

May 2020



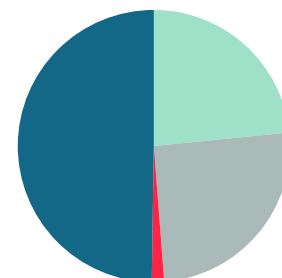
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	94,750	99,500	5.01%
Median Sale Price	91,100	99,000	8.67%
Median Percent of Selling Price to List Price	99.03%	98.14%	-0.90%
Median Days on Market to Sale	95.00	99.50	4.74%
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.

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 **8.67%** in May 2020 to \$99,000 versus the previous year at \$91,100.

Median Days on Market Lengthens

The median number of **99.50** days that homes spent on the market before selling increased by 4.50 days or **4.74%** in May 2020 compared to last year's same month at **95.00** DOM.

Sales Success for May 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 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 Monthly 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

May 2020



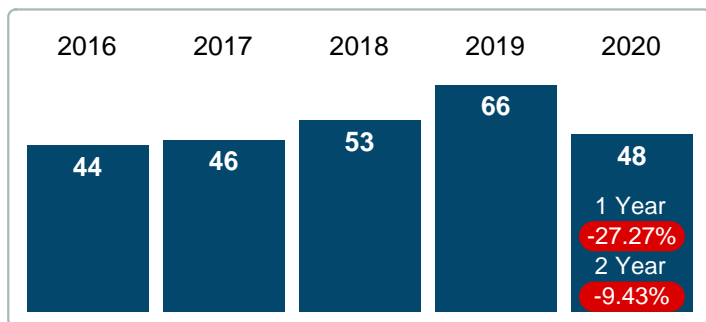
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



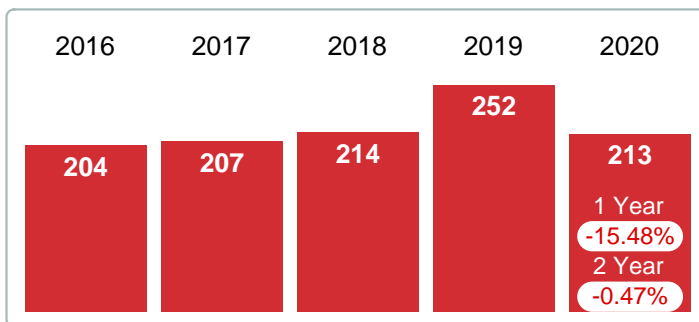
CLOSED LISTINGS

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

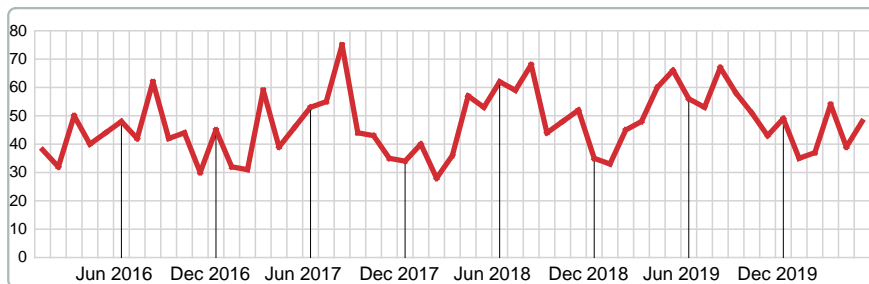
MAY



YEAR TO DATE (YTD)

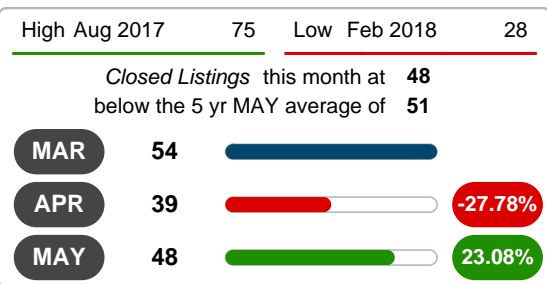


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	102.5	4	4	0	0
\$40,001 - \$70,000	8	16.67%	86.5	2	6	0	0
\$70,001 - \$130,000	12	25.00%	90.5	3	8	1	0
\$130,001 - \$170,000	8	16.67%	79.0	0	4	4	0
\$170,001 - \$210,000	6	12.50%	77.0	0	2	4	0
\$210,001 and up	5	10.42%	116.0	0	2	2	1
Total Closed Units	48			9	27	11	1
Total Closed Volume	5,820,494	100%	99.5	436.79K	2.62M	2.44M	323.30K
Median Closed Price	\$99,000			\$40,500	\$89,500	\$179,900	\$323,300

