

December 2020



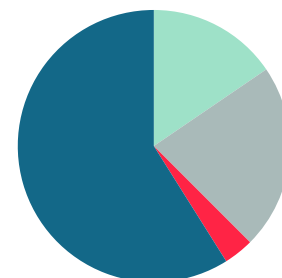
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	119,900	196,000	63.47%
Median Sale Price	119,000	194,000	63.03%
Median Percent of Selling Price to List Price	97.74%	98.97%	1.25%
Median Days on Market to Sale	84.00	5.50	-93.45%
End of Month Inventory	105	198	88.57%
Months Supply of Inventory	2.00	3.87	93.18%



■ Closed (15.48%)
■ Pending (22.02%)
■ Other OffMarket (3.57%)
■ Active (58.93%)

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.

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 **63.03%** in December 2020 to \$194,000 versus the previous year at \$119,000.

Median Days on Market Shortens

The median number of **5.50** days that homes spent on the market before selling decreased by 78.50 days or **93.45%** in December 2020 compared to last year's same month at **84.00** DOM.

Sales Success for December 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 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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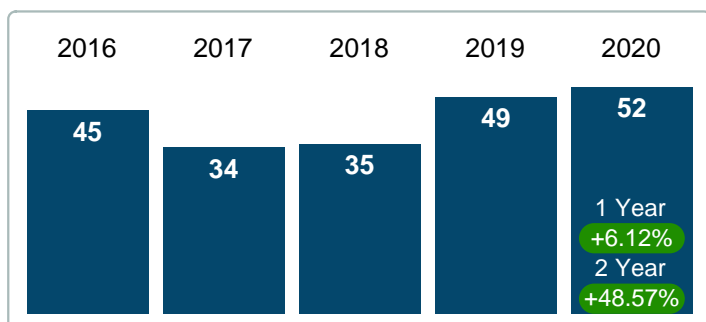
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



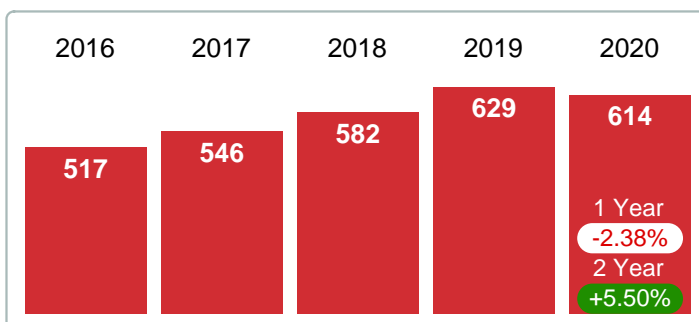
CLOSED LISTINGS

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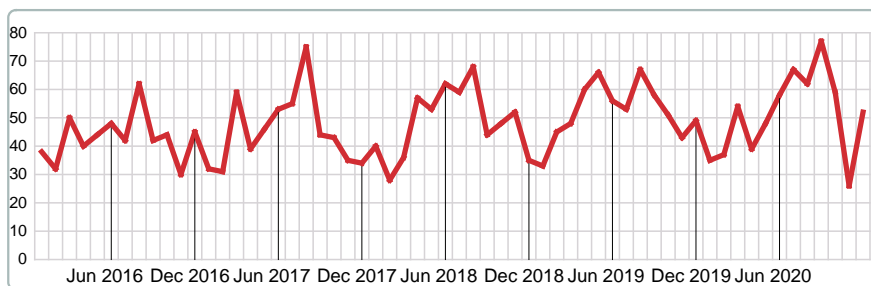
DECEMBER



YEAR TO DATE (YTD)

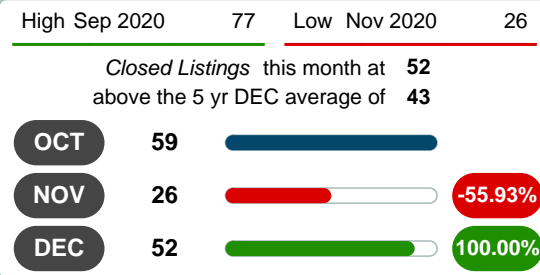


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.77%	27.0	1	2	0	0
\$50,001 - \$75,000	5	9.62%	1.0	2	3	0	0
\$75,001 - \$150,000	11	21.15%	7.0	4	6	1	0
\$150,001 - \$200,000	9	17.31%	3.0	1	7	1	0
\$200,001 - \$300,000	13	25.00%	8.0	2	9	2	0
\$300,001 - \$425,000	5	9.62%	2.0	0	2	2	1
\$425,001 and up	6	11.54%	8.5	0	3	2	1
Total Closed Units	52			10	32	8	2
Total Closed Volume	13,675,850	100%	5.5	1.30M	8.94M	2.58M	855.00K
Median Closed Price	\$194,000			\$104,950	\$193,000	\$277,500	\$427,500

