

August 2020



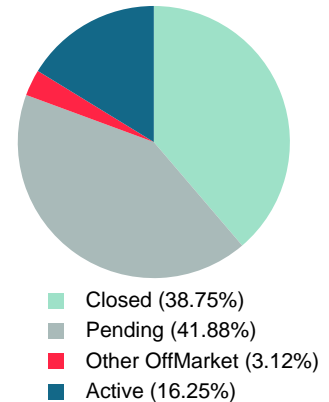
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	67	62	-7.46%
Pending Listings	50	67	34.00%
New Listings	55	45	-18.18%
Average List Price	141,613	166,777	17.77%
Average Sale Price	138,747	161,388	16.32%
Average Percent of Selling Price to List Price	96.65%	96.30%	-0.35%
Average Days on Market to Sale	112.69	122.08	8.34%
End of Month Inventory	132	26	-80.30%
Months Supply of Inventory	2.61	0.52	-80.11%



Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of August 31, 2020 = **26**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **80.30%** to 26 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **0.52** 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 **16.32%** in August 2020 to \$161,388 versus the previous year at \$138,747.

Average Days on Market Lengthens

The average number of **122.08** days that homes spent on the market before selling increased by 9.39 days or **8.34%** in August 2020 compared to last year's same month at **112.69** DOM.

Sales Success for August 2020 is Positive

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

There were 45 New Listings in August 2020, down **18.18%** from last year at 55. Furthermore, there were 62 Closed Listings this month versus last year at 67, a **-7.46%** decrease.

Closed versus Listed trends yielded a **137.8%** ratio, up from previous year's, August 2019, at **121.8%**, a **13.10%** upswing. This will certainly create pressure on a decreasing 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

August 2020



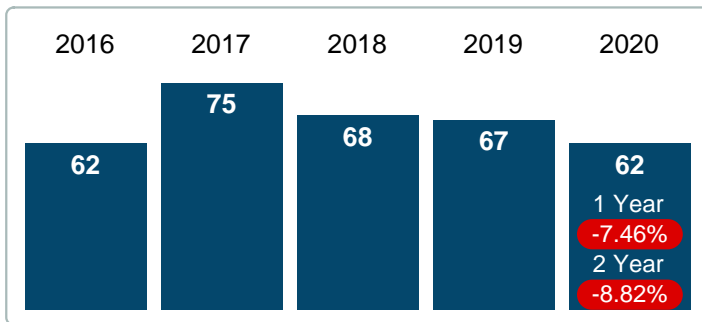
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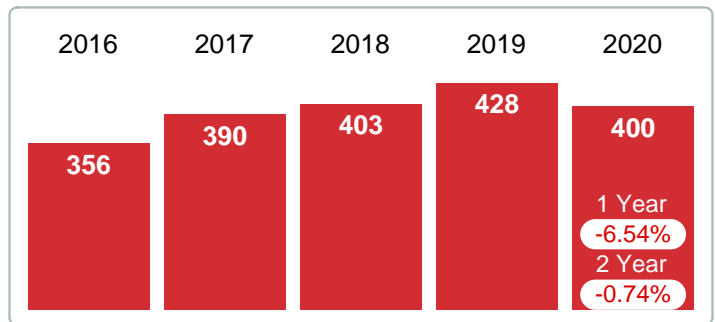
CLOSED LISTINGS

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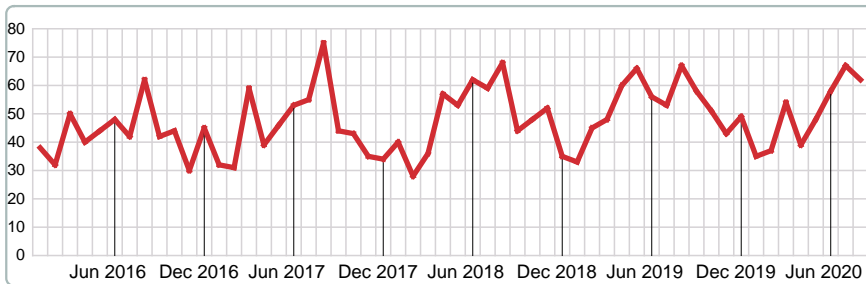
AUGUST



YEAR TO DATE (YTD)

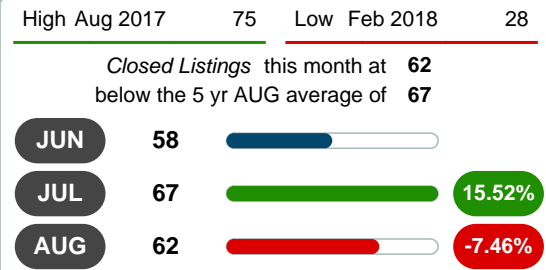


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



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	2	3.23%	77.5	2	0	0	0
\$50,001 - \$75,000	9	14.52%	117.8	6	1	2	0
\$75,001 - \$100,000	6	9.68%	163.2	3	2	1	0
\$100,001 - \$150,000	18	29.03%	97.7	2	10	4	2
\$150,001 - \$200,000	13	20.97%	163.8	0	9	4	0
\$200,001 - \$300,000	7	11.29%	123.1	0	5	0	2
\$300,001 and up	7	11.29%	89.3	0	2	5	0
Total Closed Units	62			13	29	16	4
Total Closed Volume	10,006,050	100%	122.1	924.00K	4.98M	3.30M	798.00K
Average Closed Price	\$161,388			\$71,077	\$171,853	\$206,269	\$199,500

