

# January 2022



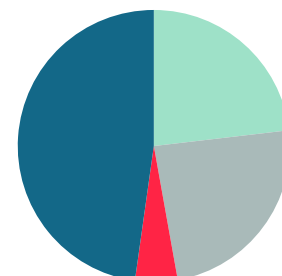
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	165,450	162,000	-2.09%
Median Sale Price	156,000	150,000	-3.85%
Median Percent of Selling Price to List Price	97.66%	97.12%	-0.55%
Median Days on Market to Sale	18.00	25.50	41.67%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.85%** in January 2022 to \$150,000 versus the previous year at \$156,000.

#### Median Days on Market Lengthens

The median number of **25.50** days that homes spent on the market before selling increased by 7.50 days or **41.67%** in January 2022 compared to last year's same month at **18.00** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Median Prices falling 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# January 2022



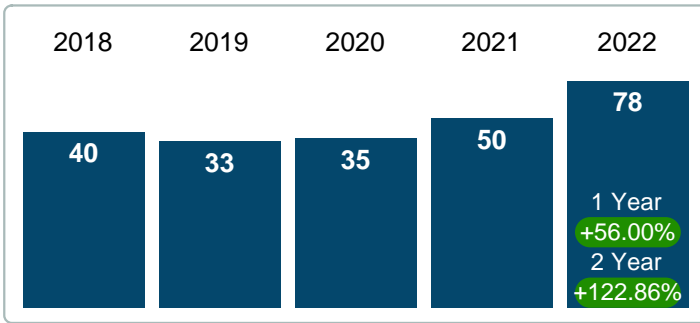
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



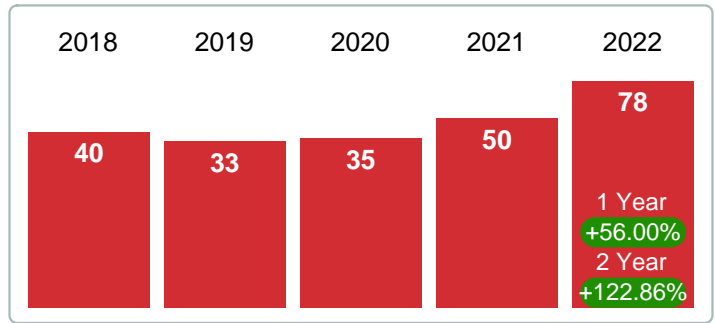
## CLOSED LISTINGS

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

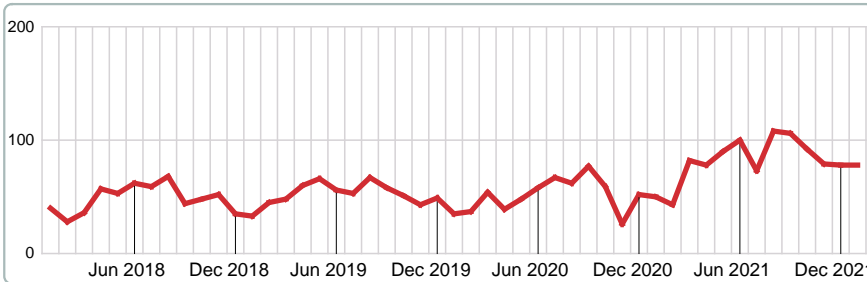
### JANUARY



### YEAR TO DATE (YTD)

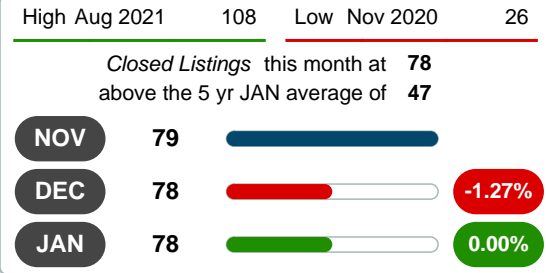


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 47



### 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	7	8.97%	53.0	5	1	0	1
\$50,001 - \$80,000	7	8.97%	41.0	4	3	0	0
\$80,001 - \$120,000	14	17.95%	5.5	5	8	1	0
\$120,001 - \$200,000	20	25.64%	12.0	4	13	1	2
\$200,001 - \$290,000	12	15.38%	27.0	0	9	3	0
\$290,001 - \$410,000	10	12.82%	21.0	1	5	4	0
\$410,001 and up	8	10.26%	37.0	1	3	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>25.5</b>	<b>2.23M</b>	<b>8.46M</b>	<b>3.05M</b>	<b>2.01M</b>
<b>Median Closed Price</b>	<b>\$150,000</b>			<b>\$87,375</b>	<b>\$179,250</b>	<b>\$294,950</b>	<b>\$295,000</b>

