

January 2024



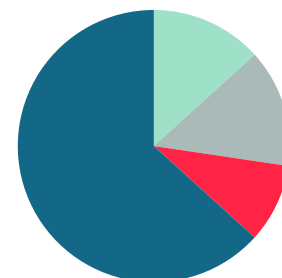
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	54	51	-5.56%
Pending Listings	50	54	8.00%
New Listings	70	97	38.57%
Average List Price	245,877	242,906	-1.21%
Average Sale Price	229,134	226,894	-0.98%
Average Percent of Selling Price to List Price	94.46%	92.20%	-2.40%
Average Days on Market to Sale	51.17	53.67	4.89%
End of Month Inventory	198	243	22.73%
Months Supply of Inventory	2.82	4.17	47.97%



■ Closed (13.28%)
■ Pending (14.06%)
■ Other OffMarket (9.38%)
■ Active (63.28%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of January 31, 2024 = **243**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **22.73%** to 243 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **4.17** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.98%** in January 2024 to \$226,894 versus the previous year at \$229,134.

Average Days on Market Lengthens

The average number of **53.67** days that homes spent on the market before selling increased by 2.50 days or **4.89%** in January 2024 compared to last year's same month at **51.17** DOM.

Sales Success for January 2024 is Positive

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

There were 97 New Listings in January 2024, up **38.57%** from last year at 70. Furthermore, there were 51 Closed Listings this month versus last year at 54, a **-5.56%** decrease.

Closed versus Listed trends yielded a **52.6%** ratio, down from previous year's, January 2023, at **77.1%**, a **31.84%** 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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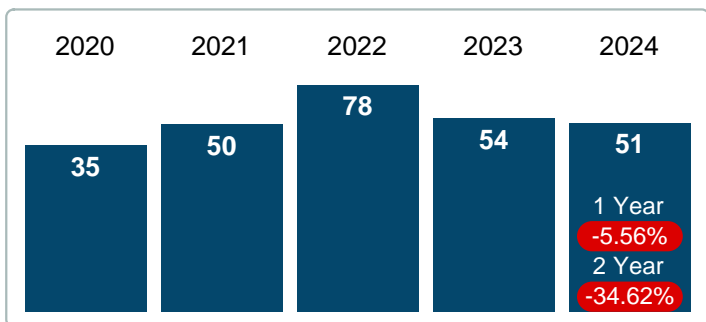
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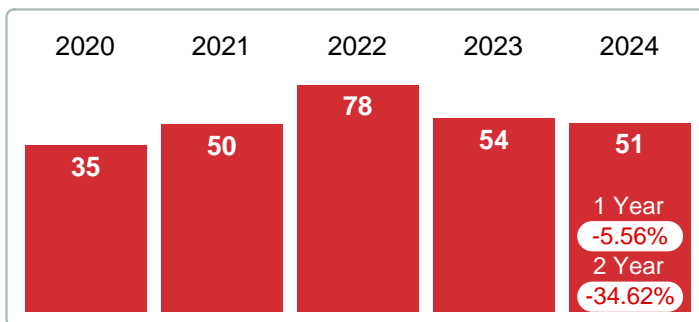
CLOSED LISTINGS

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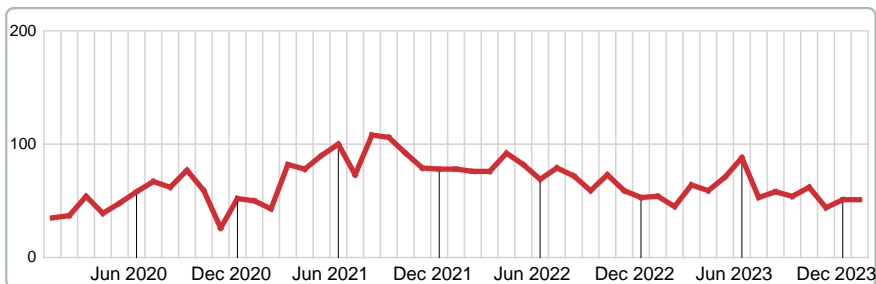
JANUARY



YEAR TO DATE (YTD)

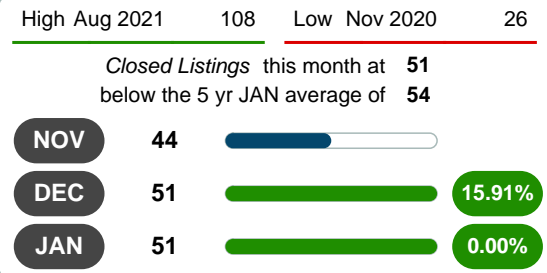


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



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	3	5.88%	30.7	2	1	0	0
\$50,001 - \$75,000	5	9.80%	49.2	2	2	1	0
\$75,001 - \$150,000	11	21.57%	32.6	6	5	0	0
\$150,001 - \$225,000	13	25.49%	69.9	3	5	5	0
\$225,001 - \$350,000	7	13.73%	77.9	1	4	2	0
\$350,001 - \$450,000	7	13.73%	49.6	0	6	1	0
\$450,001 and up	5	9.80%	47.8	0	2	2	1
Total Closed Units	51			14	25	11	1
Total Closed Volume	11,571,600	100%	53.7	1.70M	6.21M	3.06M	600.00K
Average Closed Price	\$226,894			\$121,500	\$248,244	\$278,591	\$600,000

