

January 2022



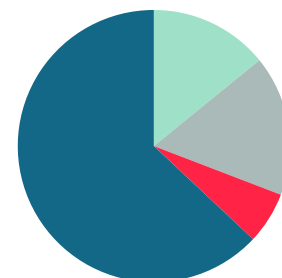
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	165,900	149,450	-9.92%
Median Sale Price	155,000	147,450	-4.87%
Median Percent of Selling Price to List Price	97.77%	97.12%	-0.66%
Median Days on Market to Sale	14.00	22.50	60.71%
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.

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 **4.87%** in January 2022 to \$147,450 versus the previous year at \$155,000.

Median Days on Market Lengthens

The median number of **22.50** days that homes spent on the market before selling increased by 8.50 days or **60.71%** in January 2022 compared to last year's same month at **14.00** DOM.

Sales Success for January 2022 is Positive

Overall, with Median Prices falling 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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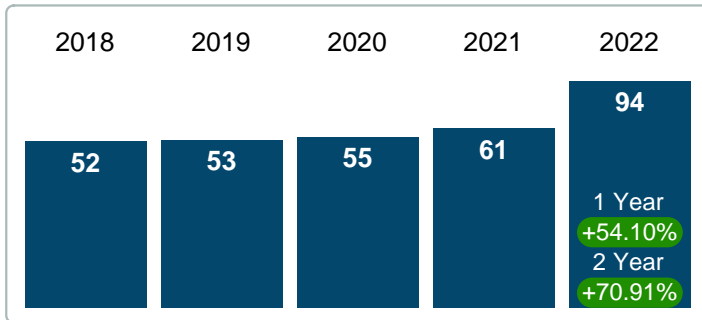
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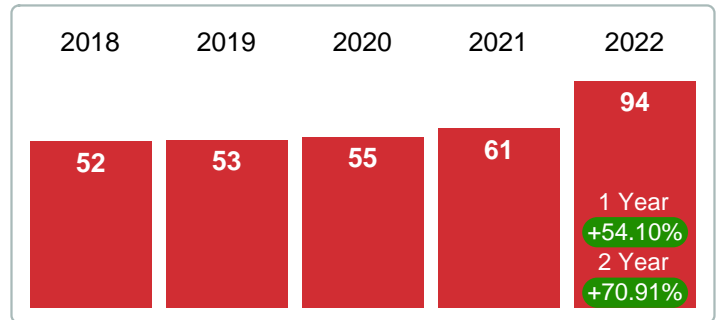
CLOSED LISTINGS

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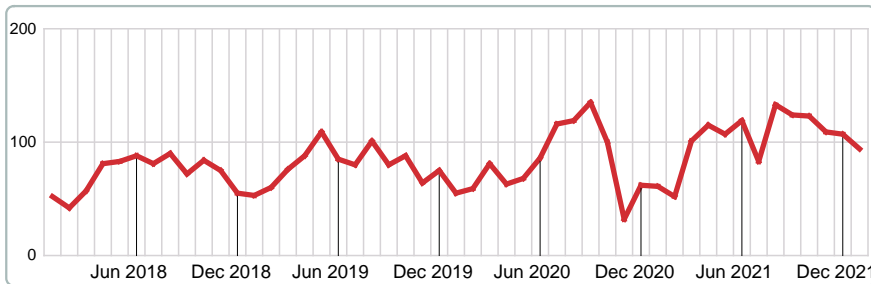
JANUARY



YEAR TO DATE (YTD)

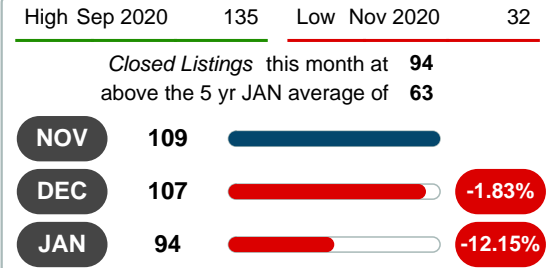


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.64%	23.5	8	1	0	1
\$40,001 - \$70,000	8	8.51%	25.0	7	1	0	0
\$70,001 - \$110,000	15	15.96%	8.0	6	8	1	0
\$110,001 - \$200,000	27	28.72%	12.0	9	15	1	2
\$200,001 - \$290,000	13	13.83%	23.0	1	9	3	0
\$290,001 - \$430,000	12	12.77%	21.0	2	6	4	0
\$430,001 and up	9	9.57%	57.0	3	2	1	3
Total Closed Units	94			36	42	10	6
Total Closed Volume	19,855,911	100%	22.5	6.33M	8.46M	3.05M	2.01M
Median Closed Price	\$147,450			\$87,375	\$179,250	\$294,950	\$295,000

