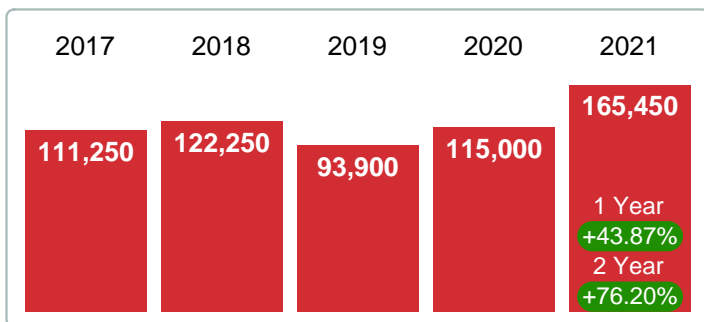
MEDIAN LIST PRICE AT CLOSING

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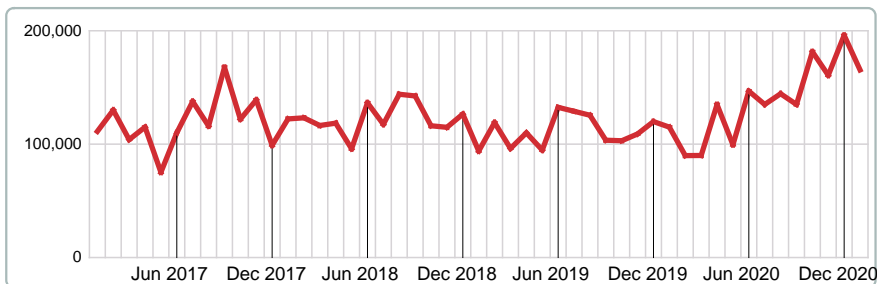
JANUARY



YEAR TO DATE (YTD)

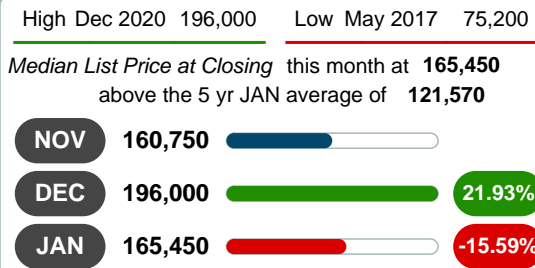


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 121,570



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
\$50,000 and less	2.00%	9,900	9,900	0	0	0
\$50,001 - \$75,000	14.00%	60,000	55,000	69,000	60,000	0
\$75,001 - \$100,000	12.00%	98,375	92,500	99,000	0	90,000
\$100,001 - \$175,000	26.00%	134,900	126,500	149,900	137,450	0
\$175,001 - \$225,000	22.00%	189,000	189,450	189,000	209,000	189,000
\$225,001 - \$275,000	16.00%	268,500	0	269,000	268,000	0
\$275,001 and up	8.00%	407,450	0	0	407,450	0
Median List Price		165,450	99,000	174,450	267,500	139,500
Total Closed Units	100%	165,450	11	24	13	2
Total Closed Volume		8,712,450	1.12M	4.02M	3.30M	279.00K

January 2021



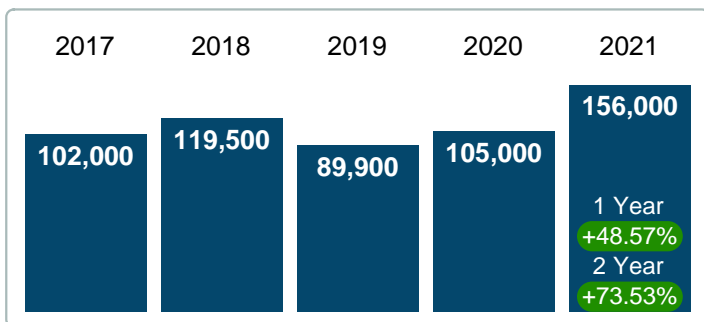
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



