

April 2020



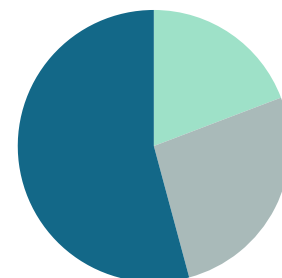
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	109,950	134,900	22.69%
Median Sale Price	104,700	138,500	32.28%
Median Percent of Selling Price to List Price	97.19%	100.00%	2.89%
Median Days on Market to Sale	93.00	59.00	-36.56%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **32.28%** in April 2020 to \$138,500 versus the previous year at \$104,700.

Median Days on Market Shortens

The median number of **59.00** days that homes spent on the market before selling decreased by 34.00 days or **36.56%** in April 2020 compared to last year's same month at **93.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median Prices going up 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

April 2020



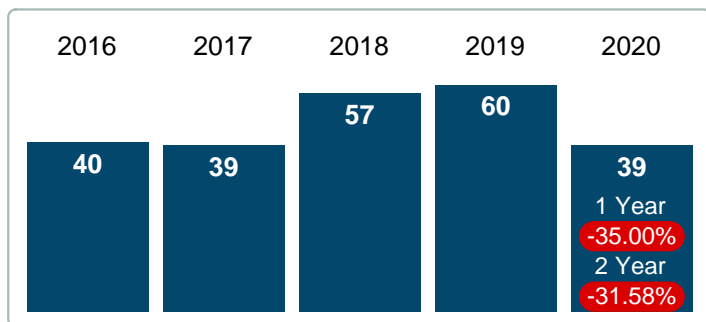
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



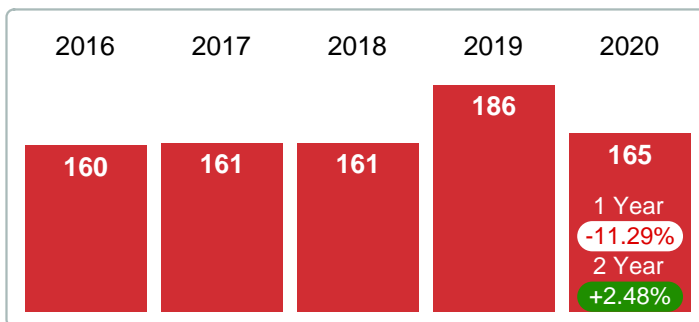
CLOSED LISTINGS

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

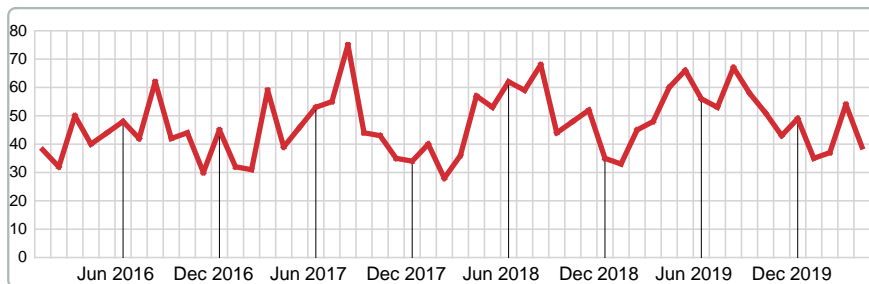
APRIL



YEAR TO DATE (YTD)

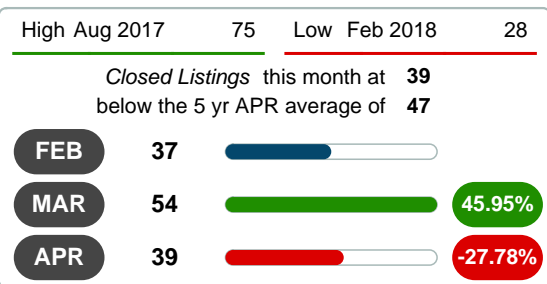


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	58.0	2	3	0	0
\$60,001 - \$80,000	7	17.95%	77.0	2	5	0	0
\$80,001 - \$160,000	9	23.08%	50.0	2	6	0	1
\$160,001 - \$180,000	6	15.38%	78.5	0	6	0	0
\$180,001 - \$210,000	6	15.38%	64.5	0	5	1	0
\$210,001 and up	4	10.26%	51.5	0	4	0	0
Total Closed Units	39			8	29	1	1
Total Closed Volume	5,067,400	100%	59.0	546.50K	4.17M	199.00K	155.00K
Median Closed Price	\$138,500			\$59,500	\$164,900	\$199,000	\$155,000

