

January 2024



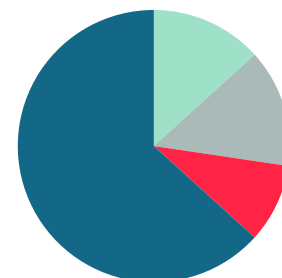
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	199,700	189,900	-4.91%
Median Sale Price	192,000	180,000	-6.25%
Median Percent of Selling Price to List Price	95.97%	95.48%	-0.52%
Median Days on Market to Sale	33.00	42.00	27.27%
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.

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 **6.25%** in January 2024 to \$180,000 versus the previous year at \$192,000.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 9.00 days or **27.27%** in January 2024 compared to last year's same month at **33.00** DOM.

Sales Success for January 2024 is Positive

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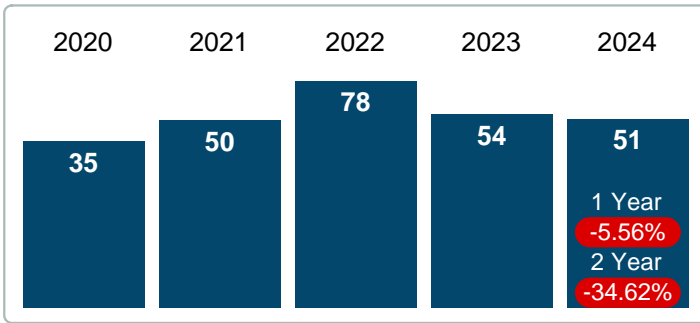
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



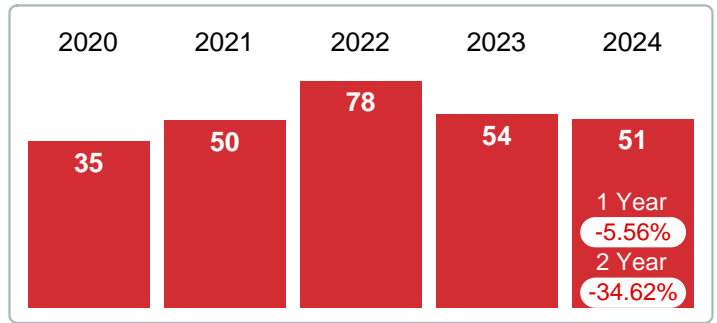
CLOSED LISTINGS

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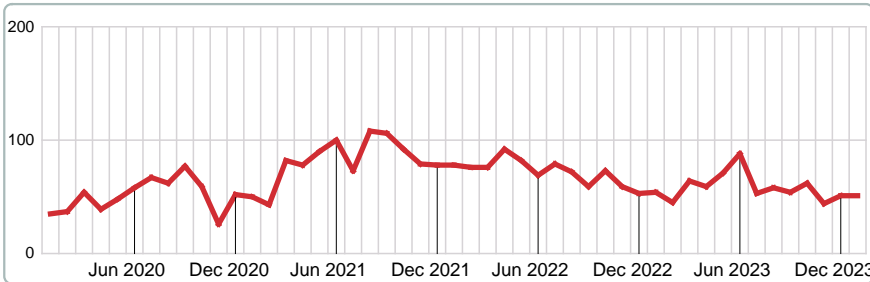
JANUARY



YEAR TO DATE (YTD)

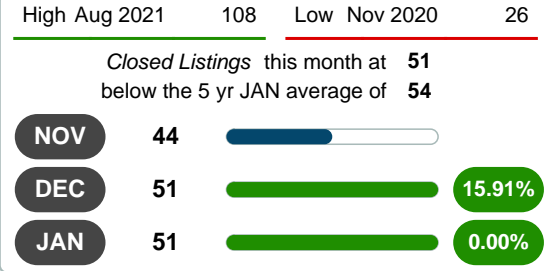


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



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	3	5.88%	42.0	2	1	0	0
\$50,001 - \$75,000	5	9.80%	26.0	2	2	1	0
\$75,001 - \$150,000	11	21.57%	8.0	6	5	0	0
\$150,001 - \$225,000	13	25.49%	51.0	3	5	5	0
\$225,001 - \$350,000	7	13.73%	77.0	1	4	2	0
\$350,001 - \$450,000	7	13.73%	33.0	0	6	1	0
\$450,001 and up	5	9.80%	73.0	0	2	2	1
Total Closed Units	51			14	25	11	1
Total Closed Volume	11,571,600	100%	42.0	1.70M	6.21M	3.06M	600.00K
Median Closed Price	\$180,000			\$96,500	\$225,000	\$212,500	\$600,000

