

February 2020



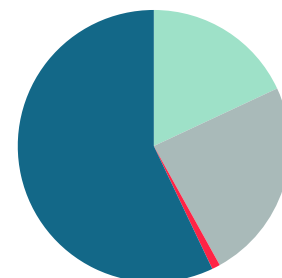
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	45	37	-17.78%
Pending Listings	56	49	-12.50%
New Listings	51	60	17.65%
Median List Price	119,000	89,900	-24.45%
Median Sale Price	105,000	85,000	-19.05%
Median Percent of Selling Price to List Price	98.50%	96.47%	-2.06%
Median Days on Market to Sale	121.00	86.00	-28.93%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **19.05%** in February 2020 to \$85,000 versus the previous year at \$105,000.

Median Days on Market Shortens

The median number of **86.00** days that homes spent on the market before selling decreased by 35.00 days or **28.93%** in February 2020 compared to last year's same month at **121.00** DOM.

Sales Success for February 2020 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

February 2020



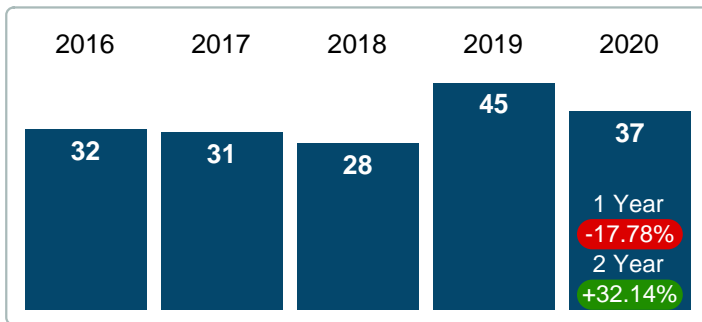
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



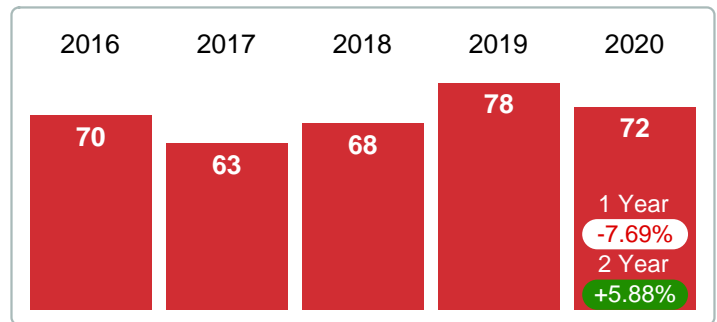
CLOSED LISTINGS

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

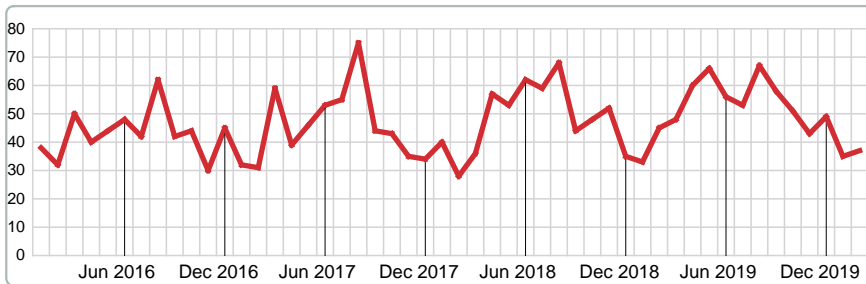
FEBRUARY



YEAR TO DATE (YTD)

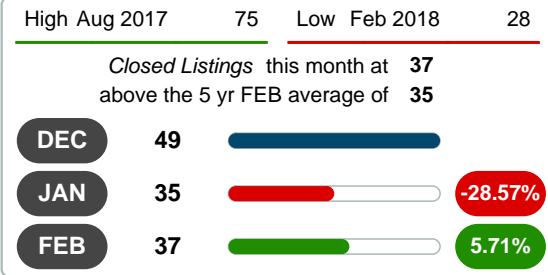


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	49.0	5	2	0	0
\$40,001 - \$60,000	5	13.51%	92.0	2	2	1	0
\$60,001 - \$120,000	10	27.03%	81.0	2	7	1	0
\$120,001 - \$170,000	4	10.81%	55.5	0	4	0	0
\$170,001 - \$230,000	6	16.22%	121.5	0	4	1	1
\$230,001 and up	4	10.81%	125.5	0	2	2	0
Total Closed Units	37			10	21	5	1
Total Closed Volume	4,402,350	100%	86.0	397.35K	2.66M	1.14M	208.00K
Median Closed Price	\$85,000			\$33,500	\$119,500	\$206,000	\$208,000