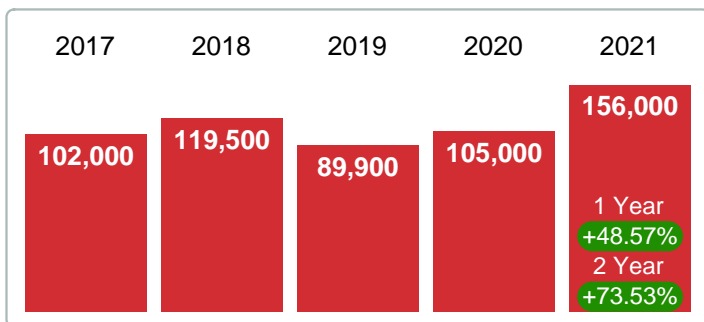
MEDIAN SOLD PRICE AT CLOSING

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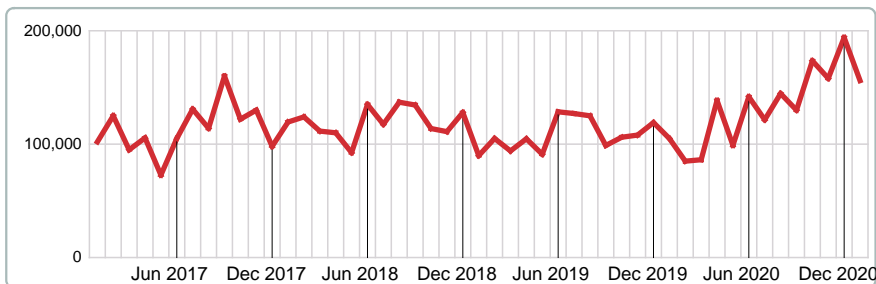
JANUARY



YEAR TO DATE (YTD)

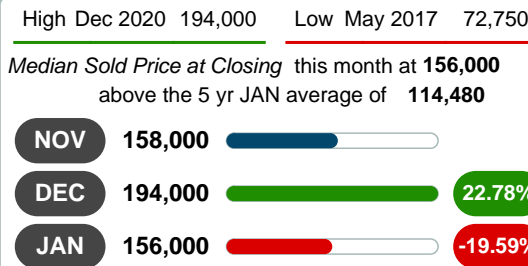


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 114,480



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
\$50,000 and less	4.00%	21,250	21,250	0	0	0
\$50,001 - \$75,000	14.00%	55,000	53,000	57,000	55,000	55,000
\$75,001 - \$100,000	10.00%	99,000	99,000	99,000	100,000	0
\$100,001 - \$175,000	30.00%	130,000	130,000	138,000	115,000	0
\$175,001 - \$225,000	18.00%	195,000	210,000	192,500	195,000	189,000
\$225,001 - \$275,000	14.00%	268,000	0	252,750	268,000	0
\$275,001 and up	10.00%	320,000	0	280,000	398,000	0
Median Sold Price		156,000	99,000	172,450	263,700	122,000
Total Closed Units	100%	156,000	11	24	13	2
Total Closed Volume		8,419,100	1.06M	3.96M	3.16M	244.00K

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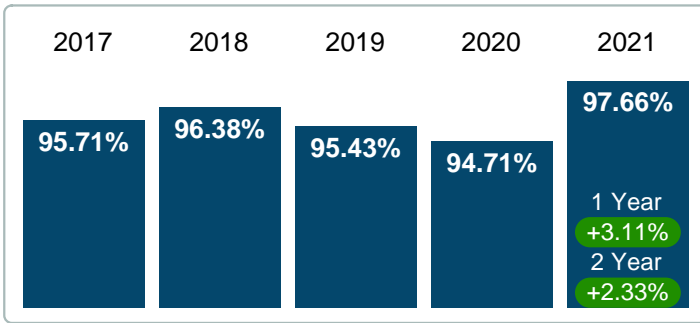
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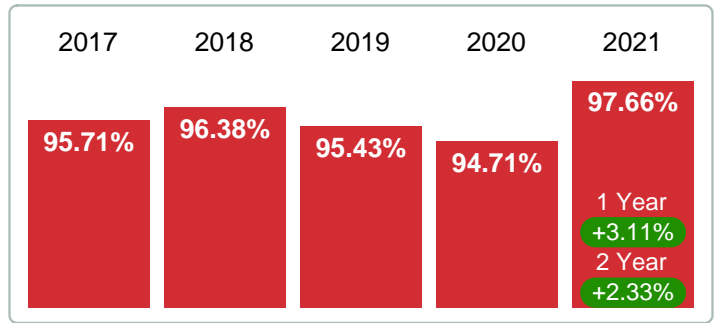
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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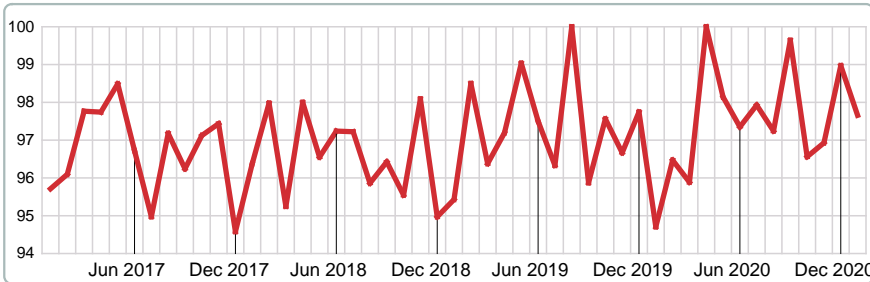
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

