

January 2025



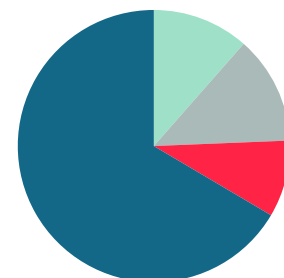
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2025 for MLS Technology Inc.

Compared Metrics	2024	January 2025	+/-%
Closed Listings	51	49	-3.92%
Pending Listings	54	55	1.85%
New Listings	97	88	-9.28%
Average List Price	242,906	218,841	-9.91%
Average Sale Price	226,894	207,897	-8.37%
Average Percent of Selling Price to List Price	92.20%	94.14%	2.11%
Average Days on Market to Sale	53.67	81.69	52.22%
End of Month Inventory	249	284	14.06%
Months Supply of Inventory	4.27	5.15	20.60%



■ Closed (11.48%)
■ Pending (12.88%)
■ Other OffMarket (9.13%)
■ Active (66.51%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of January 31, 2025 = **284**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2025 rose **14.06%** to 284 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **5.15** 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 **8.37%** in January 2025 to \$207,897 versus the previous year at \$226,894.

Average Days on Market Lengthens

The average number of **81.69** days that homes spent on the market before selling increased by 28.03 days or **52.22%** in January 2025 compared to last year's same month at **53.67** DOM.

Sales Success for January 2025 is Positive

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

There were 88 New Listings in January 2025, down **9.28%** from last year at 97. Furthermore, there were 49 Closed Listings this month versus last year at 51, a **-3.92%** decrease.

Closed versus Listed trends yielded a **55.7%** ratio, up from previous year's, January 2024, at **52.6%**, a **5.90%** upswing. 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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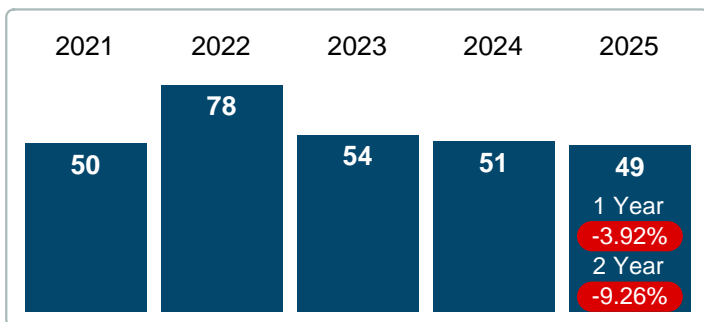
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



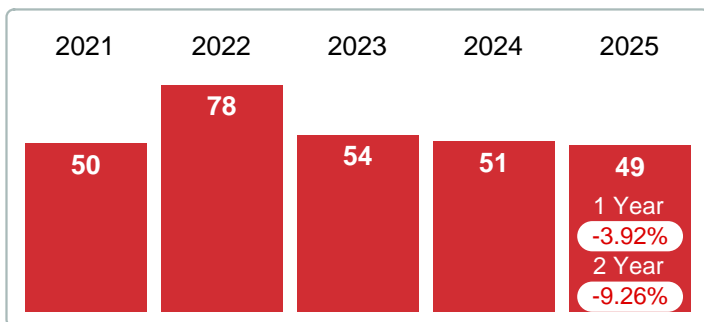
CLOSED LISTINGS

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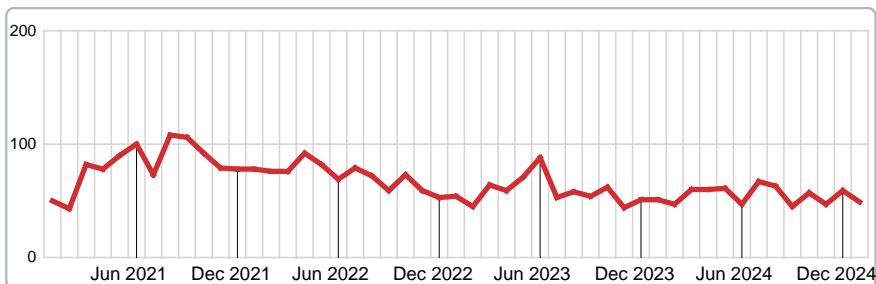
JANUARY



YEAR TO DATE (YTD)

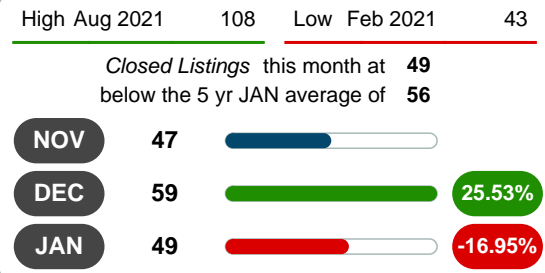


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 56



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	2	4.08%	44.5	2	0	0	0
\$50,001 - \$100,000	9	18.37%	63.0	5	2	1	1
\$100,001 - \$125,000	3	6.12%	23.0	3	0	0	0
\$125,001 - \$200,000	16	32.65%	105.8	3	11	2	0
\$200,001 - \$250,000	8	16.33%	75.1	1	7	0	0
\$250,001 - \$375,000	4	8.16%	50.0	0	2	2	0
\$375,001 and up	7	14.29%	112.1	0	4	3	0
Total Closed Units	49			14	26	8	1
Total Closed Volume	10,186,950	100%	81.7	1.53M	5.96M	2.63M	60.00K
Average Closed Price	\$207,897			\$109,600	\$229,262	\$328,969	\$60,000

