

January 2022



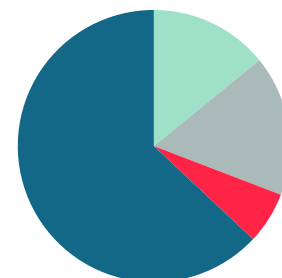
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	January 2022	+/-%
Closed Listings	61	94	54.10%
Pending Listings	97	111	14.43%
New Listings	148	137	-7.43%
Average List Price	194,507	223,316	14.81%
Average Sale Price	183,760	211,233	14.95%
Average Percent of Selling Price to List Price	94.03%	94.69%	0.69%
Average Days on Market to Sale	22.02	42.80	94.39%
End of Month Inventory	612	419	-31.54%
Months Supply of Inventory	7.48	3.97	-46.94%



■ Closed (14.14%)
■ Pending (16.69%)
■ Other OffMarket (6.17%)
■ Active (63.01%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of January 31, 2022 = **419**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **31.54%** to 419 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **3.97** 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 **14.95%** in January 2022 to \$211,233 versus the previous year at \$183,760.

Average Days on Market Lengthens

The average number of **42.80** days that homes spent on the market before selling increased by 20.78 days or **94.39%** in January 2022 compared to last year's same month at **22.02** DOM.

Sales Success for January 2022 is Positive

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

There were 137 New Listings in January 2022, down **7.43%** from last year at 148. Furthermore, there were 94 Closed Listings this month versus last year at 61, a **54.10%** increase.

Closed versus Listed trends yielded a **68.6%** ratio, up from previous year's, January 2021, at **41.2%**, a **66.47%** upswing. This will certainly create pressure on a decreasing 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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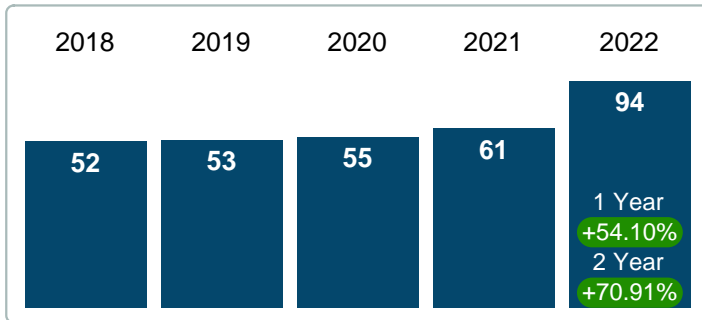
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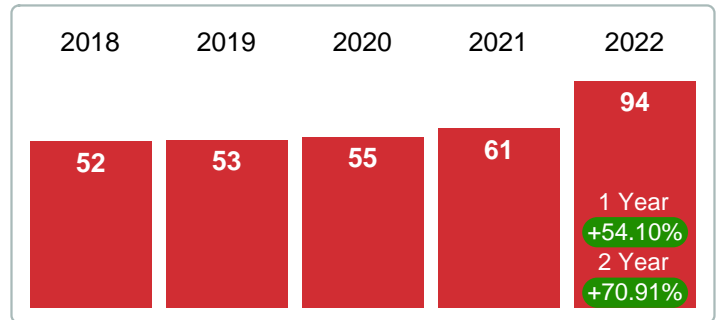
CLOSED LISTINGS

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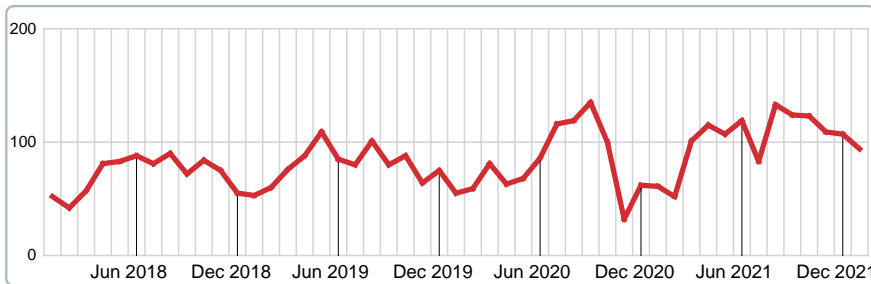
JANUARY



YEAR TO DATE (YTD)

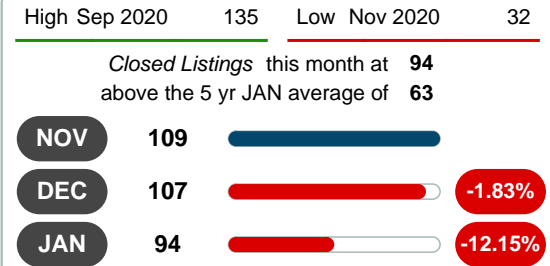


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	6.38%	117.3	5	1	0	0
\$25,001 - \$75,000	15	15.96%	37.7	11	3	0	1
\$75,001 - \$100,000	7	7.45%	22.6	4	2	1	0
\$100,001 - \$200,000	32	34.04%	32.4	10	19	1	2
\$200,001 - \$275,000	10	10.64%	42.4	1	8	1	0
\$275,001 - \$425,000	14	14.89%	41.5	1	7	6	0
\$425,001 and up	10	10.64%	55.2	4	2	1	3
Total Closed Units	94			36	42	10	6
Total Closed Volume	19,855,911	100%	42.8	6.33M	8.46M	3.05M	2.01M
Average Closed Price	\$211,233			\$175,723	\$201,502	\$305,390	\$335,483