# January 2022



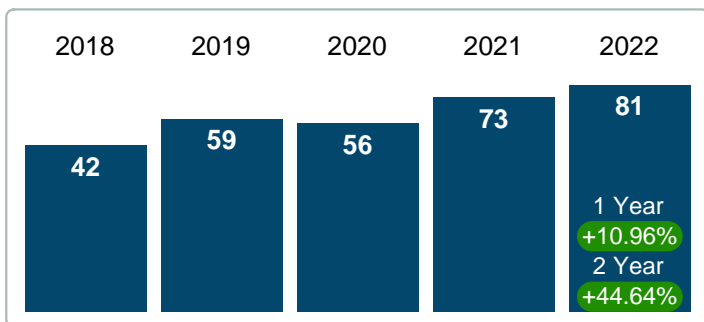
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



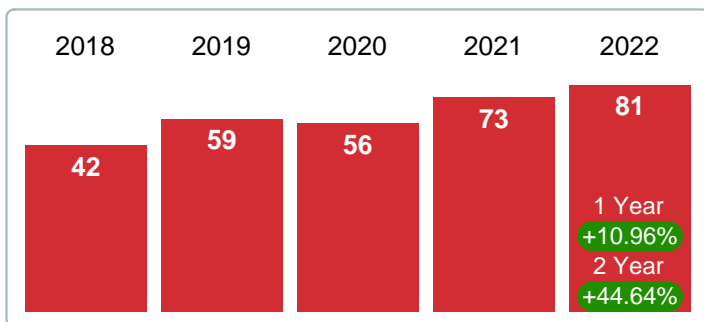
## PENDING LISTINGS

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

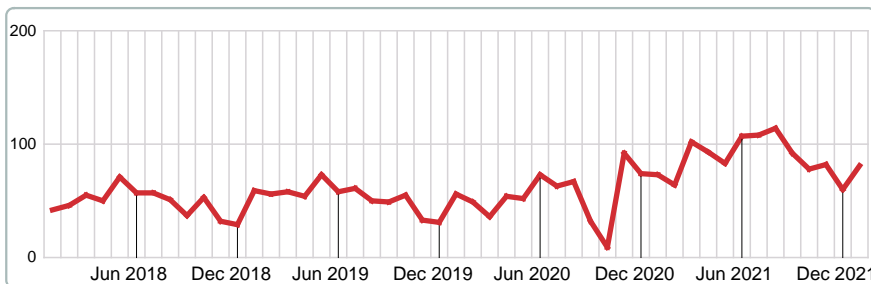
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

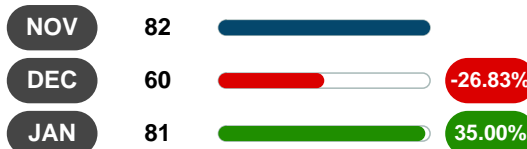


### 3 MONTHS

5 year JAN AVG = 62

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 81 above the 5 yr JAN average of 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	8.64%	28.0	7	0	0	0
\$70,001 - \$80,000	7	8.64%	6.0	3	4	0	0
\$80,001 - \$120,000	12	14.81%	8.5	5	6	1	0
\$120,001 - \$200,000	25	30.86%	88.0	2	16	7	0
\$200,001 - \$280,000	11	13.58%	9.0	1	7	3	0
\$280,001 - \$380,000	10	12.35%	13.0	1	3	6	0
\$380,001 and up	9	11.11%	51.0	0	5	3	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>27.0</b>	<b>1.82M</b>	<b>8.96M</b>	<b>5.34M</b>	<b>975.00K</b>
<b>Median Listing Price</b>	<b>\$149,900</b>			<b>\$78,000</b>	<b>\$159,000</b>	<b>\$244,450</b>	<b>\$975,000</b>

# January 2022



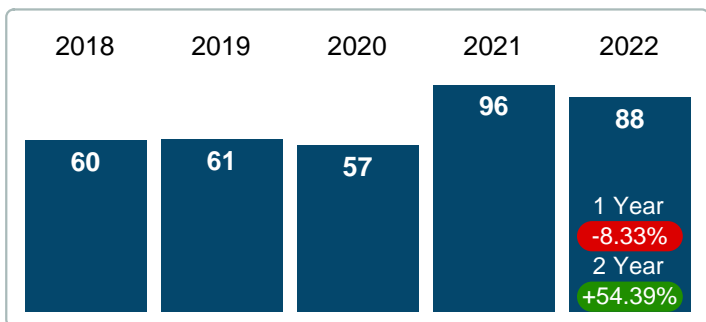
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



