

December 2020



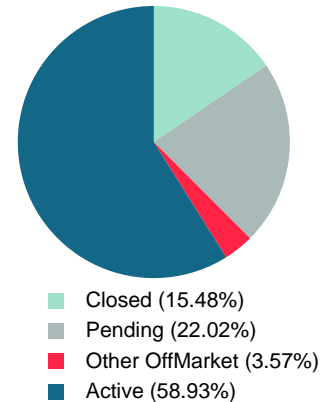
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	49	52	6.12%
Pending Listings	31	74	138.71%
New Listings	24	82	241.67%
Average List Price	148,673	275,472	85.29%
Average Sale Price	141,732	262,997	85.56%
Average Percent of Selling Price to List Price	94.42%	95.73%	1.39%
Average Days on Market to Sale	102.27	10.90	-89.34%
End of Month Inventory	105	198	88.57%
Months Supply of Inventory	2.00	3.87	93.18%



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of December 31, 2020 = **198**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2020 rose **88.57%** to 198 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 **3.87** 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 **85.56%** in December 2020 to \$262,997 versus the previous year at \$141,732.

Average Days on Market Shortens

The average number of **10.90** days that homes spent on the market before selling decreased by 91.36 days or **89.34%** in December 2020 compared to last year's same month at **102.27** DOM.

Sales Success for December 2020 is Positive

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

There were 82 New Listings in December 2020, up **241.67%** from last year at 24. Furthermore, there were 52 Closed Listings this month versus last year at 49, a **6.12%** increase.

Closed versus Listed trends yielded a **63.4%** ratio, down from previous year's, December 2019, at **204.2%**, a **68.94%** downswing. This will certainly create pressure on an increasing 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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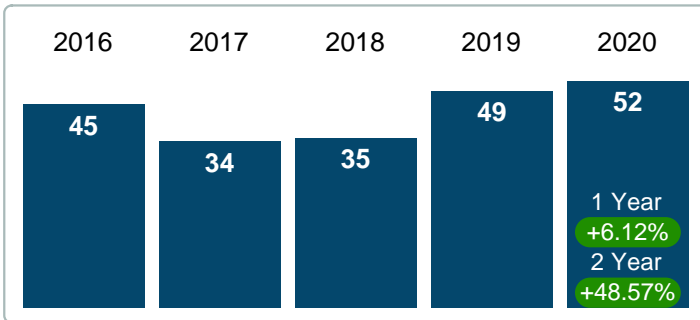
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



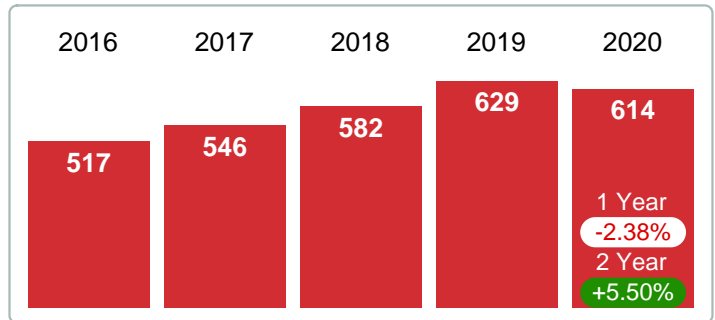
CLOSED LISTINGS

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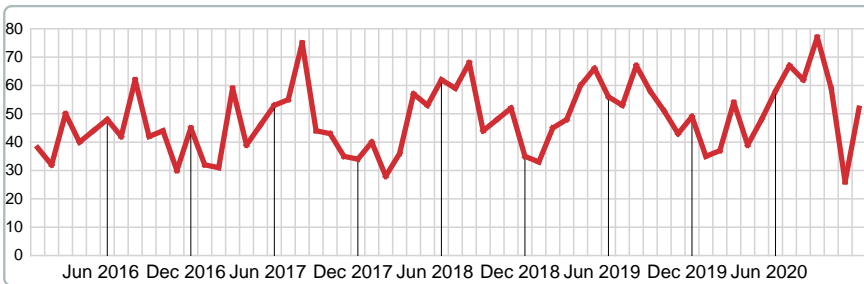
DECEMBER



YEAR TO DATE (YTD)

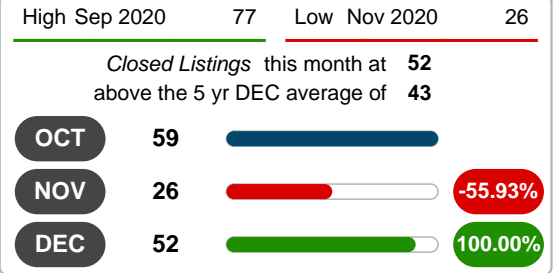


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



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	3	5.77%	27.3	1	2	0	0
\$50,001 - \$75,000	5	9.62%	4.2	2	3	0	0
\$75,001 - \$150,000	11	21.15%	11.3	4	6	1	0
\$150,001 - \$200,000	9	17.31%	10.9	1	7	1	0
\$200,001 - \$300,000	13	25.00%	13.1	2	9	2	0
\$300,001 - \$425,000	5	9.62%	2.6	0	2	2	1
\$425,001 and up	6	11.54%	9.8	0	3	2	1
Total Closed Units	52			10	32	8	2
Total Closed Volume	13,675,850	100%	10.9	1.30M	8.94M	2.58M	855.00K
Average Closed Price	\$262,997			\$130,380	\$279,252	\$322,625	\$427,500