May 2020



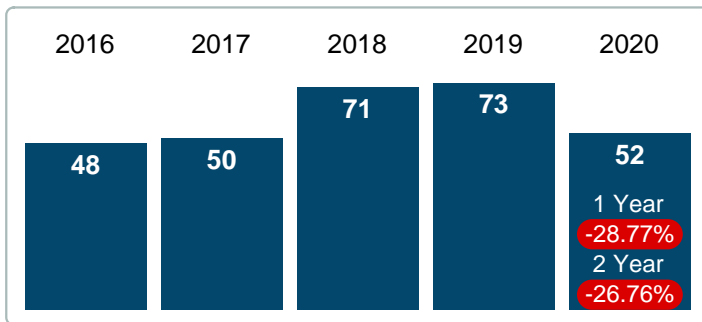
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



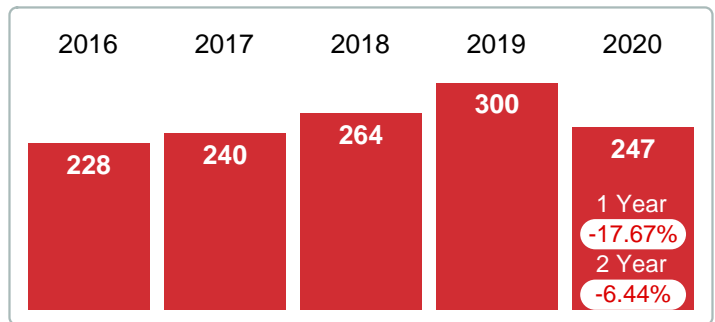
PENDING LISTINGS

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

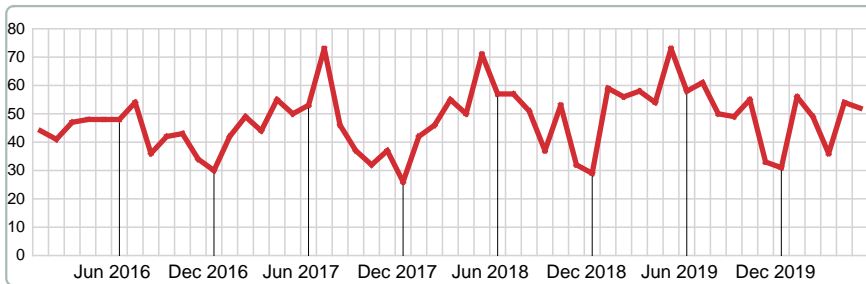
MAY



YEAR TO DATE (YTD)

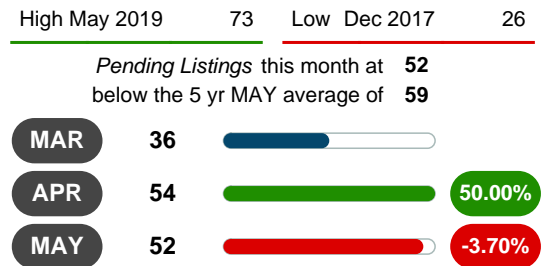


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59



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	5	9.62%	18.0	2	3	0	0
\$50,001 - \$80,000	5	9.62%	11.0	3	2	0	0
\$80,001 - \$110,000	9	17.31%	107.0	6	2	1	0
\$110,001 - \$170,000	12	23.08%	43.5	2	6	2	2
\$170,001 - \$210,000	8	15.38%	59.5	0	3	4	1
\$210,001 - \$290,000	7	13.46%	25.0	0	5	2	0
\$290,001 and up	6	11.54%	25.5	0	1	5	0
Total Pending Units	52			13	22	14	3
Total Pending Volume	9,064,750	100%	26.5	1.15M	3.36M	4.11M	436.40K
Median Listing Price	\$146,450			\$87,900	\$158,950	\$205,750	\$137,500

May 2020



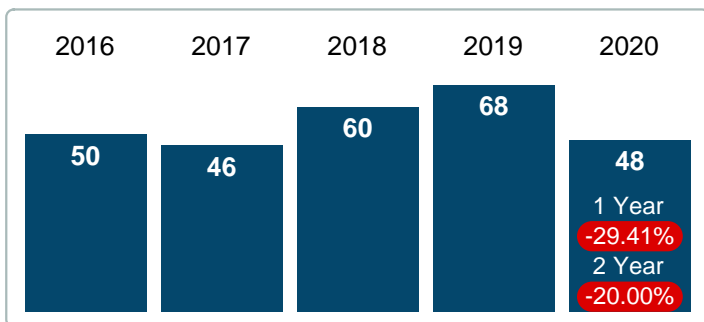
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



