

April 2020



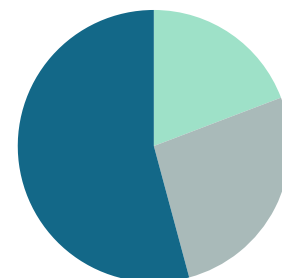
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	60	39	-35.00%
Pending Listings	54	54	0.00%
New Listings	61	44	-27.87%
Average List Price	135,568	133,156	-1.78%
Average Sale Price	130,205	129,933	-0.21%
Average Percent of Selling Price to List Price	95.17%	96.40%	1.29%
Average Days on Market to Sale	123.13	96.97	-21.24%
End of Month Inventory	153	110	-28.10%
Months Supply of Inventory	3.02	2.17	-28.22%



■ Closed (19.21%)
■ Pending (26.60%)
■ Other OffMarket (0.00%)
■ Active (54.19%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of April 30, 2020 = **110**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **28.10%** to 110 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **2.17** 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 **0.21%** in April 2020 to \$129,933 versus the previous year at \$130,205.

Average Days on Market Shortens

The average number of **96.97** days that homes spent on the market before selling decreased by 26.16 days or **21.24%** in April 2020 compared to last year's same month at **123.13** DOM.

Sales Success for April 2020 is Positive

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

There were 44 New Listings in April 2020, down **27.87%** from last year at 61. Furthermore, there were 39 Closed Listings this month versus last year at 60, a **-35.00%** decrease.

Closed versus Listed trends yielded a **88.6%** ratio, down from previous year's, April 2019, at **98.4%**, a **9.89%** downswing. This will certainly create pressure on a decreasing Monthly 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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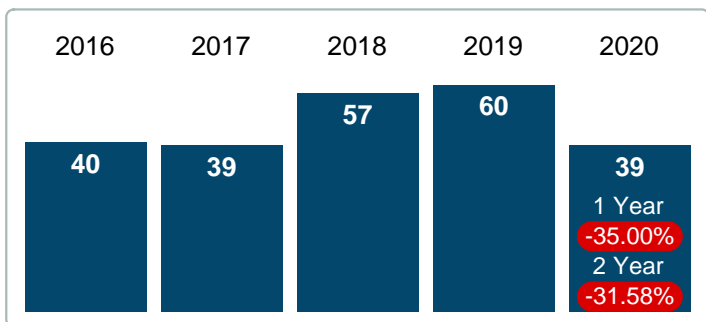
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



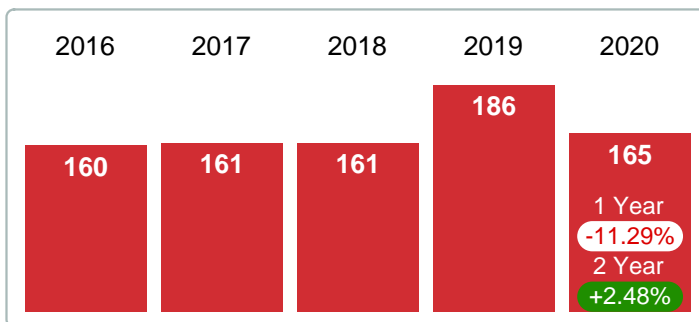
CLOSED LISTINGS

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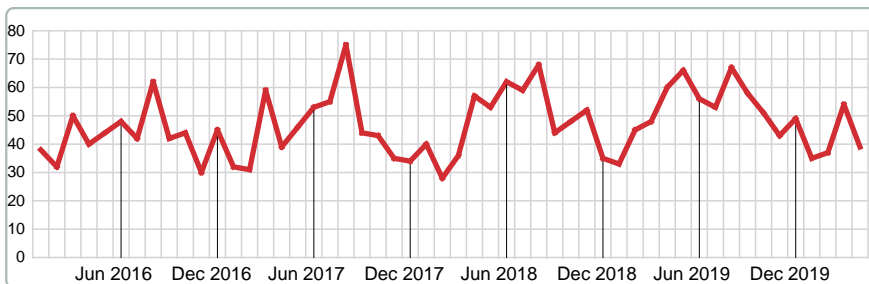
APRIL



YEAR TO DATE (YTD)

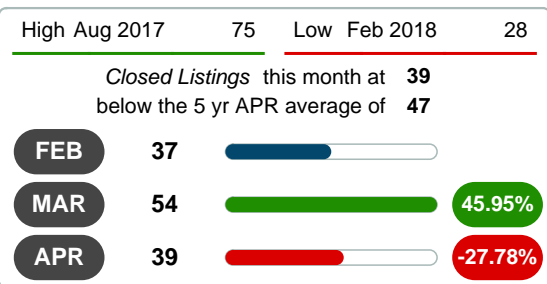


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	5.13%	29.5	2	0	0	0
\$40,001 - \$60,000	5	12.82%	92.6	2	3	0	0
\$60,001 - \$80,000	7	17.95%	135.0	2	5	0	0
\$80,001 - \$160,000	9	23.08%	78.0	2	6	0	1
\$160,001 - \$180,000	6	15.38%	102.0	0	6	0	0
\$180,001 - \$210,000	6	15.38%	117.8	0	5	1	0
\$210,001 and up	4	10.26%	73.5	0	4	0	0
Total Closed Units	39			8	29	1	1
Total Closed Volume	5,067,400	100%	97.0	546.50K	4.17M	199.00K	155.00K
Average Closed Price	\$129,933			\$68,313	\$143,686	\$199,000	\$155,000

