

July 2020



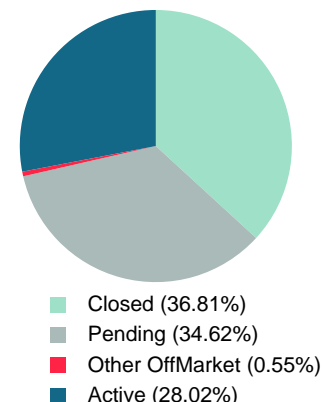
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	53	67	26.42%
Pending Listings	61	63	3.28%
New Listings	48	41	-14.58%
Average List Price	134,002	128,369	-4.20%
Average Sale Price	129,053	124,082	-3.85%
Average Percent of Selling Price to List Price	93.97%	95.65%	1.79%
Average Days on Market to Sale	113.26	119.63	5.62%
End of Month Inventory	128	51	-60.16%
Months Supply of Inventory	2.53	1.01	-60.02%



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

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **60.16%** to 51 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 **1.01** 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 **3.85%** in July 2020 to \$124,082 versus the previous year at \$129,053.

Average Days on Market Lengthens

The average number of **119.63** days that homes spent on the market before selling increased by 6.36 days or **5.62%** in July 2020 compared to last year's same month at **113.26** DOM.

Sales Success for July 2020 is Positive

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

There were 41 New Listings in July 2020, down **14.58%** from last year at 48. Furthermore, there were 67 Closed Listings this month versus last year at 53, a **26.42%** increase.

Closed versus Listed trends yielded a **163.4%** ratio, up from previous year's, July 2019, at **110.4%**, a **48.00%** 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

July 2020



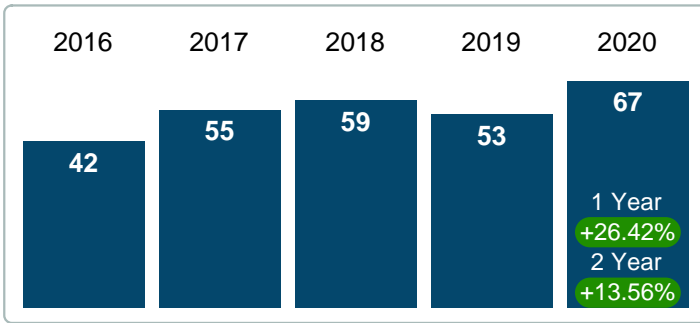
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



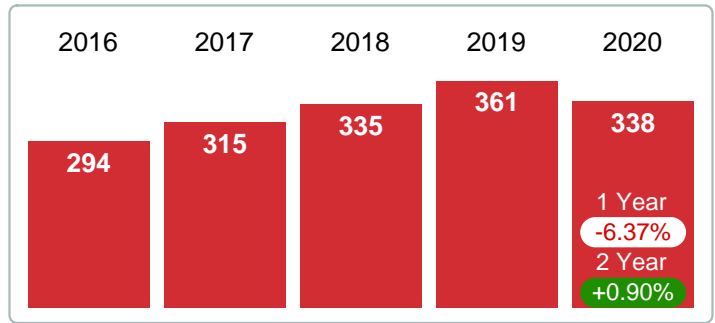
CLOSED LISTINGS

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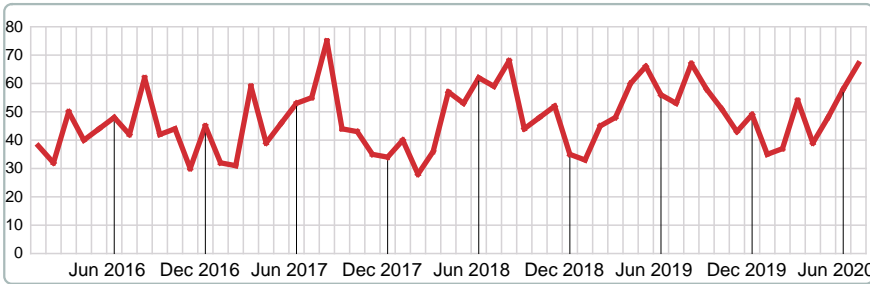
JULY



YEAR TO DATE (YTD)

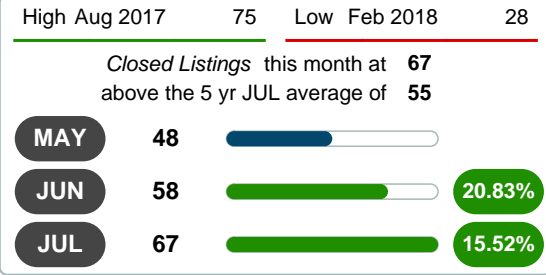


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.46%	268.8	1	4	0	0
\$40,001 - \$60,000	11	16.42%	115.9	6	4	1	0
\$60,001 - \$90,000	9	13.43%	126.9	2	6	1	0
\$90,001 - \$140,000	15	22.39%	128.3	5	7	2	1
\$140,001 - \$170,000	11	16.42%	72.4	1	10	0	0
\$170,001 - \$210,000	8	11.94%	88.3	0	5	2	1
\$210,001 and up	8	11.94%	103.4	0	6	2	0
Total Closed Units	67			15	42	8	2
Total Closed Volume	8,313,512	100%	119.6	1.23M	5.52M	1.25M	312.00K
Average Closed Price	\$124,082			\$82,022	\$131,436	\$156,361	\$156,000

