

February 2020



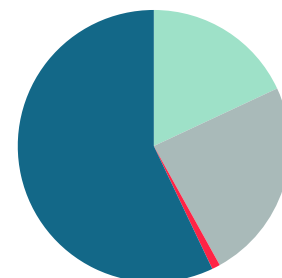
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	45	37	-17.78%
Pending Listings	56	49	-12.50%
New Listings	51	60	17.65%
Average List Price	127,213	125,381	-1.44%
Average Sale Price	121,507	118,982	-2.08%
Average Percent of Selling Price to List Price	95.40%	90.75%	-4.88%
Average Days on Market to Sale	165.49	128.03	-22.64%
End of Month Inventory	150	117	-22.00%
Months Supply of Inventory	3.04	2.25	-25.88%



■ Closed (18.05%)
■ Pending (23.90%)
■ Other OffMarket (0.98%)
■ Active (57.07%)

Absorption: Last 12 months, an Average of **52 Sales/Month Active Inventory** as of February 29, 2020 = **117**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **22.00%** to 117 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.25 MSI** for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.08%** in February 2020 to \$118,982 versus the previous year at \$121,507.

Average Days on Market Shortens

The average number of **128.03** days that homes spent on the market before selling decreased by 37.46 days or **22.64%** in February 2020 compared to last year's same month at **165.49** DOM.

Sales Success for February 2020 is Positive

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

There were 60 New Listings in February 2020, up **17.65%** from last year at 51. Furthermore, there were 37 Closed Listings this month versus last year at 45, a **-17.78%** decrease.

Closed versus Listed trends yielded a **61.7%** ratio, down from previous year's, February 2019, at **88.2%**, a **30.11%** downswing. This will certainly create pressure on a decreasing 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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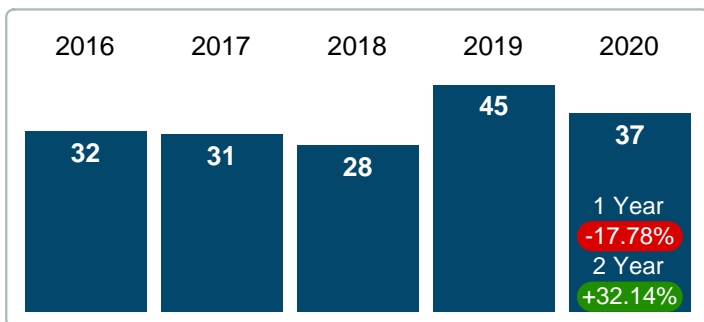
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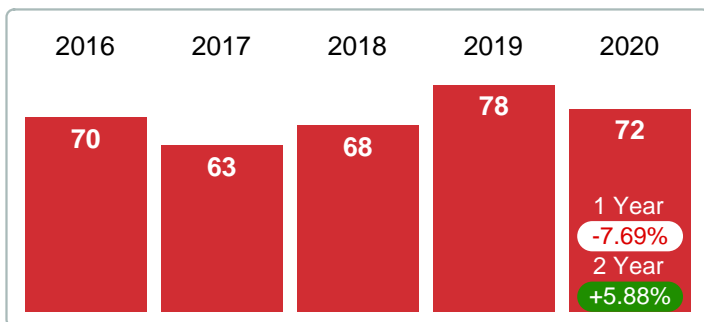
CLOSED LISTINGS

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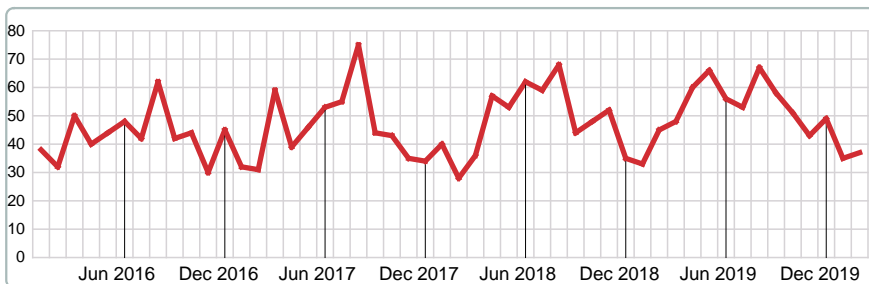
FEBRUARY



YEAR TO DATE (YTD)