January 2022



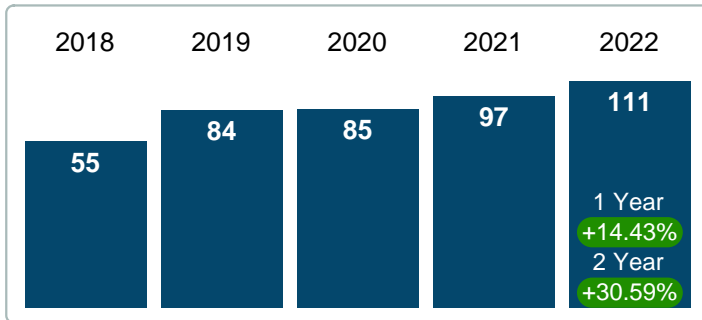
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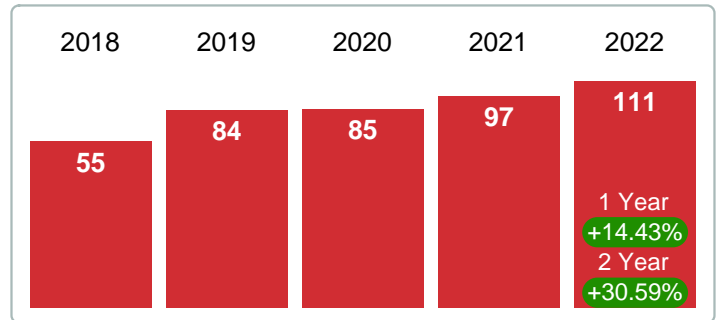
PENDING LISTINGS

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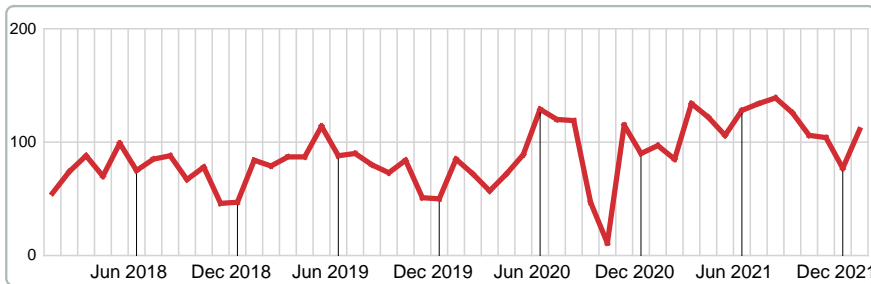
JANUARY



YEAR TO DATE (YTD)

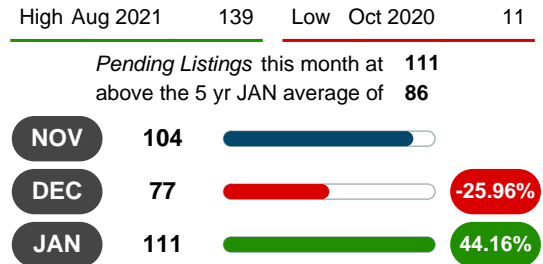


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.91%	10.0	11	0	0	0
\$40,001 - \$80,000	14	12.61%	6.0	10	4	0	0
\$80,001 - \$120,000	15	13.51%	12.0	7	7	1	0
\$120,001 - \$190,000	28	25.23%	87.0	3	20	5	0
\$190,001 - \$280,000	17	15.32%	12.0	4	8	5	0
\$280,001 - \$380,000	14	12.61%	15.0	4	4	6	0
\$380,001 and up	12	10.81%	45.0	2	6	3	1
Total Pending Units	111			41	49	20	1
Total Pending Volume	22,521,100	100%	25.0	5.59M	10.62M	5.34M	975.00K
Median Listing Price	\$149,900			\$79,000	\$160,000	\$244,450	\$975,000