February 2020



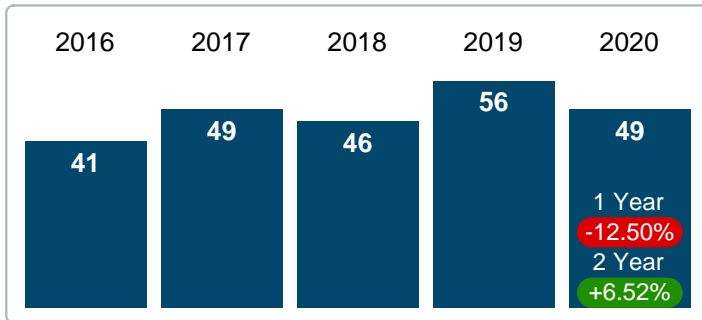
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



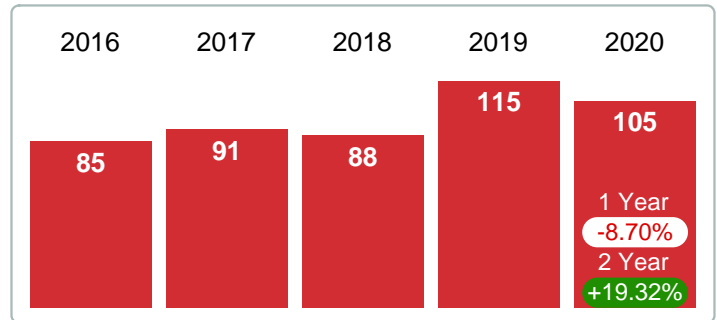
PENDING LISTINGS

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

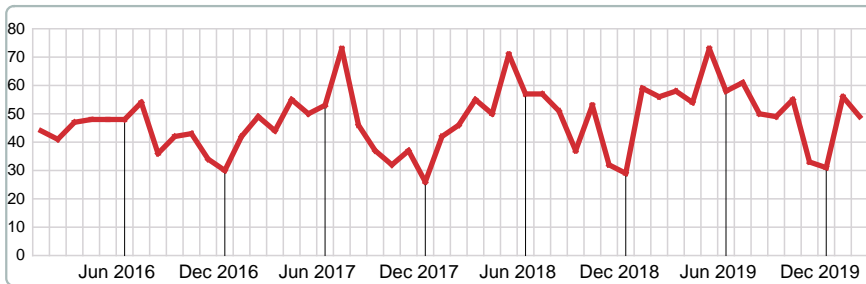
FEBRUARY



YEAR TO DATE (YTD)

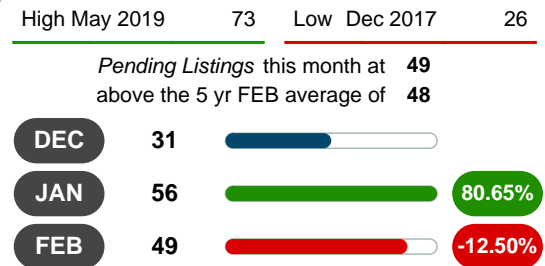


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	6.12%	86.0	2	1	0	0
\$20,001 - \$40,000	5	10.20%	2.0	1	4	0	0
\$40,001 - \$70,000	8	16.33%	4.0	3	5	0	0
\$70,001 - \$130,000	13	26.53%	12.0	4	7	2	0
\$130,001 - \$160,000	5	10.20%	7.0	0	5	0	0
\$160,001 - \$210,000	10	20.41%	14.0	0	7	3	0
\$210,001 and up	5	10.20%	34.0	0	2	2	1
Total Pending Units	49			10	31	7	1
Total Pending Volume	6,020,600	100%	12.0	580.80K	3.47M	1.65M	323.30K
Median Listing Price	\$89,900			\$69,950	\$90,500	\$188,000	\$323,300

February 2020



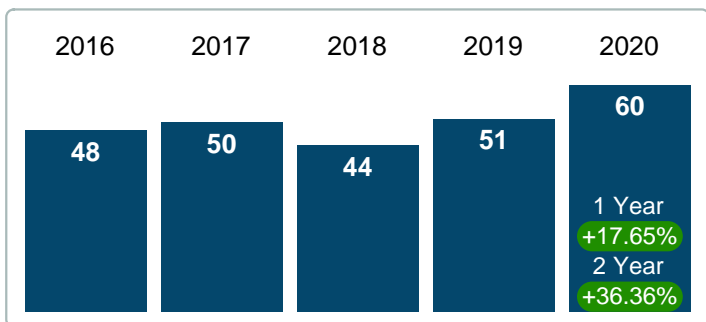
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