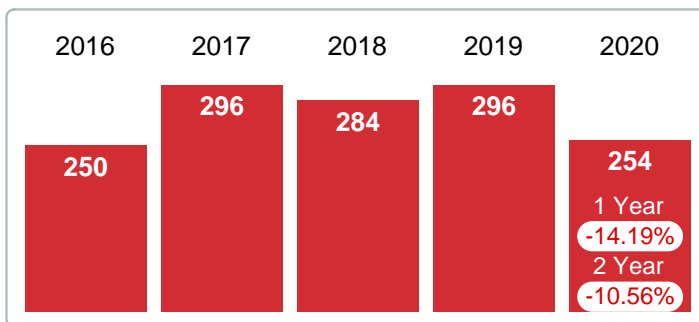
NEW LISTINGS

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

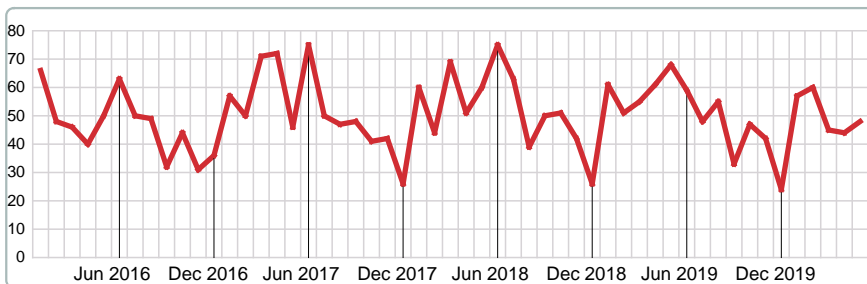
MAY



YEAR TO DATE (YTD)

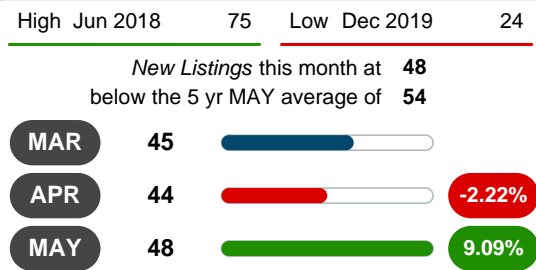


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$126,750		\$69,000	\$139,900	\$203,500	\$497,500

May 2020



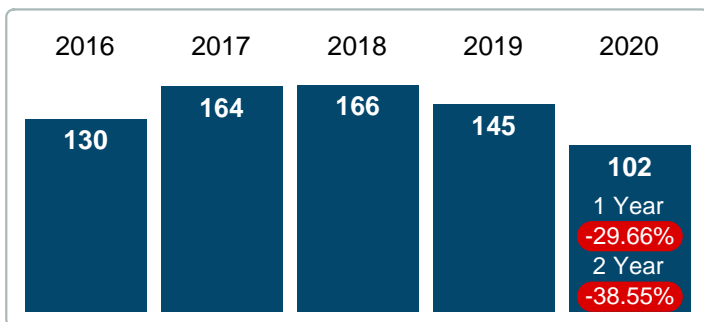
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