January 2022



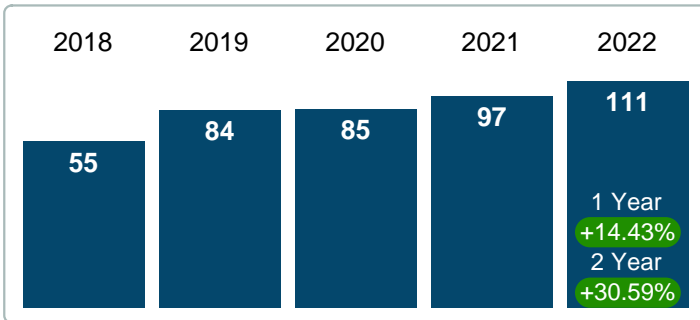
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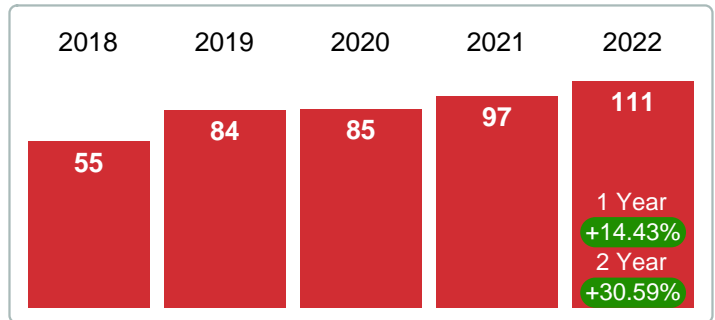
PENDING LISTINGS

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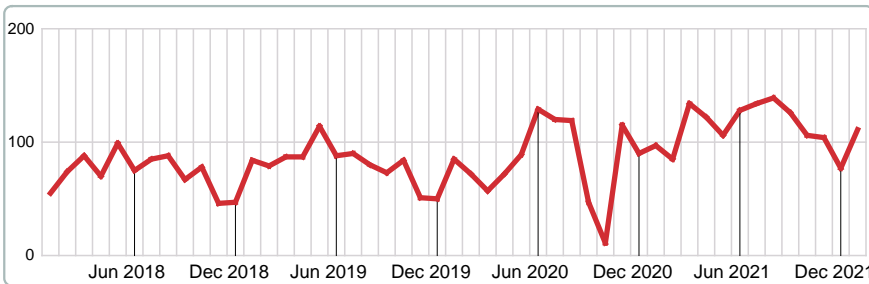
JANUARY



YEAR TO DATE (YTD)

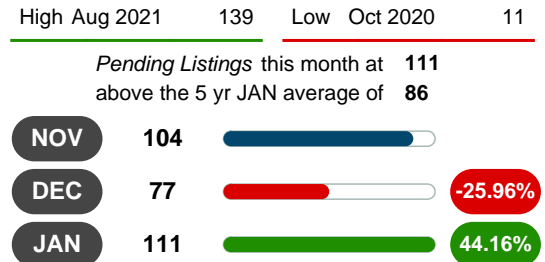


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 86



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	7	6.31%	25.1	7	0	0	0
\$25,001 - \$75,000	12	10.81%	65.4	11	1	0	0
\$75,001 - \$125,000	24	21.62%	33.3	10	13	1	0
\$125,001 - \$175,000	23	20.72%	104.1	3	15	5	0
\$175,001 - \$275,000	19	17.12%	37.9	4	10	5	0
\$275,001 - \$375,000	13	11.71%	64.9	4	4	5	0
\$375,001 and up	13	11.71%	57.0	2	6	4	1
Total Pending Units	111			41	49	20	1
Total Pending Volume	22,521,100	100%	60.6	5.59M	10.62M	5.34M	975.00K
Average Listing Price	\$226,490			\$136,317	\$216,698	\$266,945	\$975,000

