

May 2020



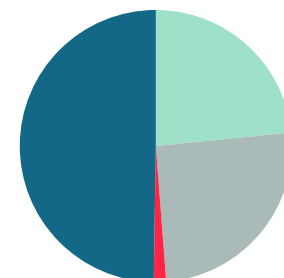
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	66	48	-27.27%
Pending Listings	73	52	-28.77%
New Listings	68	48	-29.41%
Average List Price	117,769	125,677	6.71%
Average Sale Price	115,038	121,260	5.41%
Average Percent of Selling Price to List Price	97.60%	95.07%	-2.60%
Average Days on Market to Sale	173.18	114.33	-33.98%
End of Month Inventory	147	102	-30.61%
Months Supply of Inventory	2.85	2.07	-27.08%



■ Closed (23.41%)
■ Pending (25.37%)
■ Other OffMarket (1.46%)
■ Active (49.76%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of May 31, 2020 = **102**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **30.61%** to 102 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 **2.07** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.41%** in May 2020 to \$121,260 versus the previous year at \$115,038.

Average Days on Market Shortens

The average number of **114.33** days that homes spent on the market before selling decreased by 58.85 days or **33.98%** in May 2020 compared to last year's same month at **173.18** DOM.

Sales Success for May 2020 is Positive

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

There were 48 New Listings in May 2020, down **29.41%** from last year at 68. Furthermore, there were 48 Closed Listings this month versus last year at 66, a **-27.27%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, May 2019, at **97.1%**, a **3.03%** 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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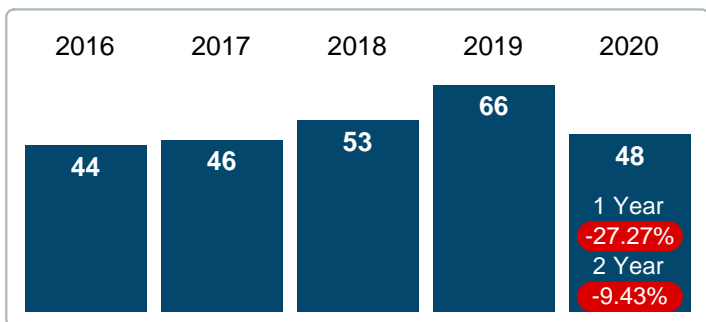
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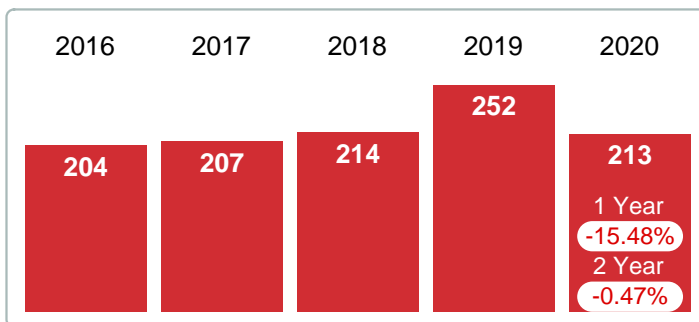
CLOSED LISTINGS

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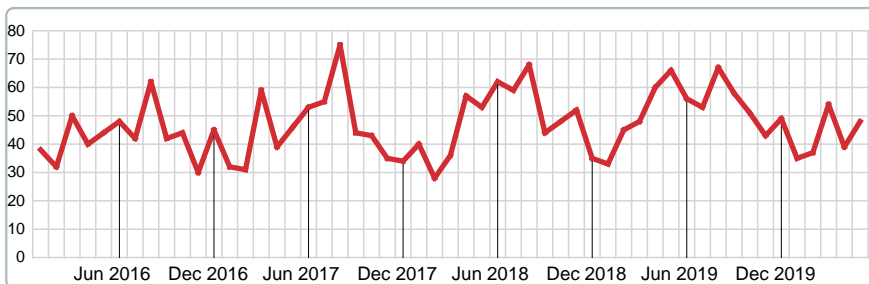
MAY



YEAR TO DATE (YTD)

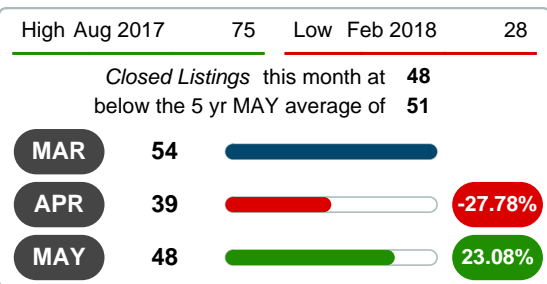


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	2.08%	23.0	0	1	0	0
\$20,001 - \$40,000	8	16.67%	115.0	4	4	0	0
\$40,001 - \$70,000	8	16.67%	129.9	2	6	0	0
\$70,001 - \$130,000	12	25.00%	114.3	3	8	1	0
\$130,001 - \$170,000	8	16.67%	110.1	0	4	4	0
\$170,001 - \$210,000	6	12.50%	94.2	0	2	4	0
\$210,001 and up	5	10.42%	137.8	0	2	2	1
Total Closed Units	48			9	27	11	1
Total Closed Volume	5,820,494	100%	114.3	436.79K	2.62M	2.44M	323.30K
Average Closed Price	\$121,260			\$48,533	\$97,185	\$221,491	\$323,300