December 2020



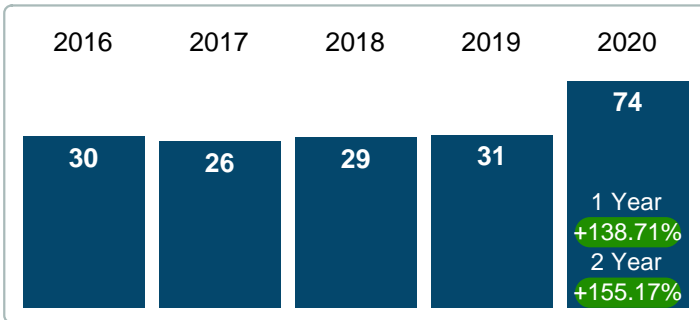
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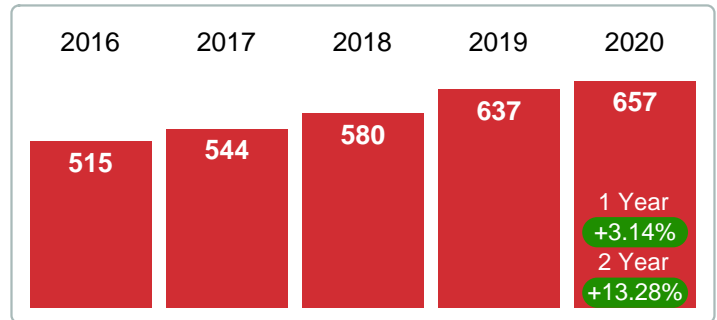
PENDING LISTINGS

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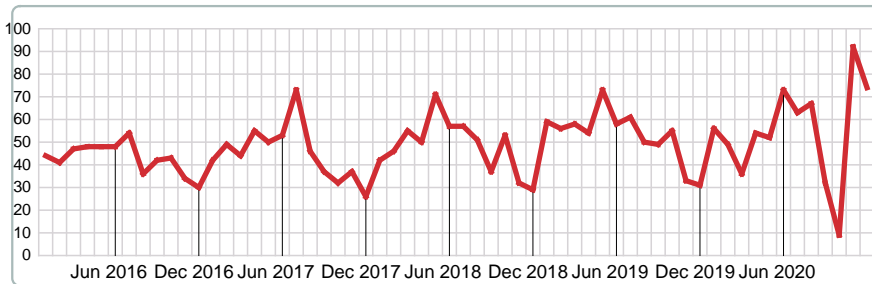
DECEMBER



YEAR TO DATE (YTD)

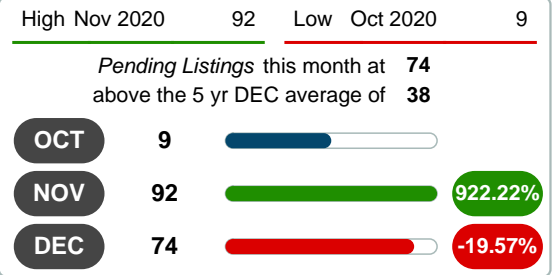


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.41%	35.5	3	1	0	0
\$50,001 - \$100,000	12	16.22%	36.0	3	8	1	0
\$100,001 - \$125,000	4	5.41%	42.5	1	1	2	0
\$125,001 - \$175,000	20	27.03%	30.0	3	14	3	0
\$175,001 - \$250,000	13	17.57%	28.0	1	9	2	1
\$250,001 - \$375,000	13	17.57%	20.0	1	9	3	0
\$375,001 and up	8	10.81%	13.5	0	3	4	1
Total Pending Units	74			12	45	15	2
Total Pending Volume	16,629,349	100%	28.0	1.39M	8.81M	5.83M	589.00K
Median Listing Price	\$162,450			\$102,000	\$169,000	\$193,000	\$294,500

