

January 2021



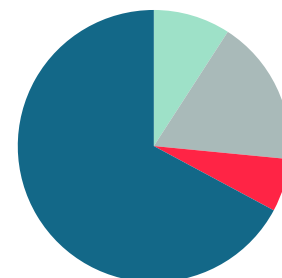
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	January 2021	+/-%
Closed Listings	55	61	10.91%
Pending Listings	85	116	36.47%
New Listings	89	148	66.29%
Average List Price	170,195	194,507	14.29%
Average Sale Price	161,179	183,760	14.01%
Average Percent of Selling Price to List Price	92.45%	94.03%	1.72%
Average Days on Market to Sale	162.35	22.02	-86.44%
End of Month Inventory	351	448	27.64%
Months Supply of Inventory	4.38	5.47	24.91%



■ Closed (9.15%)
■ Pending (17.39%)
■ Other OffMarket (6.30%)
■ Active (67.17%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of January 31, 2021 = **448**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2021 rose **27.64%** to 448 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **5.47** 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 **14.01%** in January 2021 to \$183,760 versus the previous year at \$161,179.

Average Days on Market Shortens

The average number of **22.02** days that homes spent on the market before selling decreased by 140.33 days or **86.44%** in January 2021 compared to last year's same month at **162.35** DOM.

Sales Success for January 2021 is Positive

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

There were 148 New Listings in January 2021, up **66.29%** from last year at 89. Furthermore, there were 61 Closed Listings this month versus last year at 55, a **10.91%** increase.

Closed versus Listed trends yielded a **41.2%** ratio, down from previous year's, January 2020, at **61.8%**, a **33.30%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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 2021



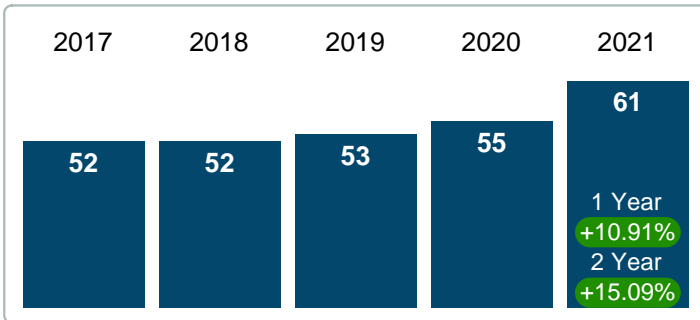
Area Delimited by Counties Carter, Love, Murray



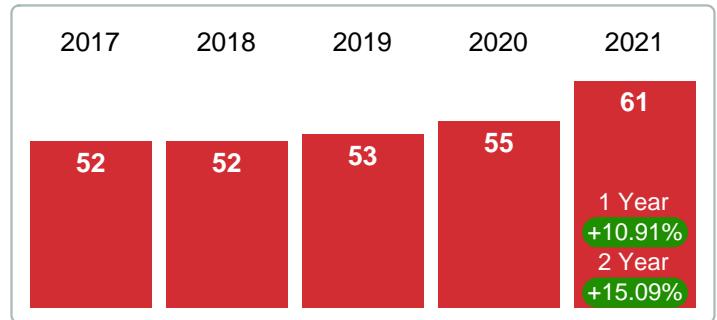
CLOSED LISTINGS

Report produced on Feb 11, 2021 for MLS Technology Inc.

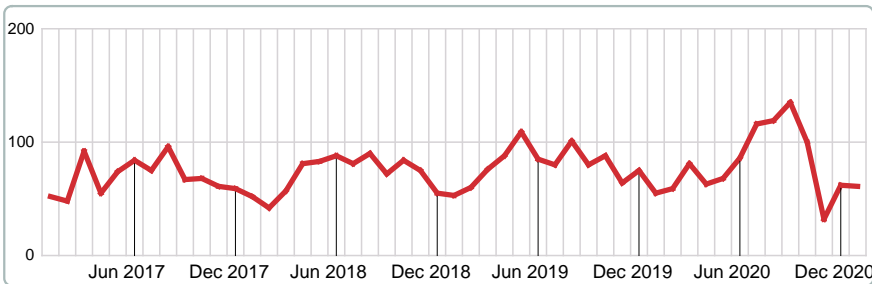
JANUARY



YEAR TO DATE (YTD)

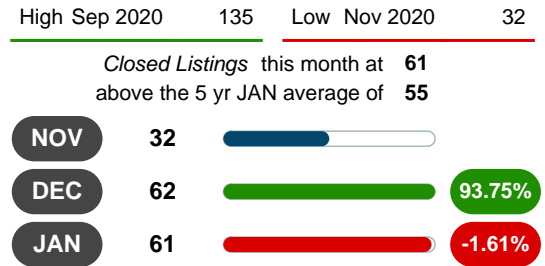


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 55



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	4	6.56%	22.3	4	0	0	0
\$50,001 - \$75,000	8	13.11%	38.1	3	3	1	1
\$75,001 - \$100,000	6	9.84%	14.8	4	1	1	0
\$100,001 - \$175,000	17	27.87%	19.9	5	9	3	0
\$175,001 - \$250,000	11	18.03%	27.4	1	8	1	1
\$250,001 - \$300,000	8	13.11%	18.4	2	3	3	0
\$300,001 and up	7	11.48%	10.4	3	0	4	0
Total Closed Units	61			22	24	13	2
Total Closed Volume	11,209,380	100%	22.0	3.85M	3.96M	3.16M	244.00K
Average Closed Price	\$183,760			\$175,195	\$164,829	\$242,708	\$122,000