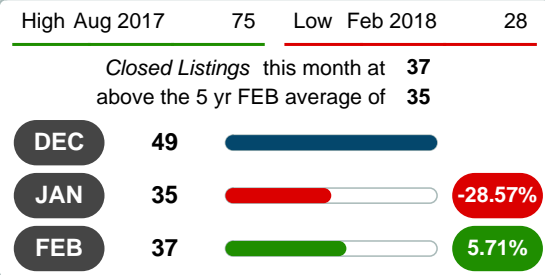


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.70%	17.0	1	0	0	0
\$10,001 - \$40,000	7	18.92%	186.4	5	2	0	0
\$40,001 - \$60,000	5	13.51%	108.0	2	2	1	0
\$60,001 - \$120,000	10	27.03%	99.5	2	7	1	0
\$120,001 - \$170,000	4	10.81%	107.3	0	4	0	0
\$170,001 - \$230,000	6	16.22%	129.3	0	4	1	1
\$230,001 and up	4	10.81%	168.8	0	2	2	0
Total Closed Units	37			10	21	5	1
Total Closed Volume	4,402,350	100%	128.0	397.35K	2.66M	1.14M	208.00K
Average Closed Price	\$118,982			\$39,735	\$126,476	\$228,200	\$208,000

February 2020



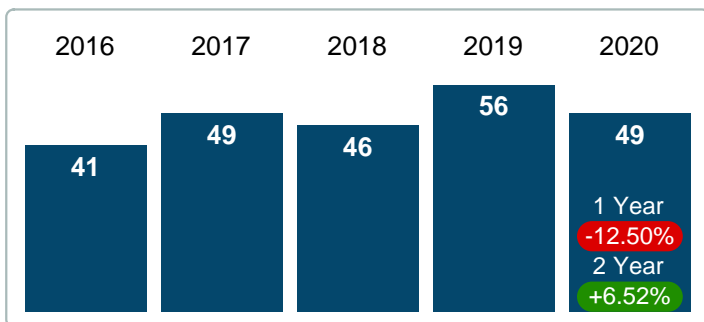
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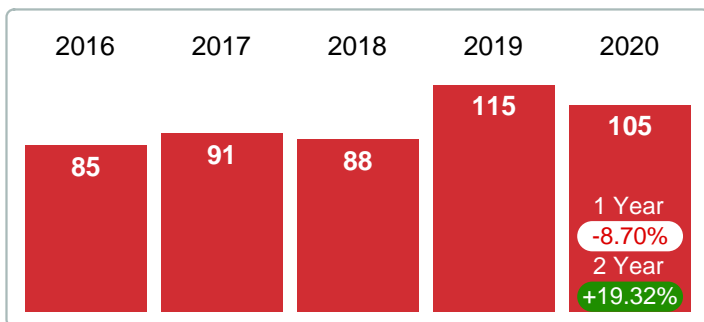
PENDING LISTINGS

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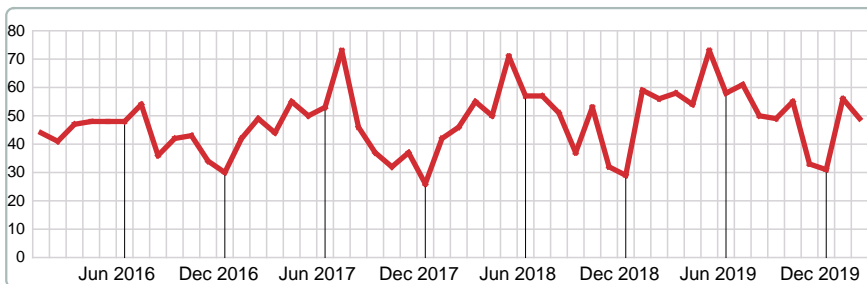
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48

High May 2019 73 Low Dec 2017 26

Pending Listings this month at 49 above the 5 yr FEB average of 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	6.12%	87.7	2	1	0	0
\$20,001 - \$40,000	5	10.20%	48.4	1	4	0	0
\$40,001 - \$70,000	8	16.33%	63.0	3	5	0	0
\$70,001 - \$130,000	13	26.53%	19.3	4	7	2	0
\$130,001 - \$160,000	5	10.20%	17.6	0	5	0	0
\$160,001 - \$210,000	10	20.41%	25.0	0	7	3	0
\$210,001 and up	5	10.20%	51.4	0	2	2	1
Total Pending Units	49			10	31	7	1
Total Pending Volume	6,020,600	100%	37.9	580.80K	3.47M	1.65M	323.30K
Average Listing Price	\$122,869			\$58,080	\$111,894	\$235,400	\$323,300

February 2020



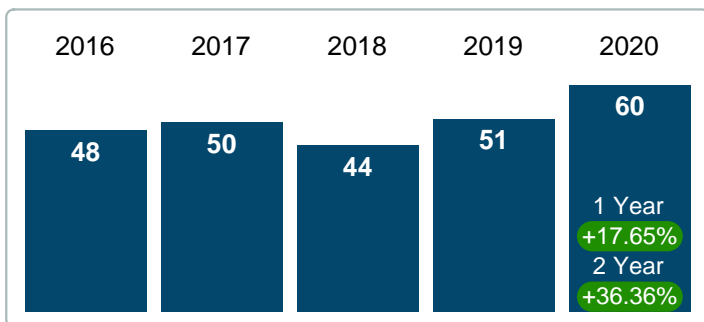
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