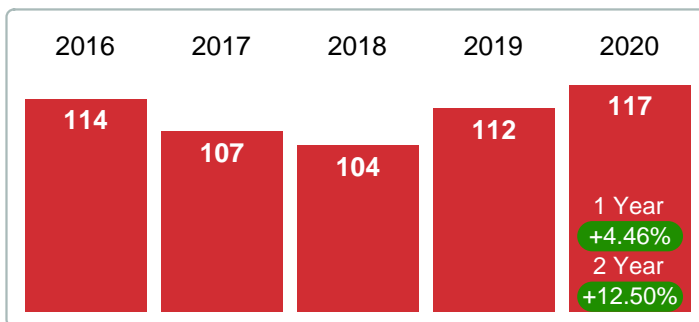
NEW LISTINGS

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

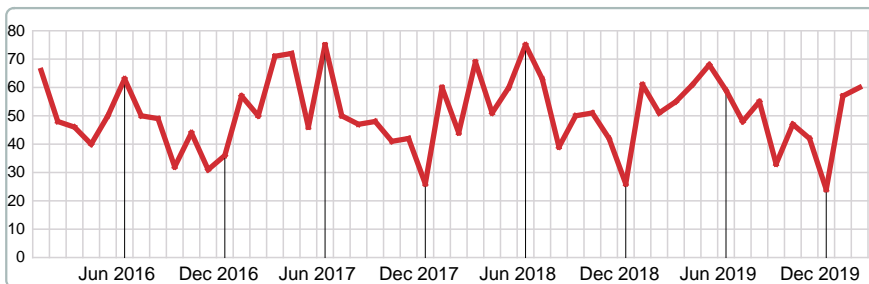
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

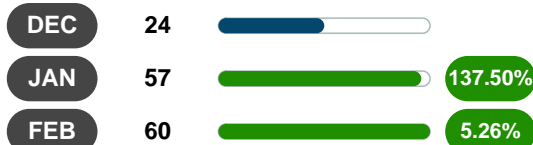


3 MONTHS

5 year FEB AVG = 51

High Jun 2018 75 Low Dec 2019 24

New Listings this month at **60**
above the 5 yr FEB average of **51**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	10.00%	2	4	0	0
\$40,001 - \$60,000	5	8.33%	1	4	0	0
\$60,001 - \$90,000	10	16.67%	4	6	0	0
\$90,001 - \$180,000	14	23.33%	0	10	2	2
\$180,001 - \$240,000	11	18.33%	1	5	5	0
\$240,001 - \$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
Median New Listed Listing Price	\$141,700		\$69,500	\$99,500	\$214,000	\$323,300

February 2020



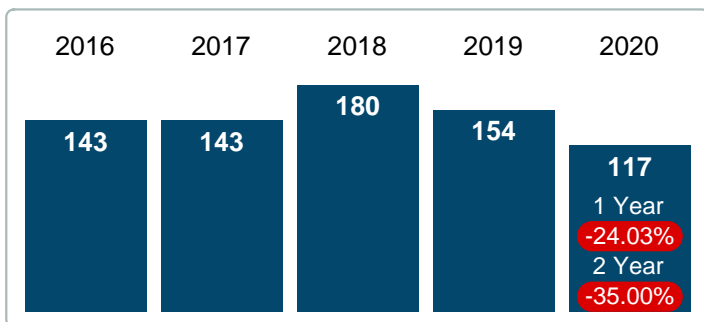
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