January 2024



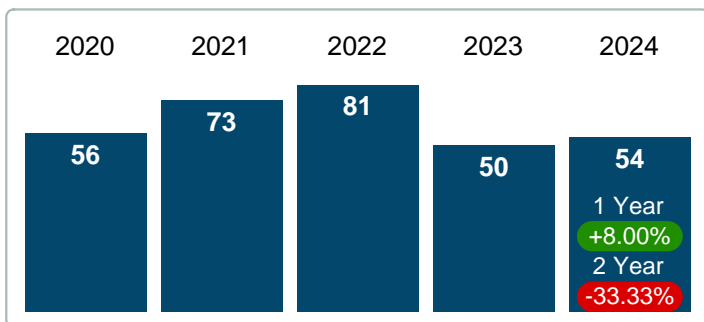
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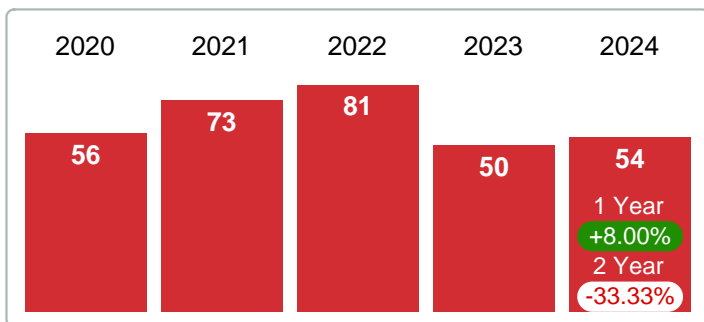
PENDING LISTINGS

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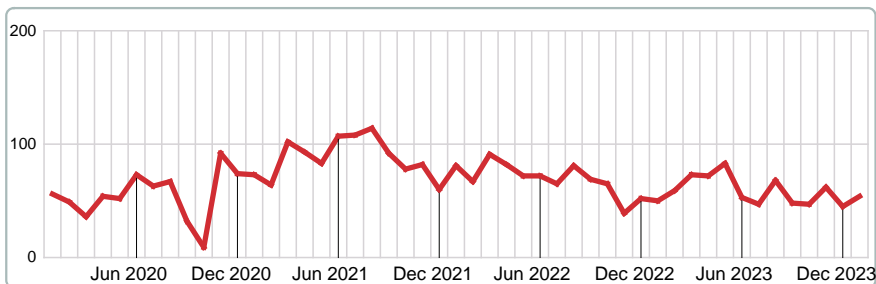
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

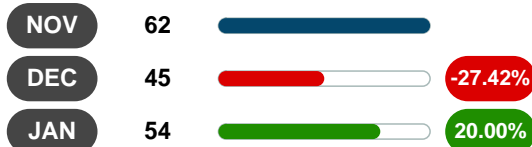


3 MONTHS

5 year JAN AVG = 63

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 54
below the 5 yr JAN average of 63



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	2	3.70%	66.0	0	2	0	0
\$75,001 - \$125,000	8	14.81%	78.9	3	5	0	0
\$125,001 - \$150,000	6	11.11%	33.7	1	4	1	0
\$150,001 - \$250,000	18	33.33%	74.8	3	13	2	0
\$250,001 - \$275,000	3	5.56%	90.0	0	2	0	1
\$275,001 - \$375,000	10	18.52%	49.6	2	7	1	0
\$375,001 and up	7	12.96%	22.6	0	4	3	0
Total Pending Units	54			9	37	7	1
Total Pending Volume	12,363,087	100%	68.6	1.70M	8.12M	2.27M	275.00K
Average Listing Price	\$216,875			\$188,533	\$219,362	\$324,986	\$275,000

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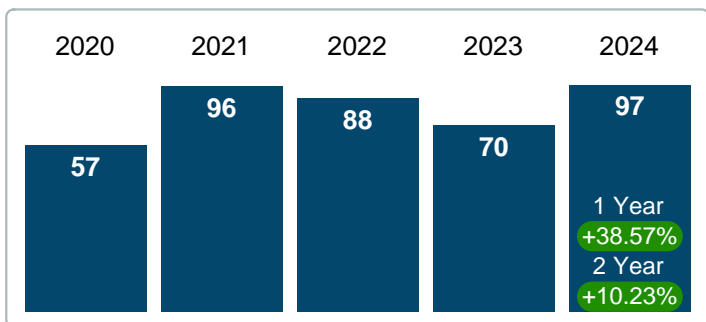
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