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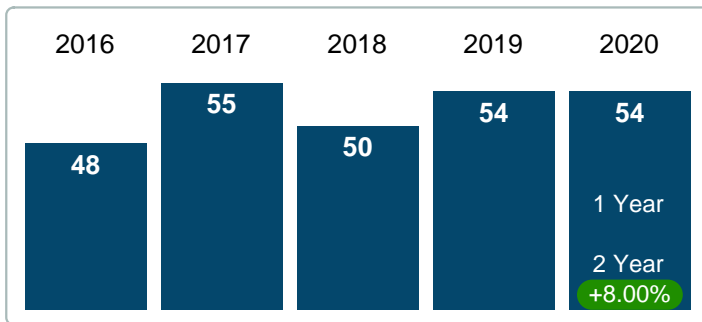
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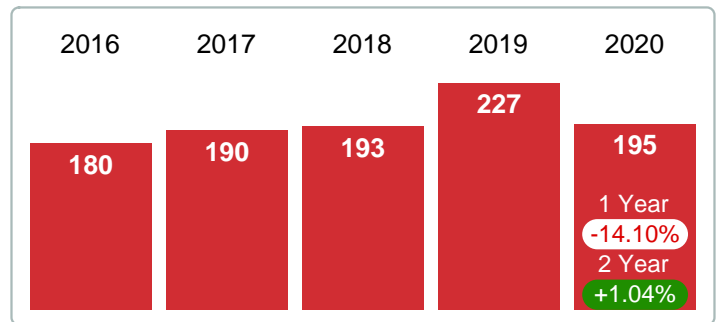
PENDING LISTINGS

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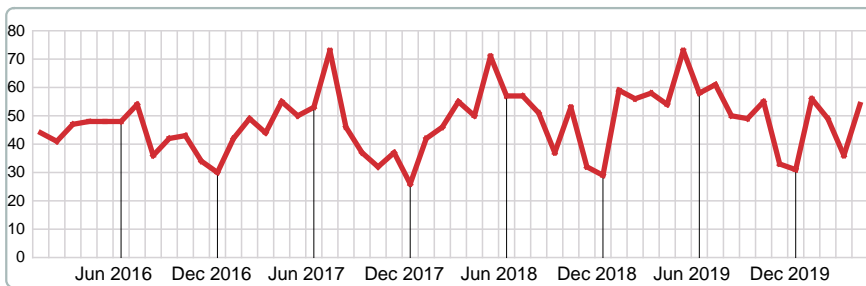
APRIL



YEAR TO DATE (YTD)

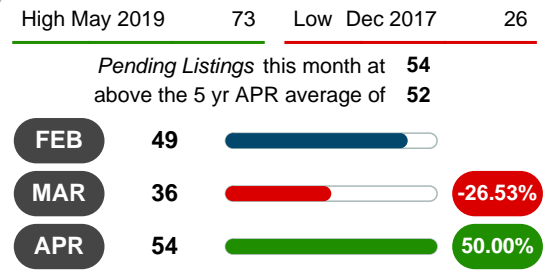


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	1.85%	0.0	0	1	0	0
\$30,001 - \$60,000	10	18.52%	133.7	6	4	0	0
\$60,001 - \$90,000	8	14.81%	164.5	1	7	0	0
\$90,001 - \$140,000	14	25.93%	79.7	1	10	3	0
\$140,001 - \$170,000	6	11.11%	87.5	0	4	2	0
\$170,001 - \$210,000	9	16.67%	30.8	1	5	3	0
\$210,001 and up	6	11.11%	74.7	1	1	4	0
Total Pending Units	54			10	32	12	0
Total Pending Volume	7,342,700	100%	92.9	1.10M	4.07M	2.17M	0.00B
Average Listing Price	\$135,976			\$110,370	\$127,094	\$181,000	\$0

