

August 2020



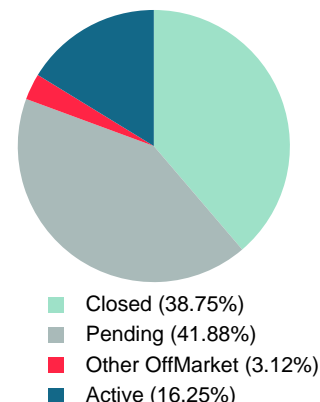
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	125,500	144,450	15.10%
Median Sale Price	125,000	144,625	15.70%
Median Percent of Selling Price to List Price	100.00%	97.24%	-2.76%
Median Days on Market to Sale	79.00	90.50	14.56%
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.

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 **15.70%** in August 2020 to \$144,625 versus the previous year at \$125,000.

Median Days on Market Lengthens

The median number of **90.50** days that homes spent on the market before selling increased by 11.50 days or **14.56%** in August 2020 compared to last year's same month at **79.00** DOM.

Sales Success for August 2020 is Positive

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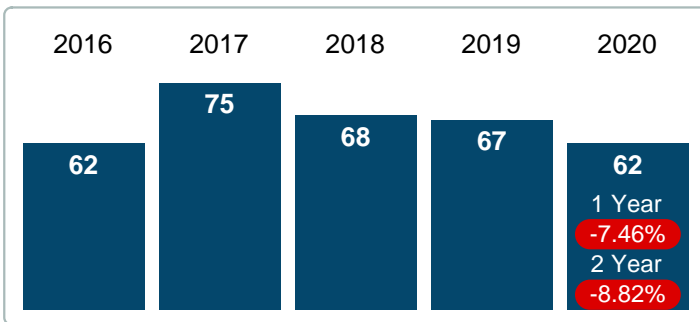
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



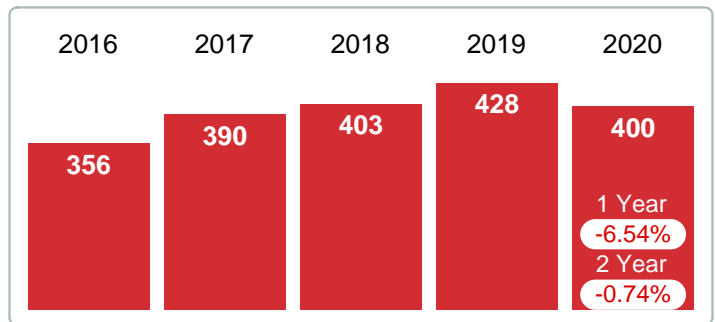
CLOSED LISTINGS

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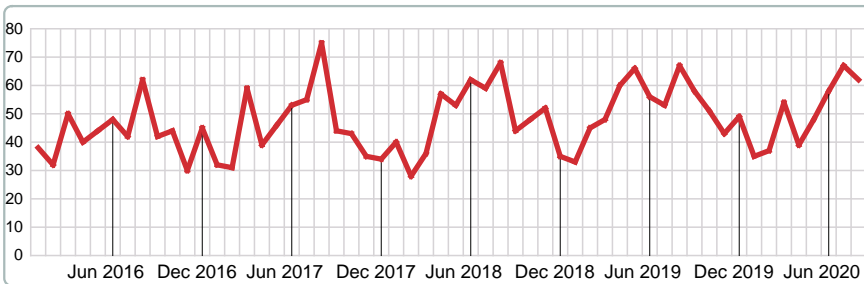
AUGUST



YEAR TO DATE (YTD)

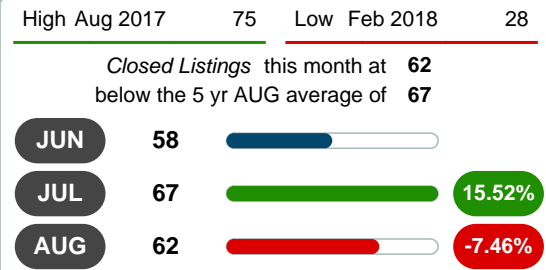


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	3.23%	77.5	2	0	0	0
\$50,001 - \$80,000	11	17.74%	98.0	7	2	2	0
\$80,001 - \$110,000	8	12.90%	128.0	2	4	2	0
\$110,001 - \$160,000	17	27.42%	61.0	2	9	4	2
\$160,001 - \$200,000	10	16.13%	132.5	0	7	3	0
\$200,001 - \$310,000	7	11.29%	94.0	0	5	0	2
\$310,001 and up	7	11.29%	75.0	0	2	5	0
Total Closed Units	62			13	29	16	4
Total Closed Volume	10,006,050	100%	90.5	924.00K	4.98M	3.30M	798.00K
Median Closed Price	\$144,625			\$57,050	\$159,500	\$168,500	\$194,000

