

January 2023



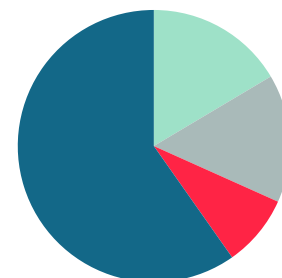
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	78	54	-30.77%
Pending Listings	81	50	-38.27%
New Listings	88	70	-20.45%
Average List Price	212,696	245,877	15.60%
Average Sale Price	202,025	229,134	13.42%
Average Percent of Selling Price to List Price	94.93%	94.46%	-0.49%
Average Days on Market to Sale	41.60	51.17	22.99%
End of Month Inventory	161	196	21.74%
Months Supply of Inventory	1.92	2.79	45.25%



■ Closed (16.46%)
■ Pending (15.24%)
■ Other OffMarket (8.54%)
■ Active (59.76%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of January 31, 2023 = **196**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **21.74%** to 196 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **2.79** 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 **13.42%** in January 2023 to \$229,134 versus the previous year at \$202,025.

Average Days on Market Lengthens

The average number of **51.17** days that homes spent on the market before selling increased by 9.56 days or **22.99%** in January 2023 compared to last year's same month at **41.60** DOM.

Sales Success for January 2023 is Positive

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

There were 70 New Listings in January 2023, down **20.45%** from last year at 88. Furthermore, there were 54 Closed Listings this month versus last year at 78, a **-30.77%** decrease.

Closed versus Listed trends yielded a **77.1%** ratio, down from previous year's, January 2022, at **88.6%**, a **12.97%** 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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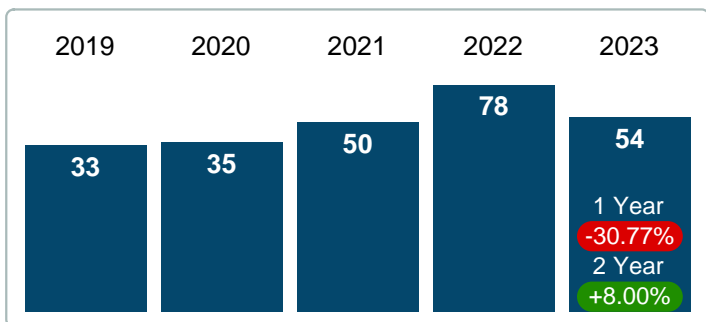
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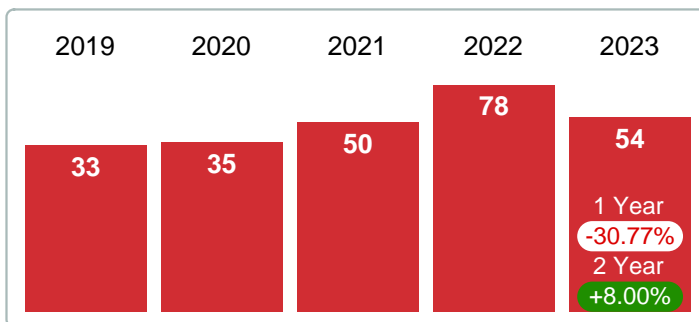
CLOSED LISTINGS

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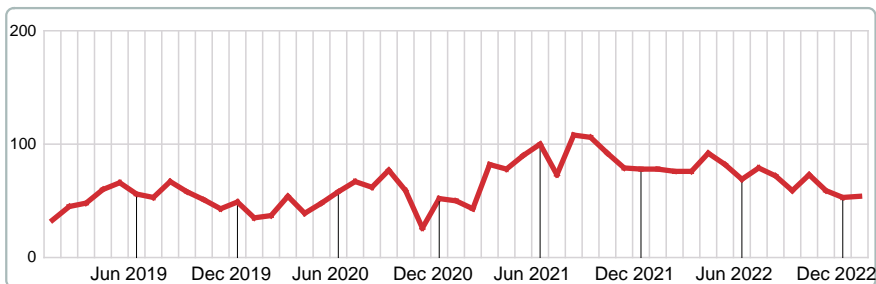
JANUARY



YEAR TO DATE (YTD)

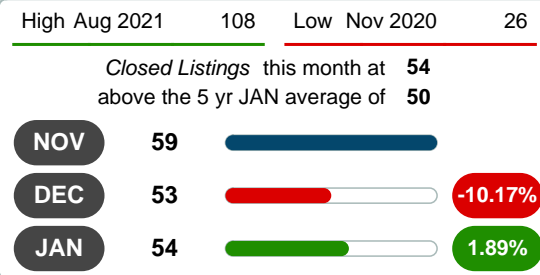


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.26%	4.2	2	2	1	0
\$75,001 - \$100,000	6	11.11%	65.5	4	1	1	0
\$100,001 - \$150,000	9	16.67%	36.0	4	3	2	0
\$150,001 - \$225,000	12	22.22%	72.6	4	6	2	0
\$225,001 - \$275,000	8	14.81%	18.0	2	6	0	0
\$275,001 - \$400,000	8	14.81%	61.6	0	6	2	0
\$400,001 and up	6	11.11%	86.2	1	4	1	0
Total Closed Units	54			17	28	9	0
Total Closed Volume	12,373,250	100%	51.2	2.53M	7.89M	1.95M	0.00B
Average Closed Price	\$229,134			\$149,018	\$281,720	\$216,867	\$0

