

July 2020



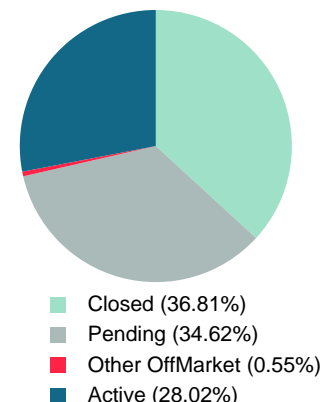
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	129,000	135,000	4.65%
Median Sale Price	127,000	121,500	-4.33%
Median Percent of Selling Price to List Price	96.33%	97.93%	1.66%
Median Days on Market to Sale	85.00	97.00	14.12%
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.

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 **4.33%** in July 2020 to \$121,500 versus the previous year at \$127,000.

Median Days on Market Lengthens

The median number of **97.00** days that homes spent on the market before selling increased by 12.00 days or **14.12%** in July 2020 compared to last year's same month at **85.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median 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 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

July 2020



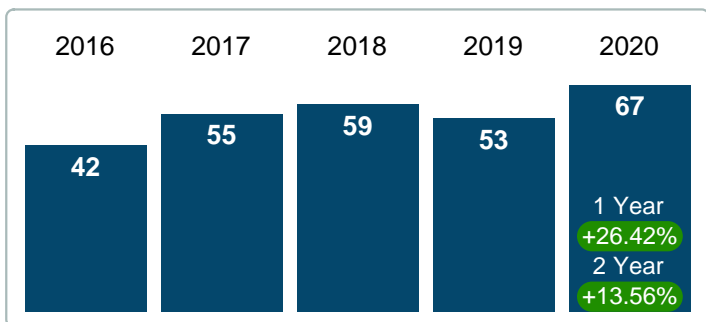
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



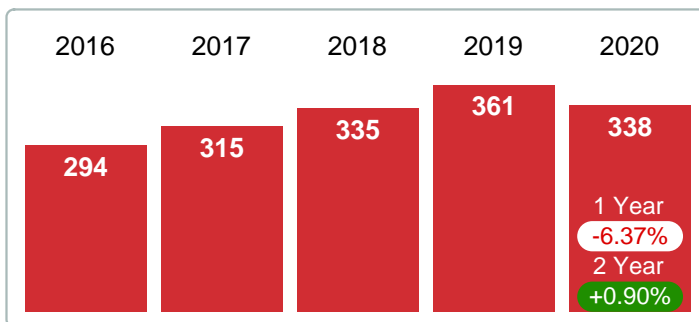
CLOSED LISTINGS

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

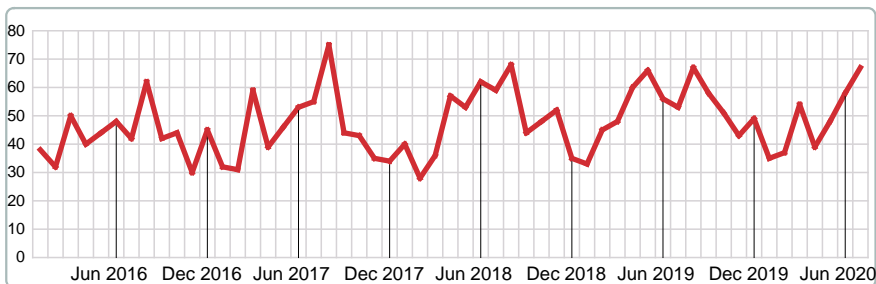
JULY



YEAR TO DATE (YTD)

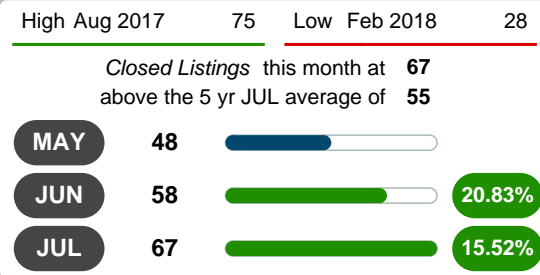


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 55



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.46%	296.0	1	4	0	0
\$40,001 - \$60,000	11	16.42%	62.0	6	4	1	0
\$60,001 - \$90,000	9	13.43%	103.0	2	6	1	0
\$90,001 - \$140,000	15	22.39%	108.0	5	7	2	1
\$140,001 - \$170,000	11	16.42%	58.0	1	10	0	0
\$170,001 - \$210,000	8	11.94%	69.0	0	5	2	1
\$210,001 and up	8	11.94%	107.0	0	6	2	0
Total Closed Units	67			15	42	8	2
Total Closed Volume	8,313,512	100%	97.0	1.23M	5.52M	1.25M	312.00K
Median Closed Price	\$121,500			\$71,625	\$140,000	\$164,500	\$156,000