August 2020



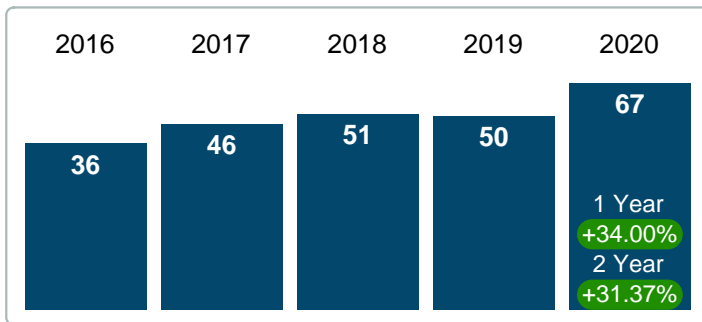
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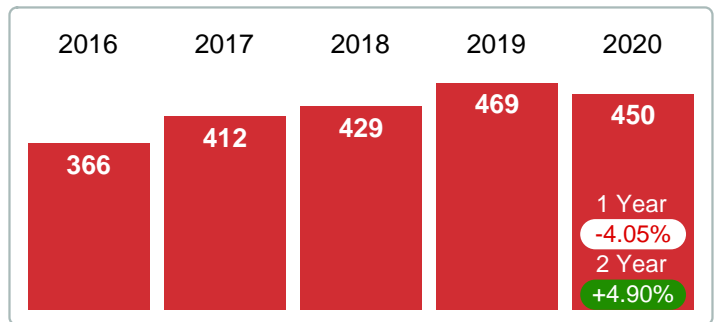
PENDING LISTINGS

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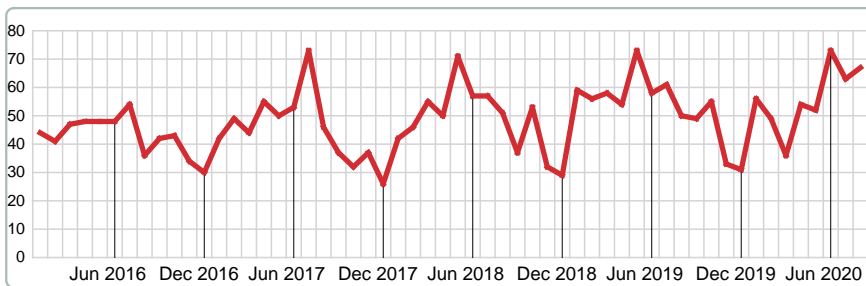
AUGUST



YEAR TO DATE (YTD)

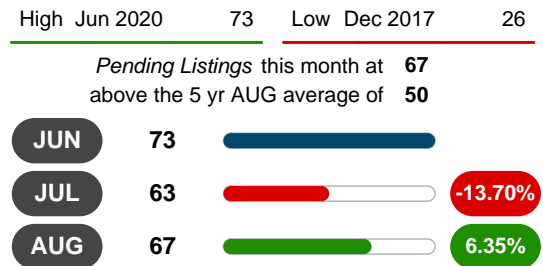


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.96%	0.0	2	4	0	0
\$50,001 - \$75,000	6	8.96%	26.0	1	4	1	0
\$75,001 - \$125,000	13	19.40%	48.9	4	9	0	0
\$125,001 - \$175,000	15	22.39%	64.5	1	11	3	0
\$175,001 - \$225,000	7	10.45%	44.3	0	4	3	0
\$225,001 - \$300,000	13	19.40%	82.2	0	7	6	0
\$300,001 and up	7	10.45%	54.9	0	3	4	0
Total Pending Units	67			8	42	17	0
Total Pending Volume	11,733,700	100%	52.6	678.50K	6.94M	4.11M	0.00B
Average Listing Price	\$175,130			\$84,813	\$165,248	\$242,047	\$0

August 2020



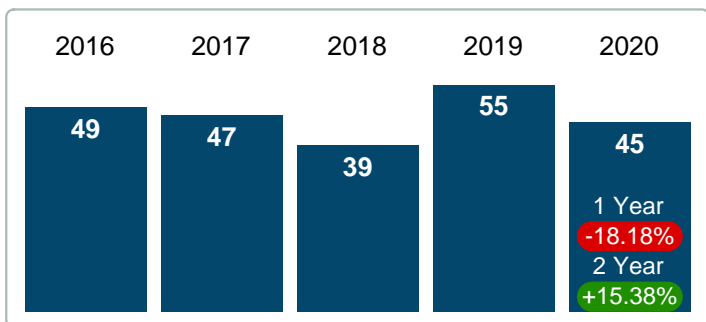
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