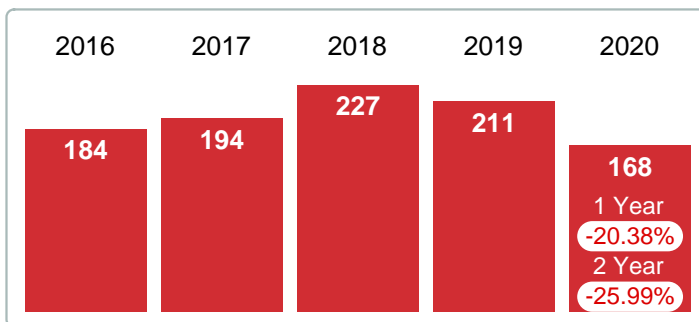
ACTIVE INVENTORY

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

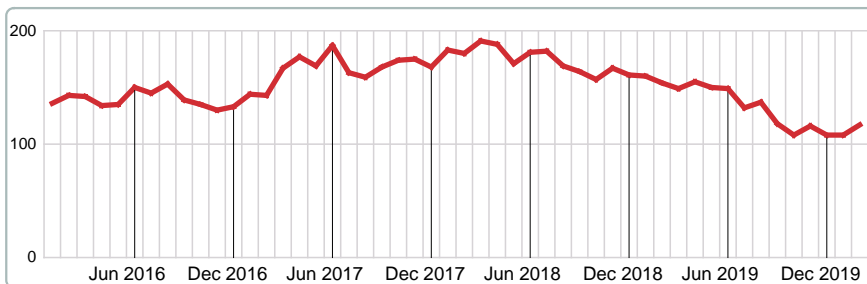
END OF FEBRUARY



ACTIVE DURING FEBRUARY

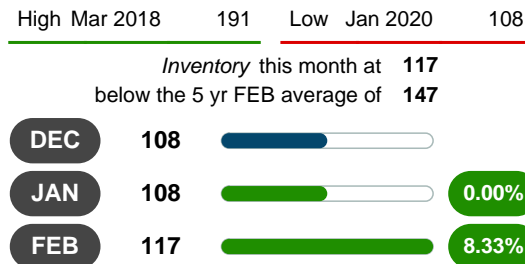


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 147



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	8.55%	45.5	5	5	0	0
\$40,001 - \$60,000	13	11.11%	57.0	5	8	0	0
\$60,001 - \$90,000	13	11.11%	42.0	4	8	1	0
\$90,001 - \$160,000	34	29.06%	83.5	6	19	8	1
\$160,001 - \$210,000	18	15.38%	43.0	1	7	7	3
\$210,001 - \$310,000	17	14.53%	52.0	0	10	7	0
\$310,001 and up	12	10.26%	19.5	2	3	6	1
Total Active Inventory by Units	117			23	60	29	5
Total Active Inventory by Volume	18,889,399	100%	52.0	2.50M	8.60M	6.74M	1.05M
Median Active Inventory Listing Price	\$135,000			\$74,400	\$129,500	\$199,000	\$169,000

February 2020



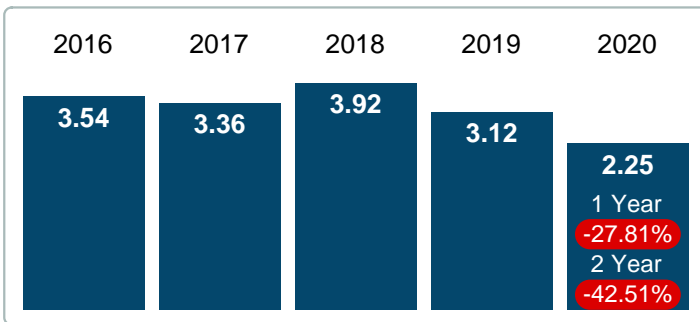
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



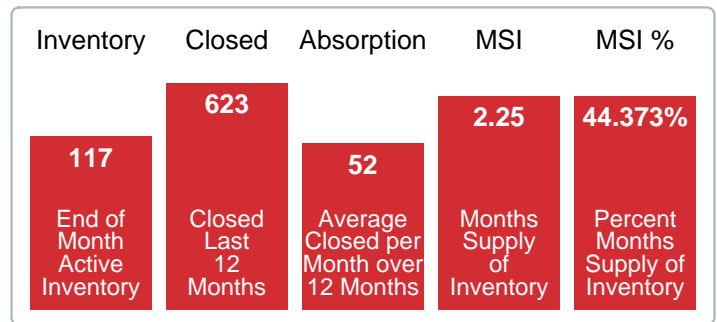
MONTHS SUPPLY of INVENTORY (MSI)

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

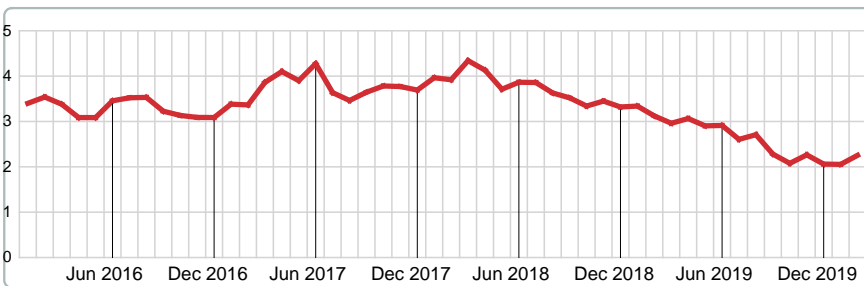
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