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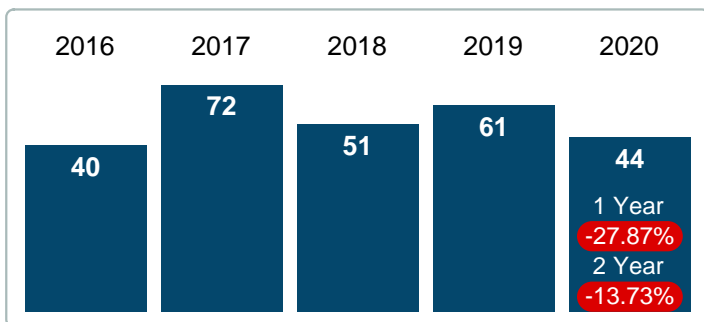
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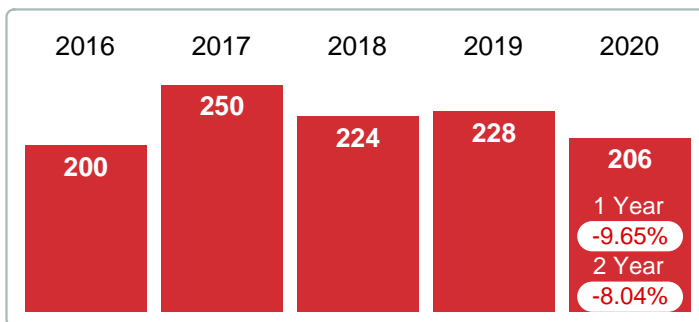
NEW LISTINGS

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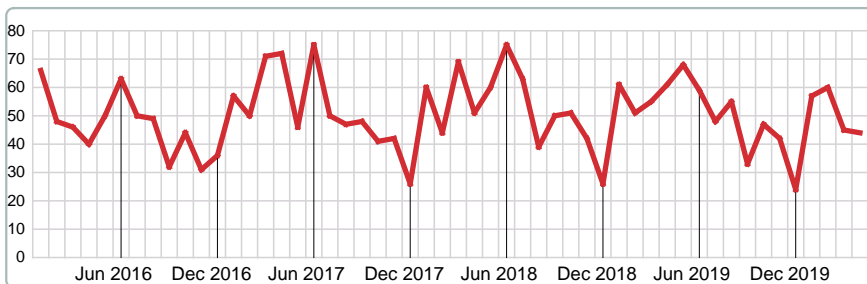
APRIL



YEAR TO DATE (YTD)

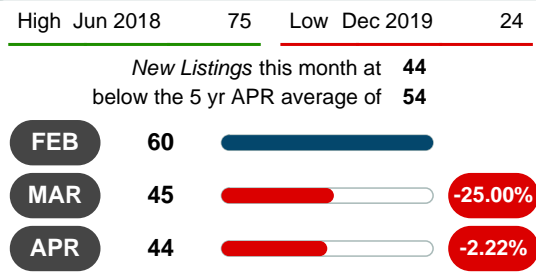


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54



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	3	6.82%	1	2	0	0
\$25,001 - \$75,000	6	13.64%	3	3	0	0
\$75,001 - \$100,000	4	9.09%	1	2	1	0
\$100,001 - \$175,000	14	31.82%	1	10	0	3
\$175,001 - \$225,000	6	13.64%	1	4	1	0
\$225,001 - \$300,000	5	11.36%	0	4	1	0
\$300,001 and up	6	13.64%	1	1	4	0
Total New Listed Units	44		8	26	7	3
Total New Listed Volume	7,206,500	100%	1.07M	3.88M	1.86M	384.80K
Average New Listed Listing Price	\$162,558		\$134,200	\$149,415	\$266,186	\$128,267

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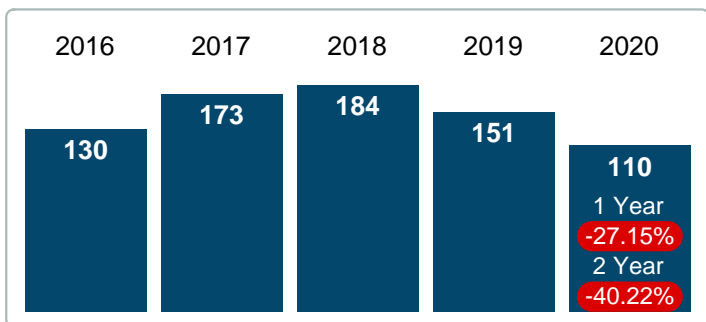
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