May 2020



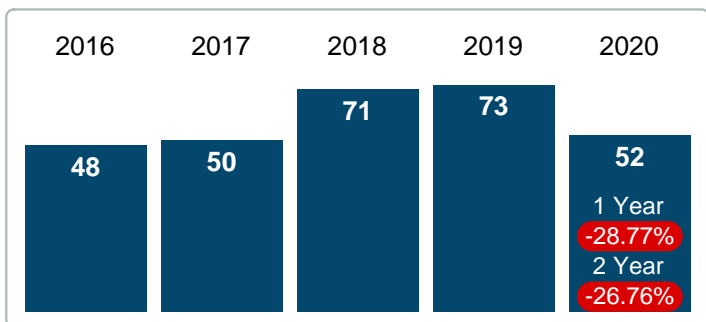
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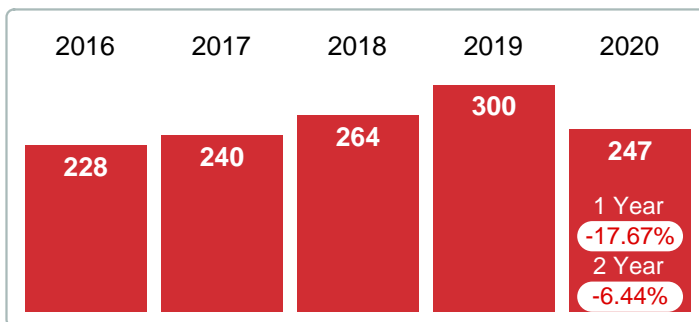
PENDING LISTINGS

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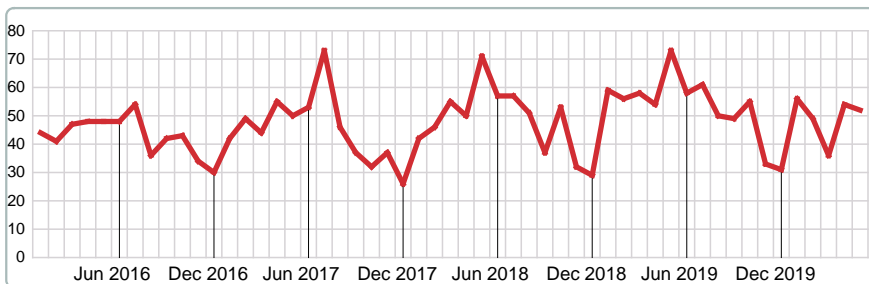
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59

High May 2019: 73 | Low Dec 2017: 26

Pending Listings this month at **52**
below the 5 yr MAY average of **59**

- MAR: 36
- APR: 54 (50.00% increase)
- MAY: 52 (-3.70% decrease)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	145.8	2	3	0	0
\$50,001 - \$75,000	5	9.62%	35.0	3	2	0	0
\$75,001 - \$100,000	5	9.62%	47.6	3	1	1	0
\$100,001 - \$175,000	17	32.69%	148.1	5	8	2	2
\$175,001 - \$200,000	7	13.46%	71.9	0	2	4	1
\$200,001 - \$275,000	5	9.62%	57.6	0	3	2	0
\$275,001 and up	8	15.38%	46.3	0	3	5	0
Total Pending Units	52			13	22	14	3
Total Pending Volume	9,064,750	100%	92.7	1.15M	3.36M	4.11M	436.40K
Average Listing Price	\$174,322			\$88,531	\$152,845	\$293,918	\$145,467