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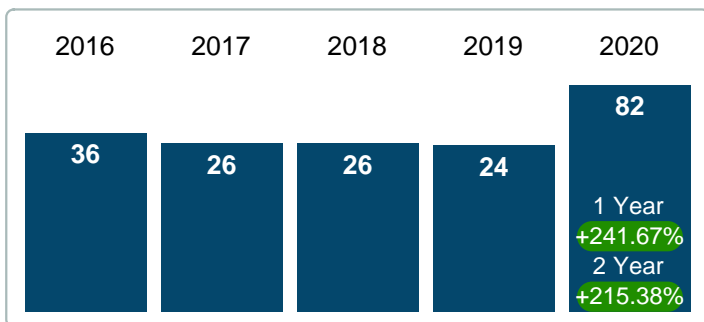
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



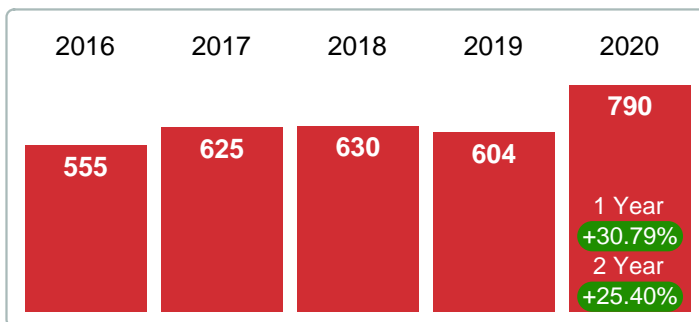
NEW LISTINGS

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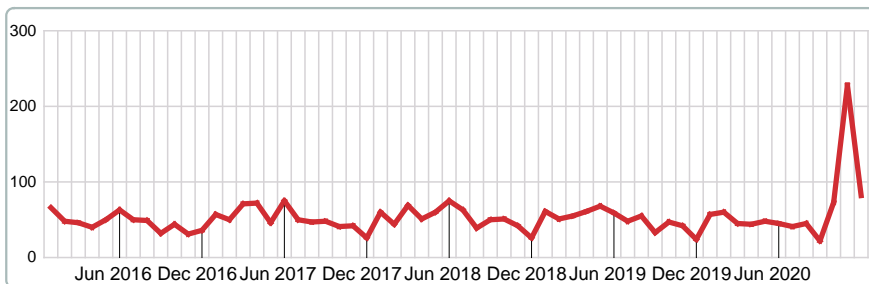
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **82**
above the 5 yr DEC average of **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
Median New Listed Listing Price	\$167,450		\$59,500	\$160,000	\$229,000	\$400,000

December 2020



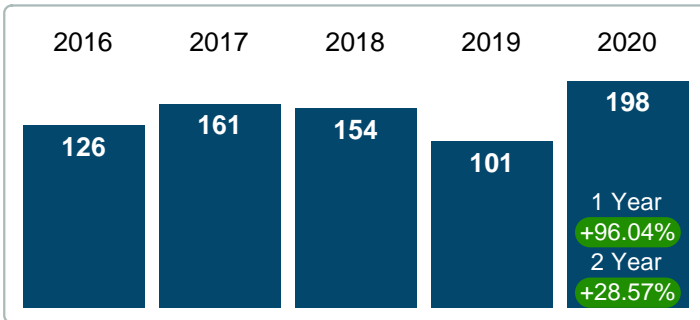
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



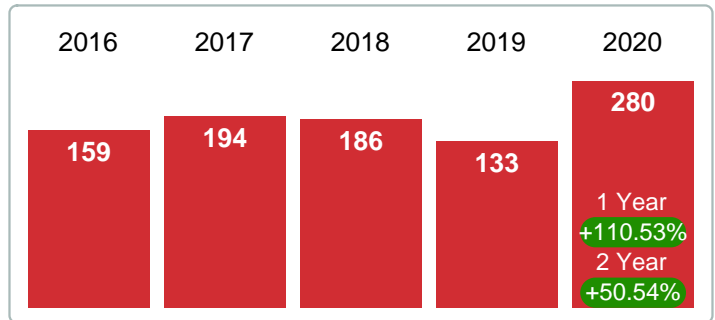
ACTIVE INVENTORY

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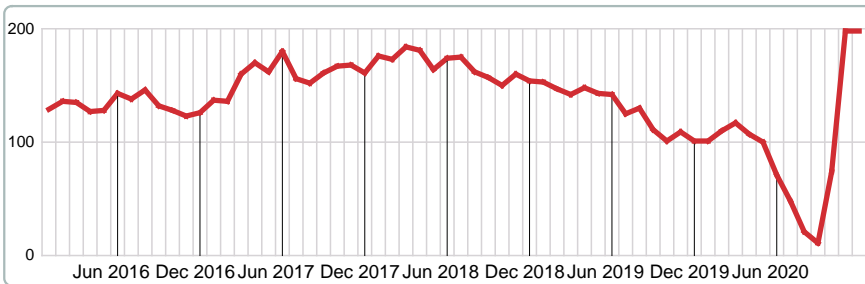
END OF DECEMBER