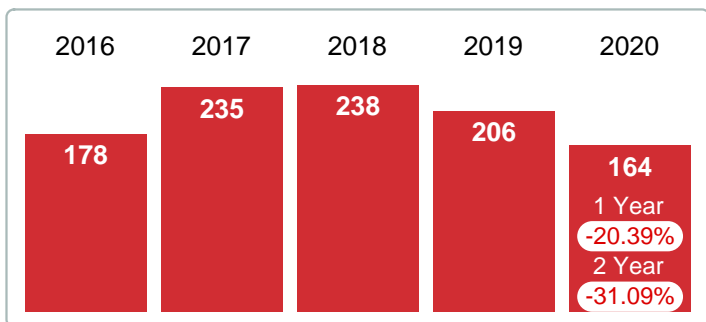
ACTIVE INVENTORY

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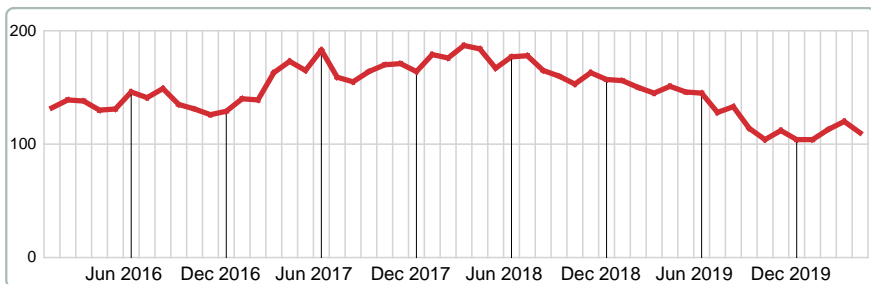
END OF APRIL



ACTIVE DURING APRIL

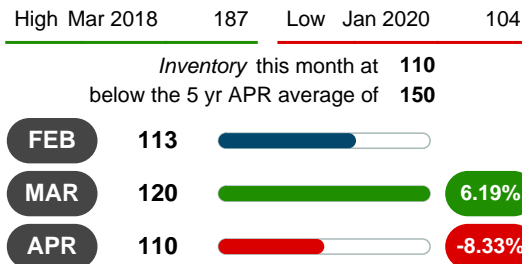


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	2.73%	40.7	1	2	0	0
\$25,001 - \$75,000	21	19.09%	123.8	10	11	0	0
\$75,001 - \$100,000	10	9.09%	98.8	3	5	2	0
\$100,001 - \$175,000	33	30.00%	142.8	6	20	3	4
\$175,001 - \$225,000	15	13.64%	108.0	1	7	6	1
\$225,001 - \$325,000	18	16.36%	73.2	0	11	6	1
\$325,001 and up	10	9.09%	89.3	2	1	6	1
Total Active Inventory by Units	110			23	57	23	7
Total Active Inventory by Volume	18,942,200	100%	111.4	2.65M	8.99M	5.93M	1.37M
Average Active Inventory Listing Price	\$172,202			\$115,161	\$157,800	\$257,726	\$195,886

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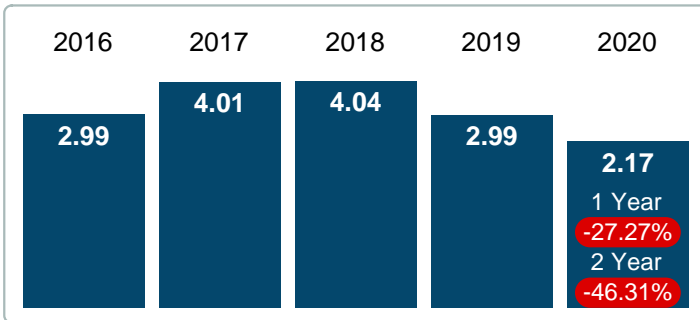
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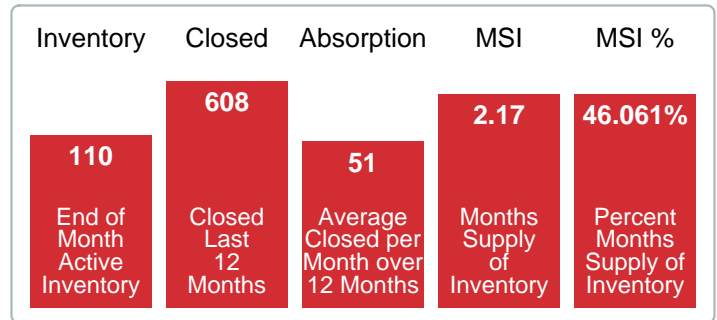
MONTHS SUPPLY of INVENTORY (MSI)

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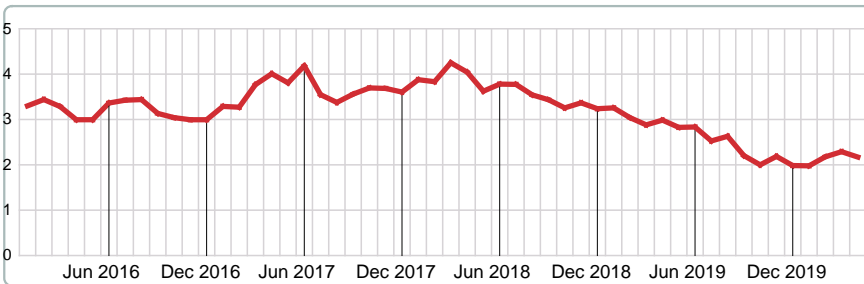
MSI FOR APRIL