May 2020



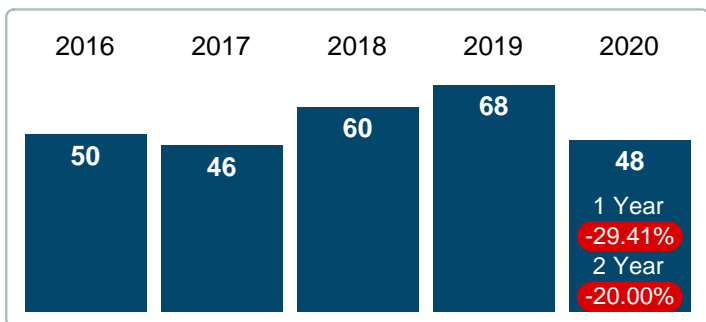
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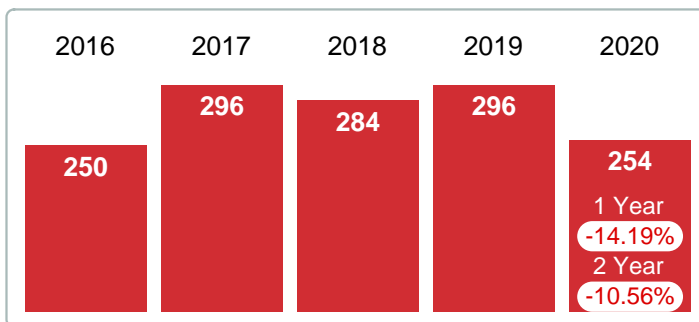
NEW LISTINGS

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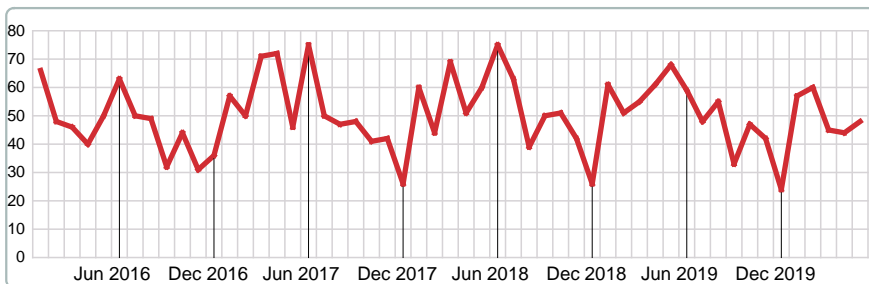
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YEAR TO DATE (YTD)

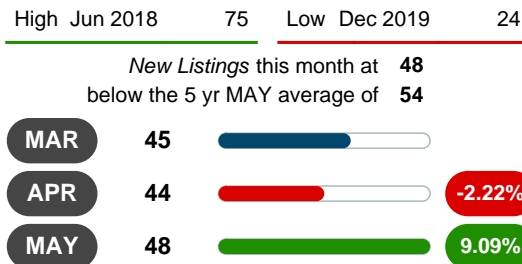


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 54



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	8.33%	2	2	0	0
\$50,001 - \$60,000	4	8.33%	3	1	0	0
\$60,001 - \$90,000	9	18.75%	4	4	1	0
\$90,001 - \$150,000	11	22.92%	1	9	1	0
\$150,001 - \$210,000	9	18.75%	1	6	2	0
\$210,001 - \$230,000	6	12.50%	0	3	3	0
\$230,001 and up	5	10.42%	0	3	1	1
Total New Listed Units	48		11	28	8	1
Total New Listed Volume	7,332,000	100%	828.10K	3.99M	2.02M	497.50K
Average New Listed Listing Price	\$145,415		\$75,282	\$142,468	\$252,163	\$497,500

May 2020



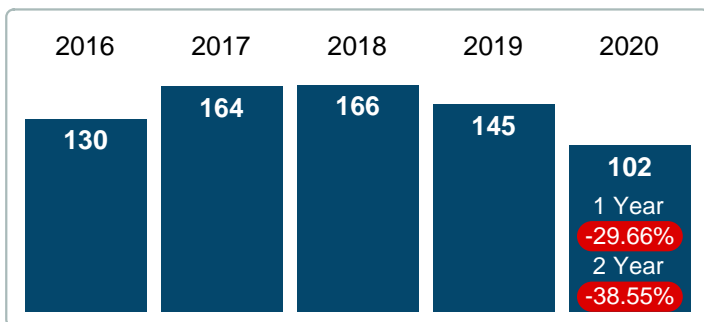
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