August 2020



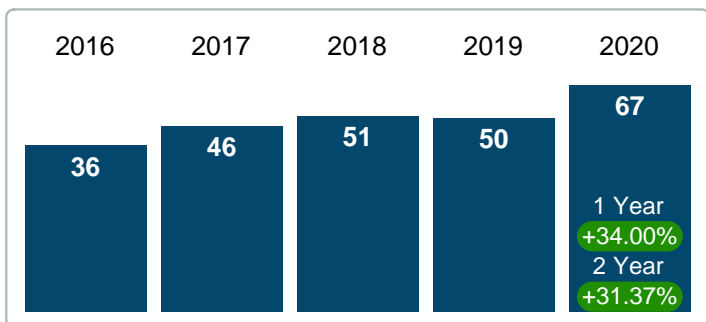
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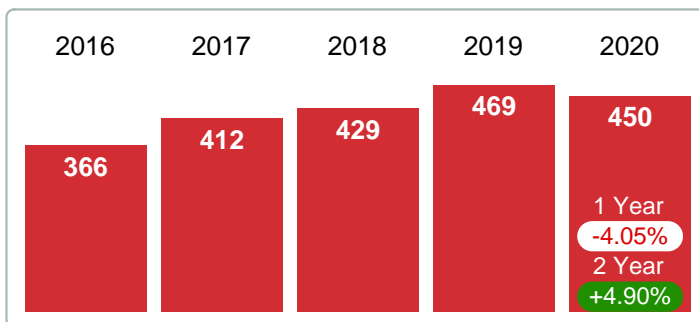
PENDING LISTINGS

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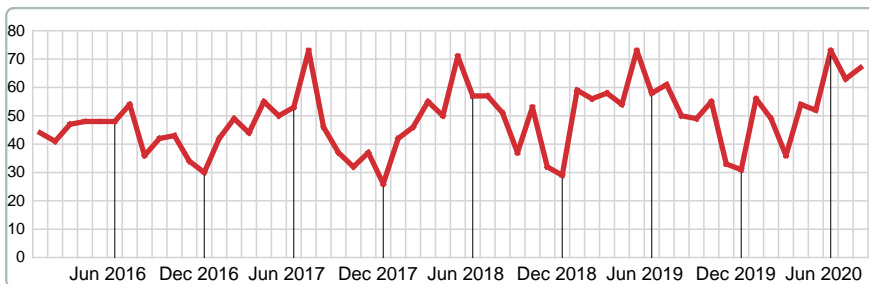
AUGUST



YEAR TO DATE (YTD)

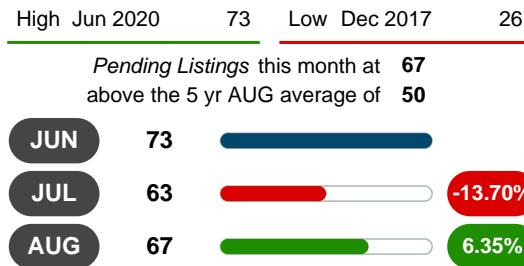


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.96%	1.0	2	4	0	0
\$50,001 - \$80,000	7	10.45%	0.0	1	5	1	0
\$80,001 - \$120,000	12	17.91%	31.5	4	8	0	0
\$120,001 - \$180,000	16	23.88%	13.5	1	12	3	0
\$180,001 - \$230,000	7	10.45%	10.0	0	4	3	0
\$230,001 - \$300,000	12	17.91%	65.0	0	6	6	0
\$300,001 and up	7	10.45%	27.0	0	3	4	0
Total Pending Units	67			8	42	17	0
Total Pending Volume	11,733,700	100%	14.0	678.50K	6.94M	4.11M	0.00B
Median Listing Price	\$145,000			\$88,250	\$139,900	\$239,900	\$0

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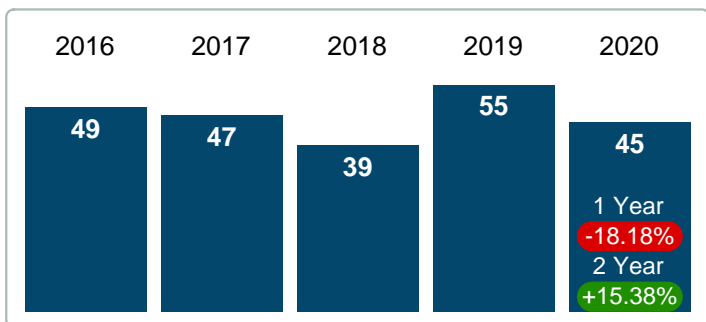
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



