

March 2020



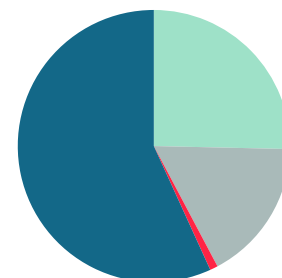
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	48	54	12.50%
Pending Listings	58	36	-37.93%
New Listings	55	45	-18.18%
Median List Price	96,200	90,000	-6.44%
Median Sale Price	94,000	86,250	-8.24%
Median Percent of Selling Price to List Price	96.38%	95.89%	-0.51%
Median Days on Market to Sale	109.50	115.50	5.48%
End of Month Inventory	145	121	-16.55%
Months Supply of Inventory	2.88	2.31	-19.87%



■ Closed (25.35%)
■ Pending (16.90%)
■ Other OffMarket (0.94%)
■ Active (56.81%)

Absorption: Last 12 months, an Average of **52 Sales/Month**
Active Inventory as of March 31, 2020 = **121**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **16.55%** to 121 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 **2.31** 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 **8.24%** in March 2020 to \$86,250 versus the previous year at \$94,000.

Median Days on Market Lengthens

The median number of **115.50** days that homes spent on the market before selling increased by 6.00 days or **5.48%** in March 2020 compared to last year's same month at **109.50** DOM.

Sales Success for March 2020 is Positive

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

There were 45 New Listings in March 2020, down **18.18%** from last year at 55. Furthermore, there were 54 Closed Listings this month versus last year at 48, a **12.50%** increase.

Closed versus Listed trends yielded a **120.0%** ratio, up from previous year's, March 2019, at **87.3%**, a **37.50%** 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

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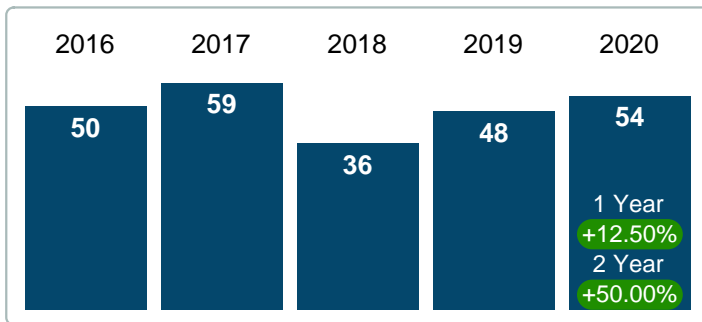
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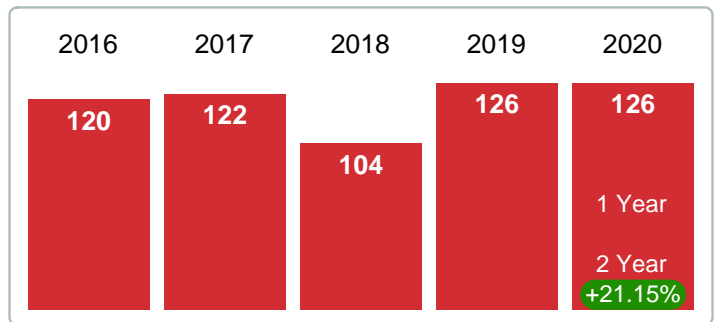
CLOSED LISTINGS

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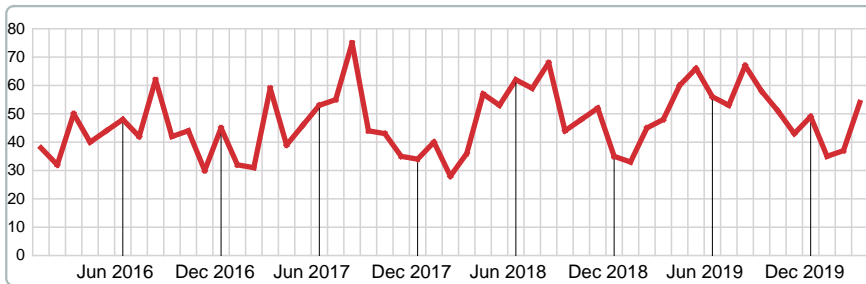
MARCH



YEAR TO DATE (YTD)