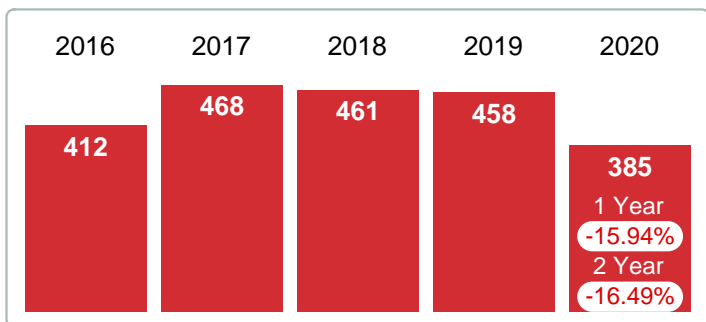
NEW LISTINGS

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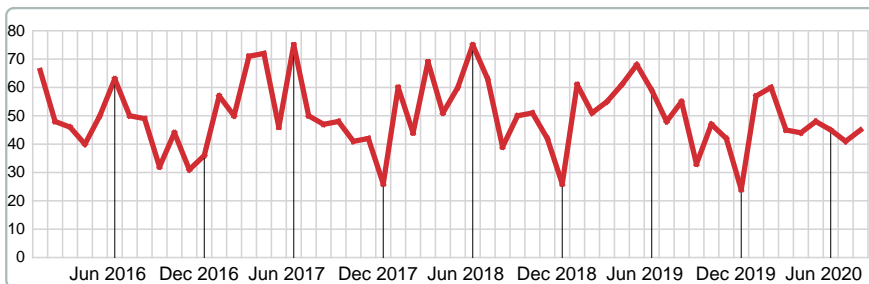
AUGUST



YEAR TO DATE (YTD)

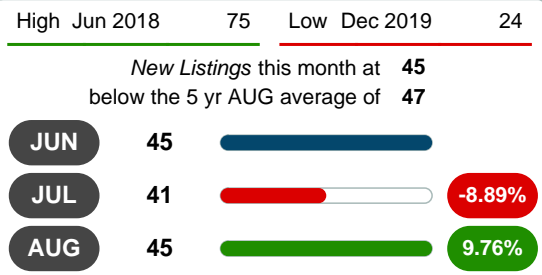


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 47



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.22%	1	0	0	0
\$25,001 - \$50,000	7	15.56%	2	4	1	0
\$50,001 - \$100,000	6	13.33%	2	3	1	0
\$100,001 - \$200,000	14	31.11%	1	11	2	0
\$200,001 - \$250,000	6	13.33%	0	4	2	0
\$250,001 - \$375,000	6	13.33%	0	2	4	0
\$375,001 and up	5	11.11%	2	2	1	0
Total New Listed Units	45		8	26	11	0
Total New Listed Volume	8,257,550	100%	1.31M	4.51M	2.45M	0.00B
Average New Listed Listing Price	\$183,501		\$163,188	\$173,296	\$222,395	\$0

August 2020



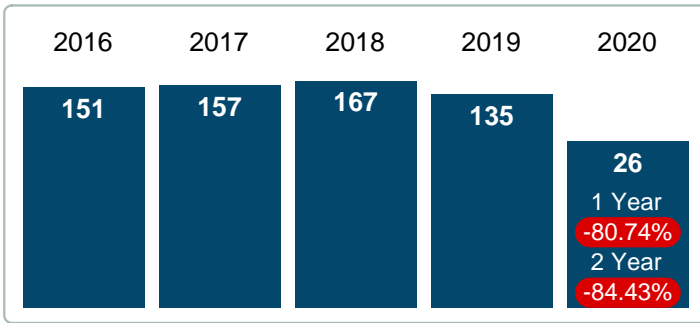
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