December 2020



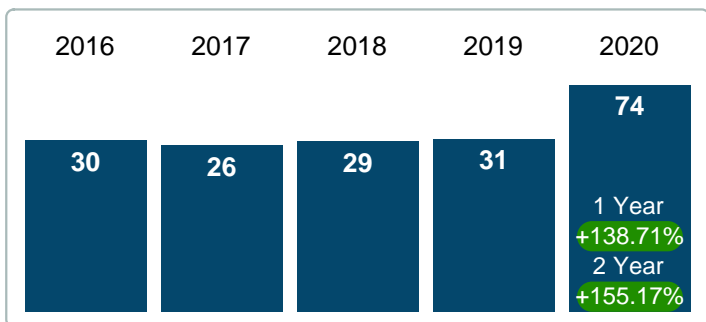
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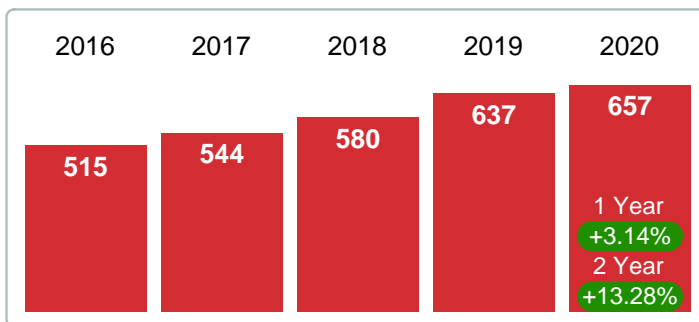
PENDING LISTINGS

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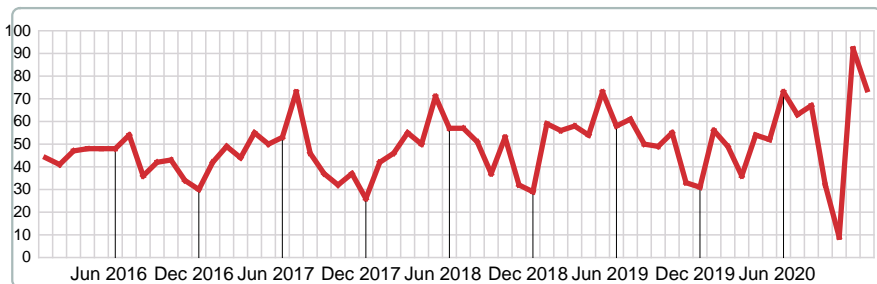
DECEMBER



YEAR TO DATE (YTD)

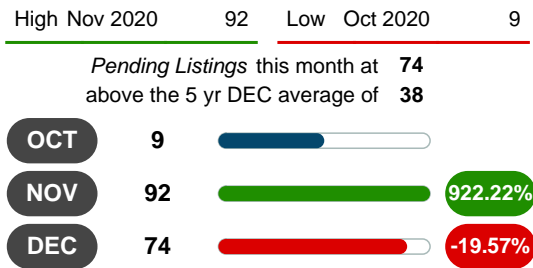


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



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	4	5.41%	32.0	3	1	0	0
\$50,001 - \$100,000	12	16.22%	44.6	3	8	1	0
\$100,001 - \$125,000	4	5.41%	41.5	1	1	2	0
\$125,001 - \$175,000	20	27.03%	30.8	3	14	3	0
\$175,001 - \$250,000	13	17.57%	25.2	1	9	2	1
\$250,001 - \$375,000	13	17.57%	22.1	1	9	3	0
\$375,001 and up	8	10.81%	18.0	0	3	4	1
Total Pending Units	74			12	45	15	2
Total Pending Volume	16,629,349	100%	29.9	1.39M	8.81M	5.83M	589.00K
Average Listing Price	\$226,626			\$116,233	\$195,794	\$388,987	\$294,500

December 2020



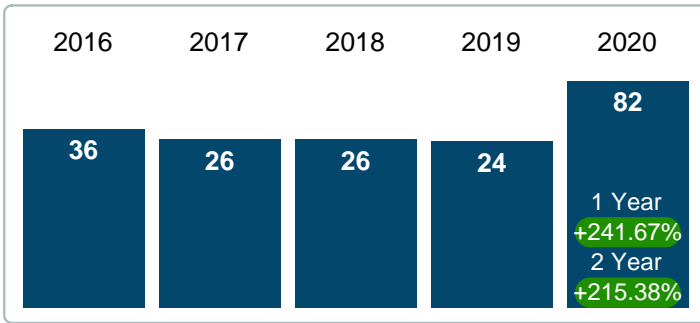
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