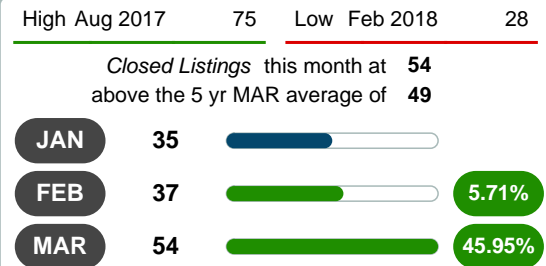


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 49



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	2	3.70%	244.5	1	1	0	0
\$10,001 - \$30,000	11	20.37%	57.0	5	5	1	0
\$30,001 - \$60,000	6	11.11%	232.5	2	3	1	0
\$60,001 - \$110,000	14	25.93%	99.5	6	7	1	0
\$110,001 - \$140,000	9	16.67%	139.0	0	5	4	0
\$140,001 - \$190,000	5	9.26%	92.0	0	4	1	0
\$190,001 and up	7	12.96%	66.0	1	2	4	0
Total Closed Units	54			15	27	12	0
Total Closed Volume	5,975,450	100%	115.5	907.80K	2.67M	2.40M	0.00B
Median Closed Price	\$86,250			\$50,000	\$100,000	\$132,000	\$0

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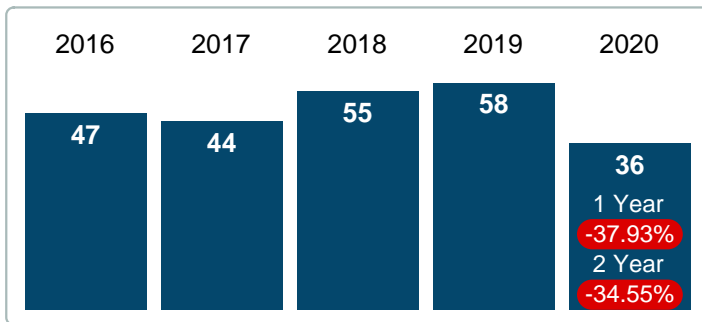
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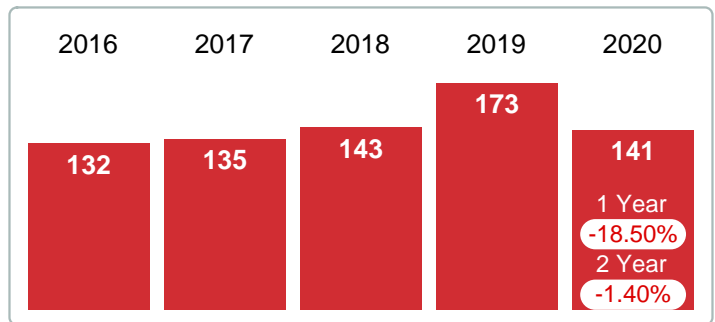
PENDING LISTINGS

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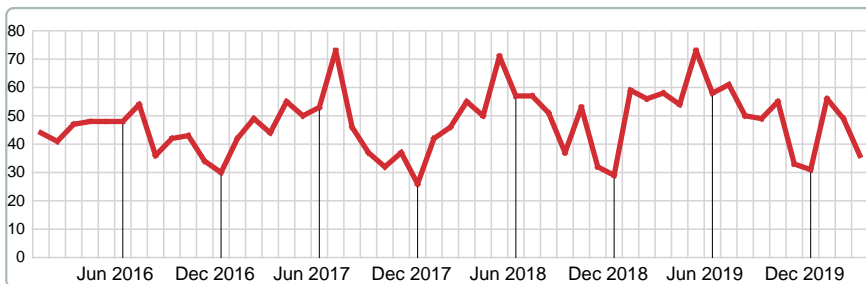
MARCH



YEAR TO DATE (YTD)

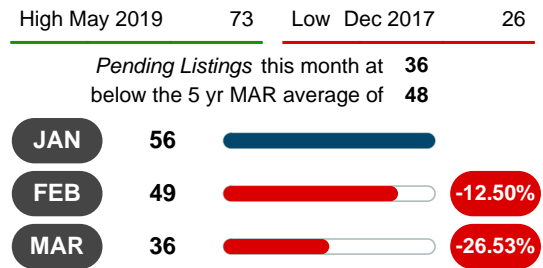


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$30,000 and less	2	5.56%	13.5	2	0	0	0
\$30,001 - \$80,000	6	16.67%	43.0	1	4	1	0
\$80,001 - \$90,000	3	8.33%	16.0	0	3	0	0
\$90,001 - \$160,000	11	30.56%	20.0	3	5	3	0
\$160,001 - \$180,000	5	13.89%	52.0	0	2	1	2
\$180,001 - \$230,000	5	13.89%	7.0	0	5	0	0
\$230,001 and up	4	11.11%	104.0	0	3	1	0
Total Pending Units	36			6	22	6	2
Total Pending Volume	5,099,999	100%	27.5	459.30K	3.14M	1.16M	338.00K
Median Listing Price	\$129,450			\$74,950	\$131,950	\$139,450	\$169,000