April 2020



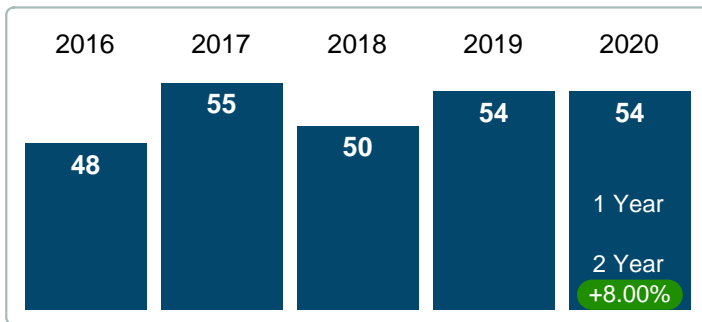
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



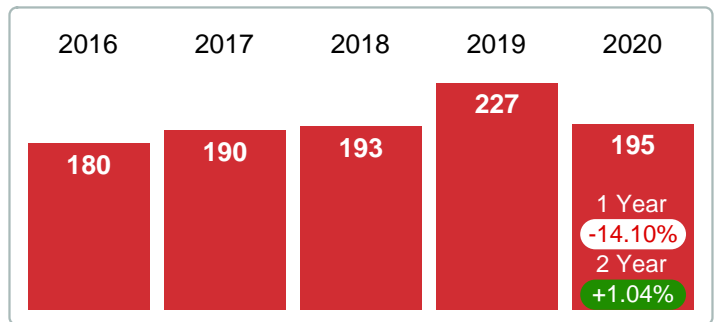
PENDING LISTINGS

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

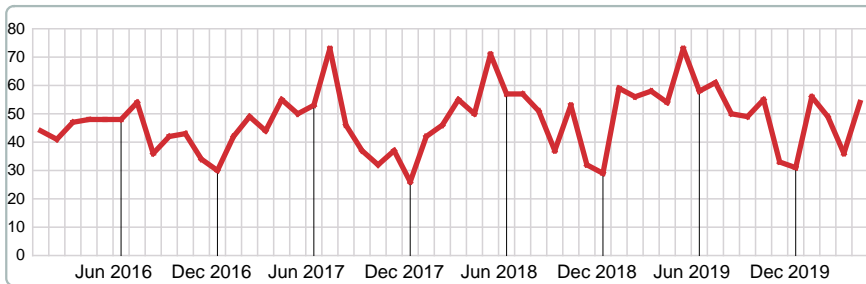
APRIL



YEAR TO DATE (YTD)

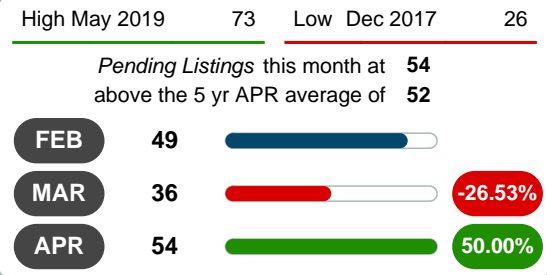


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	110.5	6	4	0	0
\$60,001 - \$90,000	8	14.81%	60.0	1	7	0	0
\$90,001 - \$140,000	14	25.93%	68.5	1	10	3	0
\$140,001 - \$170,000	6	11.11%	37.5	0	4	2	0
\$170,001 - \$210,000	9	16.67%	5.0	1	5	3	0
\$210,001 and up	6	11.11%	59.0	1	1	4	0
Total Pending Units	54			10	32	12	0
Total Pending Volume	7,342,700	100%	46.5	1.10M	4.07M	2.17M	0.00B
Median Listing Price	\$127,250			\$49,750	\$125,000	\$173,750	\$0

April 2020



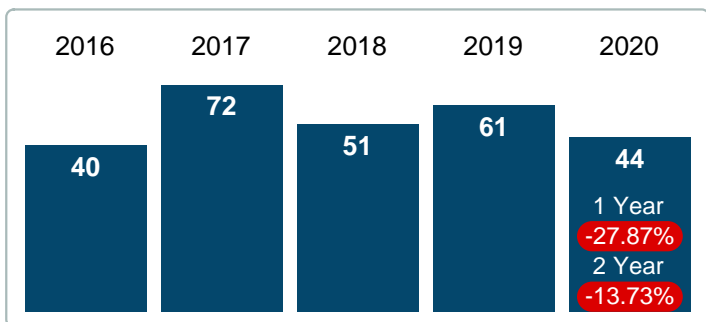
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