January 2024



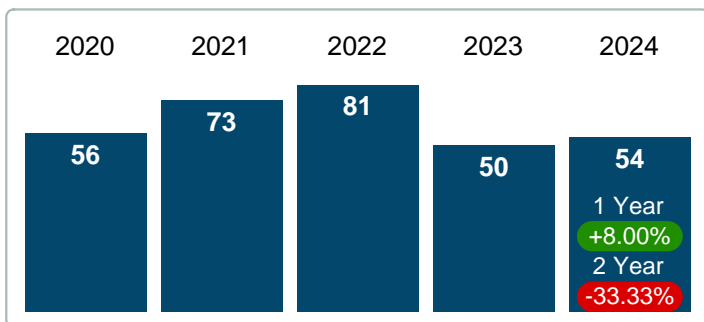
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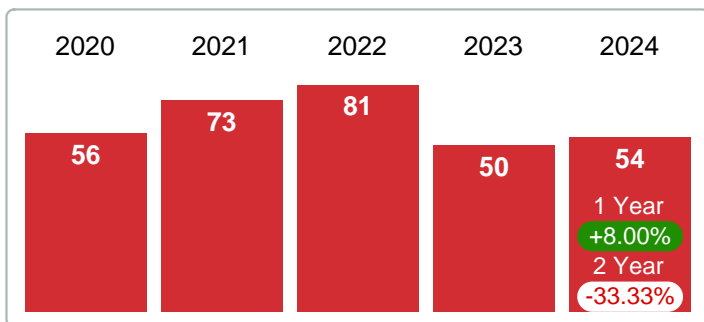
PENDING LISTINGS

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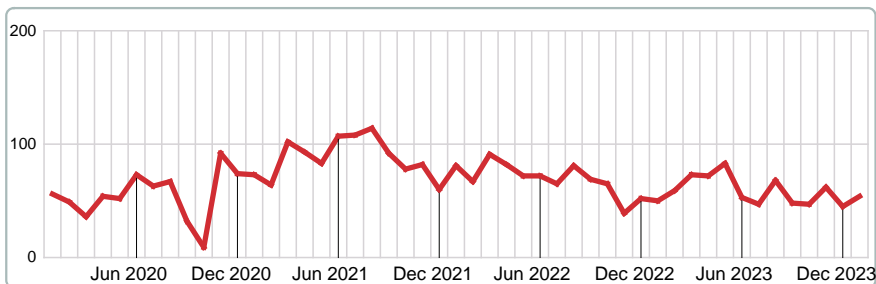
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

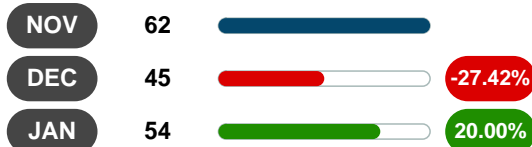


3 MONTHS

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		%	MDOM	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%	64.0	3	5	0	0
\$125,001 - \$150,000	6	11.11%	22.5	1	4	1	0
\$150,001 - \$250,000	18	33.33%	67.5	3	13	2	0
\$250,001 - \$275,000	3	5.56%	57.0	0	2	0	1
\$275,001 - \$375,000	10	18.52%	35.5	2	7	1	0
\$375,001 and up	7	12.96%	16.0	0	4	3	0
Total Pending Units	54			9	37	7	1
Total Pending Volume	12,363,087	100%	48.0	1.70M	8.12M	2.27M	275.00K
Median Listing Price	\$207,450			\$180,000	\$185,000	\$332,500	\$275,000

January 2024



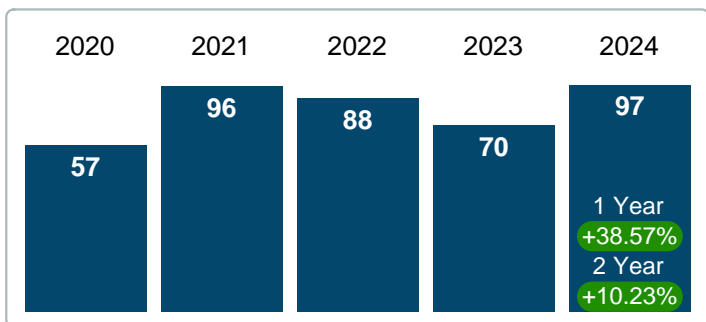
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