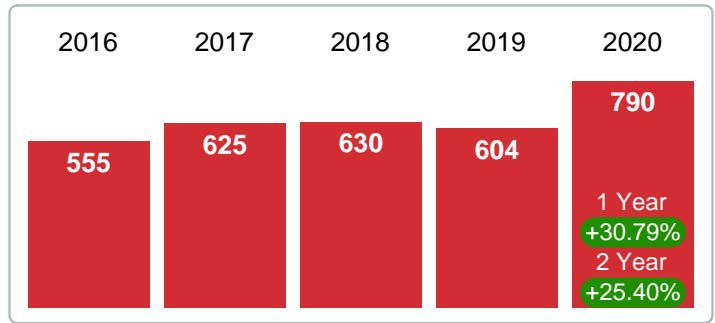
NEW LISTINGS

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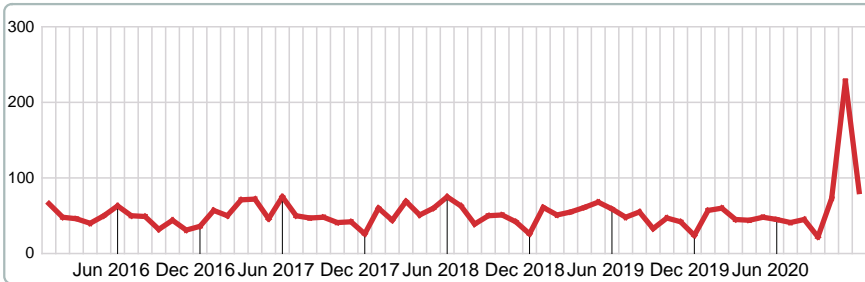
DECEMBER



YEAR TO DATE (YTD)

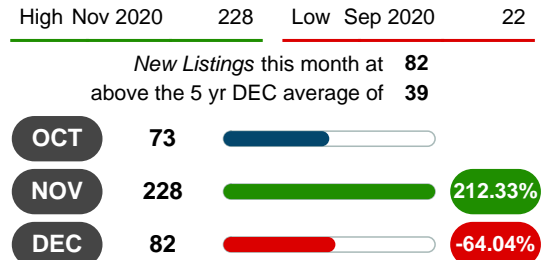


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



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	3.66%	2	1	0	0
\$25,001 - \$75,000	12	14.63%	9	3	0	0
\$75,001 - \$125,000	9	10.98%	2	5	2	0
\$125,001 - \$175,000	22	26.83%	1	16	4	1
\$175,001 - \$250,000	16	19.51%	2	8	6	0
\$250,001 - \$375,000	11	13.41%	0	6	5	0
\$375,001 and up	9	10.98%	1	2	4	2
Total New Listed Units	82		17	41	21	3
Total New Listed Volume	18,120,200	100%	2.45M	7.93M	6.01M	1.73M
Average New Listed Listing Price	\$217,531		\$144,318	\$193,446	\$286,214	\$575,000

December 2020



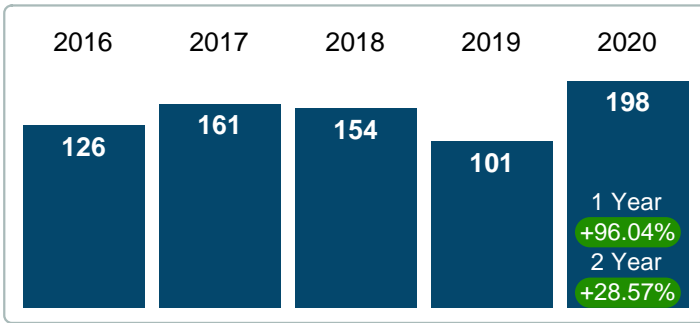
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