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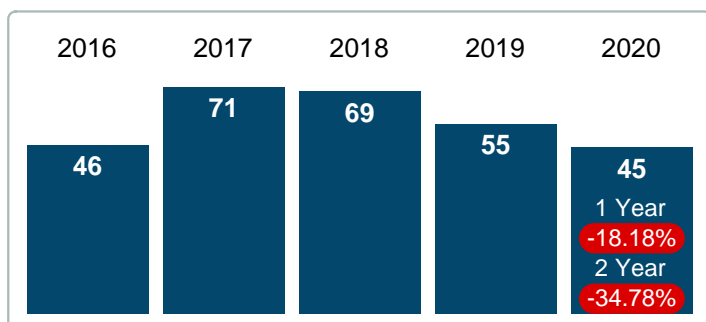
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



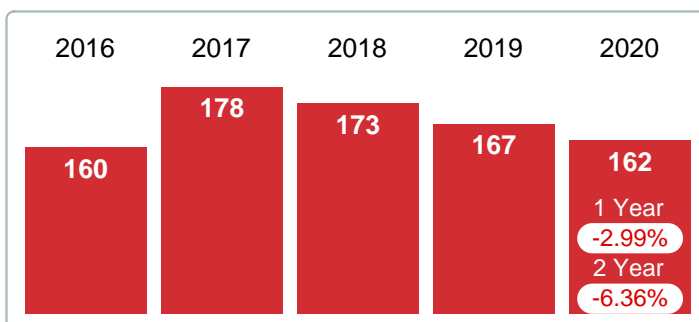
NEW LISTINGS

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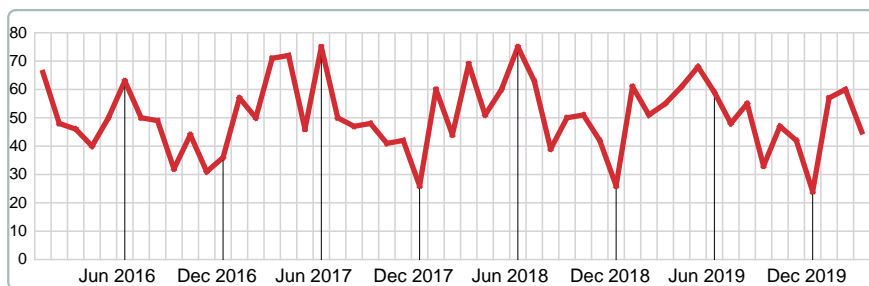
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 57

High Jun 2018: 75 | Low Dec 2019: 24

New Listings this month at **45**
 below the 5 yr MAR average of **57**

Month	New Listings	% Change
JAN	57	-
FEB	60	5.26%
MAR	45	-25.00%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.67%	3	0	0	0
\$30,001 - \$60,000	5	11.11%	2	2	1	0
\$60,001 - \$90,000	7	15.56%	2	5	0	0
\$90,001 - \$140,000	12	26.67%	3	7	2	0
\$140,001 - \$170,000	6	13.33%	1	4	1	0
\$170,001 - \$220,000	7	15.56%	0	6	1	0
\$220,001 and up	5	11.11%	0	3	1	1
Total New Listed Units	45		11	27	6	1
Total New Listed Volume	5,903,000	100%	755.40K	4.00M	881.40K	269.90K
Median New Listed Listing Price	\$134,500		\$65,000	\$135,000	\$141,700	\$269,900

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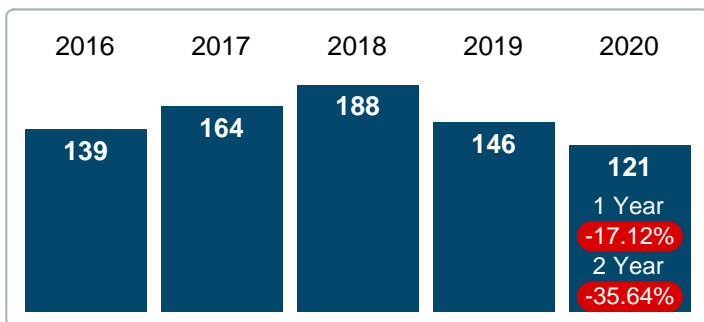
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



