

# January 2022



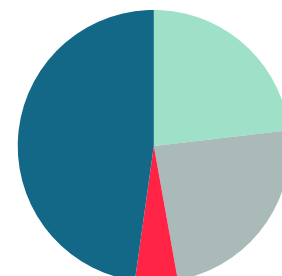
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	January 2022	+/-%
Closed Listings	50	78	56.00%
Pending Listings	73	81	10.96%
New Listings	96	88	-8.33%
Average List Price	174,249	212,696	22.06%
Average Sale Price	168,382	202,025	19.98%
Average Percent of Selling Price to List Price	94.70%	94.93%	0.25%
Average Days on Market to Sale	25.44	41.60	63.53%
End of Month Inventory	208	161	-22.60%
Months Supply of Inventory	3.97	1.92	-51.65%



■ Closed (23.15%)  
■ Pending (24.04%)  
■ Other OffMarket (5.04%)  
■ Active (47.77%)

**Absorption:** Last 12 months, an Average of **84** Sales/Month  
**Active Inventory** as of January 31, 2022 = **161**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **22.60%** to 161 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **1.92** 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 **19.98%** in January 2022 to \$202,025 versus the previous year at \$168,382.

#### Average Days on Market Lengthens

The average number of **41.60** days that homes spent on the market before selling increased by 16.16 days or **63.53%** in January 2022 compared to last year's same month at **25.44** DOM.

#### Sales Success for January 2022 is Positive

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

There were 88 New Listings in January 2022, down **8.33%** from last year at 96. Furthermore, there were 78 Closed Listings this month versus last year at 50, a **56.00%** increase.

Closed versus Listed trends yielded a **88.6%** ratio, up from previous year's, January 2021, at **52.1%**, a **70.18%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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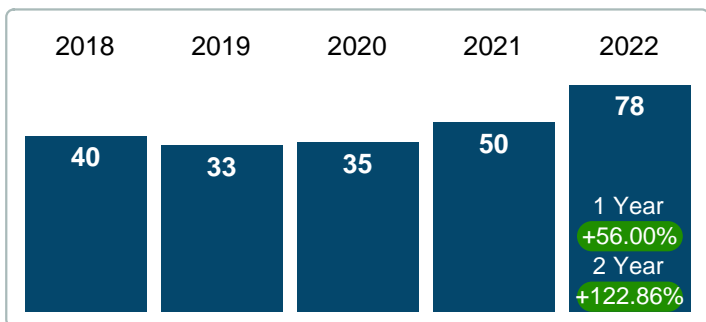
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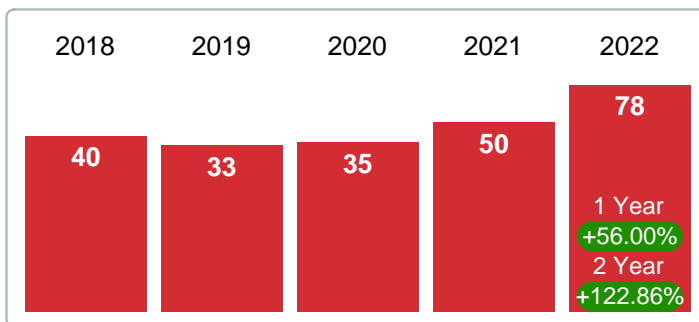
## CLOSED LISTINGS

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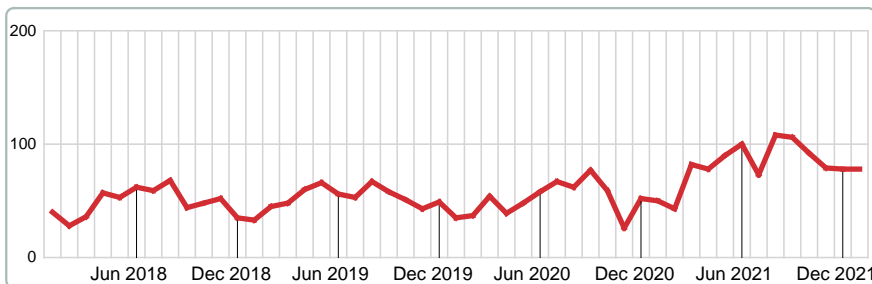
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 47

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at **78**  
above the 5 yr JAN average of **47**

- NOV 79
- DEC 78 (-1.27%)
- JAN 78 (0.00%)

### 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	7	8.97%	87.9	5	1	0	1
\$50,001 - \$75,000	6	7.69%	71.3	3	3	0	0
\$75,001 - \$125,000	18	23.08%	21.4	8	9	1	0
\$125,001 - \$200,000	17	21.79%	26.0	2	12	1	2
\$200,001 - \$275,000	9	11.54%	47.0	0	8	1	0
\$275,001 - \$400,000	12	15.38%	45.3	1	5	6	0
\$400,001 and up	9	11.54%	45.3	1	4	1	3
<b>Total Closed Units</b>	<b>78</b>			<b>20</b>	<b>42</b>	<b>10</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>15,757,950</b>	<b>100%</b>	<b>41.6</b>	<b>2.23M</b>	<b>8.46M</b>	<b>3.05M</b>	<b>2.01M</b>
<b>Average Closed Price</b>	<b>\$202,025</b>			<b>\$111,403</b>	<b>\$201,502</b>	<b>\$305,390</b>	<b>\$335,483</b>