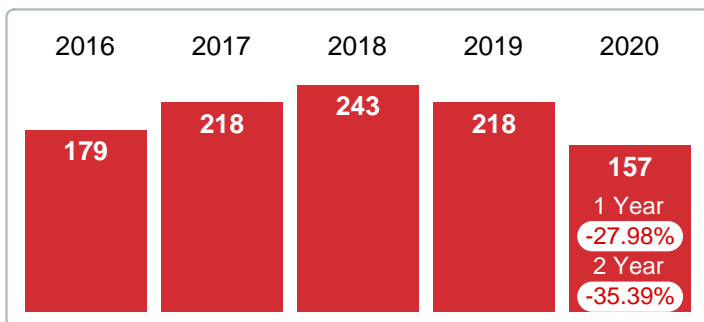
ACTIVE INVENTORY

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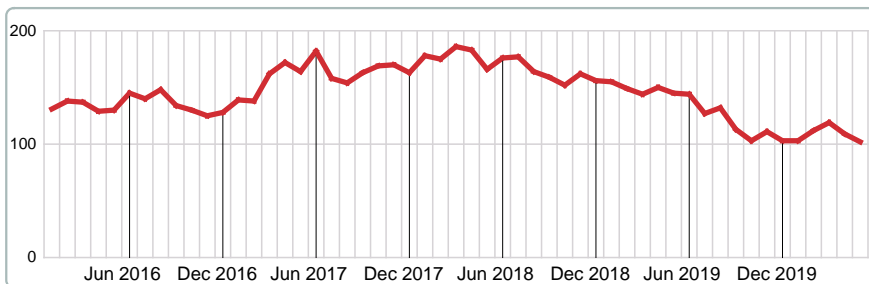
END OF MAY



ACTIVE DURING MAY

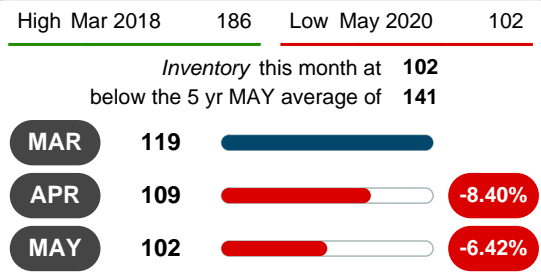


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 141



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.78%	100.8	4	7	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	26	25.49%	93.1	10	14	2	0
\$100,001 - \$150,000	21	20.59%	98.6	2	16	1	2
\$150,001 - \$225,000	19	18.63%	125.1	0	12	7	0
\$225,001 - \$300,000	13	12.75%	79.8	0	9	3	1
\$300,001 and up	12	11.76%	104.8	2	3	5	2
Total Active Inventory by Units	102			18	61	18	5
Total Active Inventory by Volume	16,790,700	100%	100.7	1.98M	9.15M	4.23M	1.43M
Average Active Inventory Listing Price	\$164,615			\$109,861	\$150,051	\$234,878	\$286,460

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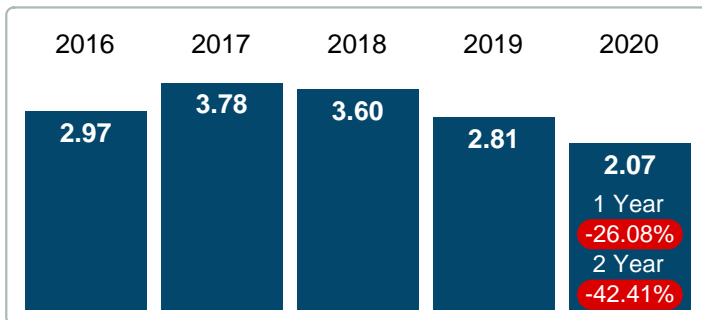
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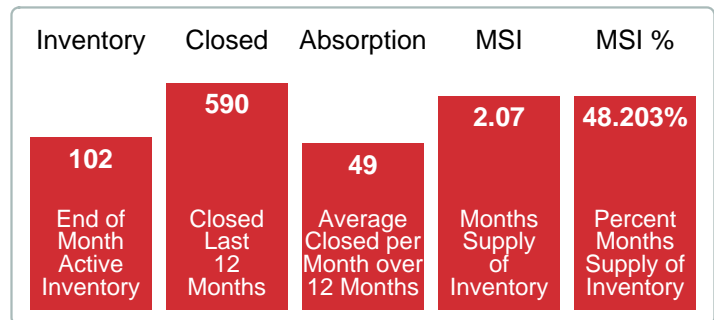
MONTHS SUPPLY of INVENTORY (MSI)

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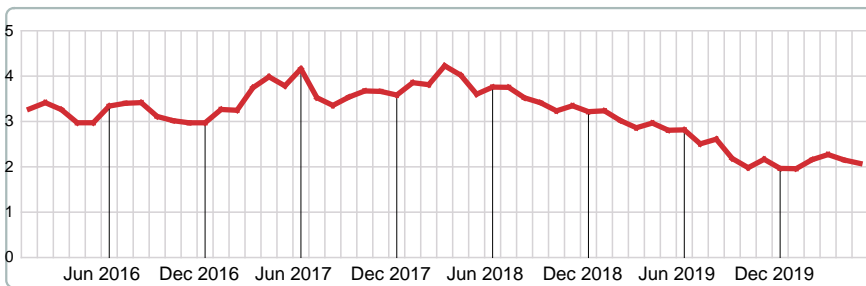
MSI FOR MAY