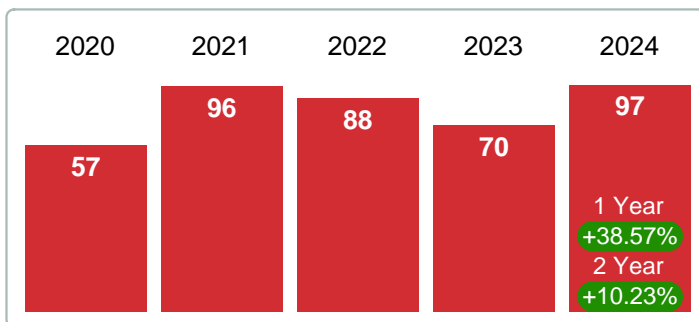
NEW LISTINGS

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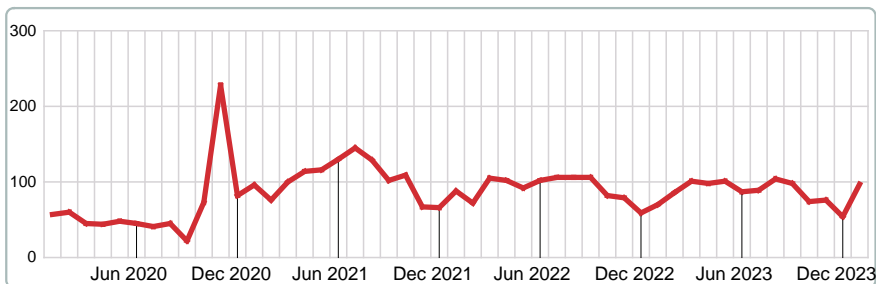
JANUARY



YEAR TO DATE (YTD)

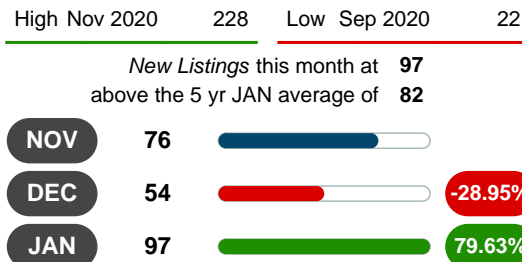


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 82



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	9.28%	7	2	0	0
\$100,001 - \$125,000	9	9.28%	6	3	0	0
\$125,001 - \$150,000	16	16.49%	8	8	0	0
\$150,001 - \$275,000	26	26.80%	4	20	2	0
\$275,001 - \$350,000	15	15.46%	2	9	3	1
\$350,001 - \$575,000	12	12.37%	2	7	3	0
\$575,001 and up	10	10.31%	2	6	1	1
Total New Listed Units	97		31	55	9	2
Total New Listed Volume	27,301,399	100%	6.90M	16.20M	3.25M	954.90K
Average New Listed Listing Price	\$255,000		\$222,435	\$294,591	\$360,944	\$477,450

January 2024



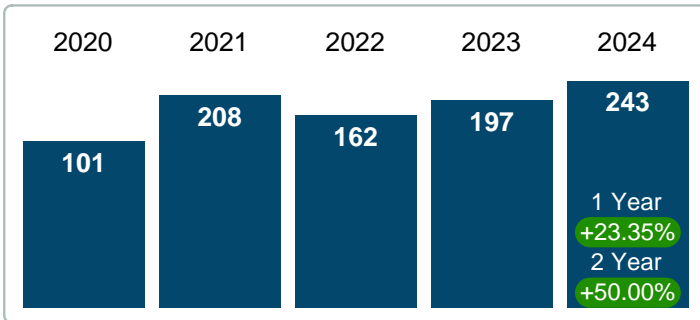
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



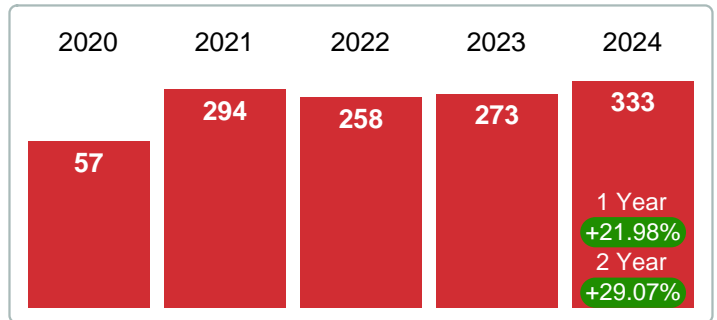
ACTIVE INVENTORY

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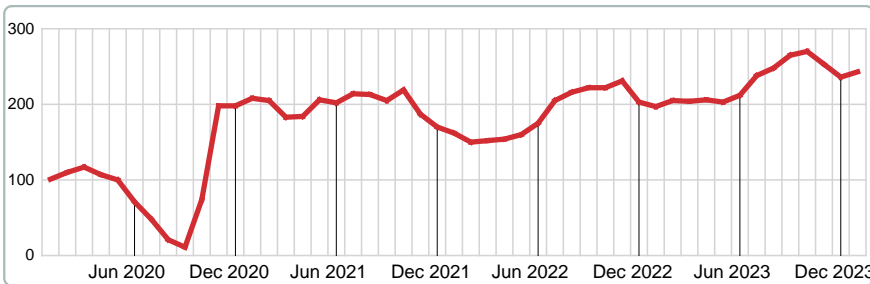
END OF JANUARY