ACTIVE DURING DECEMBER

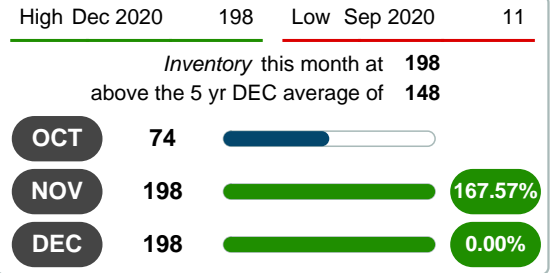


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 148



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	8.59%	33.0	11	6	0	0
\$40,001 - \$70,000	25	12.63%	43.0	13	11	1	0
\$70,001 - \$110,000	28	14.14%	57.5	8	17	3	0
\$110,001 - \$190,000	52	26.26%	48.0	5	37	8	2
\$190,001 - \$270,000	30	15.15%	48.0	3	12	13	2
\$270,001 - \$450,000	24	12.12%	50.0	4	12	6	2
\$450,001 and up	22	11.11%	58.0	3	6	3	10
Total Active Inventory by Units	198			47	101	34	16
Total Active Inventory by Volume	46,926,700	100%	49.5	6.92M	19.27M	8.68M	12.05M
Median Active Inventory Listing Price	\$149,900			\$69,000	\$145,000	\$229,450	\$572,250

December 2020



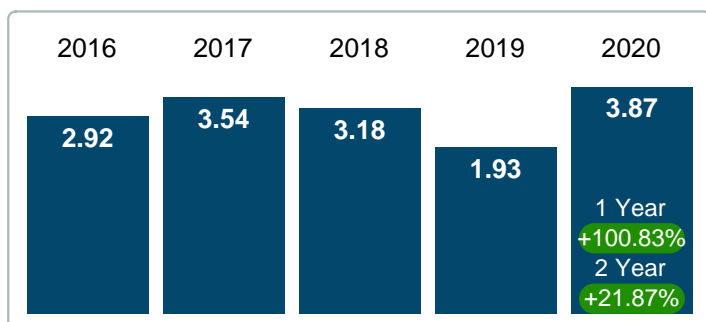
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



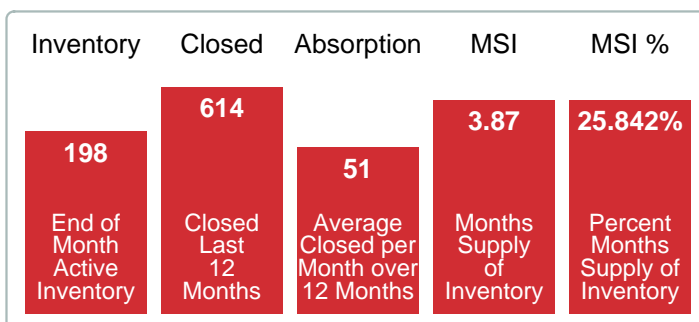
MONTHS SUPPLY of INVENTORY (MSI)

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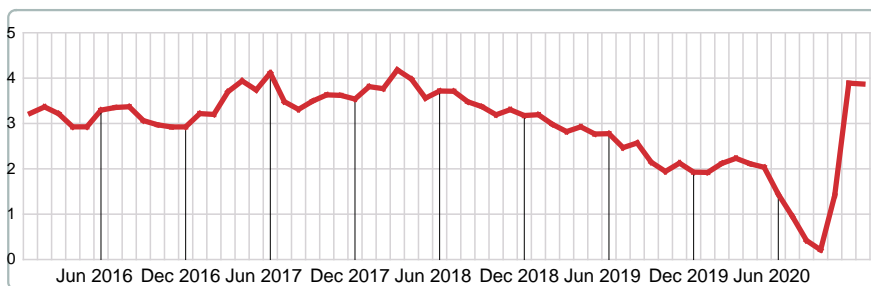
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.09