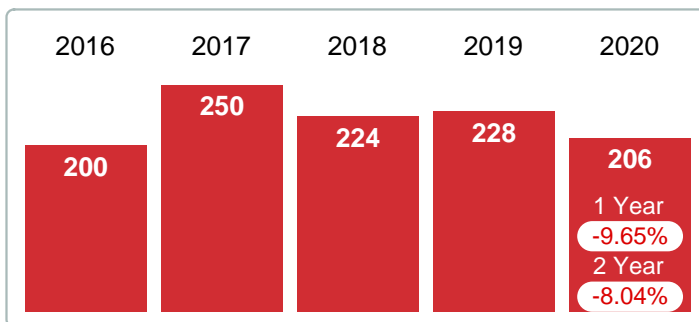
NEW LISTINGS

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

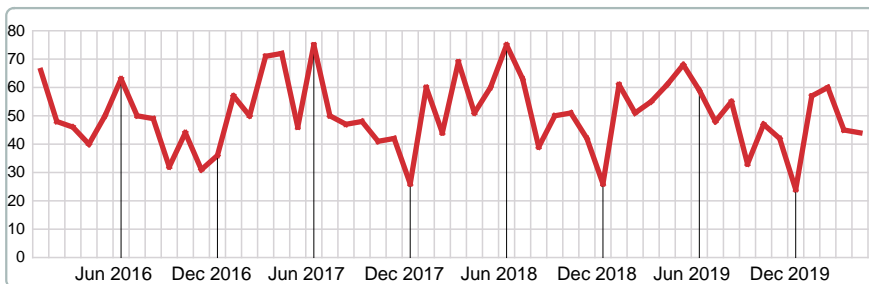
APRIL



YEAR TO DATE (YTD)

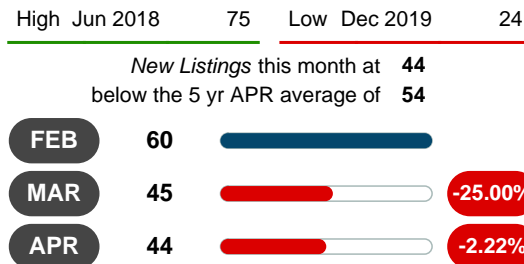


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	5	11.36%	3	2	0	0
\$40,001 - \$70,000	2	4.55%	0	2	0	0
\$70,001 - \$110,000	7	15.91%	2	4	1	0
\$110,001 - \$170,000	12	27.27%	1	8	0	3
\$170,001 - \$230,000	8	18.18%	1	6	1	0
\$230,001 - \$310,000	5	11.36%	0	3	2	0
\$310,001 and up	5	11.36%	1	1	3	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
Median New Listed Listing Price	\$144,900		\$75,750	\$149,950	\$305,000	\$129,900

April 2020



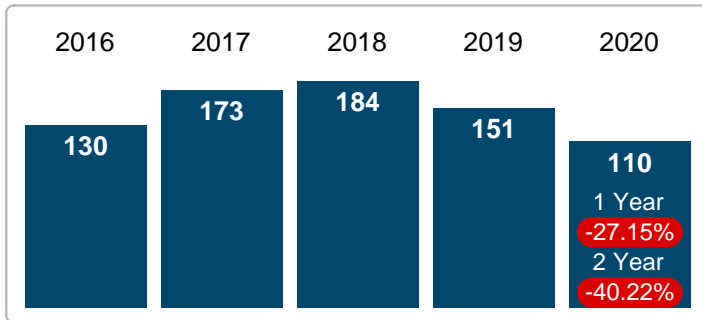
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