ACTIVE DURING JANUARY

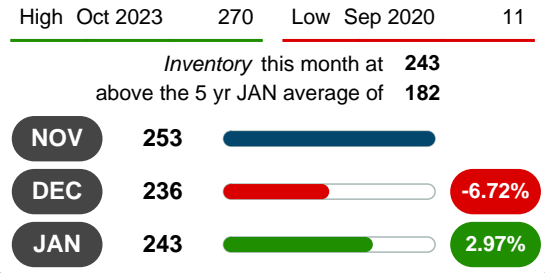


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 182



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	22	9.05%	88.0	18	3	1	0
\$100,001 - \$125,000	17	7.00%	89.6	12	5	0	0
\$125,001 - \$175,000	50	20.58%	77.5	19	26	4	1
\$175,001 - \$275,000	51	20.99%	99.9	2	40	9	0
\$275,001 - \$425,000	49	20.16%	92.8	4	26	14	5
\$425,001 - \$650,000	29	11.93%	97.7	2	14	9	4
\$650,001 and up	25	10.29%	133.0	2	13	7	3
Total Active Inventory by Units	243			59	127	44	13
Total Active Inventory by Volume	85,256,408	100%	95.2	10.79M	44.70M	22.46M	7.31M
Average Active Inventory Listing Price	\$350,849			\$182,922	\$351,940	\$510,395	\$562,323

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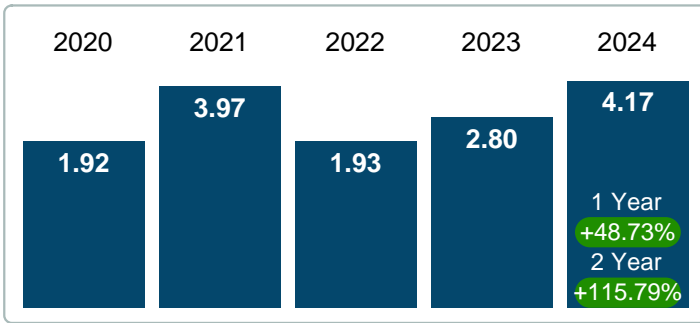
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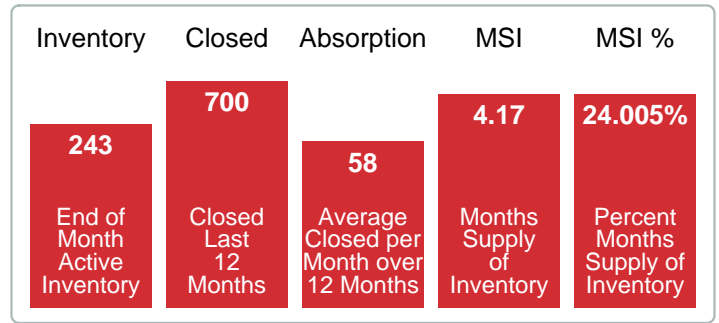
MONTHS SUPPLY of INVENTORY (MSI)

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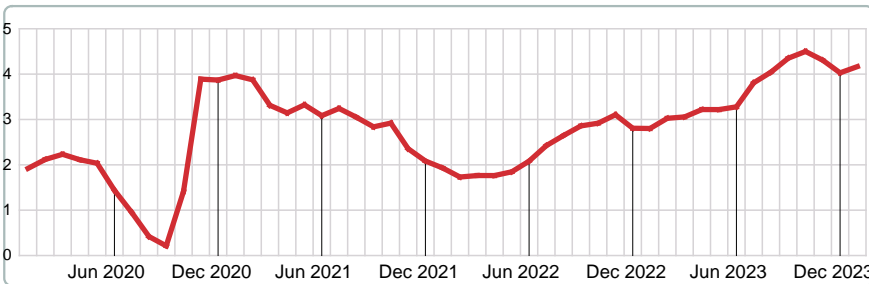
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