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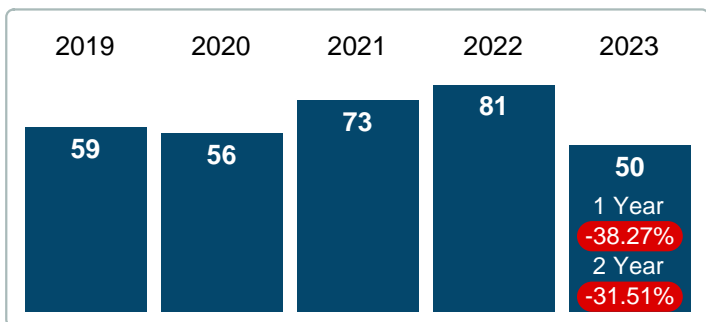
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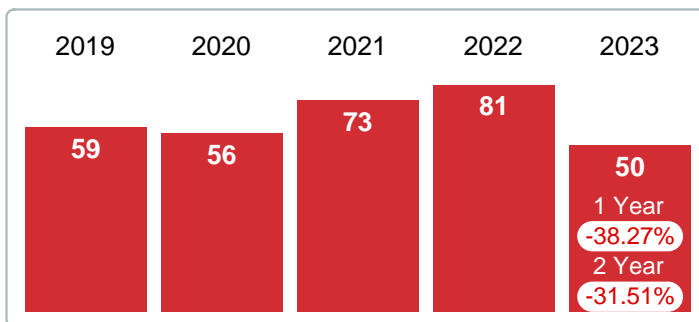
PENDING LISTINGS

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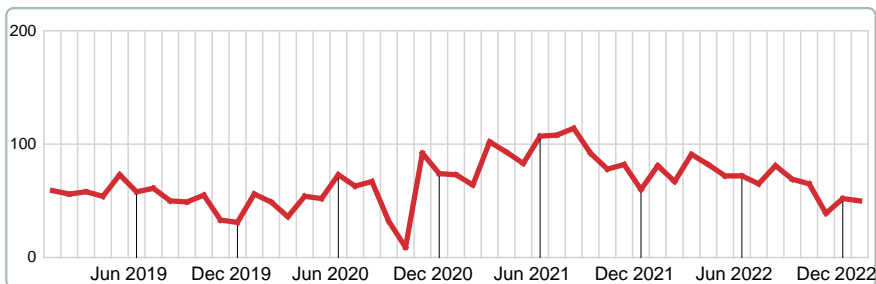
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 64

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 50 below the 5 yr JAN average of 64



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	8.00%	129.5	2	2	0	0
\$50,001 - \$75,000	5	10.00%	12.6	4	1	0	0
\$75,001 - \$125,000	8	16.00%	33.3	4	4	0	0
\$125,001 - \$225,000	12	24.00%	35.8	1	7	4	0
\$225,001 - \$275,000	9	18.00%	79.0	0	7	2	0
\$275,001 - \$400,000	7	14.00%	27.0	0	4	2	1
\$400,001 and up	5	10.00%	111.6	0	4	0	1
Total Pending Units	50			11	29	8	2
Total Pending Volume	10,886,900	100%	55.4	834.40K	7.13M	2.00M	924.90K
Average Listing Price	\$224,831			\$75,855	\$245,834	\$249,800	\$462,450

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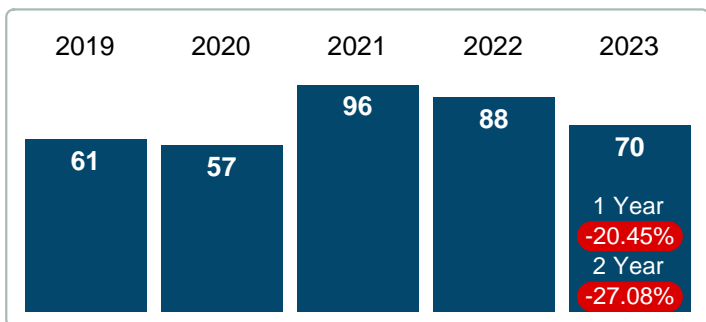
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