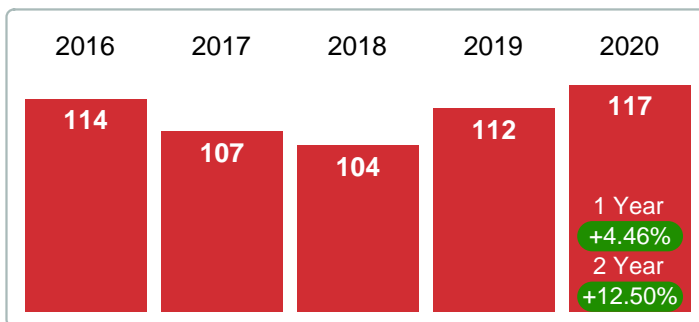
NEW LISTINGS

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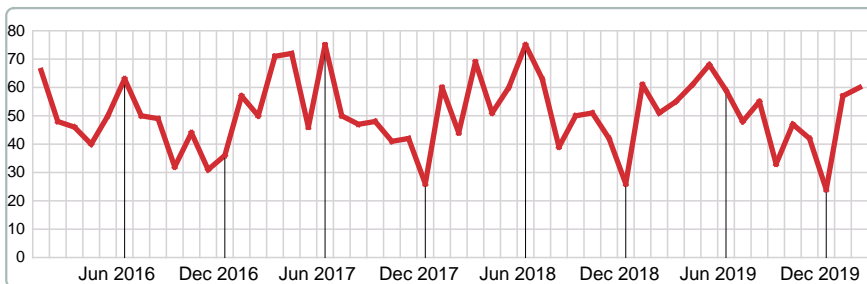
FEBRUARY



YEAR TO DATE (YTD)

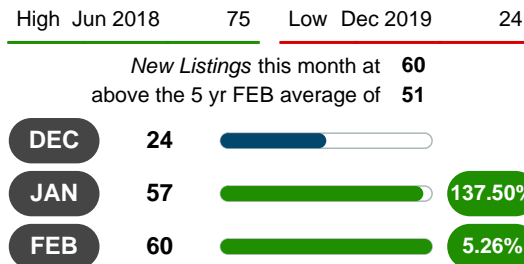


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



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	5	8.33%	2	3	0	0
\$25,001 - \$50,000	3	5.00%	0	3	0	0
\$50,001 - \$75,000	10	16.67%	5	5	0	0
\$75,001 - \$175,000	16	26.67%	0	13	2	1
\$175,001 - \$225,000	12	20.00%	1	5	5	1
\$225,001 - \$400,000	9	15.00%	0	4	3	2
\$400,001 and up	5	8.33%	2	0	2	1
Total New Listed Units	60		10	33	12	5
Total New Listed Volume	10,668,400	100%	1.49M	4.22M	3.22M	1.74M
Average New Listed Listing Price	\$157,495		\$148,870	\$127,885	\$268,267	\$348,060

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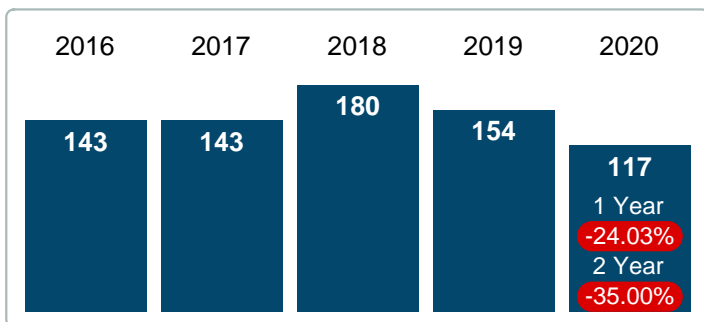
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



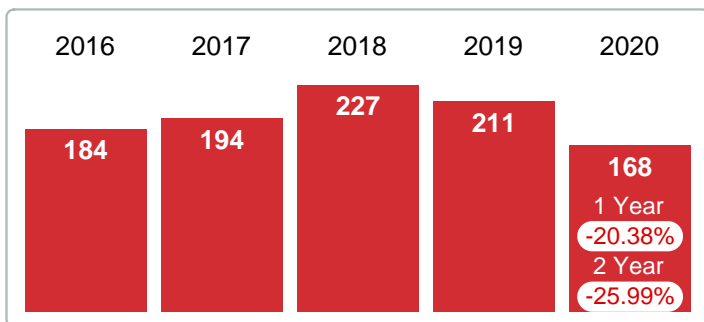
ACTIVE INVENTORY

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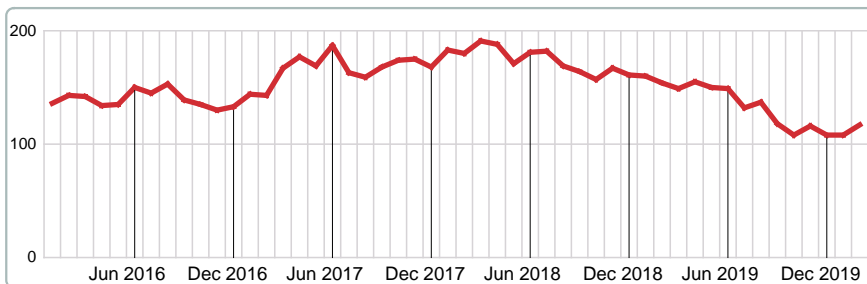
END OF FEBRUARY