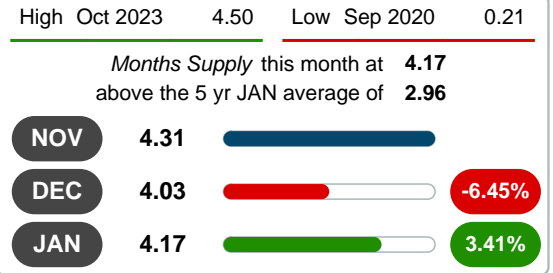


5 YEAR MARKET ACTIVITY TRENDS



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
\$100,000 and less	22	9.05%	1.76	2.43	0.69	1.71	0.00
\$100,001 - \$125,000	17	7.00%	3.40	4.80	2.40	0.00	0.00
\$125,001 - \$175,000	50	20.58%	4.72	7.35	4.05	2.82	6.00
\$175,001 - \$275,000	51	20.99%	3.01	1.26	3.50	2.45	0.00
\$275,001 - \$425,000	49	20.16%	5.39	8.00	4.52	6.00	10.00
\$425,001 - \$650,000	29	11.93%	9.16	12.00	9.33	7.20	16.00
\$650,001 and up	25	10.29%	23.08	0.00	39.00	14.00	12.00
Market Supply of Inventory (MSI)			4.17	4.00	3.99	4.33	8.21
Total Active Inventory by Units		100%	4.17	59	127	44	13

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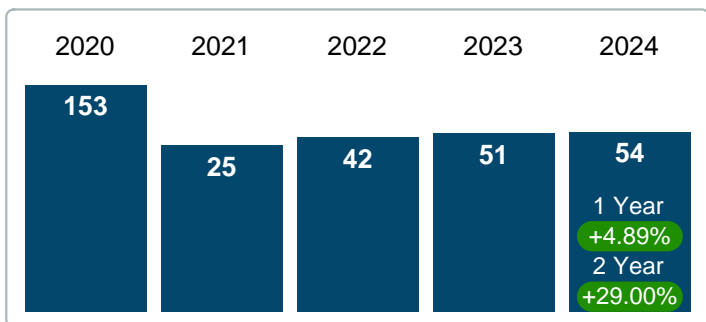
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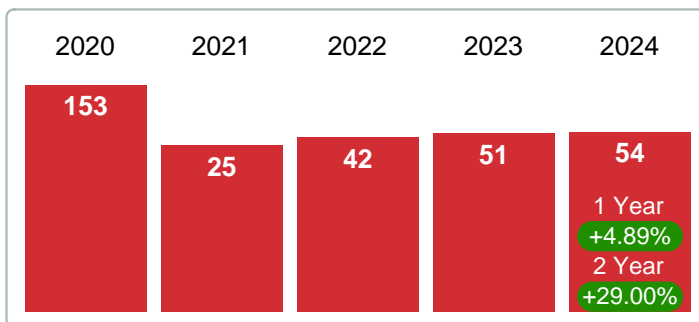
AVERAGE DAYS ON MARKET TO SALE

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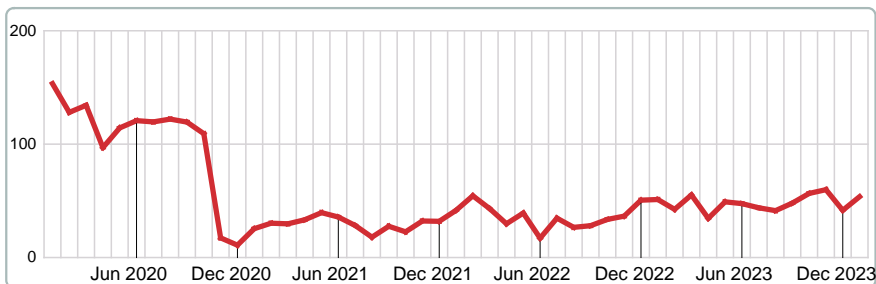
JANUARY



YEAR TO DATE (YTD)

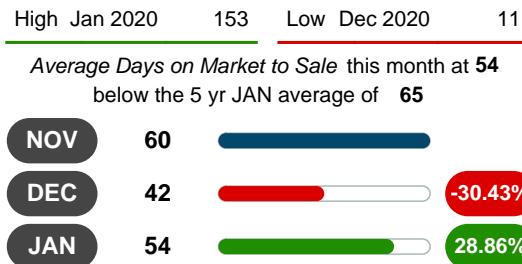


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65



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	5.88%	31	22	48	0	0
\$50,001 - \$75,000	9.80%	49	83	14	54	0
\$75,001 - \$150,000	21.57%	33	17	51	0	0
\$150,001 - \$225,000	25.49%	70	43	80	76	0
\$225,001 - \$350,000	13.73%	78	5	131	9	0
\$350,001 - \$450,000	13.73%	50	0	58	1	0
\$450,001 and up	9.80%	48	0	43	74	6
Average Closed DOM		54	32	67	55	6
Total Closed Units	100%	54	14	25	11	1
Total Closed Volume		11,571,600	1.70M	6.21M	3.06M	600.00K