January 2021



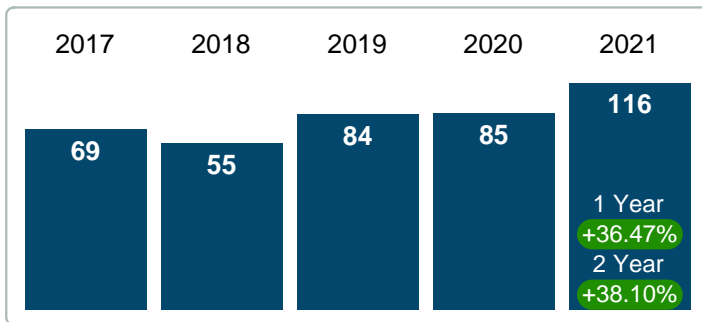
Area Delimited by Counties Carter, Love, Murray



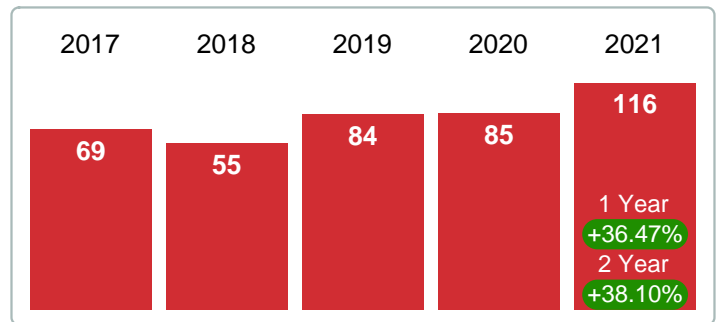
PENDING LISTINGS

Report produced on Feb 11, 2021 for MLS Technology Inc.

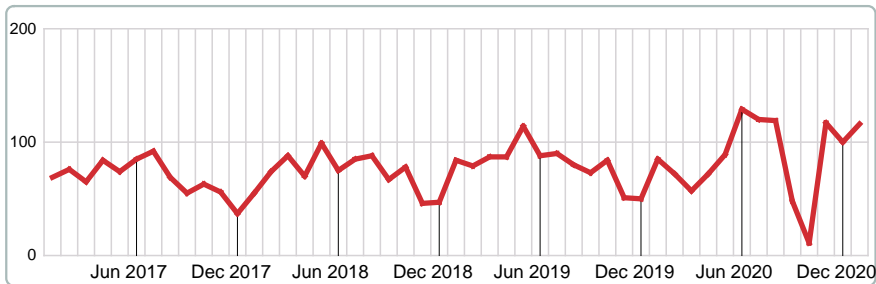
JANUARY



YEAR TO DATE (YTD)

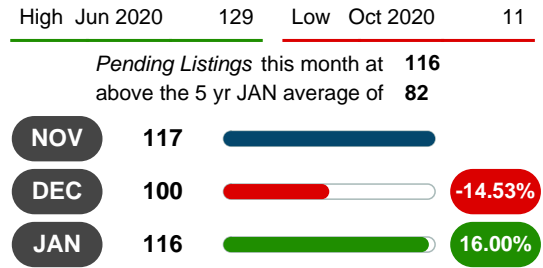


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.72%	13.5	2	0	0	0
\$25,001 - \$75,000	24	20.69%	34.7	14	9	1	0
\$75,001 - \$100,000	16	13.79%	39.6	10	5	1	0
\$100,001 - \$175,000	29	25.00%	34.0	2	22	5	0
\$175,001 - \$225,000	15	12.93%	40.3	5	8	1	1
\$225,001 - \$325,000	16	13.79%	18.8	5	6	4	1
\$325,001 and up	14	12.07%	34.3	5	4	3	2
Total Pending Units	116			43	54	15	4
Total Pending Volume	22,088,260	100%	22.1	7.66M	8.89M	3.43M	2.11M
Average Listing Price	\$253,223			\$178,034	\$164,654	\$228,667	\$527,875

January 2021



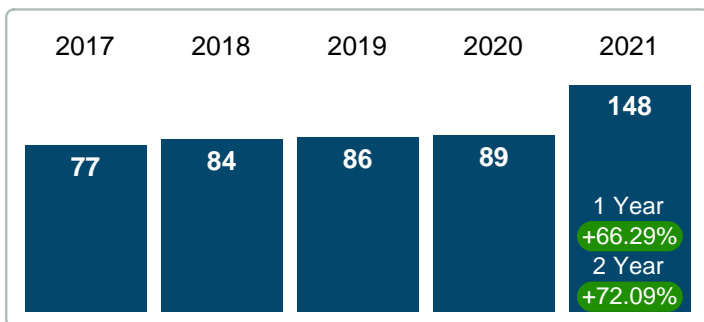
Area Delimited by Counties Carter, Love, Murray



