

June 2020



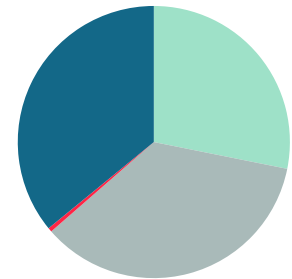
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	56	58	3.57%
Pending Listings	58	73	25.86%
New Listings	59	45	-23.73%
Median List Price	132,450	146,750	10.80%
Median Sale Price	128,500	141,750	10.31%
Median Percent of Selling Price to List Price	97.50%	97.35%	-0.16%
Median Days on Market to Sale	74.00	84.50	14.19%
End of Month Inventory	144	74	-48.61%
Months Supply of Inventory	2.81	1.50	-46.70%



■ Closed (28.16%)
■ Pending (35.44%)
■ Other OffMarket (0.49%)
■ Active (35.92%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of June 30, 2020 = **74**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **48.61%** to 74 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **1.50** 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 **10.31%** in June 2020 to \$141,750 versus the previous year at \$128,500.

Median Days on Market Lengthens

The median number of **84.50** days that homes spent on the market before selling increased by 10.50 days or **14.19%** in June 2020 compared to last year's same month at **74.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 45 New Listings in June 2020, down **23.73%** from last year at 59. Furthermore, there were 58 Closed Listings this month versus last year at 56, a **3.57%** increase.

Closed versus Listed trends yielded a **128.9%** ratio, up from previous year's, June 2019, at **94.9%**, a **35.79%** upswing. 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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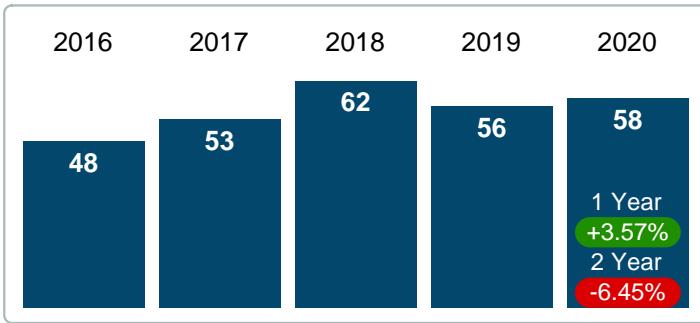
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



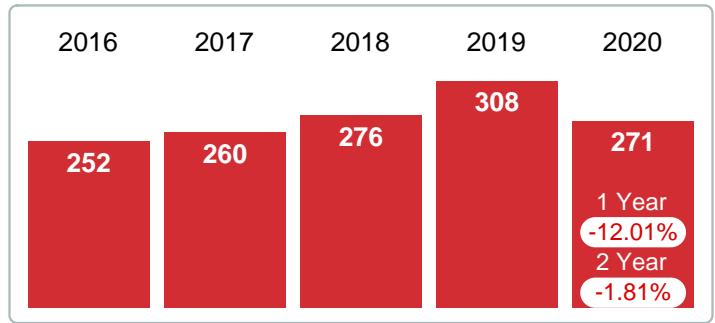
CLOSED LISTINGS

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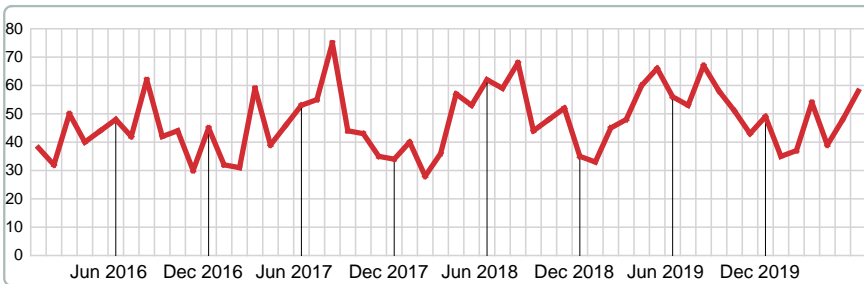
JUNE



YEAR TO DATE (YTD)

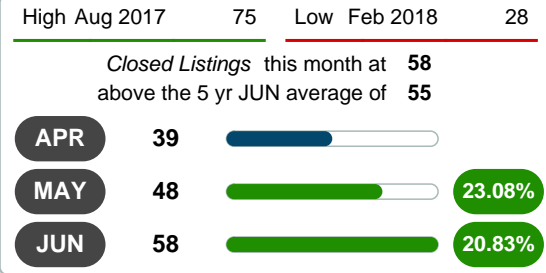


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	8.62%	238.0	2	3	0	0
\$40,001 - \$80,000	7	12.07%	55.0	3	4	0	0
\$80,001 - \$100,000	8	13.79%	138.0	2	4	2	0
\$100,001 - \$170,000	15	25.86%	91.0	3	10	1	1
\$170,001 - \$200,000	8	13.79%	126.0	1	3	4	0
\$200,001 - \$420,000	9	15.52%	68.0	0	5	4	0
\$420,001 and up	6	10.34%	33.5	1	0	5	0
Total Closed Units	58			12	29	16	1
Total Closed Volume	10,253,075	100%	84.5	1.43M	3.80M	4.87M	157.00K
Median Closed Price	\$141,750			\$92,900	\$129,000	\$212,000	\$157,000