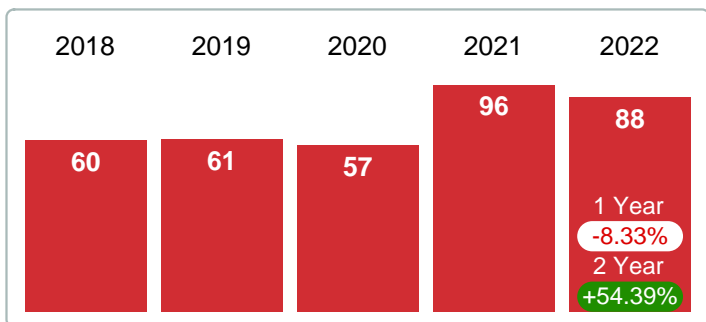
## NEW LISTINGS

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

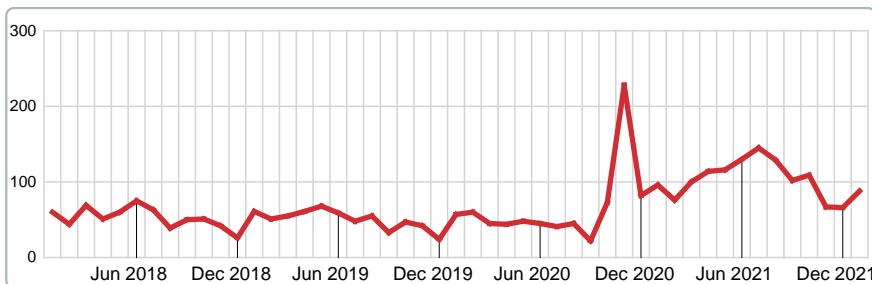
### JANUARY



### YEAR TO DATE (YTD)

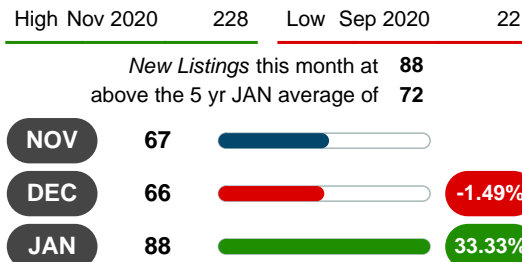


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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>Median New Listed Listing Price</b>	<b>\$182,000</b>		<b>\$94,450</b>	<b>\$162,000</b>	<b>\$280,000</b>	<b>\$899,000</b>

# January 2022



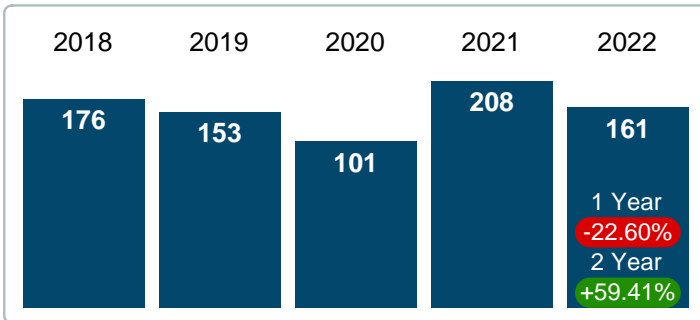
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