ACTIVE DURING FEBRUARY

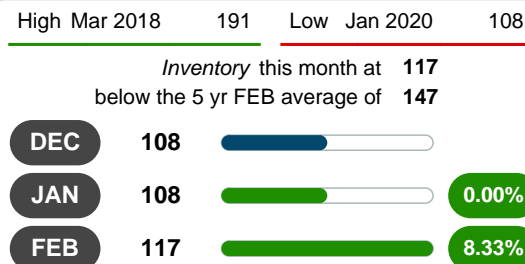


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 147



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	2	1.71%	9.5	1	1	0	0
\$25,001 - \$50,000	13	11.11%	124.5	5	8	0	0
\$50,001 - \$75,000	14	11.97%	142.4	6	8	0	0
\$75,001 - \$150,000	37	31.62%	120.4	8	21	7	1
\$150,001 - \$200,000	21	17.95%	83.4	1	8	9	3
\$200,001 - \$300,000	18	15.38%	89.1	0	11	7	0
\$300,001 and up	12	10.26%	47.4	2	3	6	1
Total Active Inventory by Units	117			23	60	29	5
Total Active Inventory by Volume	18,889,399	100%	102.7	2.50M	8.60M	6.74M	1.05M
Average Active Inventory Listing Price	\$161,448			\$108,552	\$143,307	\$232,407	\$210,900

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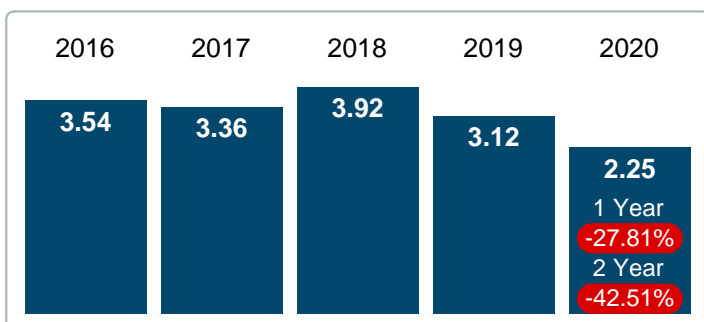
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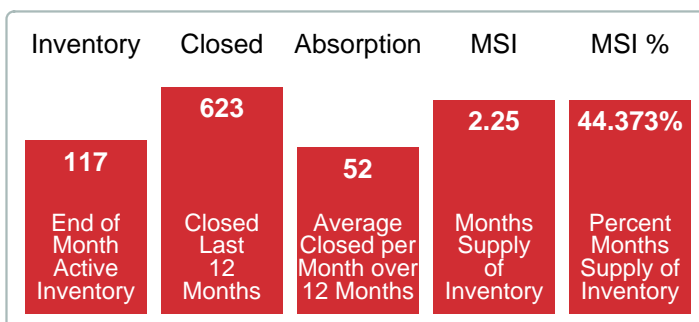
MONTHS SUPPLY of INVENTORY (MSI)

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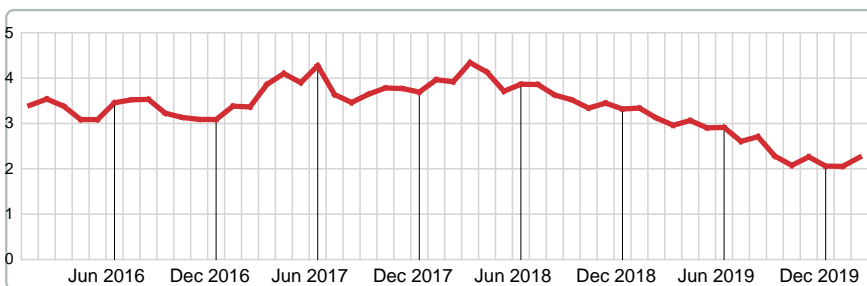
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