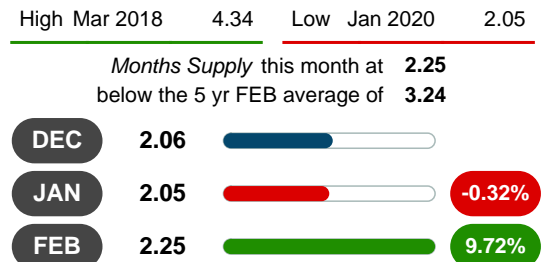


5 YEAR MARKET ACTIVITY TRENDS



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

February 2020



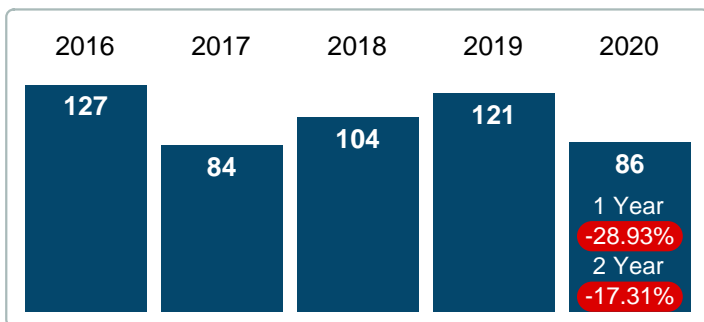
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



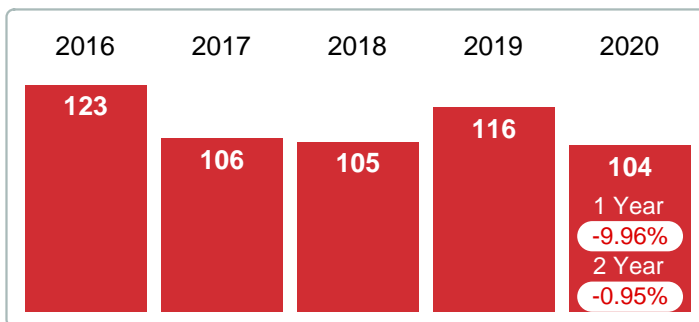
MEDIAN DAYS ON MARKET TO SALE

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

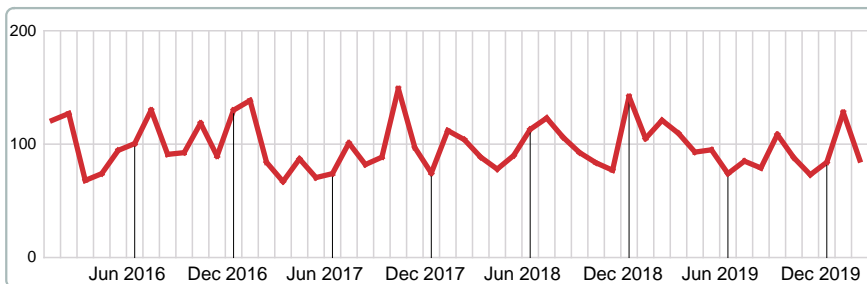
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 104

High Oct 2017 149 Low Mar 2017 67

Median Days on Market to Sale this month at 86 below the 5 yr FEB average of 104



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
\$10,000 and less	2.70%	17	17	0	0	0
\$10,001 - \$40,000	18.92%	49	39	352	0	0
\$40,001 - \$60,000	13.51%	92	115	128	56	0
\$60,001 - \$120,000	27.03%	81	130	52	197	0
\$120,001 - \$170,000	10.81%	56	0	56	0	0
\$170,001 - \$230,000	16.22%	122	0	68	157	174
\$230,001 and up	10.81%	126	0	106	232	0
Median Closed DOM		86	71	66	157	174
Total Closed Units	100%	37	10	21	5	1
Total Closed Volume		4,402,350	397.35K	2.66M	1.14M	208.00K

February 2020



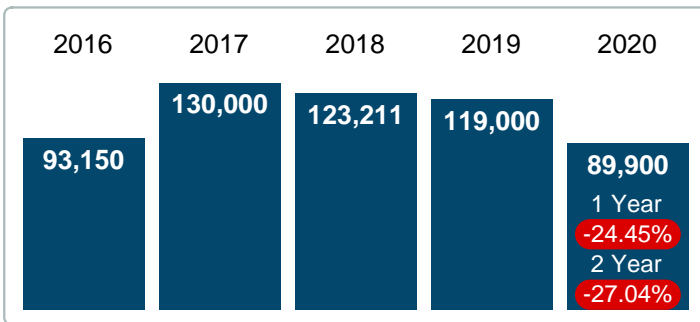
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