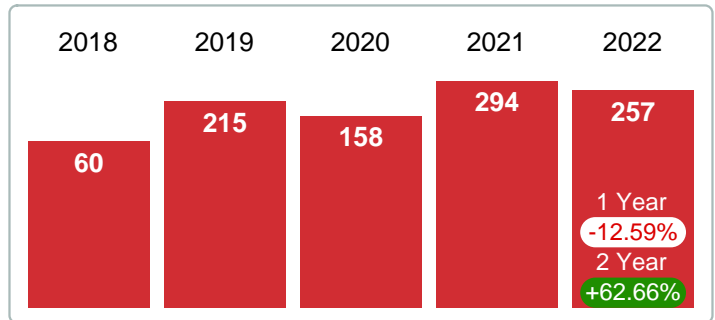
## ACTIVE INVENTORY

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

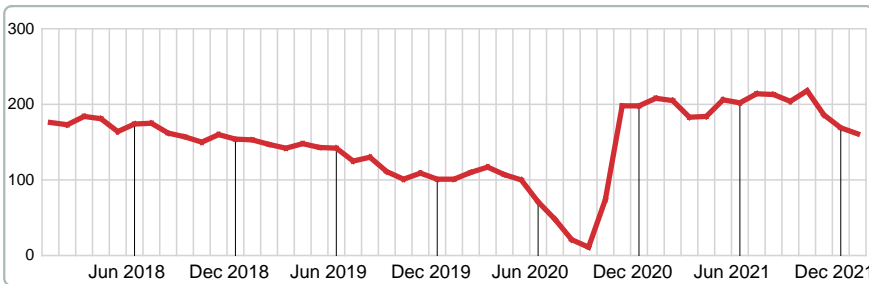
### END OF JANUARY



### ACTIVE DURING JANUARY

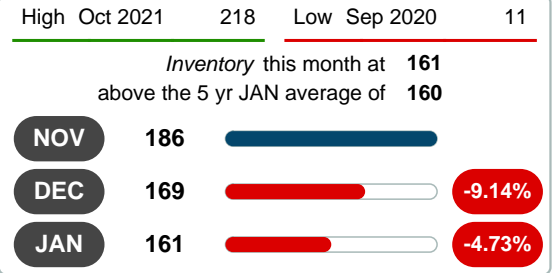


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 160



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	6.21%	115.0	6	4	0	0
\$50,001 - \$100,000	21	13.04%	101.0	9	10	1	1
\$100,001 - \$125,000	10	6.21%	107.0	3	7	0	0
\$125,001 - \$225,000	54	33.54%	48.0	8	40	5	1
\$225,001 - \$450,000	30	18.63%	34.5	4	20	4	2
\$450,001 - \$775,000	18	11.18%	77.0	0	10	5	3
\$775,001 and up	18	11.18%	98.5	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>76.0</b>	<b>6.45M</b>	<b>26.10M</b>	<b>18.96M</b>	<b>9.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,000</b>			<b>\$109,000</b>	<b>\$179,900</b>	<b>\$480,000</b>	<b>\$650,000</b>

# January 2022



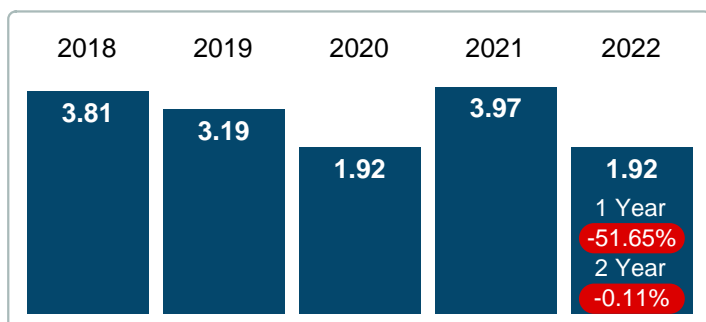
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



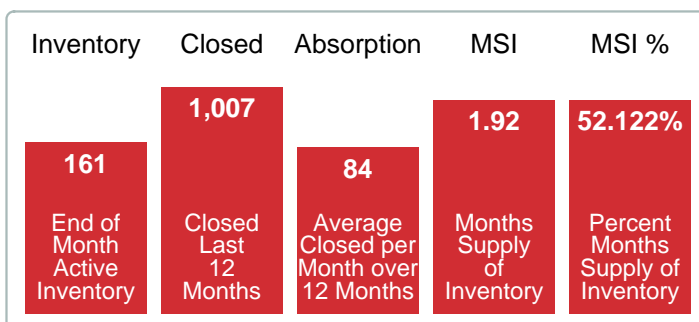
## MONTHS SUPPLY of INVENTORY (MSI)

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

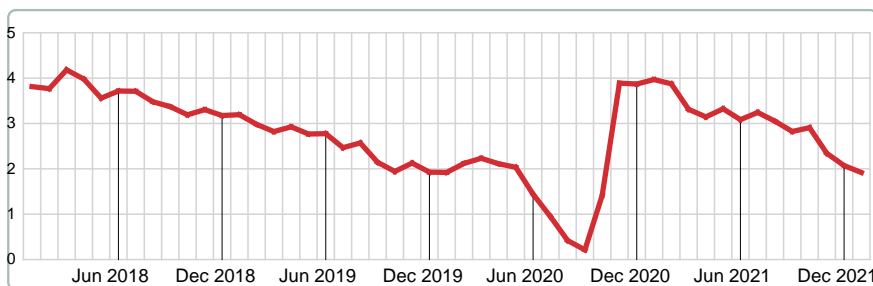
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