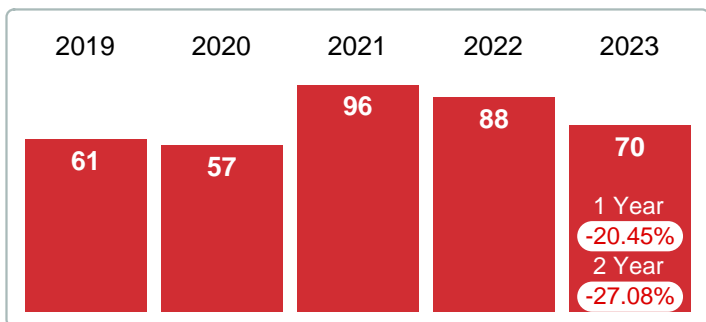
NEW LISTINGS

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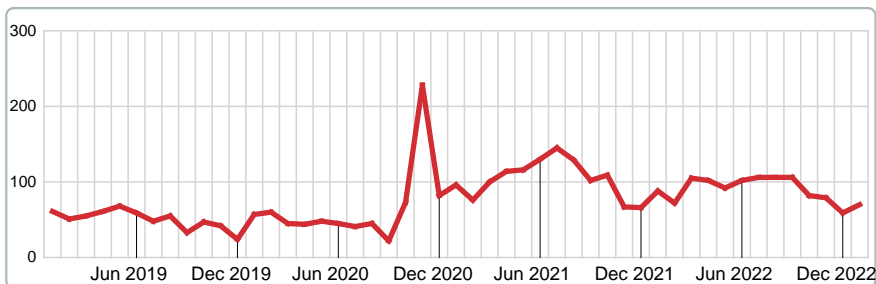
JANUARY



YEAR TO DATE (YTD)

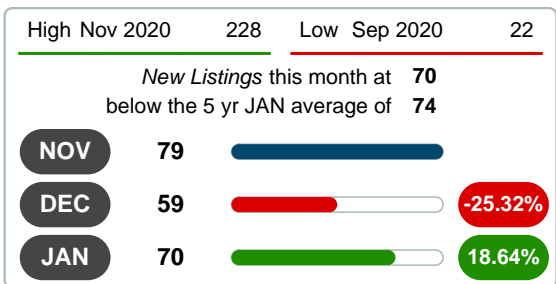


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 74



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.29%	3	0	0	0
\$50,001 - \$100,000	8	11.43%	4	3	1	0
\$100,001 - \$150,000	14	20.00%	6	6	1	1
\$150,001 - \$250,000	14	20.00%	2	10	2	0
\$250,001 - \$375,000	14	20.00%	0	9	5	0
\$375,001 - \$625,000	10	14.29%	0	4	4	2
\$625,001 and up	7	10.00%	0	6	0	1
Total New Listed Units	70		15	38	13	4
Total New Listed Volume	22,039,550	100%	1.49M	13.86M	3.83M	2.86M
Average New Listed Listing Price	\$292,909		\$99,220	\$364,680	\$294,877	\$715,000

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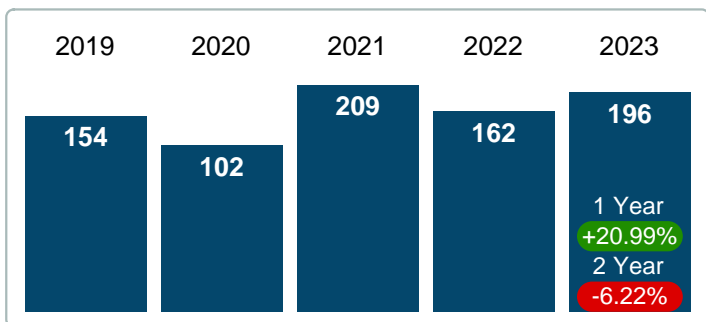
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



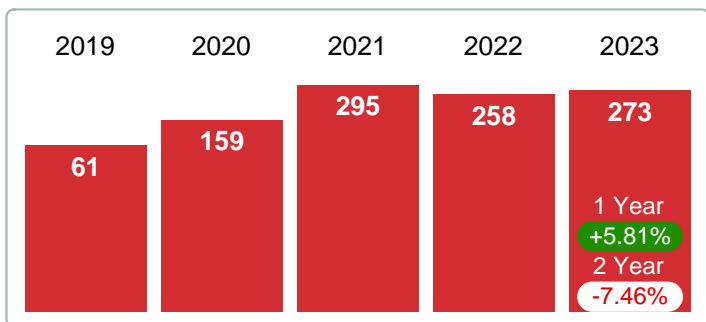
ACTIVE INVENTORY

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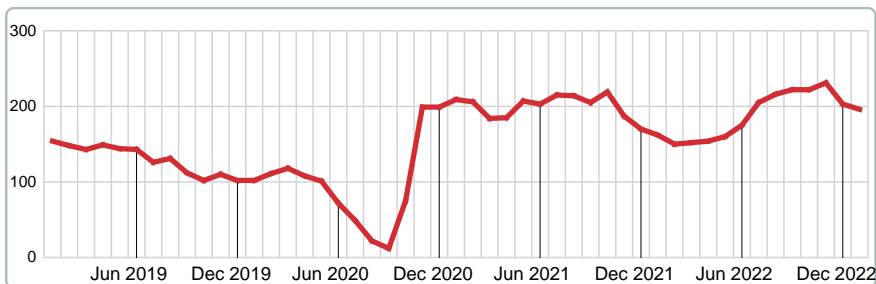
END OF JANUARY