January 2025



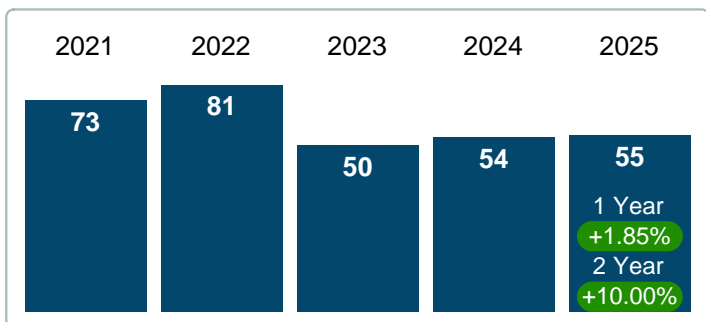
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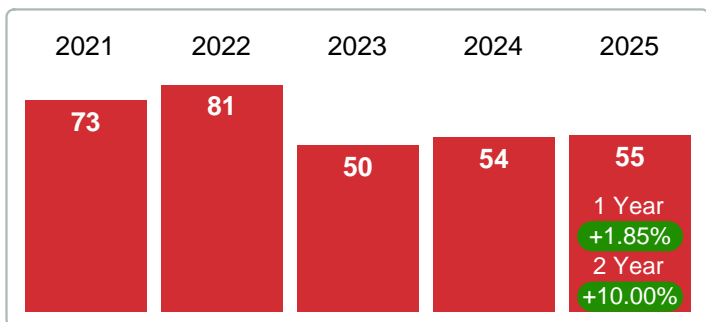
PENDING LISTINGS

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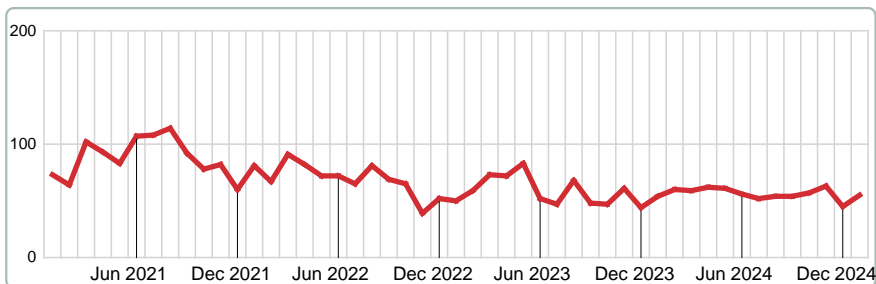
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

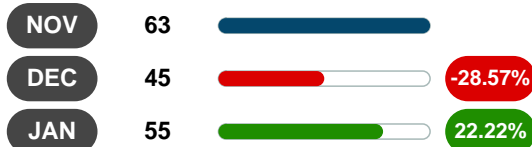


3 MONTHS

5 year JAN AVG = 63

High Aug 2021 114 Low Nov 2022 39

Pending Listings this month at 55
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	4	7.27%	73.8	3	1	0	0
\$75,001 - \$125,000	8	14.55%	68.4	3	5	0	0
\$125,001 - \$150,000	7	12.73%	50.7	3	4	0	0
\$150,001 - \$225,000	14	25.45%	95.5	3	10	1	0
\$225,001 - \$325,000	9	16.36%	82.0	1	7	1	0
\$325,001 - \$525,000	7	12.73%	99.9	2	4	1	0
\$525,001 and up	6	10.91%	121.8	0	0	4	2
Total Pending Units	55			15	31	7	2
Total Pending Volume	15,548,493	100%	77.6	2.43M	6.49M	3.60M	3.04M
Average Listing Price	\$185,571			\$161,767	\$209,197	\$514,557	\$1,517,500

January 2025



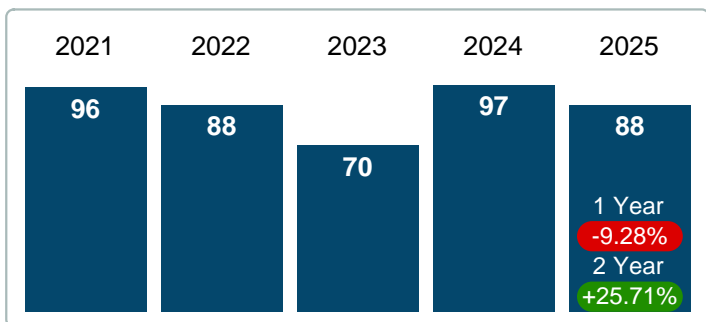
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