July 2020



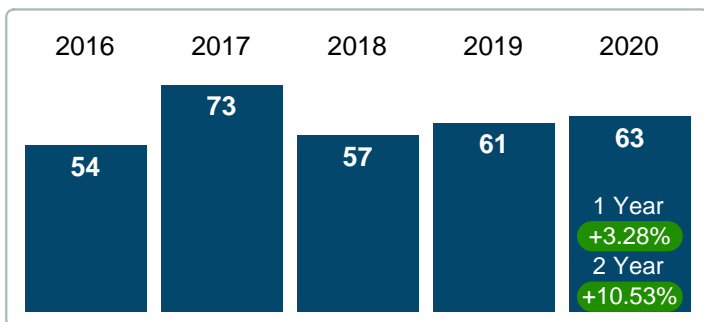
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



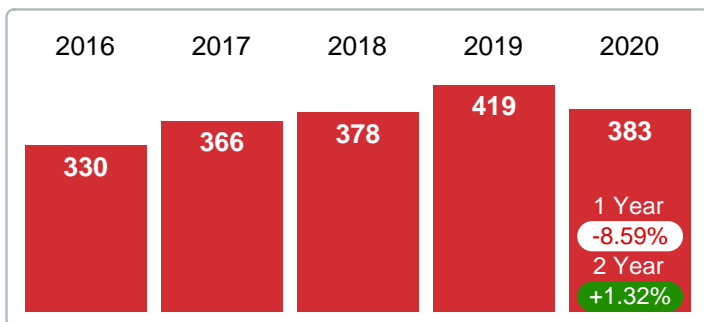
PENDING LISTINGS

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

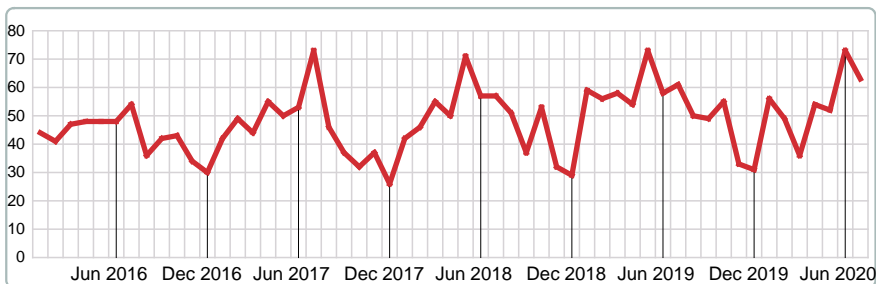
JULY



YEAR TO DATE (YTD)

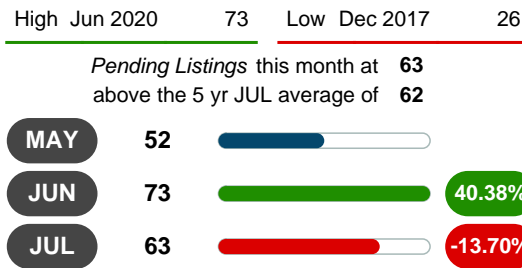


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	3.17%	7.5	2	0	0	0
\$40,001 - \$60,000	9	14.29%	80.0	4	5	0	0
\$60,001 - \$110,000	10	15.87%	39.0	5	4	1	0
\$110,001 - \$150,000	15	23.81%	12.0	5	5	3	2
\$150,001 - \$190,000	10	15.87%	5.5	0	7	3	0
\$190,001 - \$280,000	9	14.29%	25.0	0	7	2	0
\$280,001 and up	8	12.70%	64.5	0	3	3	2
Total Pending Units	63			16	31	12	4
Total Pending Volume	9,805,950	100%	26.0	1.27M	5.12M	2.47M	949.90K
Median Listing Price	\$135,000			\$69,700	\$159,500	\$161,700	\$210,000

July 2020



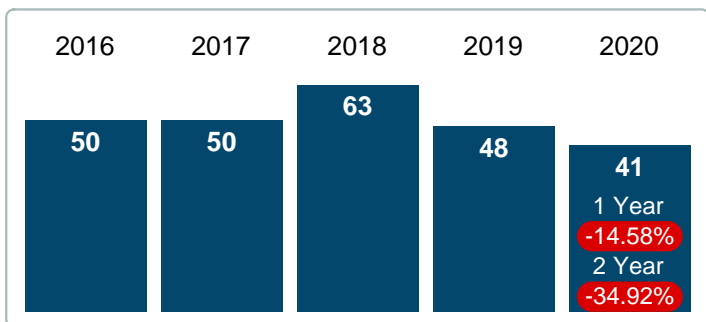
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