INDICATORS FOR APRIL 2020

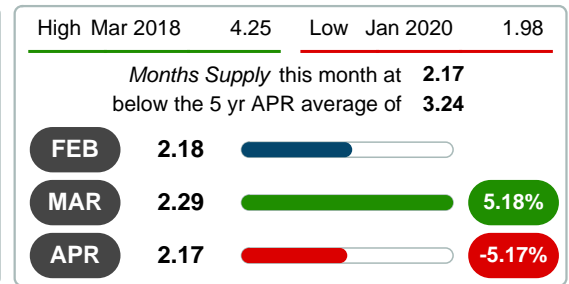


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.24



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
\$40,000 and less	7	6.36%	0.99	1.09	1.03	0.00	0.00
\$40,001 - \$70,000	15	13.64%	1.73	1.71	2.12	0.00	0.00
\$70,001 - \$110,000	16	14.55%	1.57	2.10	1.15	3.00	0.00
\$110,001 - \$170,000	26	23.64%	2.03	2.40	1.75	1.33	24.00
\$170,001 - \$230,000	19	17.27%	2.89	4.00	2.16	5.14	12.00
\$230,001 - \$320,000	16	14.55%	4.27	0.00	6.32	2.50	12.00
\$320,001 and up	11	10.00%	6.95	0.00	2.00	7.00	12.00
Market Supply of Inventory (MSI)	2.17			1.90	1.93	2.71	14.00
Total Active Inventory by Units	110	100%	2.17	23	57	23	7

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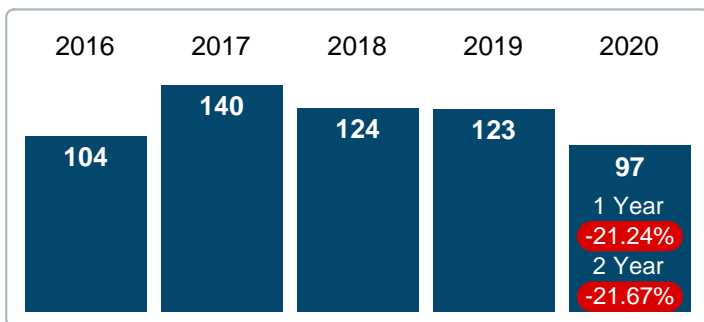
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



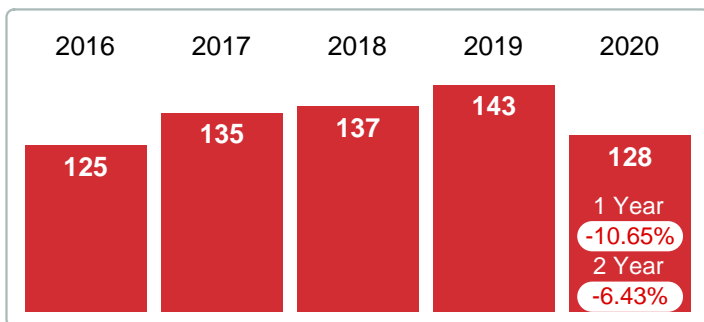
AVERAGE DAYS ON MARKET TO SALE

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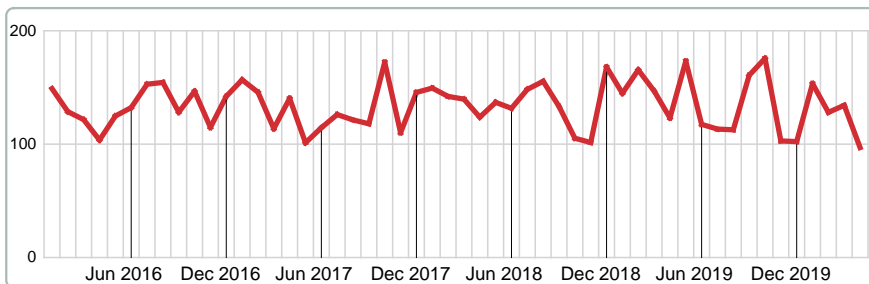
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

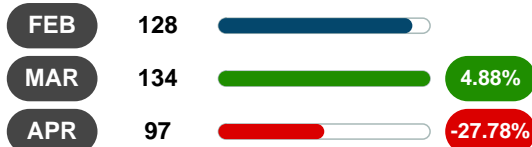


3 MONTHS

5 year APR AVG = 118

High Oct 2019 176 Low Apr 2020 97

Average Days on Market to Sale this month at 97 below the 5 yr APR 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
\$40,000 and less	5.13%	30	30	0	0	0
\$40,001 - \$60,000	12.82%	93	113	79	0	0
\$60,001 - \$80,000	17.95%	135	39	173	0	0
\$80,001 - \$160,000	23.08%	78	35	76	0	175
\$160,001 - \$180,000	15.38%	102	0	102	0	0
\$180,001 - \$210,000	15.38%	118	0	127	70	0
\$210,001 and up	10.26%	74	0	74	0	0
Average Closed DOM		97	54	107	70	175
Total Closed Units	100%	97	8	29	1	1
Total Closed Volume		5,067,400	546.50K	4.17M	199.00K	155.00K