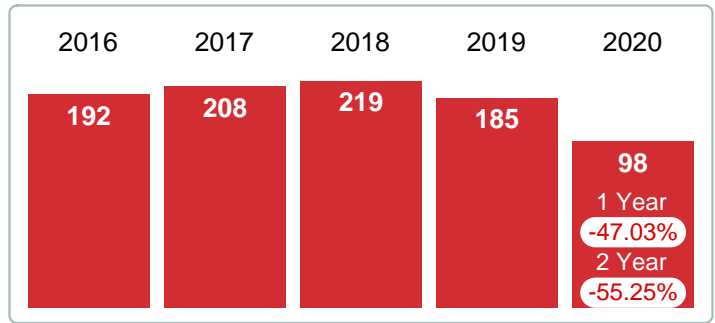
ACTIVE INVENTORY

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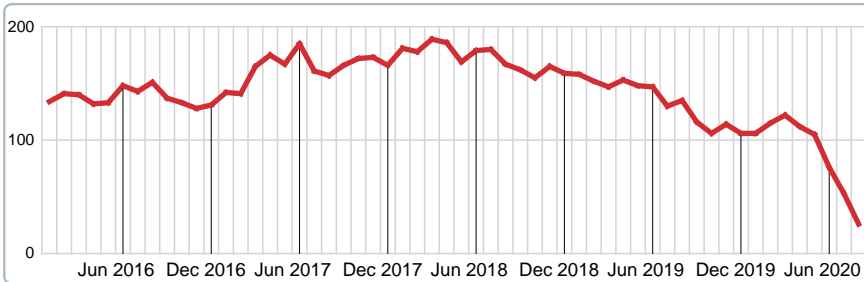
END OF AUGUST



ACTIVE DURING AUGUST

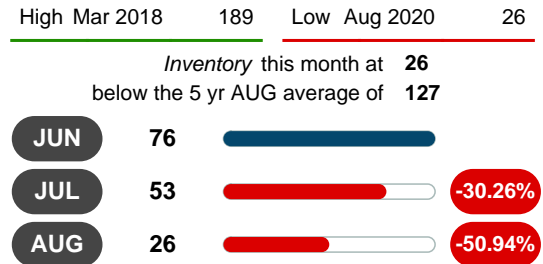


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 127



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	1	3.85%	13.0	1	0	0	0
\$25,001 - \$50,000	4	15.38%	82.8	1	2	1	0
\$50,001 - \$150,000	4	15.38%	138.3	1	2	1	0
\$150,001 - \$225,000	8	30.77%	41.6	1	5	2	0
\$225,001 - \$300,000	3	11.54%	17.3	0	1	2	0
\$300,001 - \$450,000	3	11.54%	53.3	0	0	3	0
\$450,001 and up	3	11.54%	24.0	2	1	0	0
Total Active Inventory by Units	26			6	11	9	0
Total Active Inventory by Volume	5,308,200	100%	58.2	1.18M	2.13M	1.99M	0.00B
Average Active Inventory Listing Price	\$204,162			\$197,483	\$193,673	\$221,433	\$0

August 2020



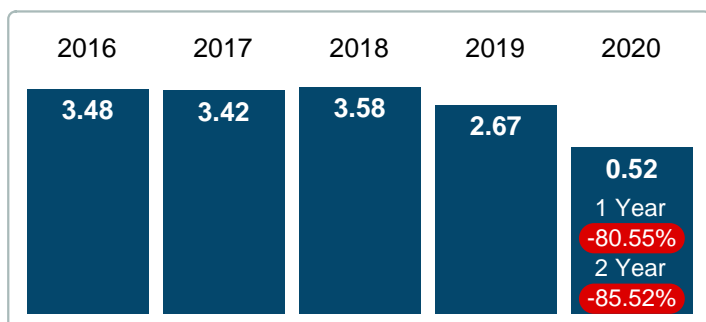
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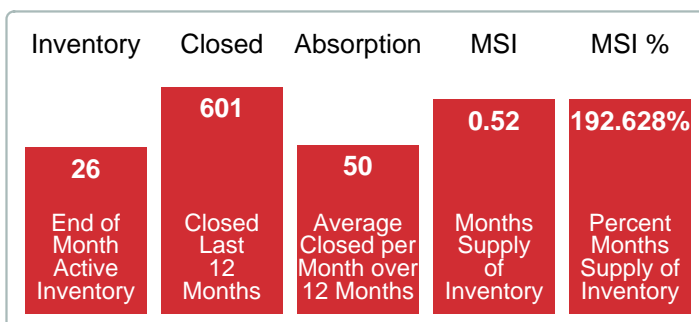
MONTHS SUPPLY of INVENTORY (MSI)

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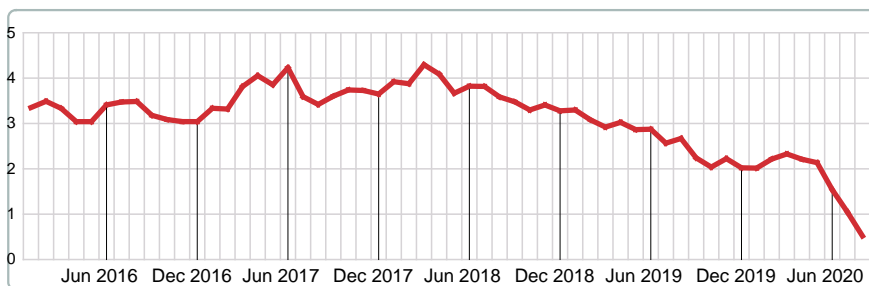
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