June 2020



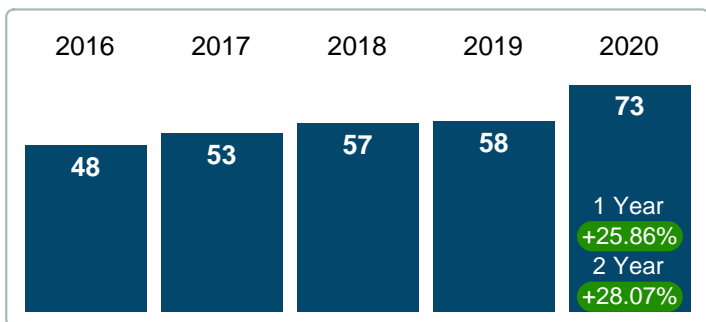
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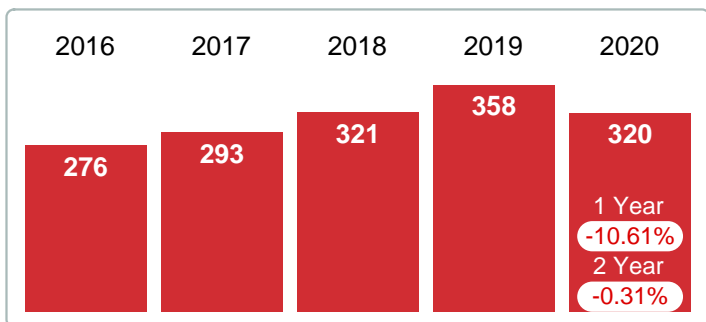
PENDING LISTINGS

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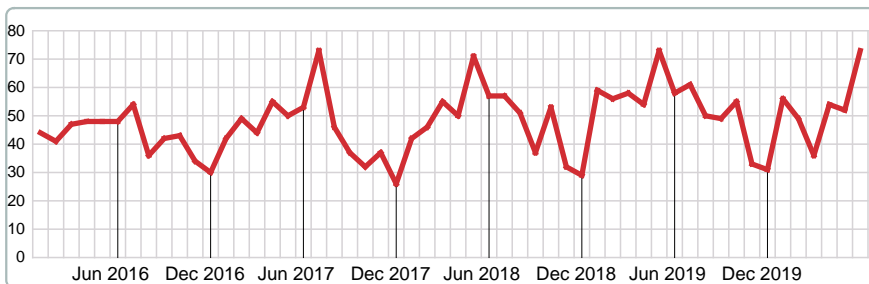
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 58

High Jun 2020 73 Low Dec 2017 26

Pending Listings this month at 73
above the 5 yr JUN average of 58



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	7	9.59%	82.0	2	4	1	0
\$50,001 - \$70,000	9	12.33%	52.0	7	2	0	0
\$70,001 - \$110,000	11	15.07%	46.0	2	7	2	0
\$110,001 - \$150,000	16	21.92%	59.5	3	11	2	0
\$150,001 - \$190,000	11	15.07%	31.0	1	9	1	0
\$190,001 - \$230,000	8	10.96%	12.5	0	5	3	0
\$230,001 and up	11	15.07%	42.0	0	6	4	1
Total Pending Units	73			15	44	13	1
Total Pending Volume	11,164,400	100%	37.0	1.28M	6.42M	3.20M	269.90K
Median Listing Price	\$135,000			\$69,500	\$142,500	\$199,000	\$269,900

June 2020



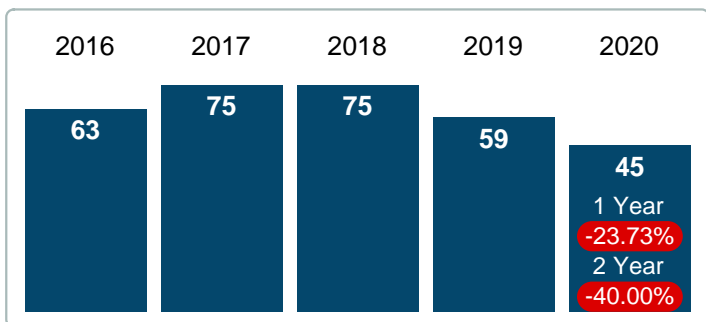
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