INDICATORS FOR MAY 2020

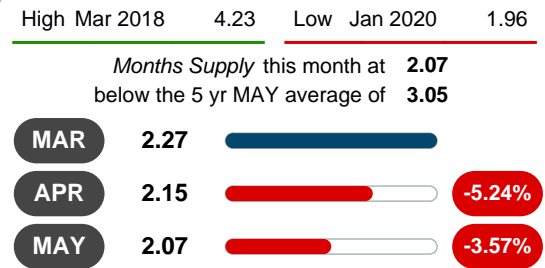


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.05



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	11	10.78%	1.06	0.84	1.47	0.00	0.00
\$50,001 - \$60,000	6	5.88%	2.67	4.00	1.71	0.00	0.00
\$60,001 - \$110,000	21	20.59%	1.75	1.36	1.95	2.40	0.00
\$110,001 - \$160,000	24	23.53%	2.18	2.18	2.35	0.89	12.00
\$160,001 - \$230,000	17	16.67%	2.00	0.00	1.74	3.43	0.00
\$230,001 - \$310,000	12	11.76%	4.50	0.00	6.00	3.00	12.00
\$310,001 and up	11	10.78%	4.71	0.00	4.00	2.82	12.00
Market Supply of Inventory (MSI)			2.07	1.57	2.14	2.10	8.57
Total Active Inventory by Units		100%	2.07	18	61	18	5

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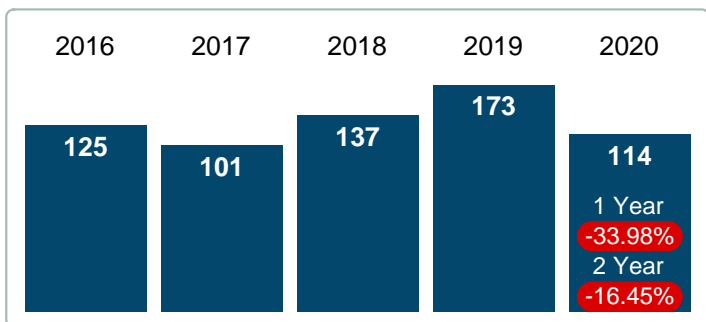
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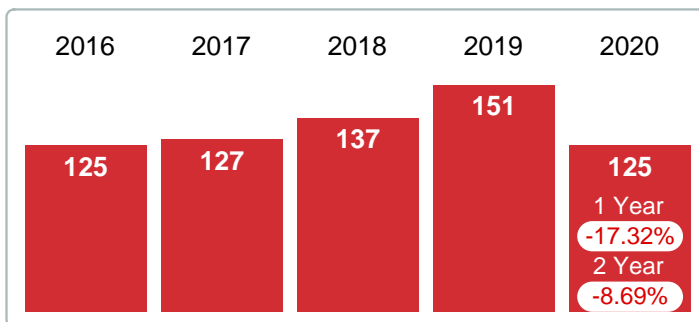
AVERAGE DAYS ON MARKET TO SALE

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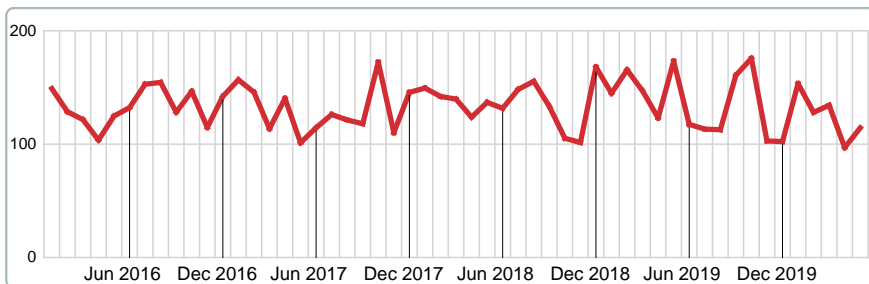
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 130

High Oct 2019 176 Low Apr 2020 97

Average Days on Market to Sale this month at 114 below the 5 yr MAY average of 130



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
\$20,000 and less	2.08%	23	0	23	0	0
\$20,001 - \$40,000	16.67%	115	110	121	0	0
\$40,001 - \$70,000	16.67%	130	32	163	0	0
\$70,001 - \$130,000	25.00%	114	93	115	174	0
\$130,001 - \$170,000	16.67%	110	0	67	153	0
\$170,001 - \$210,000	12.50%	94	0	20	132	0
\$210,001 and up	10.42%	138	0	114	182	98
Average Closed DOM		114	87	109	152	98
Total Closed Units	100%	114	9	27	11	1
Total Closed Volume		5,820,494	436.79K	2.62M	2.44M	323.30K

