

November 2020



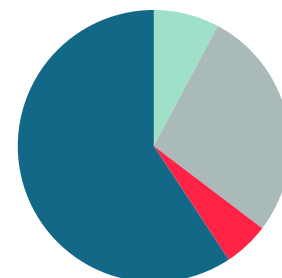
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	43	26	-39.53%
Pending Listings	33	92	178.79%
New Listings	42	228	442.86%
Average List Price	136,651	209,323	53.18%
Average Sale Price	132,358	198,874	50.25%
Average Percent of Selling Price to List Price	94.10%	94.84%	0.79%
Average Days on Market to Sale	102.81	17.35	-83.13%
End of Month Inventory	116	198	70.69%
Months Supply of Inventory	2.26	3.89	71.81%



■ Closed (7.78%)
■ Pending (27.54%)
■ Other OffMarket (5.39%)
■ Active (59.28%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of November 30, 2020 = **198**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2020 rose **70.69%** to 198 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 **3.89** 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 **50.25%** in November 2020 to \$198,874 versus the previous year at \$132,358.

Average Days on Market Shortens

The average number of **17.35** days that homes spent on the market before selling decreased by 85.47 days or **83.13%** in November 2020 compared to last year's same month at **102.81** DOM.

Sales Success for November 2020 is Positive

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

There were 228 New Listings in November 2020, up **442.86%** from last year at 42. Furthermore, there were 26 Closed Listings this month versus last year at 43, a **-39.53%** decrease.

Closed versus Listed trends yielded a **11.4%** ratio, down from previous year's, November 2019, at **102.4%**, a **88.86%** downswing. This will certainly create pressure on an increasing 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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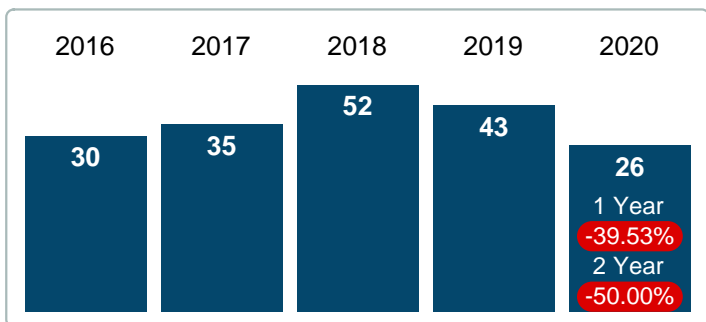
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



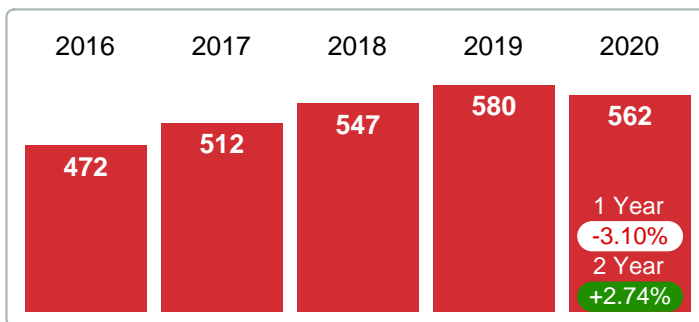
CLOSED LISTINGS

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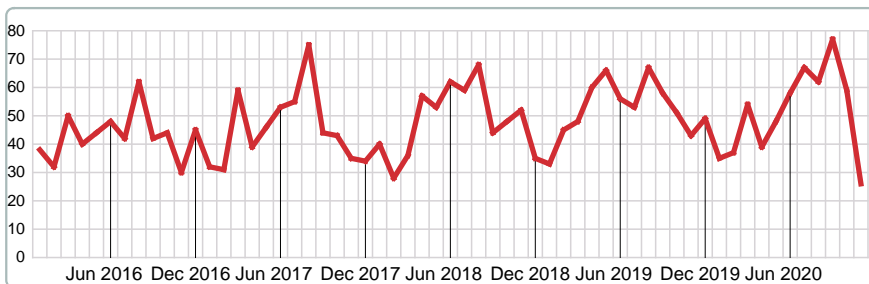
NOVEMBER



YEAR TO DATE (YTD)

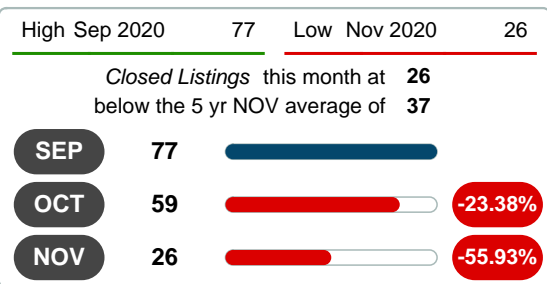


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	11.54%	36.0	0	3	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$125,000	6	23.08%	2.7	1	5	0	0
\$125,001 - \$175,000	7	26.92%	5.4	0	5	1	1
\$175,001 - \$250,000	4	15.38%	54.0	0	3	1	0
\$250,001 - \$350,000	3	11.54%	1.3	0	0	3	0
\$350,001 and up	3	11.54%	23.0	1	2	0	0
Total Closed Units	26			2	18	5	1
Total Closed Volume	5,170,726	100%	17.3	460.00K	3.23M	1.31M	165.00K
Average Closed Price	\$198,874			\$230,000	\$179,679	\$262,300	\$165,000