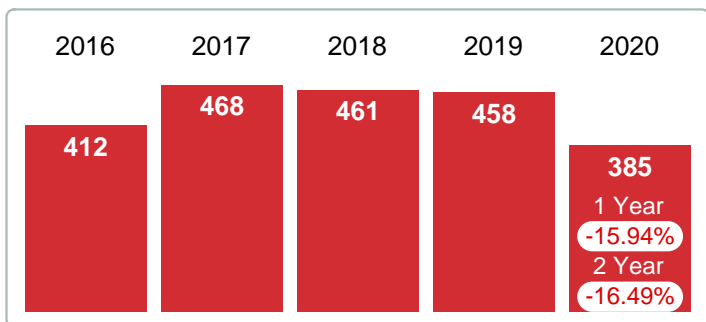
NEW LISTINGS

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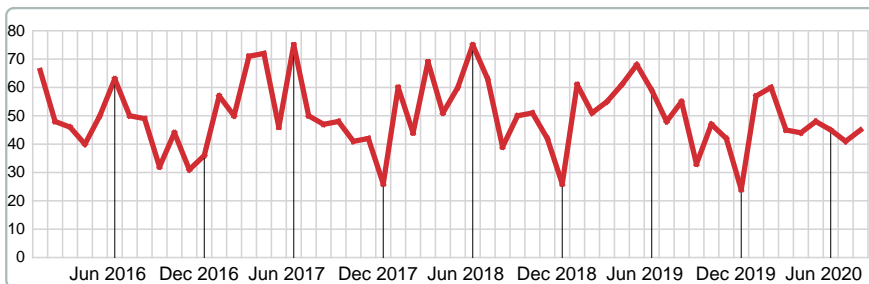
AUGUST



YEAR TO DATE (YTD)

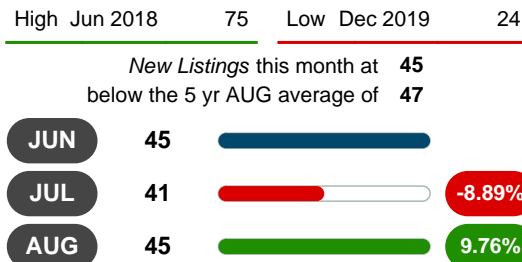


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 47



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$154,900		\$71,250	\$142,000	\$237,500	\$0

August 2020



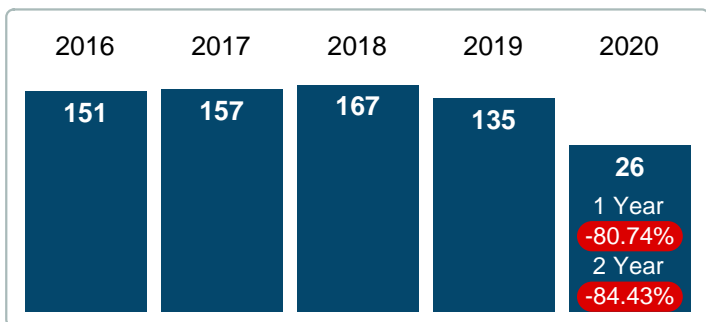
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



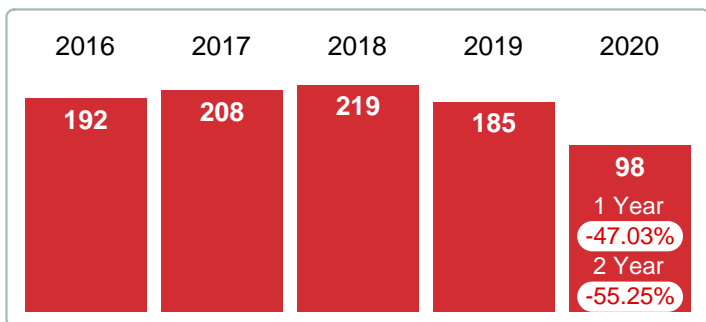
ACTIVE INVENTORY

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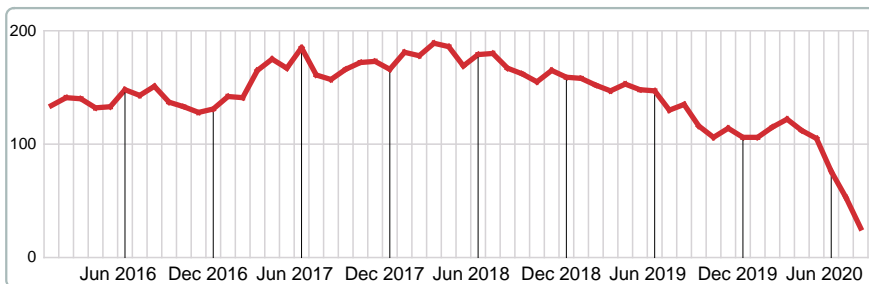
END OF AUGUST