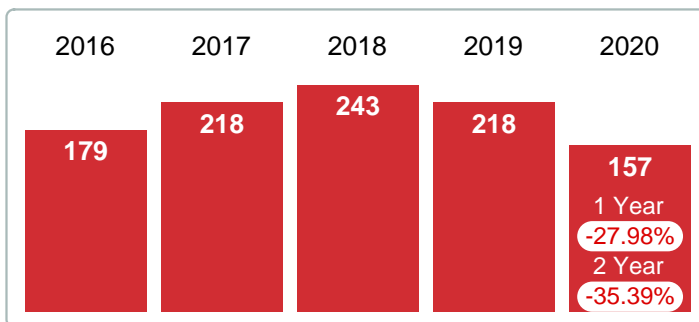
ACTIVE INVENTORY

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

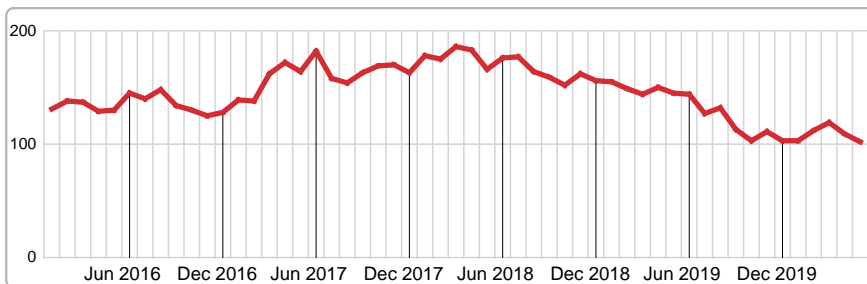
END OF MAY



ACTIVE DURING MAY

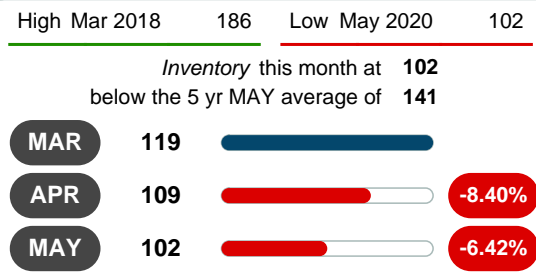


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 141



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.78%	102.0	4	7	0	0
\$50,001 - \$60,000	6	5.88%	119.5	4	2	0	0
\$60,001 - \$110,000	21	20.59%	65.0	6	13	2	0
\$110,001 - \$160,000	24	23.53%	56.5	2	18	2	2
\$160,001 - \$230,000	17	16.67%	72.0	0	11	6	0
\$230,001 - \$310,000	12	11.76%	63.5	0	7	4	1
\$310,001 and up	11	10.78%	107.0	2	3	4	2
Total Active Inventory by Units	102			18	61	18	5
Total Active Inventory by Volume	16,790,700	100%	74.0	1.98M	9.15M	4.23M	1.43M
Median Active Inventory Listing Price	\$139,700			\$65,000	\$139,500	\$217,450	\$269,900

May 2020



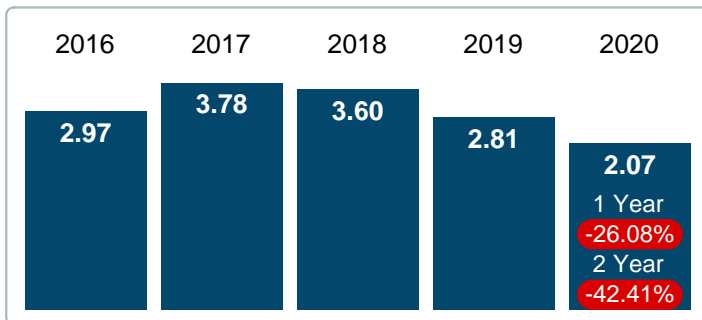
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



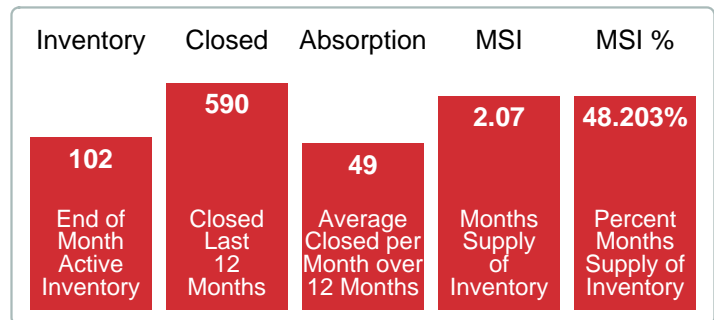
MONTHS SUPPLY of INVENTORY (MSI)

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

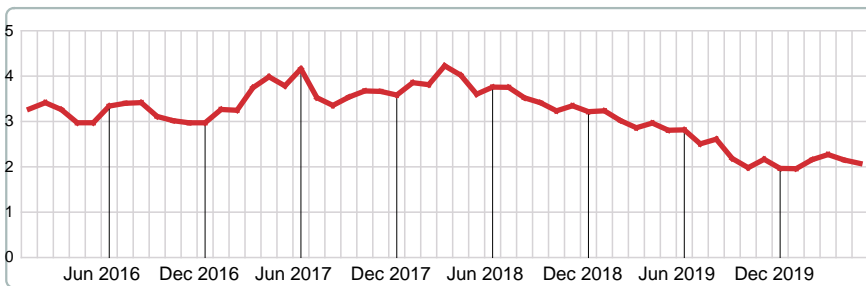
MSI FOR MAY



INDICATORS FOR MAY 2020

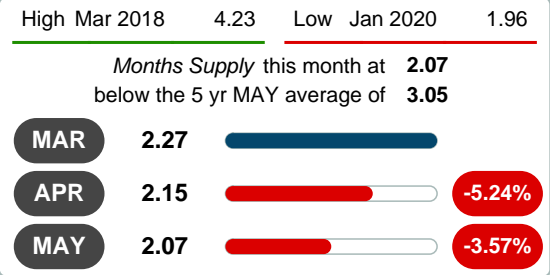


5 YEAR MARKET ACTIVITY TRENDS



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	100%	2.07	1.57	2.14	2.10	8.57
Total Active Inventory by Units	102			18	61	18	5