January 2022



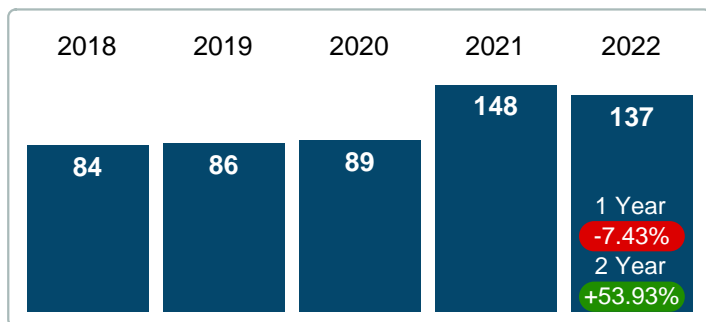
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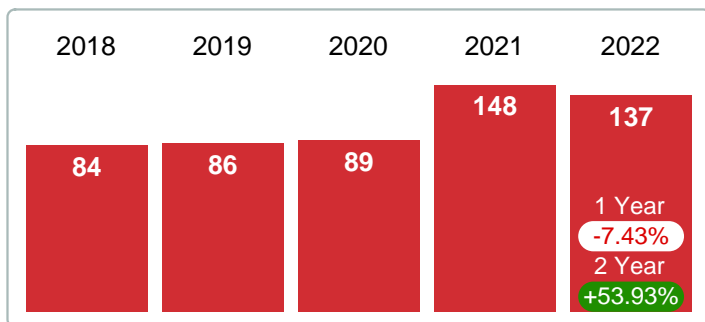
NEW LISTINGS

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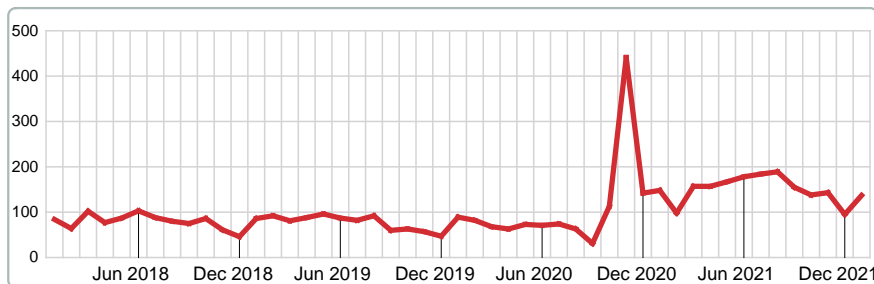
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109

High Nov 2020 441 Low Sep 2020 31

New Listings this month at 137
above the 5 yr JAN average of 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
Median New Listed Listing Price	\$159,000		\$89,950	\$162,500	\$259,500	\$899,000

January 2022



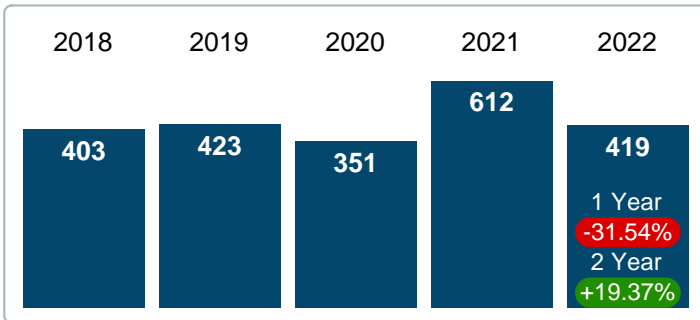
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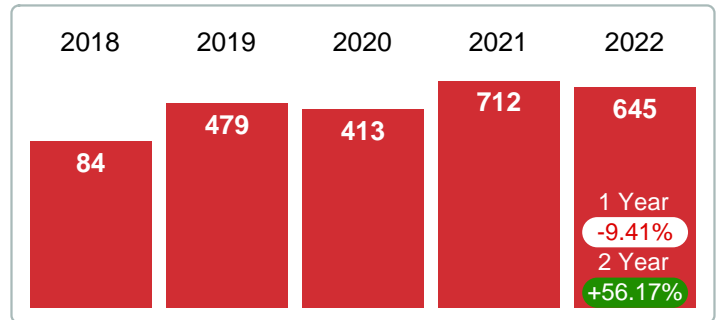
ACTIVE INVENTORY

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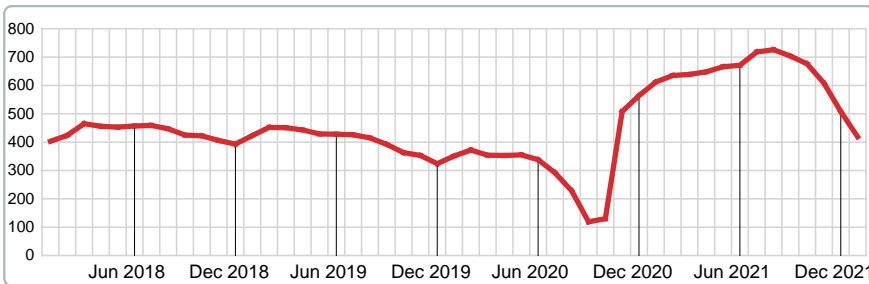
END OF JANUARY