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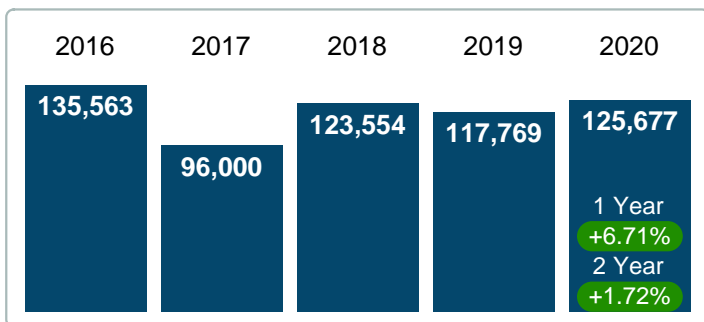
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



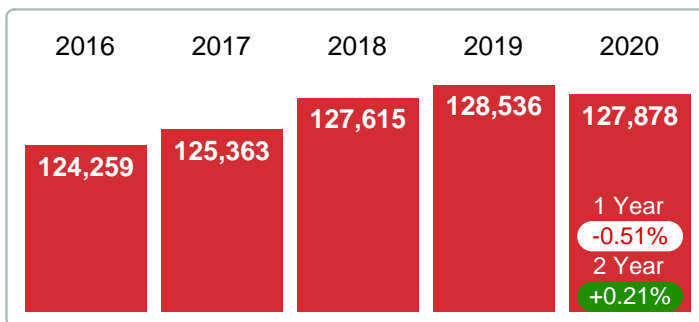
AVERAGE LIST PRICE AT CLOSING

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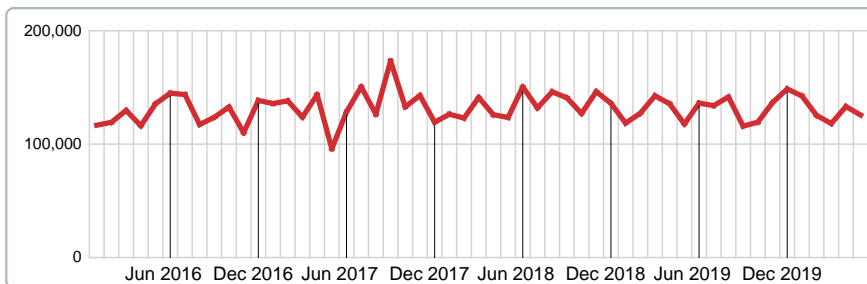
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 119,713

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **125,677**
above the 5 yr MAY average of **119,713**

Month	Average List Price	Change
MAR	118,240	
APR	133,156	+12.62%
MAY	125,677	-5.62%

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
\$20,000 and less	0	0.00%	0	0	24,500	0	0
\$20,001 - \$40,000	9	18.75%	31,922	32,500	37,500	0	0
\$40,001 - \$70,000	8	16.67%	55,063	36,650	58,333	0	0
\$70,001 - \$130,000	12	25.00%	100,342	85,833	102,088	129,900	0
\$130,001 - \$170,000	8	16.67%	146,813	0	141,875	151,750	0
\$170,001 - \$210,000	3	6.25%	179,833	0	180,250	209,750	0
\$210,001 and up	8	16.67%	298,325	0	227,450	474,200	323,300
Average List Price			125,677	51,200	100,893	229,482	323,300
Total Closed Units		100%	125,677	9	27	11	1
Total Closed Volume			6,032,499	460.80K	2.72M	2.52M	323.30K

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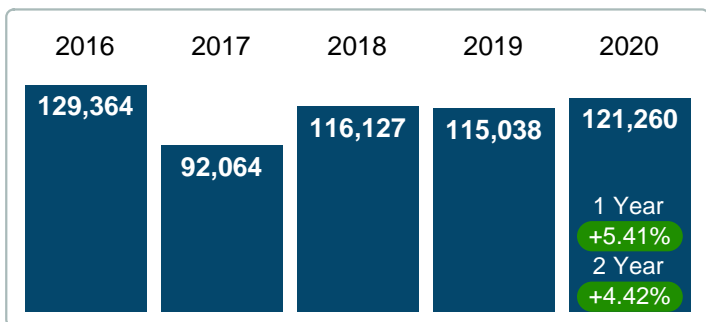
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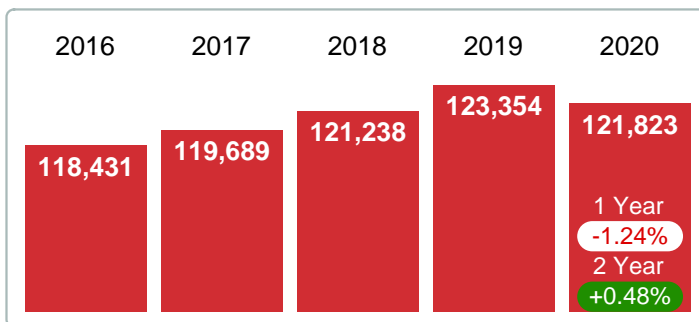
AVERAGE SOLD PRICE AT CLOSING