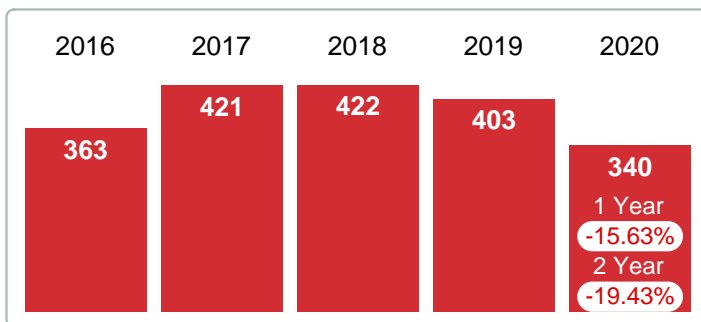
NEW LISTINGS

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

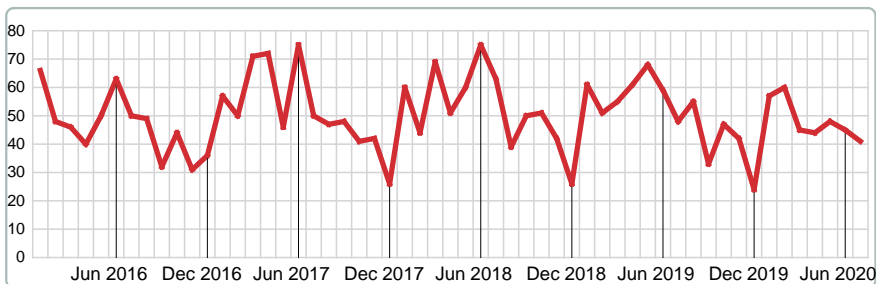
JULY



YEAR TO DATE (YTD)

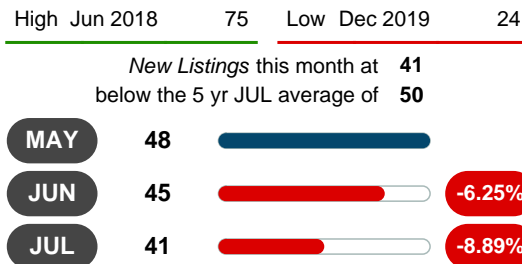


5 YEAR MARKET ACTIVITY TRENDS



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
\$60,000 and less	3	7.32%	2	1	0	0
\$60,001 - \$110,000	6	14.63%	4	1	1	0
\$110,001 - \$130,000	4	9.76%	3	1	0	0
\$130,001 - \$160,000	12	29.27%	3	7	2	0
\$160,001 - \$190,000	4	9.76%	0	3	1	0
\$190,001 - \$290,000	7	17.07%	0	4	3	0
\$290,001 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
Median New Listed Listing Price	\$149,900		\$112,000	\$159,500	\$239,450	\$0

July 2020



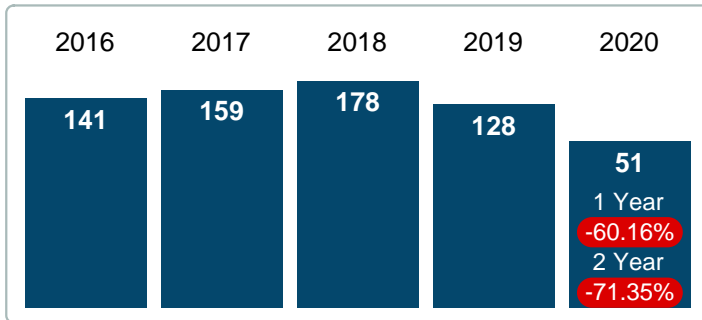
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