ACTIVE DURING JANUARY

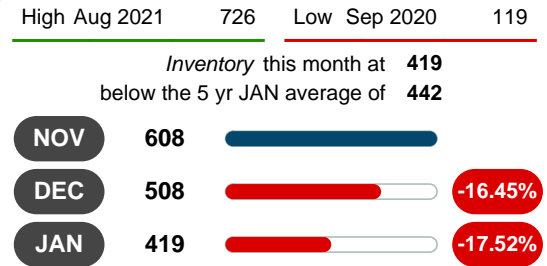


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 442



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	42	10.02%	82.0	42	0	0	0
\$20,001 - \$40,000	52	12.41%	155.5	48	4	0	0
\$40,001 - \$90,000	63	15.04%	110.0	51	10	1	1
\$90,001 - \$220,000	103	24.58%	103.0	52	44	7	0
\$220,001 - \$420,000	64	15.27%	65.0	34	23	5	2
\$420,001 - \$870,000	53	12.65%	88.0	28	15	6	4
\$870,001 and up	42	10.02%	90.0	28	2	7	5
Total Active Inventory by Units	419			283	98	26	12
Total Active Inventory by Volume	140,536,532	100%	90.0	83.88M	27.52M	19.51M	9.62M
Median Active Inventory Listing Price	\$139,900			\$93,000	\$181,250	\$415,000	\$650,000

January 2022



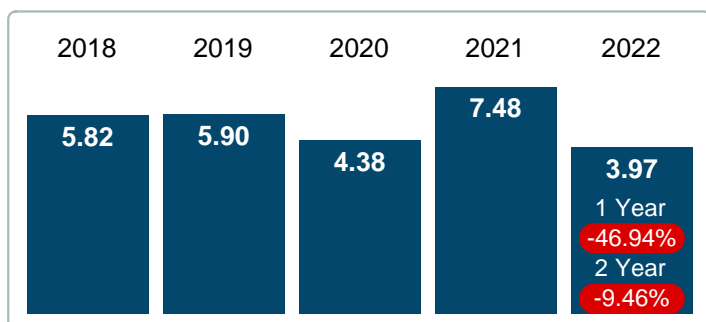
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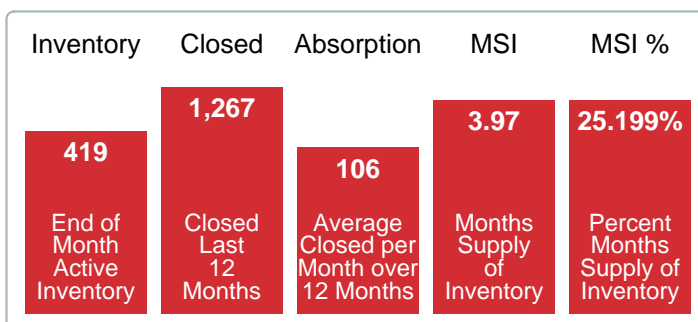
MONTHS SUPPLY of INVENTORY (MSI)

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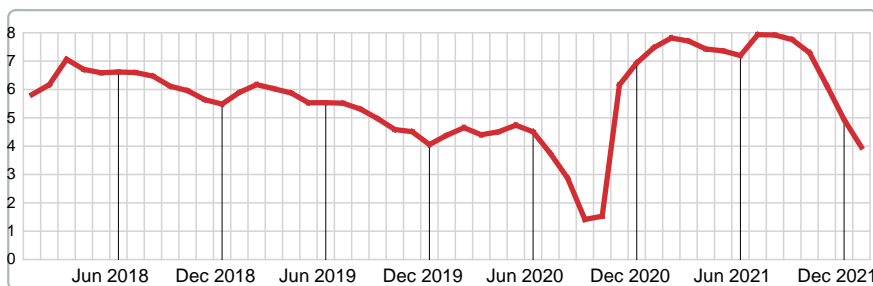
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