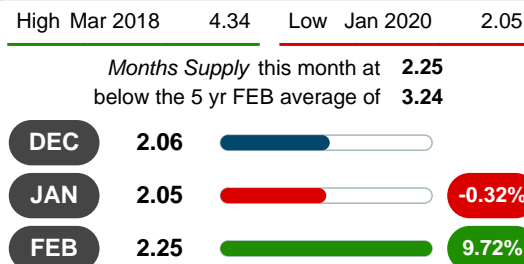


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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	10	8.55%	1.43	1.33	1.82	0.00	0.00
\$40,001 - \$60,000	13	11.11%	2.44	2.50	2.91	0.00	0.00
\$60,001 - \$90,000	13	11.11%	1.36	1.14	1.48	1.71	0.00
\$90,001 - \$160,000	34	29.06%	2.13	2.40	1.71	3.43	12.00
\$160,001 - \$210,000	18	15.38%	2.70	2.40	1.40	6.00	36.00
\$210,001 - \$310,000	17	14.53%	3.34	0.00	3.87	3.11	0.00
\$310,001 and up	12	10.26%	5.33	0.00	3.00	5.54	6.00
Market Supply of Inventory (MSI)			2.25	1.89	1.96	3.41	7.50
Total Active Inventory by Units		100%	2.25	23	60	29	5

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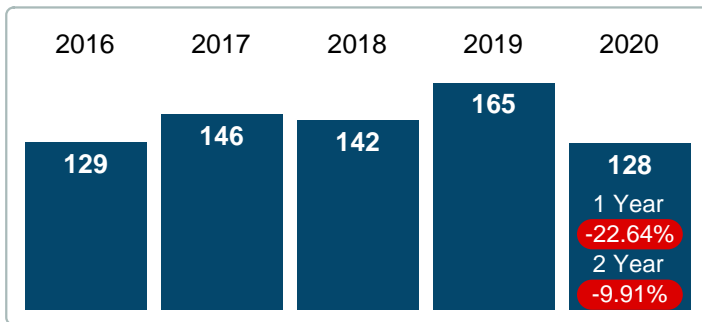
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



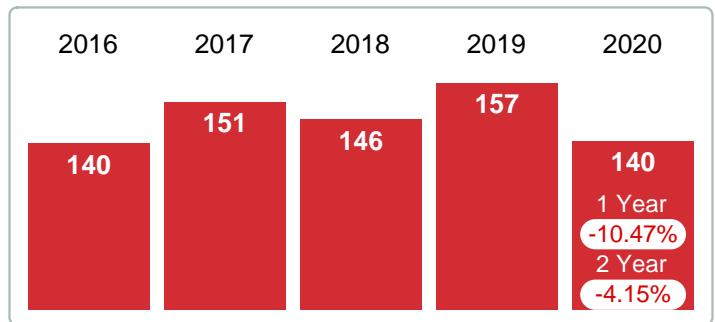
AVERAGE DAYS ON MARKET TO SALE

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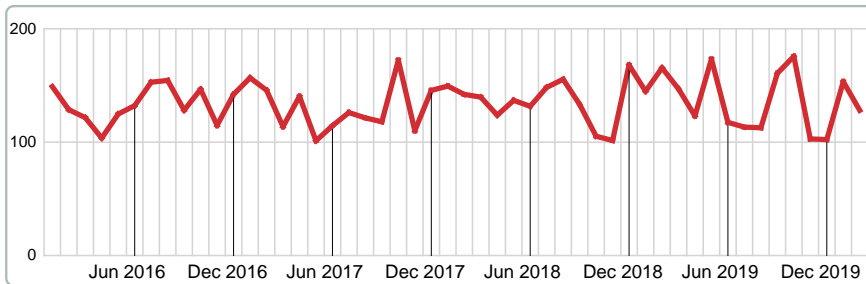
FEBRUARY



YEAR TO DATE (YTD)

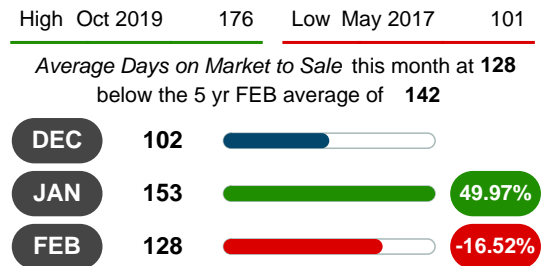


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 142



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
\$10,000 and less	2.70%	17	17	0	0	0
\$10,001 \$40,000	18.92%	186	120	352	0	0
\$40,001 \$60,000	13.51%	108	115	128	56	0
\$60,001 \$120,000	27.03%	100	130	77	197	0
\$120,001 \$170,000	10.81%	107	0	107	0	0
\$170,001 \$230,000	16.22%	129	0	111	157	174
\$230,001 and up	10.81%	169	0	106	232	0
Average Closed DOM		128	111	123	175	174
Total Closed Units	100%	128	10	21	5	1
Total Closed Volume		4,402,350	397.35K	2.66M	1.14M	208.00K