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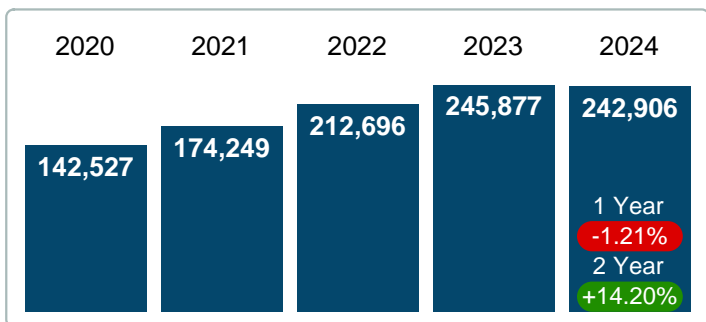
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



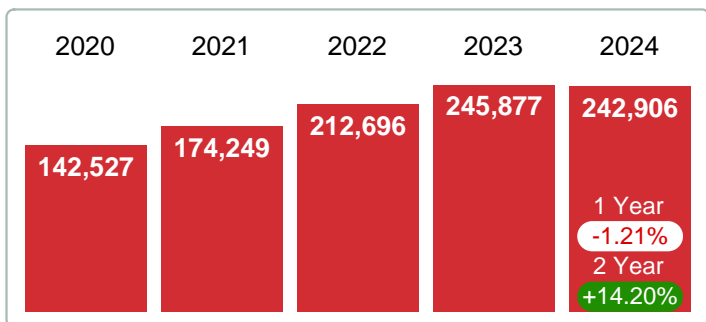
AVERAGE LIST PRICE AT CLOSING

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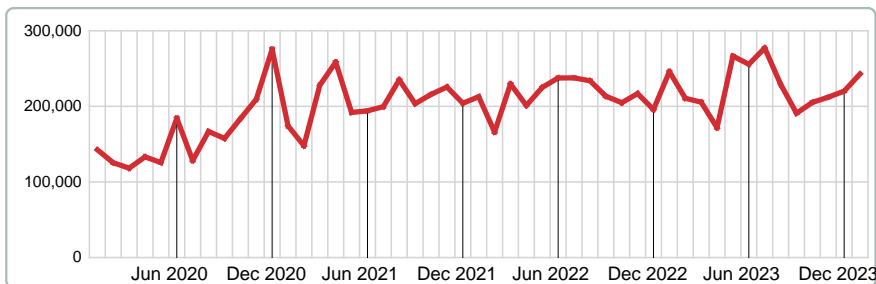
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

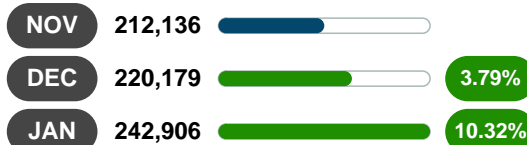


3 MONTHS

5 year JAN AVG = 203,651

High Jul 2023 277,091 Low Mar 2020 118,240

Average List Price at Closing this month at **242,906**
above the 5 yr JAN average of **203,651**



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	3.92%	32,400	48,700	24,900	0	0
\$50,001 - \$75,000	5.88%	69,167	80,000	77,000	95,000	0
\$75,001 - \$150,000	27.45%	103,200	105,650	110,380	0	0
\$150,001 - \$225,000	21.57%	186,936	230,000	191,740	192,500	0
\$225,001 - \$350,000	15.69%	278,588	295,000	322,450	259,450	0
\$350,001 - \$450,000	11.76%	412,117	0	438,633	435,000	0
\$450,001 and up	13.73%	559,057	0	519,950	612,250	625,000
Average List Price		242,906	134,021	266,040	294,173	625,000
Total Closed Units	100%	242,906	14	25	11	1
Total Closed Volume		12,388,200	1.88M	6.65M	3.24M	625.00K

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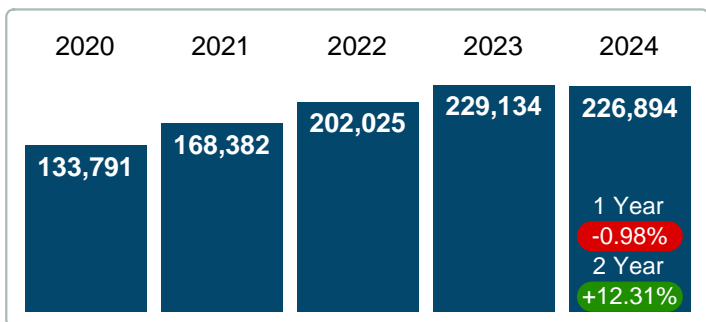
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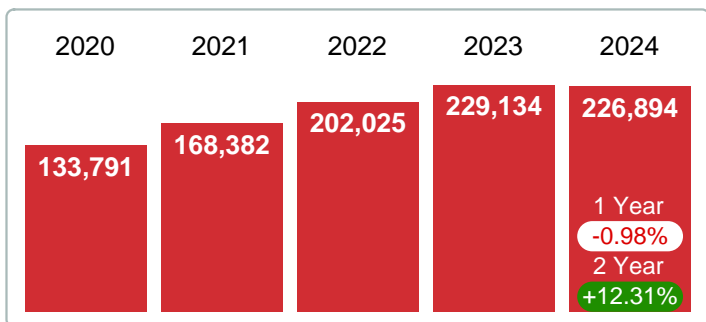
AVERAGE SOLD PRICE AT CLOSING