# January 2022



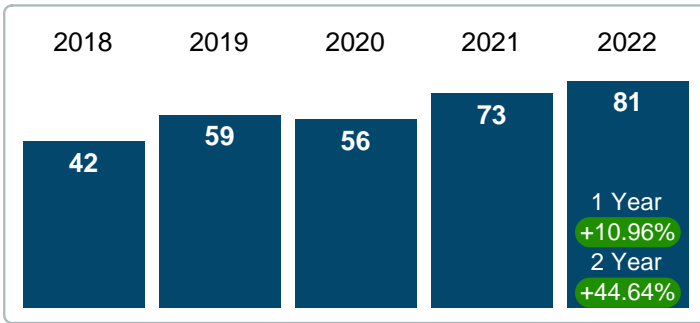
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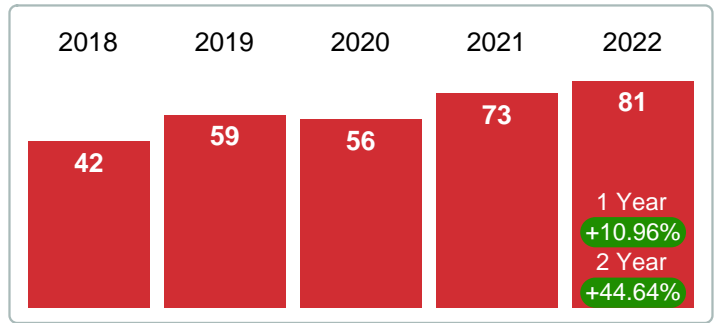
## PENDING LISTINGS

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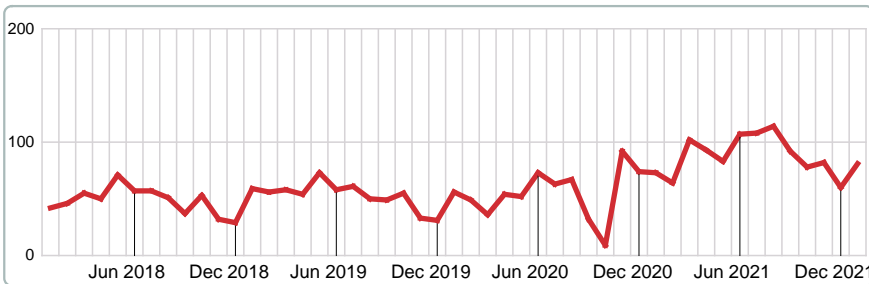
### JANUARY



### YEAR TO DATE (YTD)

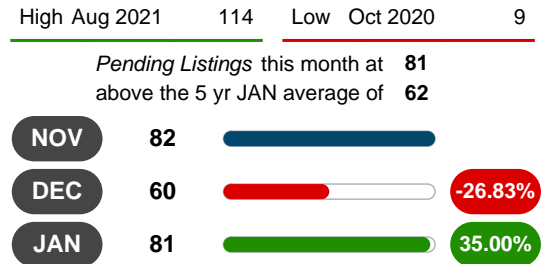


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	11.11%	78.6	8	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	20	24.69%	33.0	7	12	1	0
\$125,001 - \$200,000	22	27.16%	86.8	2	13	7	0
\$200,001 - \$275,000	11	13.58%	25.3	1	7	3	0
\$275,001 - \$375,000	9	11.11%	72.0	1	3	5	0
\$375,001 and up	10	12.35%	48.6	0	5	4	1
<b>Total Pending Units</b>	<b>81</b>			<b>19</b>	<b>41</b>	<b>20</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,099,000</b>	<b>100%</b>	<b>58.6</b>	<b>1.82M</b>	<b>8.96M</b>	<b>5.34M</b>	<b>975.00K</b>
<b>Average Listing Price</b>	<b>\$210,937</b>			<b>\$96,011</b>	<b>\$218,559</b>	<b>\$266,945</b>	<b>\$975,000</b>

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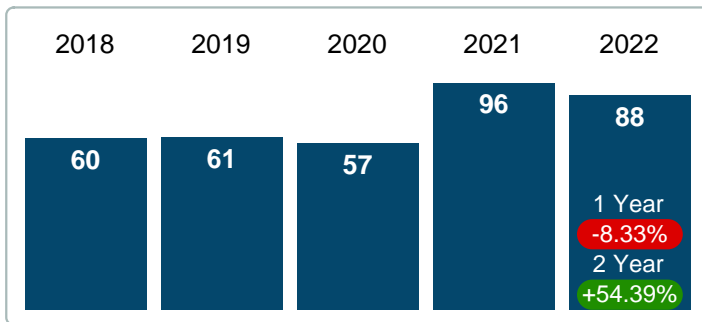
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