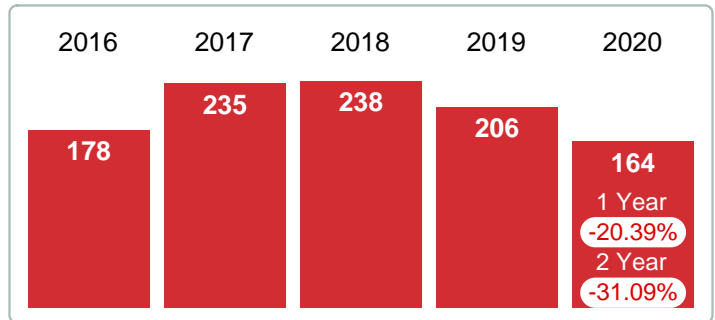
ACTIVE INVENTORY

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

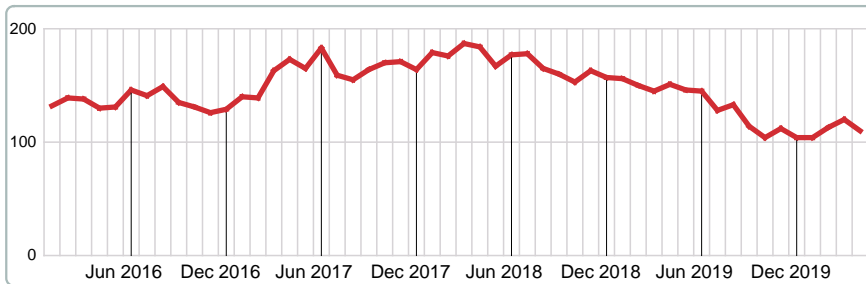
END OF APRIL



ACTIVE DURING APRIL

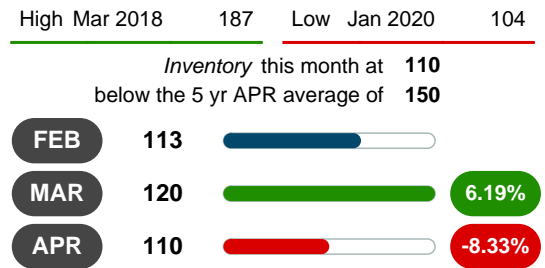


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	6.36%	71.0	4	3	0	0
\$40,001 - \$70,000	15	13.64%	79.0	6	9	0	0
\$70,001 - \$110,000	16	14.55%	90.5	7	7	2	0
\$110,001 - \$170,000	26	23.64%	69.5	3	16	3	4
\$170,001 - \$230,000	19	17.27%	78.0	1	11	6	1
\$230,001 - \$320,000	16	14.55%	66.5	0	10	5	1
\$320,001 and up	11	10.00%	78.0	2	1	7	1
Total Active Inventory by Units		110		23	57	23	7
Total Active Inventory by Volume		18,942,200	100%	2.65M	8.99M	5.93M	1.37M
Median Active Inventory Listing Price		\$141,700		\$79,900	\$143,900	\$239,900	\$137,500

April 2020



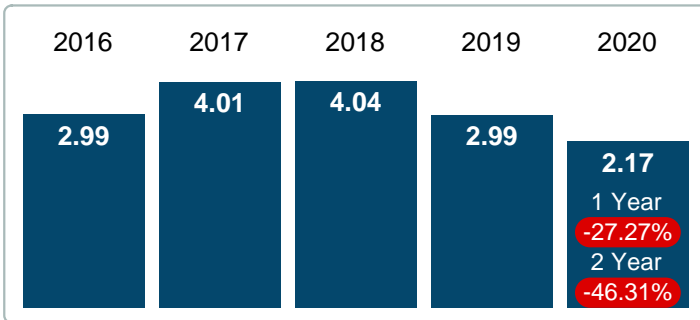
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



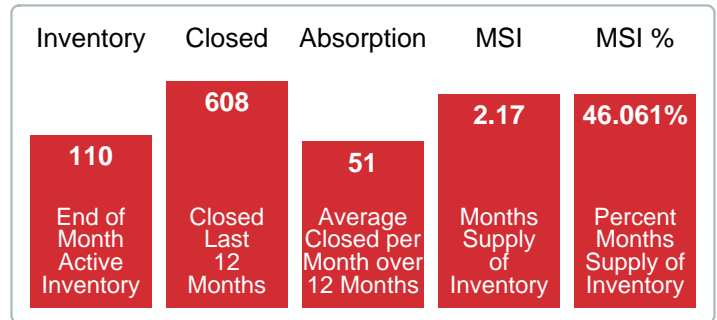
MONTHS SUPPLY of INVENTORY (MSI)

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

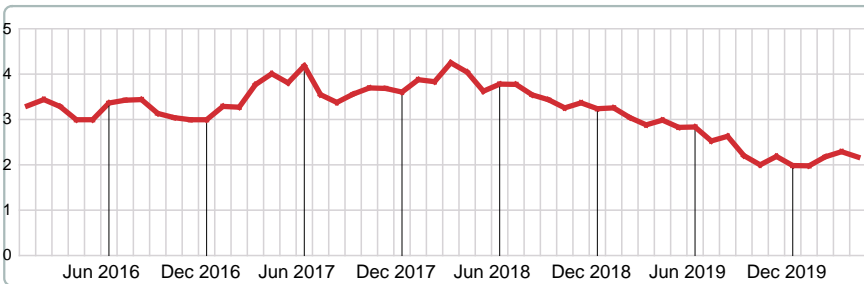
MSI FOR APRIL



INDICATORS FOR APRIL 2020



5 YEAR MARKET ACTIVITY TRENDS

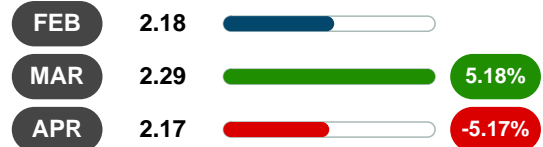


3 MONTHS

5 year APR AVG = 3.24

High Mar 2018 4.25 Low Jan 2020 1.98

Months Supply this month at 2.17 below the 5 yr APR average of 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		100%	2.17	23	57	23	7