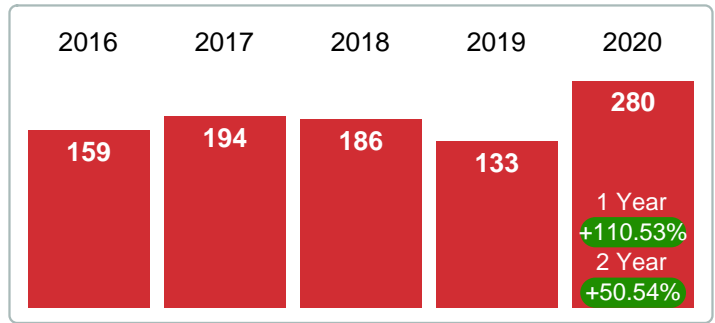
ACTIVE INVENTORY

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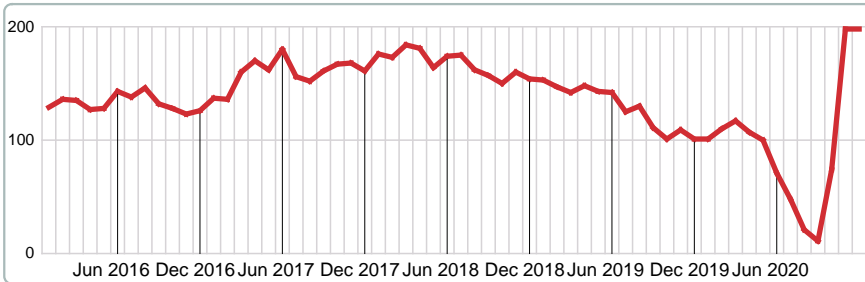
END OF DECEMBER



ACTIVE DURING DECEMBER

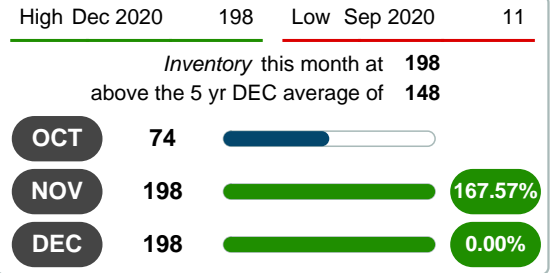


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 148



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	5	2.53%	27.8	3	2	0	0
\$25,001 - \$75,000	40	20.20%	41.2	21	17	2	0
\$75,001 - \$100,000	21	10.61%	50.4	6	13	2	0
\$100,001 - \$175,000	47	23.74%	41.0	5	32	8	2
\$175,001 - \$275,000	41	20.71%	45.2	5	20	14	2
\$275,001 - \$450,000	22	11.11%	45.7	4	11	5	2
\$450,001 and up	22	11.11%	60.7	3	6	3	10
Total Active Inventory by Units	198			47	101	34	16
Total Active Inventory by Volume	46,926,700	100%	45.3	6.92M	19.27M	8.68M	12.05M
Average Active Inventory Listing Price	\$237,004			\$147,309	\$190,758	\$255,403	\$753,306

December 2020



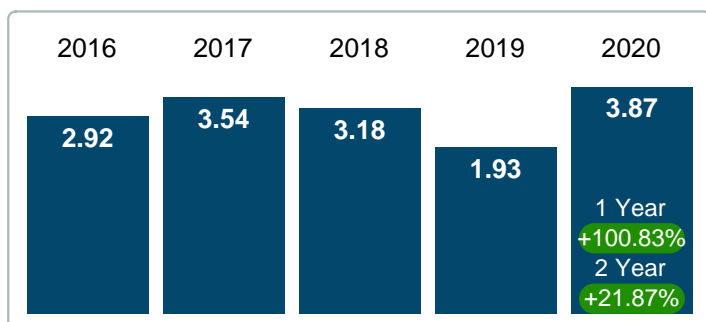
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



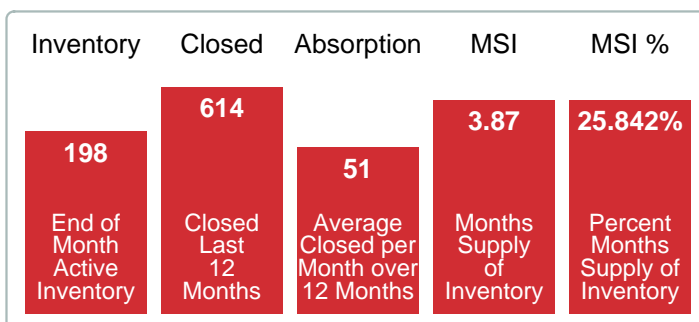
MONTHS SUPPLY of INVENTORY (MSI)

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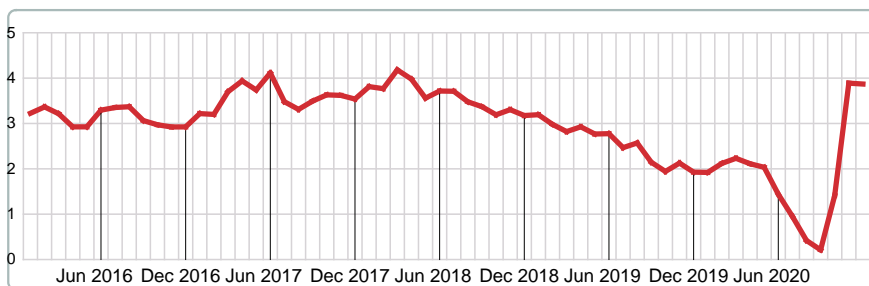
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