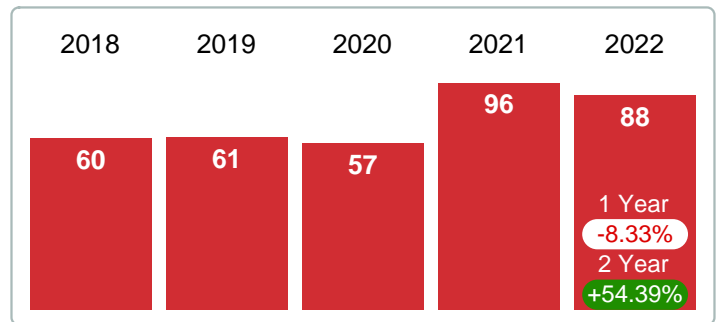
## NEW LISTINGS

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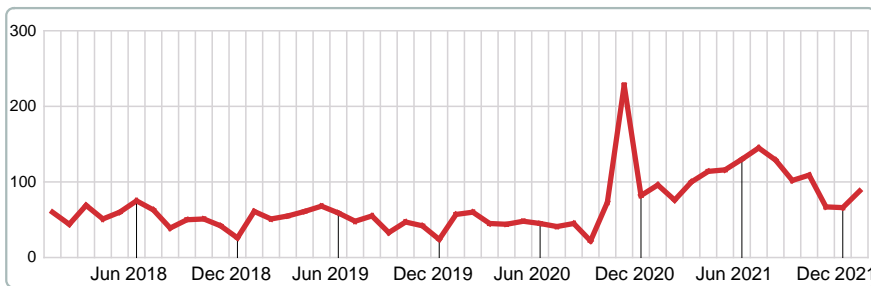
### JANUARY



### YEAR TO DATE (YTD)

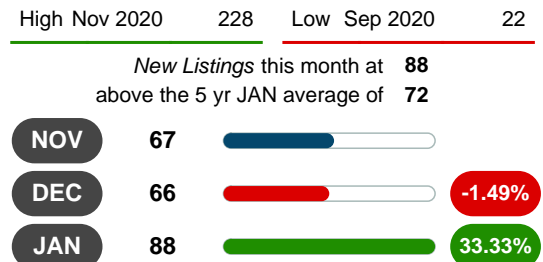


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 72



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.09%	4	4	0	0
\$75,001 - \$100,000	11	12.50%	5	5	1	0
\$100,001 - \$125,000	5	5.68%	1	4	0	0
\$125,001 - \$225,000	29	32.95%	2	21	6	0
\$225,001 - \$325,000	15	17.05%	2	8	5	0
\$325,001 - \$625,000	11	12.50%	2	5	3	1
\$625,001 and up	9	10.23%	0	3	2	4
<b>Total New Listed Units</b>	<b>88</b>		<b>16</b>	<b>50</b>	<b>17</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>25,838,300</b>	<b>100%</b>	<b>2.51M</b>	<b>13.15M</b>	<b>5.32M</b>	<b>4.86M</b>
<b>Average New Listed Listing Price</b>	<b>\$227,708</b>		<b>\$157,088</b>	<b>\$262,942</b>	<b>\$313,047</b>	<b>\$971,200</b>

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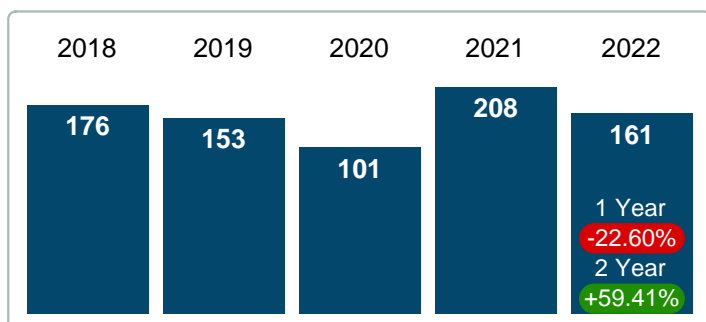
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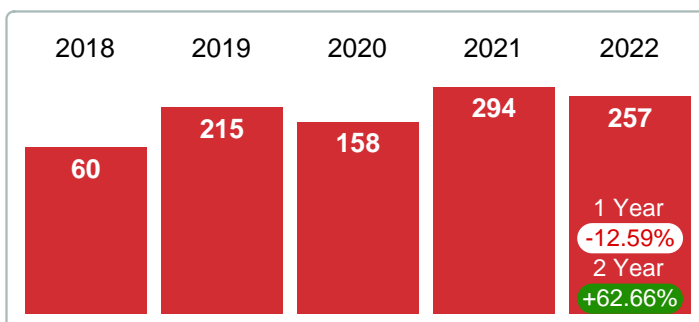
## ACTIVE INVENTORY