November 2020



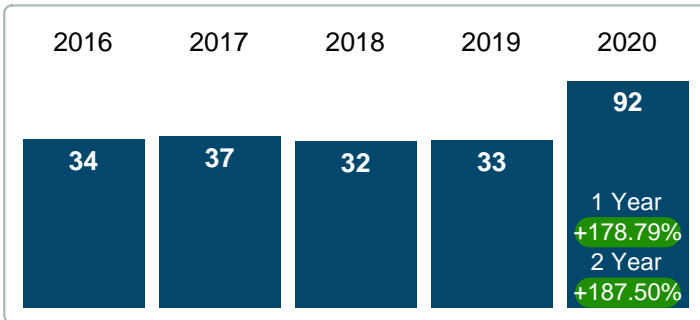
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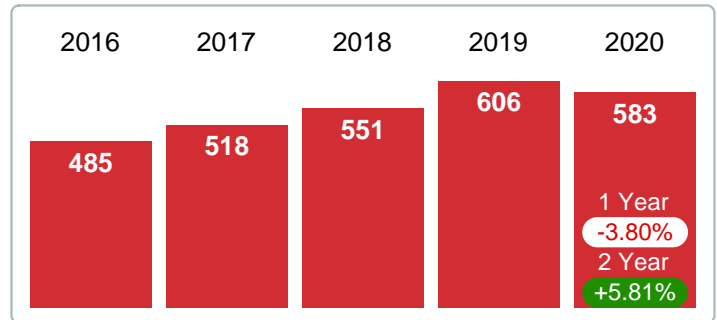
PENDING LISTINGS

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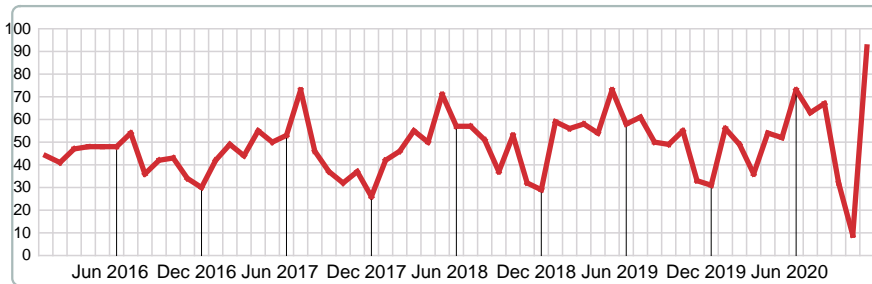
NOVEMBER



YEAR TO DATE (YTD)

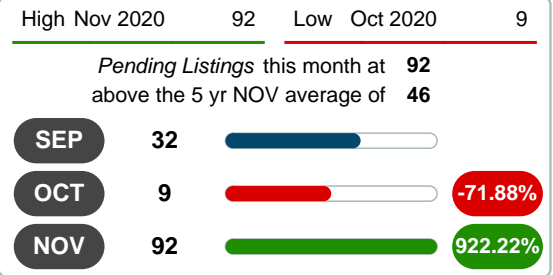


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



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	6	6.52%	11.0	3	2	0	1
\$50,001 - \$75,000	8	8.70%	9.9	4	4	0	0
\$75,001 - \$125,000	16	17.39%	6.9	5	9	1	1
\$125,001 - \$175,000	19	20.65%	3.9	2	14	2	1
\$175,001 - \$275,000	22	23.91%	10.8	0	14	8	0
\$275,001 - \$425,000	11	11.96%	10.7	3	4	4	0
\$425,001 and up	10	10.87%	6.2	0	4	5	1
Total Pending Units	92			17	51	20	4
Total Pending Volume	22,758,398	100%	8.5	2.06M	12.03M	7.91M	763.90K
Average Listing Price	\$247,500			\$121,088	\$235,814	\$395,475	\$190,975

November 2020



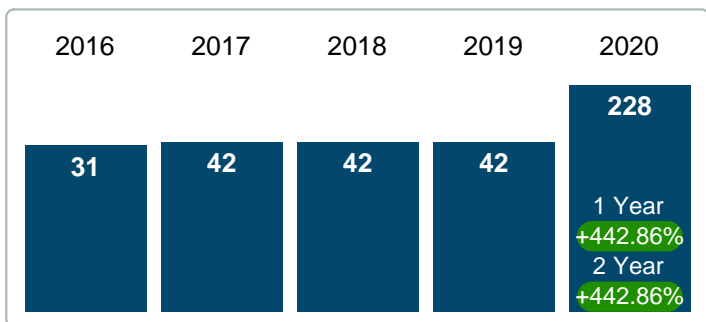
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