April 2020



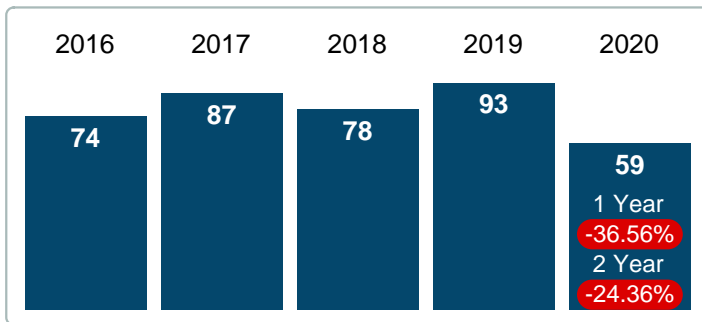
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



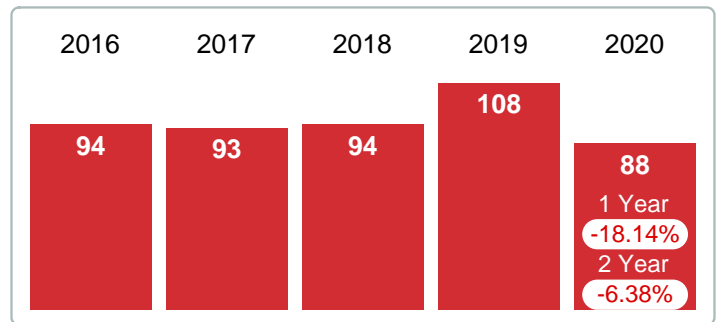
MEDIAN DAYS ON MARKET TO SALE

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

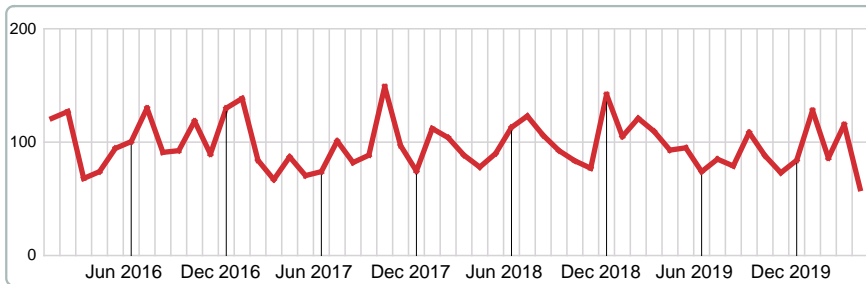
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

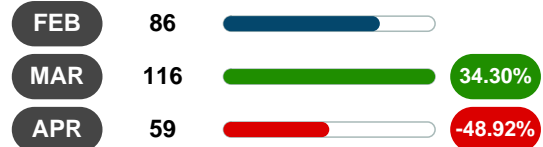


3 MONTHS

5 year APR AVG = 78

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 59 below the 5 yr APR average of 78



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	5.13%	30	30	0	0	0
\$40,001 - \$60,000	12.82%	58	113	43	0	0
\$60,001 - \$80,000	17.95%	77	39	134	0	0
\$80,001 - \$160,000	23.08%	50	35	53	0	175
\$160,001 - \$180,000	15.38%	79	0	79	0	0
\$180,001 - \$210,000	15.38%	65	0	59	70	0
\$210,001 and up	10.26%	52	0	52	0	0
Median Closed DOM		59	51	65	70	175
Total Closed Units	100%	59.0	8	29	1	1
Total Closed Volume		5,067,400	546.50K	4.17M	199.00K	155.00K