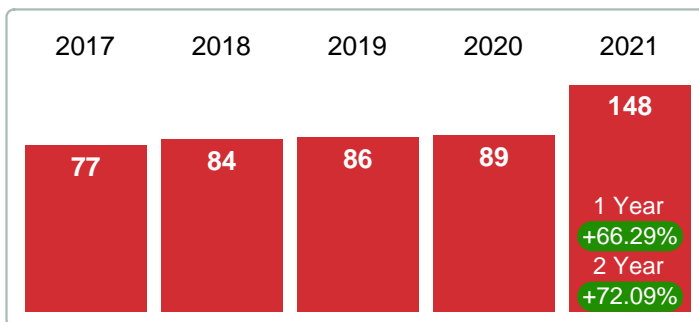
NEW LISTINGS

Report produced on Feb 11, 2021 for MLS Technology Inc.

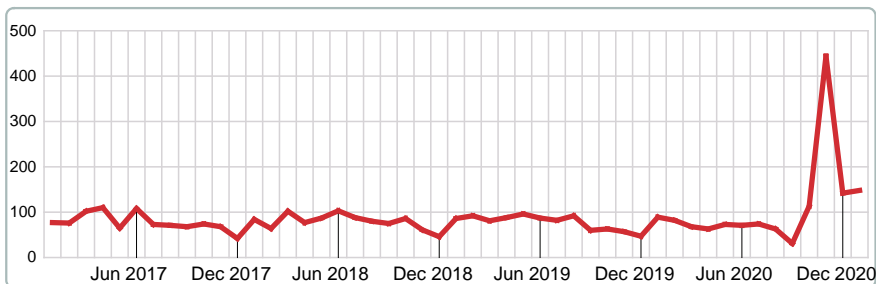
JANUARY



YEAR TO DATE (YTD)

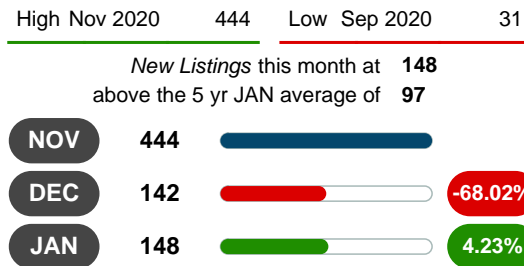


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 97



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	8.11%	10	2	0	0
\$25,001 - \$50,000	12	8.11%	10	2	0	0
\$50,001 - \$100,000	26	17.57%	18	8	0	0
\$100,001 - \$225,000	44	29.73%	12	28	4	0
\$225,001 - \$300,000	22	14.86%	9	6	7	0
\$300,001 - \$525,000	17	11.49%	4	5	8	0
\$525,001 and up	15	10.14%	11	1	2	1
Total New Listed Units	148		74	52	21	1
Total New Listed Volume	37,725,000	100%	20.96M	9.43M	6.69M	650.00K
Average New Listed Listing Price	\$341,167		\$283,213	\$181,316	\$318,514	\$650,000

January 2021



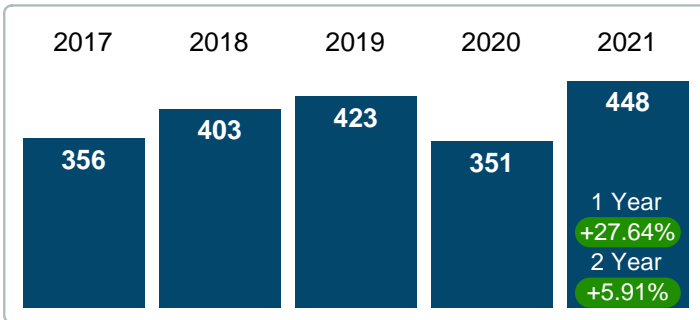
Area Delimited by Counties Carter, Love, Murray



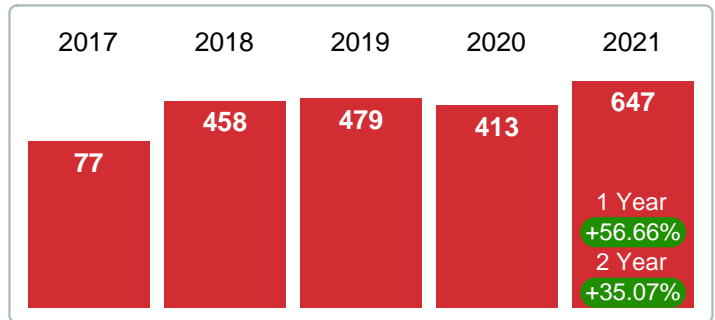
ACTIVE INVENTORY

Report produced on Feb 11, 2021 for MLS Technology Inc.