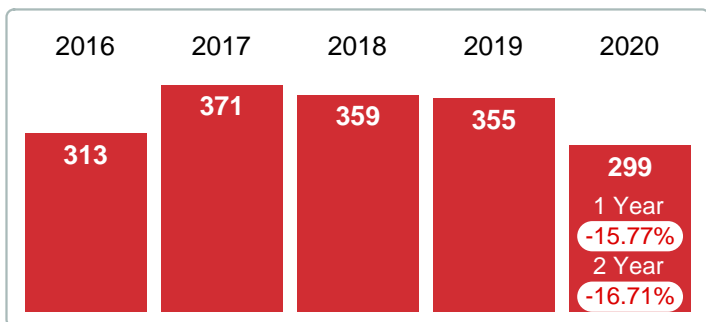
NEW LISTINGS

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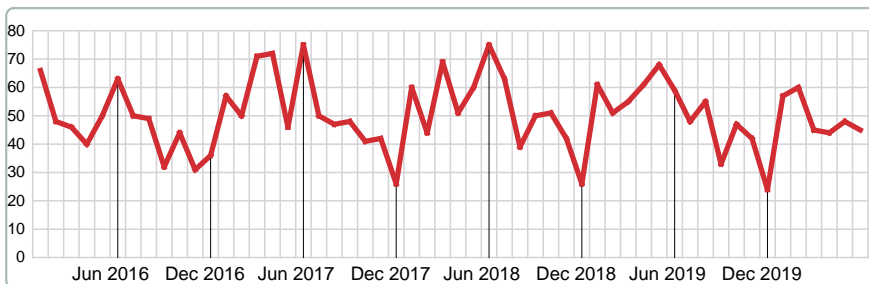
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63

High Jun 2018: 75 | Low Dec 2019: 24

New Listings this month at 45
below the 5 yr JUN average of 63



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	4	8.89%	1	2	1	0
\$50,001 - \$75,000	5	11.11%	2	2	1	0
\$75,001 - \$100,000	5	11.11%	3	2	0	0
\$100,001 - \$175,000	14	31.11%	3	7	4	0
\$175,001 - \$200,000	2	4.44%	0	1	1	0
\$200,001 - \$325,000	11	24.44%	0	9	1	1
\$325,001 and up	4	8.89%	0	0	4	0
Total New Listed Units	45		9	23	12	1
Total New Listed Volume	7,861,450	100%	838.80K	3.82M	2.92M	285.00K
Median New Listed Listing Price	\$157,950		\$89,900	\$169,000	\$178,475	\$285,000

June 2020



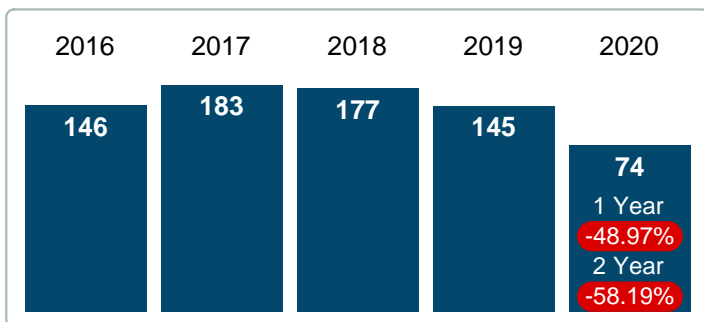
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



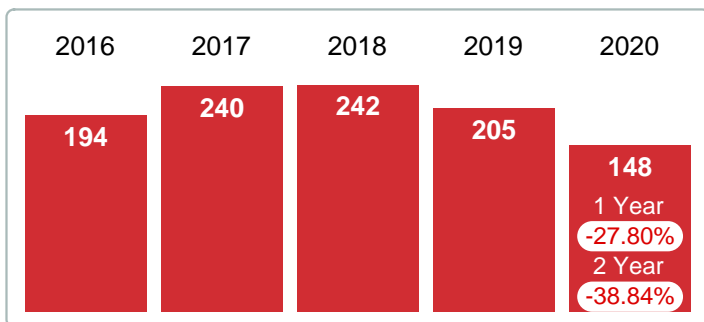
ACTIVE INVENTORY

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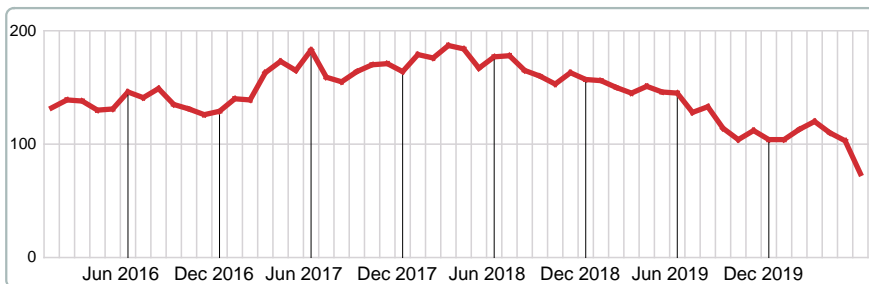
END OF JUNE