High Mar 2018 4.18 Low Sep 2020 0.21

Months Supply this month at **3.87**
above the 5 yr DEC average of **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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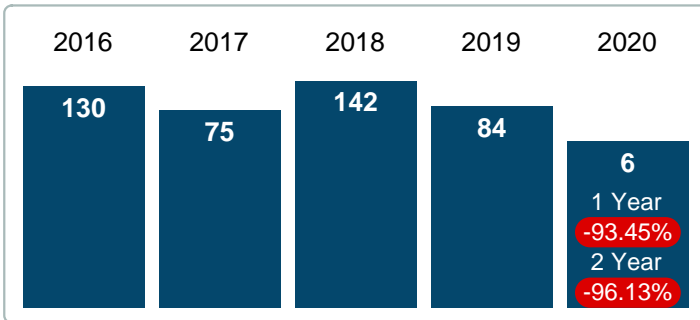
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



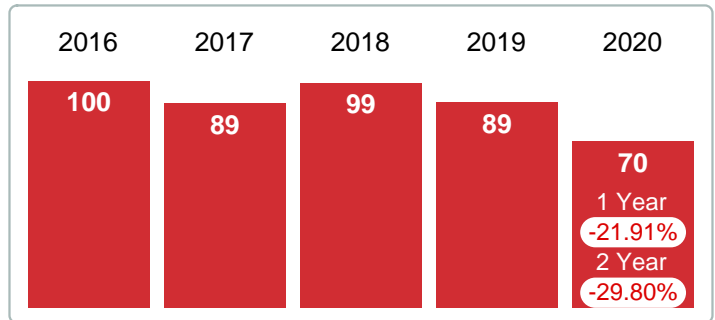
MEDIAN DAYS ON MARKET TO SALE

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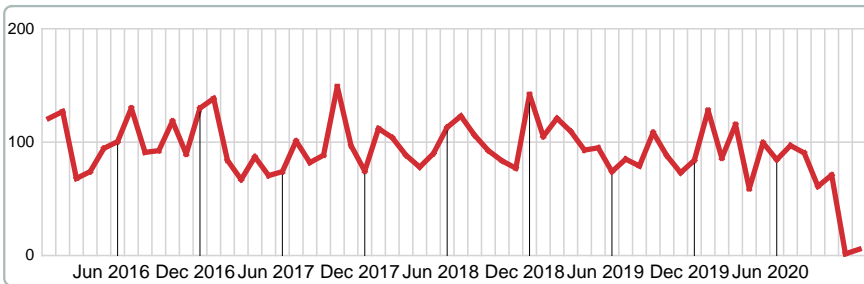
DECEMBER



YEAR TO DATE (YTD)

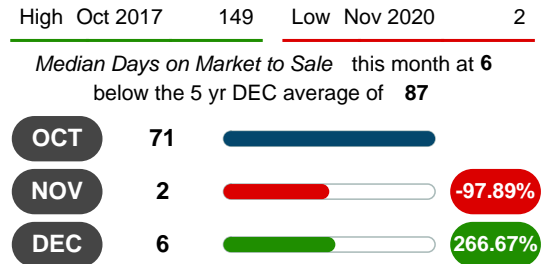


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 87



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	5.77%	27	27	28	0	0
\$50,001 - \$75,000	9.62%	1	9	1	0	0
\$75,001 - \$150,000	21.15%	7	12	4	8	0
\$150,001 - \$200,000	17.31%	3	1	7	1	0
\$200,001 - \$300,000	25.00%	8	30	11	5	0
\$300,001 - \$425,000	9.62%	2	0	4	3	1
\$425,001 and up	11.54%	9	0	2	16	3
Median Closed DOM		6	12	5	6	2
Total Closed Units	100%	52	10	32	8	2
Total Closed Volume		13,675,850	1.30M	8.94M	2.58M	855.00K

December 2020



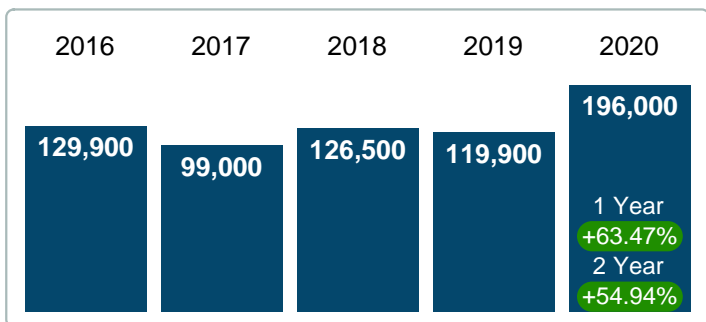
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