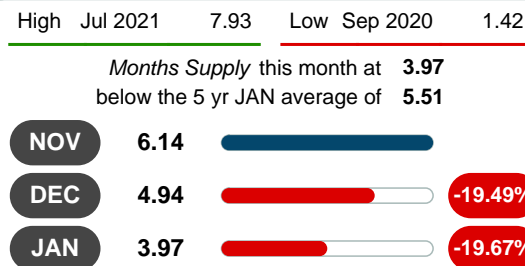


5 YEAR MARKET ACTIVITY TRENDS



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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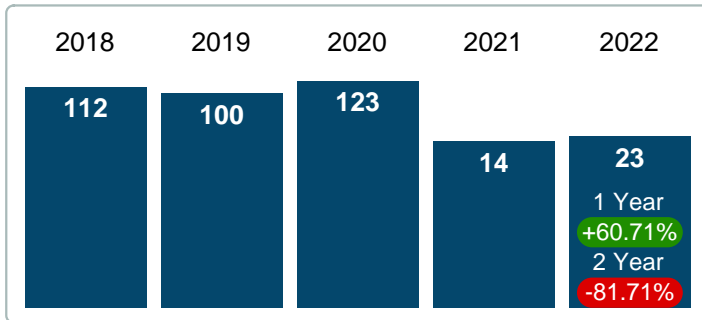
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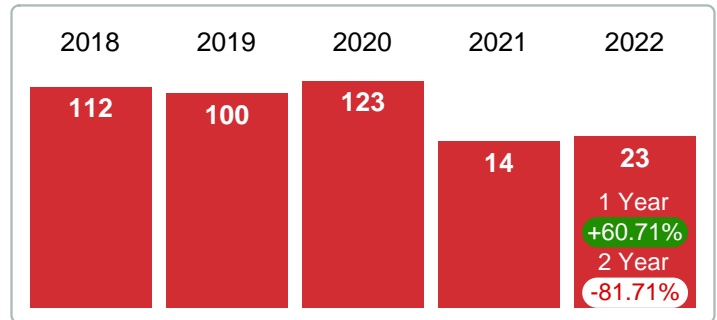
MEDIAN DAYS ON MARKET TO SALE

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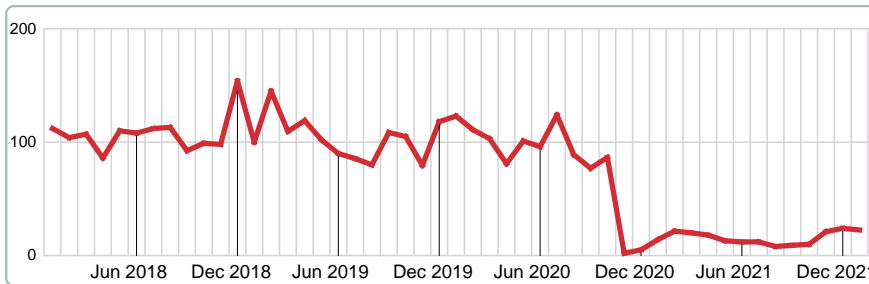
JANUARY



YEAR TO DATE (YTD)

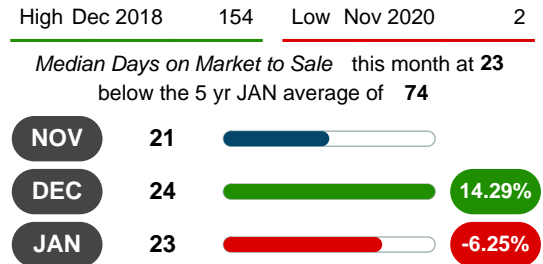


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 74



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		
\$40,000 and less	10	10.64%	24	24	86	0	2	
\$40,001 - \$70,000	8	8.51%	25	22	41	0	0	
\$70,001 - \$110,000	15	15.96%	8	10	18	5	0	
\$110,001 - \$200,000	27	28.72%	12	36	10	3	25	
\$200,001 - \$290,000	13	13.83%	23	1	31	1	0	
\$290,001 - \$430,000	12	12.77%	21	102	29	10	0	
\$430,001 and up	9	9.57%	57	57	47	1	103	
Median Closed DOM		23		22	29	4	38	
Total Closed Units		94	100%	22.5	36	42	10	6
Total Closed Volume		19,855,911			6.33M	8.46M	3.05M	2.01M