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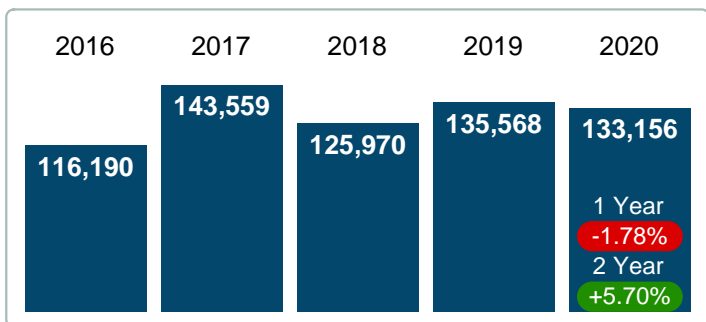
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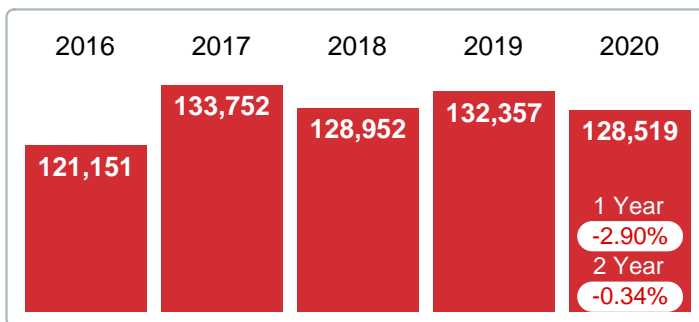
AVERAGE LIST PRICE AT CLOSING

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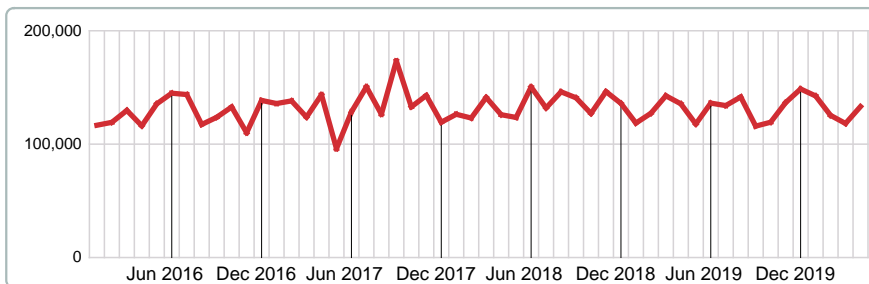
APRIL



YEAR TO DATE (YTD)

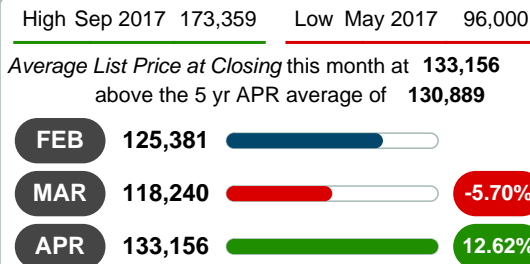


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 130,889



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
\$40,000 and less	2	27,250	27,250	0	0	0
\$40,001 - \$60,000	4	51,225	59,450	51,667	0	0
\$60,001 - \$80,000	7	71,514	71,450	75,120	0	0
\$80,001 - \$160,000	9	118,200	127,450	120,333	0	169,000
\$160,001 - \$180,000	7	169,729	0	169,850	0	0
\$180,001 - \$210,000	5	191,480	0	195,660	199,000	0
\$210,001 and up	5	244,760	0	250,975	0	0
Average List Price		133,156	71,400	146,686	199,000	169,000
Total Closed Units		39	8	29	1	1
Total Closed Volume		5,193,100	571.20K	4.25M	199.00K	169.00K

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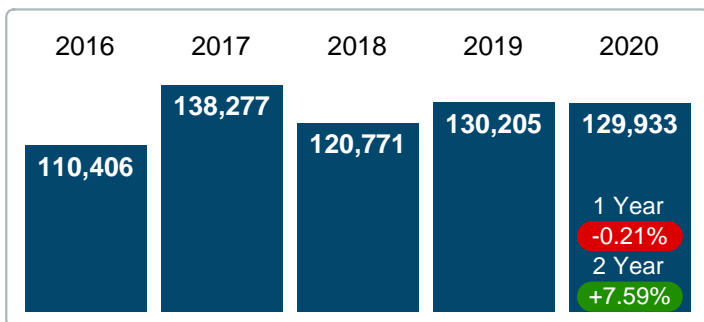
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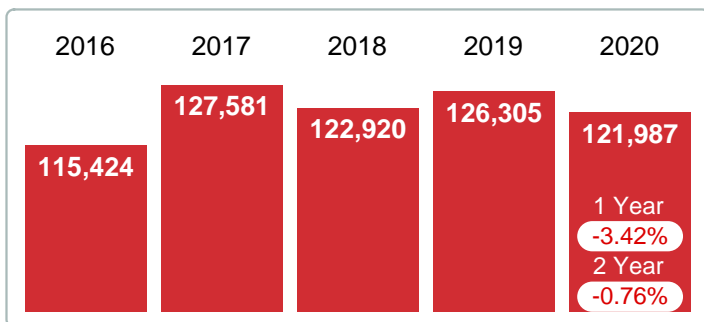
AVERAGE SOLD PRICE AT CLOSING