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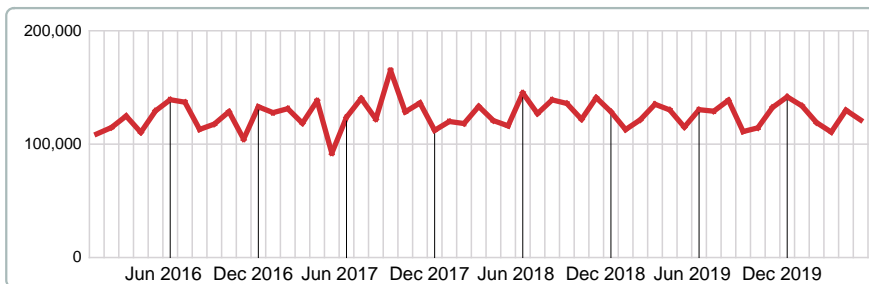
MAY



YEAR TO DATE (YTD)

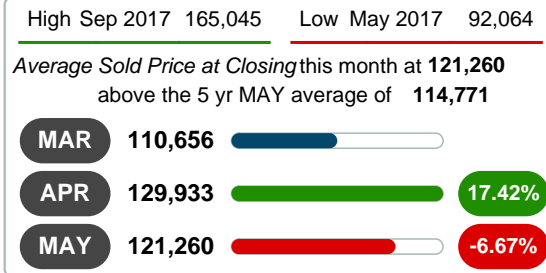


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 114,771



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
\$20,000 and less	2.08%	18,000	0	18,000	0	0
\$20,001 - \$40,000	16.67%	29,844	27,563	32,125	0	0
\$40,001 - \$70,000	16.67%	49,381	40,772	52,250	0	0
\$70,001 - \$130,000	25.00%	98,208	81,667	100,750	127,500	0
\$130,001 - \$170,000	16.67%	145,000	0	141,500	148,500	0
\$170,001 - \$210,000	12.50%	193,317	0	182,500	198,725	0
\$210,001 and up	10.42%	334,060	0	213,500	460,000	323,300
Average Sold Price		121,260	48,533	97,185	221,491	323,300
Total Closed Units	100%	121,260	9	27	11	1
Total Closed Volume		5,820,494	436.79K	2.62M	2.44M	323.30K

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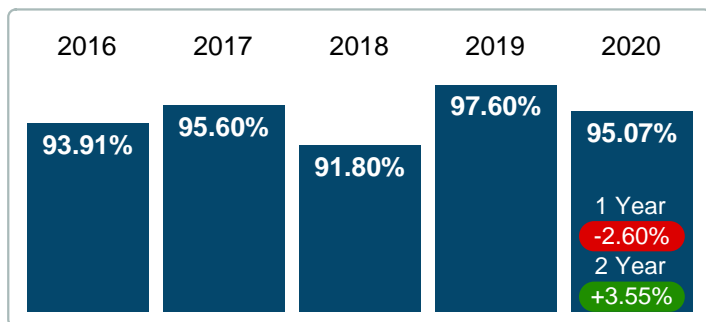
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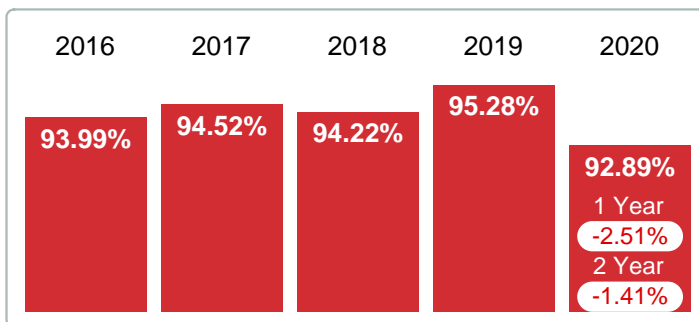
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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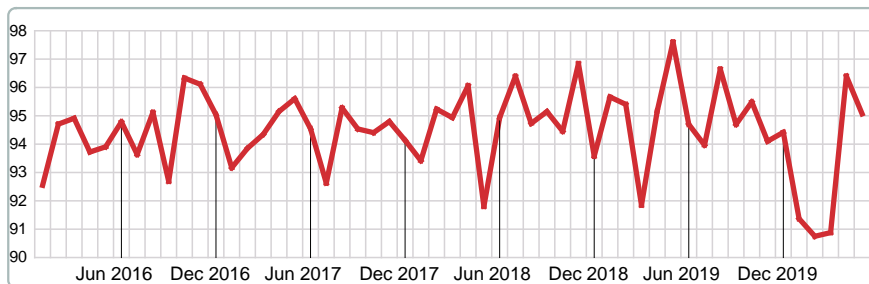
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