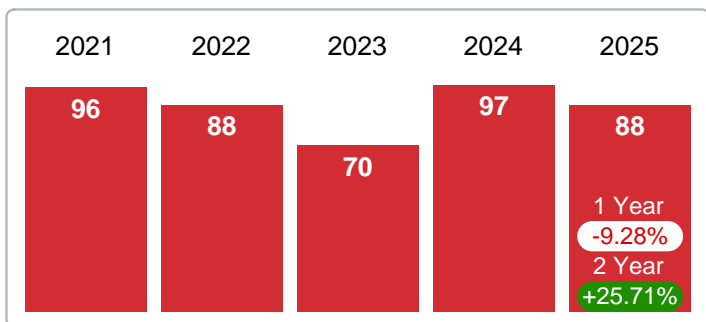
NEW LISTINGS

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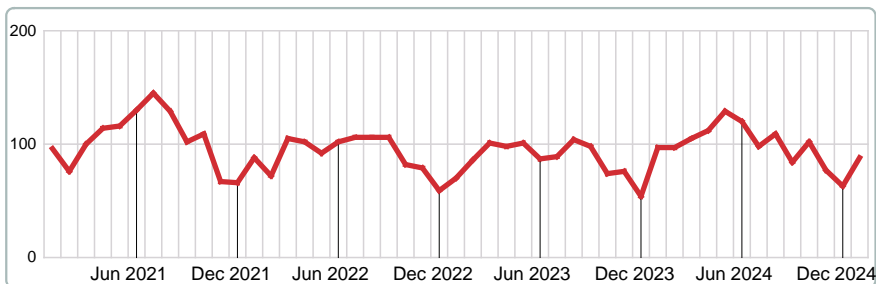
JANUARY



YEAR TO DATE (YTD)

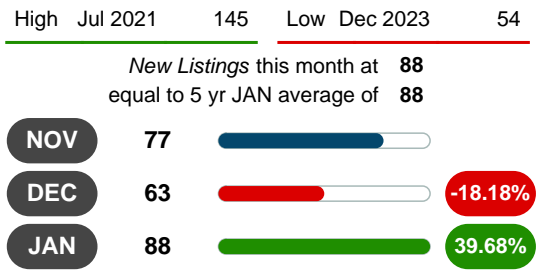


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 88



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	6	6.82%	2	4	0	0
\$90,001 - \$130,000	12	13.64%	9	3	0	0
\$130,001 - \$170,000	14	15.91%	2	11	1	0
\$170,001 - \$290,000	22	25.00%	1	17	4	0
\$290,001 - \$380,000	14	15.91%	2	12	0	0
\$380,001 - \$570,000	11	12.50%	3	6	1	1
\$570,001 and up	9	10.23%	2	3	2	2
Total New Listed Units	88		21	56	8	3
Total New Listed Volume	29,342,447	100%	4.88M	17.32M	3.21M	3.93M
Average New Listed Listing Price	\$82,500		\$232,410	\$309,267	\$401,800	\$1,309,500

January 2025



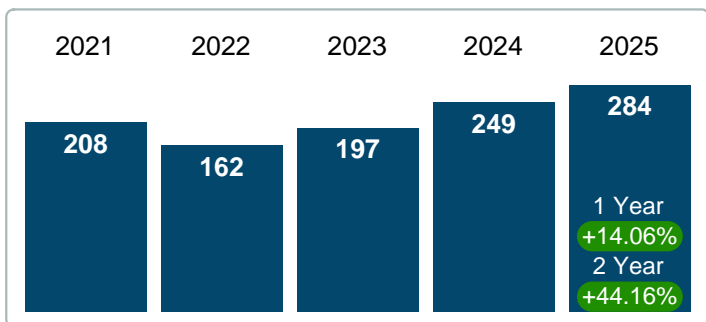
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



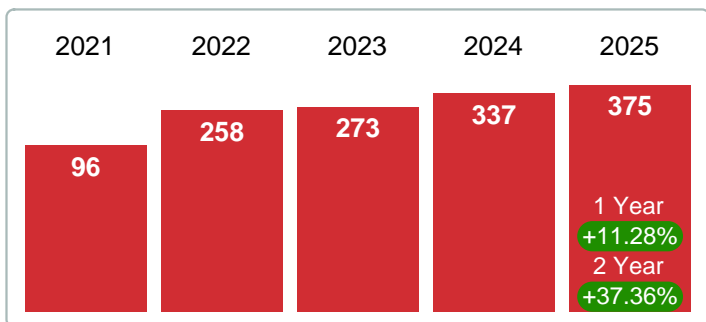
ACTIVE INVENTORY

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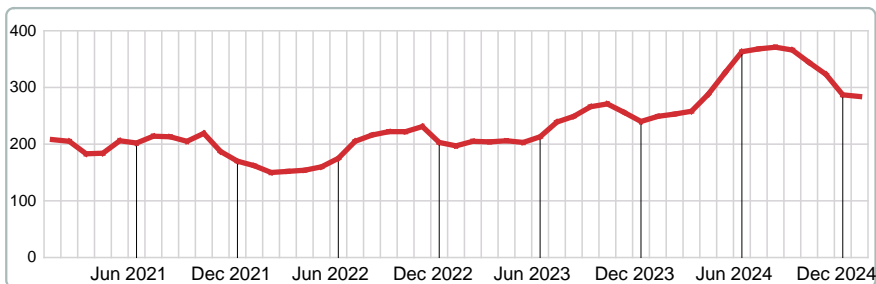
END OF JANUARY