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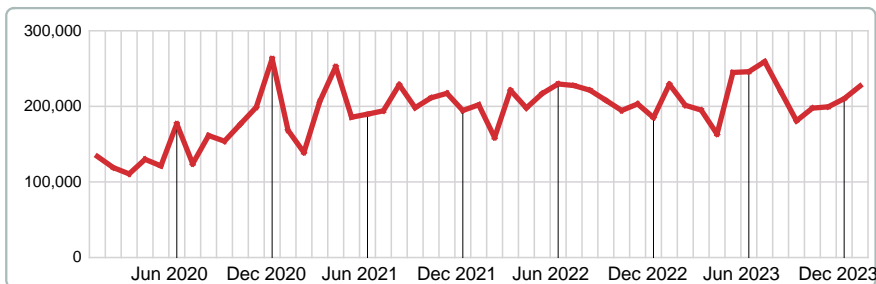
JANUARY



YEAR TO DATE (YTD)

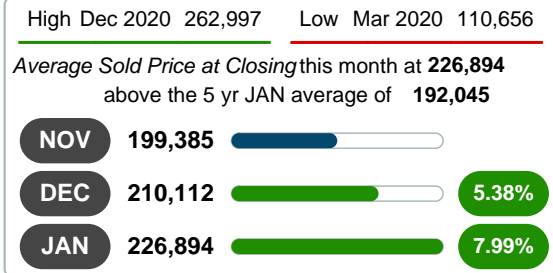


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 192,045



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	3	5.88%	30,833	38,750	15,000	0		
\$50,001 - \$75,000	5	9.80%	70,600	66,500	72,500	75,000		
\$75,001 - \$150,000	11	21.57%	101,064	99,000	103,540	0		
\$150,001 - \$225,000	13	25.49%	186,500	195,500	189,900	177,700		
\$225,001 - \$350,000	7	13.73%	280,843	310,000	289,975	248,000		
\$350,001 - \$450,000	7	13.73%	412,000	0	408,167	435,000		
\$450,001 and up	5	9.80%	548,000	0	485,000	585,000		
Average Sold Price		226,894		121,500	248,244	278,591	600,000	
Total Closed Units		51	100%	226,894	14	25	11	1
Total Closed Volume		11,571,600			1.70M	6.21M	3.06M	600.00K

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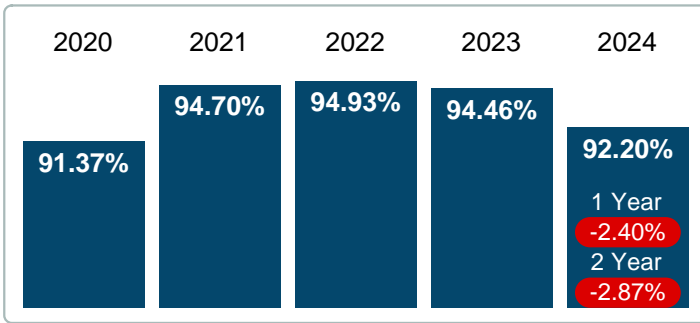
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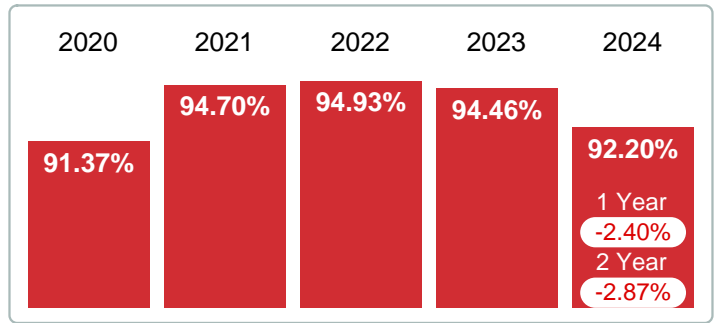
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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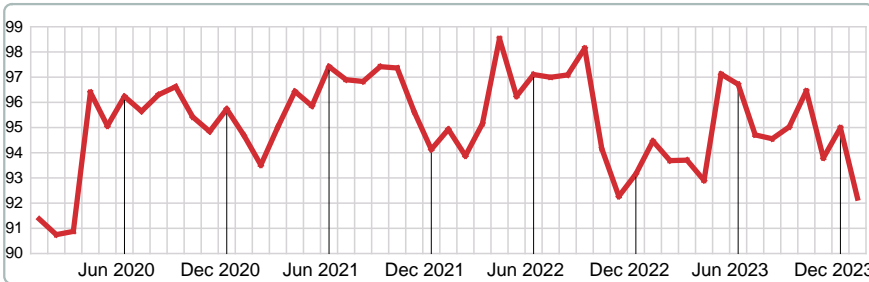
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