February 2020



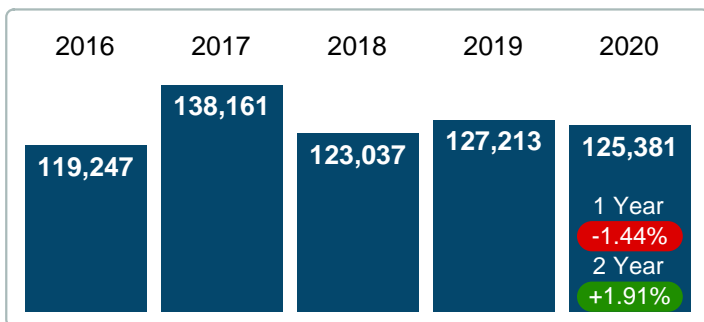
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



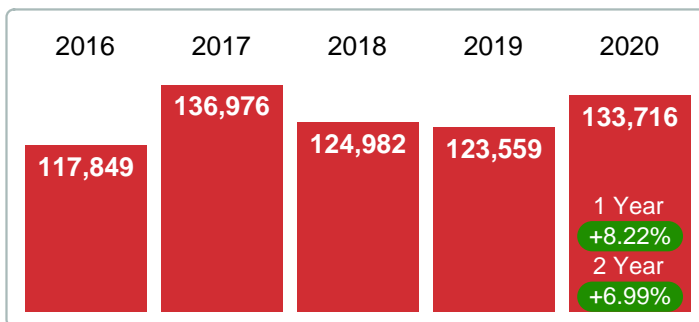
AVERAGE LIST PRICE AT CLOSING

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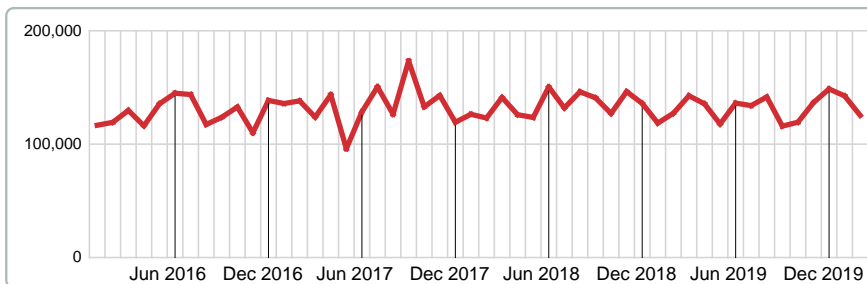
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 126,608

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **125,381**
below the 5 yr FEB average of **126,608**

- DEC: 148,673
- JAN: 142,527 (-4.13%)
- FEB: 125,381 (-12.03%)

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		
\$10,000 and less	0	0.00%	0	12,900	0	0		
\$10,001 - \$40,000	5	13.51%	25,960	33,780	43,950	0		
\$40,001 - \$60,000	6	16.22%	48,900	53,750	58,500	59,000		
\$60,001 - \$120,000	11	29.73%	83,509	79,700	99,757	69,900		
\$120,001 - \$170,000	4	10.81%	131,750	0	140,725	0		
\$170,001 - \$230,000	6	16.22%	185,817	0	183,500	206,000		
\$230,001 and up	5	13.51%	331,080	0	286,950	422,000		
Average List Price		125,381		44,870	132,095	235,780	237,500	
Total Closed Units		37	100%	125,381	10	21	5	1
Total Closed Volume		4,639,100		448.70K	2.77M	1.18M	237.50K	

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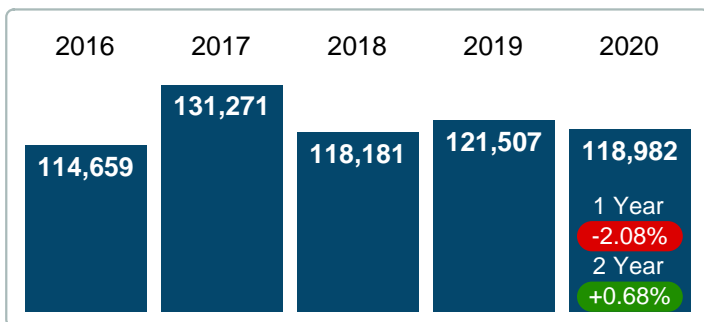
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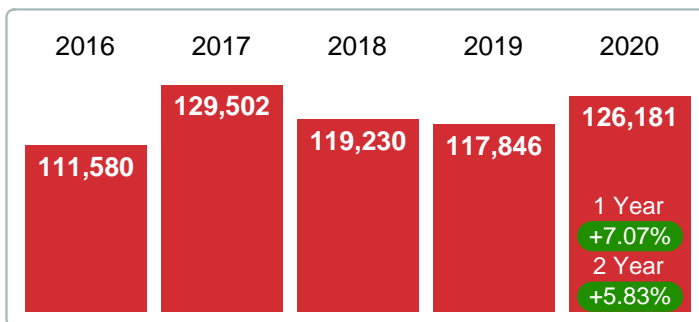
AVERAGE SOLD PRICE AT CLOSING