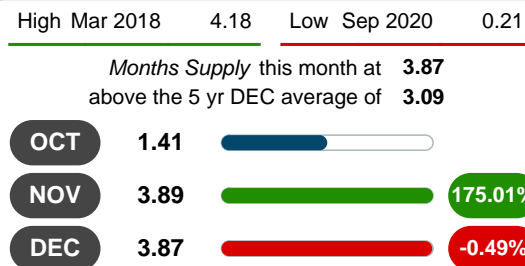


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.09



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	17	8.59%	3.29	4.00	2.67	0.00	0.00
\$40,001 - \$70,000	25	12.63%	3.33	4.33	2.75	2.00	0.00
\$70,001 - \$110,000	28	14.14%	3.23	2.74	3.52	3.60	0.00
\$110,001 - \$190,000	52	26.26%	3.23	3.33	3.39	2.67	3.00
\$190,001 - \$270,000	30	15.15%	3.71	18.00	2.48	4.46	12.00
\$270,001 - \$450,000	24	12.12%	5.65	16.00	7.20	3.00	6.00
\$450,001 and up	22	11.11%	15.53	0.00	12.00	3.60	120.00
Market Supply of Inventory (MSI)			3.87	4.44	3.48	3.32	12.00
Total Active Inventory by Units		100%	3.87	47	101	34	16

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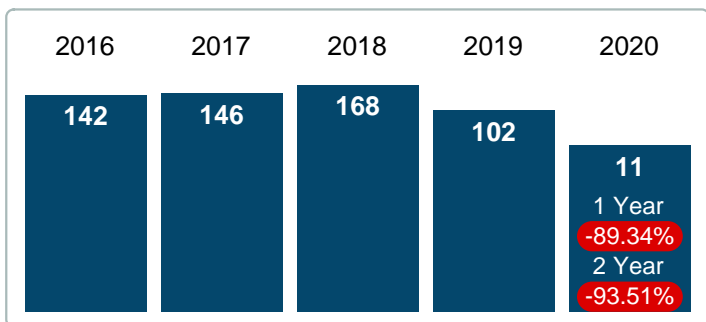
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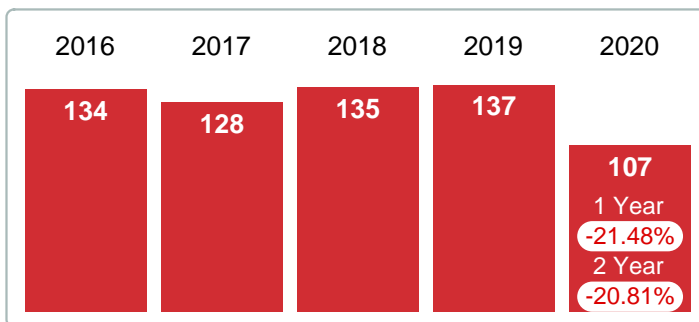
AVERAGE DAYS ON MARKET TO SALE

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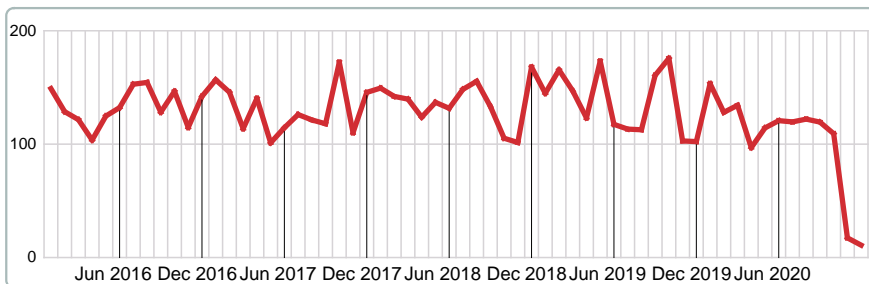
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

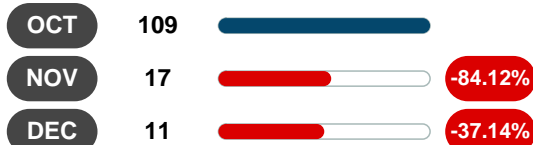


3 MONTHS

5 year DEC AVG = 114

High Oct 2019 176 Low Dec 2020 11

Average Days on Market to Sale this month at 11 below the 5 yr DEC average of 114



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	5.77%	27	27	28	0	0
\$50,001 - \$75,000	9.62%	4	9	1	0	0
\$75,001 - \$150,000	21.15%	11	22	5	8	0
\$150,001 - \$200,000	17.31%	11	1	14	1	0
\$200,001 - \$300,000	25.00%	13	30	11	5	0
\$300,001 - \$425,000	9.62%	3	0	4	3	1
\$425,001 and up	11.54%	10	0	8	16	3
Average Closed DOM		11	19	10	7	2
Total Closed Units	100%	11	10	32	8	2
Total Closed Volume		13,675,850	1.30M	8.94M	2.58M	855.00K