ACTIVE DURING AUGUST

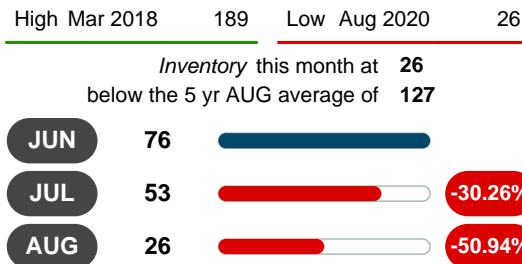


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 127



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	42.5	1	2	1	0
\$50,001 - \$150,000	4	15.38%	48.5	1	2	1	0
\$150,001 - \$225,000	8	30.77%	26.0	1	5	2	0
\$225,001 - \$300,000	3	11.54%	11.0	0	1	2	0
\$300,001 - \$450,000	3	11.54%	5.0	0	0	3	0
\$450,001 and up	3	11.54%	14.0	2	1	0	0
Total Active Inventory by Units	26			6	11	9	0
Total Active Inventory by Volume	5,308,200	100%	18.5	1.18M	2.13M	1.99M	0.00B
Median Active Inventory Listing Price	\$198,000			\$106,450	\$190,000	\$249,000	\$0

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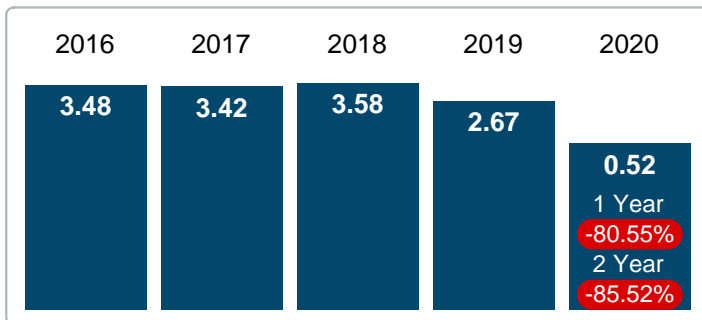
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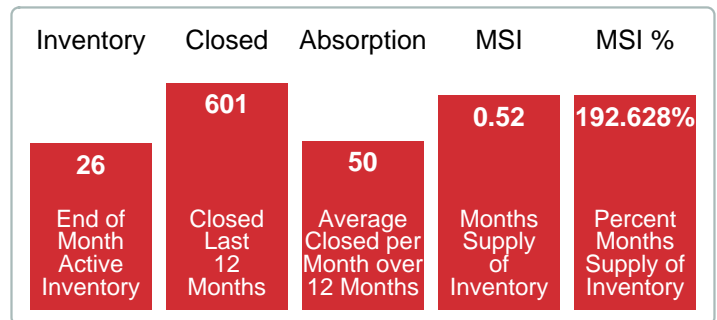
MONTHS SUPPLY of INVENTORY (MSI)

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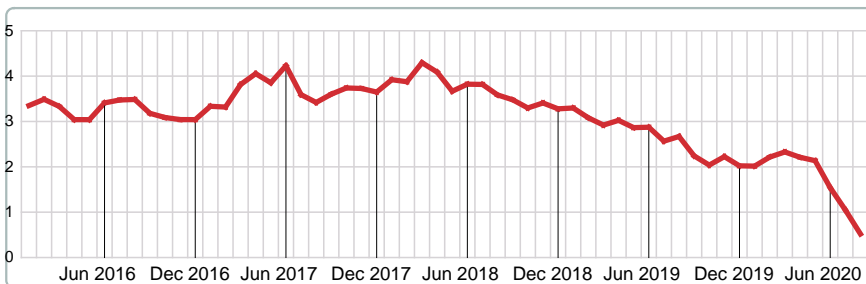
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