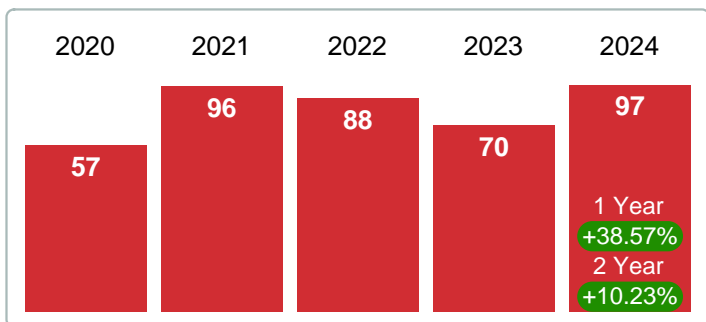
NEW LISTINGS

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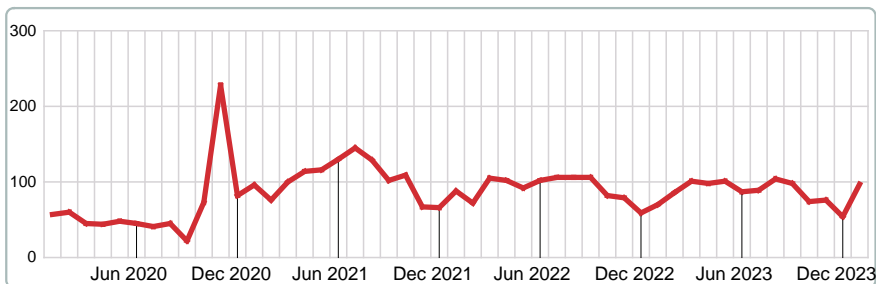
JANUARY



YEAR TO DATE (YTD)

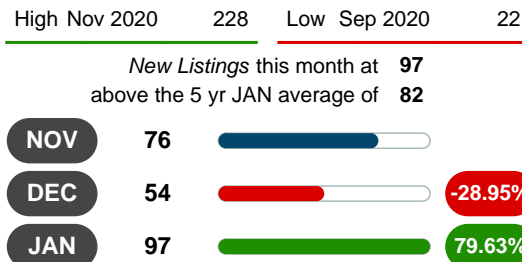


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$209,900		\$135,000	\$239,500	\$349,000	\$477,450

January 2024



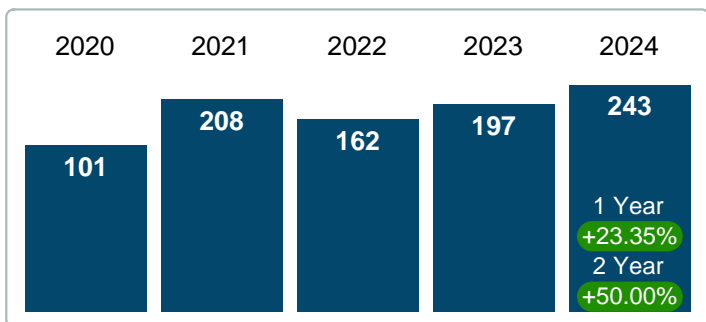
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



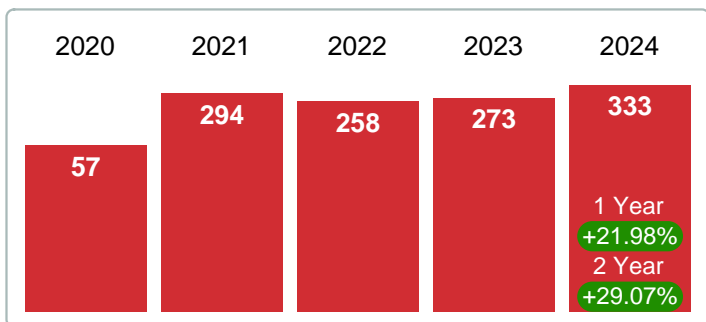
ACTIVE INVENTORY

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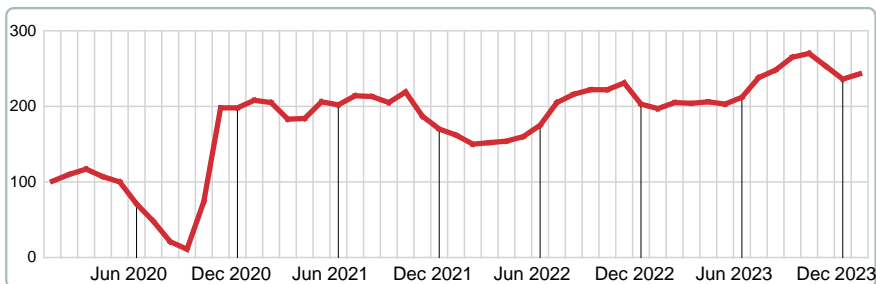
END OF JANUARY