ACTIVE DURING JANUARY

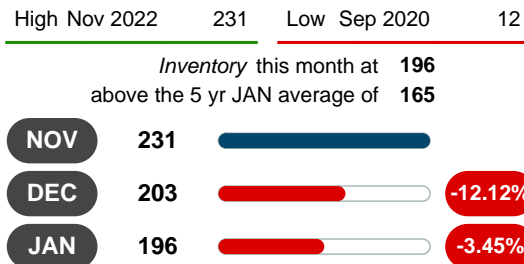


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 165



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	15	7.65%	89.1	10	4	1	0
\$50,001 - \$100,000	26	13.27%	110.3	13	11	2	0
\$100,001 - \$125,000	13	6.63%	101.0	2	10	1	0
\$125,001 - \$250,000	61	31.12%	73.2	14	40	6	1
\$250,001 - \$350,000	34	17.35%	92.0	2	22	8	2
\$350,001 - \$675,000	27	13.78%	94.0	3	14	8	2
\$675,001 and up	20	10.20%	99.1	1	13	3	3
Total Active Inventory by Units	196			45	114	29	8
Total Active Inventory by Volume	65,422,946	100%	90.0	6.44M	40.42M	12.73M	5.83M
Average Active Inventory Listing Price	\$333,791			\$143,118	\$354,600	\$438,948	\$728,588

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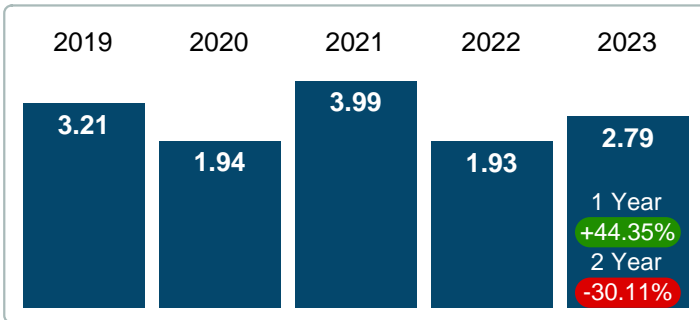
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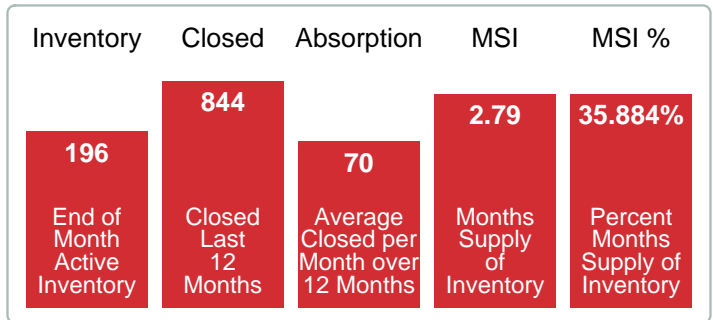
MONTHS SUPPLY of INVENTORY (MSI)

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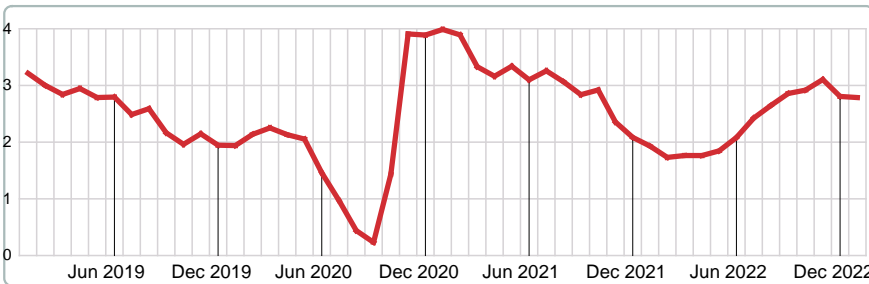
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