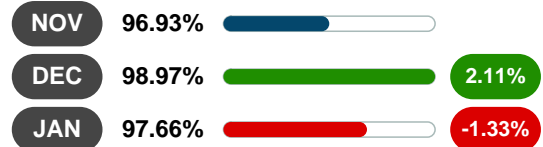


3 MONTHS

5 year JAN AVG = 95.98%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.66%**
above the 5 yr JAN average of **95.98%**



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	
\$50,000 and less	<div style="width: 4.00%;"></div> 2	4.00%	69.70%	69.70%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 14.00%;"></div> 7	14.00%	91.67%	96.02%	83.08%	91.67%	61.11%	
\$75,001 - \$100,000	<div style="width: 10.00%;"></div> 5	10.00%	99.50%	100.00%	99.50%	80.00%	0.00%	
\$100,001 - \$175,000	<div style="width: 30.00%;"></div> 15	30.00%	95.83%	94.50%	100.00%	95.15%	0.00%	
\$175,001 - \$225,000	<div style="width: 18.00%;"></div> 9	18.00%	100.00%	105.53%	98.94%	93.30%	100.00%	
\$225,001 - \$275,000	<div style="width: 14.00%;"></div> 7	14.00%	99.81%	0.00%	99.48%	99.81%	0.00%	
\$275,001 and up	<div style="width: 10.00%;"></div> 5	10.00%	98.18%	0.00%	102.38%	97.20%	0.00%	
Median Sold/List Ratio		97.66%		94.50%	99.23%	95.65%	80.56%	
Total Closed Units		50	100%	97.66%	11	24	13	2
Total Closed Volume		8,419,100			1.06M	3.96M	3.16M	244.00K

January 2021



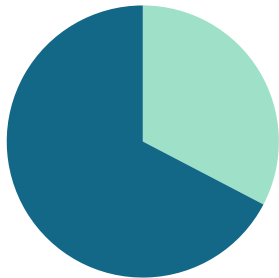
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

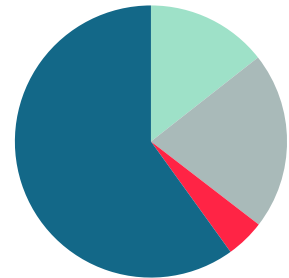


Inventory
 New Listings
96 = 32.65%
 Start Inventory
198
 Total Inventory Units
294
 Volume
\$65,448,999

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%
Median List Price	115,000	165,450	43.87%	115,000	165,450	43.87%
Median Sale Price	105,000	156,000	48.57%	105,000	156,000	48.57%
Median Percent of Selling Price to List Price	94.71%	97.66%	3.11%	94.71%	97.66%	3.11%
Median Days on Market to Sale	128.00	18.00	-85.94%	128.00	18.00	-85.94%
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

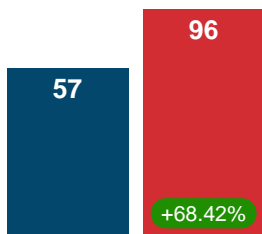
Inventory on January 31, 2021 = **208**

2020 **2021**

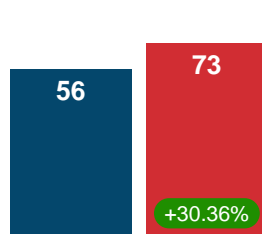
JANUARY MARKET

MEDIAN PRICES

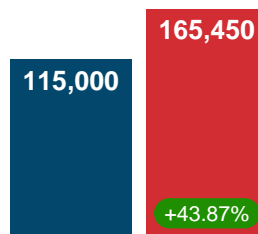
New Listings



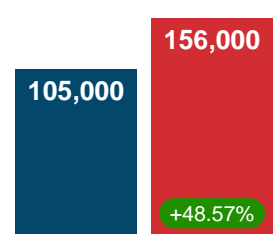
Pending Listings



List Price



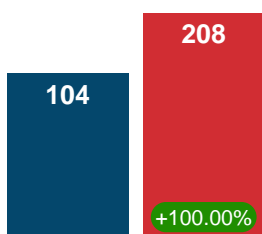
Sale Price



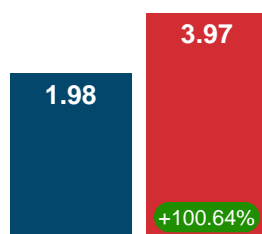
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

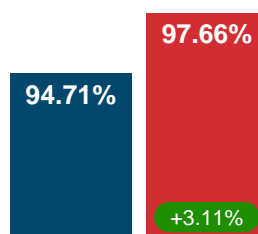
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