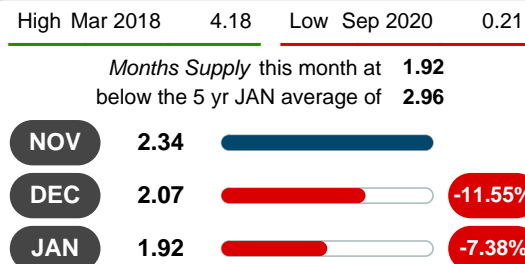


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



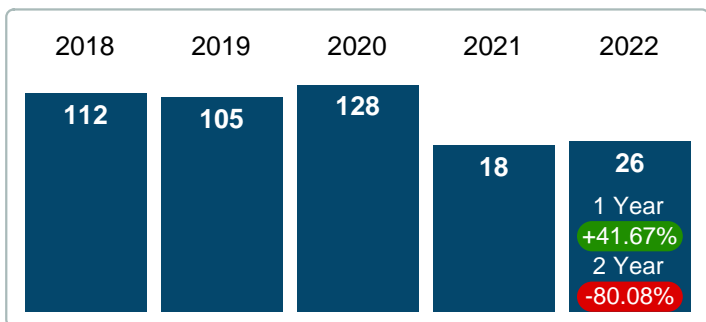
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



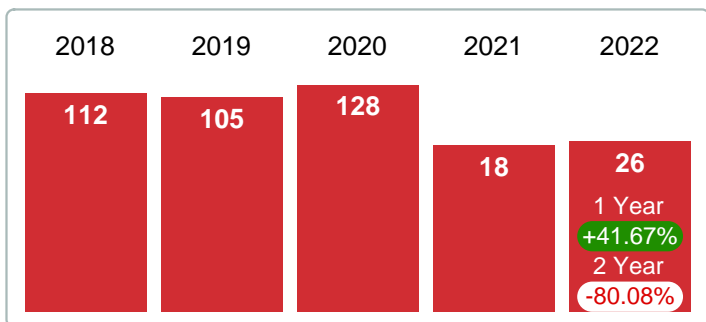
## MEDIAN DAYS ON MARKET TO SALE

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

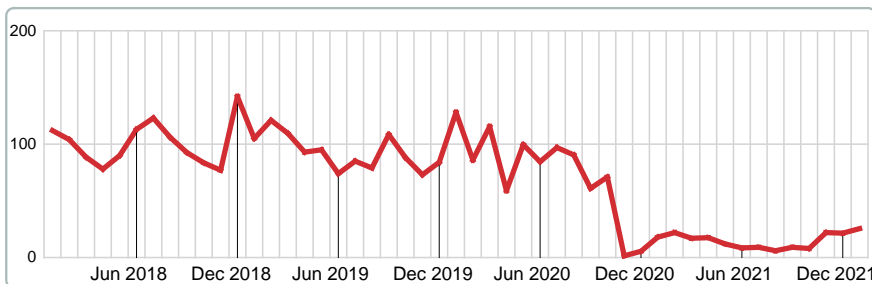
### JANUARY



### YEAR TO DATE (YTD)

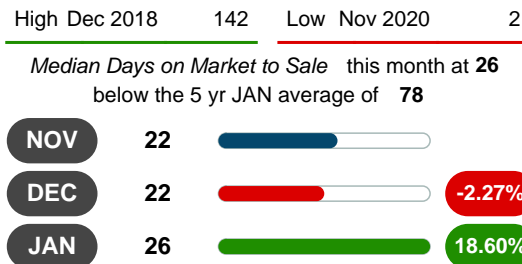


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 78



### 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	8.97%	53	53	86	0	2
\$50,001 - \$80,000	8.97%	41	25	109	0	0
\$80,001 - \$120,000	17.95%	6	8	5	5	0
\$120,001 - \$200,000	25.64%	12	32	12	3	25
\$200,001 - \$290,000	15.38%	27	0	31	1	0
\$290,001 - \$410,000	12.82%	21	197	28	10	0
\$410,001 and up	10.26%	37	7	36	1	103
Median Closed DOM		26	25	29	4	38
Total Closed Units	100%	78	20	42	10	6
Total Closed Volume		15,757,950	2.23M	8.46M	3.05M	2.01M

# January 2022



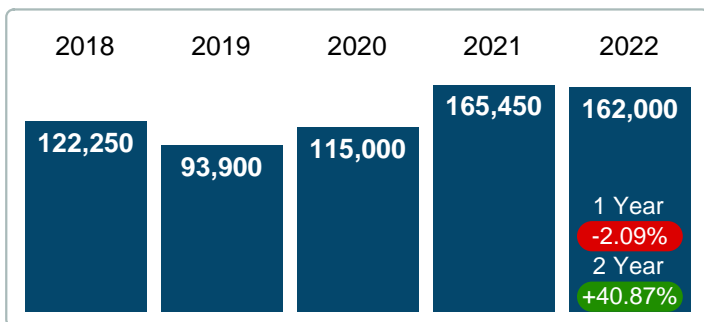
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