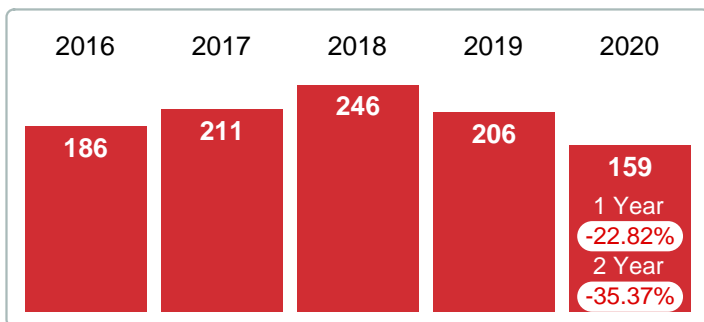
ACTIVE INVENTORY

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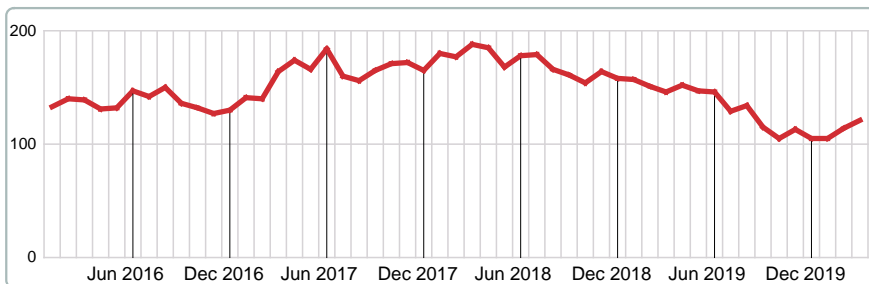
END OF MARCH



ACTIVE DURING MARCH

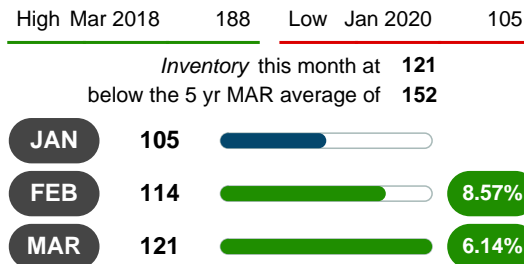


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 152



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	8.26%	76.5	7	3	0	0
\$40,001 - \$60,000	12	9.92%	84.5	4	8	0	0
\$60,001 - \$90,000	16	13.22%	60.5	6	9	1	0
\$90,001 - \$150,000	34	28.10%	59.5	7	20	6	1
\$150,001 - \$200,000	21	17.36%	67.0	1	10	9	1
\$200,001 - \$290,000	15	12.40%	56.0	0	7	7	1
\$290,001 and up	13	10.74%	49.0	2	5	5	1
Total Active Inventory by Units	121			27	62	28	4
Total Active Inventory by Volume	19,115,900	100%	62.0	2.78M	9.12M	6.24M	986.40K
Median Active Inventory Listing Price	\$135,000			\$69,000	\$131,500	\$194,000	\$224,450

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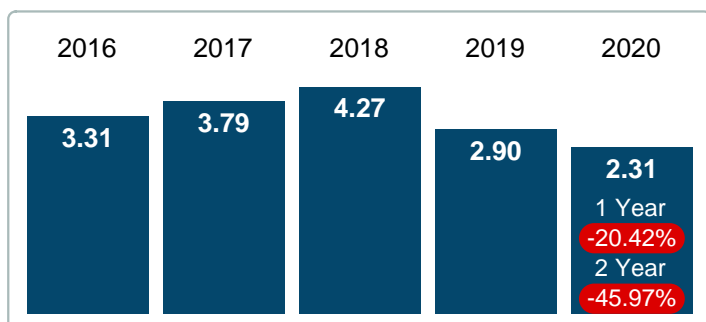
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



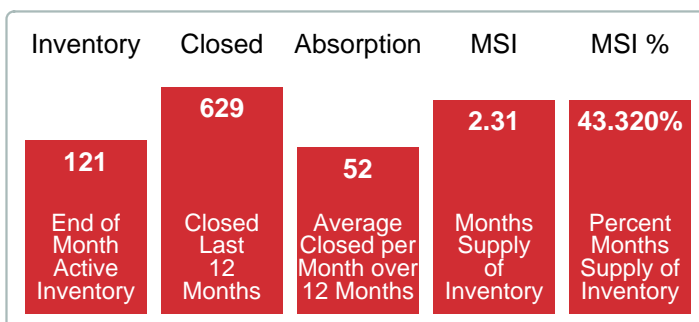
MONTHS SUPPLY of INVENTORY (MSI)

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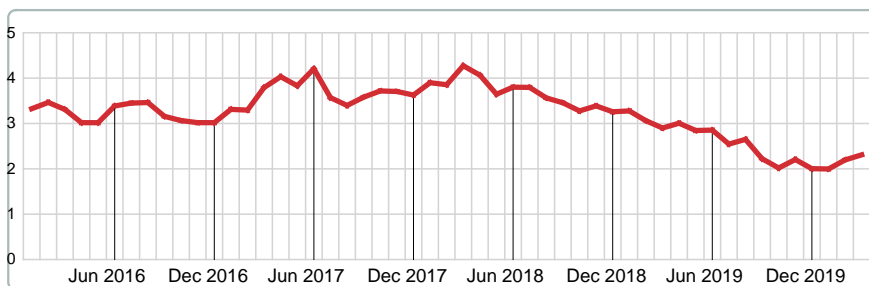
MSI FOR MARCH