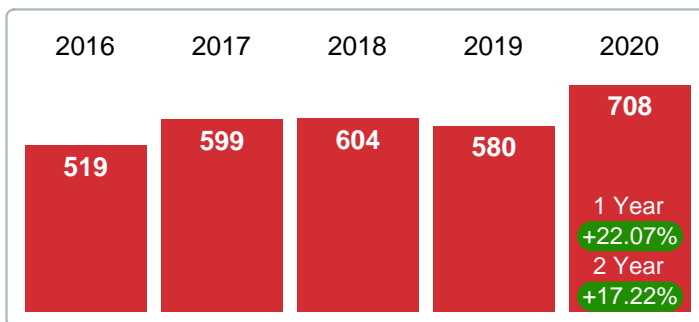
NEW LISTINGS

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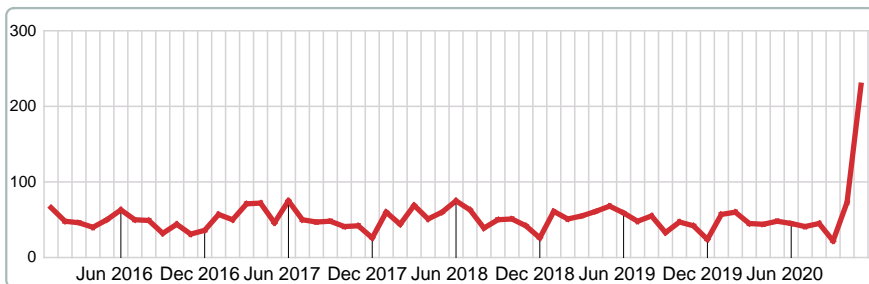
NOVEMBER



YEAR TO DATE (YTD)

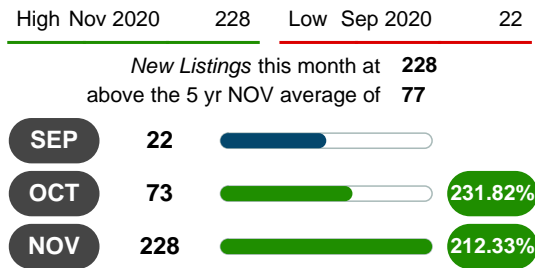


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 77



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	19	8.33%	11	7	0	1
\$50,001 - \$75,000	25	10.96%	9	15	1	0
\$75,001 - \$125,000	43	18.86%	12	27	3	1
\$125,001 - \$175,000	41	17.98%	5	27	8	1
\$175,001 - \$275,000	49	21.49%	3	30	14	2
\$275,001 - \$425,000	27	11.84%	6	12	7	2
\$425,001 and up	24	10.53%	1	10	8	5
Total New Listed Units	228		47	128	41	12
Total New Listed Volume	55,221,322	100%	5.97M	27.66M	15.16M	6.44M
Average New Listed Listing Price	\$243,468		\$126,972	\$216,068	\$369,795	\$536,275

November 2020



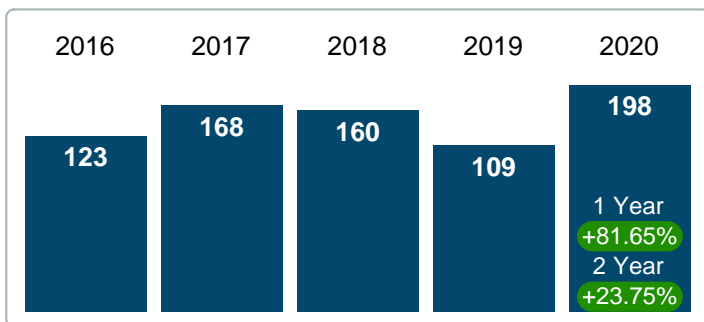
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