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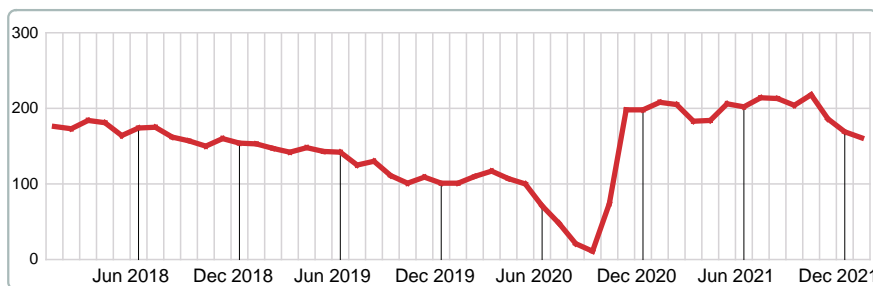
### END OF JANUARY



### ACTIVE DURING JANUARY

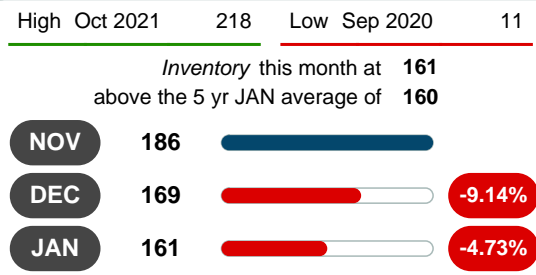


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 160



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	6.21%	99.5	6	4	0	0
\$50,001 - \$100,000	21	13.04%	113.1	9	10	1	1
\$100,001 - \$125,000	10	6.21%	89.9	3	7	0	0
\$125,001 - \$225,000	54	33.54%	77.9	8	40	5	1
\$225,001 - \$450,000	30	18.63%	64.3	4	20	4	2
\$450,001 - \$775,000	18	11.18%	99.9	0	10	5	3
\$775,001 and up	18	11.18%	103.9	1	4	8	5
<b>Total Active Inventory by Units</b>	<b>161</b>			<b>31</b>	<b>95</b>	<b>23</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>60,987,600</b>	<b>100%</b>	<b>87.4</b>	<b>6.45M</b>	<b>26.10M</b>	<b>18.96M</b>	<b>9.48M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$378,805</b>			<b>\$208,045</b>	<b>\$274,772</b>	<b>\$824,148</b>	<b>\$789,958</b>

# January 2022



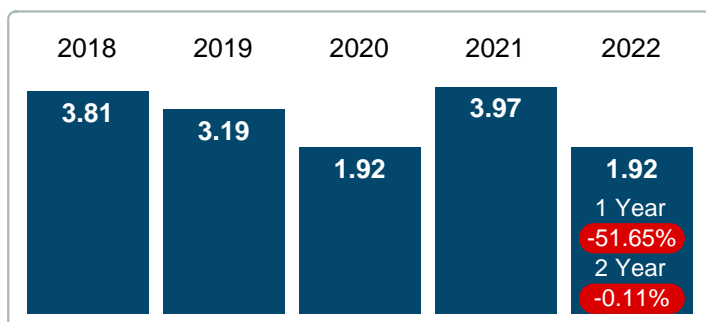
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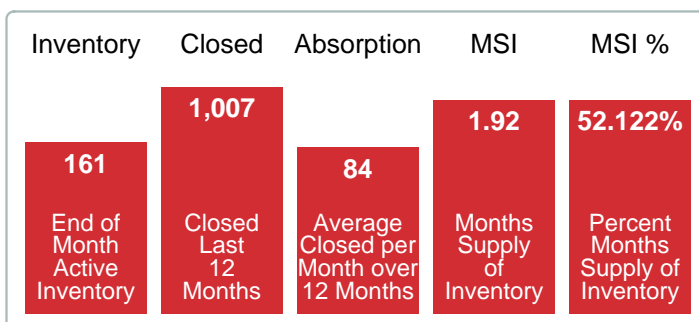
## MONTHS SUPPLY of INVENTORY (MSI)

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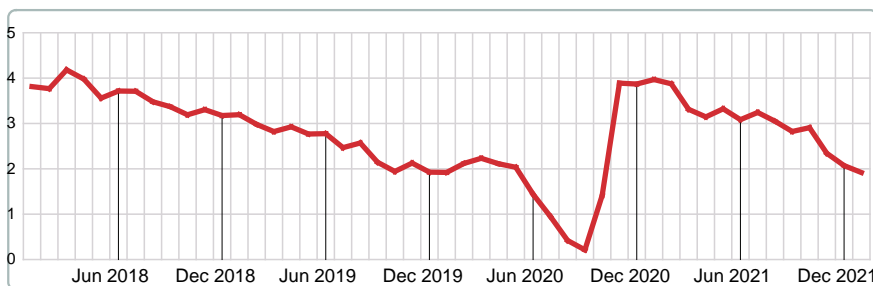
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