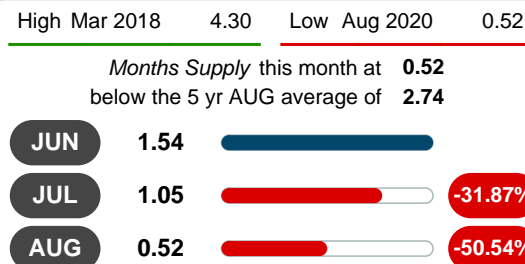


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.74



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
\$25,000 and less	1	3.85%	0.27	0.55	0.00	0.00	0.00
\$25,001 - \$50,000	4	15.38%	0.69	0.39	0.73	2.00	0.00
\$50,001 - \$150,000	4	15.38%	0.16	0.14	0.15	0.29	0.00
\$150,001 - \$225,000	8	30.77%	0.77	4.00	0.65	0.92	0.00
\$225,001 - \$300,000	3	11.54%	1.16	0.00	0.71	2.18	0.00
\$300,001 - \$450,000	3	11.54%	1.33	0.00	0.00	2.57	0.00
\$450,001 and up	3	11.54%	3.27	0.00	12.00	0.00	0.00
Market Supply of Inventory (MSI)			0.52	0.51	0.39	1.00	0.00
Total Active Inventory by Units		100%	0.52	6	11	9	0

August 2020



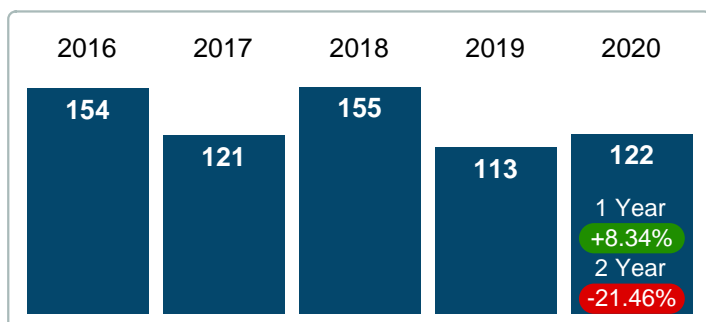
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



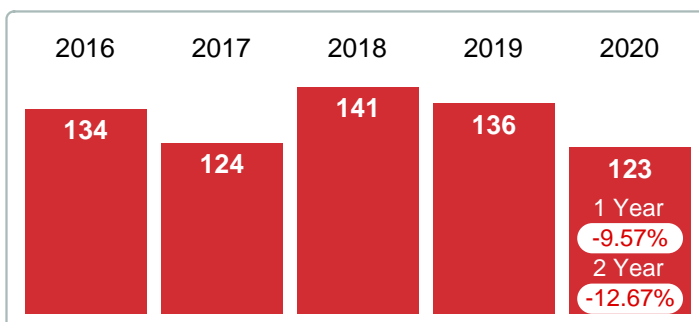
AVERAGE DAYS ON MARKET TO SALE

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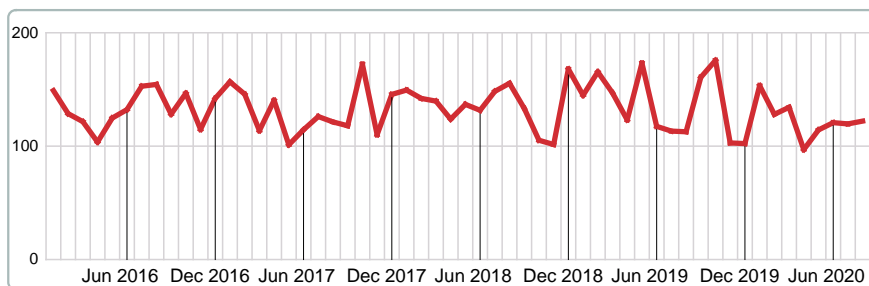
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 133

High Oct 2019 176 Low Apr 2020 97

Average Days on Market to Sale this month at 122 below the 5 yr AUG average of 133



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	2	3.23%	78	78	0	0		
\$50,001 - \$75,000	9	14.52%	129	81	102	0		
\$75,001 - \$100,000	6	9.68%	106	141	381	0		
\$100,001 - \$150,000	18	29.03%	46	112	74	126		
\$150,001 - \$200,000	13	20.97%	0	166	159	0		
\$200,001 - \$300,000	7	11.29%	0	131	0	103		
\$300,001 and up	7	11.29%	0	107	82	0		
Average Closed DOM		122		103	133	120	115	
Total Closed Units		62	100%	122	13	29	16	4
Total Closed Volume		10,006,050		924.00K	4.98M	3.30M	798.00K	