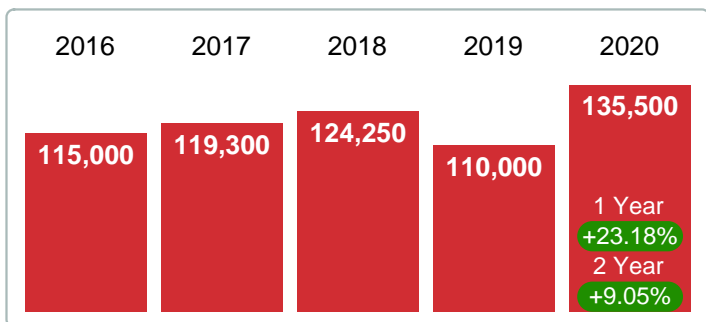
MEDIAN LIST PRICE AT CLOSING

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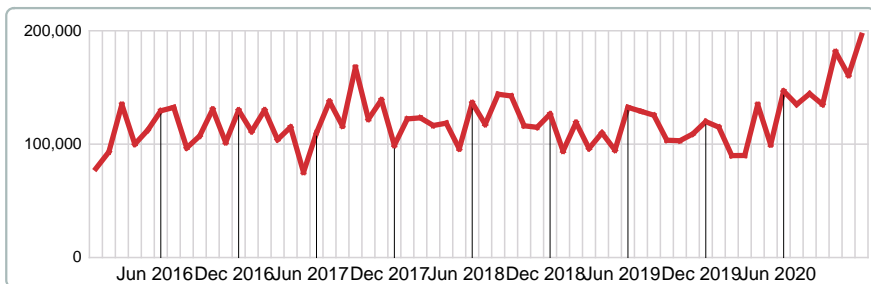
DECEMBER



YEAR TO DATE (YTD)

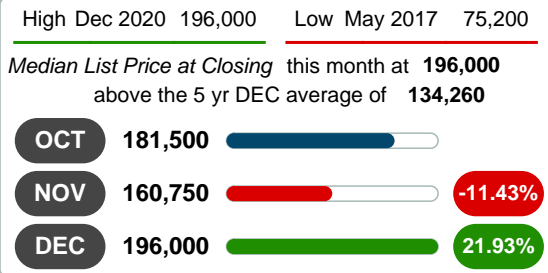


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 134,260



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	1	1.92%	30,000	0	30,000	0	0
\$50,001 - \$75,000	8	15.38%	68,250	70,000	67,500	0	0
\$75,001 - \$150,000	10	19.23%	108,450	105,450	139,000	150,000	0
\$150,001 - \$200,000	8	15.38%	189,000	162,500	189,000	193,000	0
\$200,001 - \$300,000	13	25.00%	245,000	299,500	245,000	217,700	0
\$300,001 - \$425,000	6	11.54%	357,500	0	330,000	362,250	400,000
\$425,001 and up	6	11.54%	554,950	0	550,000	604,900	459,000
Median List Price			196,000	105,450	194,450	277,200	429,500
Total Closed Units		100%	196,000	10	32	8	2
Total Closed Volume			14,324,550	1.40M	9.35M	2.71M	859.00K

December 2020



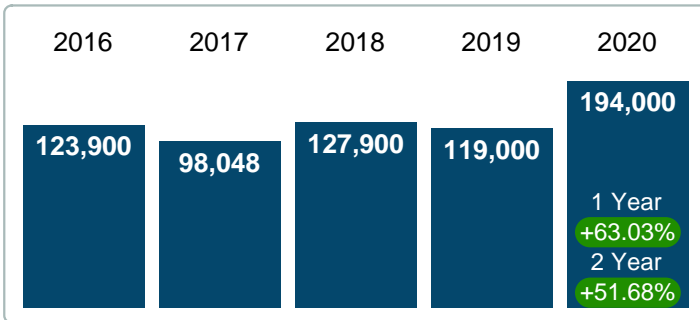
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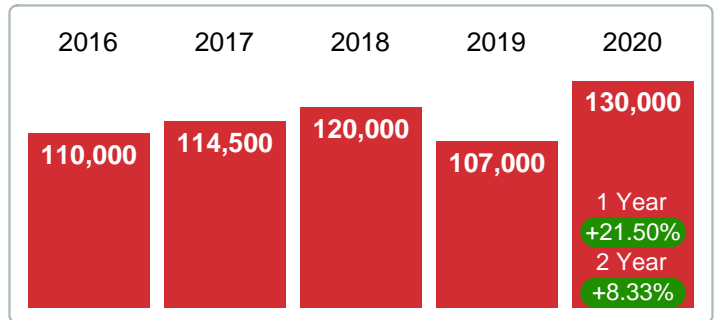
MEDIAN SOLD PRICE AT CLOSING