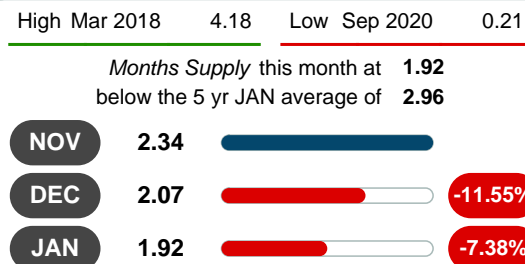


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2.96



### 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	10	6.21%	1.45	1.64	1.41	0.00	0.00
\$50,001 - \$100,000	21	13.04%	1.56	1.66	1.36	1.50	12.00
\$100,001 - \$125,000	10	6.21%	1.22	1.16	1.47	0.00	0.00
\$125,001 - \$225,000	54	33.54%	1.93	2.82	2.01	1.05	2.40
\$225,001 - \$450,000	30	18.63%	1.30	2.18	1.73	0.48	1.50
\$450,001 - \$775,000	18	11.18%	5.40	0.00	10.91	2.86	5.14
\$775,001 and up	18	11.18%	18.00	4.00	24.00	24.00	20.00
Market Supply of Inventory (MSI)			1.92	1.86	2.00	1.36	4.24
Total Active Inventory by Units		100%	161	31	95	23	12

# January 2022



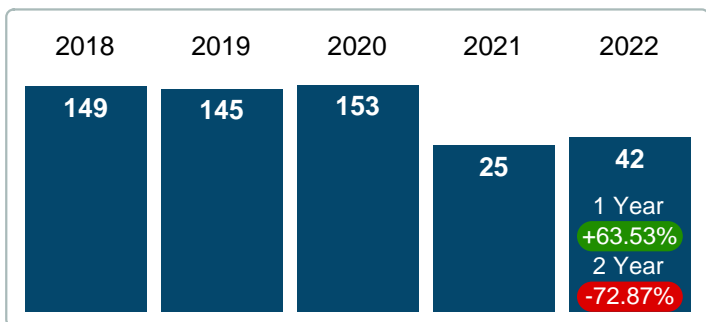
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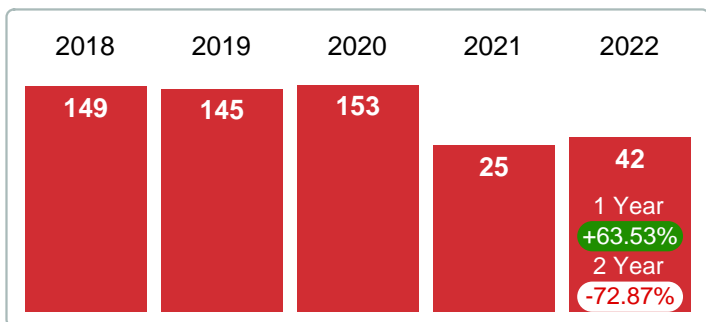
## AVERAGE DAYS ON MARKET TO SALE

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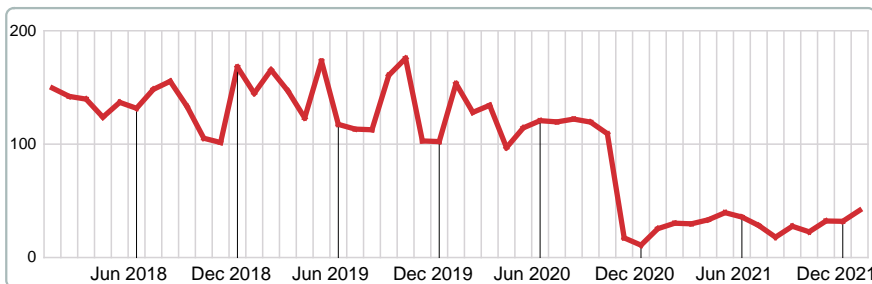
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 103

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 42 below the 5 yr JAN average of 103



### 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	8.97%	88	105	86	0	2
\$50,001 - \$75,000	7.69%	71	50	92	0	0
\$75,001 - \$125,000	23.08%	21	30	15	5	0
\$125,001 - \$200,000	21.79%	26	1	32	3	25
\$200,001 - \$275,000	11.54%	47	0	48	40	0
\$275,001 - \$400,000	15.38%	45	197	45	21	0
\$400,001 and up	11.54%	45	7	33	1	90
<b>Average Closed DOM</b>		<b>42</b>	<b>56</b>	<b>39</b>	<b>17</b>	<b>54</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>20</b>	<b>42</b>	<b>10</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>15,757,950</b>	<b>2.23M</b>	<b>8.46M</b>	<b>3.05M</b>	<b>2.01M</b>