May 2020



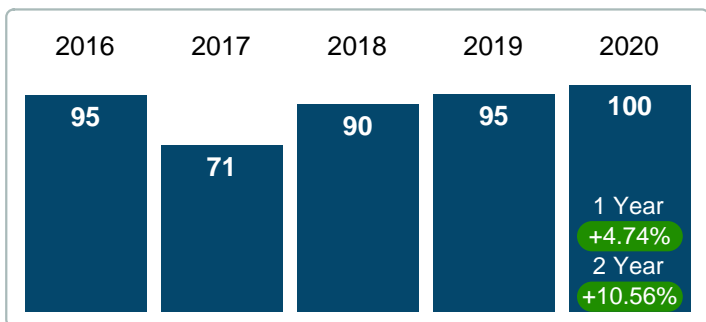
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



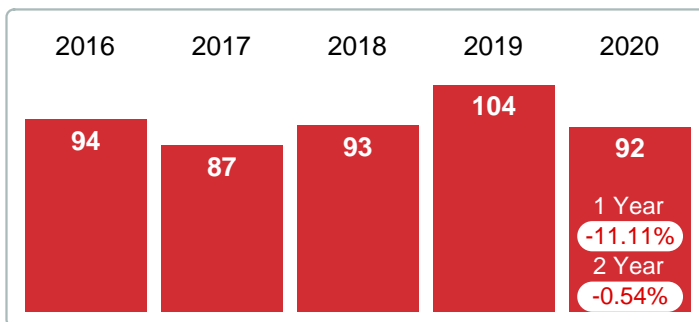
MEDIAN DAYS ON MARKET TO SALE

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

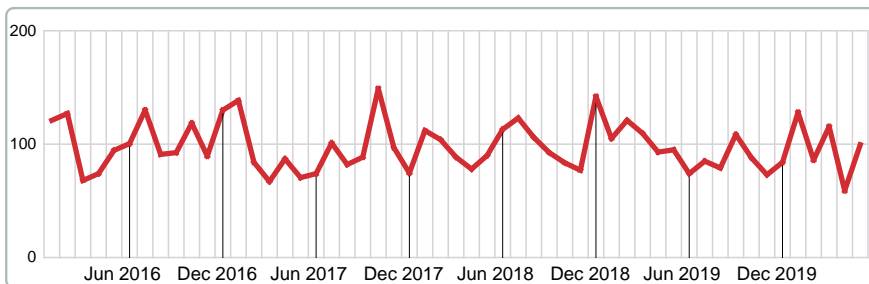
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 90

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 100 above the 5 yr MAY 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
\$20,000 and less	2.08%	23	0	23	0	0
\$20,001 - \$40,000	16.67%	103	78	110	0	0
\$40,001 - \$70,000	16.67%	87	32	150	0	0
\$70,001 - \$130,000	25.00%	91	43	91	174	0
\$130,001 - \$170,000	16.67%	79	0	60	159	0
\$170,001 - \$210,000	12.50%	77	0	20	121	0
\$210,001 and up	10.42%	116	0	114	182	98
Median Closed DOM		100	51	99	140	98
Total Closed Units	100%	99.5	9	27	11	1
Total Closed Volume		5,820,494	436.79K	2.62M	2.44M	323.30K

May 2020



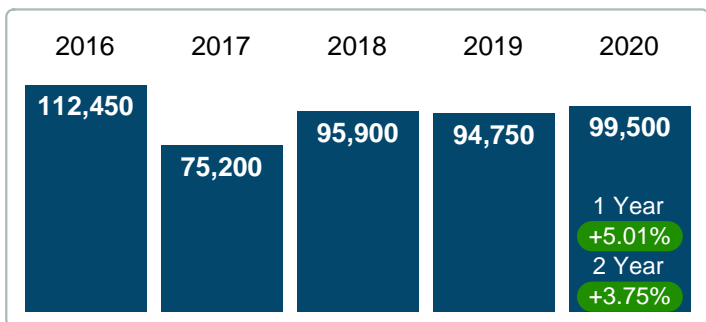
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