INDICATORS FOR MARCH 2020

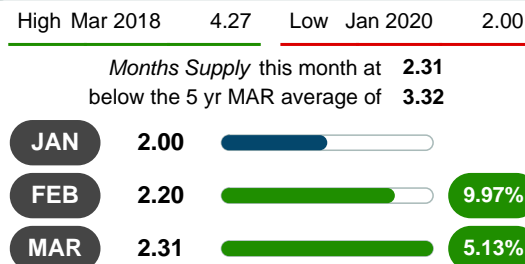


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.32



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	8.26%	1.30	1.79	0.95	0.00	0.00
\$40,001 - \$60,000	12	9.92%	2.29	2.00	3.10	0.00	0.00
\$60,001 - \$90,000	16	13.22%	1.70	1.57	1.83	1.71	0.00
\$90,001 - \$150,000	34	28.10%	2.34	2.90	2.11	2.40	12.00
\$150,001 - \$200,000	21	17.36%	2.80	4.00	1.64	7.71	0.00
\$200,001 - \$290,000	15	12.40%	2.81	0.00	2.55	3.36	4.00
\$290,001 and up	13	10.74%	4.73	0.00	5.45	3.16	4.00
Market Supply of Inventory (MSI)			2.31	2.13	2.07	3.05	6.00
Total Active Inventory by Units		100%	2.31	27	62	28	4

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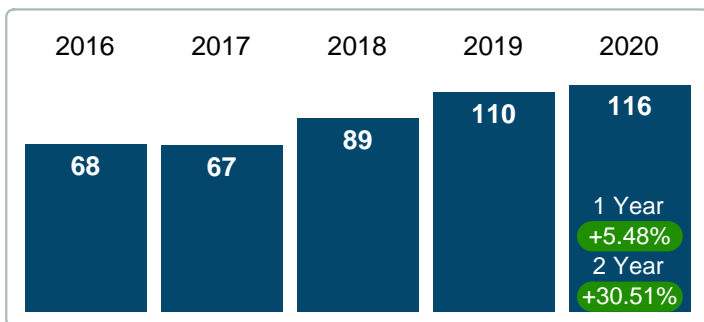
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



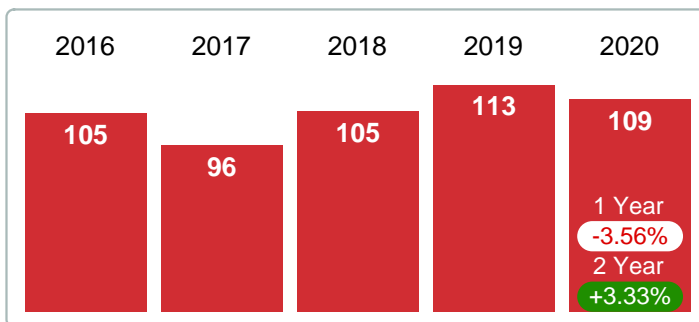
MEDIAN DAYS ON MARKET TO SALE

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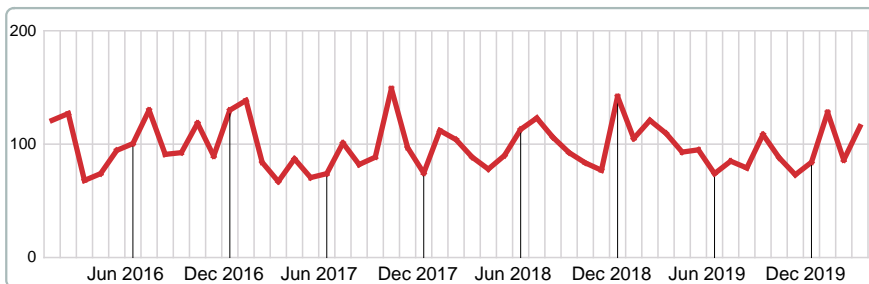
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 90

High Oct 2017 149 Low Mar 2017 67

Median Days on Market to Sale this month at 116 above the 5 yr MAR average of 90



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	3.70%	245	266	223	0	0
\$10,001 - \$30,000	20.37%	57	136	31	40	0
\$30,001 - \$60,000	11.11%	233	278	199	30	0
\$60,001 - \$110,000	25.93%	100	41	124	221	0
\$110,001 - \$140,000	16.67%	139	0	139	111	0
\$140,001 - \$190,000	9.26%	92	0	69	125	0
\$190,001 and up	12.96%	66	124	65	116	0
Median Closed DOM		116	124	92	99	0
Total Closed Units	100%	115.5	15	27	12	
Total Closed Volume		5,975,450	907.80K	2.67M	2.40M	0.00B