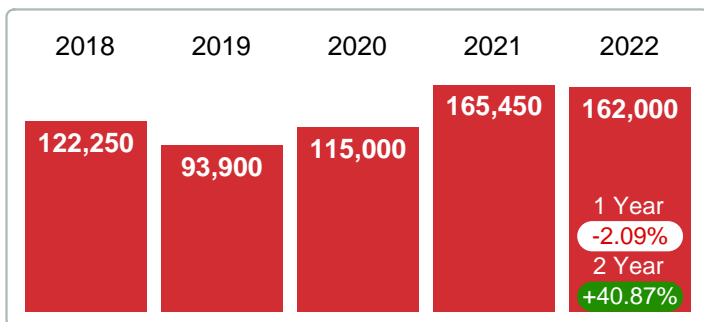
## MEDIAN LIST PRICE AT CLOSING

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

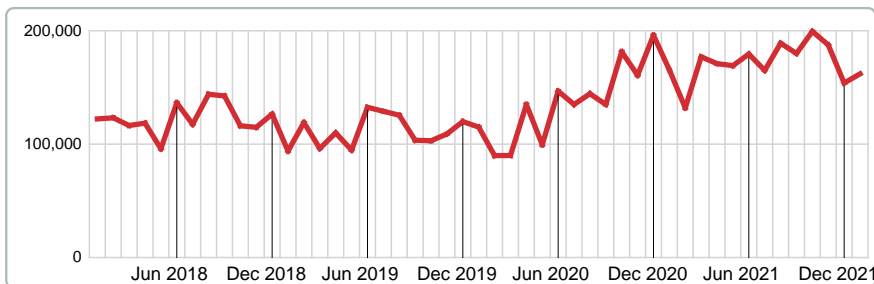
### JANUARY



### YEAR TO DATE (YTD)

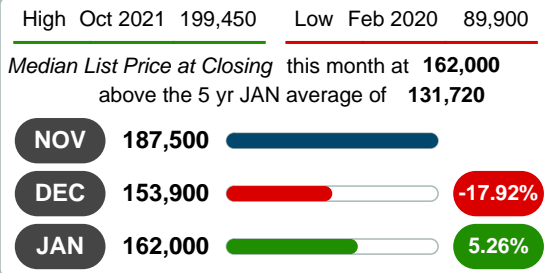


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 131,720



### 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	6	7.69%	37,000	37,000	20,000	0	40,000
\$50,001 - \$75,000	4	5.13%	64,000	64,000	0	0	0
\$75,001 - \$125,000	19	24.36%	105,000	105,000	105,000	99,000	0
\$125,001 - \$200,000	20	25.64%	162,000	139,900	169,250	139,000	155,450
\$200,001 - \$275,000	8	10.26%	244,450	0	239,900	274,000	0
\$275,001 - \$400,000	10	12.82%	337,000	329,000	347,500	299,900	0
\$400,001 and up	11	14.10%	449,000	430,000	425,000	510,000	579,000
Median List Price			162,000	84,950	188,250	294,900	307,000
Total Closed Units		100%	162,000	20	42	10	6
Total Closed Volume			16,590,250	2.35M	8.91M	3.15M	2.18M



# January 2022



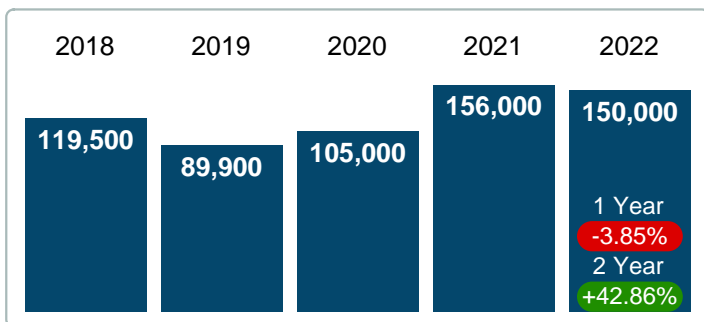
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