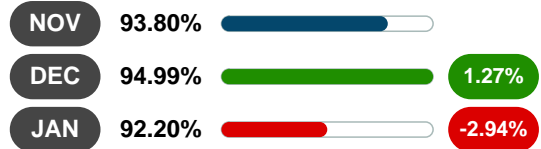


3 MONTHS

5 year JAN AVG = 93.53%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **92.20%**
below the 5 yr JAN average of **93.53%**



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	3	5.88%	72.68%	78.90%	60.24%	0.00%	0.00%
\$50,001 - \$75,000	5	9.80%	86.94%	83.57%	94.30%	78.95%	0.00%
\$75,001 - \$150,000	11	21.57%	93.58%	93.90%	93.20%	0.00%	0.00%
\$150,001 - \$225,000	13	25.49%	94.11%	89.11%	99.06%	92.16%	0.00%
\$225,001 - \$350,000	7	13.73%	94.49%	105.08%	91.29%	95.59%	0.00%
\$350,001 - \$450,000	7	13.73%	94.48%	0.00%	93.56%	100.00%	0.00%
\$450,001 and up	5	9.80%	94.77%	0.00%	93.42%	95.51%	96.00%
Average Sold/List Ratio		92.20%		90.05%	92.94%	92.91%	96.00%
Total Closed Units		51	100%	14	25	11	1
Total Closed Volume		11,571,600		1.70M	6.21M	3.06M	600.00K

January 2024



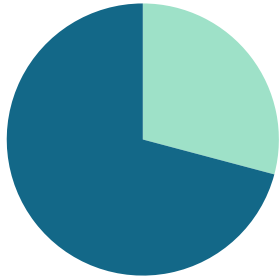
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

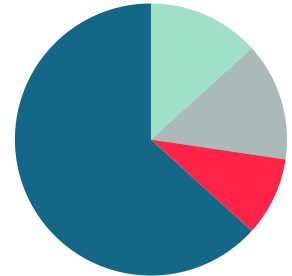


Inventory
 New Listings
97 = 29.13%
 Start Inventory
236
 Total Inventory Units
333
 Volume
\$109,588,973

Market Activity

Closed Sales
51 = 13.28%
 Pending Sales
54 = 14.06%
 Other Off Market
36 = 9.38%
 Active Inventory
243 = 63.28%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	54	51	-5.56%	54	51	-5.56%
Pending Sales	50	54	8.00%	50	54	8.00%
New Listings	70	97	38.57%	70	97	38.57%
Average List Price	245,877	242,906	-1.21%	245,877	242,906	-1.21%
Average Sale Price	229,134	226,894	-0.98%	229,134	226,894	-0.98%
Average Percent of Selling Price to List Price	94.46%	92.20%	-2.40%	94.46%	92.20%	-2.40%
Average Days on Market to Sale	51.17	53.67	4.89%	51.17	53.67	4.89%
Monthly Inventory	198	243	22.73%	198	243	22.73%
Months Supply of Inventory	2.82	4.17	47.97%	2.82	4.17	47.97%

Absorption: Last 12 months, an Average of **58** Sales/Month

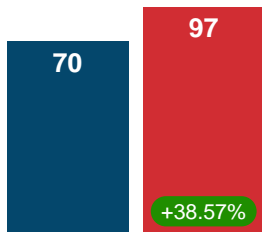
Inventory on January 31, 2024 = **243**

2023 **2024**

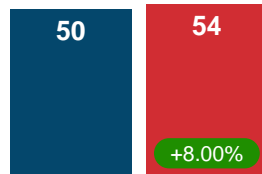
JANUARY MARKET

AVERAGE PRICES

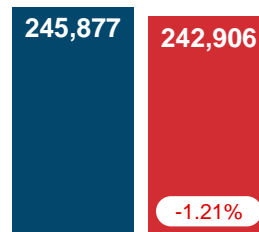
New Listings



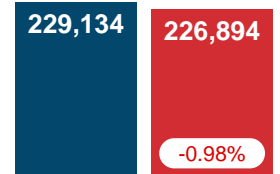
Pending Listings



List Price



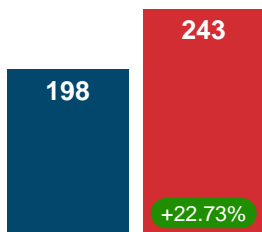
Sale Price



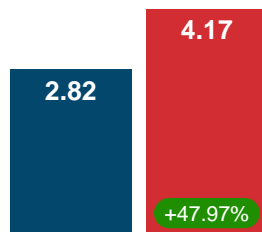
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

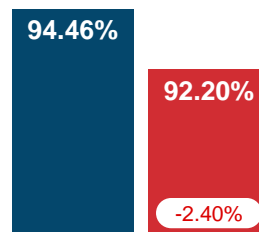
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