ACTIVE DURING JUNE

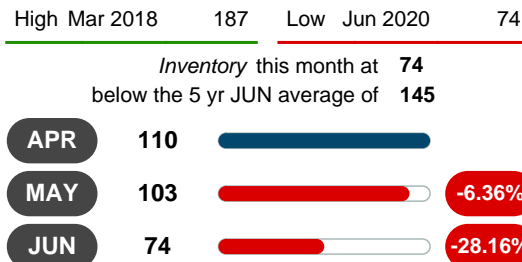


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 145



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.81%	77.0	3	5	0	0
\$50,001 - \$70,000	8	10.81%	73.5	3	4	1	0
\$70,001 - \$110,000	10	13.51%	37.5	3	7	0	0
\$110,001 - \$210,000	20	27.03%	60.0	2	10	6	2
\$210,001 - \$250,000	11	14.86%	66.0	0	7	4	0
\$250,001 - \$330,000	9	12.16%	70.0	0	5	3	1
\$330,001 and up	8	10.81%	139.0	2	1	3	2
Total Active Inventory by Units	74			13	39	17	5
Total Active Inventory by Volume	13,298,850	100%	64.0	1.68M	6.23M	3.95M	1.45M
Median Active Inventory Listing Price	\$139,900			\$74,400	\$129,500	\$219,900	\$285,000

June 2020



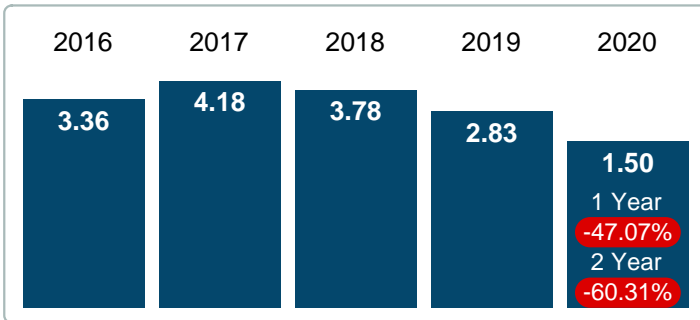
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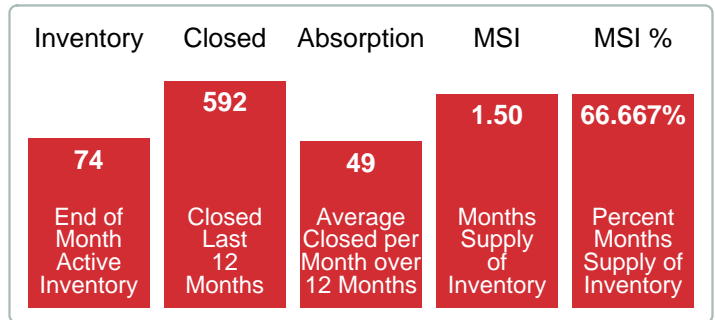
MONTHS SUPPLY of INVENTORY (MSI)

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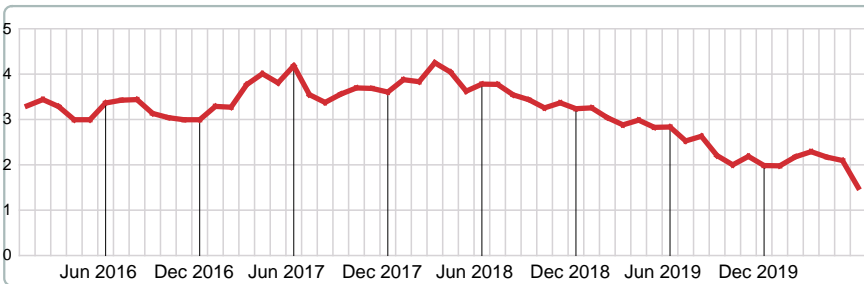
MSI FOR JUNE