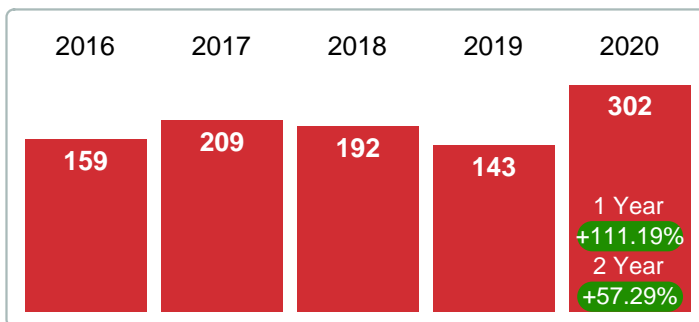
ACTIVE INVENTORY

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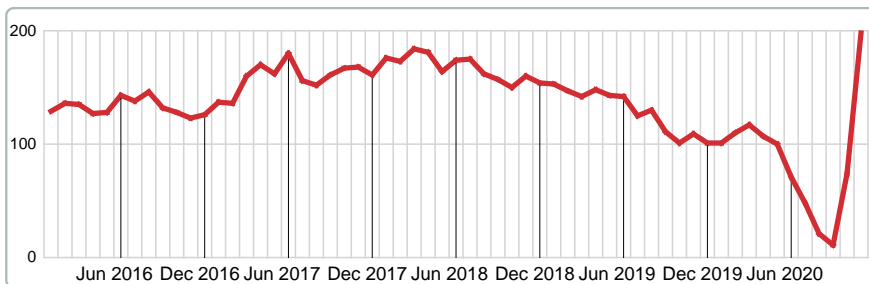
END OF NOVEMBER



ACTIVE DURING NOVEMBER

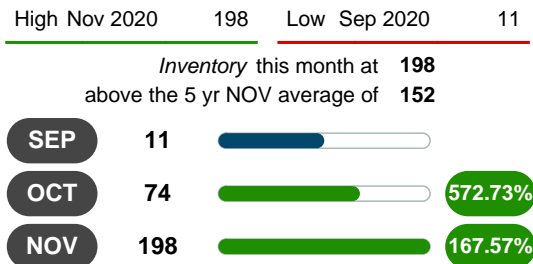


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 152



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	18	9.09%	17.7	11	7	0	0
\$50,001 - \$75,000	24	12.12%	27.0	8	13	3	0
\$75,001 - \$100,000	22	11.11%	26.8	6	15	1	0
\$100,001 - \$175,000	47	23.74%	24.1	8	29	9	1
\$175,001 - \$275,000	40	20.20%	25.7	4	24	9	3
\$275,001 - \$450,000	24	12.12%	19.4	5	13	4	2
\$450,001 and up	23	11.62%	38.2	2	8	4	9
Total Active Inventory by Units	198			44	109	30	15
Total Active Inventory by Volume	48,315,124	100%	25.6	6.00M	22.16M	9.24M	10.92M
Average Active Inventory Listing Price	\$244,016			\$136,254	\$203,344	\$307,950	\$727,793

November 2020



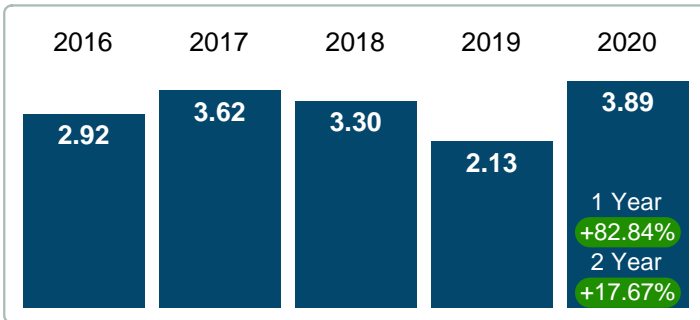
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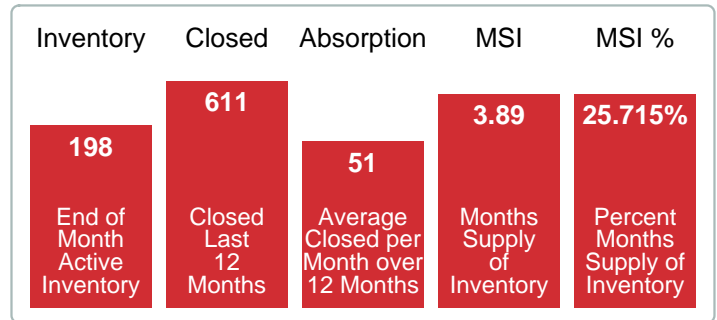
MONTHS SUPPLY of INVENTORY (MSI)

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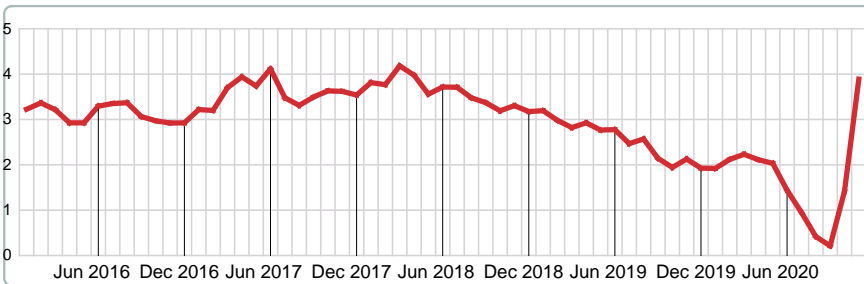
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