ACTIVE DURING JANUARY

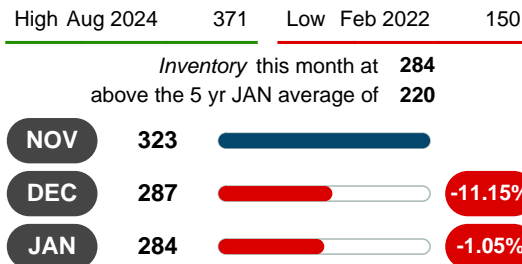


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 220



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	4.58%	116.5	7	5	1	0
\$75,001 - \$125,000	43	15.14%	84.5	20	21	2	0
\$125,001 - \$175,000	45	15.85%	87.5	10	30	4	1
\$175,001 - \$300,000	69	24.30%	104.1	4	52	12	1
\$300,001 - \$425,000	52	18.31%	91.8	5	37	9	1
\$425,001 - \$650,000	33	11.62%	111.4	1	14	13	5
\$650,001 and up	29	10.21%	112.3	5	11	8	5
Total Active Inventory by Units	284			52	170	49	13
Total Active Inventory by Volume	100,615,587	100%	98.5	15.89M	51.91M	23.29M	9.52M
Average Active Inventory Listing Price	\$354,280			\$305,565	\$305,366	\$475,369	\$732,369

January 2025



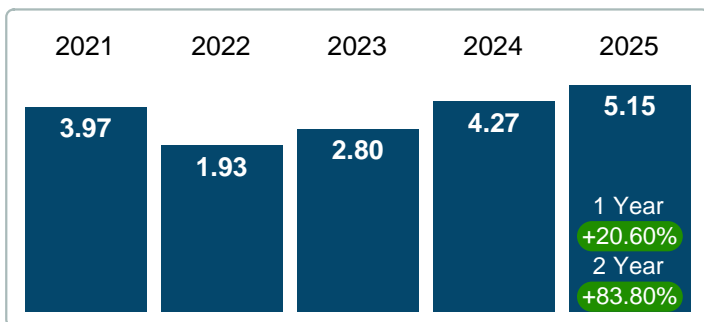
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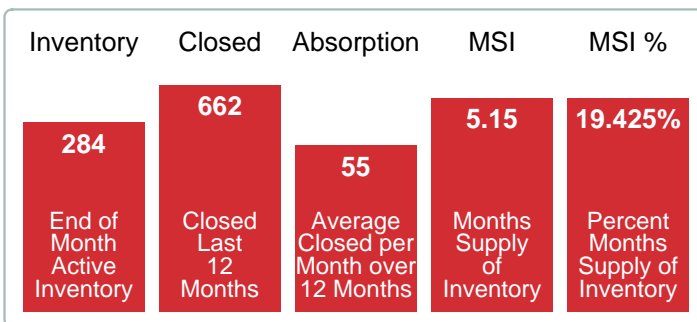
MONTHS SUPPLY of INVENTORY (MSI)

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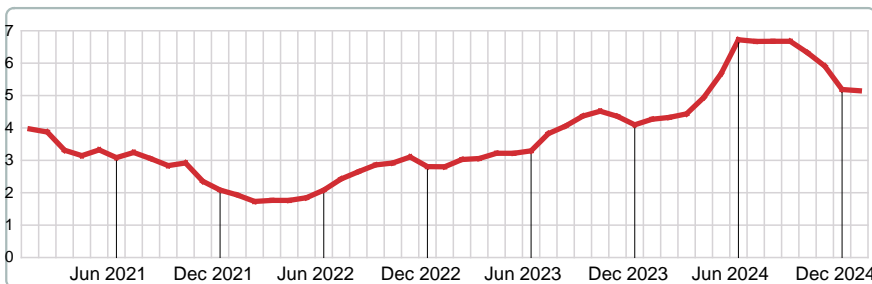
MSI FOR JANUARY