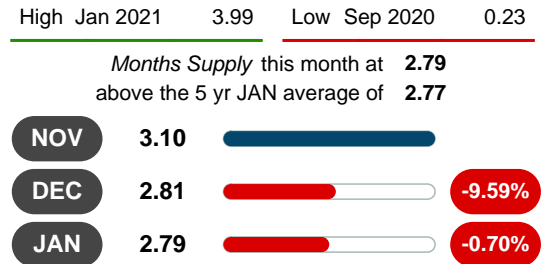


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.77



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	15	7.65%	2.31	2.11	2.40	12.00	0.00
\$50,001 - \$100,000	26	13.27%	2.48	2.40	2.64	2.67	0.00
\$100,001 - \$125,000	13	6.63%	2.14	1.04	2.61	3.00	0.00
\$125,001 - \$250,000	61	31.12%	2.09	2.95	2.13	1.09	4.00
\$250,001 - \$350,000	34	17.35%	3.64	3.00	3.72	3.43	4.80
\$350,001 - \$675,000	27	13.78%	3.77	6.00	4.42	2.67	4.00
\$675,001 and up	20	10.20%	13.33	12.00	22.29	7.20	7.20
Market Supply of Inventory (MSI)			2.79	2.49	2.99	2.34	4.57
Total Active Inventory by Units		100%	2.79	45	114	29	8

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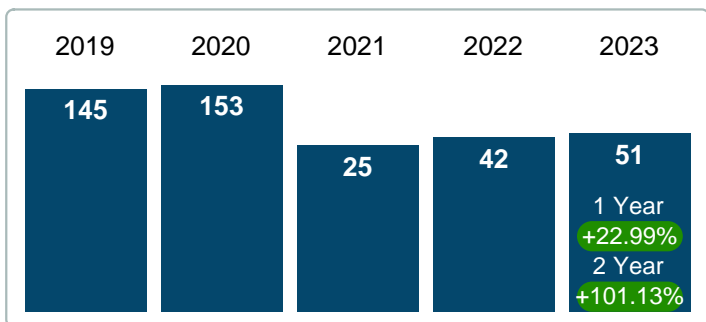
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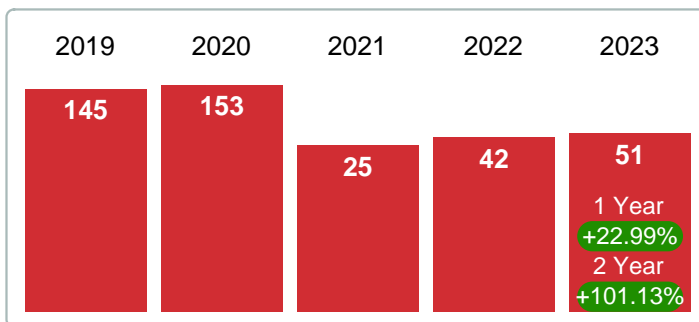
AVERAGE DAYS ON MARKET TO SALE

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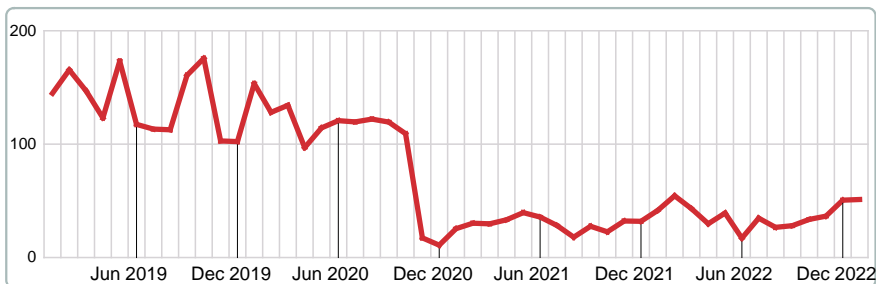
JANUARY



YEAR TO DATE (YTD)

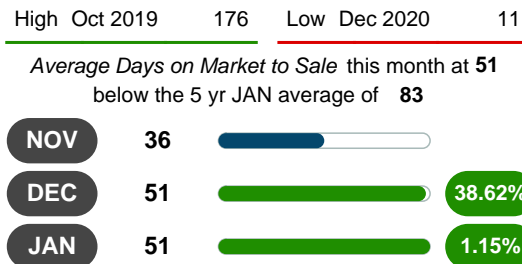


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 83



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
\$75,000 and less	9.26%	4	2	4	10	0
\$75,001 - \$100,000	11.11%	66	81	64	4	0
\$100,001 - \$150,000	16.67%	36	44	18	46	0
\$150,001 - \$225,000	22.22%	73	52	96	43	0
\$225,001 - \$275,000	14.81%	18	24	16	0	0
\$275,001 - \$400,000	14.81%	62	0	57	75	0
\$400,001 and up	11.11%	86	47	75	169	0
Average Closed DOM		51	48	52	57	0
Total Closed Units	100%	51	17	28	9	0
Total Closed Volume		12,373,250	2.53M	7.89M	1.95M	0.00B

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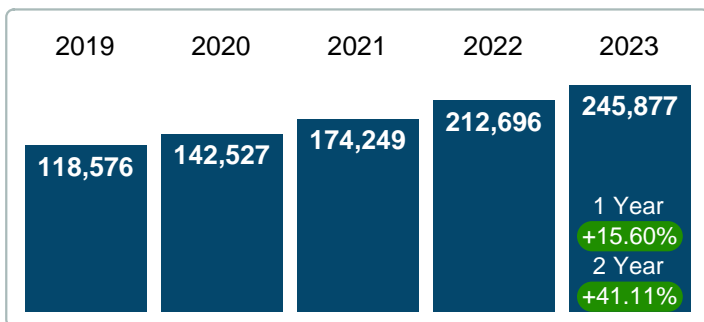
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