August 2020



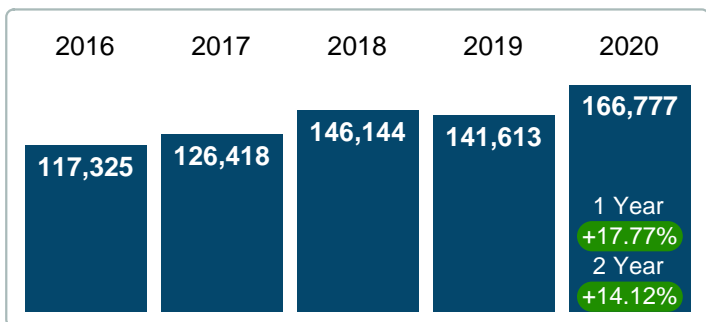
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



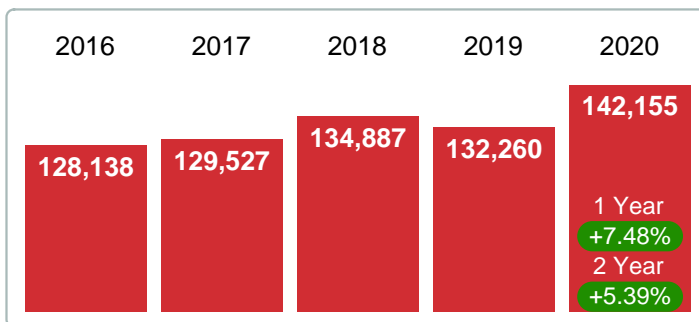
AVERAGE LIST PRICE AT CLOSING

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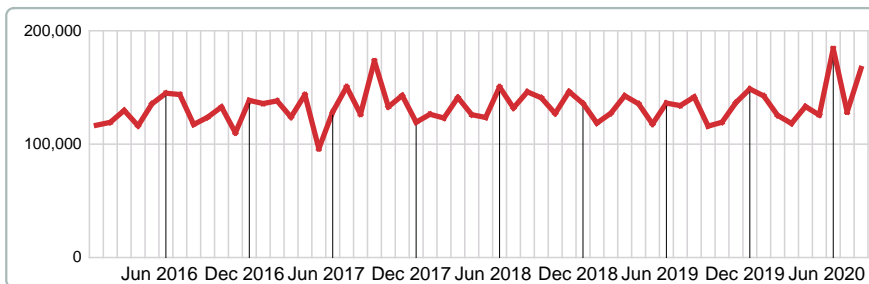
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

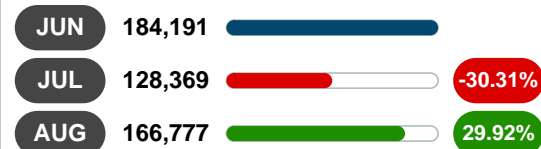


3 MONTHS

5 year AUG AVG = 139,656

High Jun 2020 184,191 Low May 2017 96,000

Average List Price at Closing this month at **166,777** above the 5 yr AUG average of **139,656**



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	2	3.23%	33,750	33,750	0	0	0
\$50,001 - \$75,000	8	12.90%	66,525	64,700	69,000	87,450	0
\$75,001 - \$100,000	8	12.90%	91,950	92,600	89,750	89,500	0
\$100,001 - \$150,000	15	24.19%	128,460	129,000	132,090	121,225	132,450
\$150,001 - \$200,000	14	22.58%	175,475	0	181,478	181,738	0
\$200,001 - \$300,000	8	12.90%	239,538	0	228,980	0	277,450
\$300,001 and up	7	11.29%	386,436	0	412,250	376,110	0
Average List Price			166,777	76,269	178,348	209,800	204,950
Total Closed Units		100%	166,777	13	29	16	4
Total Closed Volume			10,340,200	991.50K	5.17M	3.36M	819.80K

August 2020



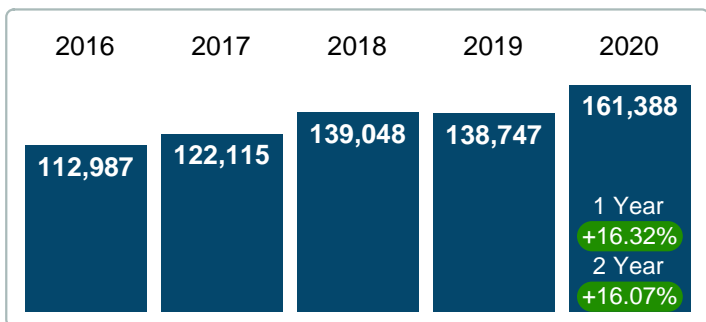
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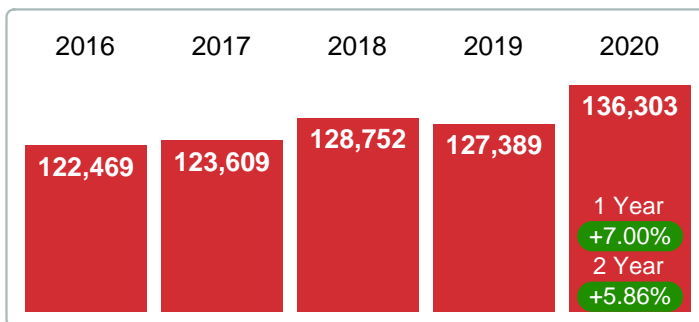
AVERAGE SOLD PRICE AT CLOSING