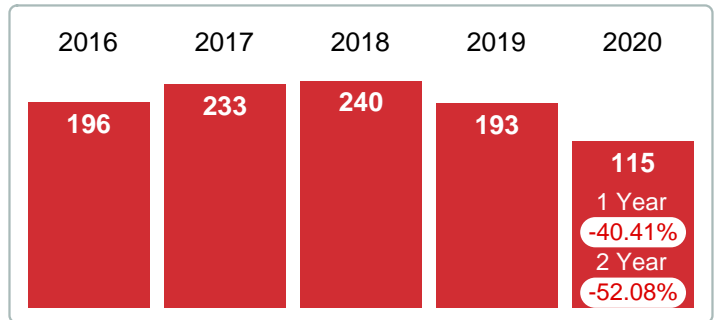
ACTIVE INVENTORY

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

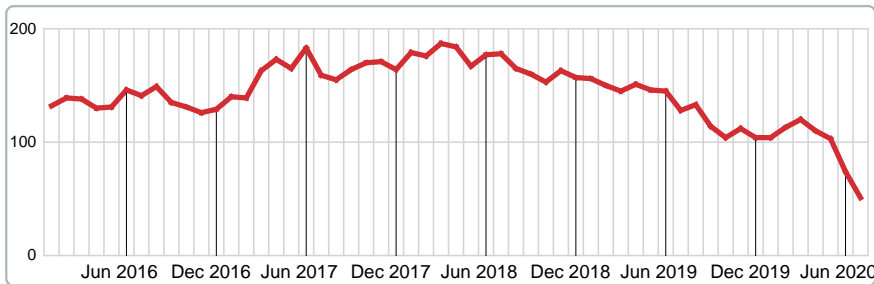
END OF JULY



ACTIVE DURING JULY

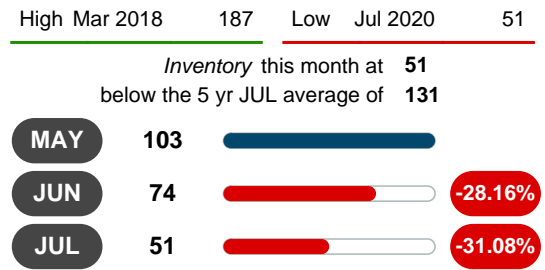


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 131



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	11.76%	63.5	1	4	1	0
\$75,001 - \$75,000	0	0.00%	63.5	0	0	0	0
\$75,001 - \$125,000	10	19.61%	45.5	3	7	0	0
\$125,001 - \$225,000	15	29.41%	32.0	1	10	4	0
\$225,001 - \$275,000	8	15.69%	90.5	0	4	4	0
\$275,001 - \$325,000	5	9.80%	101.0	0	2	3	0
\$325,001 and up	7	13.73%	91.0	2	1	3	1
Total Active Inventory by Units	51			7	28	15	1
Total Active Inventory by Volume	10,509,800	100%	57.0	1.44M	4.74M	3.83M	497.50K
Median Active Inventory Listing Price	\$181,500			\$112,000	\$140,950	\$249,000	\$497,500

July 2020



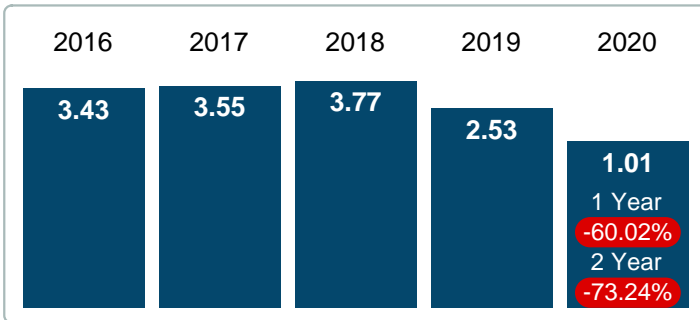
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



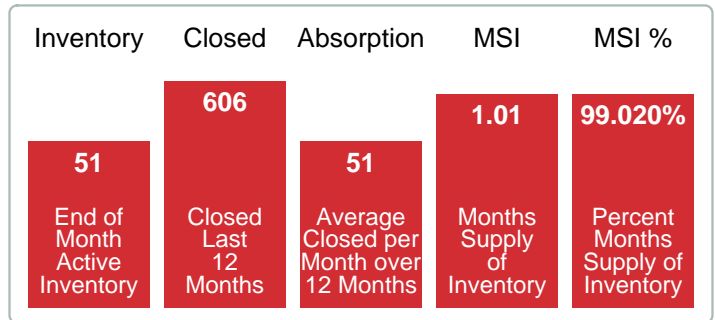
MONTHS SUPPLY of INVENTORY (MSI)