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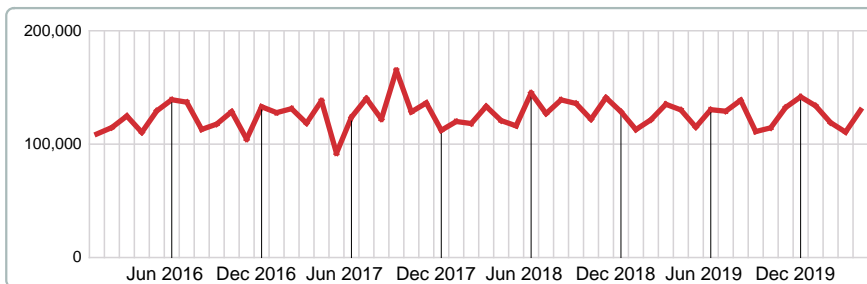
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

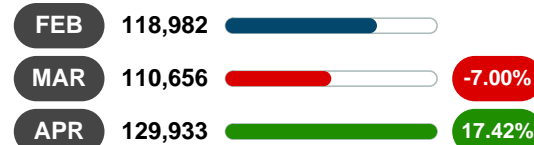


3 MONTHS

5 year APR AVG = 125,919

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at **129,933** above the 5 yr APR average of **125,919**



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
\$40,000 and less	5.13%	25,750	25,750	0	0	0
\$40,001 - \$60,000	12.82%	47,800	51,000	45,667	0	0
\$60,001 - \$80,000	17.95%	70,043	69,000	70,460	0	0
\$80,001 - \$160,000	23.08%	124,100	127,500	117,817	0	155,000
\$160,001 - \$180,000	15.38%	168,967	0	168,967	0	0
\$180,001 - \$210,000	15.38%	194,733	0	193,880	199,000	0
\$210,001 and up	10.26%	246,875	0	246,875	0	0
Average Sold Price		129,933	68,313	143,686	199,000	155,000
Total Closed Units	100%	129,933	8	29	1	1
Total Closed Volume		5,067,400	546.50K	4.17M	199.00K	155.00K

April 2020



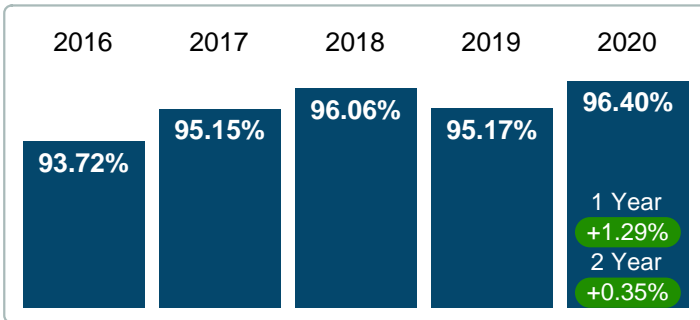
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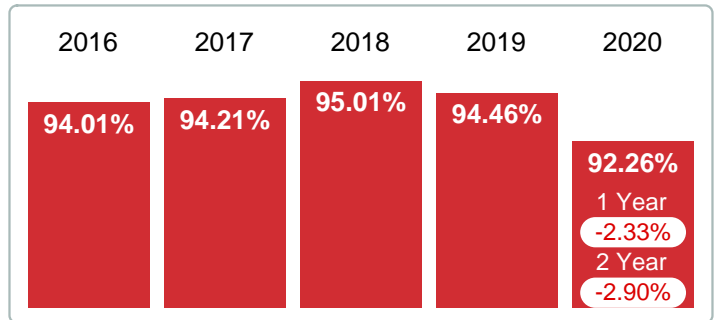
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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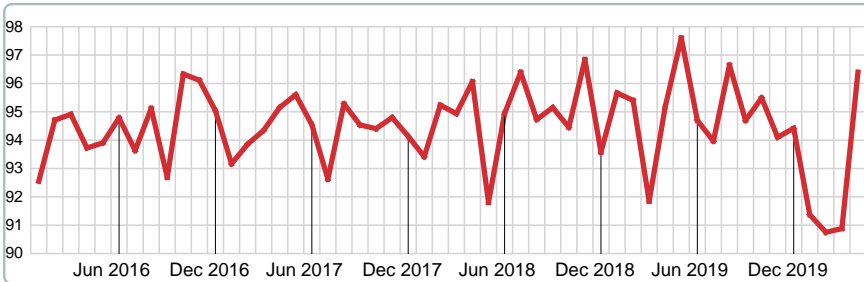
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