ACTIVE DURING JANUARY

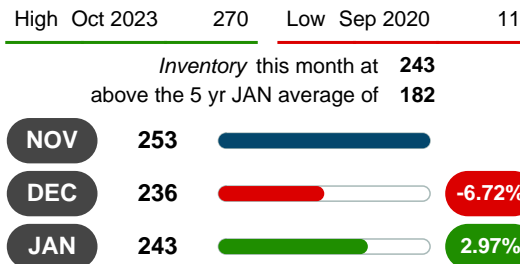


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 182



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	22	9.05%	84.5	18	3	1	0	
\$100,001 - \$125,000	17	7.00%	23.0	12	5	0	0	
\$125,001 - \$175,000	50	20.58%	60.0	19	26	4	1	
\$175,001 - \$275,000	51	20.99%	105.0	2	40	9	0	
\$275,001 - \$425,000	49	20.16%	68.0	4	26	14	5	
\$425,001 - \$650,000	29	11.93%	76.0	2	14	9	4	
\$650,001 and up	25	10.29%	140.0	2	13	7	3	
Total Active Inventory by Units		243		59	127	44	13	
Total Active Inventory by Volume		85,256,408	100%	77.0	10.79M	44.70M	22.46M	7.31M
Median Active Inventory Listing Price		\$239,500			\$120,000	\$249,000	\$357,000	\$499,000

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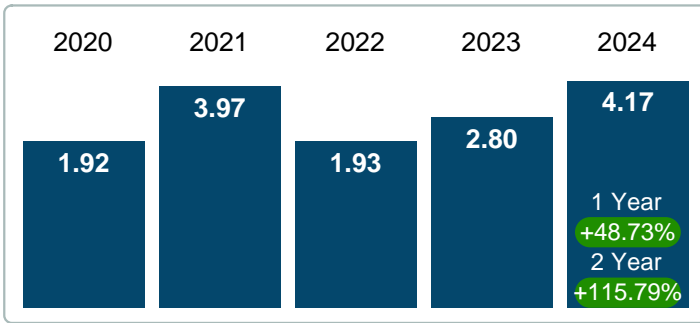
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



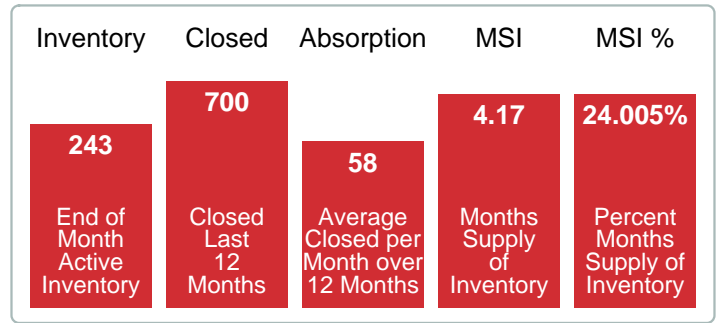
MONTHS SUPPLY of INVENTORY (MSI)

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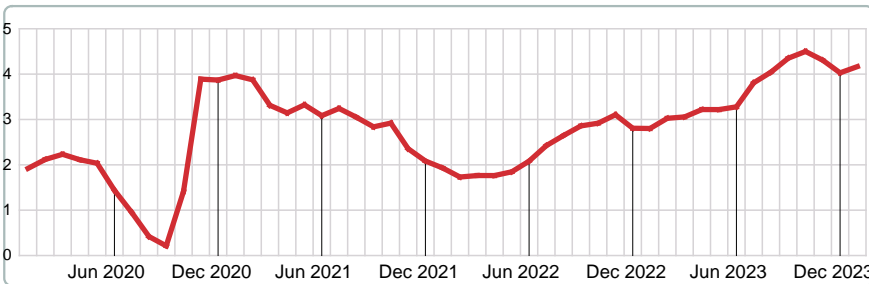
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