January 2022



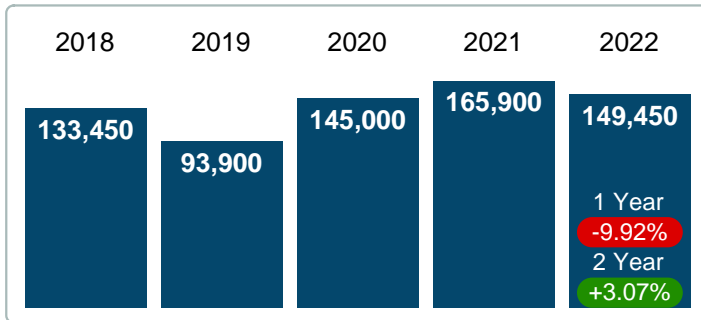
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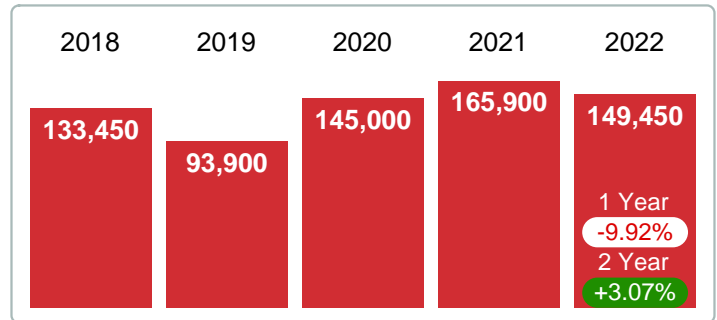
MEDIAN LIST PRICE AT CLOSING

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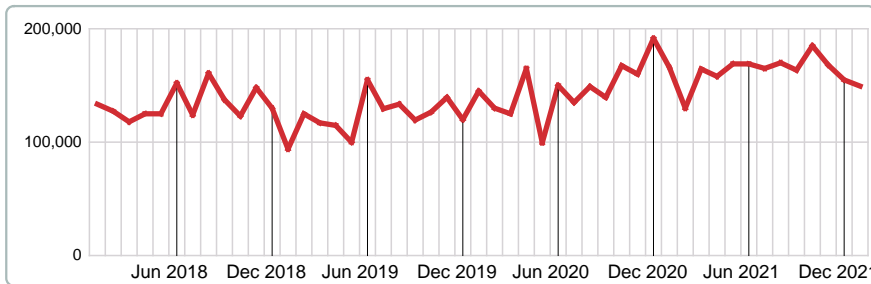
JANUARY



YEAR TO DATE (YTD)

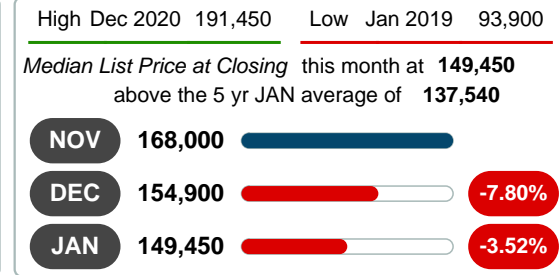


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 137,540



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
\$40,000 and less	10	32,450	32,450	20,000	0	40,000
\$40,001 - \$70,000	6	57,000	57,000	0	0	0
\$70,001 - \$110,000	15	89,900	79,450	89,900	99,000	0
\$110,001 - \$200,000	29	145,900	129,000	159,000	139,000	155,450
\$200,001 - \$290,000	11	249,000	225,000	239,900	285,000	0
\$290,001 - \$430,000	14	370,500	329,000	399,000	370,500	0
\$430,001 and up	9	595,000	995,000	557,250	595,000	579,000
Median List Price		149,450	84,950	188,250	294,900	307,000
Total Closed Units		94	36	42	10	6
Total Closed Volume		20,991,750	6.75M	8.91M	3.15M	2.18M

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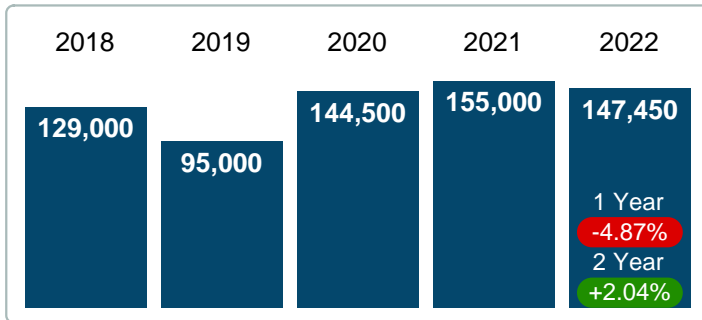
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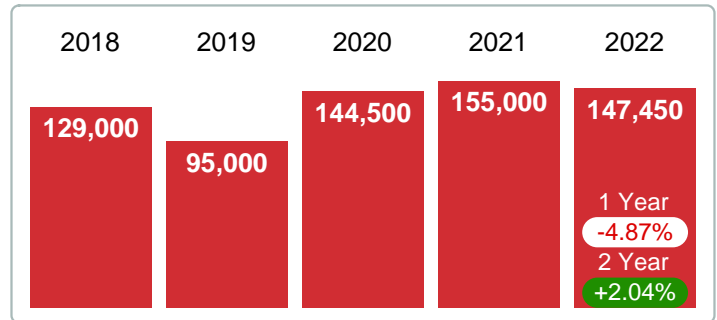
MEDIAN SOLD PRICE AT CLOSING