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

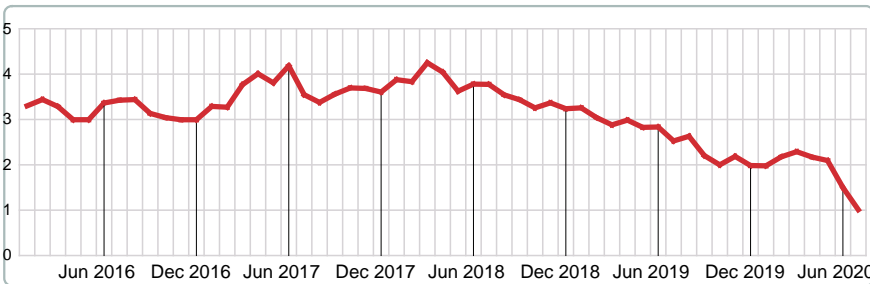
MSI FOR JULY



INDICATORS FOR JULY 2020

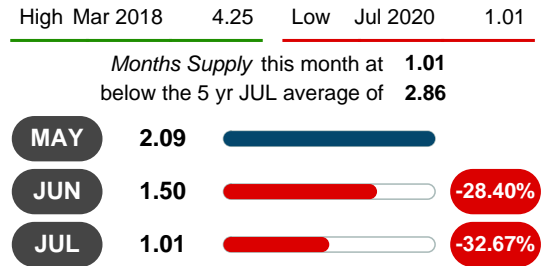


5 YEAR MARKET ACTIVITY TRENDS



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



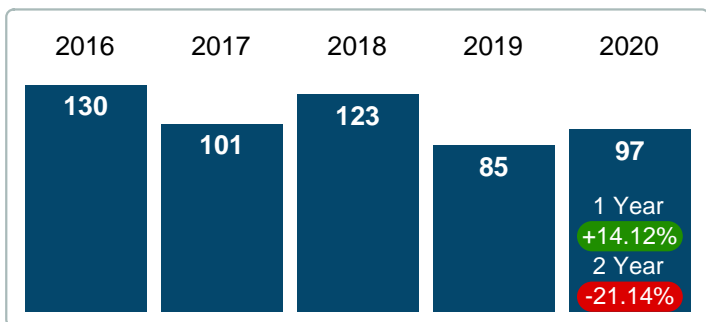
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



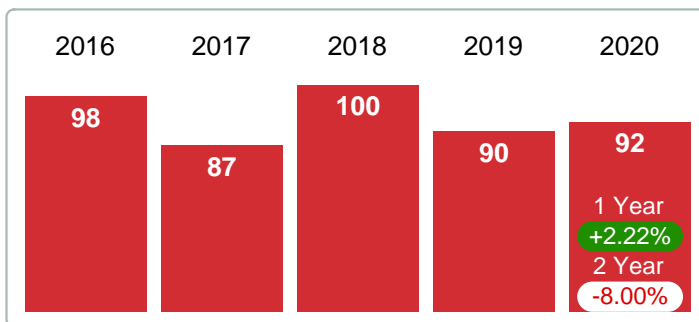
MEDIAN DAYS ON MARKET TO SALE

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

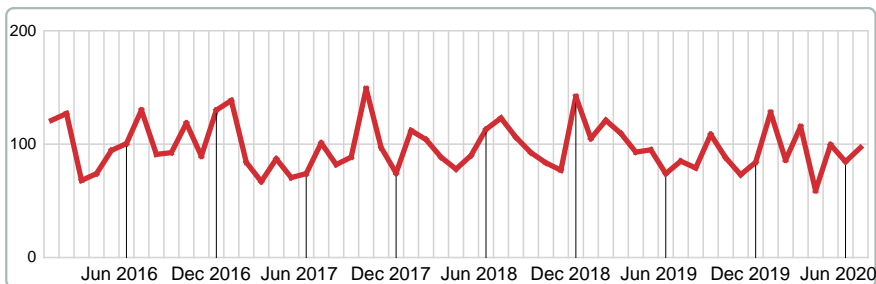
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 107

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 97 below the 5 yr JUL average of 107



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
\$40,000 and less	7.46%	296	414	222	0	0
\$40,001 - \$60,000	16.42%	62	90	102	41	0
\$60,001 - \$90,000	13.43%	103	96	130	103	0
\$90,001 - \$140,000	22.39%	108	133	64	144	443
\$140,001 - \$170,000	16.42%	58	47	59	0	0
\$170,001 - \$210,000	11.94%	69	0	91	39	149
\$210,001 and up	11.94%	107	0	56	177	0
Median Closed DOM		97	117	78	108	296
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