INDICATORS FOR JUNE 2020

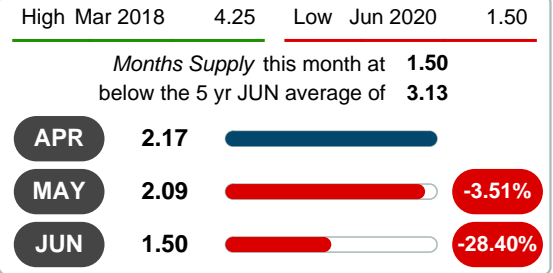


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.13



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
\$50,000 and less	8	10.81%	0.79	0.68	1.02	0.00	0.00
\$50,001 - \$70,000	8	10.81%	1.66	1.44	1.66	3.00	0.00
\$70,001 - \$110,000	10	13.51%	1.05	0.90	1.27	0.00	0.00
\$110,001 - \$210,000	20	27.03%	1.12	1.41	0.80	1.67	6.00
\$210,001 - \$250,000	11	14.86%	4.13	0.00	4.00	4.36	0.00
\$250,001 - \$330,000	9	12.16%	3.86	0.00	5.00	2.77	6.00
\$330,001 and up	8	10.81%	4.00	24.00	3.00	2.00	24.00
Market Supply of Inventory (MSI)			1.50	1.14	1.37	1.92	7.50
Total Active Inventory by Units		100%	1.50	13	39	17	5

June 2020



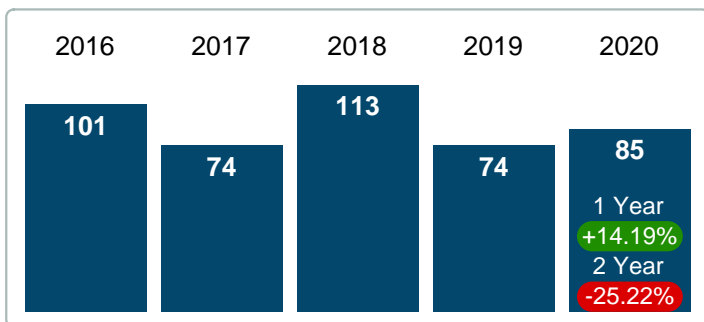
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



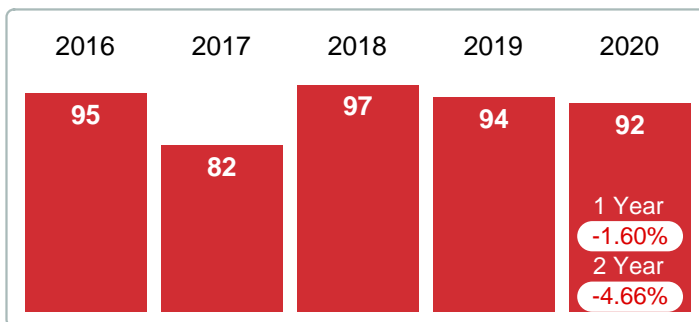
MEDIAN DAYS ON MARKET TO SALE

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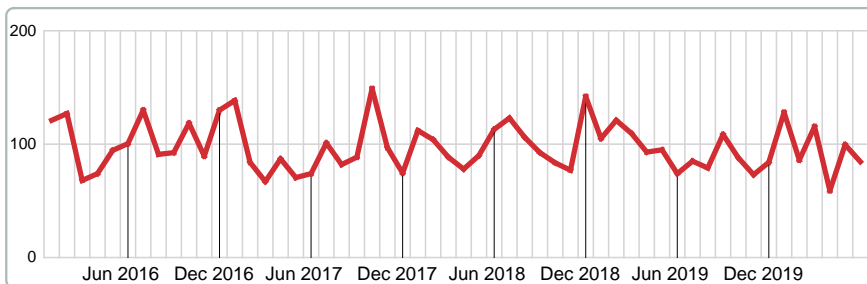
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

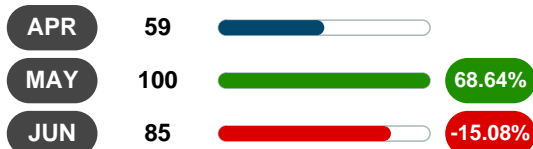


3 MONTHS

5 year JUN AVG = 89

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 85 below the 5 yr JUN average of 89



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	8.62%	238	471	36	0	0
\$40,001 - \$80,000	12.07%	55	95	52	0	0
\$80,001 - \$100,000	13.79%	138	34	175	123	0
\$100,001 - \$170,000	25.86%	91	227	74	97	130
\$170,001 - \$200,000	13.79%	126	78	115	150	0
\$200,001 - \$420,000	15.52%	68	0	77	52	0
\$420,001 and up	10.34%	34	20	0	47	0
Median Closed DOM		85	87	76	105	130
Total Closed Units	100%	58	12	29	16	1
Total Closed Volume		10,253,075	1.43M	3.80M	4.87M	157.00K