April 2020



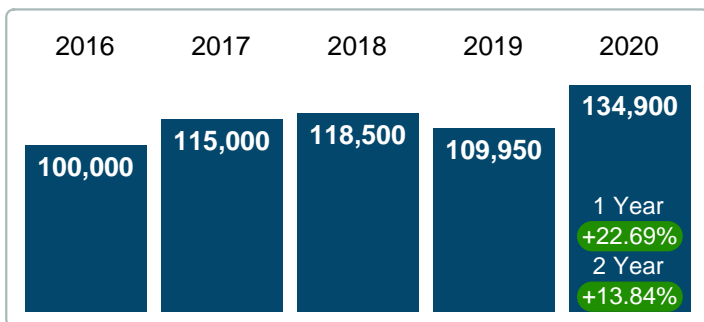
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



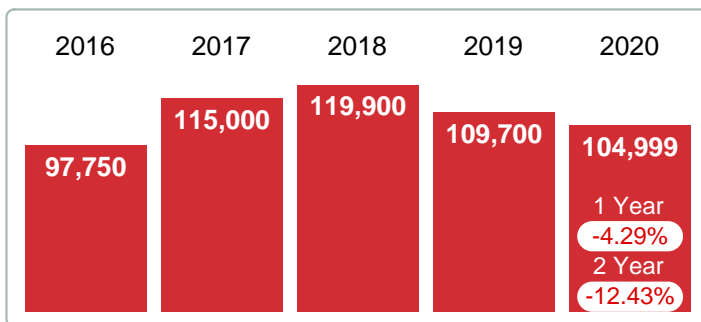
MEDIAN LIST PRICE AT CLOSING

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

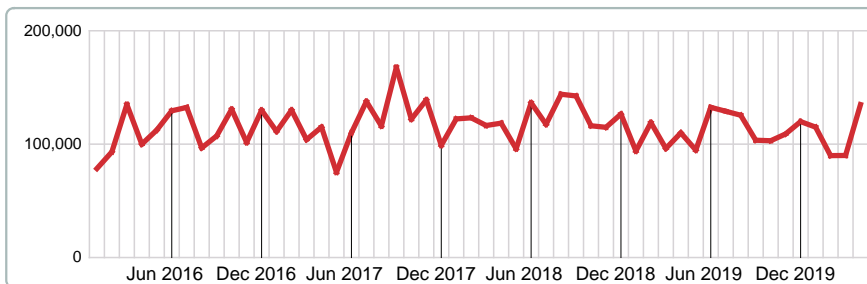
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 115,670

High Sep 2017 167,750 Low May 2017 75,200
 Median List Price at Closing this month at **134,900**
 above the 5 yr APR average of **115,670**

- FEB 89,900
- MAR 90,000 (0.11%)
- APR 134,900 (49.89%)

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	5.13%	27,250	27,250	0	0	0
\$40,001 - \$60,000	10.26%	49,450	49,900	49,000	0	0
\$60,001 - \$80,000	17.95%	69,900	69,900	72,400	0	0
\$80,001 - \$160,000	23.08%	119,900	127,450	119,900	0	0
\$160,001 - \$180,000	17.95%	169,000	0	166,950	0	169,000
\$180,001 - \$210,000	12.82%	187,500	0	186,750	199,000	0
\$210,001 and up	12.82%	225,000	0	225,000	0	0
Median List Price		134,900	69,450	164,900	199,000	169,000
Total Closed Units	100%	134,900	8	29	1	1
Total Closed Volume		5,193,100	571.20K	4.25M	199.00K	169.00K

April 2020



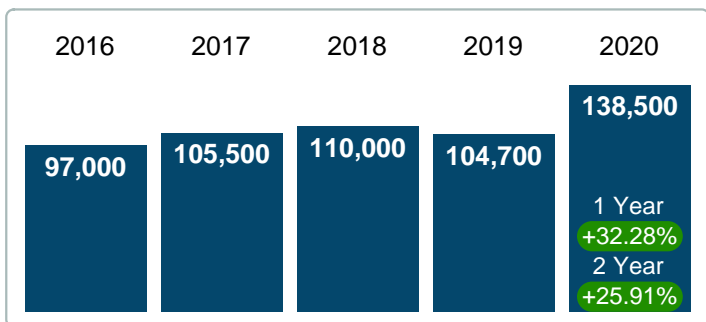
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