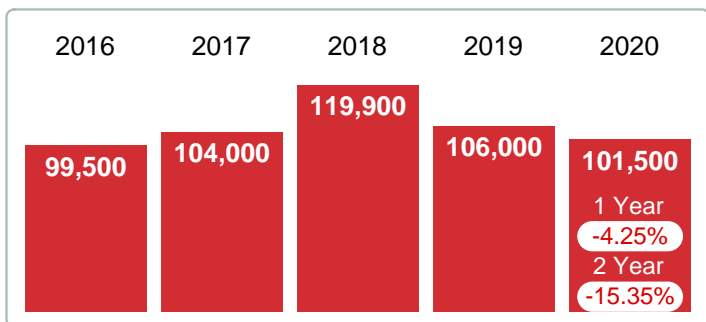
MEDIAN LIST PRICE AT CLOSING

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

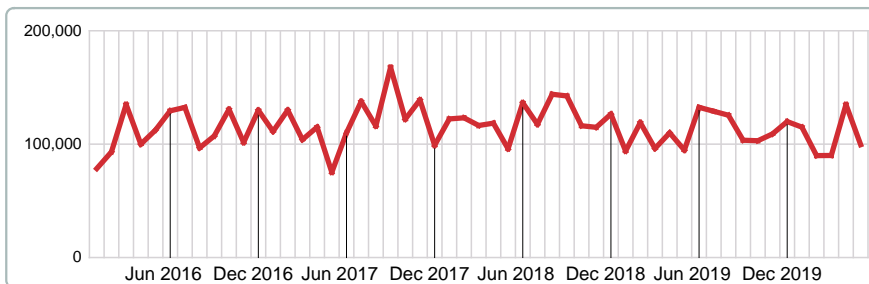
MAY



YEAR TO DATE (YTD)

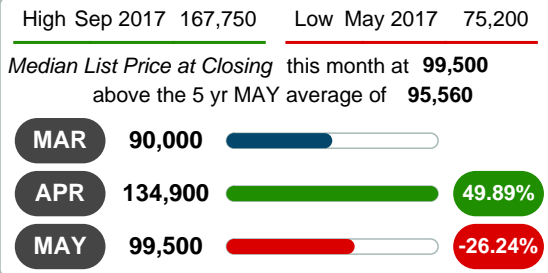


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95,560



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
\$20,000 and less	0	0.00%	116	0	0	0	0
\$20,001 - \$40,000	9	18.75%	33,300	34,150	24,500	0	0
\$40,001 - \$70,000	8	16.67%	57,000	0	57,000	0	0
\$70,001 - \$130,000	12	25.00%	98,950	79,000	98,950	129,900	0
\$130,001 - \$170,000	8	16.67%	149,000	0	142,000	152,000	0
\$170,001 - \$210,000	3	6.25%	179,000	0	180,250	179,000	0
\$210,001 and up	8	16.67%	228,750	0	227,450	222,500	323,300
Median List Price			99,500	37,000	85,000	179,000	323,300
Total Closed Units		100%	99,500	9	27	11	1
Total Closed Volume			6,032,499	460.80K	2.72M	2.52M	323.30K

May 2020



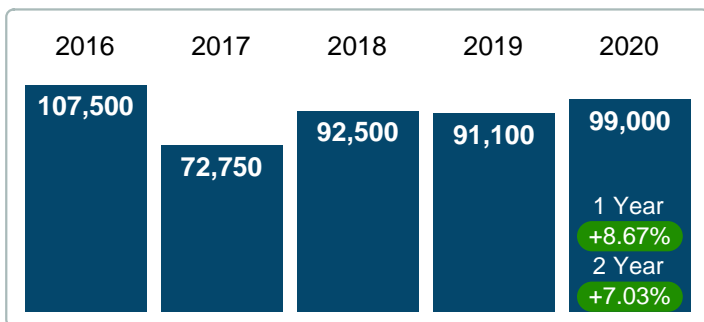
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