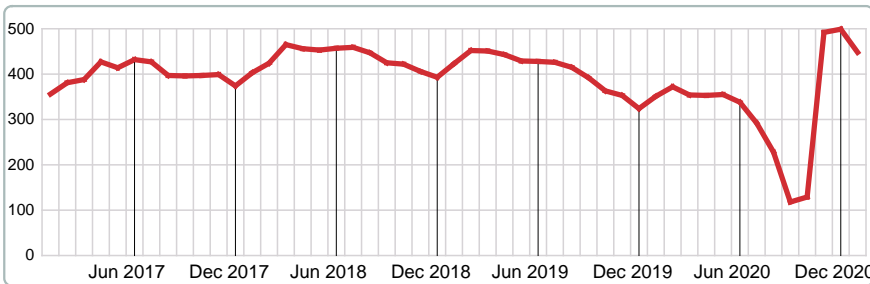
END OF JANUARY



ACTIVE DURING JANUARY

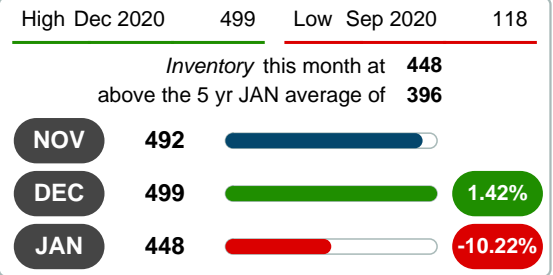


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 396



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	66	14.73%	66.4	63	3	0	0
\$25,001-\$50,000	74	16.52%	66.9	63	10	0	1
\$50,001-\$175,000	125	27.90%	62.0	67	49	9	0
\$175,001-\$325,000	77	17.19%	53.6	32	25	17	3
\$325,001-\$750,000	62	13.84%	62.0	40	7	12	3
\$750,001 and up	44	9.82%	70.1	36	3	0	5
Total Active Inventory by Units			448	301	97	38	12
Total Active Inventory by Volume			146,891,758	107.65M	18.78M	11.11M	9.36M
Average Active Inventory Listing Price			\$327,883	\$357,632	\$193,559	\$292,395	\$779,850

January 2021



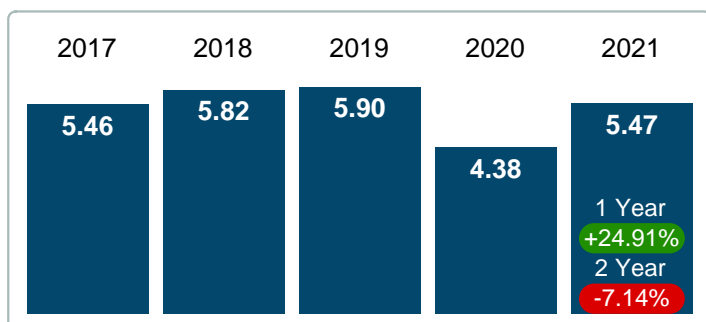
Area Delimited by Counties Carter, Love, Murray



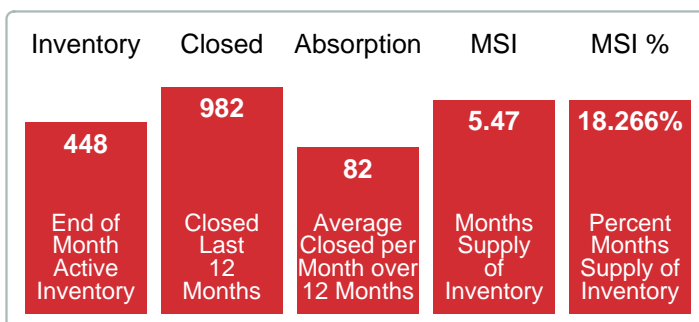
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Feb 11, 2021 for MLS Technology Inc.

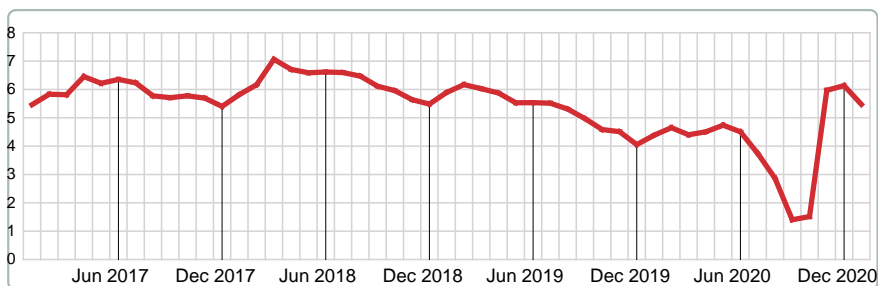
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