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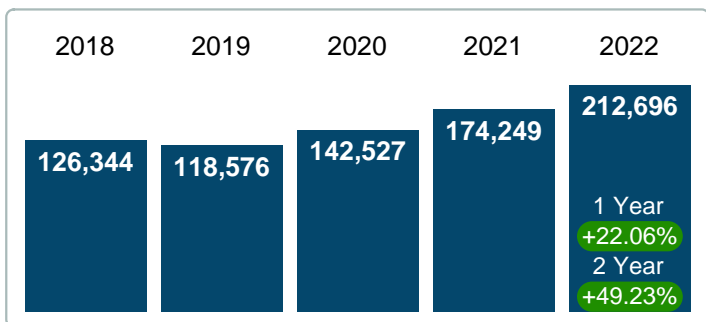
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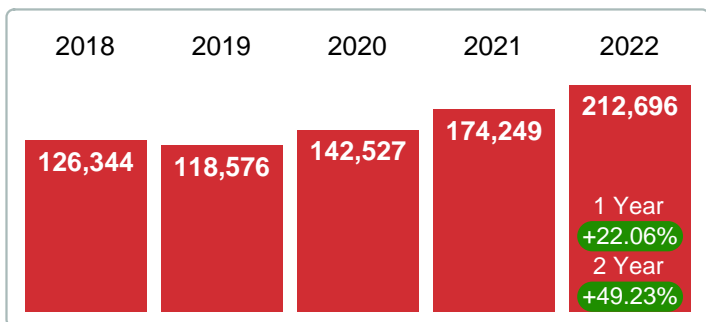
## AVERAGE LIST PRICE AT CLOSING

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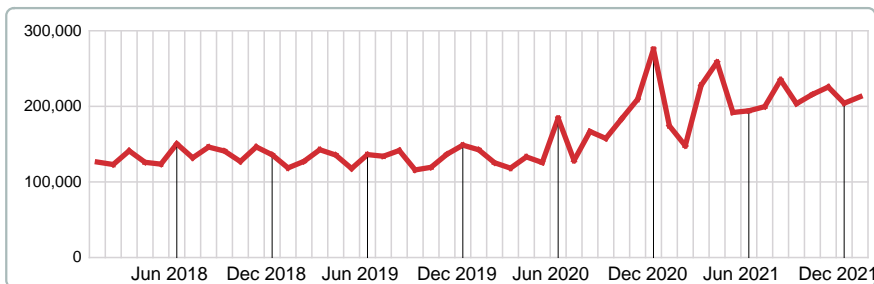
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 154,878

High Dec 2020 275,472    Low Sep 2019 115,902

Average List Price at Closing this month at **212,696**  
above the 5 yr JAN average of **154,878**

NOV	225,609	
DEC	204,128	-9.52%
JAN	212,696	4.20%

### 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	6	7.69%	35,633	42,560	20,000	0	40,000
\$50,001 - \$75,000	4	5.13%	64,500	66,333	81,567	0	0
\$75,001 - \$125,000	19	24.36%	100,805	106,738	109,178	99,000	0
\$125,001 - \$200,000	20	25.64%	163,820	162,450	169,808	139,000	155,450
\$200,001 - \$275,000	8	10.26%	242,200	0	232,825	274,000	0
\$275,001 - \$400,000	10	12.82%	333,175	329,000	362,390	340,133	0
\$400,001 and up	11	14.10%	514,309	430,000	488,625	595,000	609,300
Average List Price			212,696	117,480	212,239	314,780	363,133
Total Closed Units		100%	212,696	20	42	10	6
Total Closed Volume			16,590,250	2.35M	8.91M	3.15M	2.18M



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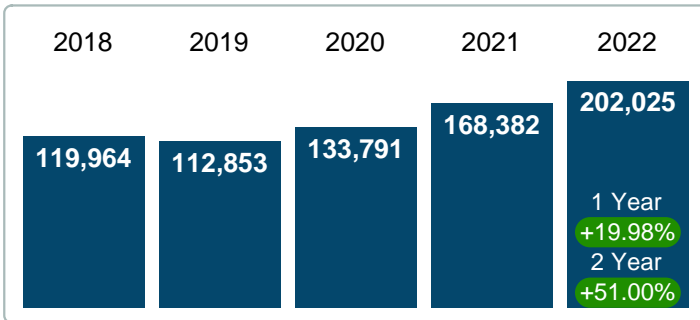
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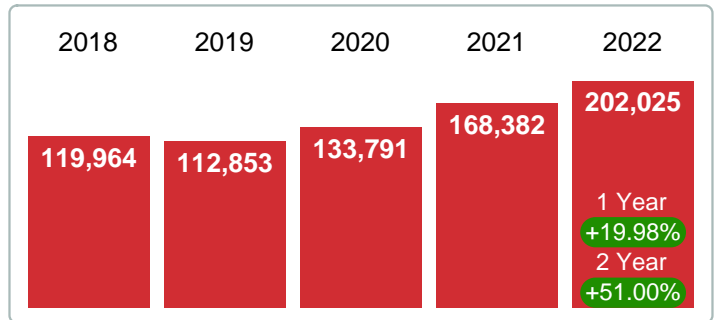
## AVERAGE SOLD PRICE AT CLOSING