INDICATORS FOR JANUARY 2025



5 YEAR MARKET ACTIVITY TRENDS

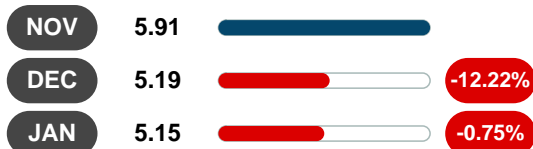


3 MONTHS

5 year JAN AVG = 3.62

High Jun 2024 6.72 Low Feb 2022 1.73

Months Supply this month at 5.15 above the 5 yr JAN average of 3.62



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
\$75,000 and less	13	4.58%	1.97	1.87	2.14	2.40	0.00
\$75,001 - \$125,000	43	15.14%	5.01	4.62	6.15	3.43	0.00
\$125,001 - \$175,000	45	15.85%	4.25	3.43	4.50	4.00	0.00
\$175,001 - \$300,000	69	24.30%	3.87	3.20	3.88	4.11	4.00
\$300,001 - \$425,000	52	18.31%	8.10	12.00	9.45	5.40	2.40
\$425,001 - \$650,000	33	11.62%	7.33	6.00	6.46	7.09	15.00
\$650,001 and up	29	10.21%	43.50	0.00	44.00	32.00	30.00
Market Supply of Inventory (MSI)			5.15	4.05	5.28	5.65	8.67
Total Active Inventory by Units		100%	5.15	52	170	49	13

January 2025



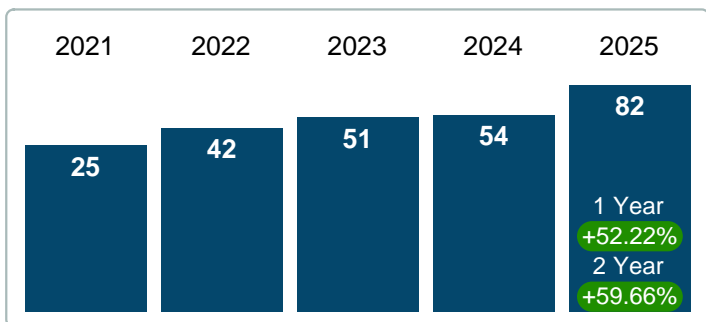
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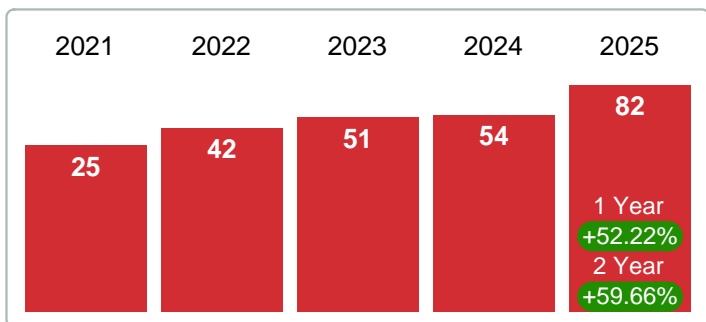
AVERAGE DAYS ON MARKET TO SALE

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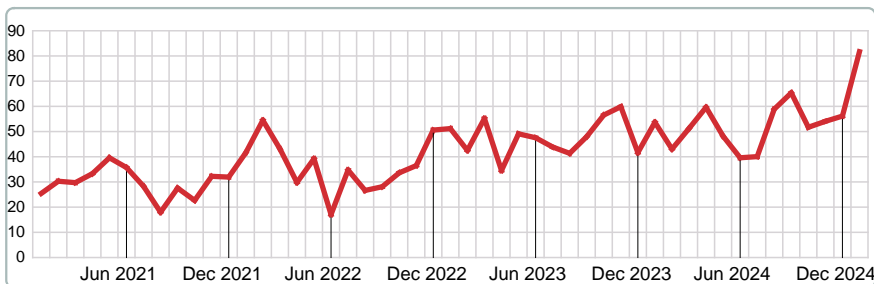
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

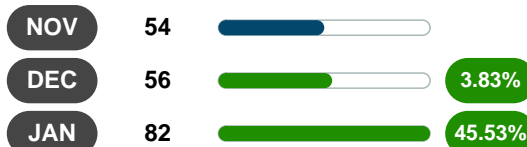


3 MONTHS

5 year JAN AVG = 51

High Jan 2025 82 Low Jun 2022 17

Average Days on Market to Sale this month at 82 above the 5 yr JAN average of 51



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	4.08%	45	45	0	0	0
\$50,001 - \$100,000	18.37%	63	59	60	153	2
\$100,001 - \$125,000	6.12%	23	23	0	0	0
\$125,001 - \$200,000	32.65%	106	59	108	164	0
\$200,001 - \$250,000	16.33%	75	83	74	0	0
\$250,001 - \$375,000	8.16%	50	0	61	39	0
\$375,001 and up	14.29%	112	0	85	148	0
Average Closed DOM		82	51	88	125	2
Total Closed Units	100%	82	14	26	8	1
Total Closed Volume		10,186,950	1.53M	5.96M	2.63M	60.00K