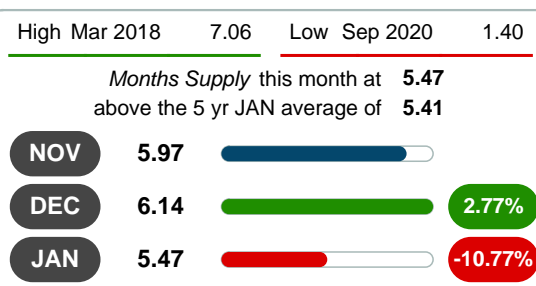


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.41



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
\$10,000 and less	18	4.02%	11.37	12.00	0.00	0.00	0.00
\$10,001 - \$30,000	55	12.28%	9.17	11.33	2.82	0.00	0.00
\$30,001 - \$60,000	81	18.08%	6.80	8.61	3.55	2.00	12.00
\$60,001 - \$190,000	121	27.01%	3.36	6.36	2.47	1.74	0.00
\$190,001 - \$340,000	70	15.63%	3.65	13.29	1.90	2.91	3.60
\$340,001 - \$750,000	59	13.17%	9.57	27.75	4.20	4.50	6.00
\$750,001 and up	44	9.82%	44.00	61.71	12.00	0.00	60.00
Market Supply of Inventory (MSI)			5.47	10.88	2.56	2.71	5.14
Total Active Inventory by Units		100%	5.47	301	97	38	12

January 2021



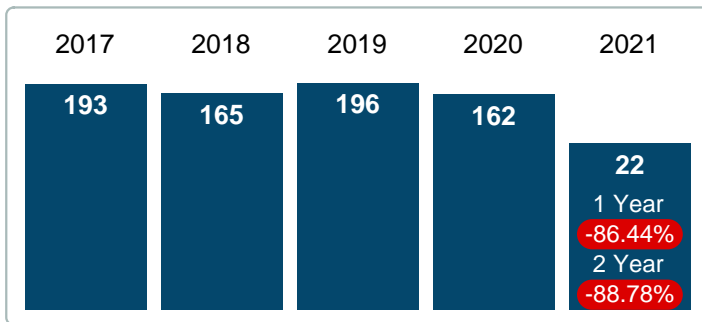
Area Delimited by Counties Carter, Love, Murray



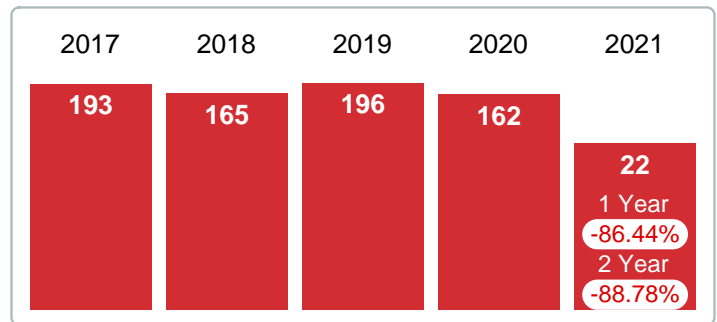
AVERAGE DAYS ON MARKET TO SALE

Report produced on Feb 11, 2021 for MLS Technology Inc.

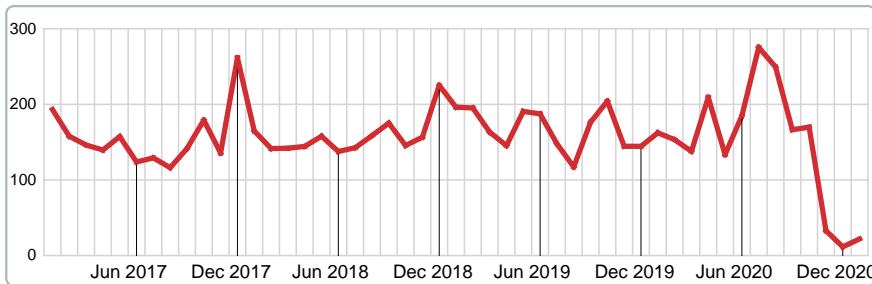
JANUARY



YEAR TO DATE (YTD)

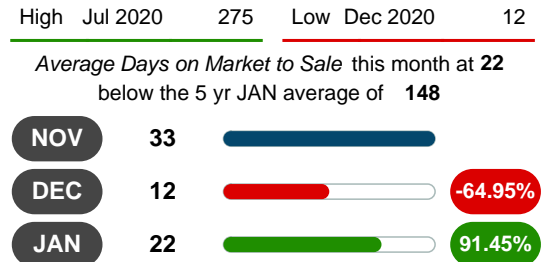


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 148



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	6.56%	22	0	0	0
\$50,001 - \$75,000	8	13.11%	38	10	31	181
\$75,001 - \$100,000	6	9.84%	15	13	21	17
\$100,001 - \$175,000	17	27.87%	20	29	16	16
\$175,001 - \$250,000	11	18.03%	27	1	28	30
\$250,001 - \$300,000	8	13.11%	18	3	17	30
\$300,001 and up	7	11.48%	10	5	0	14
Average Closed DOM		22		15	22	33
Total Closed Units		61	100%	22	24	13
Total Closed Volume		11,209,380		3.85M	3.96M	3.16M
				244.00K		