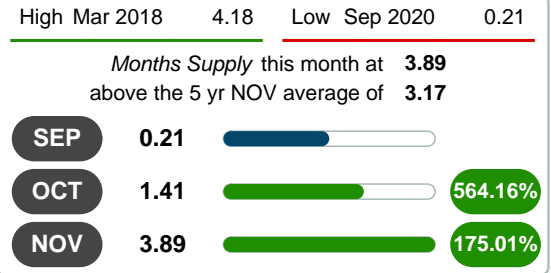


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.17



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	18	9.09%	2.04	2.75	1.65	0.00	0.00
\$50,001 - \$80,000	24	12.12%	3.60	2.91	3.90	6.00	0.00
\$80,001 - \$110,000	26	13.13%	4.11	4.00	4.53	1.71	0.00
\$110,001 - \$190,000	53	26.77%	3.15	5.33	2.98	2.77	3.00
\$190,001 - \$280,000	32	16.16%	4.22	36.00	4.00	3.18	12.00
\$280,001 - \$460,000	25	12.63%	6.67	36.00	10.29	1.92	9.00
\$460,001 and up	20	10.10%	21.82	0.00	32.00	6.00	0.00
Market Supply of Inventory (MSI)			3.89	4.19	3.80	2.86	12.00
Total Active Inventory by Units		100%	3.89	44	109	30	15

November 2020



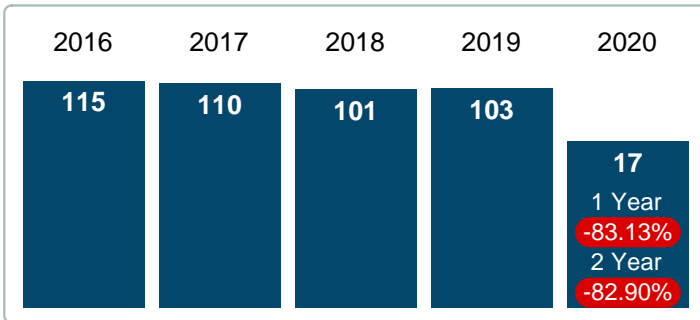
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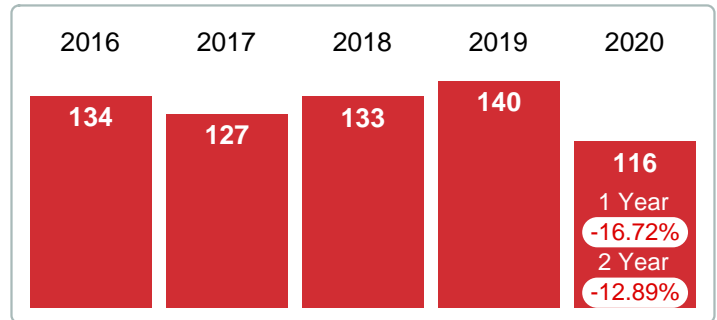
AVERAGE DAYS ON MARKET TO SALE

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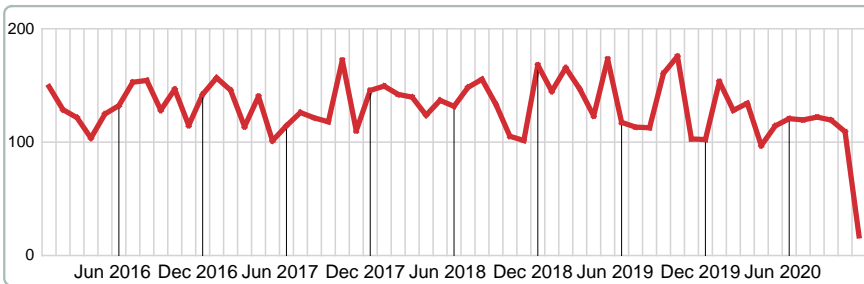
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

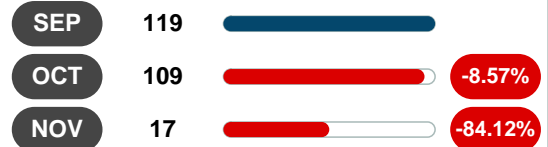


3 MONTHS

5 year NOV AVG = 89

High Oct 2019 176 Low Nov 2020 17

Average Days on Market to Sale this month at 17 below the 5 yr NOV average of 89



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
\$100,000 and less	3	11.54%	36	0	36	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0	0
\$100,001 - \$125,000	6	23.08%	3	5	2	0	0
\$125,001 - \$175,000	7	26.92%	5	0	7	1	1
\$175,001 - \$250,000	4	15.38%	54	0	72	1	0
\$250,001 - \$350,000	3	11.54%	1	0	0	1	0
\$350,001 and up	3	11.54%	23	1	34	0	0
Average Closed DOM			17	3	24	1	1
Total Closed Units		100%	17	2	18	5	1
Total Closed Volume			5,170,726	460.00K	3.23M	1.31M	165.00K