December 2020



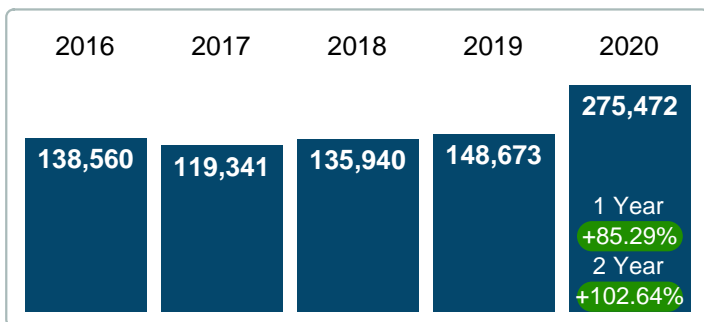
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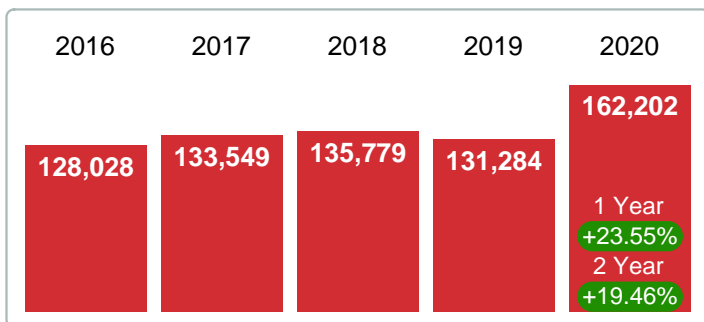
AVERAGE LIST PRICE AT CLOSING

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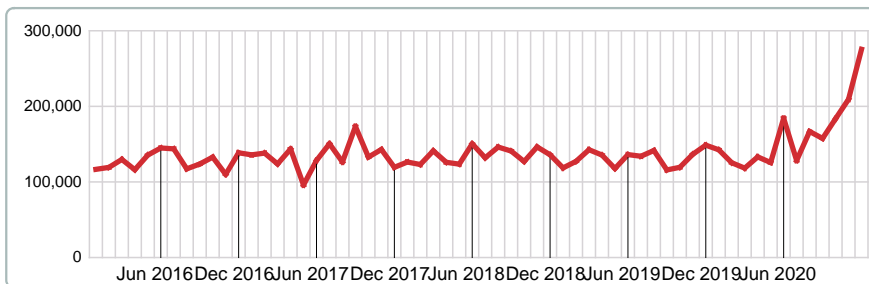
DECEMBER



YEAR TO DATE (YTD)

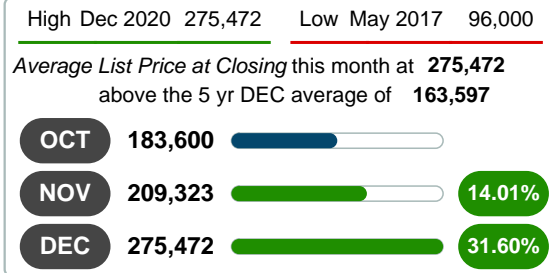


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 163,597



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	1.92%	30,000	65,000	42,500	0	0
\$50,001 - \$75,000	15.38%	67,550	72,500	70,467	0	0
\$75,001 - \$150,000	19.23%	118,870	106,700	112,650	150,000	0
\$150,001 - \$200,000	15.38%	181,394	162,500	188,664	193,000	0
\$200,001 - \$300,000	25.00%	253,623	299,500	260,856	217,700	0
\$300,001 - \$425,000	11.54%	358,250	0	357,500	362,250	400,000
\$425,001 and up	11.54%	944,617		01,332,967	604,900	459,000
Average List Price		275,472	139,830	292,330	339,088	429,500
Total Closed Units	100%	275,472	10	32	8	2
Total Closed Volume		14,324,550	1.40M	9.35M	2.71M	859.00K

December 2020



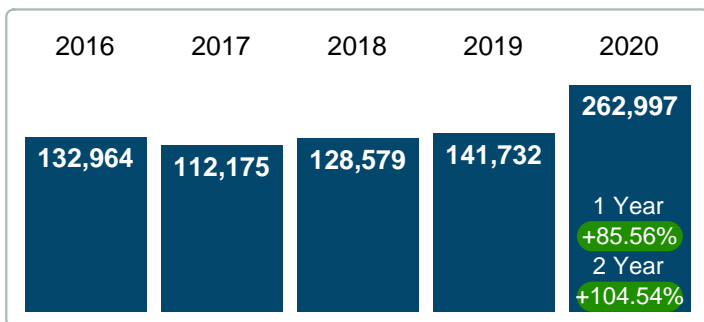
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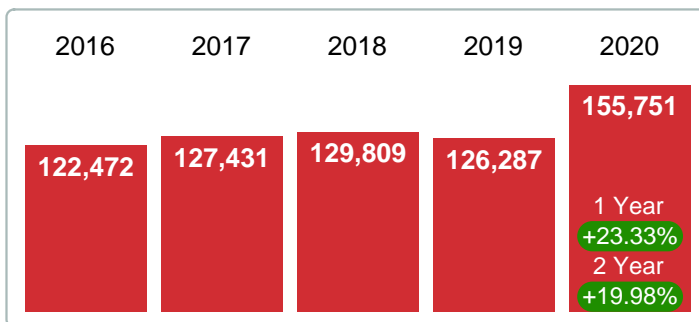
AVERAGE SOLD PRICE AT CLOSING