January 2022



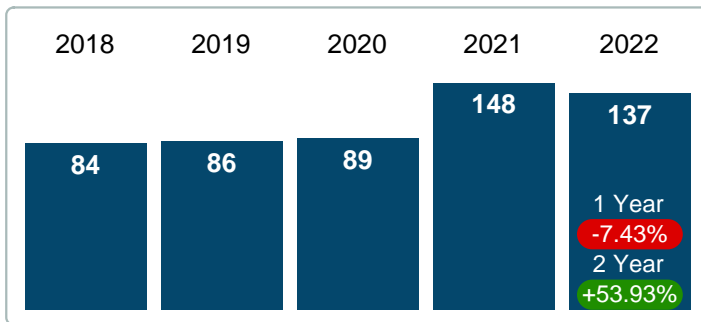
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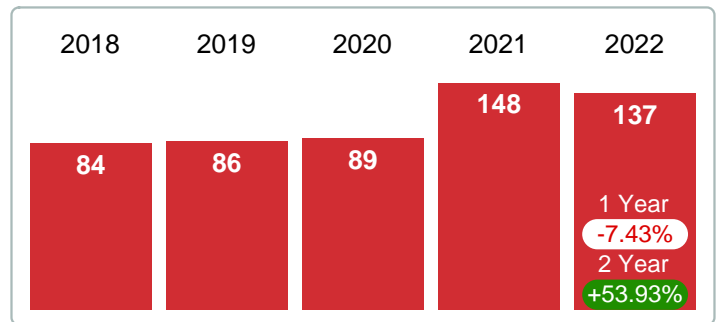
NEW LISTINGS

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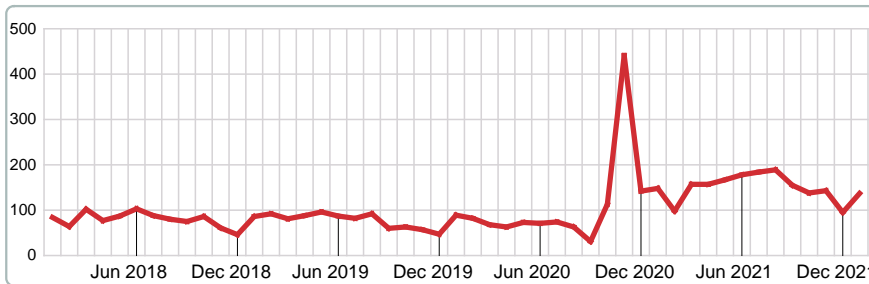
JANUARY



YEAR TO DATE (YTD)

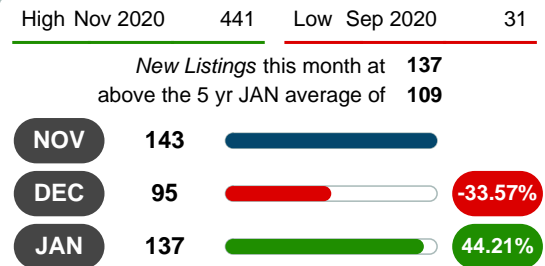


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109



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	8.76%	12	0	0	0
\$25,001 - \$75,000	20	14.60%	16	4	0	0
\$75,001 - \$125,000	20	14.60%	10	9	1	0
\$125,001 - \$225,000	33	24.09%	6	20	7	0
\$225,001 - \$325,000	21	15.33%	7	9	5	0
\$325,001 - \$650,000	18	13.14%	7	5	4	2
\$650,001 and up	13	9.49%	6	3	1	3
Total New Listed Units	137		64	50	18	5
Total New Listed Volume	38,448,500	100%	14.63M	13.43M	5.53M	4.87M
Average New Listed Listing Price	\$285,167		\$228,541	\$268,542	\$306,989	\$973,800

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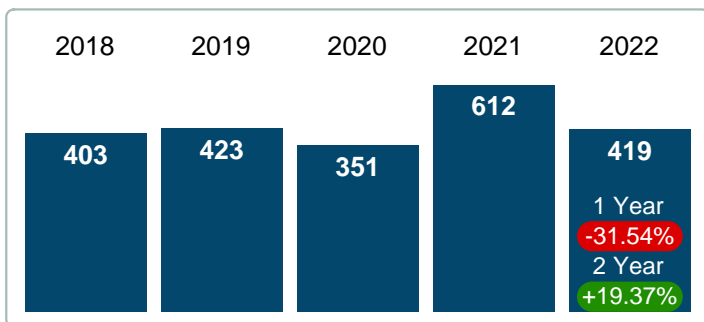
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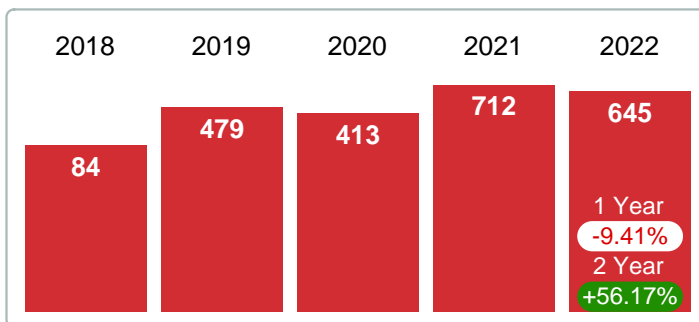
ACTIVE INVENTORY