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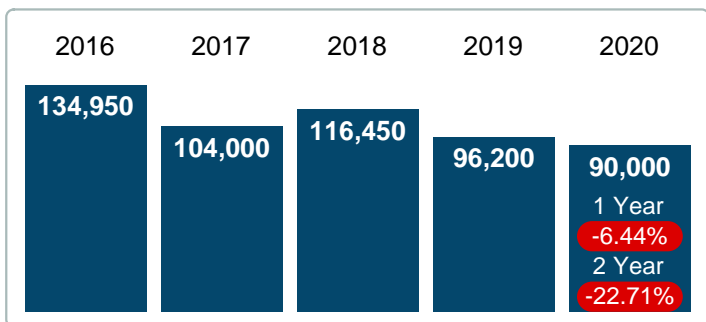
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



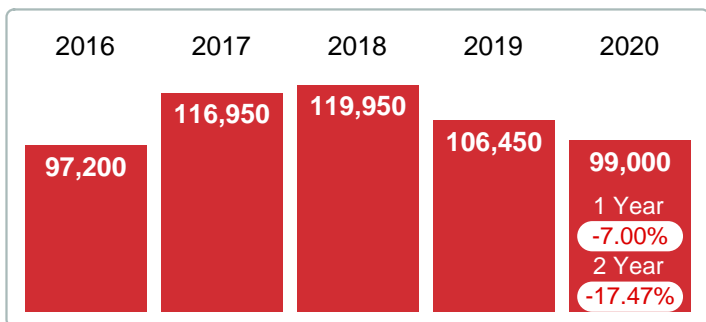
MEDIAN LIST PRICE AT CLOSING

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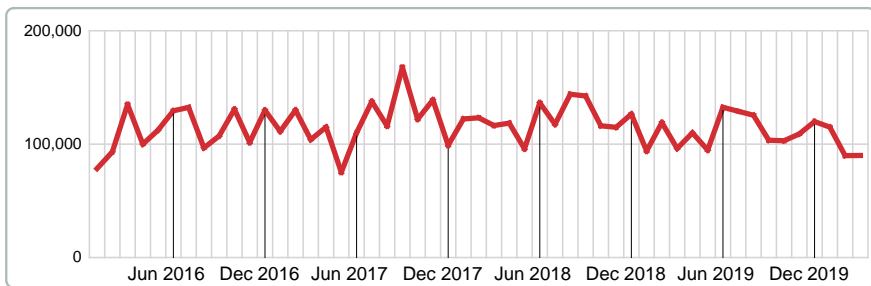
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

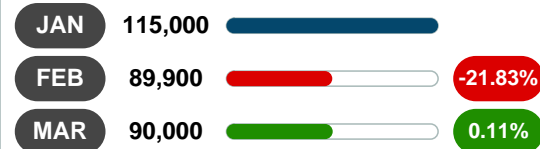


3 MONTHS

5 year MAR AVG = 108,320

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

Median List Price at Closing this month at **90,000**
below the 5 yr MAR average of **108,320**



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%	66	0	0	0	0
\$10,001 - \$30,000	16.67%	19,900	18,900	19,900	27,000	0
\$30,001 - \$60,000	16.67%	52,000	50,000	53,400	55,000	0
\$60,001 - \$110,000	27.78%	80,000	70,000	95,000	95,000	0
\$110,001 - \$140,000	12.96%	135,999	0	139,000	129,450	0
\$140,001 - \$190,000	14.81%	152,400	0	151,950	168,950	0
\$190,001 and up	11.11%	349,000	259,900	269,000	439,000	0
Median List Price		90,000	65,000	99,000	134,450	0
Total Closed Units		54	15	27	12	0
Total Closed Volume		6,384,959	1.04M	2.82M	2.52M	0.00B

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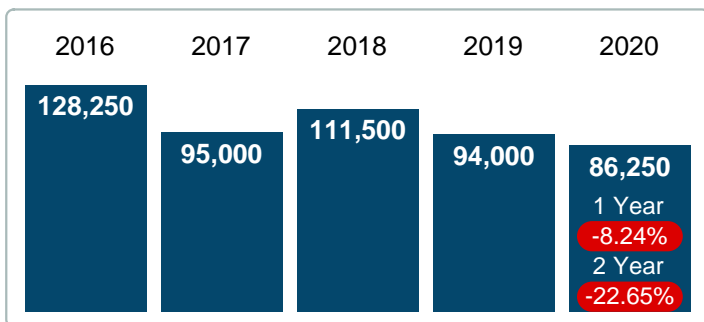
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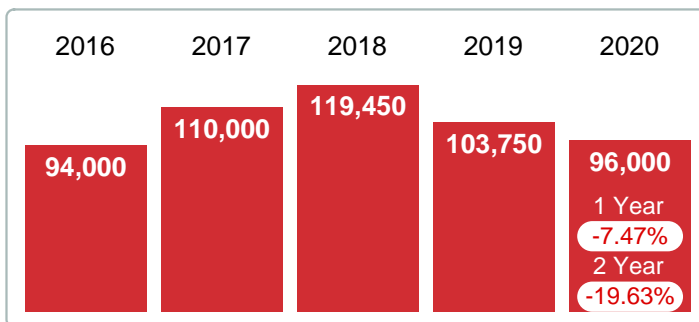
MEDIAN SOLD PRICE AT CLOSING