November 2020



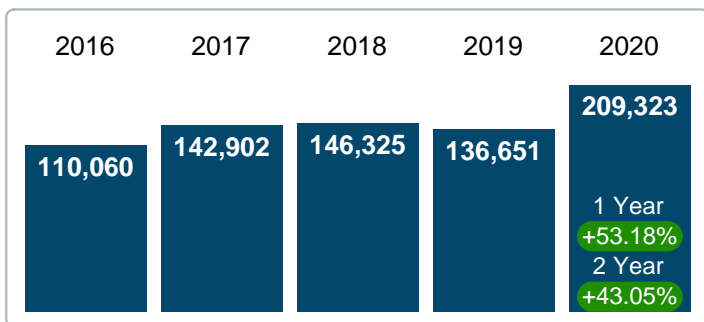
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



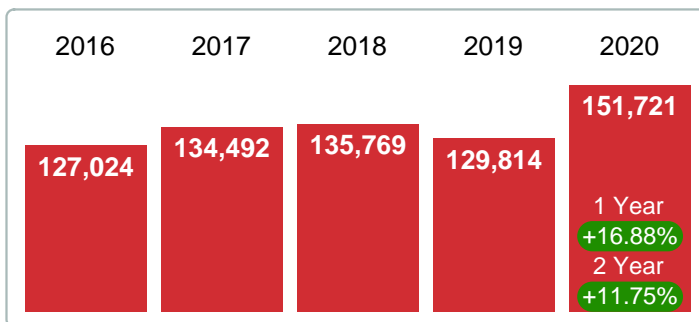
AVERAGE LIST PRICE AT CLOSING

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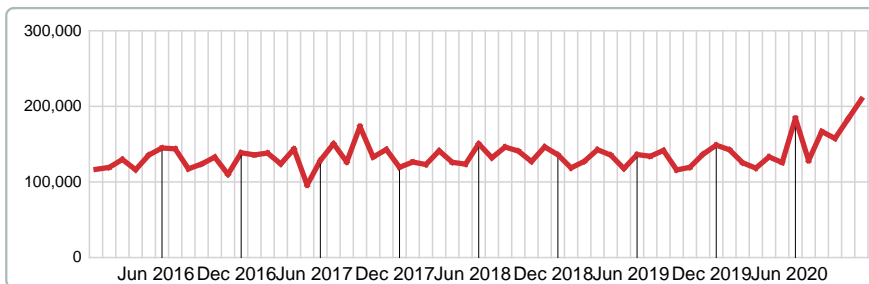
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

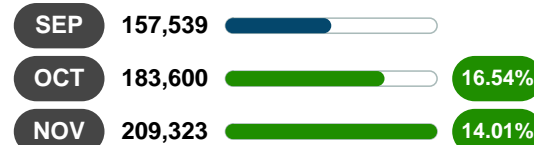


3 MONTHS

5 year NOV AVG = 149,052

High Nov 2020 209,323 Low May 2017 96,000

Average List Price at Closing this month at **209,323** above the 5 yr NOV average of **149,052**



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
\$100,000 and less	7.69%	69,500	0	82,667	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$125,000	15.38%	109,225	105,000	124,360	0	0
\$125,001 - \$175,000	38.46%	152,410	0	157,740	161,500	175,000
\$175,001 - \$250,000	11.54%	215,667	0	234,667	238,000	0
\$250,001 - \$350,000	15.38%	313,850	0	0	320,133	0
\$350,001 and up	11.54%	480,000	355,000	542,500	0	0
Average List Price		209,323	230,000	191,528	271,980	175,000
Total Closed Units	100%	209,323	2	18	5	1
Total Closed Volume		5,442,399	460.00K	3.45M	1.36M	175.00K

November 2020



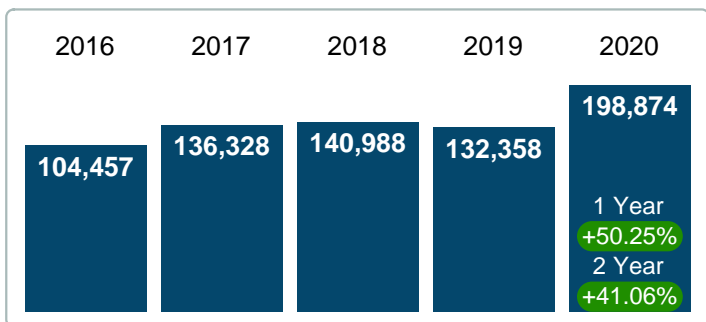
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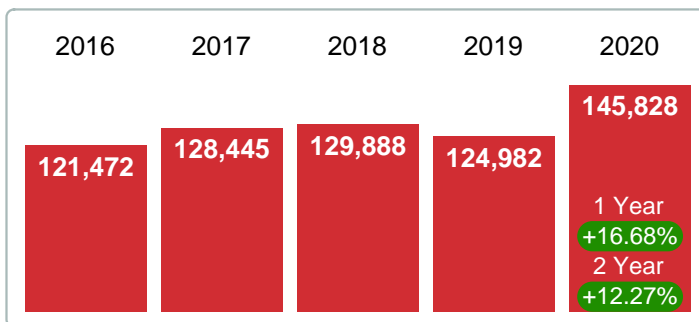
AVERAGE SOLD PRICE AT CLOSING