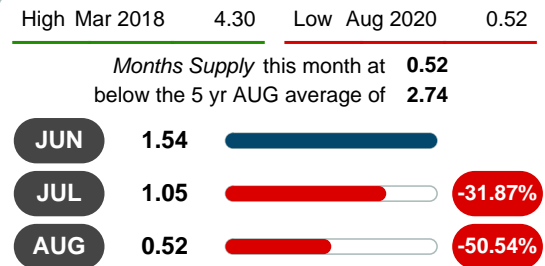


5 YEAR MARKET ACTIVITY TRENDS



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

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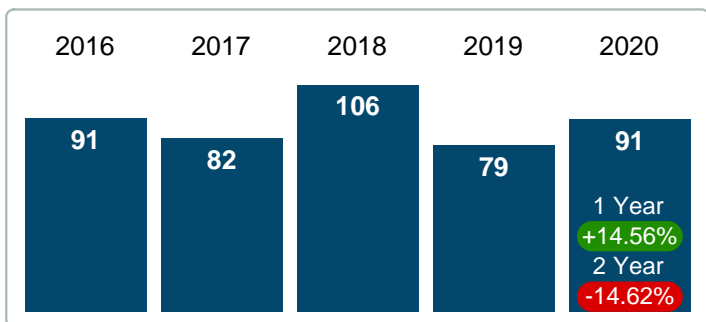
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



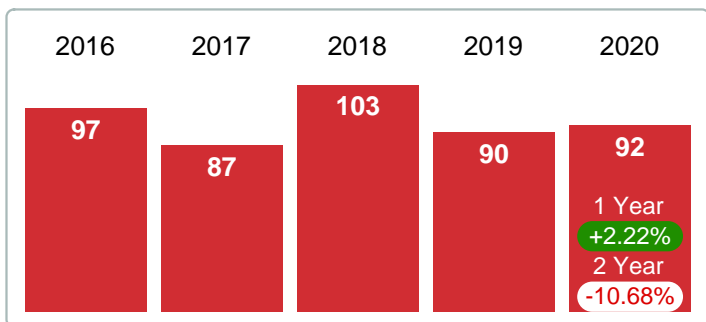
MEDIAN DAYS ON MARKET TO SALE

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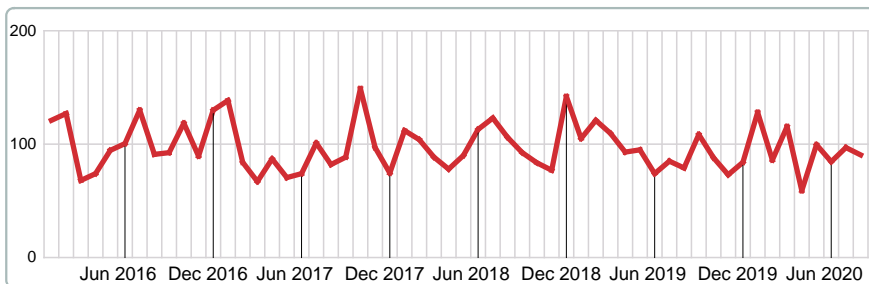
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

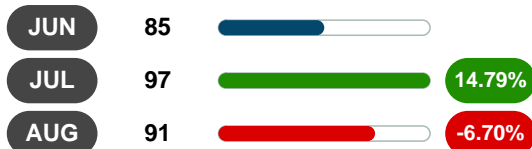


3 MONTHS

5 year AUG AVG = 90

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 91 above the 5 yr AUG average of 90



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
\$50,000 and less	2	3.23%	78	78	0	0	0
\$50,001 - \$80,000	11	17.74%	98	98	96	102	0
\$80,001 - \$110,000	8	12.90%	128	135	128	233	0
\$110,001 - \$160,000	17	27.42%	61	46	69	57	126
\$160,001 - \$200,000	10	16.13%	133	0	106	175	0
\$200,001 - \$310,000	7	11.29%	94	0	94	0	103
\$310,001 and up	7	11.29%	75	0	107	61	0
Median Closed DOM			91	66	87	99	126
Total Closed Units		100%	62	13	29	16	4
Total Closed Volume			10,006,050	924.00K	4.98M	3.30M	798.00K