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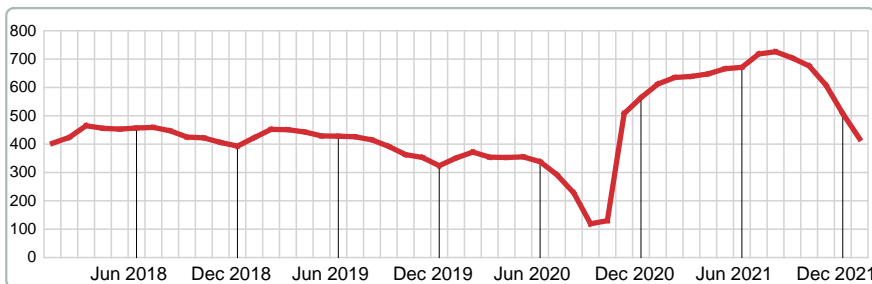
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 442

High Aug 2021 726 Low Sep 2020 119

Inventory this month at 419
below the 5 yr JAN average of 442



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	50	11.93%	102.7	50	0	0	0
\$25,001-\$75,000	96	22.91%	155.5	85	11	0	0
\$75,001-\$225,000	116	27.68%	103.0	59	48	8	1
\$225,001-\$425,000	63	15.04%	102.6	33	22	5	3
\$425,001-\$875,000	53	12.65%	118.2	29	15	6	3
\$875,001 and up	41	9.79%	117.5	27	2	7	5
Total Active Inventory by Units	419			283	98	26	12
Total Active Inventory by Volume	140,536,532	100%	118.3	83.88M	27.52M	19.51M	9.62M
Average Active Inventory Listing Price	\$335,409			\$296,405	\$280,799	\$750,527	\$801,833

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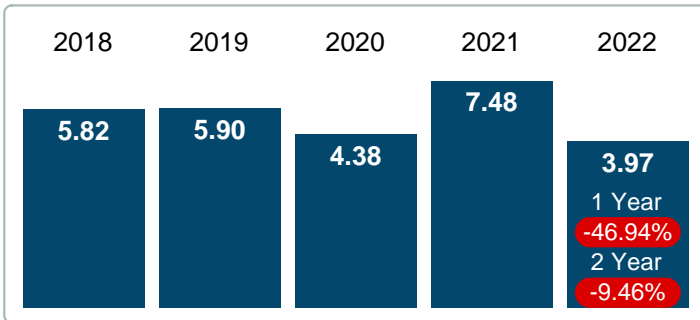
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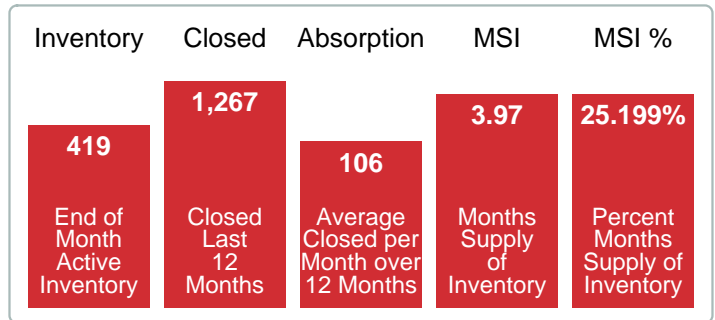
MONTHS SUPPLY of INVENTORY (MSI)

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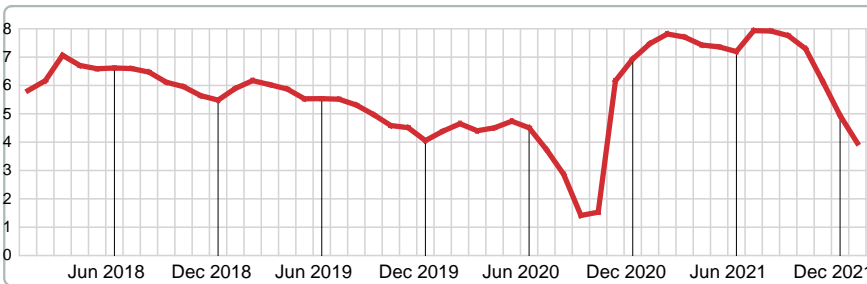
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