January 2021



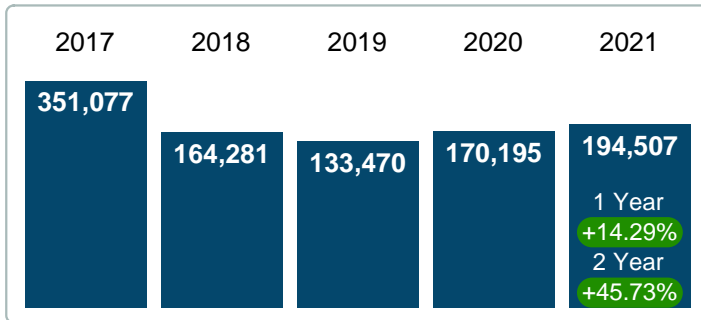
Area Delimited by Counties Carter, Love, Murray



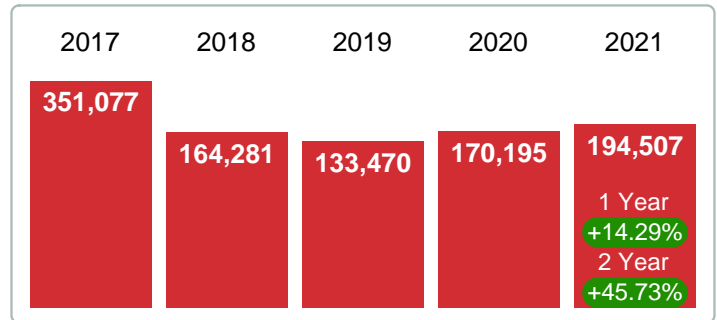
AVERAGE LIST PRICE AT CLOSING

Report produced on Feb 11, 2021 for MLS Technology Inc.

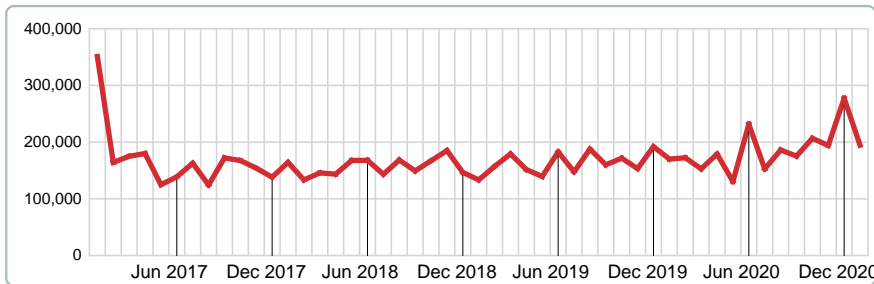
JANUARY



YEAR TO DATE (YTD)

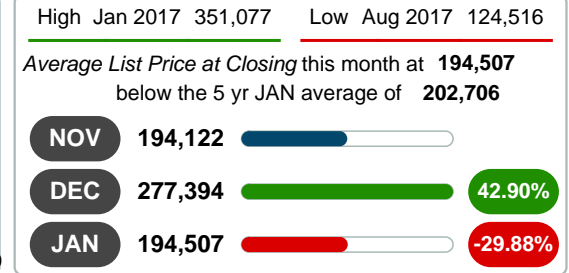


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 202,706



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	4.92%	30,633	36,725	0	0	0
\$50,001 - \$75,000	13.11%	60,938	56,500	67,667	60,000	90,000
\$75,001 - \$100,000	11.48%	94,036	96,750	99,500	125,000	0
\$100,001 - \$175,000	22.95%	139,679	178,180	138,928	143,300	0
\$175,001 - \$250,000	21.31%	200,962	199,000	207,075	209,000	189,000
\$250,001 - \$300,000	13.11%	277,063	312,500	270,667	268,167	0
\$300,001 and up	13.11%	480,350	616,667	0	416,950	0
Average List Price		194,507	194,014	167,560	253,554	139,500
Total Closed Units	100%	194,507	22	24	13	2
Total Closed Volume		11,864,950	4.27M	4.02M	3.30M	279.00K

January 2021



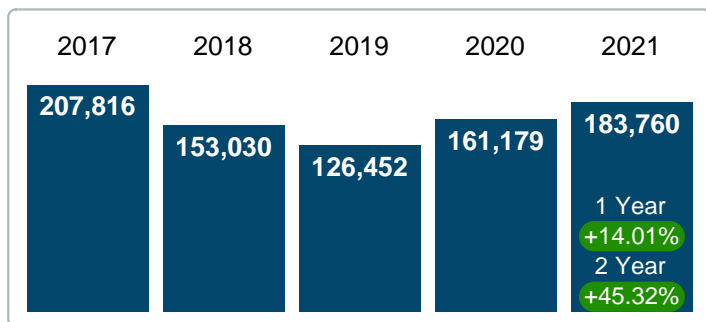
Area Delimited by Counties Carter, Love, Murray



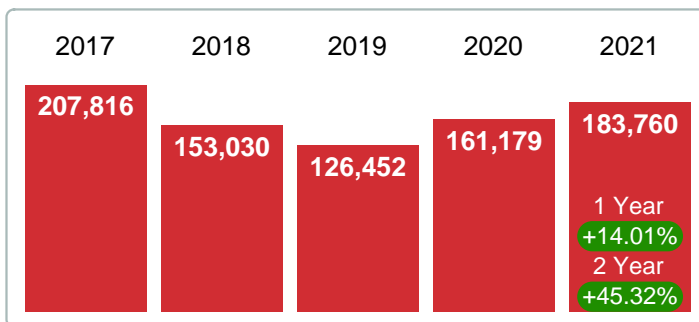
AVERAGE SOLD PRICE AT CLOSING

Report produced on Feb 11, 2021 for MLS Technology Inc.