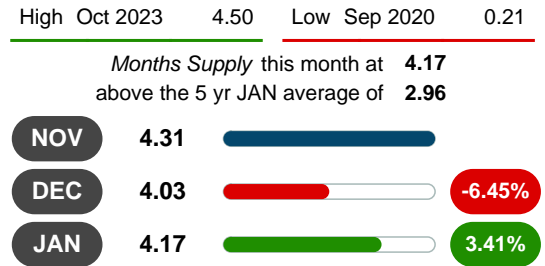


5 YEAR MARKET ACTIVITY TRENDS



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

January 2024



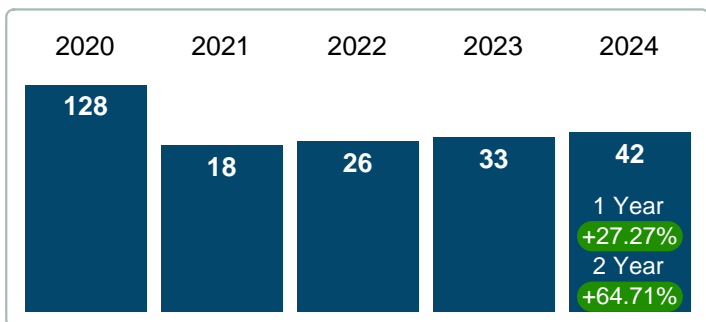
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



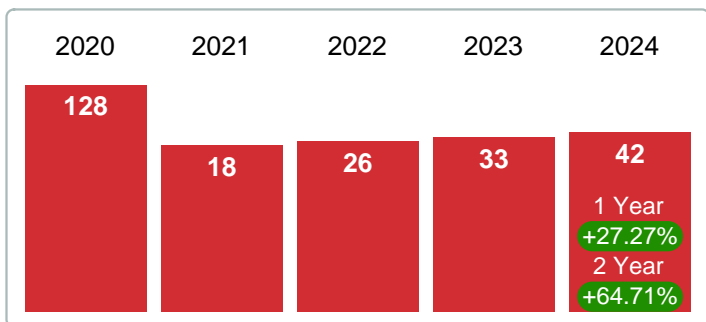
MEDIAN DAYS ON MARKET TO SALE

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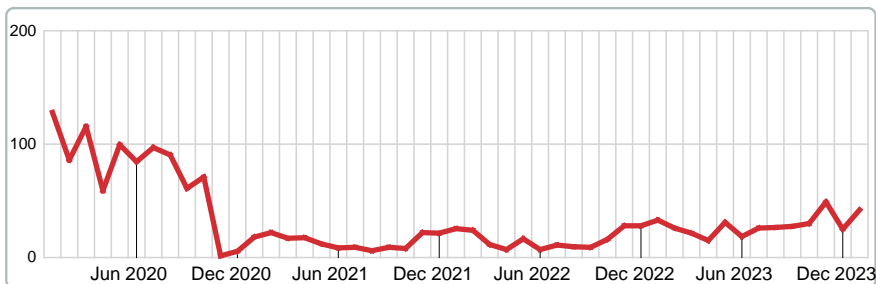
JANUARY



YEAR TO DATE (YTD)

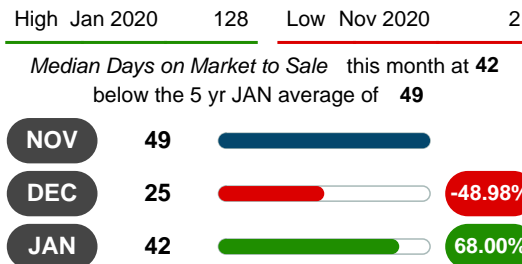


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



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	5.88%	42	22	48	0	0
\$50,001 - \$75,000	9.80%	26	83	14	54	0
\$75,001 - \$150,000	21.57%	8	7	47	0	0
\$150,001 - \$225,000	25.49%	51	51	57	50	0
\$225,001 - \$350,000	13.73%	77	5	103	9	0
\$350,001 - \$450,000	13.73%	33	0	41	1	0
\$450,001 and up	9.80%	73	0	43	74	6
Median Closed DOM		42	17	49	50	6
Total Closed Units	100%	51	14	25	11	1
Total Closed Volume		11,571,600	1.70M	6.21M	3.06M	600.00K

January 2024



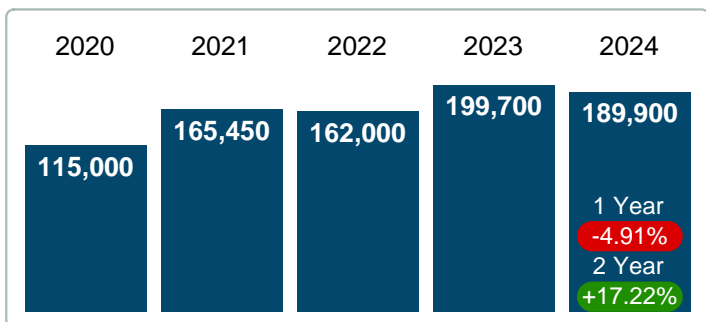
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