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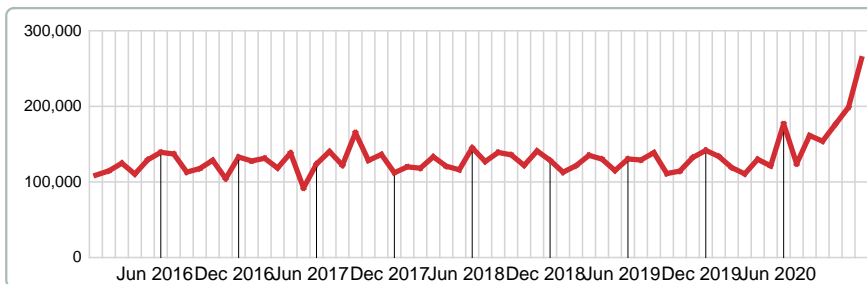
DECEMBER



YEAR TO DATE (YTD)

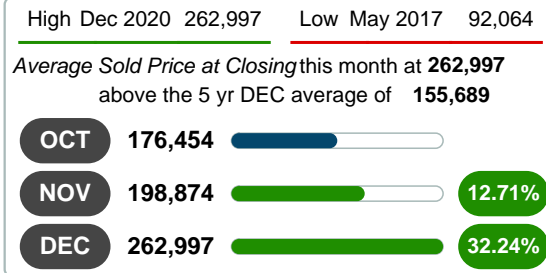


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 155,689



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	3	5.77%	38,833	48,000	34,250	0	
\$50,001 - \$75,000	5	9.62%	66,300	69,250	64,333	0	
\$75,001 - \$150,000	11	21.15%	110,973	103,700	112,650	130,000	
\$150,001 - \$200,000	9	17.31%	179,928	162,500	180,550	193,000	
\$200,001 - \$300,000	13	25.00%	251,069	270,000	255,100	214,000	
\$300,001 - \$425,000	5	9.62%	356,900	0	344,750	347,500	
\$425,001 and up	6	11.54%	889,900	0	0	0	
Average Sold Price		262,997		130,380	279,252	322,625	427,500
Total Closed Units		52	100%	262,997	10	32	8
Total Closed Volume		13,675,850			1.30M	8.94M	2.58M

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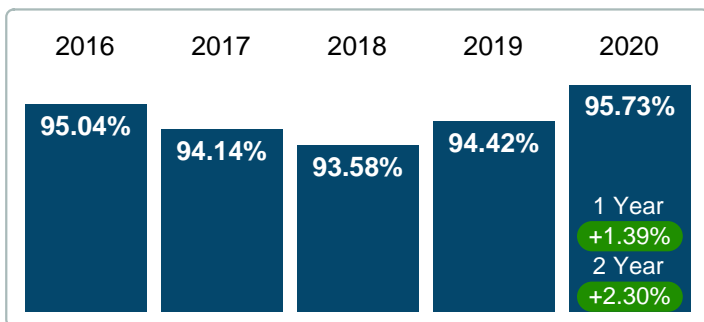
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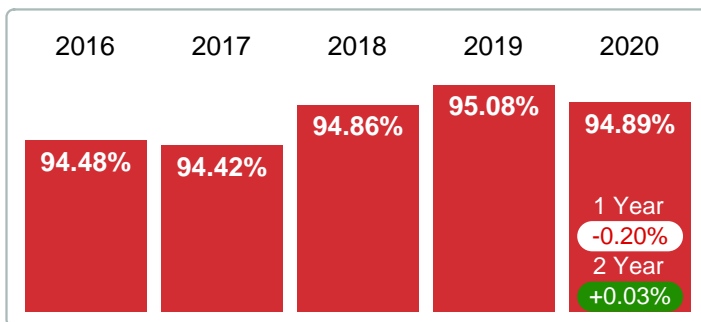
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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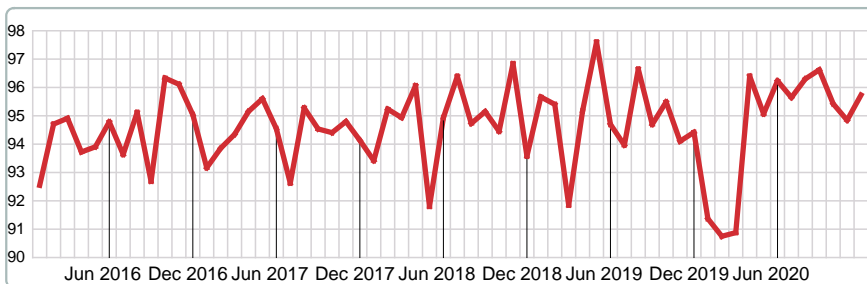
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