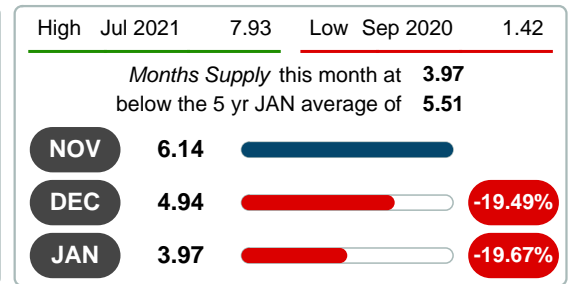


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.51



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
\$20,000 and less	42	10.02%	9.33	10.72	0.00	0.00	0.00
\$20,001 - \$40,000	52	12.41%	7.34	8.73	3.00	0.00	0.00
\$40,001 - \$90,000	63	15.04%	3.41	4.67	1.46	1.50	12.00
\$90,001 - \$220,000	103	24.58%	2.49	4.99	1.76	1.25	0.00
\$220,001 - \$420,000	64	15.27%	2.51	7.70	1.89	0.63	2.00
\$420,001 - \$870,000	53	12.65%	7.76	15.27	10.00	2.32	4.36
\$870,001 and up	42	10.02%	24.00	21.00	24.00	84.00	20.00
Market Supply of Inventory (MSI)			3.97	7.38	2.06	1.54	4.24
Total Active Inventory by Units		100%	3.97	283	98	26	12

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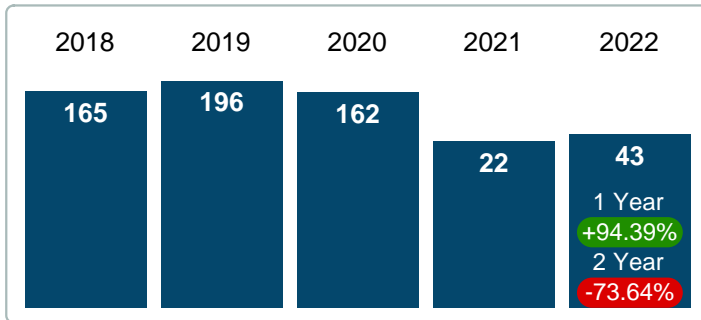
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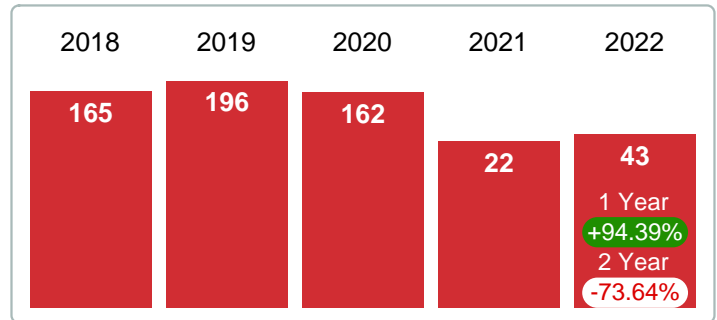
AVERAGE DAYS ON MARKET TO SALE

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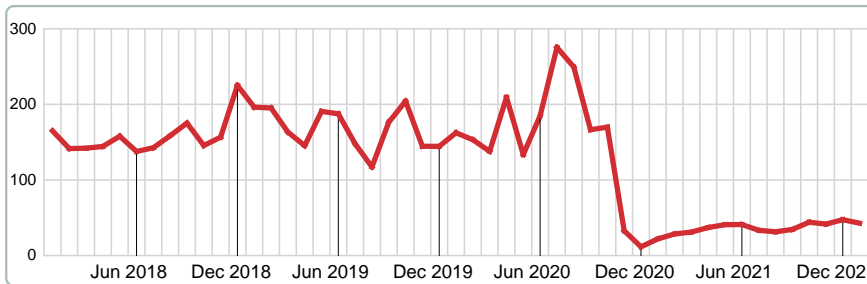
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

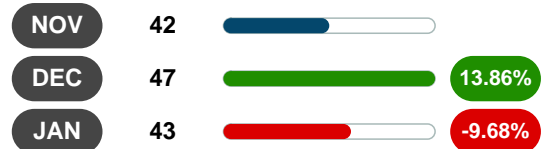


3 MONTHS

5 year JAN AVG = 118

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 43 below the 5 yr JAN average of 118



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
\$25,000 and less	6.38%	117	124	86	0	0
\$25,001 - \$75,000	15.96%	38	26	92	0	2
\$75,001 - \$100,000	7.45%	23	37	4	5	0
\$100,001 - \$200,000	34.04%	32	47	27	3	25
\$200,001 - \$275,000	10.64%	42	1	48	40	0
\$275,001 - \$425,000	14.89%	42	197	37	21	0
\$425,001 and up	10.64%	55	47	47	1	90
Average Closed DOM		43	53	39	17	54
Total Closed Units	100%	43	36	42	10	6
Total Closed Volume		19,855,911	6.33M	8.46M	3.05M	2.01M