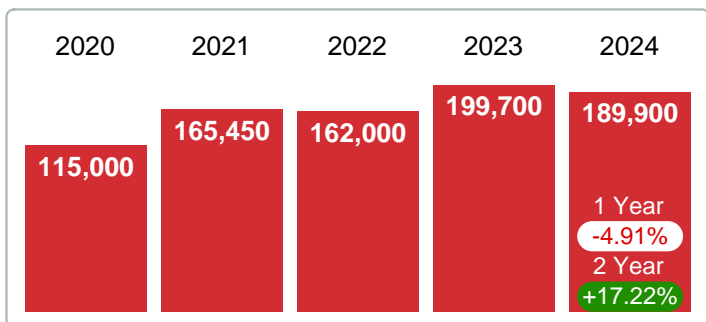
MEDIAN LIST PRICE AT CLOSING

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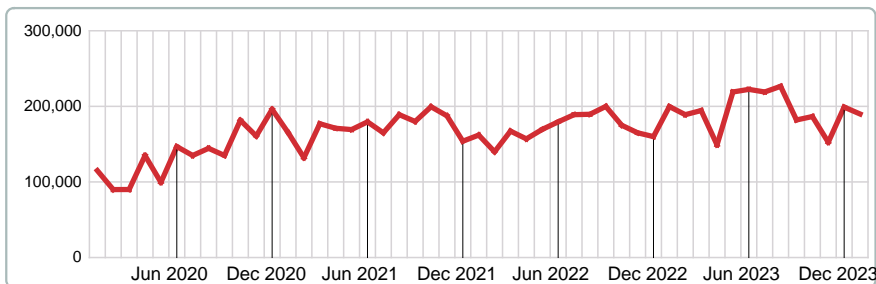
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 166,410

High Aug 2023 226,500 Low Feb 2020 89,900

Median List Price at Closing this month at **189,900**
above the 5 yr JAN average of **166,410**

NOV	152,498	<div style="width: 70%;"></div>
DEC	199,000	<div style="width: 100%;"></div> 30.49%
JAN	189,900	<div style="width: 100%;"></div> -4.57%

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	3.92%	32,400	39,900	24,900	0	0
\$50,001 - \$75,000	3	5.88%	75,000	66,250	75,000	0	0
\$75,001 - \$150,000	14	27.45%	99,450	99,900	102,000	95,000	0
\$150,001 - \$225,000	11	21.57%	185,000	182,500	179,900	199,000	0
\$225,001 - \$350,000	8	15.69%	277,450	310,000	269,950	259,450	0
\$350,001 - \$450,000	6	11.76%	414,900	0	399,900	435,000	0
\$450,001 and up	7	13.73%	525,000	0	512,000	612,250	625,000
Median List Price			189,900	103,950	229,900	214,500	625,000
Total Closed Units		100%	189,900	14	25	11	1
Total Closed Volume			12,388,200	1.88M	6.65M	3.24M	625.00K

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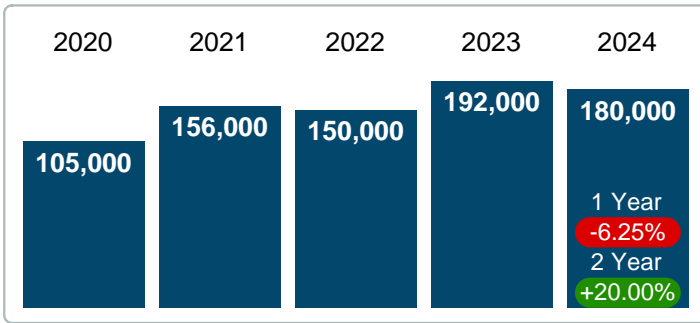
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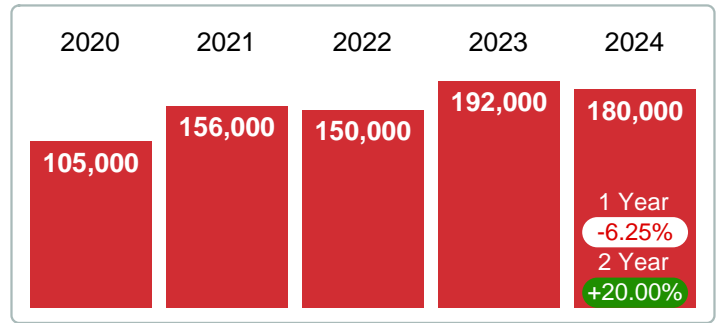
MEDIAN SOLD PRICE AT CLOSING