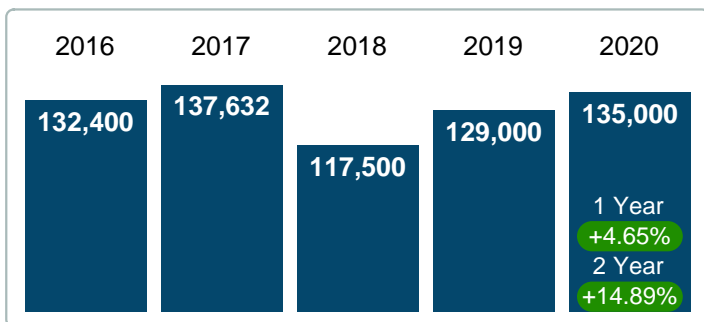
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



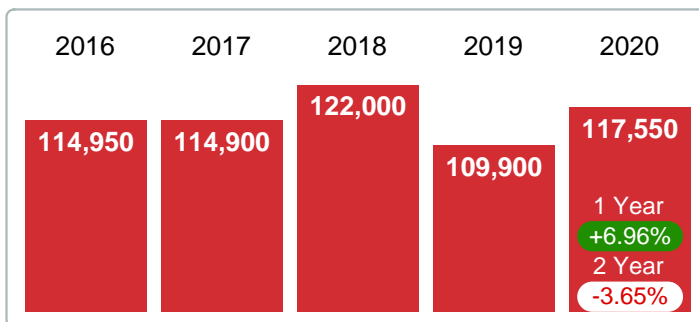
MEDIAN LIST PRICE AT CLOSING

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

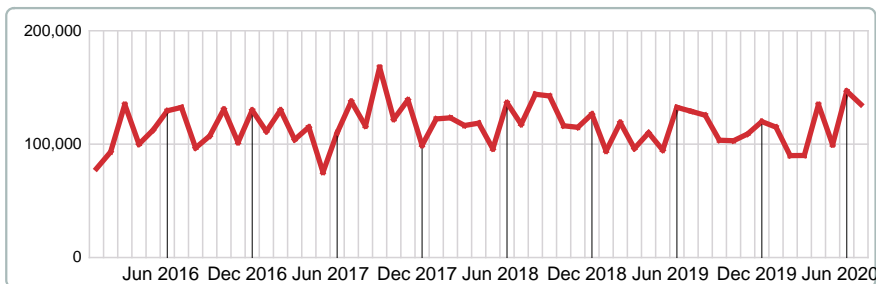
JULY



YEAR TO DATE (YTD)

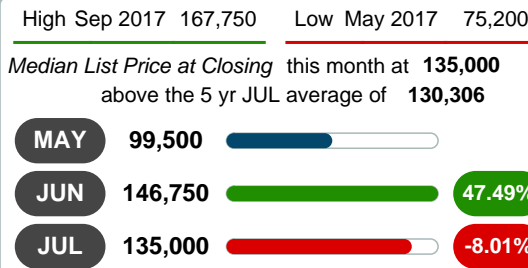


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 130,306



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
\$40,000 and less 4	5.97%	27,000	10,000	29,000	0	0
\$40,001 - \$60,000 10	14.93%	50,500	53,000	49,900	45,000	0
\$60,001 - \$90,000 8	11.94%	74,500	69,000	75,000	79,900	0
\$90,001 - \$140,000 17	25.37%	115,000	109,400	115,000	139,900	137,500
\$140,001 - \$170,000 12	17.91%	159,450	169,900	159,450	143,400	0
\$170,001 - \$210,000 7	10.45%	179,000	0	175,000	199,000	179,000
\$210,001 and up 9	13.43%	236,500	0	242,750	215,000	0
Median List Price		135,000	74,000	141,950	171,200	158,250
Total Closed Units		67	15	42	8	2
Total Closed Volume		8,600,700	1.29M	5.70M	1.30M	316.50K

July 2020



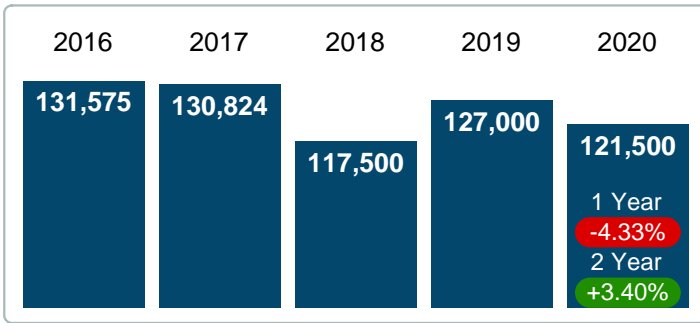
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