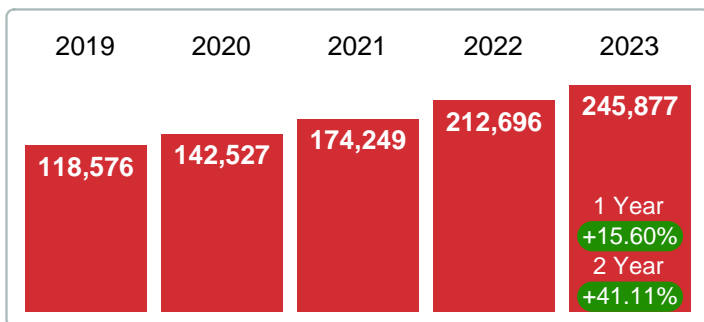
AVERAGE LIST PRICE AT CLOSING

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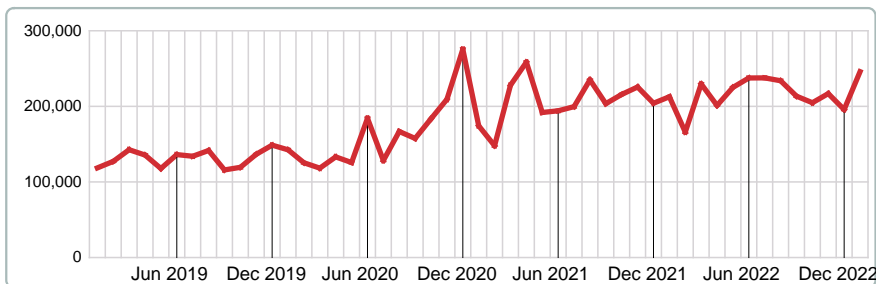
JANUARY



YEAR TO DATE (YTD)

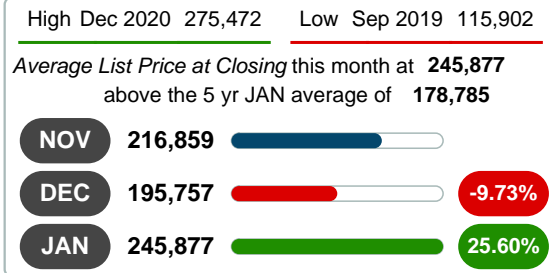


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 178,785



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
\$75,000 and less	9.26%	51,880	50,950	48,750	60,000	0
\$75,001 - \$100,000	11.11%	90,417	92,125	94,000	80,000	0
\$100,001 - \$150,000	16.67%	133,744	129,925	141,332	130,000	0
\$150,001 - \$225,000	20.37%	196,441	194,925	210,425	204,250	0
\$225,001 - \$275,000	12.96%	255,400	257,000	258,800	0	0
\$275,001 - \$400,000	18.52%	319,160	0	328,800	324,950	0
\$400,001 and up	11.11%	688,583	420,000	785,625	569,000	0
Average List Price		245,877	159,047	305,219	225,267	0
Total Closed Units	100%	245,877	17	28	9	
Total Closed Volume		13,277,344	2.70M	8.55M	2.03M	0.00B

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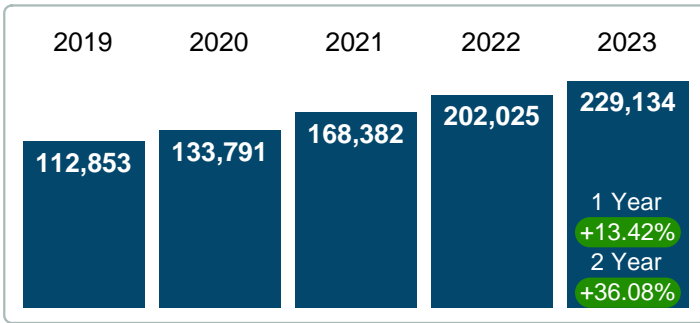
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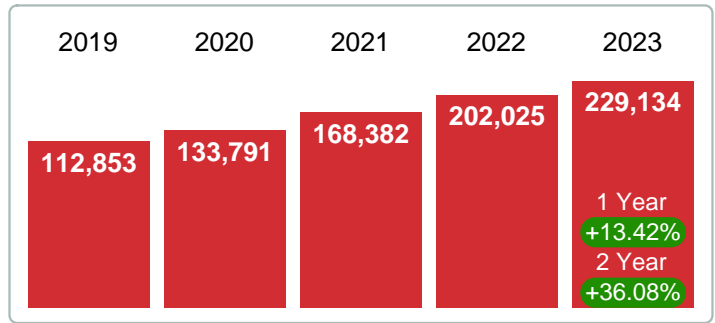
AVERAGE SOLD PRICE AT CLOSING