January 2025



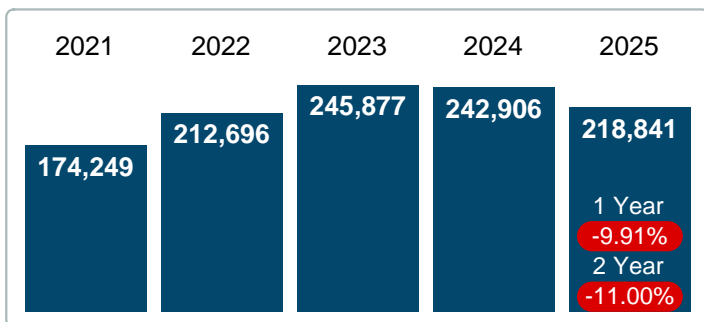
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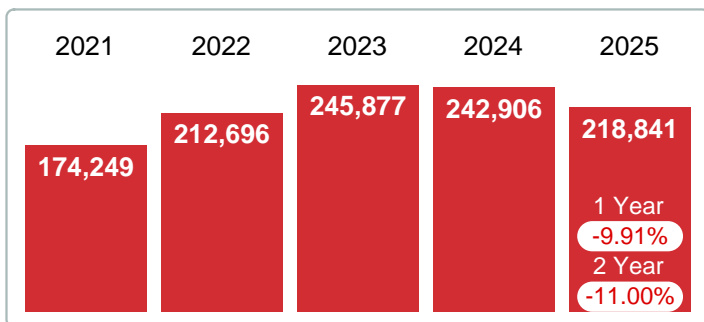
AVERAGE LIST PRICE AT CLOSING

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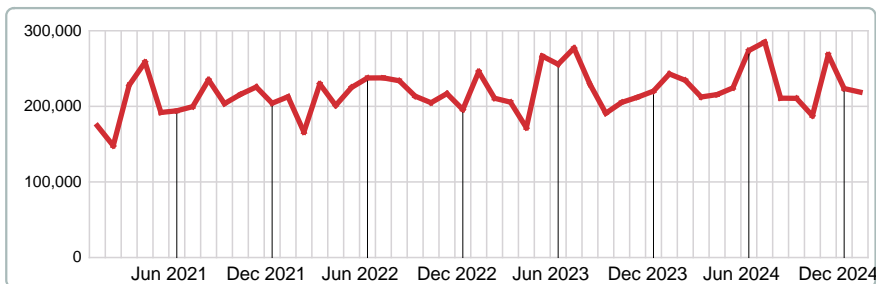
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

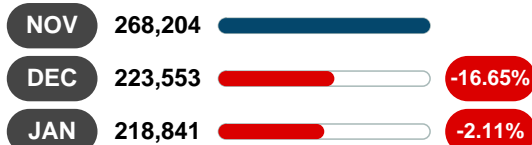


3 MONTHS

5 year JAN AVG = 218,914

High Jul 2024 285,039 Low Feb 2021 147,958

Average List Price at Closing this month at **218,841**
below the 5 yr JAN average of **218,914**



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	0	0.00%	0	57,500	0	0	
\$50,001 - \$100,000	10	20.41%	71,130	82,540	75,000	68,500	
\$100,001 - \$125,000	5	10.20%	115,180	116,666	0	0	
\$125,001 - \$200,000	14	28.57%	168,750	171,633	170,791	157,450	
\$200,001 - \$250,000	7	14.29%	236,900	259,000	241,900	0	
\$250,001 - \$375,000	5	10.20%	291,600	0	380,000	297,000	
\$375,001 and up	8	16.33%	494,650	0	448,100	583,267	
Average List Price		218,841		117,971	241,323	340,900	70,000
Total Closed Units		49	100%	218,841	14	26	8
Total Closed Volume		10,723,199			1.65M	6.27M	2.73M

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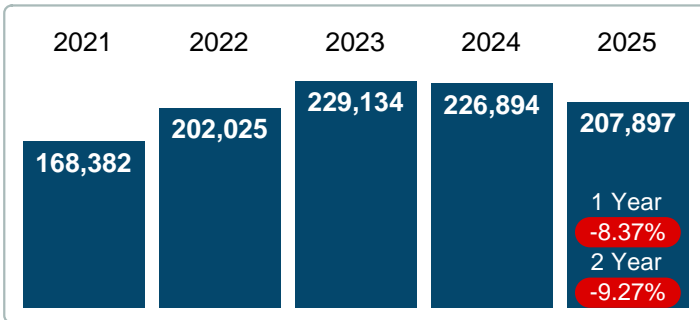
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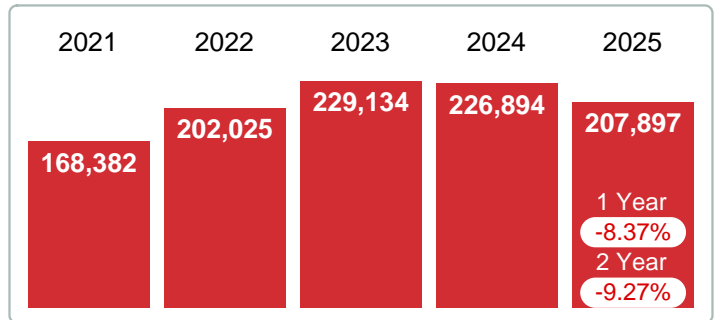
AVERAGE SOLD PRICE AT CLOSING