July 2020



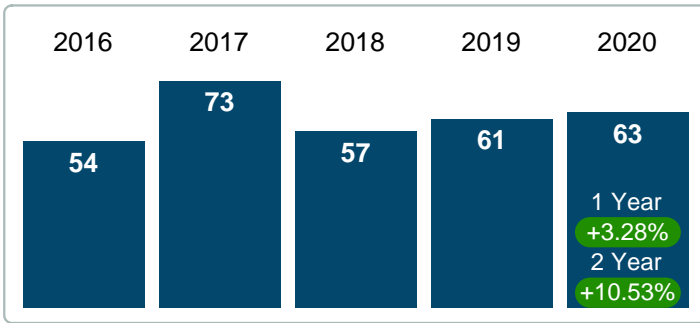
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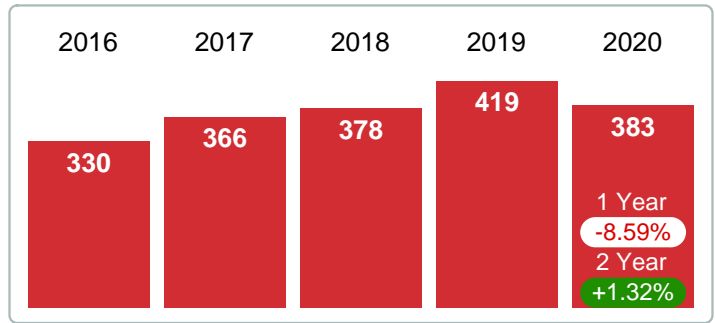
PENDING LISTINGS

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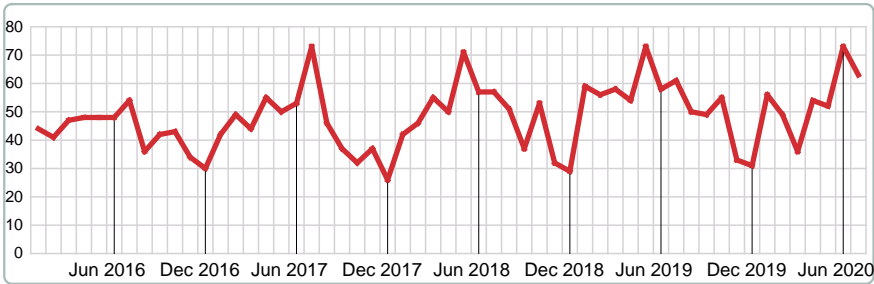
JULY



YEAR TO DATE (YTD)

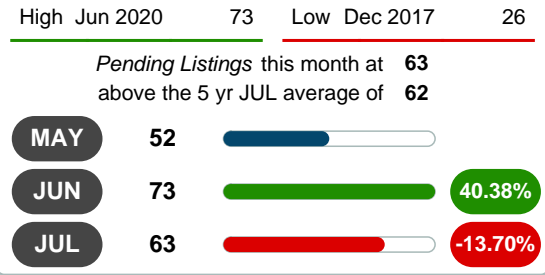


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.17%	7.5	2	0	0	0
\$25,001 - \$50,000	5	7.94%	86.8	2	3	0	0
\$50,001 - \$100,000	13	20.63%	86.5	6	6	1	0
\$100,001 - \$150,000	16	25.40%	32.7	6	5	3	2
\$150,001 - \$175,000	9	14.29%	81.3	0	6	3	0
\$175,001 - \$275,000	10	15.87%	84.2	0	8	2	0
\$275,001 and up	8	12.70%	115.3	0	3	3	2
Total Pending Units	63			16	31	12	4
Total Pending Volume	9,805,950	100%	72.9	1.27M	5.12M	2.47M	949.90K
Average Listing Price	\$155,650			\$79,106	\$165,068	\$206,104	\$237,475