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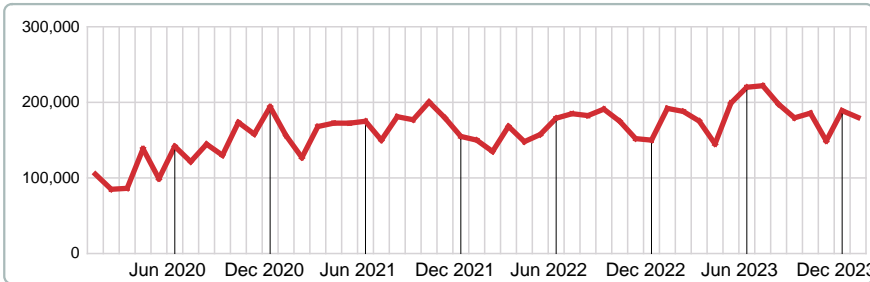
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

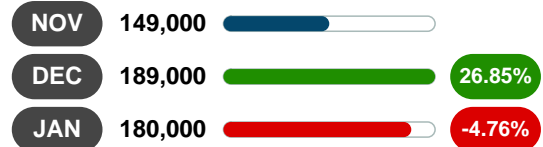


3 MONTHS

5 year JAN AVG = 156,600

High Jul 2023 222,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at **180,000** above the 5 yr JAN average of **156,600**



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	5.88%	30,000	38,750	15,000	0	0
\$50,001 - \$75,000	9.80%	70,000	66,500	72,500	75,000	0
\$75,001 - \$150,000	21.57%	99,000	96,500	102,000	0	0
\$150,001 - \$225,000	25.49%	180,000	181,500	180,000	172,500	0
\$225,001 - \$350,000	13.73%	270,000	310,000	285,000	248,000	0
\$350,001 - \$450,000	13.73%	420,000	0	405,000	435,000	0
\$450,001 and up	9.80%	500,000	0	485,000	585,000	600,000
Median Sold Price		180,000	96,500	225,000	212,500	600,000
Total Closed Units	100%	180,000	14	25	11	1
Total Closed Volume		11,571,600	1.70M	6.21M	3.06M	600.00K

January 2024



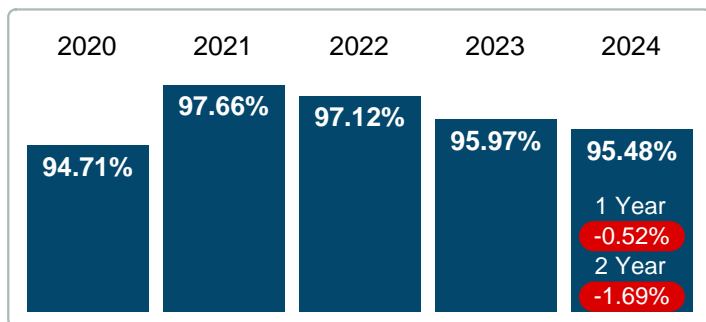
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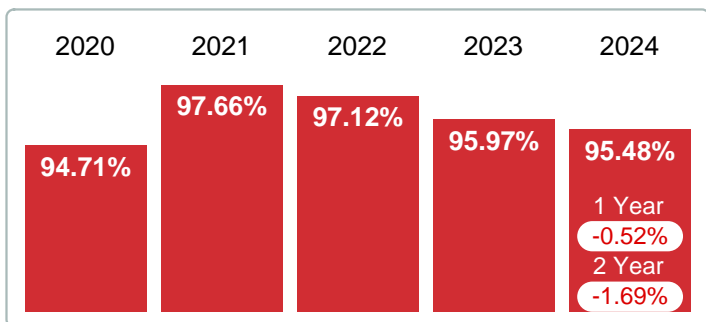
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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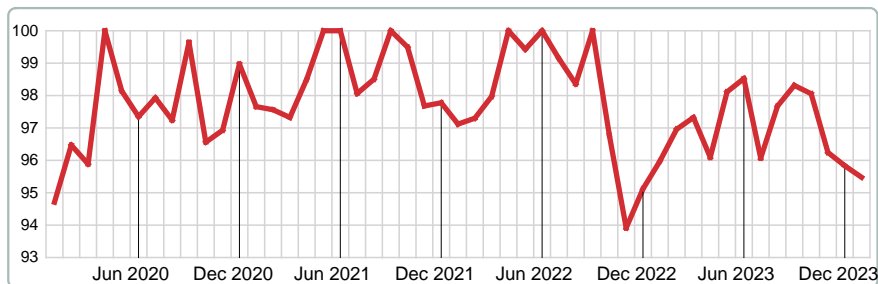
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