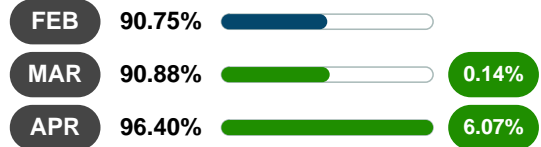


3 MONTHS

5 year APR AVG = 95.30%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.40%**
above the 5 yr APR average of **95.30%**



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	
\$40,000 and less	2	5.13%	94.92%	94.92%	0.00%	0.00%	0.00%	
\$40,001 - \$60,000	5	12.82%	88.34%	87.23%	89.08%	0.00%	0.00%	
\$60,001 - \$80,000	7	17.95%	94.76%	96.49%	94.07%	0.00%	0.00%	
\$80,001 - \$160,000	9	23.08%	97.63%	100.03%	97.81%	0.00%	91.72%	
\$160,001 - \$180,000	6	15.38%	99.51%	0.00%	99.51%	0.00%	0.00%	
\$180,001 - \$210,000	6	15.38%	99.34%	0.00%	99.21%	100.00%	0.00%	
\$210,001 and up	4	10.26%	98.24%	0.00%	98.24%	0.00%	0.00%	
Average Sold/List Ratio		96.40%		94.67%	96.91%	100.00%	91.72%	
Total Closed Units		39	100%	96.40%	8	29	1	1
Total Closed Volume		5,067,400			546.50K	4.17M	199.00K	155.00K

April 2020



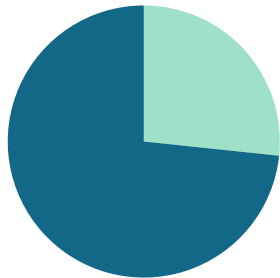
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

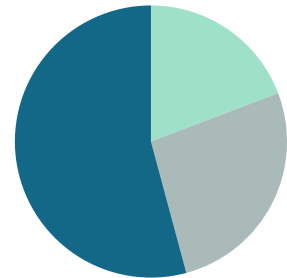


Inventory
 New Listings
44 = 26.67%
 Start Inventory
121
 Total Inventory Units
165
 Volume
\$26,322,400

Market Activity

Closed Sales
39 = 19.21%
 Pending Sales
54 = 26.60%
 Other Off Market
0 = 0.00%
 Active Inventory
110 = 54.19%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	60	39	-35.00%	186	165	-11.29%
Pending Sales	54	54	0.00%	227	195	-14.10%
New Listings	61	44	-27.87%	228	206	-9.65%
Average List Price	135,568	133,156	-1.78%	132,357	128,519	-2.90%
Average Sale Price	130,205	129,933	-0.21%	126,305	121,987	-3.42%
Average Percent of Selling Price to List Price	95.17%	96.40%	1.29%	94.46%	92.26%	-2.33%
Average Days on Market to Sale	123.13	96.97	-21.24%	143.38	128.11	-10.65%
Monthly Inventory	153	110	-28.10%	153	110	-28.10%
Months Supply of Inventory	3.02	2.17	-28.22%	3.02	2.17	-28.22%

Absorption: Last 12 months, an Average of **51** Sales/Month

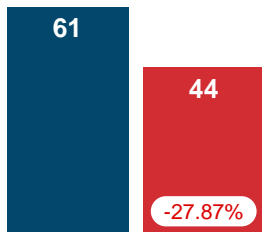
Inventory on April 30, 2020 = **110**

2019 **2020**

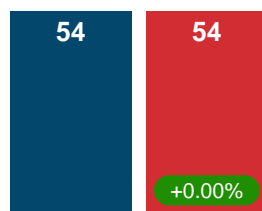
APRIL MARKET

AVERAGE PRICES

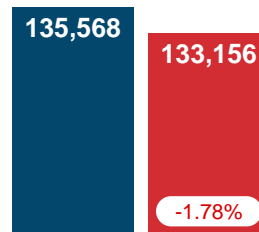
New Listings



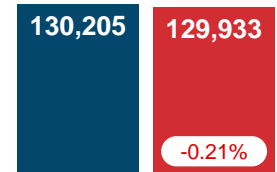
Pending Listings



List Price



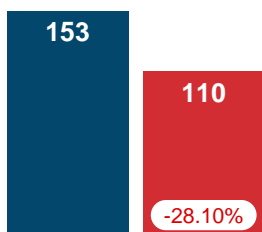
Sale Price



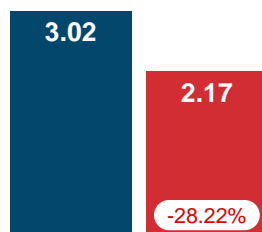
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

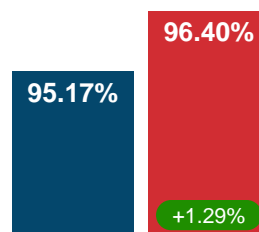
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