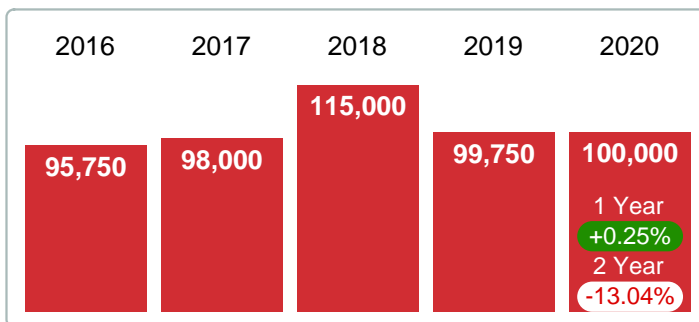
MEDIAN SOLD PRICE AT CLOSING

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

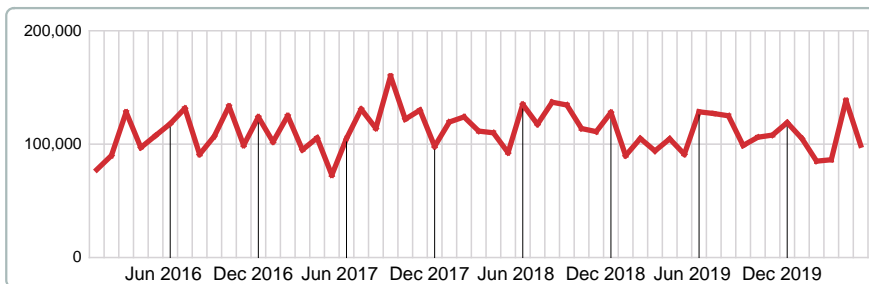
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

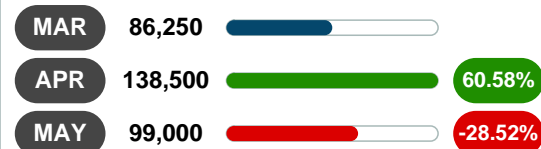


3 MONTHS

5 year MAY AVG = 92,570

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

Median Sold Price at Closing this month at 99,000 above the 5 yr MAY average of 92,570



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
\$20,000 and less	2.08%	18,000	0	18,000	0	0
\$20,001 - \$40,000	16.67%	28,500	26,500	32,000	0	0
\$40,001 - \$70,000	16.67%	50,000	40,772	51,750	0	0
\$70,001 - \$130,000	25.00%	95,000	79,000	99,000	127,500	0
\$130,001 - \$170,000	16.67%	144,750	0	141,250	148,500	0
\$170,001 - \$210,000	12.50%	198,500	0	182,500	205,000	0
\$210,001 and up	10.42%	323,300	0	213,500	460,000	323,300
Median Sold Price		99,000	40,500	89,500	179,900	323,300
Total Closed Units		48	9	27	11	1
Total Closed Volume		5,820,494	436.79K	2.62M	2.44M	323.30K

May 2020



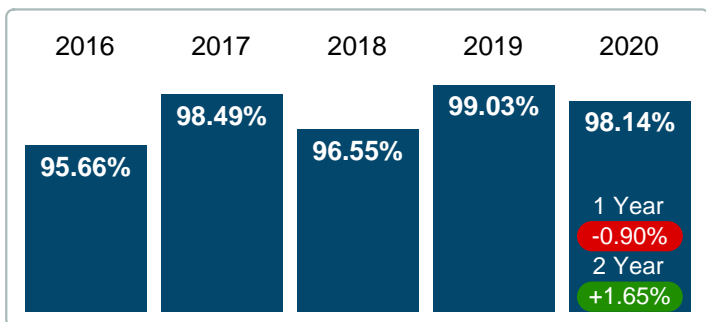
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



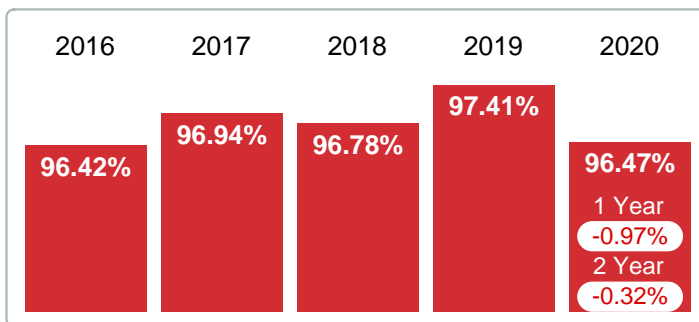
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

MAY



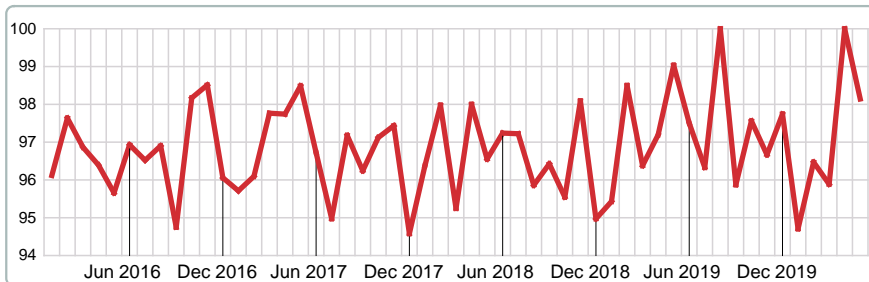
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