January 2022



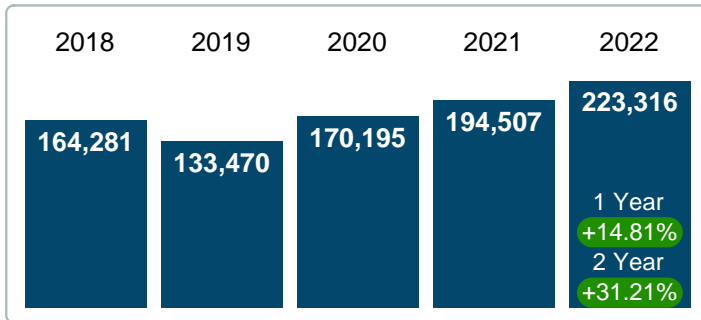
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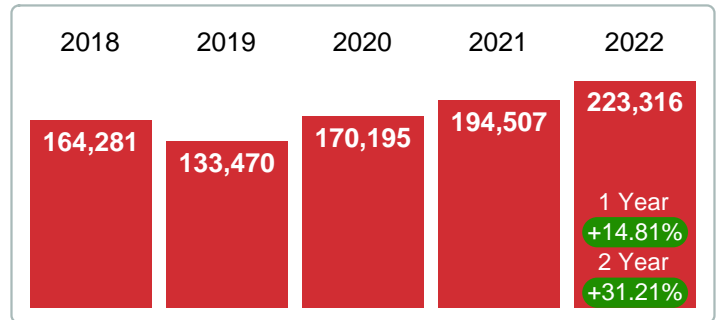
AVERAGE LIST PRICE AT CLOSING

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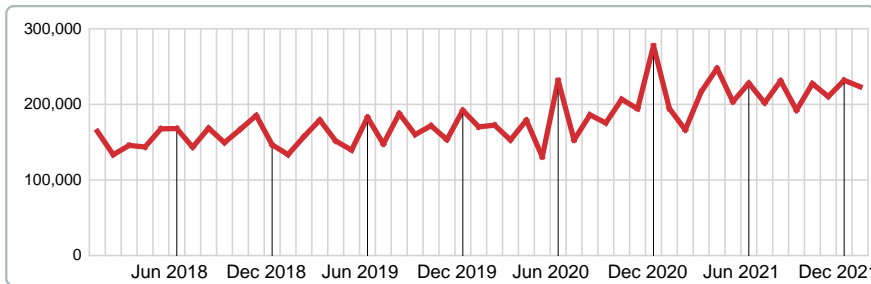
JANUARY



YEAR TO DATE (YTD)

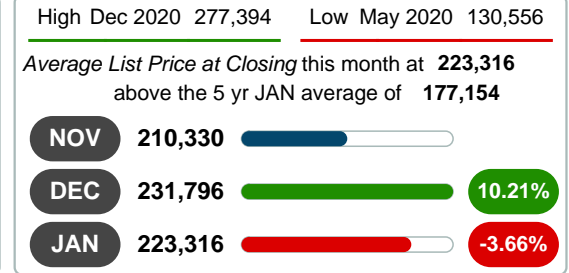


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 177,154



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
\$25,000 and less	4.26%	13,375	19,680	20,000	0	0
\$25,001 - \$75,000	14.89%	51,129	55,536	81,567	0	40,000
\$75,001 - \$100,000	9.57%	85,822	90,975	89,900	99,000	0
\$100,001 - \$200,000	35.11%	145,555	142,390	149,500	139,000	155,450
\$200,001 - \$275,000	9.57%	240,289	300,000	232,825	274,000	0
\$275,001 - \$425,000	15.96%	354,783	329,000	378,850	340,133	0
\$425,001 and up	10.64%	716,240	906,250	557,250	595,000	609,300
Average List Price		223,316	187,531	212,239	314,780	363,133
Total Closed Units	100%	223,316	36	42	10	6
Total Closed Volume		20,991,750	6.75M	8.91M	3.15M	2.18M

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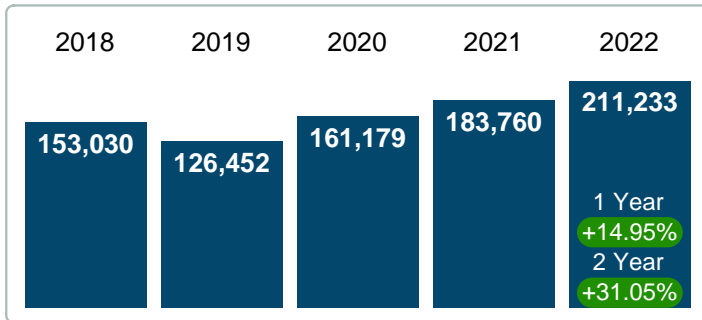
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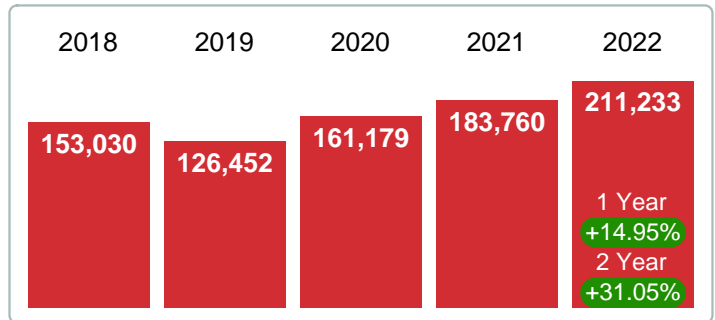
AVERAGE SOLD PRICE AT CLOSING