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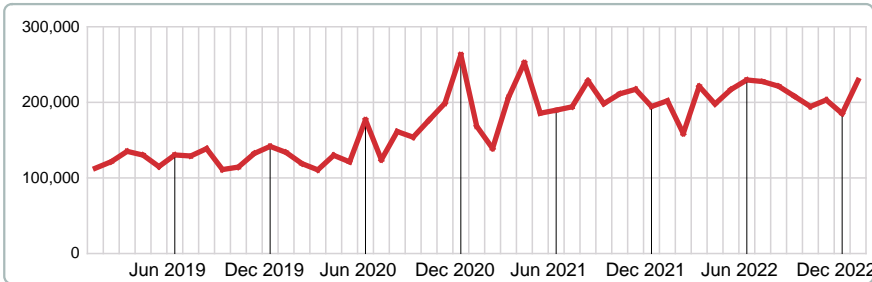
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

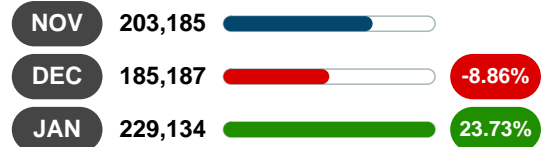


3 MONTHS

5 year JAN AVG = 169,237

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

Average Sold Price at Closing this month at **229,134** above the 5 yr JAN average of **169,237**



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
\$75,000 and less	9.26%	49,380	45,500	48,950	58,000	0
\$75,001 - \$100,000	11.11%	82,750	83,000	84,500	80,000	0
\$100,001 - \$150,000	16.67%	127,489	122,500	134,667	126,700	0
\$150,001 - \$225,000	22.22%	191,421	181,700	194,875	200,500	0
\$225,001 - \$275,000	14.81%	243,625	233,750	246,917	0	0
\$275,001 - \$400,000	14.81%	312,613	0	311,000	317,450	0
\$400,001 and up	11.11%	622,583	426,000	696,250	524,500	0
Average Sold Price		229,134	149,018	281,720	216,867	0
Total Closed Units	100%	229,134	17	28	9	
Total Closed Volume		12,373,250	2.53M	7.89M	1.95M	0.00B

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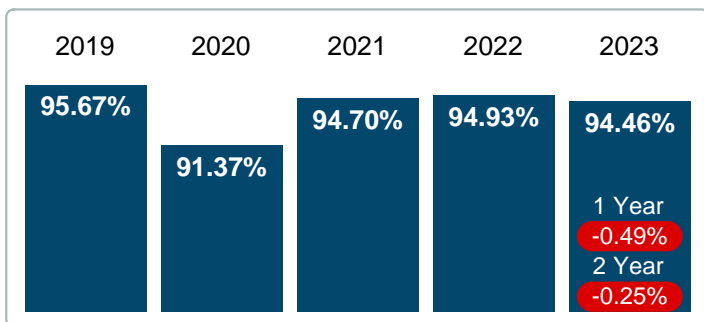
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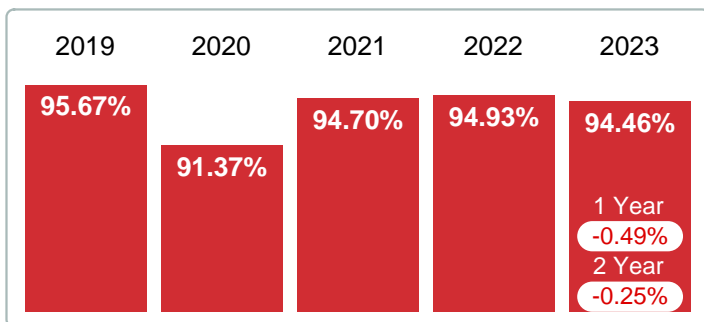
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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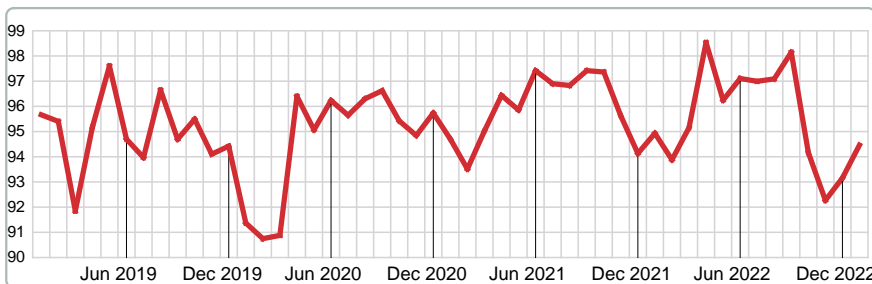
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