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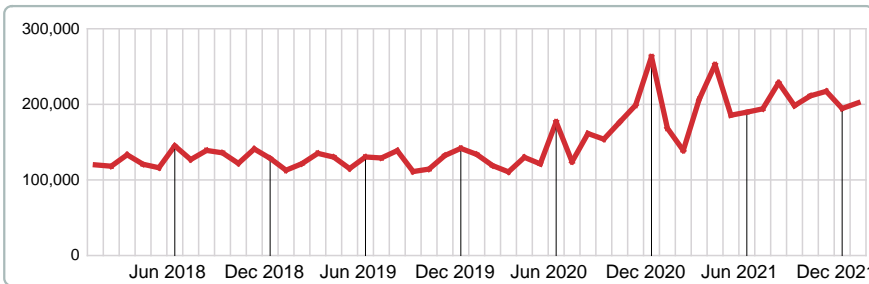
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

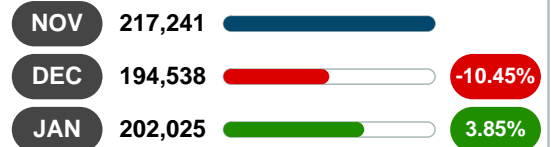


### 3 MONTHS

5 year JAN AVG = 147,403

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **202,025** above the 5 yr JAN average of **147,403**



### 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	8.97%	33,286	35,400	16,000	0	40,000
\$50,001 - \$75,000	7.69%	64,883	59,433	70,333	0	0
\$75,001 - \$125,000	23.08%	104,919	104,406	106,033	99,000	0
\$125,001 - \$200,000	21.79%	160,041	156,250	164,108	143,000	147,950
\$200,001 - \$275,000	11.54%	234,278	0	230,438	265,000	0
\$275,001 - \$400,000	15.38%	328,658	295,000	339,400	325,317	0
\$400,001 and up	11.54%	497,111	430,000	443,000	595,000	559,000
<b>Average Sold Price</b>		<b>202,025</b>	<b>111,403</b>	<b>201,502</b>	<b>305,390</b>	<b>335,483</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>202,025</b>	<b>20</b>	<b>42</b>	<b>10</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>15,757,950</b>	<b>2.23M</b>	<b>8.46M</b>	<b>3.05M</b>	<b>2.01M</b>

# January 2022



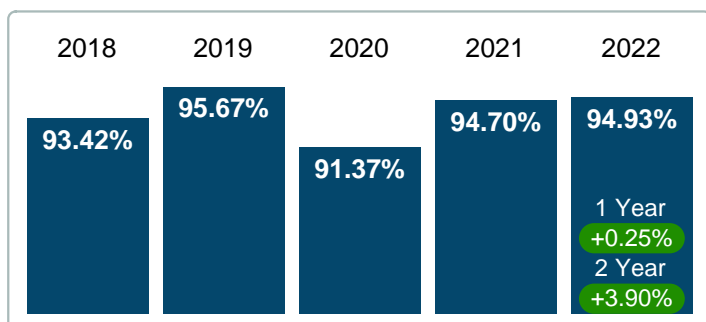
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



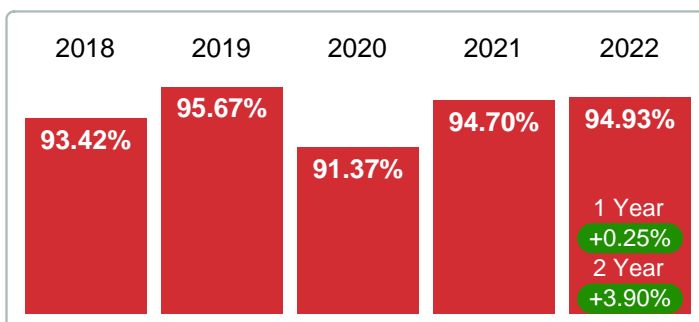
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

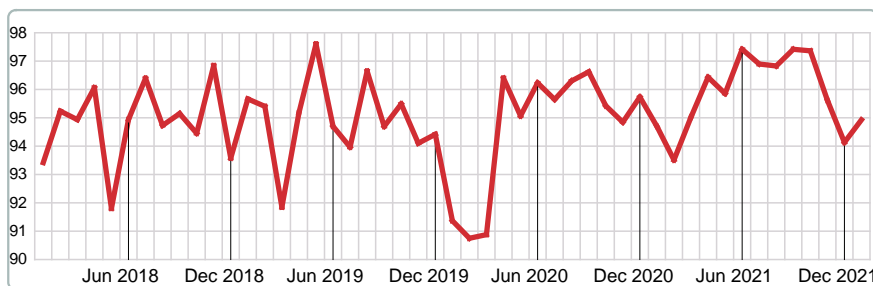
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