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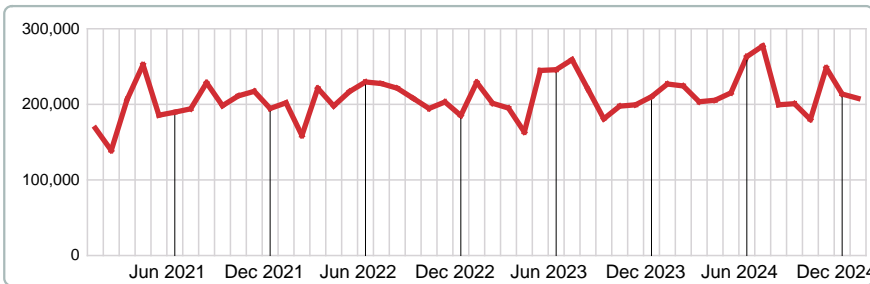
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

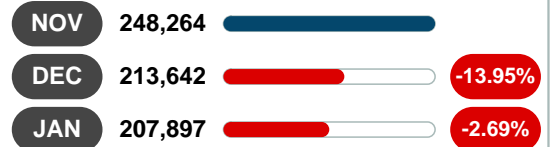


3 MONTHS

5 year JAN AVG = 206,866

High Jul 2024 277,278 Low Feb 2021 139,023

Average Sold Price at Closing this month at **207,897**
above the 5 yr JAN average of **206,866**



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	2	4.08%	50,000	50,000	0	0	0
\$50,001 - \$100,000	9	18.37%	66,944	71,000	64,000	59,500	60,000
\$100,001 - \$125,000	3	6.12%	110,167	110,167	0	0	0
\$125,001 - \$200,000	16	32.65%	164,356	169,633	164,618	155,000	0
\$200,001 - \$250,000	8	16.33%	237,375	240,000	237,000	0	0
\$250,001 - \$375,000	4	8.16%	309,750	0	322,500	297,000	0
\$375,001 and up	7	14.29%	483,750	0	429,500	556,083	0
Average Sold Price			207,897	109,600	229,262	328,969	60,000
Total Closed Units		100%	207,897	14	26	8	1
Total Closed Volume			10,186,950	1.53M	5.96M	2.63M	60.00K

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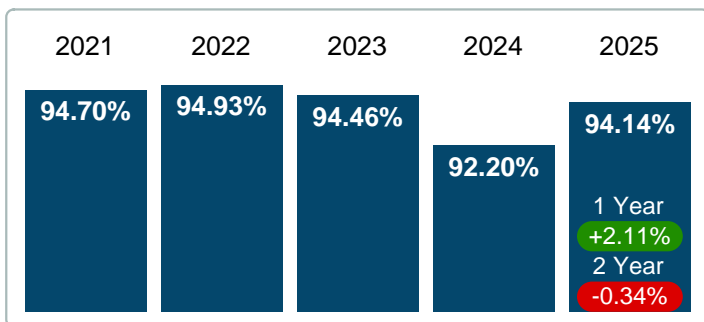
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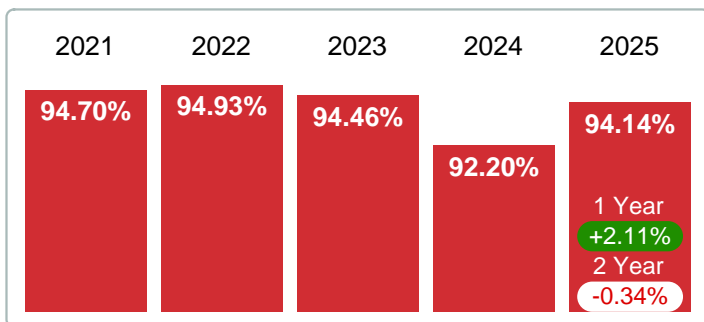
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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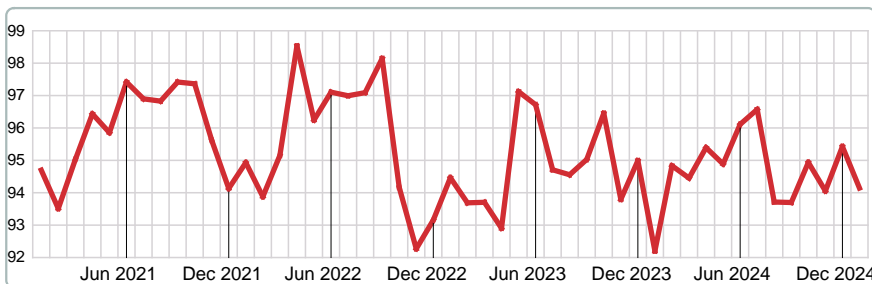
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