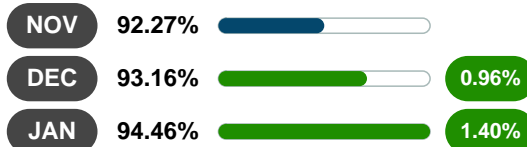


3 MONTHS

5 year JAN AVG = 94.23%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.46%** equal to 5 yr JAN average of **94.23%**



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
\$75,000 and less	5	9.26%	95.17%	89.20%	100.40%	96.67%	0.00%
\$75,001 - \$100,000	6	11.11%	91.88%	90.35%	89.89%	100.00%	0.00%
\$100,001 - \$150,000	9	16.67%	95.40%	94.19%	95.58%	97.55%	0.00%
\$150,001 - \$225,000	12	22.22%	94.47%	93.35%	94.01%	98.09%	0.00%
\$225,001 - \$275,000	8	14.81%	94.45%	91.42%	95.47%	0.00%	0.00%
\$275,001 - \$400,000	8	14.81%	95.70%	0.00%	94.98%	97.86%	0.00%
\$400,001 and up	6	11.11%	93.40%	101.43%	91.70%	92.18%	0.00%
Average Sold/List Ratio			94.50%	92.60%	94.68%	97.31%	0.00%
Total Closed Units		100%	94.50%	17	28	9	
Total Closed Volume				2.53M	7.89M	1.95M	0.00B

January 2023



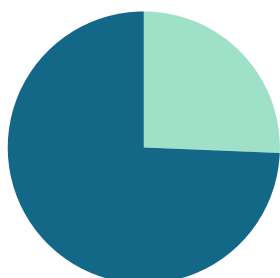
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

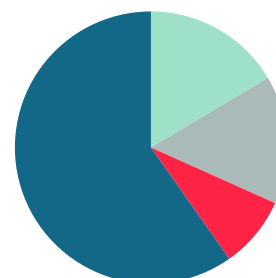


Inventory
 New Listings
70 = 25.64%
 Start Inventory
203
 Total Inventory Units
273
 Volume
\$86,261,099

Market Activity

Closed Sales
54 = 16.46%
 Pending Sales
50 = 15.24%
 Other Off Market
28 = 8.54%
 Active Inventory
196 = 59.76%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	78	54	-30.77%	78	54	-30.77%
Pending Sales	81	50	-38.27%	81	50	-38.27%
New Listings	88	70	-20.45%	88	70	-20.45%
Average List Price	212,696	245,877	15.60%	212,696	245,877	15.60%
Average Sale Price	202,025	229,134	13.42%	202,025	229,134	13.42%
Average Percent of Selling Price to List Price	94.93%	94.46%	-0.49%	94.93%	94.46%	-0.49%
Average Days on Market to Sale	41.60	51.17	22.99%	41.60	51.17	22.99%
Monthly Inventory	161	196	21.74%	161	196	21.74%
Months Supply of Inventory	1.92	2.79	45.25%	1.92	2.79	45.25%

Absorption: Last 12 months, an Average of **70** Sales/Month

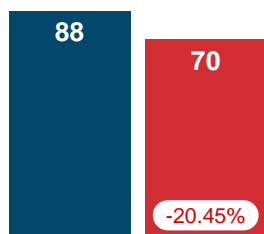
Inventory on January 31, 2023 = **196**

2022 **2023**

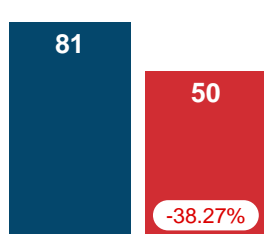
JANUARY MARKET

AVERAGE PRICES

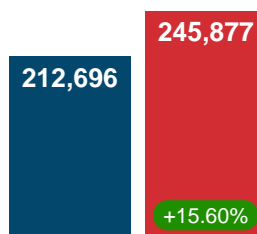
New Listings



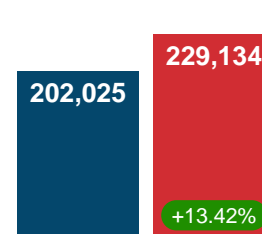
Pending Listings



List Price



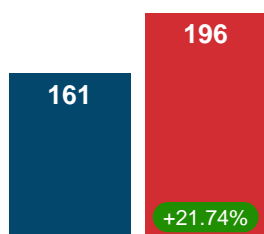
Sale Price



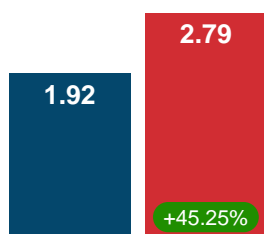
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

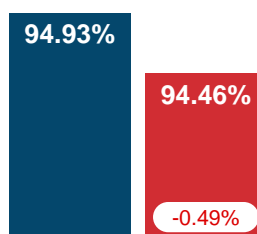
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