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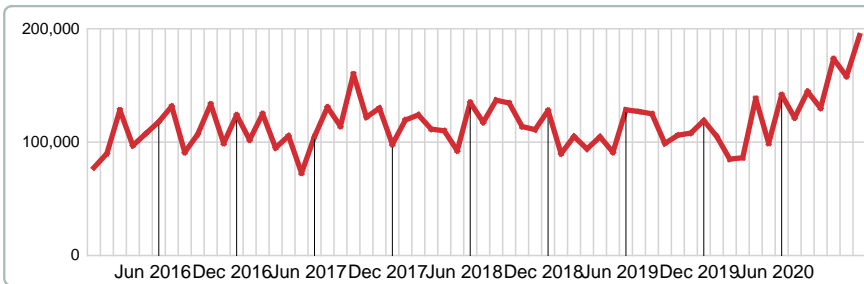
DECEMBER



YEAR TO DATE (YTD)

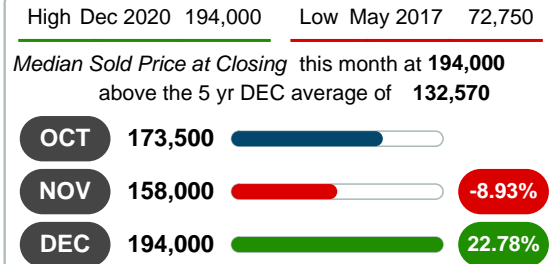


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 132,570



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	5.77%	46,000	48,000	34,250	0	0
\$50,001 - \$75,000	5	9.62%	67,500	69,250	67,500	0	0
\$75,001 - \$150,000	11	21.15%	105,000	104,950	109,500	130,000	0
\$150,001 - \$200,000	9	17.31%	189,000	162,500	189,000	193,000	0
\$200,001 - \$300,000	13	25.00%	246,500	270,000	260,000	214,000	0
\$300,001 - \$425,000	5	9.62%	360,000	0	344,750	347,500	400,000
\$425,001 and up	6	11.54%	540,000	0	550,000	567,500	455,000
Median Sold Price			194,000	104,950	193,000	277,500	427,500
Total Closed Units		100%	194,000	10	32	8	2
Total Closed Volume			13,675,850	1.30M	8.94M	2.58M	855.00K

December 2020



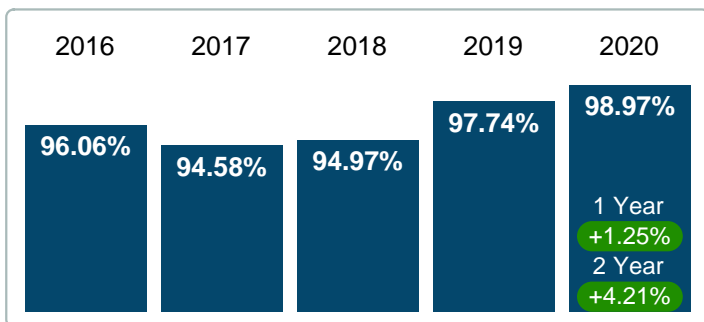
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



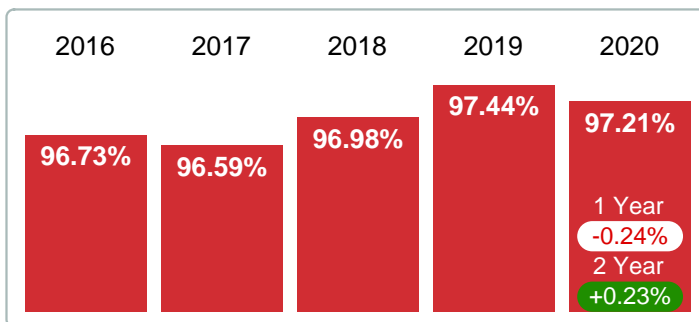
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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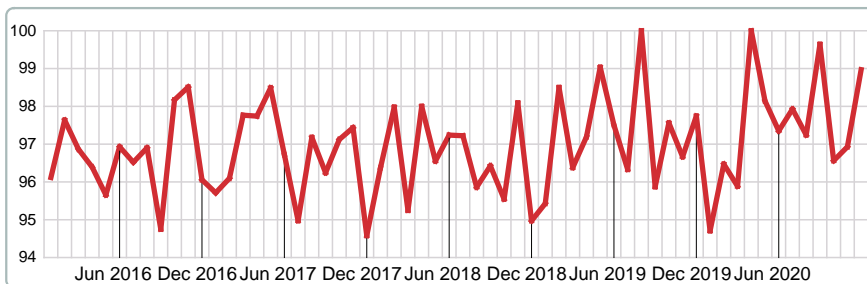
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