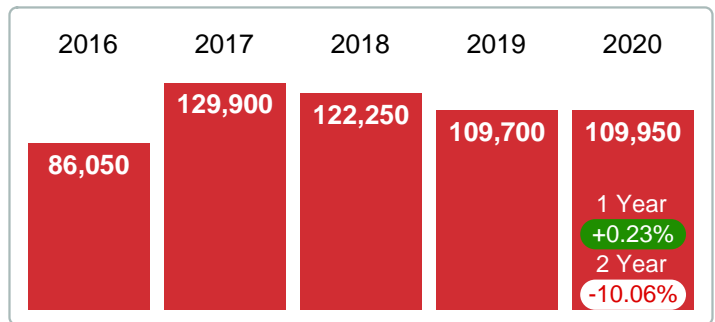
MEDIAN LIST PRICE AT CLOSING

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

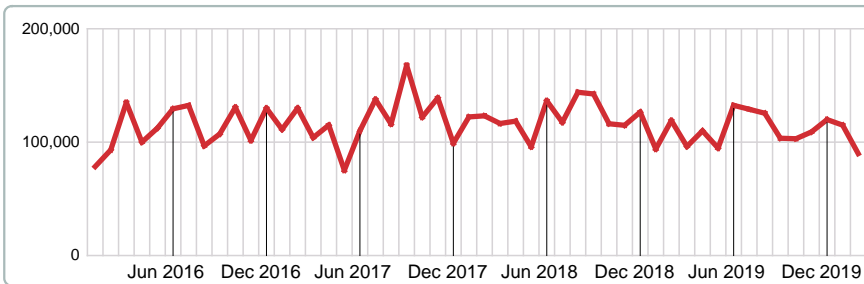
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

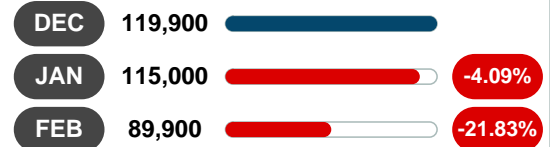


3 MONTHS

5 year FEB AVG = 111,052

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at **89,900**
 below the 5 yr FEB average of **111,052**



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
\$10,000 and less	0.00%	126	0	0	0	0
\$10,001 - \$40,000	13.51%	20,000	19,750	39,900	0	0
\$40,001 - \$60,000	16.22%	48,000	43,900	50,000	59,000	0
\$60,001 - \$120,000	29.73%	79,500	79,500	89,900	69,900	0
\$120,001 - \$170,000	10.81%	132,500	0	132,500	0	0
\$170,001 - \$230,000	16.22%	179,500	0	175,000	206,000	0
\$230,001 and up	13.51%	269,000	0	286,950	422,000	237,500
Median List Price		89,900	43,200	123,000	206,000	237,500
Total Closed Units	100%	89,900	10	21	5	1
Total Closed Volume		4,639,100	448.70K	2.77M	1.18M	237.50K

February 2020



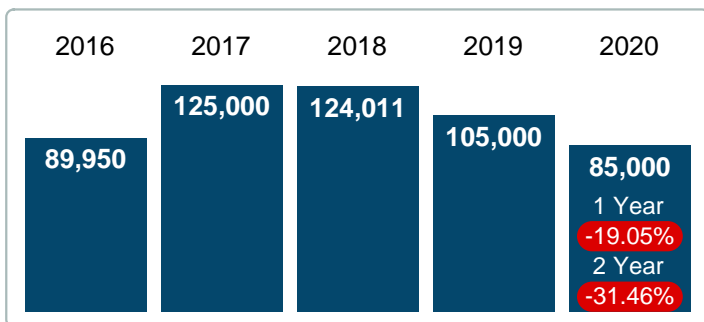
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