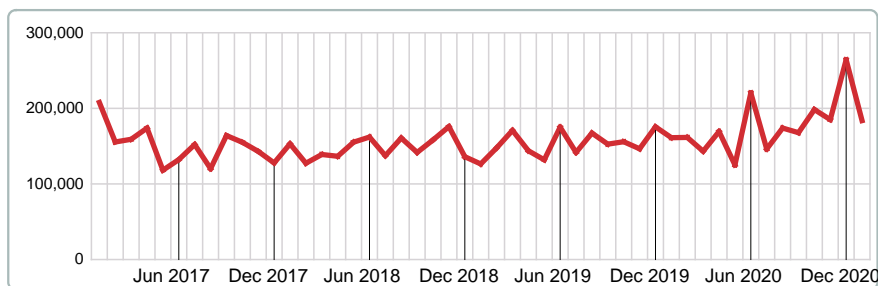
JANUARY



YEAR TO DATE (YTD)

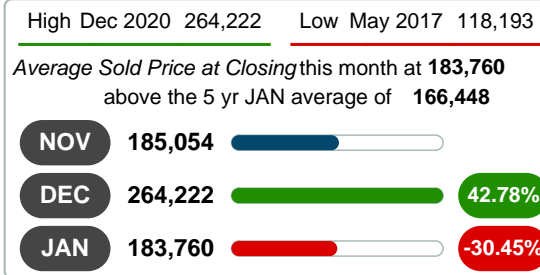


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 166,448



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	4	30,625	30,625	0	0	0
\$50,001 - \$75,000	8	55,500	52,833	58,500	55,000	55,000
\$75,001 - \$100,000	6	95,750	93,875	99,000	100,000	0
\$100,001 - \$175,000	17	136,187	141,556	136,156	127,333	0
\$175,001 - \$250,000	11	202,318	210,000	203,938	195,000	189,000
\$250,001 - \$300,000	8	274,963	287,500	274,833	266,733	0
\$300,001 and up	7	475,429	568,333	0	405,750	0
Average Sold Price		183,760	175,195	164,829	242,708	122,000
Total Closed Units		61	22	24	13	2
Total Closed Volume		11,209,380	3.85M	3.96M	3.16M	244.00K

January 2021



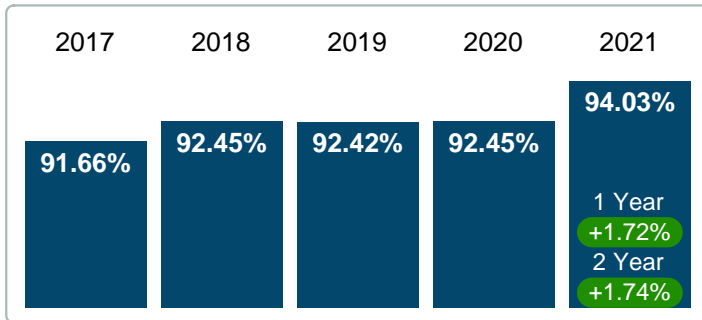
Area Delimited by Counties Carter, Love, Murray



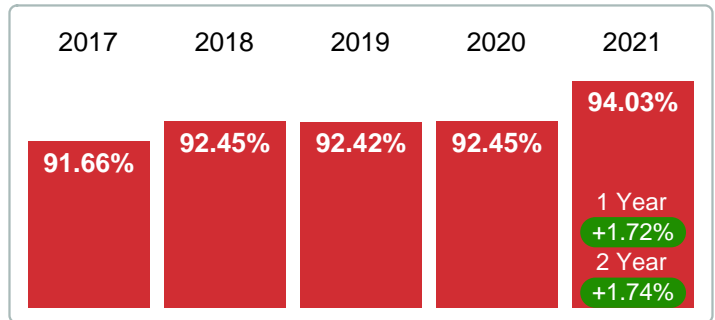
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 11, 2021 for MLS Technology Inc.