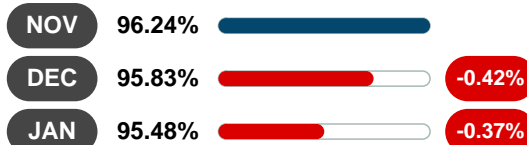


3 MONTHS

5 year JAN AVG = 96.19%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **95.48%**
below the 5 yr JAN average of **96.19%**



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	3	5.88%	75.19%	78.90%	60.24%	0.00%	0.00%
\$50,001 - \$75,000	5	9.80%	88.61%	83.57%	94.30%	78.95%	0.00%
\$75,001 - \$150,000	11	21.57%	96.47%	96.38%	96.61%	0.00%	0.00%
\$150,001 - \$225,000	13	25.49%	97.12%	98.11%	97.87%	92.21%	0.00%
\$225,001 - \$350,000	7	13.73%	93.75%	105.08%	91.88%	95.59%	0.00%
\$350,001 - \$450,000	7	13.73%	96.14%	0.00%	95.81%	100.00%	0.00%
\$450,001 and up	5	9.80%	95.78%	0.00%	93.42%	95.51%	96.00%
Median Sold/List Ratio		95.48%		95.02%	95.94%	94.29%	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



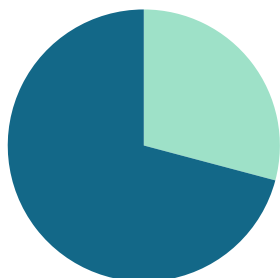
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

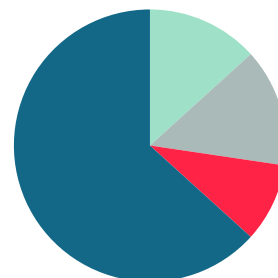


Inventory
 New Listings
97 = 29.13%
 Start Inventory
236
 Total Inventory Units
333
 Volume
\$109,588,973

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%
Median List Price	199,700	189,900	-4.91%	199,700	189,900	-4.91%
Median Sale Price	192,000	180,000	-6.25%	192,000	180,000	-6.25%
Median Percent of Selling Price to List Price	95.97%	95.48%	-0.52%	95.97%	95.48%	-0.52%
Median Days on Market to Sale	33.00	42.00	27.27%	33.00	42.00	27.27%
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%

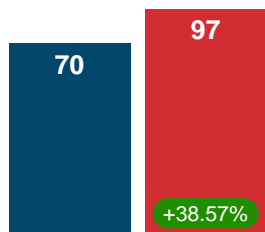
Absorption: Last 12 months, an Average of **58** Sales/Month

Inventory on January 31, 2024 = **243** 2023 2024

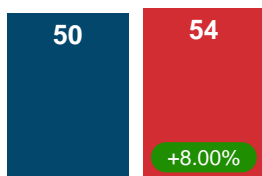
JANUARY MARKET

MEDIAN PRICES

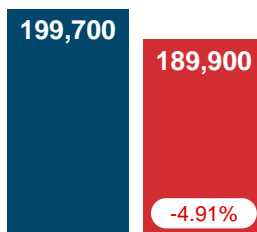
New Listings



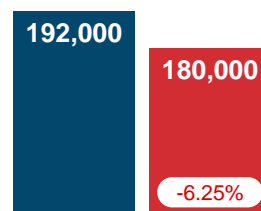
Pending Listings



List Price



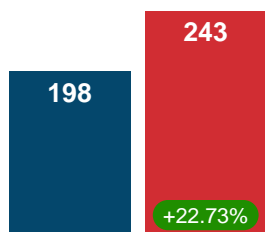
Sale Price



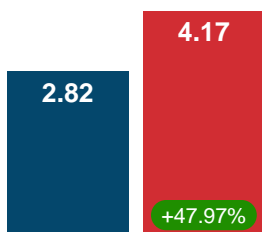
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

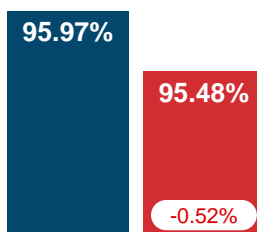
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