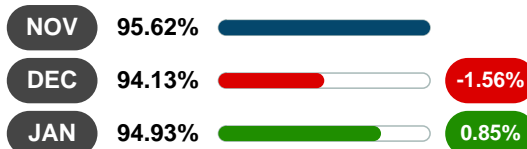


### 3 MONTHS

5 year JAN AVG = 94.02%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.93%**  
above the 5 yr JAN average of **94.02%**



### 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	7	8.97%	85.21%	83.30%	80.00%	0.00%	100.00%
\$50,001 - \$75,000	6	7.69%	88.73%	90.99%	86.48%	0.00%	0.00%
\$75,001 - \$125,000	18	23.08%	97.89%	98.48%	97.13%	100.00%	0.00%
\$125,001 - \$200,000	17	21.79%	96.75%	96.00%	96.57%	102.88%	95.45%
\$200,001 - \$275,000	9	11.54%	98.83%	0.00%	99.09%	96.72%	0.00%
\$275,001 - \$400,000	12	15.38%	94.59%	89.67%	93.74%	96.11%	0.00%
\$400,001 and up	9	11.54%	93.84%	100.00%	91.45%	100.00%	92.91%
Average Sold/List Ratio		94.90%		92.95%	95.23%	97.63%	94.94%
Total Closed Units		78	100%	20	42	10	6
Total Closed Volume		15,757,950		2.23M	8.46M	3.05M	2.01M

# January 2022



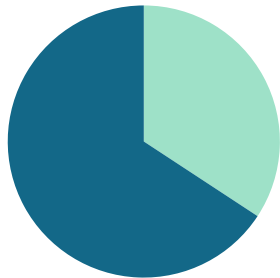
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

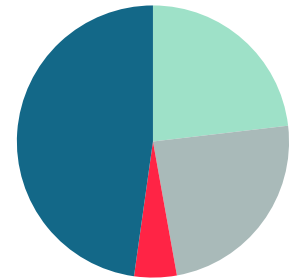


**Inventory**  
 New Listings  
**88 = 34.24%**  
 Start Inventory  
**169**  
 Total Inventory Units  
**257**  
 Volume  
**\$83,885,099**

### Market Activity

Closed Sales  
**78 = 23.15%**  
 Pending Sales  
**81 = 24.04%**  
 Other Off Market  
**17 = 5.04%**  
 Active Inventory  
**161 = 47.77%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	50	78	56.00%	50	78	56.00%
Pending Sales	73	81	10.96%	73	81	10.96%
New Listings	96	88	-8.33%	96	88	-8.33%
Average List Price	174,249	212,696	22.06%	174,249	212,696	22.06%
Average Sale Price	168,382	202,025	19.98%	168,382	202,025	19.98%
Average Percent of Selling Price to List Price	94.70%	94.93%	0.25%	94.70%	94.93%	0.25%
Average Days on Market to Sale	25.44	41.60	63.53%	25.44	41.60	63.53%
Monthly Inventory	208	161	-22.60%	208	161	-22.60%
Months Supply of Inventory	3.97	1.92	-51.65%	3.97	1.92	-51.65%

**Absorption:** Last 12 months, an Average of **84** Sales/Month

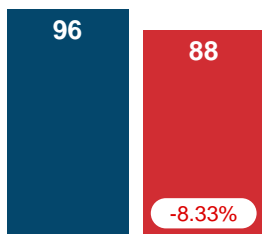
**Inventory** on January 31, 2022 = **161**

**2021** **2022**

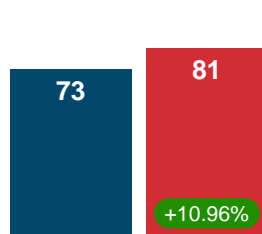
### JANUARY MARKET

### AVERAGE PRICES

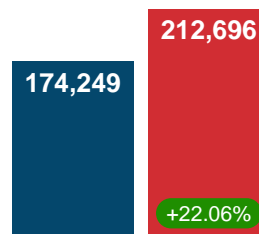
#### New Listings



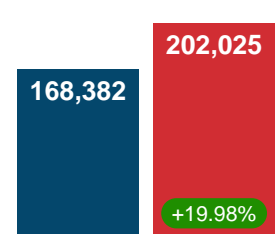
#### Pending Listings



#### List Price



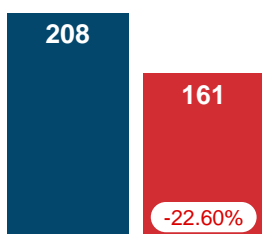
#### Sale Price



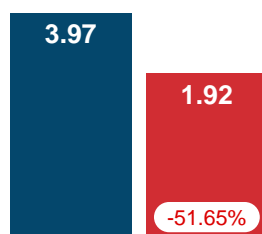
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

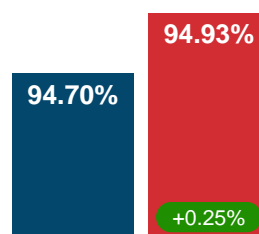
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