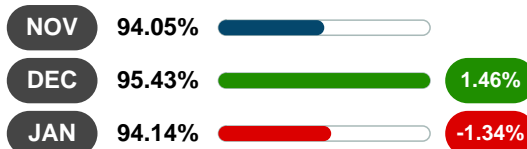


3 MONTHS

5 year JAN AVG = 94.09%

High Apr 2022 98.53% Low Jan 2024 92.20%

Average Sold/List Ratio this month at **94.14%** equal to 5 yr JAN average of **94.09%**



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	<div style="width: 4.08%;"></div> 2	4.08%	87.12%	87.12%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 18.37%;"></div> 9	18.37%	85.94%	86.04%	85.33%	86.86%	85.71%
\$100,001 - \$125,000	<div style="width: 6.12%;"></div> 3	6.12%	94.58%	94.58%	0.00%	0.00%	0.00%
\$125,001 - \$200,000	<div style="width: 32.65%;"></div> 16	32.65%	97.56%	98.95%	96.96%	98.76%	0.00%
\$200,001 - \$250,000	<div style="width: 16.33%;"></div> 8	16.33%	97.33%	92.66%	98.00%	0.00%	0.00%
\$250,001 - \$375,000	<div style="width: 8.16%;"></div> 4	8.16%	92.28%	0.00%	84.56%	100.00%	0.00%
\$375,001 and up	<div style="width: 14.29%;"></div> 7	14.29%	96.13%	0.00%	95.59%	96.86%	0.00%
Average Sold/List Ratio		94.10%		91.27%	95.18%	96.87%	85.71%
Total Closed Units		49	100%	14	26	8	1
Total Closed Volume		10,186,950		1.53M	5.96M	2.63M	60.00K

January 2025



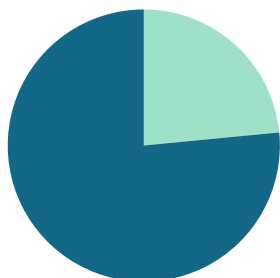
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Feb 11, 2025 for MLS Technology Inc.

INVENTORY

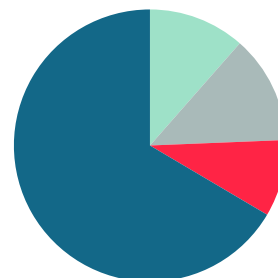


Inventory
 New Listings
88 = 23.47%
 Start Inventory
287
 Total Inventory Units
375
 Volume
\$124,646,680

Market Activity

Closed Sales
49 = 11.48%
 Pending Sales
55 = 12.88%
 Other Off Market
39 = 9.13%
 Active Inventory
284 = 66.51%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	51	49	-3.92%	51	49	-3.92%
Pending Sales	54	55	1.85%	54	55	1.85%
New Listings	97	88	-9.28%	97	88	-9.28%
Average List Price	242,906	218,841	-9.91%	242,906	218,841	-9.91%
Average Sale Price	226,894	207,897	-8.37%	226,894	207,897	-8.37%
Average Percent of Selling Price to List Price	92.20%	94.14%	2.11%	92.20%	94.14%	2.11%
Average Days on Market to Sale	53.67	81.69	52.22%	53.67	81.69	52.22%
Monthly Inventory	249	284	14.06%	249	284	14.06%
Months Supply of Inventory	4.27	5.15	20.60%	4.27	5.15	20.60%

Absorption: Last 12 months, an Average of **55** Sales/Month

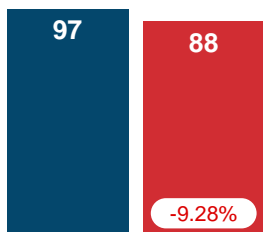
Inventory on January 31, 2025 = **284**

2024 **2025**

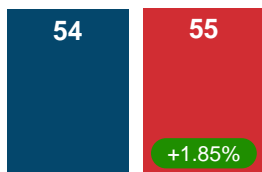
JANUARY MARKET

AVERAGE PRICES

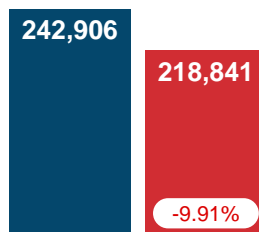
New Listings



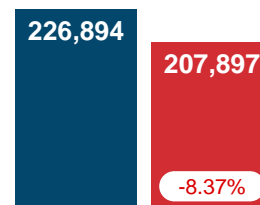
Pending Listings



List Price



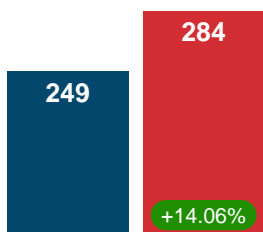
Sale Price



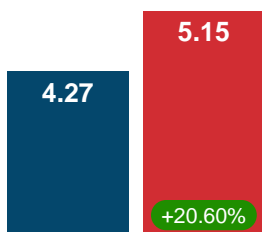
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

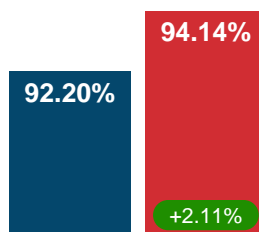
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