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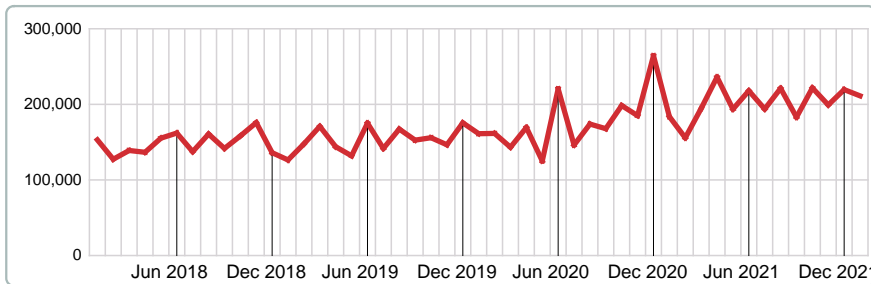
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

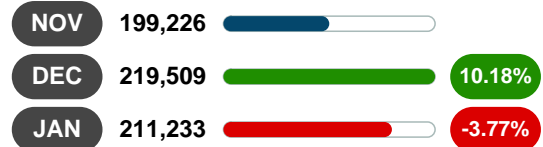


3 MONTHS

5 year JAN AVG = 167,131

High Dec 2020 264,222 Low May 2020 125,151

Average Sold Price at Closing this month at **211,233** above the 5 yr JAN average of **167,131**



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
\$25,000 and less	6.38%	15,300	15,160	16,000	0	0
\$25,001 - \$75,000	15.96%	54,687	51,755	70,333	0	40,000
\$75,001 - \$100,000	7.45%	88,521	87,188	85,950	99,000	0
\$100,001 - \$200,000	34.04%	141,988	135,300	144,826	143,000	147,950
\$200,001 - \$275,000	10.64%	237,850	270,000	230,438	265,000	0
\$275,001 - \$425,000	14.89%	340,064	295,000	359,143	325,317	0
\$425,001 and up	10.64%	664,116	853,540	477,500	595,000	559,000
Average Sold Price		211,233	175,723	201,502	305,390	335,483
Total Closed Units		94	36	42	10	6
Total Closed Volume		19,855,911	6.33M	8.46M	3.05M	2.01M

January 2022



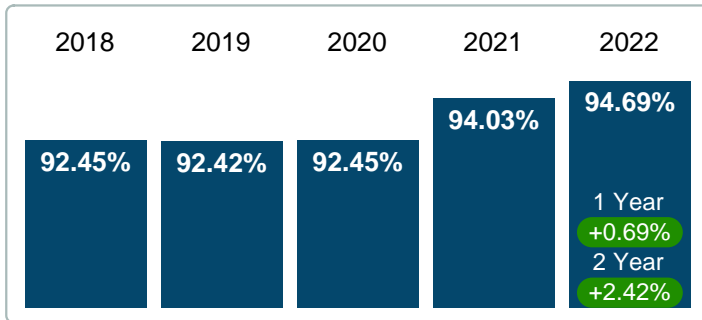
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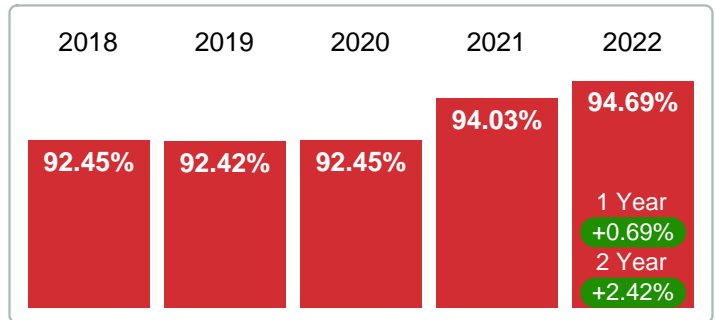
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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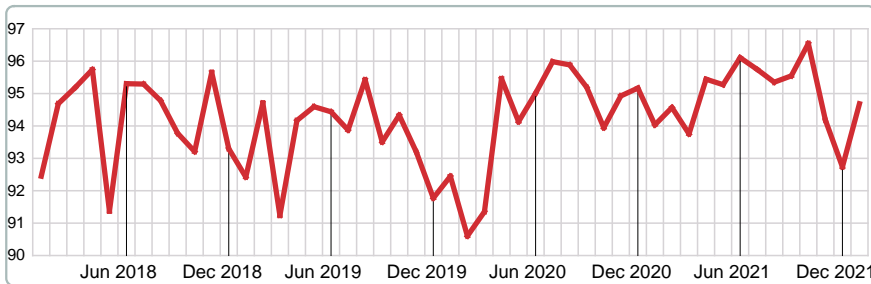
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 93.21%