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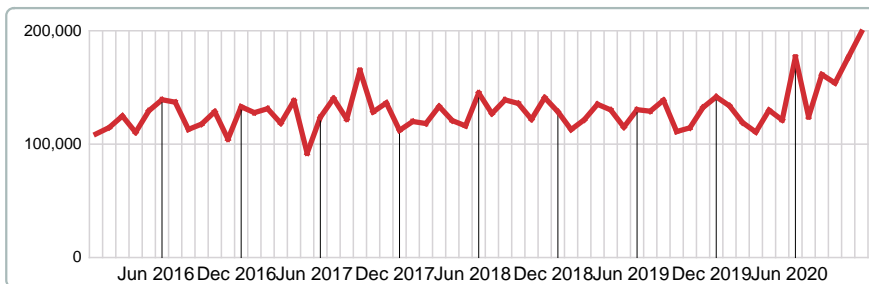
NOVEMBER



YEAR TO DATE (YTD)

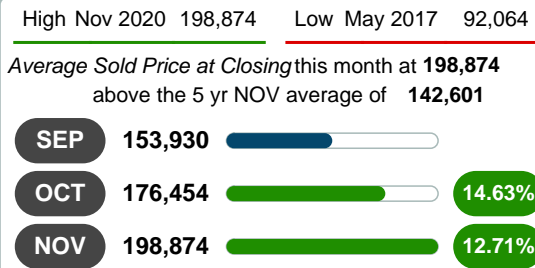


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 142,601



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
\$100,000 and less	11.54%	77,333	0	77,333	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$125,000	23.08%	110,617	105,000	111,740	0	0
\$125,001 - \$175,000	26.92%	155,718	0	152,905	160,500	165,000
\$175,001 - \$250,000	15.38%	216,750	0	209,667	238,000	0
\$250,001 - \$350,000	11.54%	304,333	0	0	304,333	0
\$350,001 and up	11.54%	468,333	355,000	525,000	0	0
Average Sold Price		198,874	230,000	179,679	262,300	165,000
Total Closed Units	100%	198,874	2	18	5	1
Total Closed Volume		5,170,726	460.00K	3.23M	1.31M	165.00K

November 2020



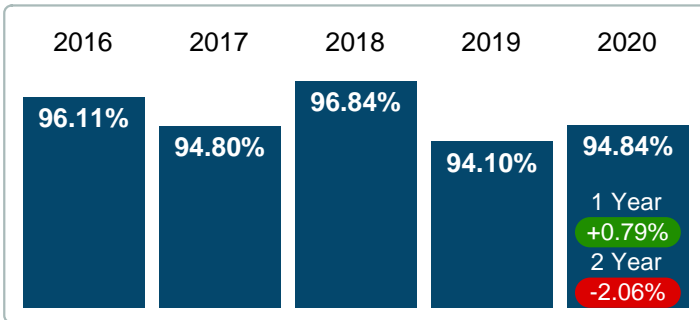
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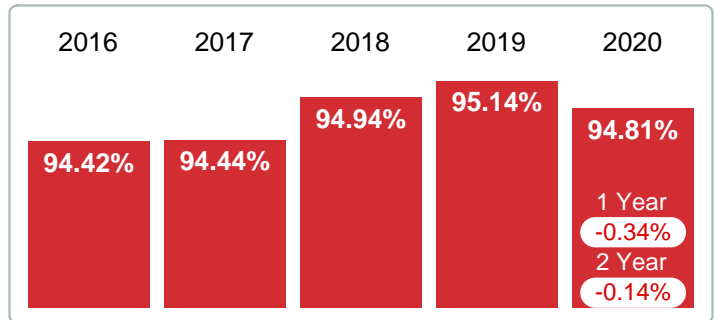
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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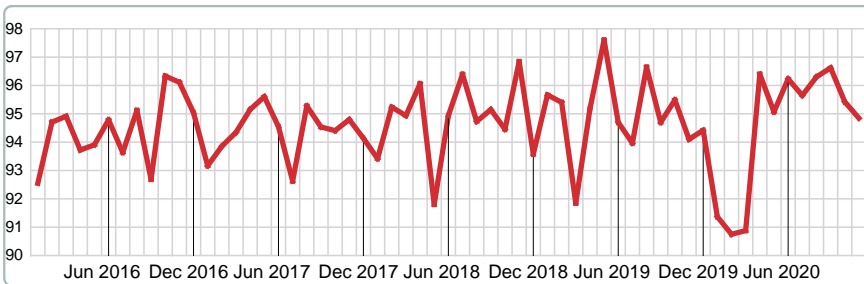
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