July 2020



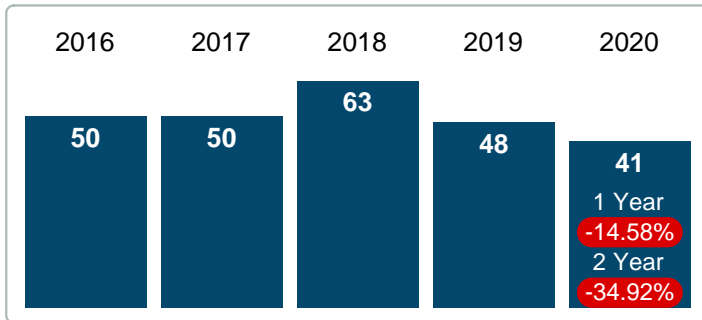
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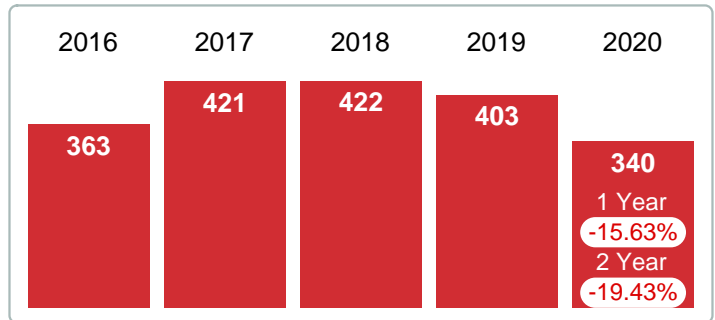
NEW LISTINGS

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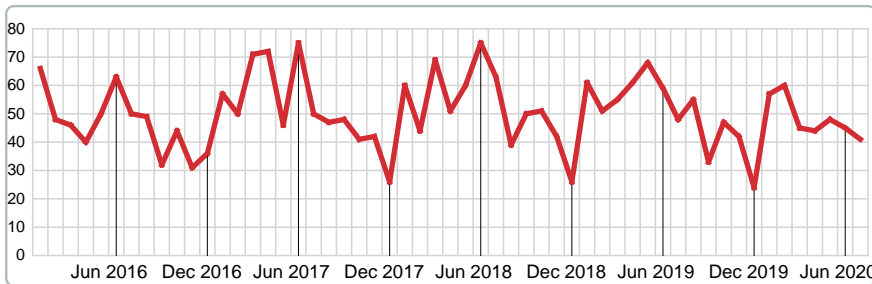
JULY



YEAR TO DATE (YTD)

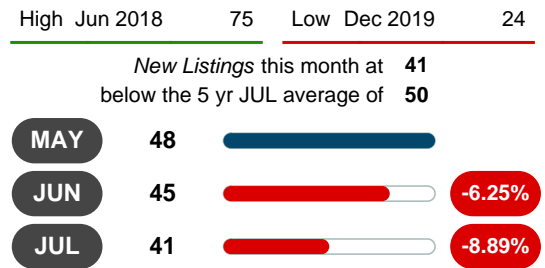


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.88%	2	0	0	0
\$50,001 - \$100,000	5	12.20%	2	2	1	0
\$100,001 - \$125,000	6	14.63%	5	1	0	0
\$125,001 - \$150,000	8	19.51%	2	4	2	0
\$150,001 - \$175,000	7	17.07%	1	5	1	0
\$175,001 - \$275,000	8	19.51%	0	5	3	0
\$275,001 and up	5	12.20%	0	2	3	0
Total New Listed Units	41		12	19	10	0
Total New Listed Volume	7,016,400	100%	1.21M	3.45M	2.36M	0.00B
Average New Listed Listing Price	\$162,310		\$100,450	\$181,674	\$235,920	\$0

July 2020



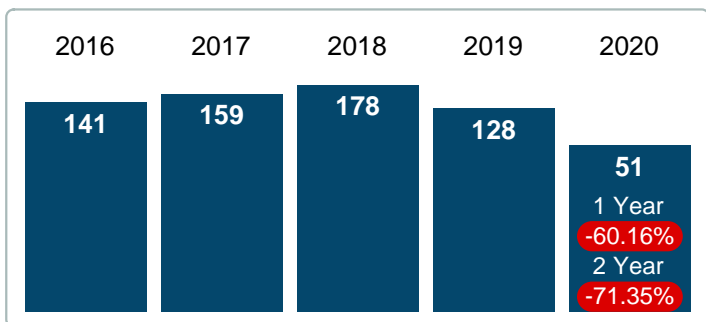
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