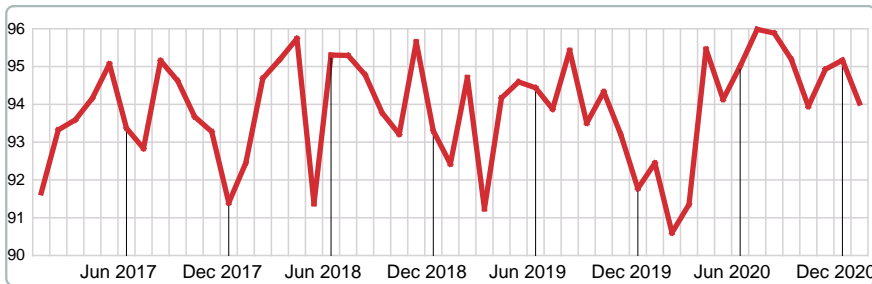
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

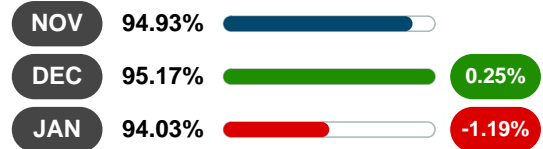


3 MONTHS

5 year JAN AVG = 92.60%

High Jul 2020 95.98% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **94.03%**
above the 5 yr JAN average of **92.60%**



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	4	6.56%	83.50%	83.50%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	8	13.11%	86.62%	93.67%	86.39%	91.67%	61.11%
\$75,001 - \$100,000	6	9.84%	95.09%	97.76%	99.50%	80.00%	0.00%
\$100,001 - \$175,000	17	27.87%	93.49%	86.16%	99.00%	89.17%	0.00%
\$175,001 - \$250,000	11	18.03%	98.86%	105.53%	98.58%	93.30%	100.00%
\$250,001 - \$300,000	8	13.11%	98.45%	92.31%	101.54%	99.46%	0.00%
\$300,001 and up	7	11.48%	96.31%	95.14%	0.00%	97.19%	0.00%
Average Sold/List Ratio		94.00%		91.47%	97.62%	93.82%	80.56%
Total Closed Units		61	100%	22	24	13	2
Total Closed Volume		11,209,380		3.85M	3.96M	3.16M	244.00K

January 2021



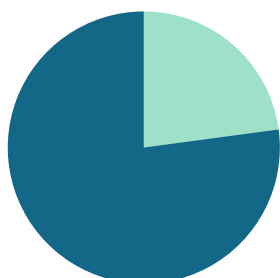
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

Report produced on Feb 11, 2021 for MLS Technology Inc.

INVENTORY

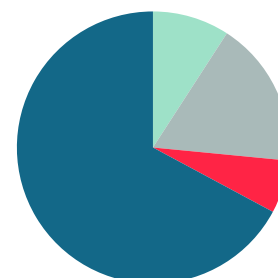


Inventory
 New Listings
148 = 22.87%
 Start Inventory
499
 Total Inventory Units
647
 Volume
\$205,120,518

Market Activity

Closed Sales
61 = 9.15%
 Pending Sales
116 = 17.39%
 Other Off Market
42 = 6.30%
 Active Inventory
448 = 67.17%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	61	10.91%	55	61	10.91%
Pending Sales	85	116	36.47%	85	116	36.47%
New Listings	89	148	66.29%	89	148	66.29%
Average List Price	170,195	194,507	14.29%	170,195	194,507	14.29%
Average Sale Price	161,179	183,760	14.01%	161,179	183,760	14.01%
Average Percent of Selling Price to List Price	92.45%	94.03%	1.72%	92.45%	94.03%	1.72%
Average Days on Market to Sale	162.35	22.02	-86.44%	162.35	22.02	-86.44%
Monthly Inventory	351	448	27.64%	351	448	27.64%
Months Supply of Inventory	4.38	5.47	24.91%	4.38	5.47	24.91%

Absorption: Last 12 months, an Average of **82** Sales/Month

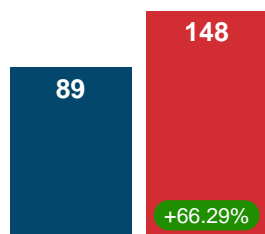
Inventory on January 31, 2021 = **448**

2020 **2021**

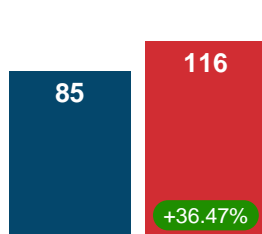
JANUARY MARKET

AVERAGE PRICES

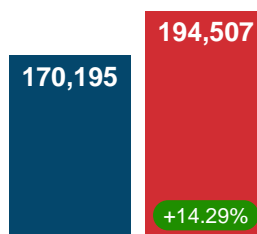
New Listings



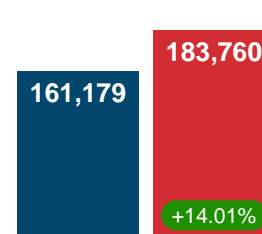
Pending Listings



List Price



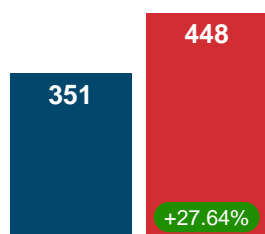
Sale Price



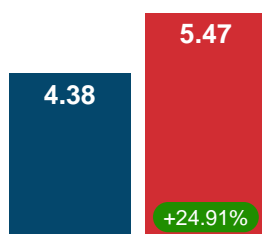
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

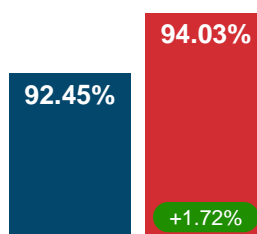
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