June 2020



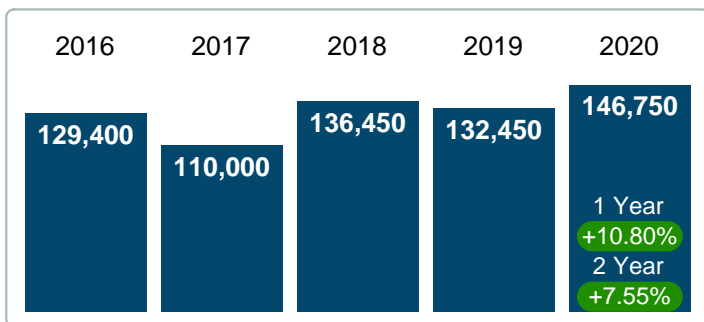
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



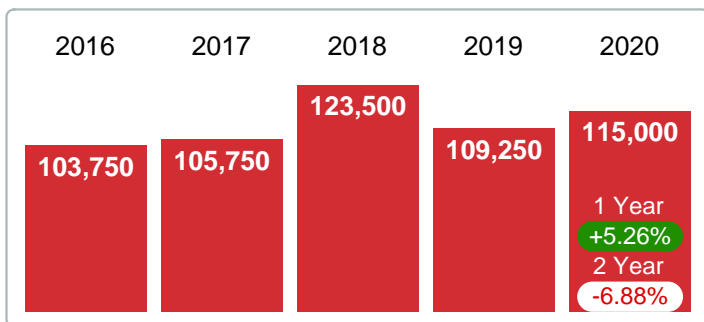
MEDIAN LIST PRICE AT CLOSING

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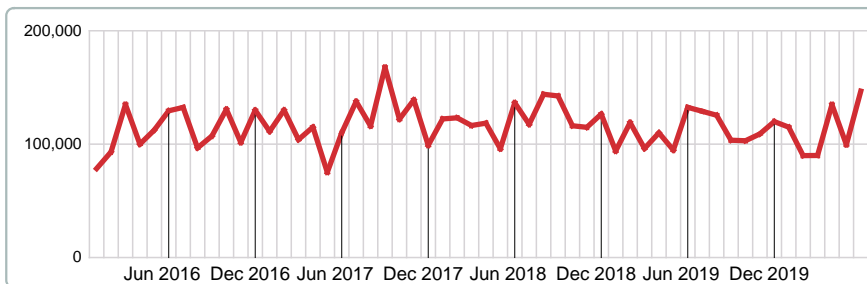
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 131,010

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

Median List Price at Closing this month at **146,750**
above the 5 yr JUN average of **131,010**

APR 134,900

MAY 99,500 **-26.24%**

JUN 146,750 **47.49%**

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	5 	8.62%	34,400	36,150	25,000	0	0
\$40,001 - \$80,000	5 	8.62%	65,000	67,000	54,900	0	0
\$80,001 - \$100,000	9 	15.52%	85,500	87,900	84,900	94,500	0
\$100,001 - \$170,000	14 	24.14%	135,000	107,900	135,000	131,000	169,000
\$170,001 - \$200,000	11 	18.97%	184,900	184,900	189,900	183,500	0
\$200,001 - \$420,000	8 	13.79%	248,250	0	219,000	315,000	0
\$420,001 and up	6 	10.34%	529,000	499,000	0	559,000	0
Median List Price			146,750	93,850	135,000	205,750	169,000
Total Closed Units		100%	146,750	12	29	16	1
Total Closed Volume			10,683,100	1.52M	3.92M	5.08M	169.00K

June 2020



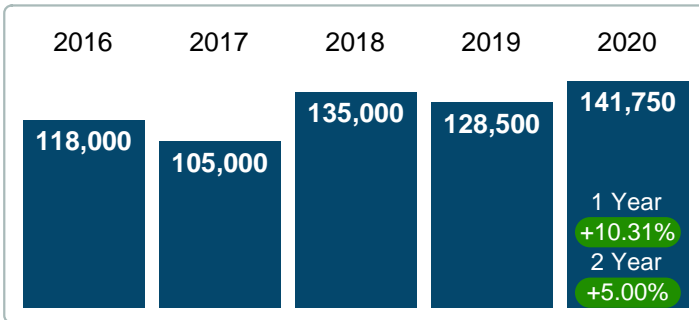
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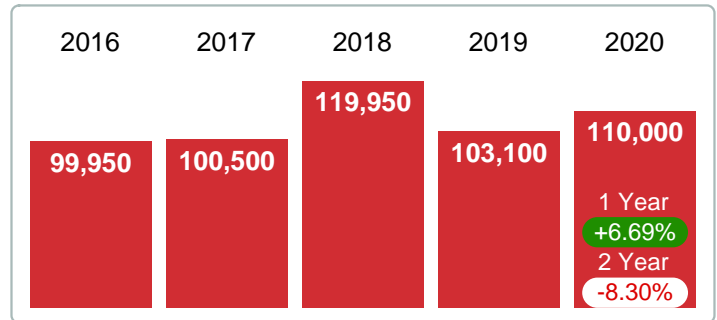
MEDIAN SOLD PRICE AT CLOSING