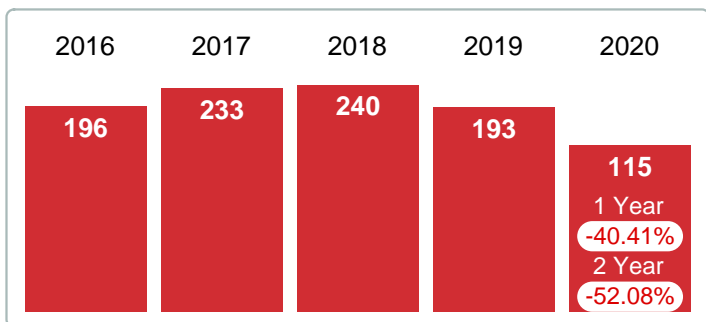
ACTIVE INVENTORY

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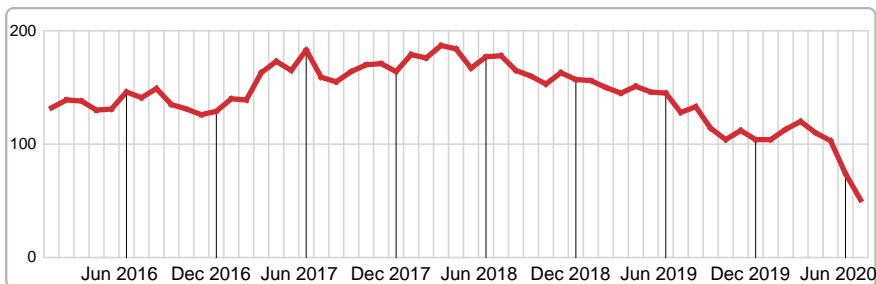
END OF JULY



ACTIVE DURING JULY

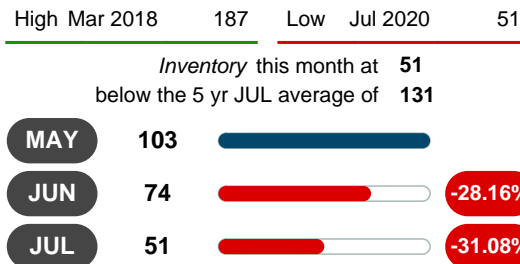


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 131



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	11.76%	136.7	1	4	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	10	19.61%	57.6	3	7	0	0
\$125,001 - \$225,000	15	29.41%	89.5	1	10	4	0
\$225,001 - \$275,000	8	15.69%	103.5	0	4	4	0
\$275,001 - \$325,000	5	9.80%	80.6	0	2	3	0
\$325,001 and up	7	13.73%	85.6	2	1	3	1
Total Active Inventory by Units	51			7	28	15	1
Total Active Inventory by Volume	10,509,800	100%	89.6	1.44M	4.74M	3.83M	497.50K
Average Active Inventory Listing Price	\$206,075			\$206,100	\$169,129	\$255,600	\$497,500

July 2020



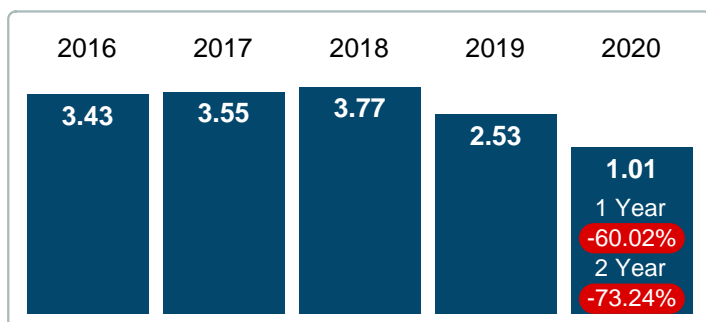
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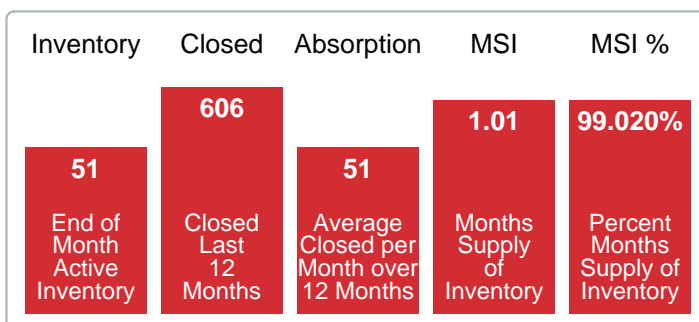
MONTHS SUPPLY of INVENTORY (MSI)

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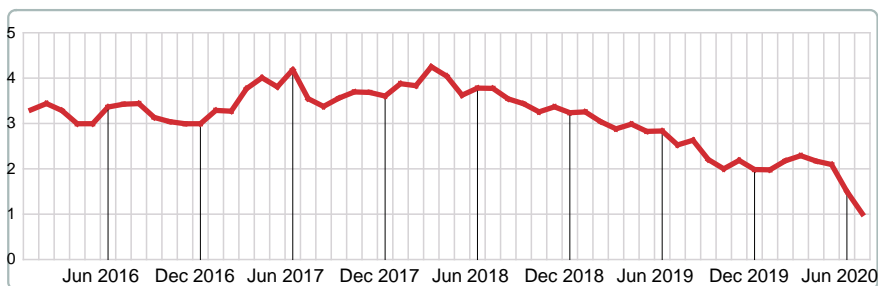
MSI FOR JULY