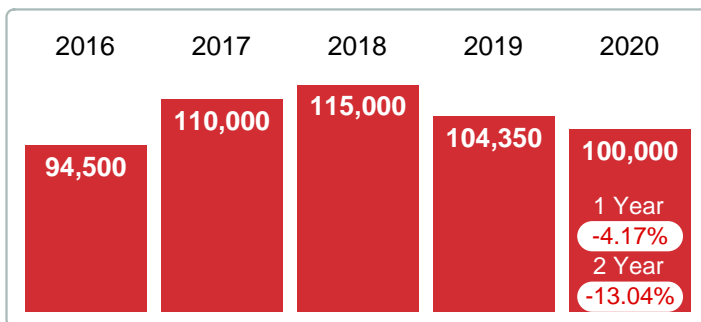
MEDIAN SOLD PRICE AT CLOSING

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

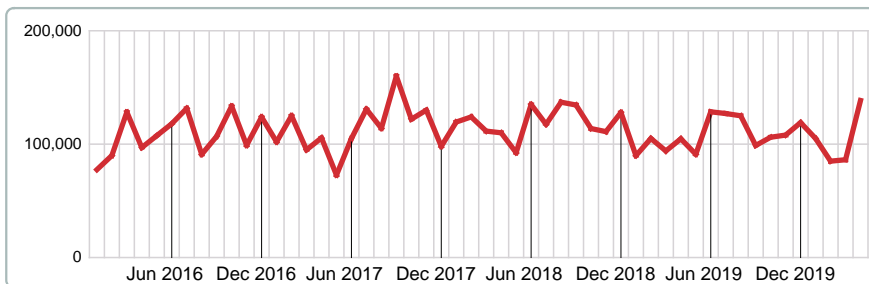
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

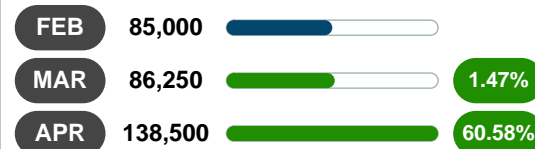


3 MONTHS

5 year APR AVG = 111,140

High Sep 2017 160,000 Low May 2017 72,750

Median Sold Price at Closing this month at **138,500** above the 5 yr APR average of **111,140**



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	5.13%	25,750	25,750	0	0	0
\$40,001 - \$60,000	12.82%	47,000	51,000	45,000	0	0
\$60,001 - \$80,000	17.95%	70,000	69,000	70,000	0	0
\$80,001 - \$160,000	23.08%	130,000	127,500	124,950	0	155,000
\$160,001 - \$180,000	15.38%	167,000	0	167,000	0	0
\$180,001 - \$210,000	15.38%	193,250	0	187,500	199,000	0
\$210,001 and up	10.26%	230,000	0	230,000	0	0
Median Sold Price		138,500	59,500	164,900	199,000	155,000
Total Closed Units	100%	138,500	8	29	1	1
Total Closed Volume		5,067,400	546.50K	4.17M	199.00K	155.00K

April 2020



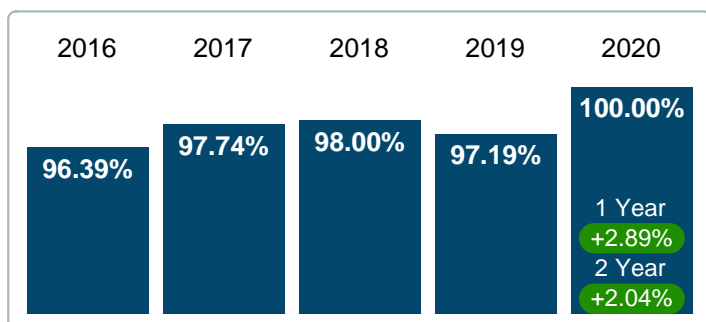
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



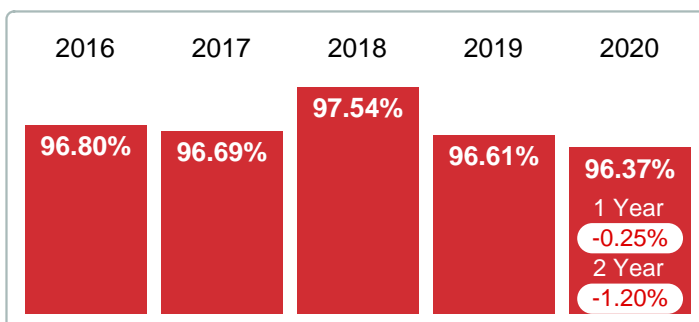
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

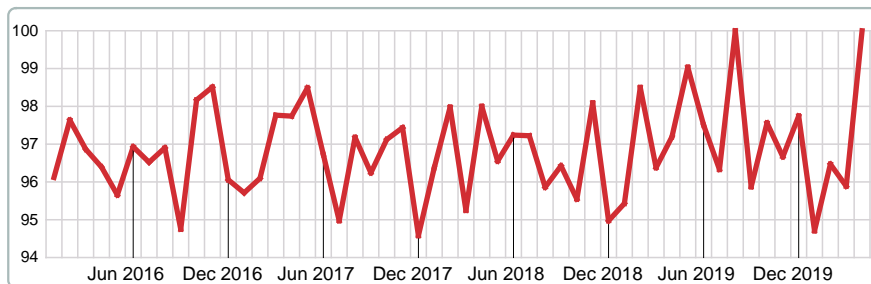
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