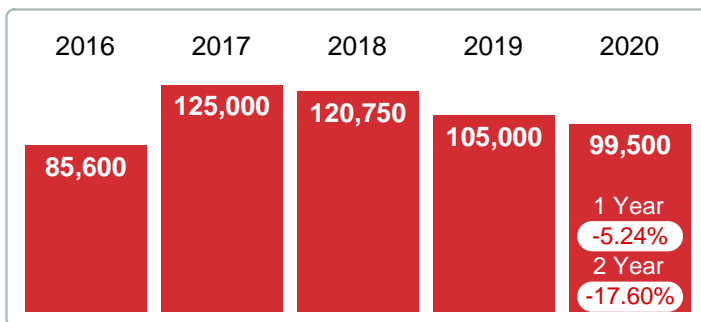
MEDIAN SOLD PRICE AT CLOSING

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

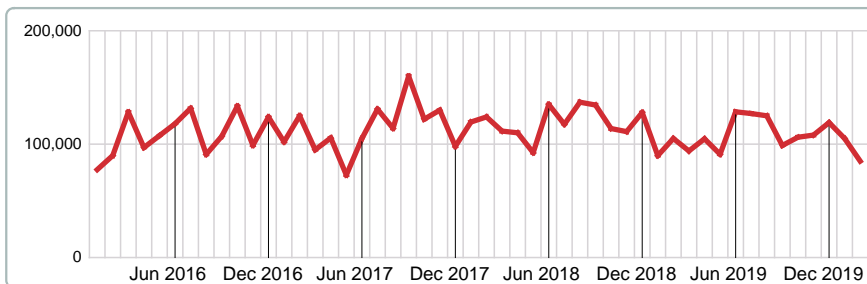
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

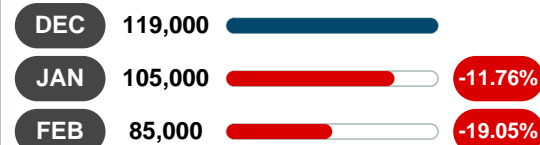


3 MONTHS

5 year FEB AVG = 105,792

High Sep 2017 160,000 Low May 2017 72,750

Median Sold Price at Closing this month at **85,000**
below the 5 yr FEB average of **105,792**



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
\$10,000 and less	2.70%	9,000	9,000	0	0	0
\$10,001 - \$40,000	18.92%	23,000	30,850	19,000	0	0
\$40,001 - \$60,000	13.51%	49,000	48,000	54,500	45,000	0
\$60,001 - \$120,000	27.03%	83,250	77,750	89,000	65,000	0
\$120,001 - \$170,000	10.81%	131,500	0	131,500	0	0
\$170,001 - \$230,000	16.22%	189,500	0	175,500	206,000	208,000
\$230,001 and up	10.81%	296,000	0	283,500	412,500	0
Median Sold Price		85,000	33,500	119,500	206,000	208,000
Total Closed Units	100%	37	10	21	5	1
Total Closed Volume		4,402,350	397.35K	2.66M	1.14M	208.00K

February 2020



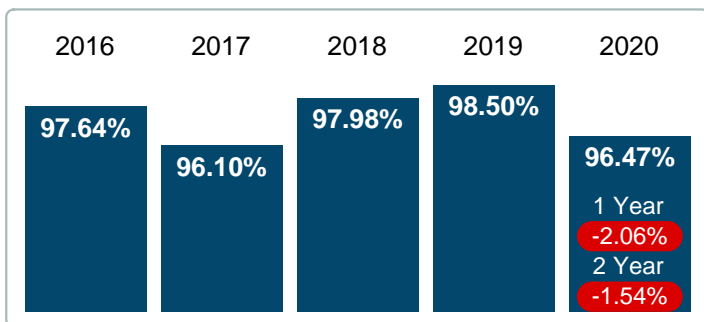
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



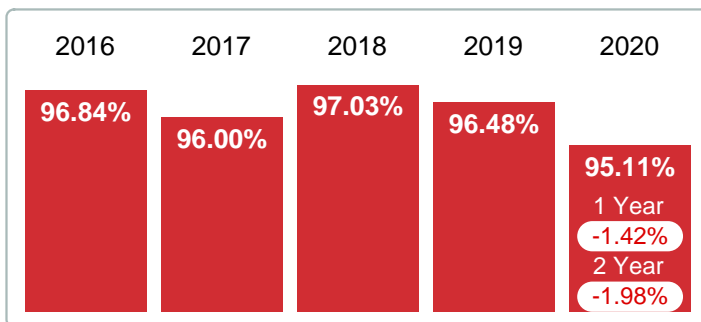
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