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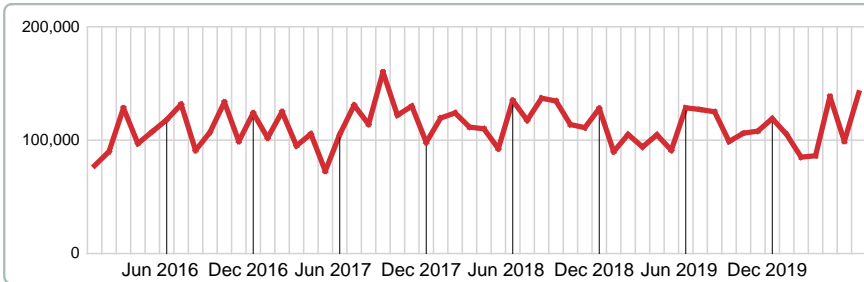
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

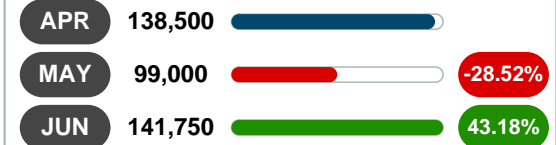


3 MONTHS

5 year JUN AVG = 125,650

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

Median Sold Price at Closing this month at **141,750**
 above the 5 yr JUN average of **125,650**



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	8.62%	25,000	27,500	25,000	0	0
\$40,001 - \$80,000	7	12.07%	67,500	71,625	60,250	0	0
\$80,001 - \$100,000	8	13.79%	90,000	92,900	82,750	97,000	0
\$100,001 - \$170,000	15	25.86%	135,000	107,900	139,250	140,000	157,000
\$170,001 - \$200,000	8	13.79%	181,575	184,900	190,000	176,875	0
\$200,001 - \$420,000	9	15.52%	215,000	0	215,000	231,000	0
\$420,001 and up	6	10.34%	484,500	440,000	0	500,000	0
Median Sold Price			141,750	92,900	129,000	212,000	157,000
Total Closed Units		100%	141,750	12	29	16	1
Total Closed Volume			10,253,075	1.43M	3.80M	4.87M	157.00K

June 2020



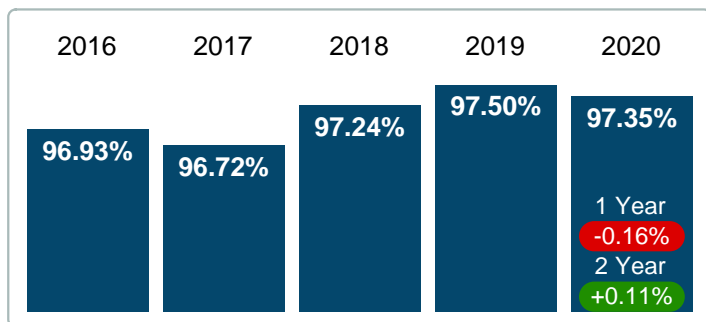
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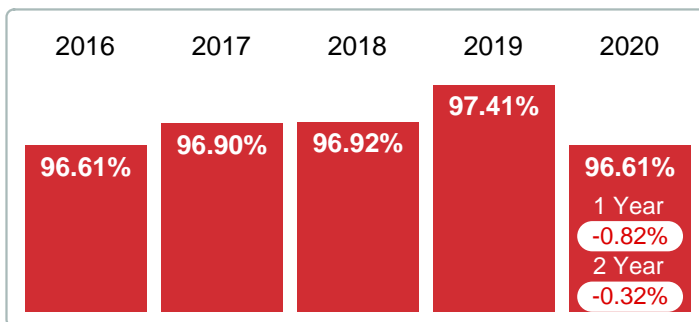
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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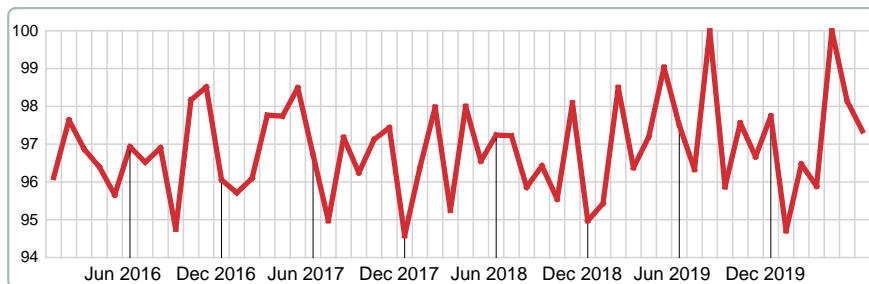
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