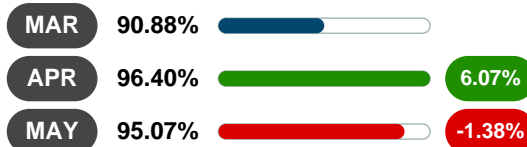


3 MONTHS

5 year MAY AVG = 94.80%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.07%** equal to 5 yr MAY average of **94.80%**



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	
\$20,000 and less	1	2.08%	73.47%	0.00%	73.47%	0.00%	0.00%	
\$20,001 - \$40,000	8	16.67%	86.55%	85.97%	87.14%	0.00%	0.00%	
\$40,001 - \$70,000	8	16.67%	95.80%	112.25%	90.32%	0.00%	0.00%	
\$70,001 - \$130,000	12	25.00%	97.98%	95.51%	98.88%	98.15%	0.00%	
\$130,001 - \$170,000	8	16.67%	98.77%	0.00%	99.75%	97.80%	0.00%	
\$170,001 - \$210,000	6	12.50%	97.09%	0.00%	101.20%	95.03%	0.00%	
\$210,001 and up	5	10.42%	96.49%	0.00%	93.95%	97.28%	100.00%	
Average Sold/List Ratio		95.10%		94.99%	94.23%	96.73%	100.00%	
Total Closed Units		48	100%	95.10%	9	27	11	1
Total Closed Volume		5,820,494			436.79K	2.62M	2.44M	323.30K

May 2020



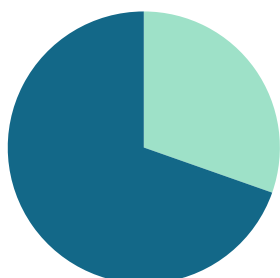
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

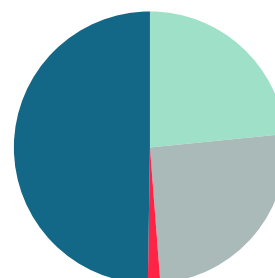


Inventory
 New Listings
48 = 30.38%
 Start Inventory
110
 Total Inventory Units
158
 Volume
\$26,274,200

Market Activity

Closed Sales
48 = 23.41%
 Pending Sales
52 = 25.37%
 Other Off Market
3 = 1.46%
 Active Inventory
102 = 49.76%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	66	48	-27.27%	252	213	-15.48%
Pending Sales	73	52	-28.77%	300	247	-17.67%
New Listings	68	48	-29.41%	296	254	-14.19%
Average List Price	117,769	125,677	6.71%	128,536	127,878	-0.51%
Average Sale Price	115,038	121,260	5.41%	123,354	121,823	-1.24%
Average Percent of Selling Price to List Price	97.60%	95.07%	-2.60%	95.28%	92.89%	-2.51%
Average Days on Market to Sale	173.18	114.33	-33.98%	151.18	125.00	-17.32%
Monthly Inventory	147	102	-30.61%	147	102	-30.61%
Months Supply of Inventory	2.85	2.07	-27.08%	2.85	2.07	-27.08%

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

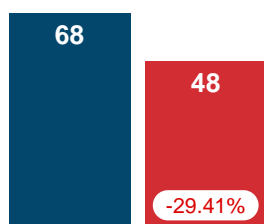
Inventory on May 31, 2020 = **102**

2019 **2020**

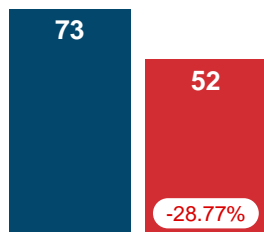
MAY MARKET

AVERAGE PRICES

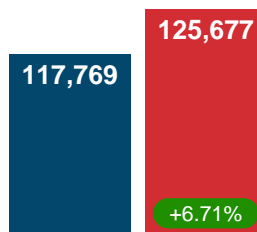
New Listings



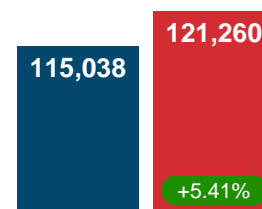
Pending Listings



List Price



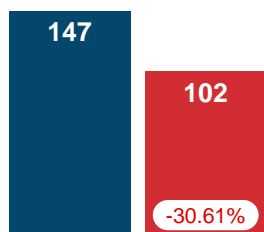
Sale Price



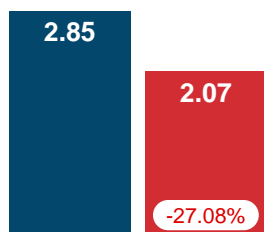
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

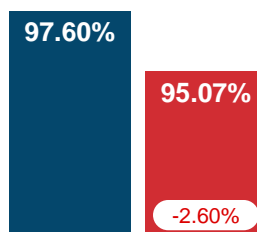
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