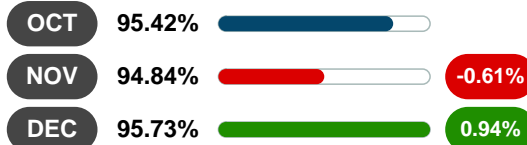


3 MONTHS

5 year DEC AVG = 94.58%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.73%** above the 5 yr DEC average of **94.58%**



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	3	5.77%	77.49%	73.85%	79.32%	0.00%	0.00%
\$50,001 - \$75,000	5	9.62%	92.98%	95.36%	91.39%	0.00%	0.00%
\$75,001 - \$150,000	11	21.15%	98.65%	97.30%	101.56%	86.67%	0.00%
\$150,001 - \$200,000	9	17.31%	96.97%	100.00%	96.11%	100.00%	0.00%
\$200,001 - \$300,000	13	25.00%	96.79%	90.13%	97.93%	98.32%	0.00%
\$300,001 - \$425,000	5	9.62%	97.19%	0.00%	96.57%	96.40%	100.00%
\$425,001 and up	6	11.54%	96.44%	0.00%	97.25%	93.88%	99.13%
Average Sold/List Ratio		95.70%		93.40%	96.29%	95.48%	99.56%
Total Closed Units		52	100%	10	32	8	2
Total Closed Volume		13,675,850		1.30M	8.94M	2.58M	855.00K

December 2020



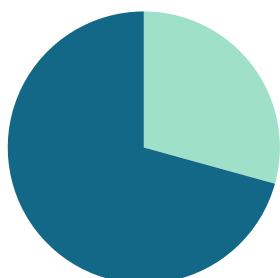
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

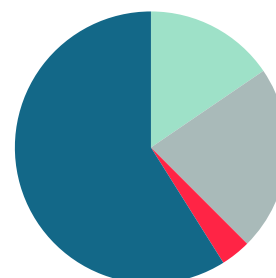


Inventory
 New Listings
82 = 29.29%
 Start Inventory
198
 Total Inventory Units
280
 Volume
\$66,435,324

Market Activity

Closed Sales
52 = 15.48%
 Pending Sales
74 = 22.02%
 Other Off Market
12 = 3.57%
 Active Inventory
198 = 58.93%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	52	6.12%	629	614	-2.38%
Pending Sales	31	74	138.71%	637	657	3.14%
New Listings	24	82	241.67%	604	790	30.79%
Average List Price	148,673	275,472	85.29%	131,284	162,202	23.55%
Average Sale Price	141,732	262,997	85.56%	126,287	155,751	23.33%
Average Percent of Selling Price to List Price	94.42%	95.73%	1.39%	95.08%	94.89%	-0.20%
Average Days on Market to Sale	102.27	10.90	-89.34%	136.63	107.28	-21.48%
Monthly Inventory	105	198	88.57%	105	198	88.57%
Months Supply of Inventory	2.00	3.87	93.18%	2.00	3.87	93.18%

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

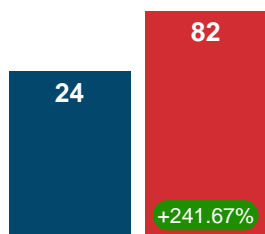
Inventory on December 31, 2020 = **198**

2019 **2020**

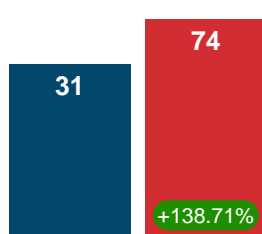
DECEMBER MARKET

AVERAGE PRICES

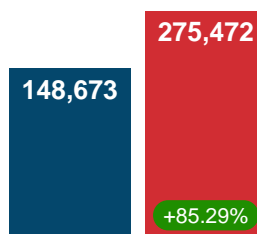
New Listings



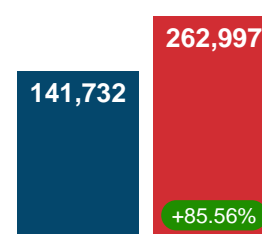
Pending Listings



List Price



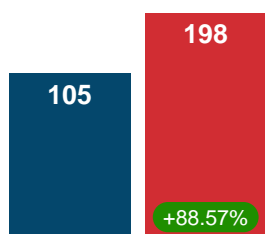
Sale Price



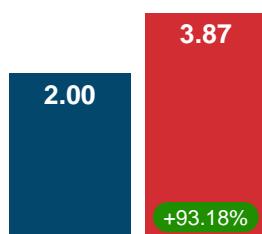
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

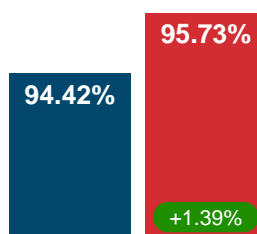
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