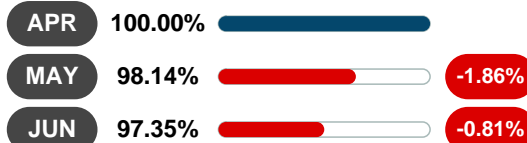


3 MONTHS

5 year JUN AVG = 97.15%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **97.35%**
equal to 5 yr JUN average of **97.15%**



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	8.62%	94.87%	76.59%	100.00%	0.00%	0.00%
\$40,001 - \$80,000	7	12.07%	96.54%	100.00%	95.46%	0.00%	0.00%
\$80,001 - \$100,000	8	13.79%	98.65%	98.92%	98.25%	91.93%	0.00%
\$100,001 - \$170,000	15	25.86%	95.56%	100.00%	95.26%	97.56%	92.90%
\$170,001 - \$200,000	8	13.79%	98.60%	100.00%	98.70%	97.82%	0.00%
\$200,001 - \$420,000	9	15.52%	100.00%	0.00%	98.38%	100.79%	0.00%
\$420,001 and up	6	10.34%	96.08%	88.18%	0.00%	97.12%	0.00%
Median Sold/List Ratio		97.35%		98.92%	96.54%	98.03%	92.90%
Total Closed Units		58	100%	12	29	16	1
Total Closed Volume		10,253,075		1.43M	3.80M	4.87M	157.00K

June 2020



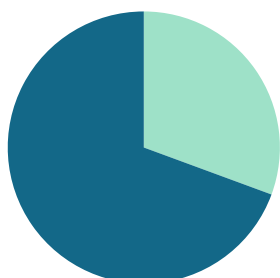
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

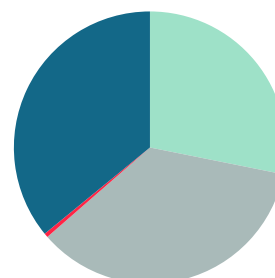


Inventory
 New Listings
45 = 30.61%
 Start Inventory
102
 Total Inventory Units
147
 Volume
\$24,652,150

Market Activity

Closed Sales
58 = 28.16%
 Pending Sales
73 = 35.44%
 Other Off Market
1 = 0.49%
 Active Inventory
74 = 35.92%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	56	58	3.57%	308	271	-12.01%
Pending Sales	58	73	25.86%	358	320	-10.61%
New Listings	59	45	-23.73%	355	299	-15.77%
Median List Price	132,450	146,750	10.80%	109,250	115,000	5.26%
Median Sale Price	128,500	141,750	10.31%	103,100	110,000	6.69%
Median Percent of Selling Price to List Price	97.50%	97.35%	-0.16%	97.41%	96.61%	-0.82%
Median Days on Market to Sale	74.00	84.50	14.19%	93.50	92.00	-1.60%
Monthly Inventory	144	74	-48.61%	144	74	-48.61%
Months Supply of Inventory	2.81	1.50	-46.70%	2.81	1.50	-46.70%

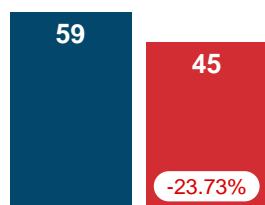
Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on June 30, 2020 = **74**

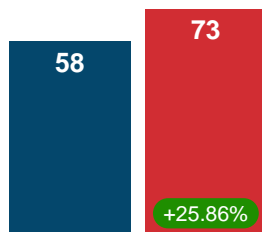
2019 **2020**

JUNE MARKET

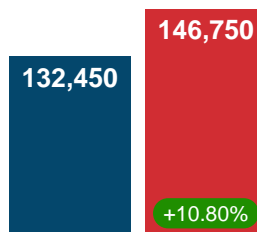
New Listings



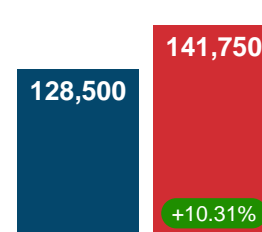
Pending Listings



List Price

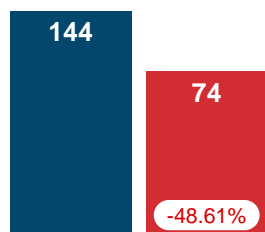


Sale Price

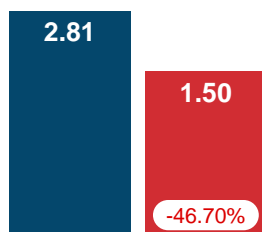


INVENTORY

Active Inventory

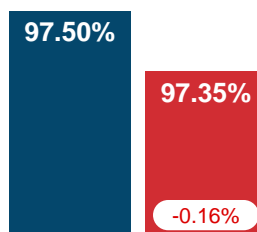


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