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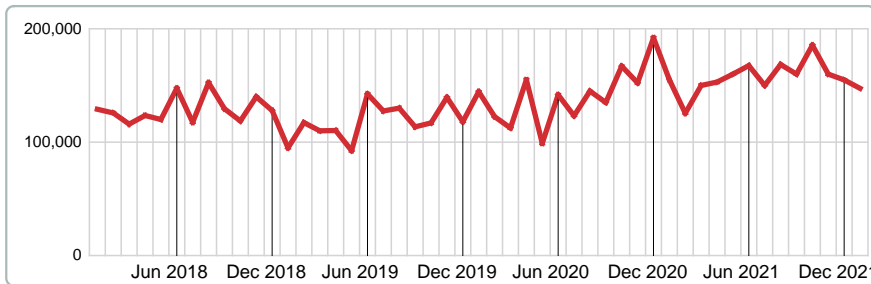
JANUARY



YEAR TO DATE (YTD)

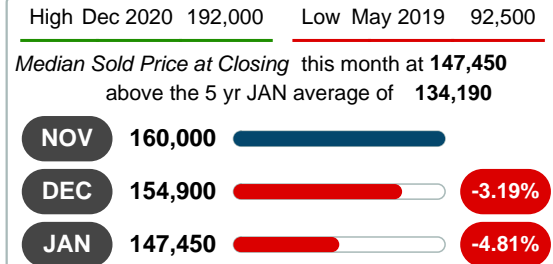


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 134,190



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
\$40,000 and less	10	10.64%	25,000	16,000	0	40,000
\$40,001 - \$70,000	8	8.51%	59,150	61,000	0	0
\$70,001 - \$110,000	15	15.96%	87,375	97,450	99,000	0
\$110,001 - \$200,000	27	28.72%	125,000	150,000	143,000	147,950
\$200,001 - \$290,000	13	13.83%	270,000	235,000	285,000	0
\$290,001 - \$430,000	12	12.77%	362,500	392,500	338,500	0
\$430,001 and up	9	9.57%	595,000	477,500	595,000	547,000
Median Sold Price		147,450	87,375	179,250	294,950	295,000
Total Closed Units		94	36	42	10	6
Total Closed Volume		19,855,911	6.33M	8.46M	3.05M	2.01M

January 2022



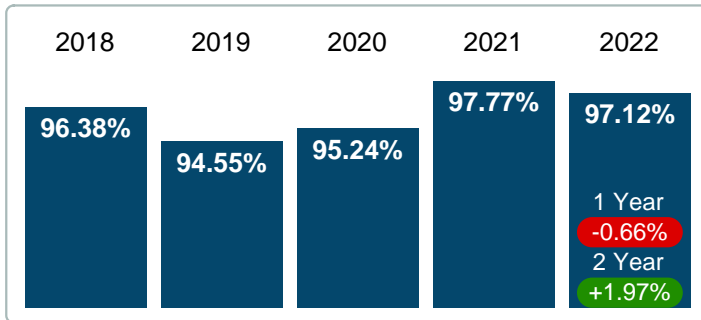
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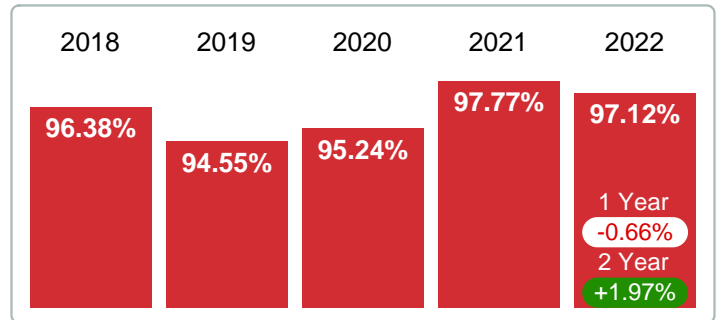
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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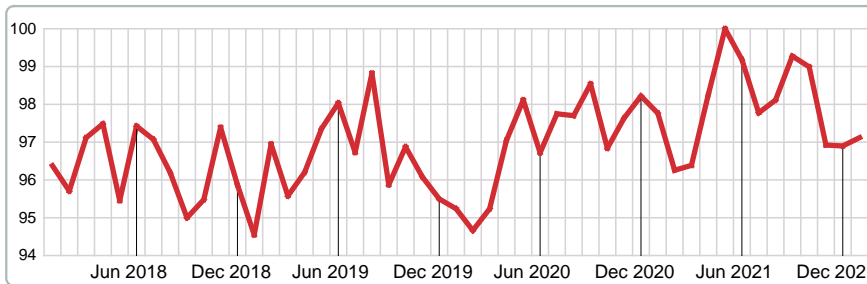
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 96.21%