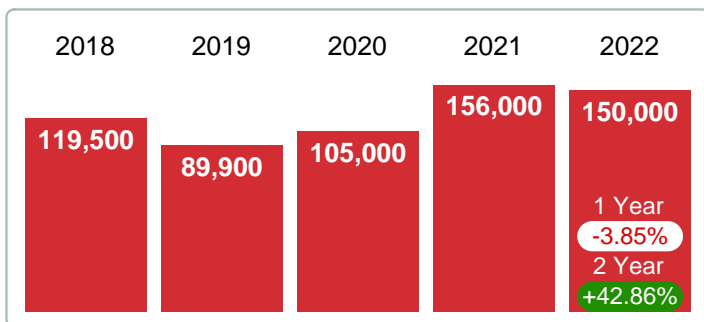
## MEDIAN SOLD PRICE AT CLOSING

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

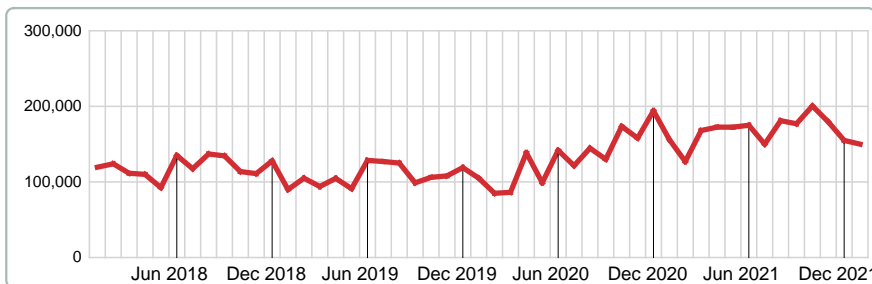
### JANUARY



### YEAR TO DATE (YTD)

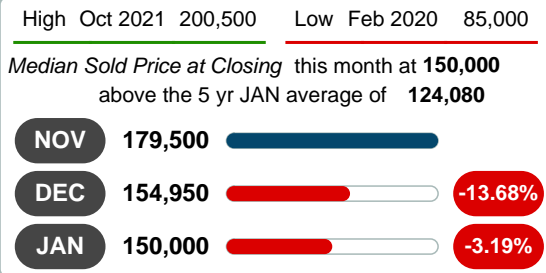


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 124,080



### 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	8.97%	37,500	37,500	16,000	0	40,000
\$50,001 - \$80,000	8.97%	61,000	60,000	75,000	0	0
\$80,001 - \$120,000	17.95%	105,000	105,000	105,450	99,000	0
\$120,001 - \$200,000	25.64%	150,000	128,750	150,000	143,000	147,950
\$200,001 - \$290,000	15.38%	245,000	0	235,000	285,000	0
\$290,001 - \$410,000	12.82%	353,000	295,000	385,000	338,500	0
\$410,001 and up	10.26%	477,500	430,000	445,000	595,000	547,000
Median Sold Price		150,000	87,375	179,250	294,950	295,000
Total Closed Units	100%	150,000	20	42	10	6
Total Closed Volume		15,757,950	2.23M	8.46M	3.05M	2.01M

# January 2022



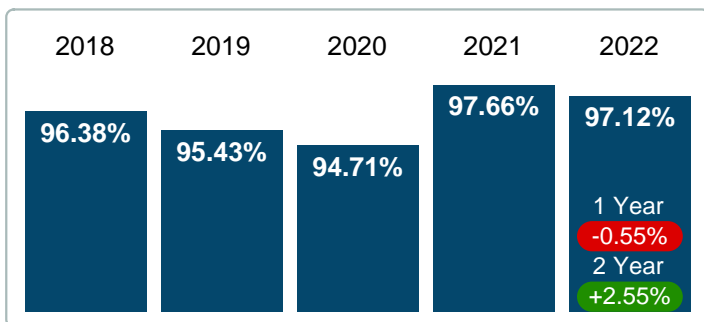
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



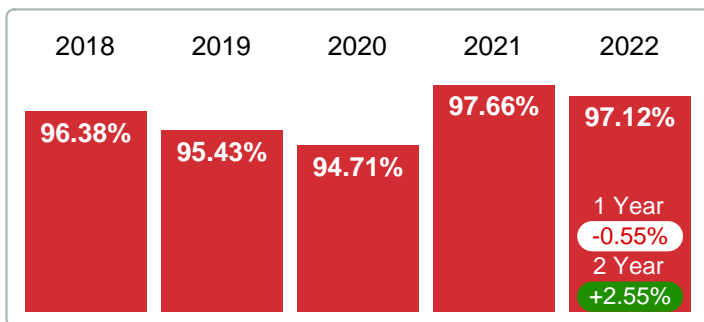
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

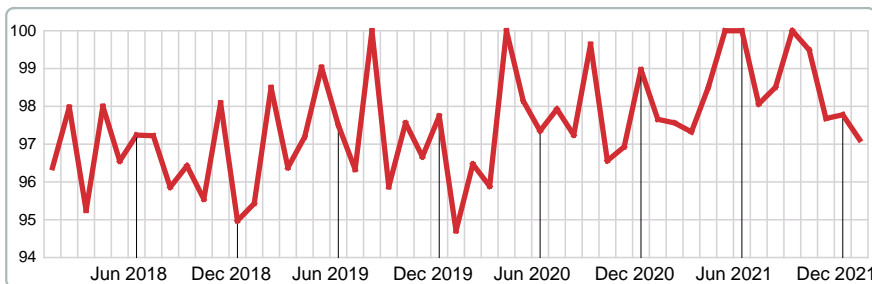
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