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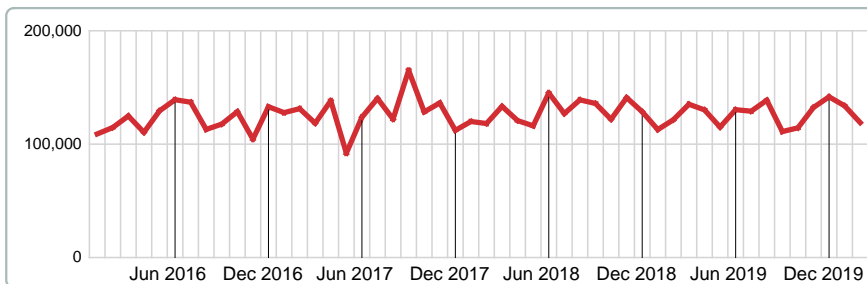
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

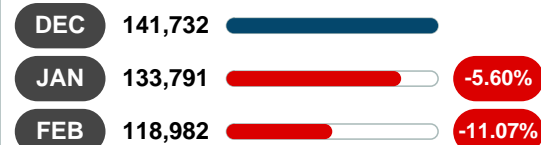


3 MONTHS

5 year FEB AVG = 120,920

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at **118,982** below the 5 yr FEB average of **120,920**



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
\$10,000 and less	1	2.70%	9,000	9,000	0	0	0
\$10,001 - \$40,000	7	18.92%	24,979	27,370	19,000	0	0
\$40,001 - \$60,000	5	13.51%	50,000	48,000	54,500	45,000	0
\$60,001 - \$120,000	10	27.03%	88,100	77,750	94,357	65,000	0
\$120,001 - \$170,000	4	10.81%	138,875	0	138,875	0	0
\$170,001 - \$230,000	6	16.22%	190,000	0	181,500	206,000	208,000
\$230,001 and up	4	10.81%	348,000	0	283,500	412,500	0
Average Sold Price			118,982	39,735	126,476	228,200	208,000
Total Closed Units		100%	118,982	10	21	5	1
Total Closed Volume			4,402,350	397.35K	2.66M	1.14M	208.00K

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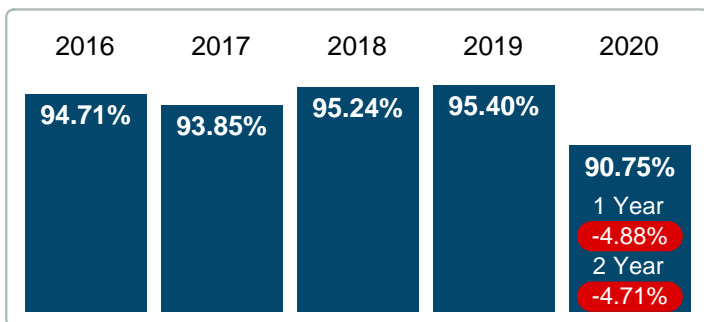
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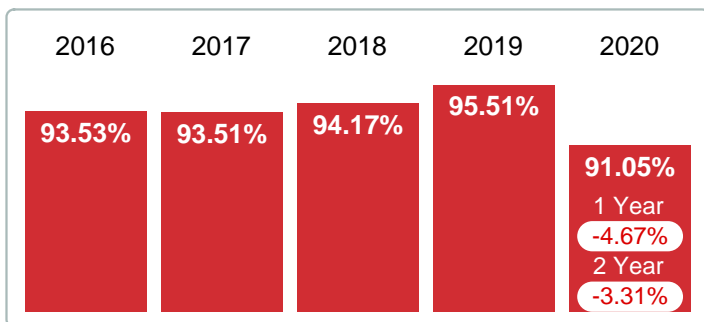
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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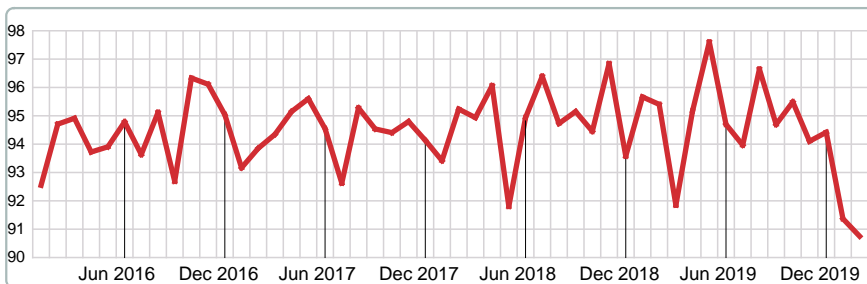
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