INDICATORS FOR JULY 2020

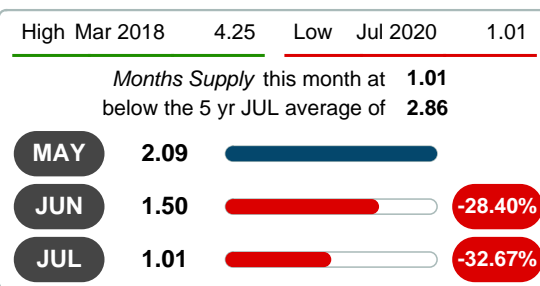


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.86



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
\$75,000 and less	6	11.76%	0.36	0.14	0.49	0.80	0.00
\$75,001 - \$75,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$75,001 - \$125,000	10	19.61%	0.85	0.88	1.01	0.00	0.00
\$125,001 - \$225,000	15	29.41%	0.92	0.92	0.87	1.23	0.00
\$225,001 - \$275,000	8	15.69%	3.31	0.00	3.20	3.69	0.00
\$275,001 - \$325,000	5	9.80%	3.75	0.00	3.43	5.14	0.00
\$325,001 and up	7	13.73%	3.65	24.00	3.00	2.12	12.00
Market Supply of Inventory (MSI)			1.01	0.59	0.97	1.67	1.20
Total Active Inventory by Units		100%	1.01	7	28	15	1

July 2020



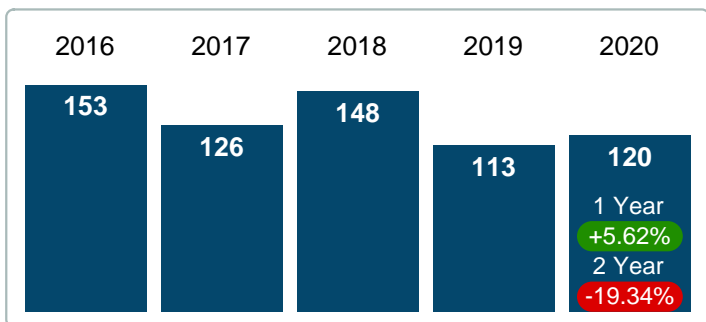
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



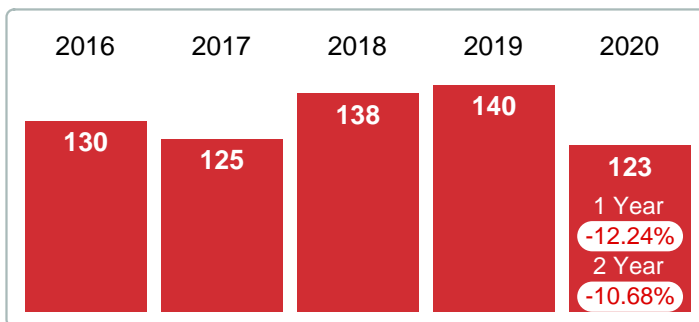
AVERAGE DAYS ON MARKET TO SALE

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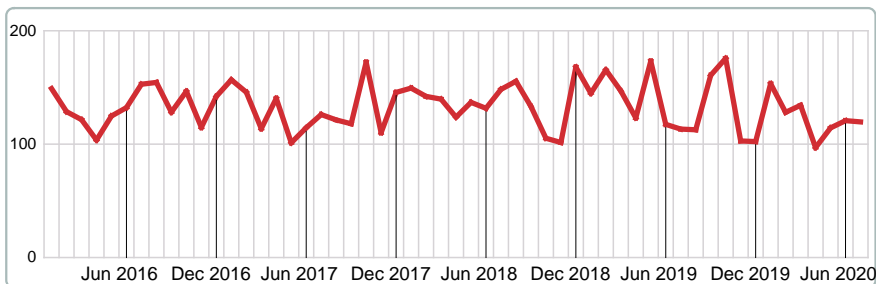
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132

High Oct 2019 176 Low Apr 2020 97

Average Days on Market to Sale this month at 120 below the 5 yr JUL average of 132



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
\$40,000 and less	7.46%	269	414	233	0	0
\$40,001 - \$60,000	16.42%	116	137	104	41	0
\$60,001 - \$90,000	13.43%	127	96	141	103	0
\$90,001 - \$140,000	22.39%	128	126	81	144	443
\$140,001 - \$170,000	16.42%	72	47	75	0	0
\$170,001 - \$210,000	11.94%	88	0	96	39	149
\$210,001 and up	11.94%	103	0	79	177	0
Average Closed DOM		120	140	106	108	296
Total Closed Units	100%	120	15	42	8	2
Total Closed Volume		8,313,512	1.23M	5.52M	1.25M	312.00K