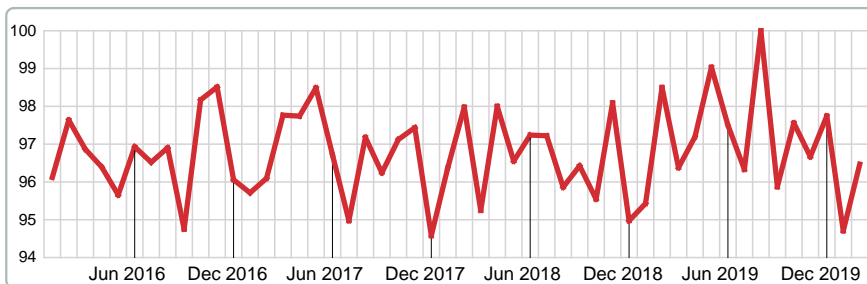
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

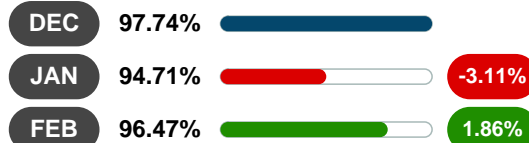


3 MONTHS

5 year FEB AVG = 97.34%

High Aug 2019 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **96.47%**
below the 5 yr FEB average of **97.34%**



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
\$10,000 and less	1	2.70%	69.77%	69.77%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	7	18.92%	79.73%	82.27%	44.45%	0.00%	0.00%
\$40,001 - \$60,000	5	13.51%	92.31%	90.54%	93.27%	76.27%	0.00%
\$60,001 - \$120,000	10	27.03%	95.99%	97.57%	99.00%	92.99%	0.00%
\$120,001 - \$170,000	4	10.81%	98.60%	0.00%	98.60%	0.00%	0.00%
\$170,001 - \$230,000	6	16.22%	100.00%	0.00%	100.00%	100.00%	87.58%
\$230,001 and up	4	10.81%	98.10%	0.00%	98.99%	97.46%	0.00%
Median Sold/List Ratio		96.47%		88.62%	97.94%	96.65%	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



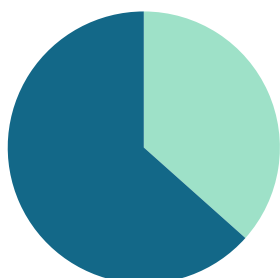
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

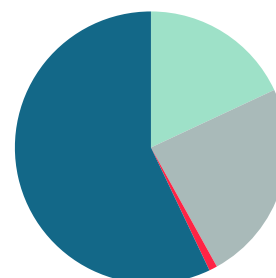


Inventory
 New Listings
60 = 36.59%
 Start Inventory
104
 Total Inventory Units
164
 Volume
\$25,380,399

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%
Median List Price	119,000	89,900	-24.45%	109,700	109,950	0.23%
Median Sale Price	105,000	85,000	-19.05%	105,000	99,500	-5.24%
Median Percent of Selling Price to List Price	98.50%	96.47%	-2.06%	96.48%	95.11%	-1.42%
Median Days on Market to Sale	121.00	86.00	-28.93%	115.50	104.00	-9.96%
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

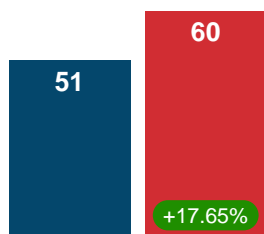
Inventory on February 29, 2020 = **117**

2019 **2020**

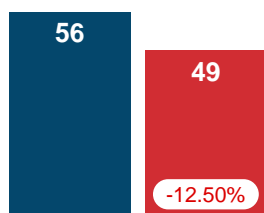
FEBRUARY MARKET

MEDIAN PRICES

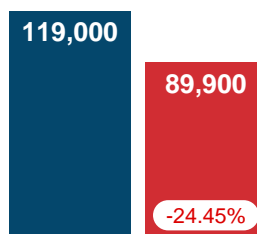
New Listings



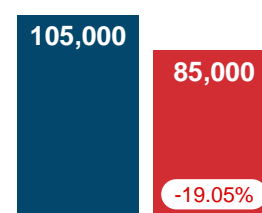
Pending Listings



List Price



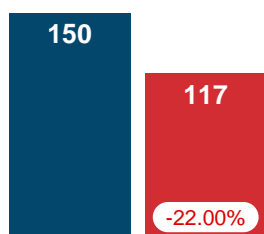
Sale Price



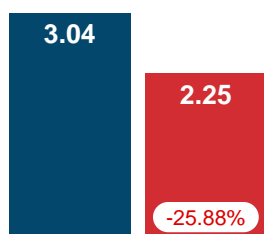
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

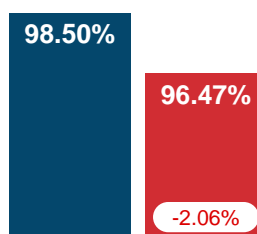
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