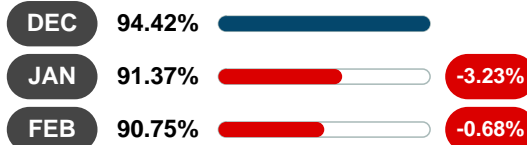


3 MONTHS

5 year FEB AVG = 93.99%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **90.75%**
below the 5 yr FEB average of **93.99%**



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
\$10,000 and less	1	2.70%	69.77%	69.77%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	7	18.92%	73.58%	85.23%	44.45%	0.00%	0.00%
\$40,001 - \$60,000	5	13.51%	88.78%	90.54%	93.27%	76.27%	0.00%
\$60,001 - \$120,000	10	27.03%	95.68%	97.57%	95.53%	92.99%	0.00%
\$120,001 - \$170,000	4	10.81%	99.02%	0.00%	99.02%	0.00%	0.00%
\$170,001 - \$230,000	6	16.22%	97.21%	0.00%	98.91%	100.00%	87.58%
\$230,001 and up	4	10.81%	98.22%	0.00%	98.99%	97.46%	0.00%
Average Sold/List Ratio		90.70%		87.21%	92.09%	92.84%	87.58%
Total Closed Units		37	100%	10	21	5	1
Total Closed Volume		4,402,350		397.35K	2.66M	1.14M	208.00K

February 2020



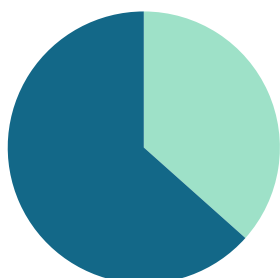
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

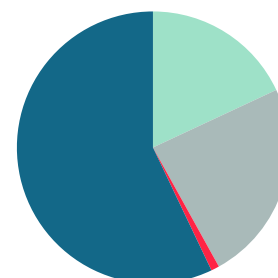


Inventory
 New Listings
60 = 36.59%
 Start Inventory
104
 Total Inventory Units
164
 Volume
\$25,380,399

Market Activity

Closed Sales
37 = 18.05%
 Pending Sales
49 = 23.90%
 Other Off Market
2 = 0.98%
 Active Inventory
117 = 57.07%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	45	37	-17.78%	78	72	-7.69%
Pending Sales	56	49	-12.50%	115	105	-8.70%
New Listings	51	60	17.65%	112	117	4.46%
Average List Price	127,213	125,381	-1.44%	123,559	133,716	8.22%
Average Sale Price	121,507	118,982	-2.08%	117,846	126,181	7.07%
Average Percent of Selling Price to List Price	95.40%	90.75%	-4.88%	95.51%	91.05%	-4.67%
Average Days on Market to Sale	165.49	128.03	-22.64%	156.76	140.35	-10.47%
Monthly Inventory	150	117	-22.00%	150	117	-22.00%
Months Supply of Inventory	3.04	2.25	-25.88%	3.04	2.25	-25.88%

Absorption: Last 12 months, an Average of **52** Sales/Month

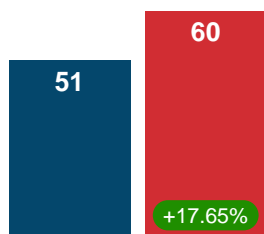
Inventory on February 29, 2020 = **117**

2019 **2020**

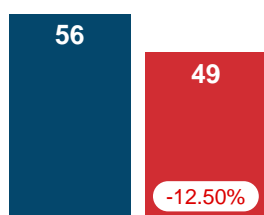
FEBRUARY MARKET

AVERAGE PRICES

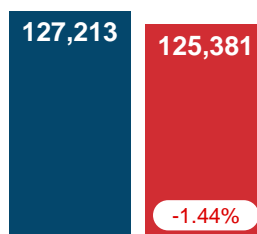
New Listings



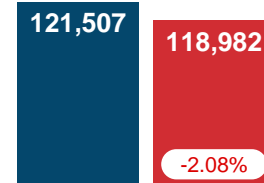
Pending Listings



List Price



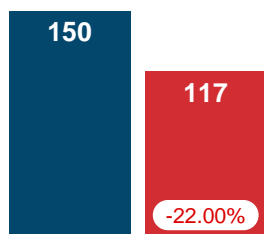
Sale Price



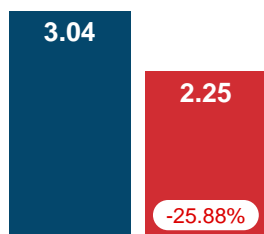
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

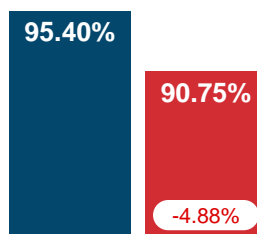
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