High Oct 2021 96.54% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **94.69%**
above the 5 yr JAN average of **93.21%**



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
\$25,000 and less	6	6.38%	81.17%	81.41%	80.00%	0.00%	0.00%
\$25,001 - \$75,000	15	15.96%	92.92%	94.04%	86.48%	0.00%	100.00%
\$75,001 - \$100,000	7	7.45%	97.15%	97.21%	95.61%	100.00%	0.00%
\$100,001 - \$200,000	32	34.04%	96.57%	95.48%	96.94%	102.88%	95.45%
\$200,001 - \$275,000	10	10.64%	97.94%	90.00%	99.09%	96.72%	0.00%
\$275,001 - \$425,000	14	14.89%	94.97%	89.67%	94.74%	96.11%	0.00%
\$425,001 and up	10	10.64%	94.01%	97.52%	85.64%	100.00%	92.91%
Average Sold/List Ratio		94.70%		93.19%	95.23%	97.63%	94.94%
Total Closed Units		94	100%	36	42	10	6
Total Closed Volume		19,855,911		6.33M	8.46M	3.05M	2.01M

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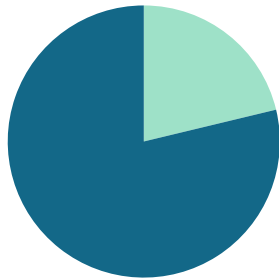
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MARKET SUMMARY

Report produced on Feb 11, 2022 for MLS Technology Inc.

INVENTORY

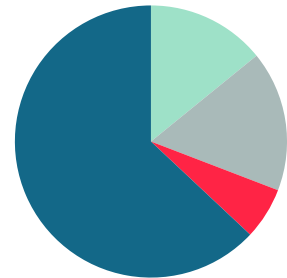


Inventory
 New Listings
137 = 21.24%
 Start Inventory
508
 Total Inventory Units
645
 Volume
\$204,018,506

Market Activity

Closed Sales
94 = 14.14%
 Pending Sales
111 = 16.69%
 Other Off Market
41 = 6.17%
 Active Inventory
419 = 63.01%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	61	94	54.10%	61	94	54.10%
Pending Sales	97	111	14.43%	97	111	14.43%
New Listings	148	137	-7.43%	148	137	-7.43%
Average List Price	194,507	223,316	14.81%	194,507	223,316	14.81%
Average Sale Price	183,760	211,233	14.95%	183,760	211,233	14.95%
Average Percent of Selling Price to List Price	94.03%	94.69%	0.69%	94.03%	94.69%	0.69%
Average Days on Market to Sale	22.02	42.80	94.39%	22.02	42.80	94.39%
Monthly Inventory	612	419	-31.54%	612	419	-31.54%
Months Supply of Inventory	7.48	3.97	-46.94%	7.48	3.97	-46.94%

Absorption: Last 12 months, an Average of **106** Sales/Month

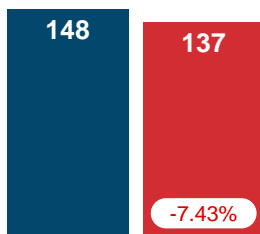
Inventory on January 31, 2022 = **419**

2021 **2022**

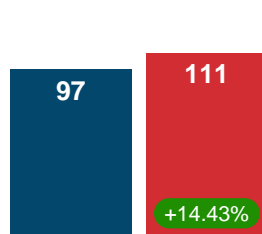
JANUARY MARKET

AVERAGE PRICES

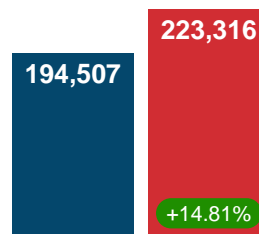
New Listings



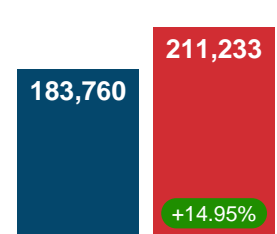
Pending Listings



List Price



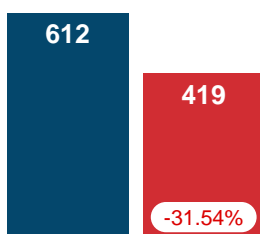
Sale Price



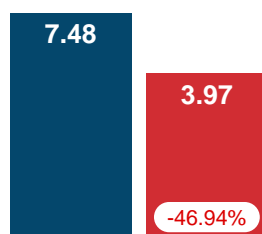
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

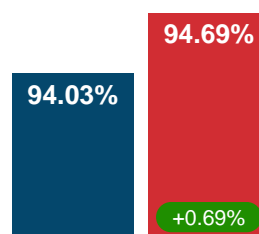
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