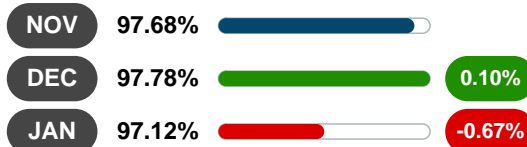


### 3 MONTHS

5 year JAN AVG = 96.26%

High Sep 2021 100.00% Low Jan 2020 94.71%

Median Sold/List Ratio this month at **97.12%**  
above the 5 yr JAN average of **96.26%**



### 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	7	8.97%	83.61%	83.61%	80.00%	0.00%	100.00%
\$50,001 - \$80,000	7	8.97%	88.34%	93.48%	88.34%	0.00%	0.00%
\$80,001 - \$120,000	14	17.95%	99.31%	98.61%	98.66%	100.00%	0.00%
\$120,001 - \$200,000	20	25.64%	97.07%	96.00%	96.84%	102.88%	95.45%
\$200,001 - \$290,000	12	15.38%	100.00%	0.00%	100.00%	100.00%	0.00%
\$290,001 - \$410,000	10	12.82%	94.88%	89.67%	95.65%	97.06%	0.00%
\$410,001 and up	8	10.26%	95.71%	100.00%	86.51%	100.00%	94.47%
Median Sold/List Ratio		97.12%		95.43%	96.89%	100.00%	96.23%
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



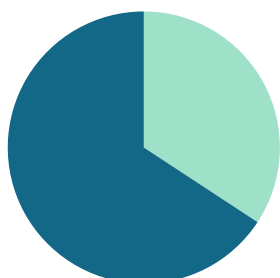
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

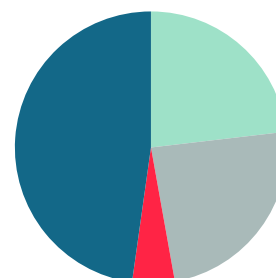


**Inventory**  
 New Listings  
**88 = 34.24%**  
 Start Inventory  
**169**  
 Total Inventory Units  
**257**  
 Volume  
**\$83,885,099**

### 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%
Median List Price	165,450	162,000	-2.09%	165,450	162,000	-2.09%
Median Sale Price	156,000	150,000	-3.85%	156,000	150,000	-3.85%
Median Percent of Selling Price to List Price	97.66%	97.12%	-0.55%	97.66%	97.12%	-0.55%
Median Days on Market to Sale	18.00	25.50	41.67%	18.00	25.50	41.67%
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

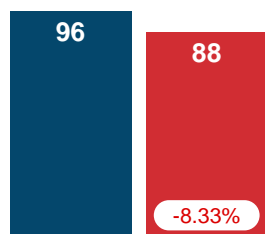
**Inventory** on January 31, 2022 = **161**

**2021** **2022**

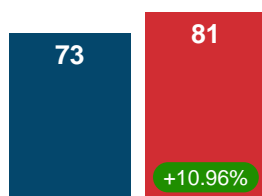
### JANUARY MARKET

### MEDIAN PRICES

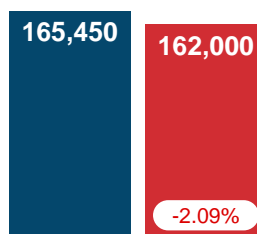
#### New Listings



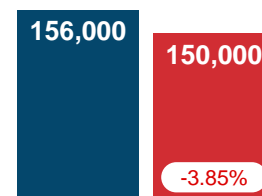
#### Pending Listings



#### List Price



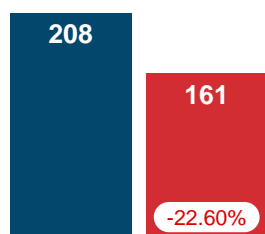
#### Sale Price



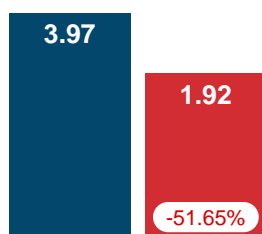
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

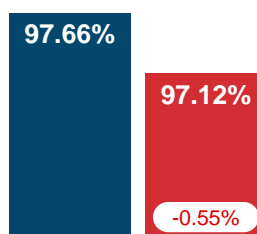
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