August 2020



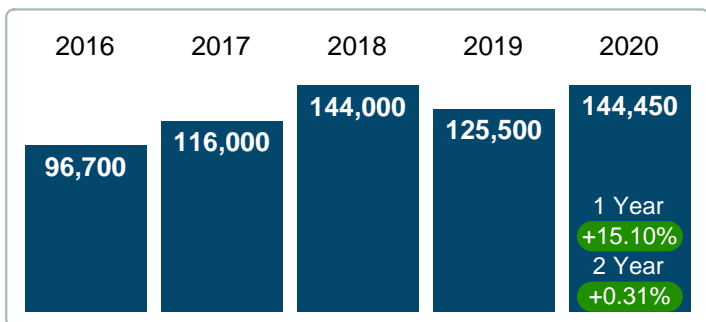
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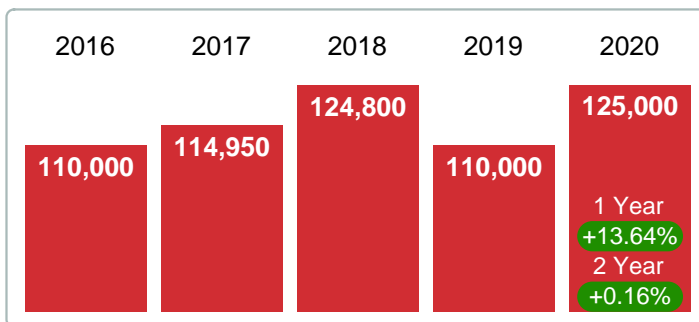
MEDIAN LIST PRICE AT CLOSING

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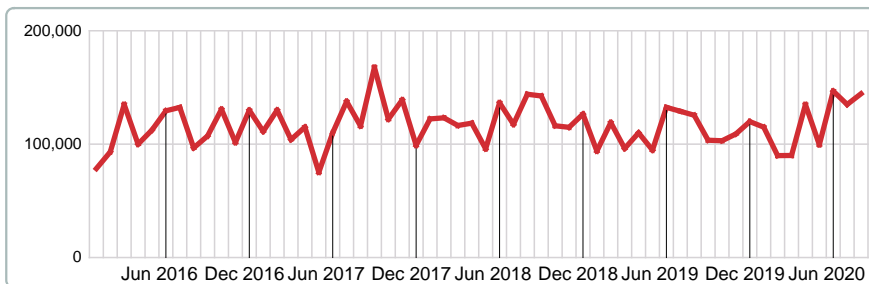
AUGUST



YEAR TO DATE (YTD)

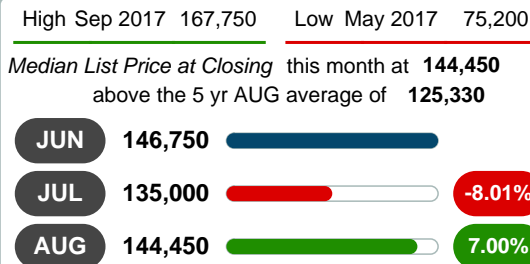


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 125,330



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
\$50,000 and less	3.23%	33,750	33,750	0	0	0
\$50,001 - \$80,000	14.52%	69,500	64,700	74,500	75,000	0
\$80,001 - \$110,000	12.90%	94,400	89,900	104,700	89,500	0
\$110,001 - \$160,000	30.65%	135,000	129,000	149,900	135,500	132,450
\$160,001 - \$200,000	14.52%	189,000	0	184,000	189,000	0
\$200,001 - \$310,000	12.90%	237,000	0	232,450	0	277,450
\$310,001 and up	11.29%	379,000	0	412,250	379,000	0
Median List Price		144,450	69,500	159,500	171,475	202,450
Total Closed Units	100%	144,450	13	29	16	4
Total Closed Volume		10,340,200	991.50K	5.17M	3.36M	819.80K

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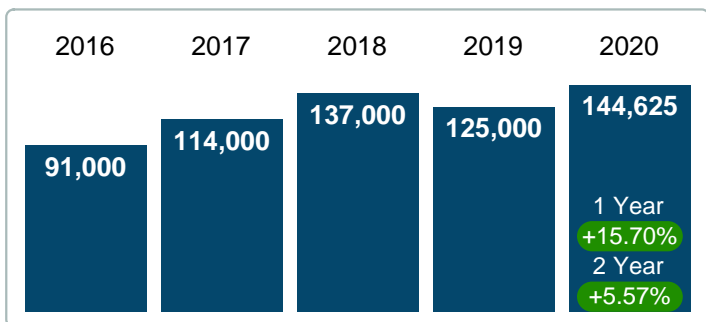
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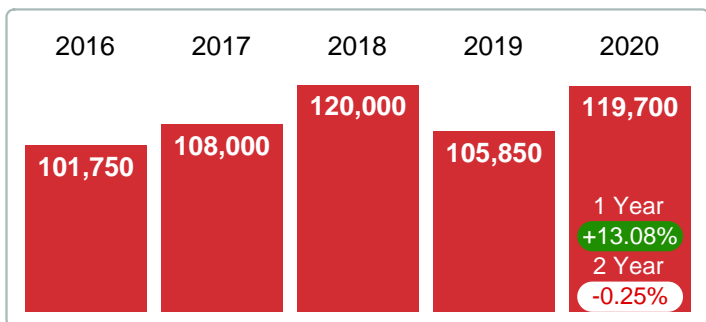
MEDIAN SOLD PRICE AT CLOSING