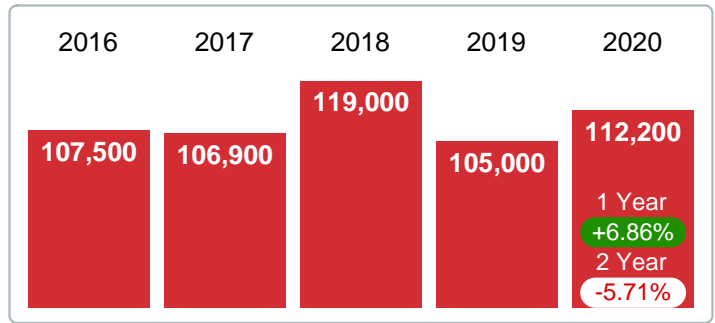
MEDIAN SOLD PRICE AT CLOSING

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

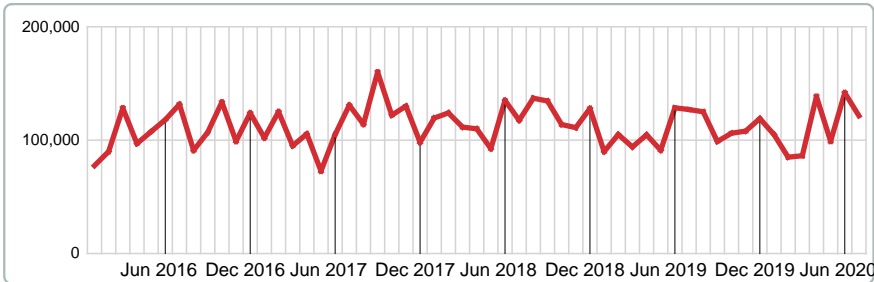
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 125,680

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

Median Sold Price at Closing this month at 121,500 below the 5 yr JUL average of 125,680



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
\$40,000 and less	5	7.46%	28,000	10,000	28,500	0	0
\$40,001 - \$60,000	11	16.42%	49,000	55,750	47,000	45,000	0
\$60,001 - \$90,000	9	13.43%	75,000	79,813	77,500	75,000	0
\$90,001 - \$140,000	15	22.39%	120,000	111,900	110,000	131,000	135,000
\$140,001 - \$170,000	11	16.42%	159,000	169,900	158,500	0	0
\$170,001 - \$210,000	8	11.94%	184,500	0	175,000	198,500	177,000
\$210,001 and up	8	11.94%	233,500	0	233,500	235,944	0
Median Sold Price			121,500	71,625	140,000	164,500	156,000
Total Closed Units		100%	121,500	15	42	8	2
Total Closed Volume			8,313,512	1.23M	5.52M	1.25M	312.00K

July 2020



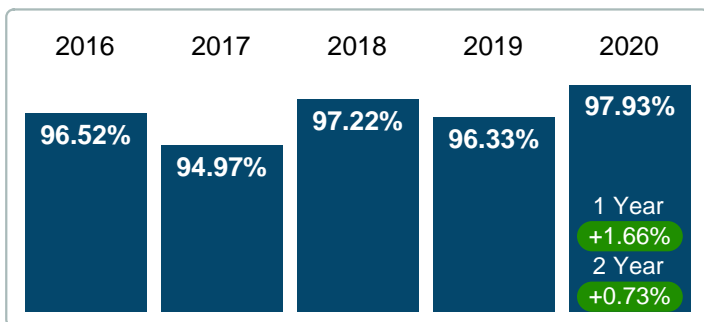
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



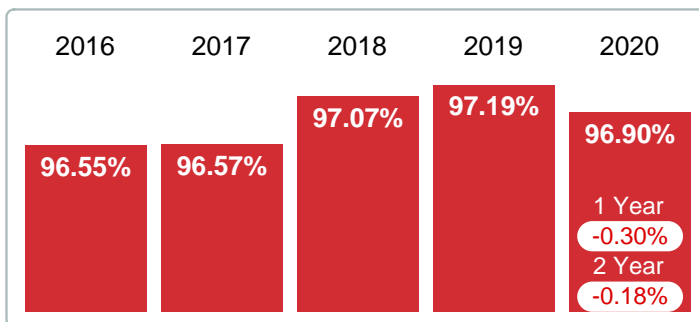
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

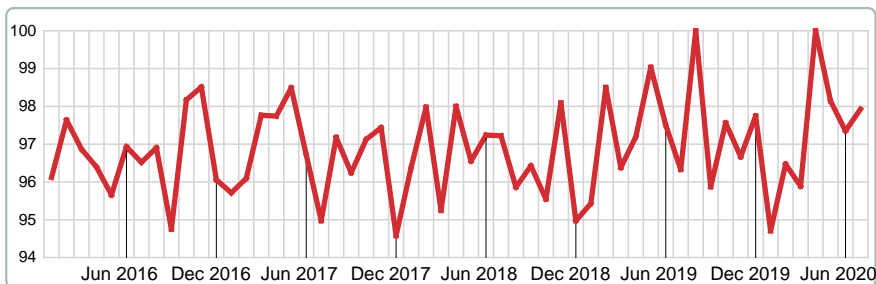
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