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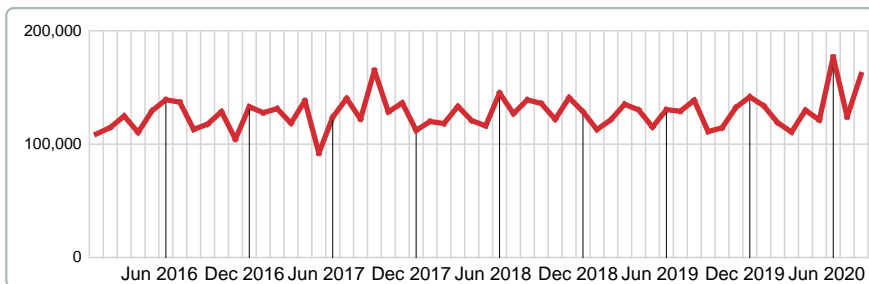
AUGUST



YEAR TO DATE (YTD)

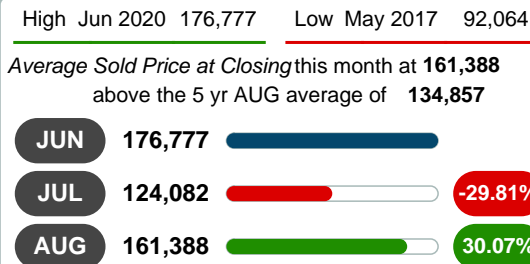


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 134,857



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	2	3.23%	35,500	0	0	0
\$50,001 - \$75,000	9	14.52%	56,767	55,000	67,500	0
\$75,001 - \$100,000	6	9.68%	87,967	86,750	87,500	0
\$100,001 - \$150,000	18	29.03%	124,250	127,790	126,313	126,500
\$150,001 - \$200,000	13	20.97%	0	178,289	180,000	0
\$200,001 - \$300,000	7	11.29%	0	220,950	0	272,500
\$300,001 and up	7	11.29%	0	384,000	370,510	0
Average Sold Price		161,388	71,077	171,853	206,269	199,500
Total Closed Units		62	13	29	16	4
Total Closed Volume		10,006,050	924.00K	4.98M	3.30M	798.00K

August 2020



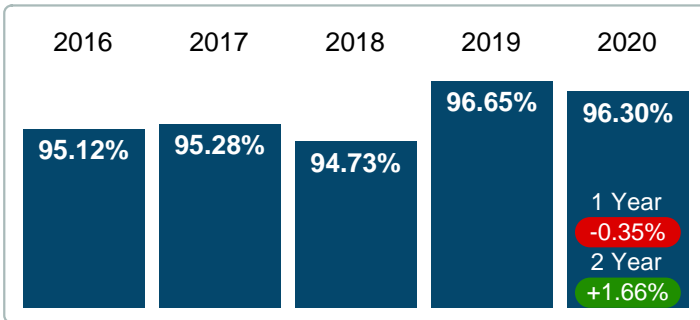
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



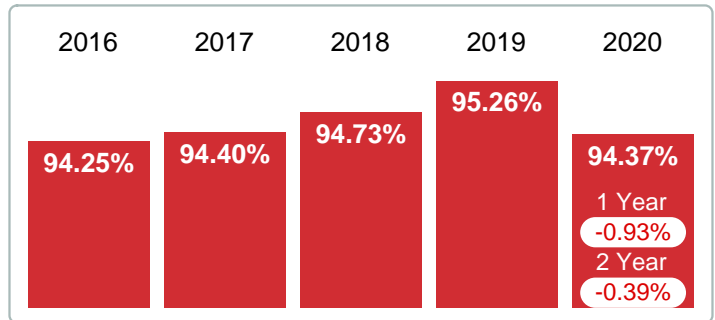
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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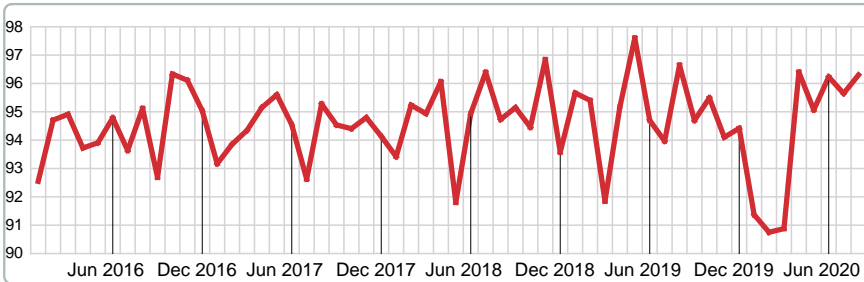
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