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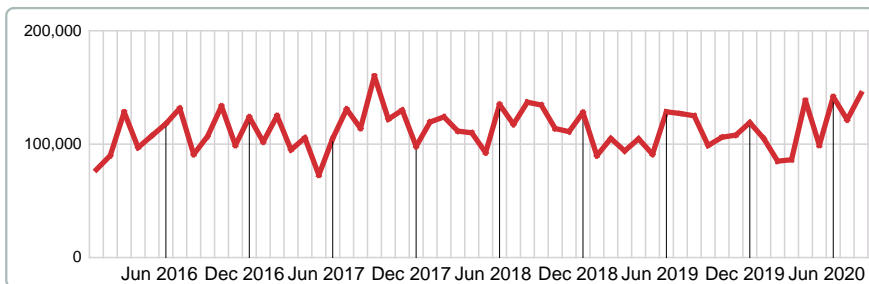
AUGUST



YEAR TO DATE (YTD)

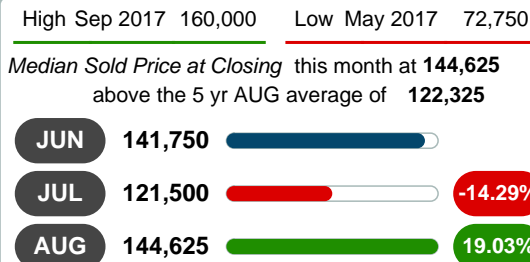


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 122,325



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
\$50,000 and less	3.23%	35,500	35,500	0	0	0
\$50,001 - \$80,000	17.74%	57,050	57,050	67,500	67,500	0
\$80,001 - \$110,000	12.90%	99,950	91,950	109,500	94,250	0
\$110,001 - \$160,000	27.42%	135,000	124,250	150,000	139,625	126,500
\$160,001 - \$200,000	16.13%	183,000	0	180,000	186,000	0
\$200,001 - \$310,000	11.29%	231,000	0	222,750	0	272,500
\$310,001 and up	11.29%	369,000	0	384,000	369,000	0
Median Sold Price		144,625	57,050	159,500	168,500	194,000
Total Closed Units	100%	144,625	13	29	16	4
Total Closed Volume		10,006,050	924.00K	4.98M	3.30M	798.00K

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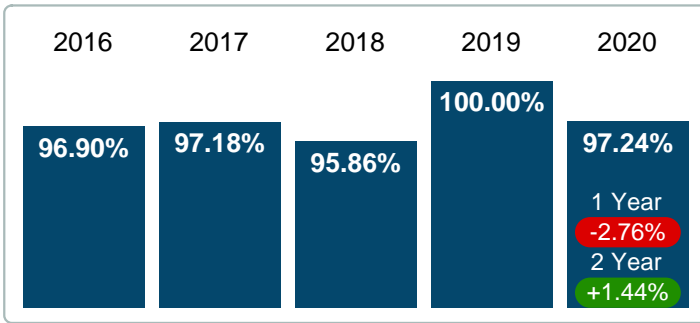
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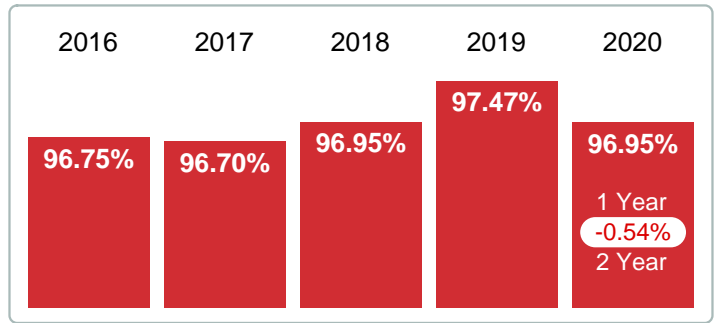
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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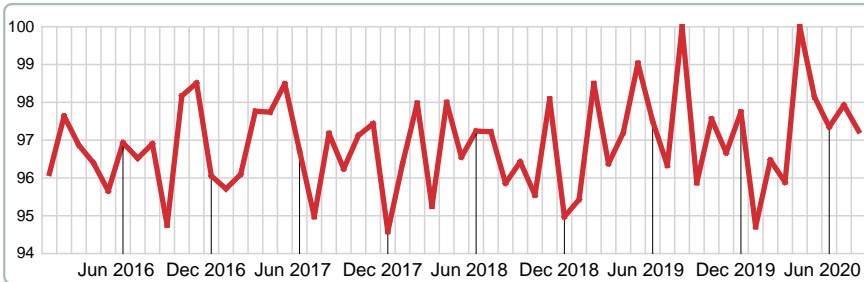
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