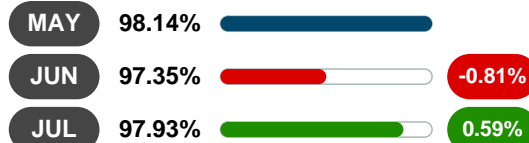


3 MONTHS

5 year JUL AVG = 96.59%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.93%**
above the 5 yr JUL average of **96.59%**



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
\$40,000 and less	5	7.46%	100.00%	100.00%	91.11%	0.00%	0.00%
\$40,001 - \$60,000	11	16.42%	91.54%	89.25%	92.98%	100.00%	0.00%
\$60,001 - \$90,000	9	13.43%	96.13%	94.71%	96.18%	93.87%	0.00%
\$90,001 - \$140,000	15	22.39%	98.13%	100.00%	95.65%	92.55%	98.18%
\$140,001 - \$170,000	11	16.42%	100.00%	100.00%	100.00%	0.00%	0.00%
\$170,001 - \$210,000	8	11.94%	99.63%	0.00%	100.00%	95.92%	98.88%
\$210,001 and up	8	11.94%	97.73%	0.00%	97.14%	99.03%	0.00%
Median Sold/List Ratio		97.93%		100.00%	97.73%	97.20%	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



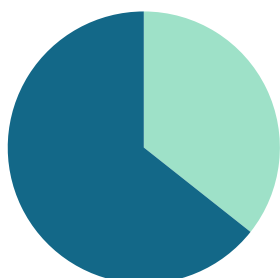
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

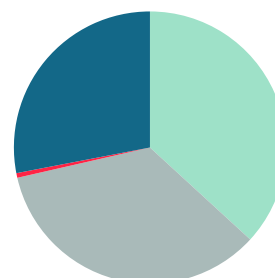


Inventory
 New Listings
41 = 35.65%
 Start Inventory
74
 Total Inventory Units
115
 Volume
\$20,315,250

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%
Median List Price	129,000	135,000	4.65%	109,900	117,550	6.96%
Median Sale Price	127,000	121,500	-4.33%	105,000	112,200	6.86%
Median Percent of Selling Price to List Price	96.33%	97.93%	1.66%	97.19%	96.90%	-0.30%
Median Days on Market to Sale	85.00	97.00	14.12%	90.00	92.00	2.22%
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

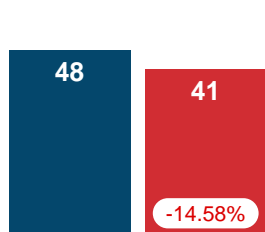
Inventory on July 31, 2020 = **51**

2019 **2020**

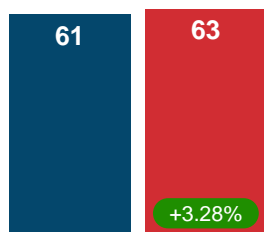
JULY MARKET

MEDIAN PRICES

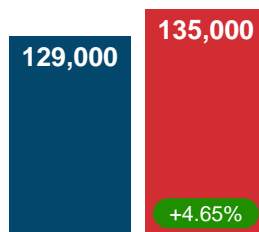
New Listings



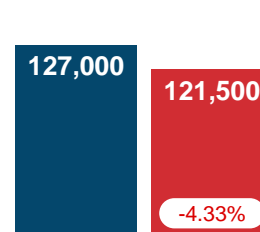
Pending Listings



List Price



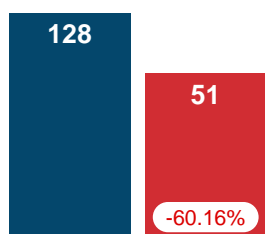
Sale Price



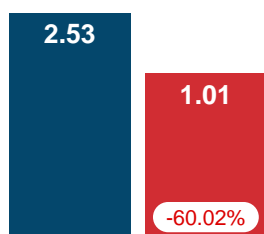
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

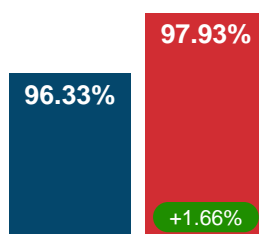
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