July 2020



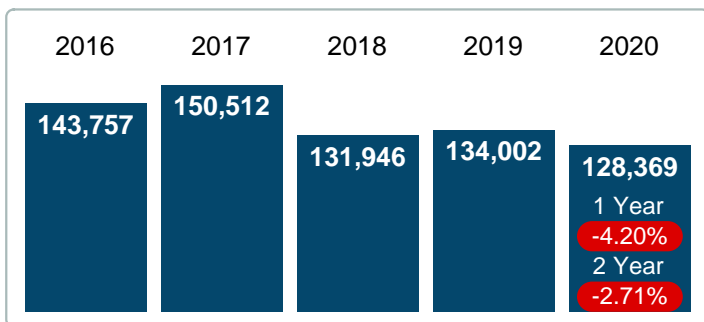
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



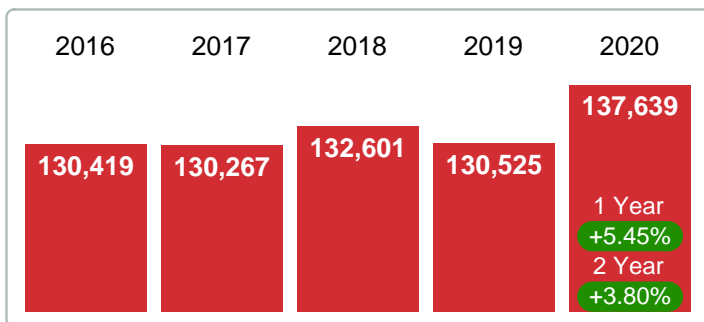
AVERAGE LIST PRICE AT CLOSING

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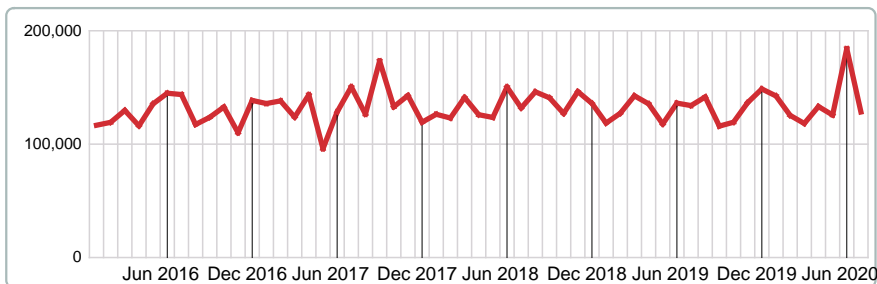
JULY



YEAR TO DATE (YTD)

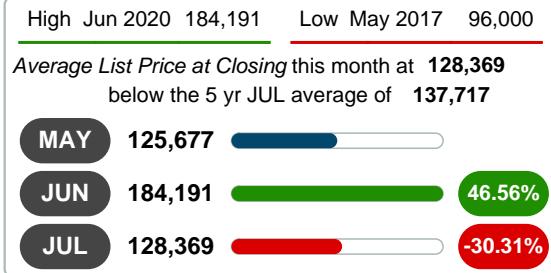


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 137,717



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
\$40,000 and less	5.97%	25,500	10,000	34,250	0	0
\$40,001 - \$60,000	14.93%	51,440	58,250	52,225	45,000	0
\$60,001 - \$90,000	11.94%	74,663	84,500	83,067	79,900	0
\$90,001 - \$140,000	25.37%	117,418	117,460	121,057	141,650	137,500
\$140,001 - \$170,000	17.91%	157,867	169,900	158,110	0	0
\$170,001 - \$210,000	10.45%	187,143	0	186,400	207,000	179,000
\$210,001 and up	13.43%	242,944	0	249,083	238,500	0
Average List Price		128,369	85,713	135,698	162,400	158,250
Total Closed Units	100%	128,369	15	42	8	2
Total Closed Volume		8,600,700	1.29M	5.70M	1.30M	316.50K

July 2020



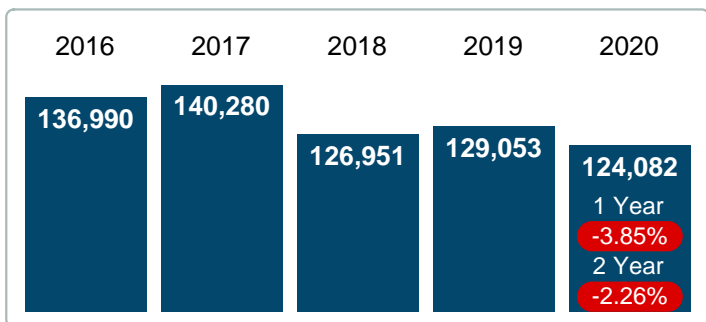
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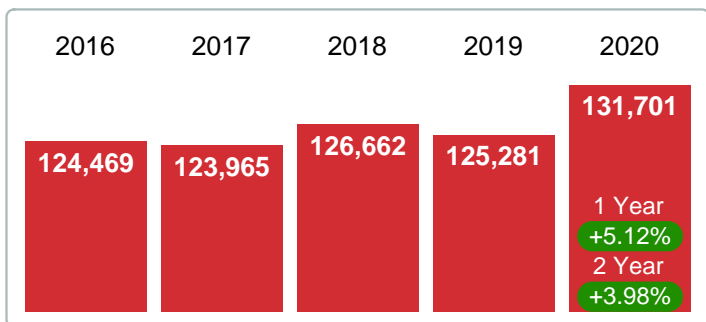
AVERAGE SOLD PRICE AT CLOSING