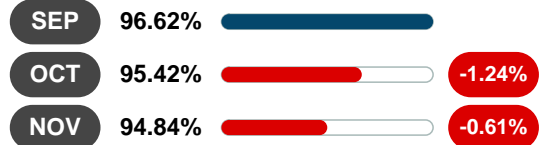


3 MONTHS

5 year NOV AVG = 95.34%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.84%**
equal to 5 yr NOV average of **95.34%**



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
\$100,000 and less	3	11.54%	94.63%	0.00%	94.63%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	6	23.08%	91.88%	100.00%	90.26%	0.00%	0.00%
\$125,001 - \$175,000	7	26.92%	96.92%	0.00%	96.96%	99.38%	94.29%
\$175,001 - \$250,000	4	15.38%	93.07%	0.00%	90.76%	100.00%	0.00%
\$250,001 - \$350,000	3	11.54%	95.39%	0.00%	0.00%	95.39%	0.00%
\$350,001 and up	3	11.54%	97.95%	100.00%	96.93%	0.00%	0.00%
Average Sold/List Ratio		94.80%		100.00%	93.67%	97.11%	94.29%
Total Closed Units		26	100%	2	18	5	1
Total Closed Volume		5,170,726		460.00K	3.23M	1.31M	165.00K

November 2020



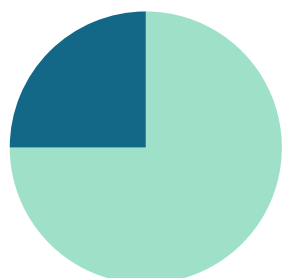
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

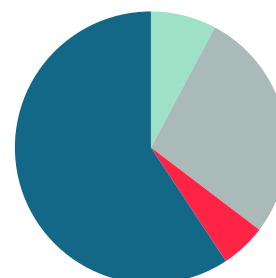


Inventory
 New Listings
228 = 75.00%
 Start Inventory
76
 Total Inventory Units
304
 Volume
\$73,634,022

Market Activity

Closed Sales
26 = 7.78%
 Pending Sales
92 = 27.54%
 Other Off Market
18 = 5.39%
 Active Inventory
198 = 59.28%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	26	-39.53%	580	562	-3.10%
Pending Sales	33	92	178.79%	606	583	-3.80%
New Listings	42	228	442.86%	580	708	22.07%
Average List Price	136,651	209,323	53.18%	129,814	151,721	16.88%
Average Sale Price	132,358	198,874	50.25%	124,982	145,828	16.68%
Average Percent of Selling Price to List Price	94.10%	94.84%	0.79%	95.14%	94.81%	-0.34%
Average Days on Market to Sale	102.81	17.35	-83.13%	139.53	116.20	-16.72%
Monthly Inventory	116	198	70.69%	116	198	70.69%
Months Supply of Inventory	2.26	3.89	71.81%	2.26	3.89	71.81%

Absorption: Last 12 months, an Average of **51** Sales/Month

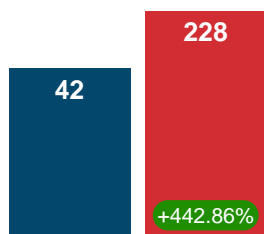
Inventory on November 30, 2020 = **198**

2019 **2020**

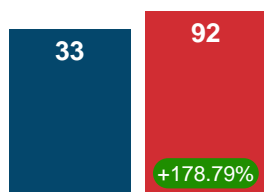
NOVEMBER MARKET

AVERAGE PRICES

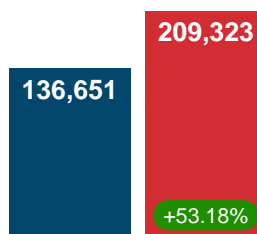
New Listings



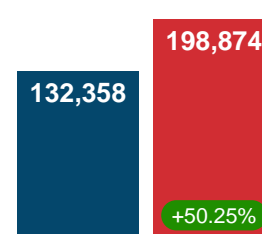
Pending Listings



List Price



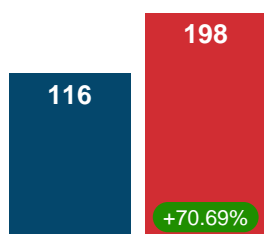
Sale Price



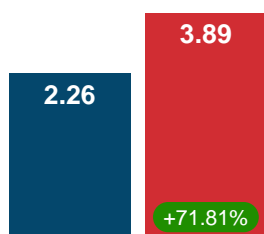
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

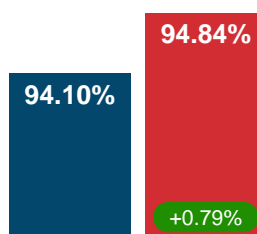
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