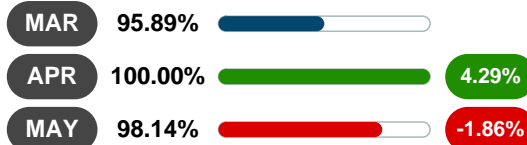
3 MONTHS

5 year MAY AVG = 97.57%



High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **98.14%**
equal to 5 yr MAY average of **97.57%**



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
\$20,000 and less	1	2.08%	73.47%	0.00%	73.47%	0.00%	0.00%
\$20,001 \$40,000	8	16.67%	83.10%	85.84%	83.10%	0.00%	0.00%
\$40,001 \$70,000	8	16.67%	95.45%	112.25%	89.81%	0.00%	0.00%
\$70,001 \$130,000	12	25.00%	99.08%	95.54%	100.00%	98.15%	0.00%
\$130,001 \$170,000	8	16.67%	99.50%	0.00%	100.00%	97.95%	0.00%
\$170,001 \$210,000	6	12.50%	97.67%	0.00%	101.20%	93.74%	0.00%
\$210,001 and up	5	10.42%	96.41%	0.00%	93.95%	97.28%	100.00%
Median Sold/List Ratio		98.14%		96.00%	98.99%	97.12%	100.00%
Total Closed Units		48	100%	9	27	11	1
Total Closed Volume		5,820,494		436.79K	2.62M	2.44M	323.30K

May 2020



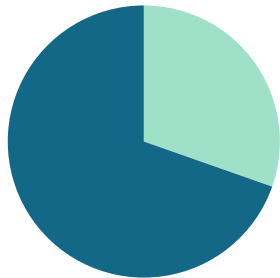
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

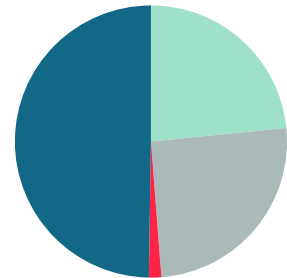


Inventory
 New Listings
48 = 30.38%
 Start Inventory
110
 Total Inventory Units
158
 Volume
\$26,274,200

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%
Median List Price	94,750	99,500	5.01%	106,000	101,500	-4.25%
Median Sale Price	91,100	99,000	8.67%	99,750	100,000	0.25%
Median Percent of Selling Price to List Price	99.03%	98.14%	-0.90%	97.41%	96.47%	-0.97%
Median Days on Market to Sale	95.00	99.50	4.74%	103.50	92.00	-11.11%
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

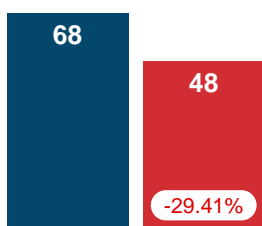
Inventory on May 31, 2020 = **102**

2019 **2020**

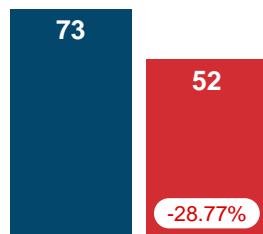
MAY MARKET

MEDIAN PRICES

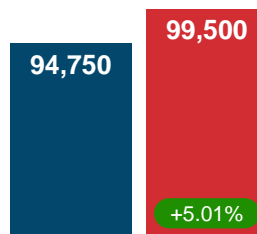
New Listings



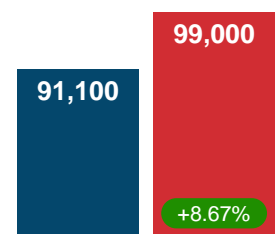
Pending Listings



List Price



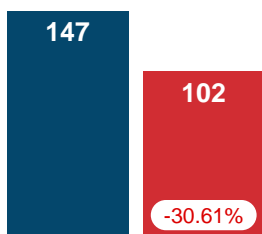
Sale Price



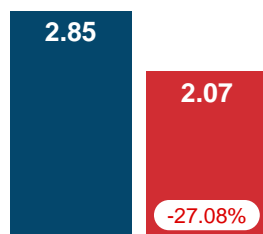
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

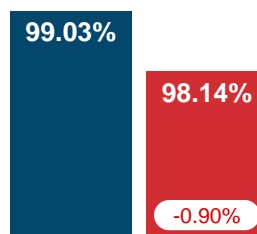
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