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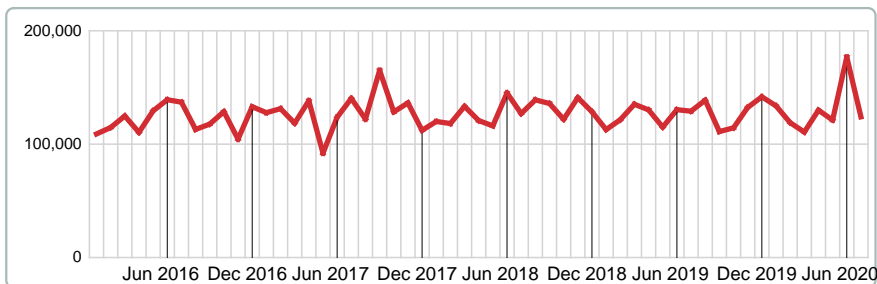
JULY



YEAR TO DATE (YTD)

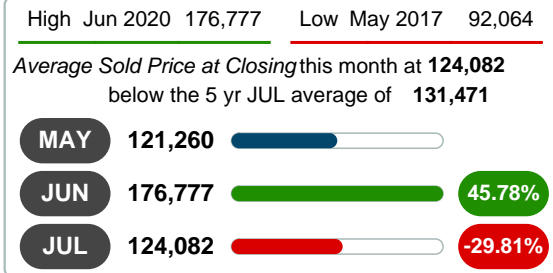


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 131,471



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
\$40,000 and less	7.46%	25,800	10,000	29,750	0	0
\$40,001 - \$60,000	16.42%	50,500	53,083	48,000	45,000	0
\$60,001 - \$90,000	13.43%	77,292	79,813	76,833	75,000	0
\$90,001 - \$140,000	22.39%	117,987	114,460	114,357	131,000	135,000
\$140,001 - \$170,000	16.42%	157,473	169,900	156,230	0	0
\$170,001 - \$210,000	11.94%	188,313	0	186,500	198,500	177,000
\$210,001 and up	11.94%	240,611	0	242,167	235,944	0
Average Sold Price		124,082	82,022	131,436	156,361	156,000
Total Closed Units	100%	67	15	42	8	2
Total Closed Volume		8,313,512	1.23M	5.52M	1.25M	312.00K

July 2020



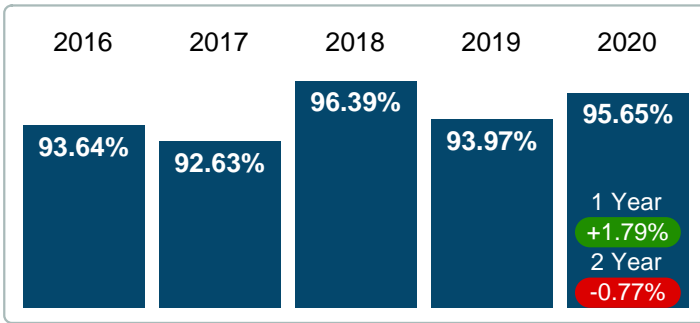
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



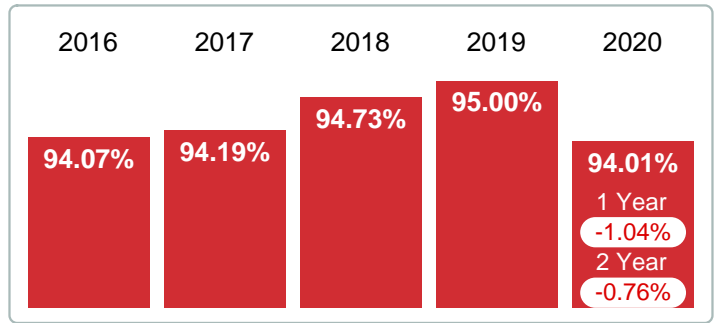
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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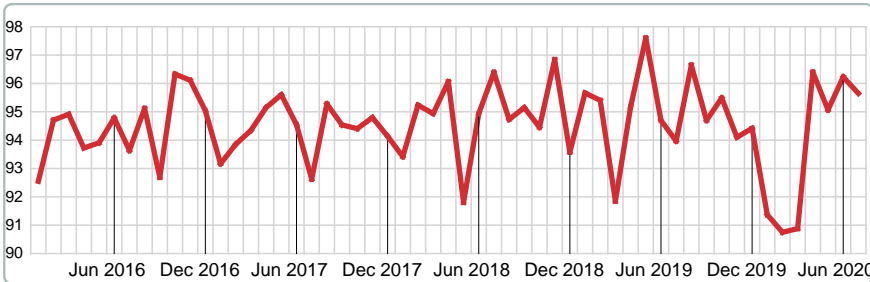
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 94.45%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.65%** above the 5 yr JUL average of **94.45%**