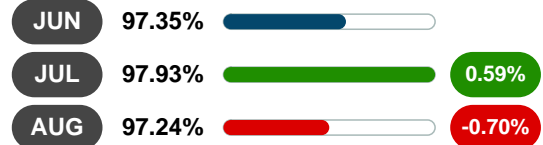


3 MONTHS

5 year AUG AVG = 97.44%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.24%**
equal to 5 yr AUG average of **97.44%**



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
\$50,000 and less	2	3.23%	105.76%	105.76%	0.00%	0.00%	0.00%
\$50,001 - \$80,000	11	17.74%	87.65%	87.65%	89.86%	80.03%	0.00%
\$80,001 - \$110,000	8	12.90%	96.71%	97.27%	94.81%	105.69%	0.00%
\$110,001 - \$160,000	17	27.42%	98.74%	96.49%	99.25%	99.70%	95.52%
\$160,001 - \$200,000	10	16.13%	99.50%	0.00%	99.00%	100.54%	0.00%
\$200,001 - \$310,000	7	11.29%	96.89%	0.00%	96.89%	0.00%	98.17%
\$310,001 and up	7	11.29%	97.36%	0.00%	93.81%	100.00%	0.00%
Median Sold/List Ratio		97.24%		94.55%	96.92%	100.00%	96.28%
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



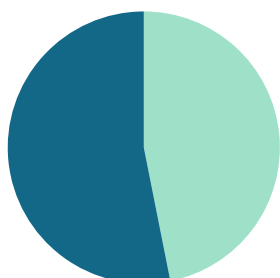
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

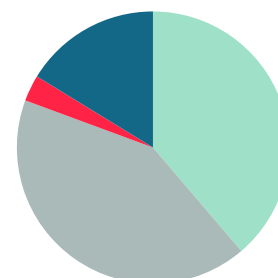


Inventory
 New Listings
45 = 46.88%
 Start Inventory
51
 Total Inventory Units
96
 Volume
\$18,767,350

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%
Median List Price	125,500	144,450	15.10%	110,000	125,000	13.64%
Median Sale Price	125,000	144,625	15.70%	105,850	119,700	13.08%
Median Percent of Selling Price to List Price	100.00%	97.24%	-2.76%	97.47%	96.95%	-0.54%
Median Days on Market to Sale	79.00	90.50	14.56%	90.00	92.00	2.22%
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

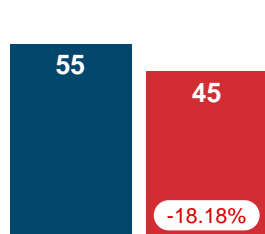
Inventory on August 31, 2020 = **26**

2019 **2020**

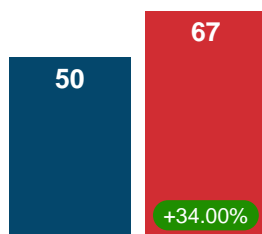
AUGUST MARKET

MEDIAN PRICES

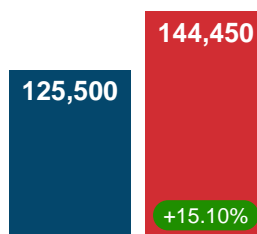
New Listings



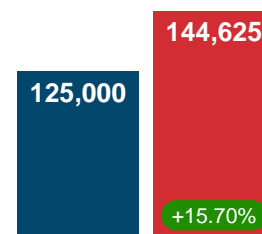
Pending Listings



List Price



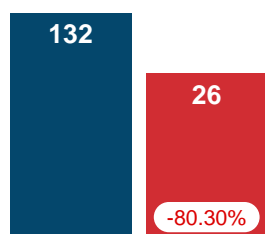
Sale Price



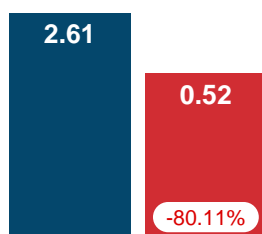
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

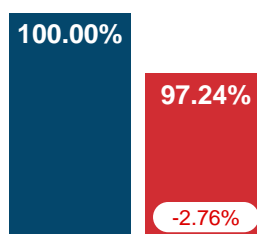
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