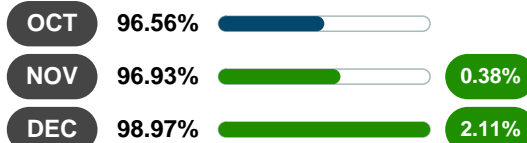


3 MONTHS

5 year DEC AVG = 96.47%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **98.97%**
above the 5 yr DEC average of **96.47%**



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	3	5.77%	75.00%	73.85%	79.32%	0.00%	0.00%
\$50,001 - \$75,000	5	9.62%	90.71%	95.36%	90.12%	0.00%	0.00%
\$75,001 - \$150,000	11	21.15%	100.00%	100.00%	100.00%	86.67%	0.00%
\$150,001 - \$200,000	9	17.31%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$300,000	13	25.00%	98.81%	90.13%	100.00%	98.32%	0.00%
\$300,001 - \$425,000	5	9.62%	98.33%	0.00%	96.57%	96.40%	100.00%
\$425,001 and up	6	11.54%	96.89%	0.00%	100.00%	93.88%	99.13%
Median Sold/List Ratio		98.97%		100.00%	99.17%	96.24%	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



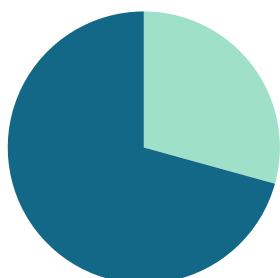
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

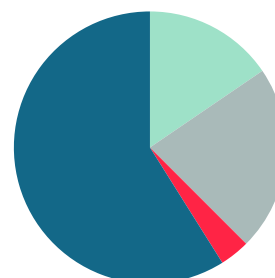


Inventory
 New Listings
82 = 29.29%
 Start Inventory
198
 Total Inventory Units
280
 Volume
\$66,435,324

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%
Median List Price	119,900	196,000	63.47%	110,000	135,500	23.18%
Median Sale Price	119,000	194,000	63.03%	107,000	130,000	21.50%
Median Percent of Selling Price to List Price	97.74%	98.97%	1.25%	97.44%	97.21%	-0.24%
Median Days on Market to Sale	84.00	5.50	-93.45%	89.00	69.50	-21.91%
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

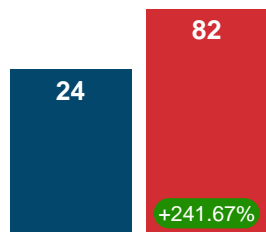
Inventory on December 31, 2020 = **198**

2019 **2020**

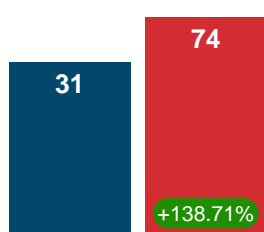
DECEMBER MARKET

MEDIAN PRICES

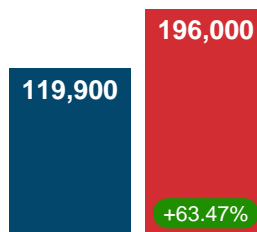
New Listings



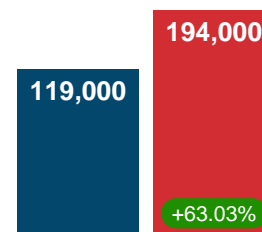
Pending Listings



List Price



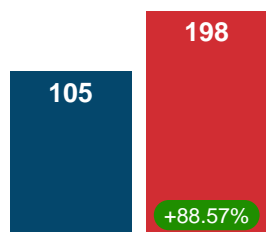
Sale Price



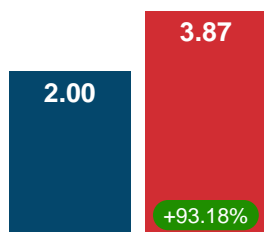
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

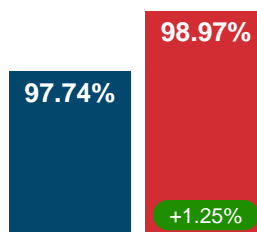
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