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
\$40,000 and less	5	7.46%	91.18%	100.00%	88.98%	0.00%	0.00%
\$40,001 - \$60,000	11	16.42%	92.28%	91.21%	91.94%	100.00%	0.00%
\$60,001 - \$90,000	9	13.43%	93.41%	94.71%	92.89%	93.87%	0.00%
\$90,001 - \$140,000	15	22.39%	95.65%	97.78%	94.65%	92.55%	98.18%
\$140,001 - \$170,000	11	16.42%	99.02%	100.00%	98.92%	0.00%	0.00%
\$170,001 - \$210,000	8	11.94%	98.89%	0.00%	100.09%	95.92%	98.88%
\$210,001 and up	8	11.94%	97.71%	0.00%	97.27%	99.03%	0.00%
Average Sold/List Ratio		95.60%		95.04%	95.64%	96.11%	98.53%
Total Closed Units		67	100%	15	42	8	2
Total Closed Volume		8,313,512		1.23M	5.52M	1.25M	312.00K

July 2020



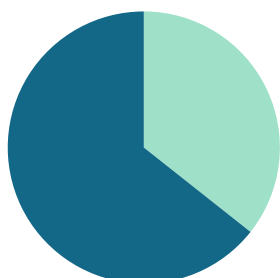
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

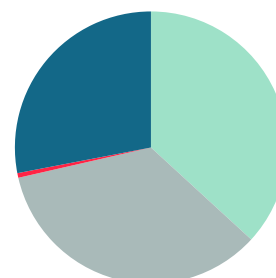


Inventory
 New Listings
41 = 35.65%
 Start Inventory
74
 Total Inventory Units
115
 Volume
\$20,315,250

Market Activity

Closed Sales
67 = 36.81%
 Pending Sales
63 = 34.62%
 Other Off Market
1 = 0.55%
 Active Inventory
51 = 28.02%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	53	67	26.42%	361	338	-6.37%
Pending Sales	61	63	3.28%	419	383	-8.59%
New Listings	48	41	-14.58%	403	340	-15.63%
Average List Price	134,002	128,369	-4.20%	130,525	137,639	5.45%
Average Sale Price	129,053	124,082	-3.85%	125,281	131,701	5.12%
Average Percent of Selling Price to List Price	93.97%	95.65%	1.79%	95.00%	94.01%	-1.04%
Average Days on Market to Sale	113.26	119.63	5.62%	140.39	123.20	-12.24%
Monthly Inventory	128	51	-60.16%	128	51	-60.16%
Months Supply of Inventory	2.53	1.01	-60.02%	2.53	1.01	-60.02%

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

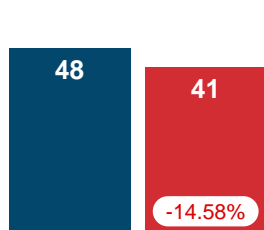
Inventory on July 31, 2020 = **51**

2019 **2020**

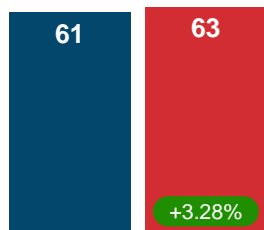
JULY MARKET

AVERAGE PRICES

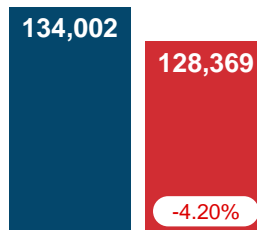
New Listings



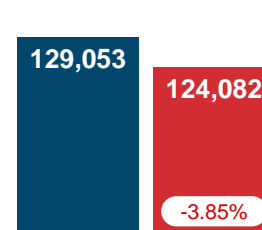
Pending Listings



List Price



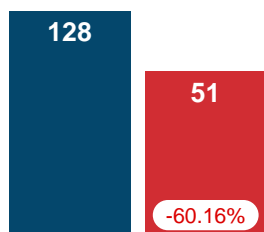
Sale Price



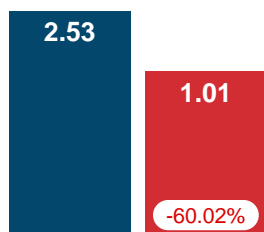
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

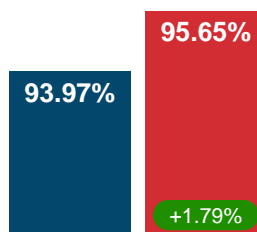
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