High May 2021 100.00% Low Jan 2019 94.55%

Median Sold/List Ratio this month at **97.12%**
above the 5 yr JAN average of **96.21%**



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
\$40,000 and less	10	10.64%	89.88%	89.88%	80.00%	0.00%	100.00%
\$40,001 - \$70,000	8	8.51%	87.57%	88.18%	73.58%	0.00%	0.00%
\$70,001 - \$110,000	15	15.96%	100.00%	100.00%	97.43%	100.00%	0.00%
\$110,001 - \$200,000	27	28.72%	96.84%	94.71%	96.84%	102.88%	95.45%
\$200,001 - \$290,000	13	13.83%	100.00%	90.00%	100.00%	100.00%	0.00%
\$290,001 - \$430,000	12	12.77%	96.07%	94.83%	96.07%	97.06%	0.00%
\$430,001 and up	9	9.57%	91.82%	91.82%	85.64%	100.00%	94.47%
Median Sold/List Ratio		97.12%		95.43%	96.89%	100.00%	96.23%
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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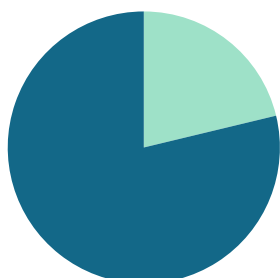
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MARKET SUMMARY

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

INVENTORY

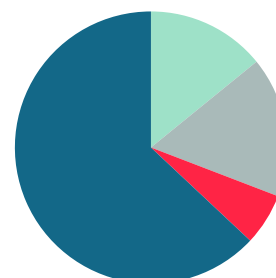


Inventory
 New Listings
137 = 21.24%
 Start Inventory
508
 Total Inventory Units
645
 Volume
\$204,018,506

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%
Median List Price	165,900	149,450	-9.92%	165,900	149,450	-9.92%
Median Sale Price	155,000	147,450	-4.87%	155,000	147,450	-4.87%
Median Percent of Selling Price to List Price	97.77%	97.12%	-0.66%	97.77%	97.12%	-0.66%
Median Days on Market to Sale	14.00	22.50	60.71%	14.00	22.50	60.71%
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

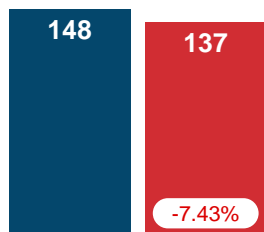
Inventory on January 31, 2022 = **419**

2021 **2022**

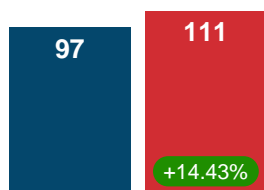
JANUARY MARKET

MEDIAN PRICES

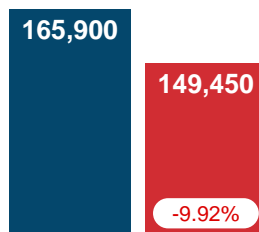
New Listings



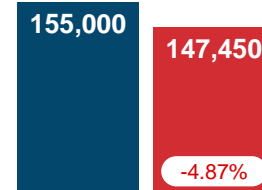
Pending Listings



List Price



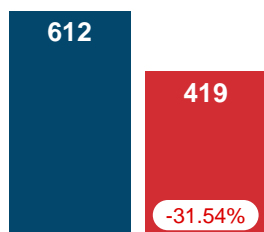
Sale Price



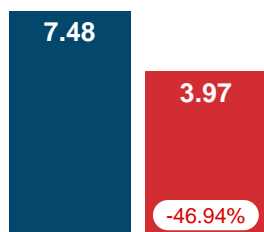
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

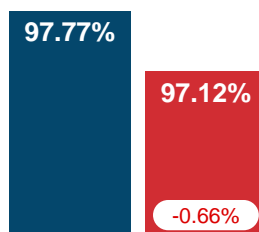
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