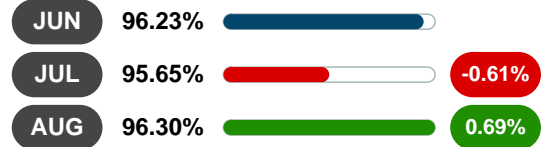


3 MONTHS

5 year AUG AVG = 95.61%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.30%** equal to 5 yr AUG average of **95.61%**



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	2	3.23%	105.76%	105.76%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	9	14.52%	85.41%	88.15%	79.71%	80.03%	0.00%
\$75,001 - \$100,000	6	9.68%	96.03%	94.81%	96.98%	97.77%	0.00%
\$100,001 - \$150,000	18	29.03%	98.46%	96.49%	96.82%	105.00%	95.52%
\$150,001 - \$200,000	13	20.97%	98.68%	0.00%	98.52%	99.05%	0.00%
\$200,001 - \$300,000	7	11.29%	97.03%	0.00%	96.58%	0.00%	98.17%
\$300,001 and up	7	11.29%	97.16%	0.00%	93.81%	98.50%	0.00%
Average Sold/List Ratio		96.30%		93.68%	96.52%	97.91%	96.84%
Total Closed Units		62	100%	13	29	16	4
Total Closed Volume		10,006,050		924.00K	4.98M	3.30M	798.00K

August 2020



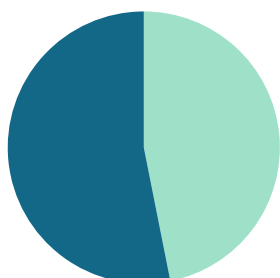
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

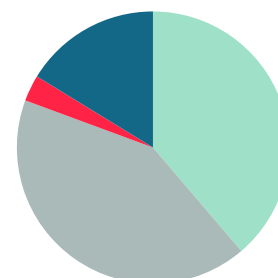


Inventory
 New Listings
45 = 46.88%
 Start Inventory
51
 Total Inventory Units
96
 Volume
\$18,767,350

Market Activity

Closed Sales
62 = 38.75%
 Pending Sales
67 = 41.88%
 Other Off Market
5 = 3.13%
 Active Inventory
26 = 16.25%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	62	-7.46%	428	400	-6.54%
Pending Sales	50	67	34.00%	469	450	-4.05%
New Listings	55	45	-18.18%	458	385	-15.94%
Average List Price	141,613	166,777	17.77%	132,260	142,155	7.48%
Average Sale Price	138,747	161,388	16.32%	127,389	136,303	7.00%
Average Percent of Selling Price to List Price	96.65%	96.30%	-0.35%	95.26%	94.37%	-0.93%
Average Days on Market to Sale	112.69	122.08	8.34%	136.05	123.03	-9.57%
Monthly Inventory	132	26	-80.30%	132	26	-80.30%
Months Supply of Inventory	2.61	0.52	-80.11%	2.61	0.52	-80.11%

Absorption: Last 12 months, an Average of **50** Sales/Month

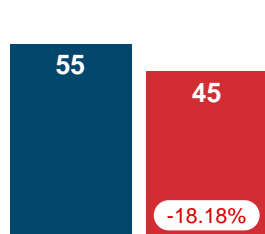
Inventory on August 31, 2020 = **26**

2019 **2020**

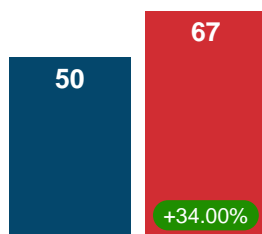
AUGUST MARKET

AVERAGE PRICES

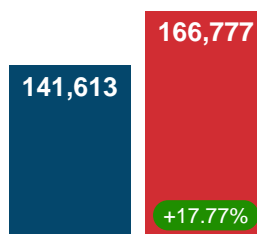
New Listings



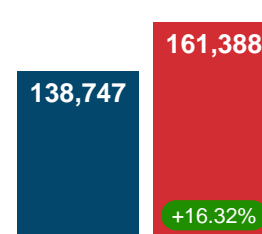
Pending Listings



List Price



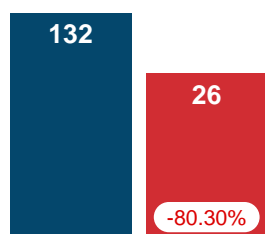
Sale Price



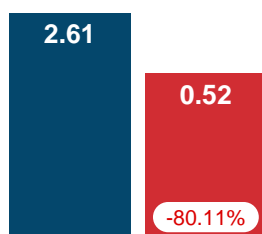
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

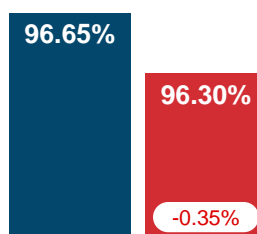
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