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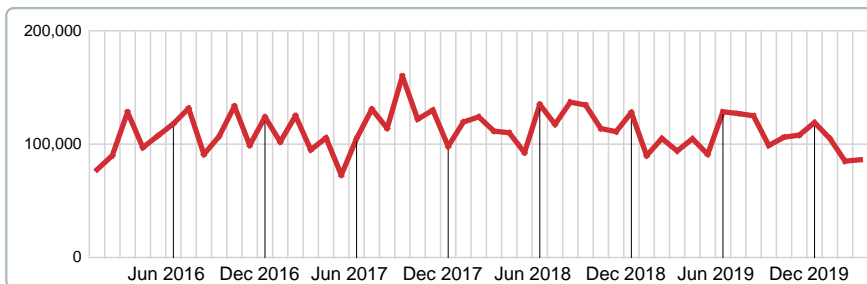
MARCH



YEAR TO DATE (YTD)

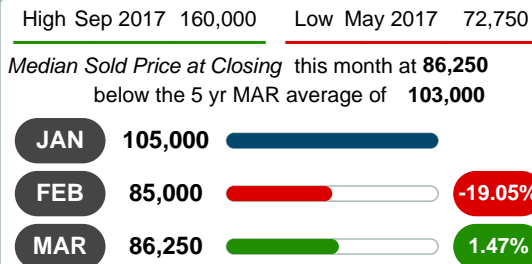


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 103,000



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	3.70%	8,750	8,000	9,500	0	0
\$10,001 - \$30,000	20.37%	22,000	18,000	22,500	27,000	0
\$30,001 - \$60,000	11.11%	50,000	46,750	50,000	55,000	0
\$60,001 - \$110,000	25.93%	82,500	66,500	87,500	93,000	0
\$110,001 - \$140,000	16.67%	134,500	0	135,000	121,500	0
\$140,001 - \$190,000	9.26%	150,000	0	155,000	150,000	0
\$190,001 and up	12.96%	310,000	259,900	251,500	365,000	0
Median Sold Price		86,250	50,000	100,000	132,000	0
Total Closed Units	100%	86,250	15	27	12	0
Total Closed Volume		5,975,450	907.80K	2.67M	2.40M	0.00B

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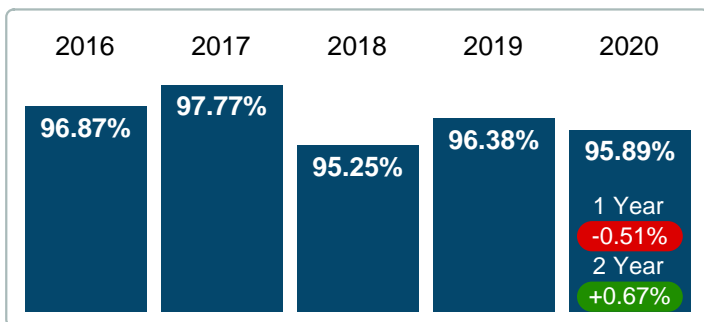
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



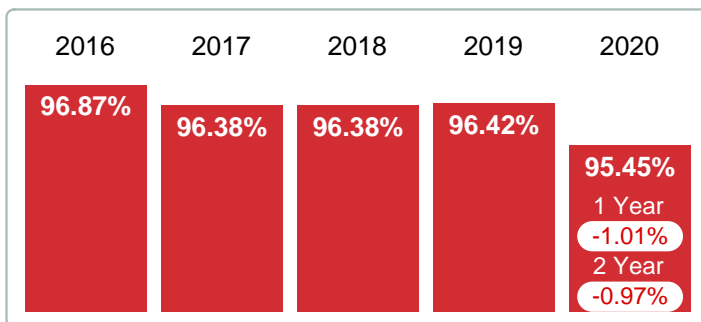
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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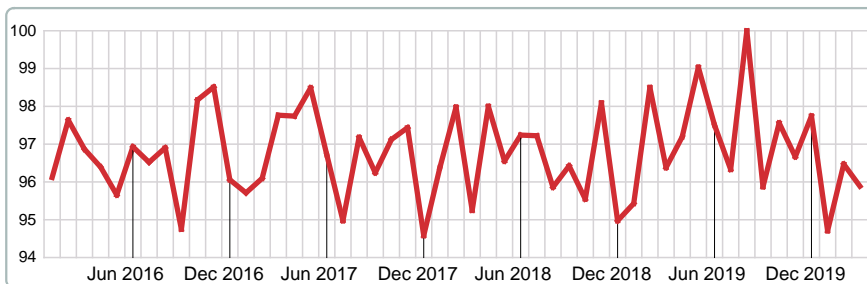
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