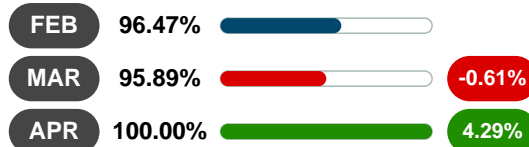


3 MONTHS

5 year APR AVG = 97.87%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr APR average of **97.87%**



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	2	5.13%	94.92%	94.92%	0.00%	0.00%	0.00%
\$40,001 - \$60,000	5	12.82%	91.84%	87.23%	91.84%	0.00%	0.00%
\$60,001 - \$80,000	7	17.95%	93.46%	96.49%	93.46%	0.00%	0.00%
\$80,001 - \$160,000	9	23.08%	100.00%	100.03%	98.37%	0.00%	91.72%
\$160,001 - \$180,000	6	15.38%	100.00%	0.00%	100.00%	0.00%	0.00%
\$180,001 - \$210,000	6	15.38%	100.00%	0.00%	100.00%	100.00%	0.00%
\$210,001 and up	4	10.26%	98.30%	0.00%	98.30%	0.00%	0.00%
Median Sold/List Ratio		100.00%		98.10%	100.00%	100.00%	91.72%
Total Closed Units		39	100%	8	29	1	1
Total Closed Volume		5,067,400		546.50K	4.17M	199.00K	155.00K

April 2020



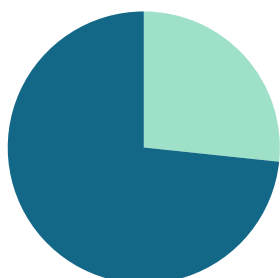
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

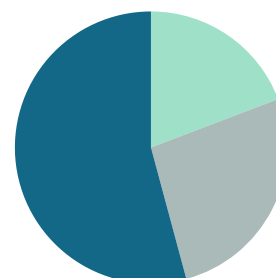


Inventory
 New Listings
44 = 26.67%
 Start Inventory
121
 Total Inventory Units
165
 Volume
\$26,322,400

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%
Median List Price	109,950	134,900	22.69%	109,700	104,999	-4.29%
Median Sale Price	104,700	138,500	32.28%	104,350	100,000	-4.17%
Median Percent of Selling Price to List Price	97.19%	100.00%	2.89%	96.61%	96.37%	-0.25%
Median Days on Market to Sale	93.00	59.00	-36.56%	107.50	88.00	-18.14%
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

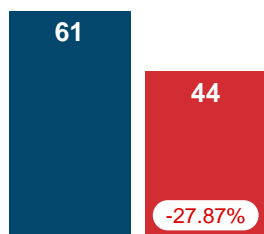
Inventory on April 30, 2020 = **110**

2019 **2020**

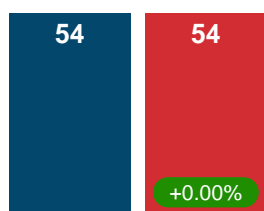
APRIL MARKET

MEDIAN PRICES

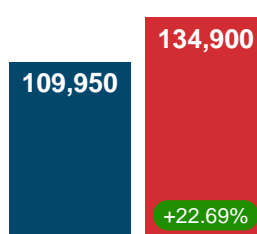
New Listings



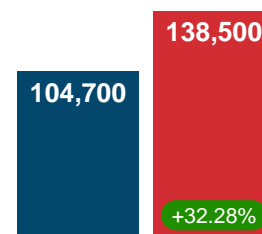
Pending Listings



List Price



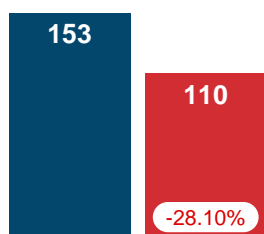
Sale Price



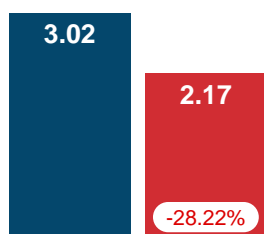
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

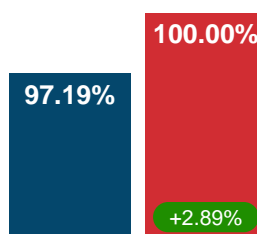
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