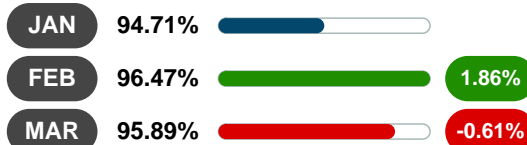


3 MONTHS

5 year MAR AVG = 96.43%

High Aug 2019 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **95.89%** equal to 5 yr MAR average of **96.43%**



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	2	3.70%	46.33%	16.67%	76.00%	0.00%	0.00%
\$10,001 - \$30,000	11	20.37%	90.00%	89.42%	90.00%	100.00%	0.00%
\$30,001 - \$60,000	6	11.11%	89.80%	89.90%	83.47%	100.00%	0.00%
\$60,001 - \$110,000	14	25.93%	96.45%	94.68%	100.50%	97.89%	0.00%
\$110,001 - \$140,000	9	16.67%	96.90%	0.00%	97.12%	95.65%	0.00%
\$140,001 - \$190,000	5	9.26%	99.48%	0.00%	98.73%	100.07%	0.00%
\$190,001 and up	7	12.96%	95.82%	100.00%	94.22%	94.61%	0.00%
Median Sold/List Ratio		95.89%		94.29%	96.98%	97.40%	0.00%
Total Closed Units		54	100%	15	27	12	
Total Closed Volume		5,975,450		907.80K	2.67M	2.40M	0.00B

March 2020



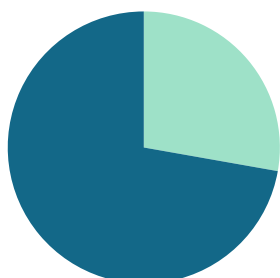
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

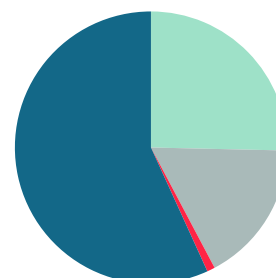


Inventory
 New Listings
45 = 27.78%
 Start Inventory
117
 Total Inventory Units
162
 Volume
\$24,792,399

Market Activity

Closed Sales
54 = 25.35%
 Pending Sales
36 = 16.90%
 Other Off Market
2 = 0.94%
 Active Inventory
121 = 56.81%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	54	12.50%	126	126	0.00%
Pending Sales	58	36	-37.93%	173	141	-18.50%
New Listings	55	45	-18.18%	167	162	-2.99%
Median List Price	96,200	90,000	-6.44%	106,450	99,000	-7.00%
Median Sale Price	94,000	86,250	-8.24%	103,750	96,000	-7.47%
Median Percent of Selling Price to List Price	96.38%	95.89%	-0.51%	96.42%	95.45%	-1.01%
Median Days on Market to Sale	109.50	115.50	5.48%	112.50	108.50	-3.56%
Monthly Inventory	145	121	-16.55%	145	121	-16.55%
Months Supply of Inventory	2.88	2.31	-19.87%	2.88	2.31	-19.87%

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

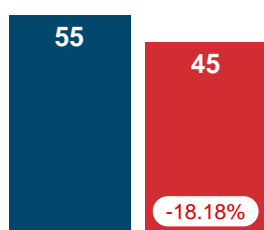
Inventory on March 31, 2020 = **121**

2019 **2020**

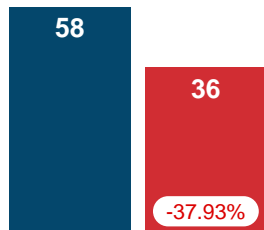
MARCH MARKET

MEDIAN PRICES

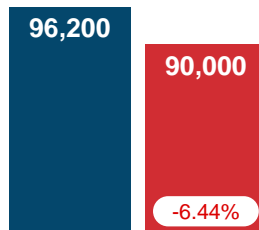
New Listings



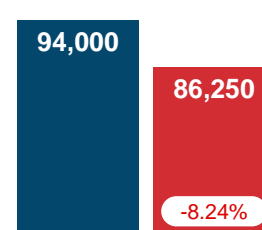
Pending Listings



List Price



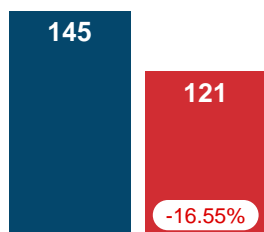
Sale Price



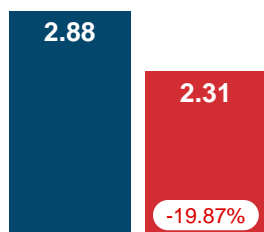
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

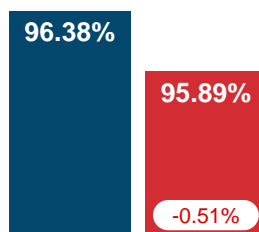
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

