

# November 2020



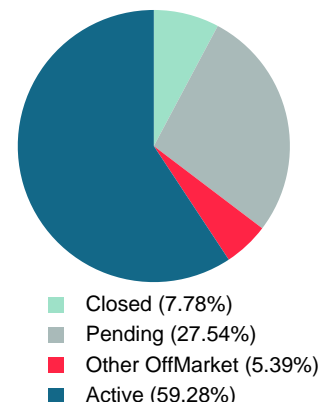
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	109,000	160,750	47.48%
Median Sale Price	108,000	158,000	46.30%
Median Percent of Selling Price to List Price	96.67%	96.93%	0.27%
Median Days on Market to Sale	73.00	1.50	-97.95%
End of Month Inventory	116	198	70.69%
Months Supply of Inventory	2.26	3.89	71.81%



**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.

#### 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 **46.30%** in November 2020 to \$158,000 versus the previous year at \$108,000.

#### Median Days on Market Shortens

The median number of **1.50** days that homes spent on the market before selling decreased by 71.50 days or **97.95%** in November 2020 compared to last year's same month at **73.00** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

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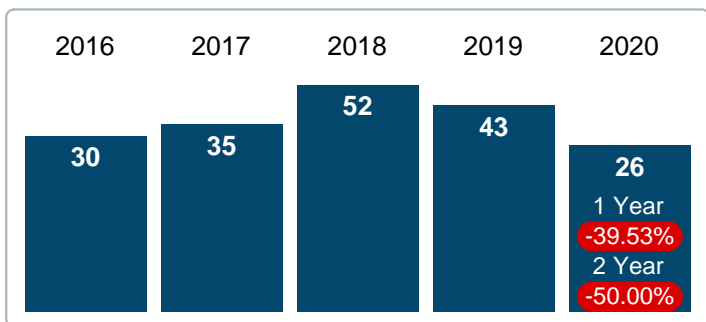
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



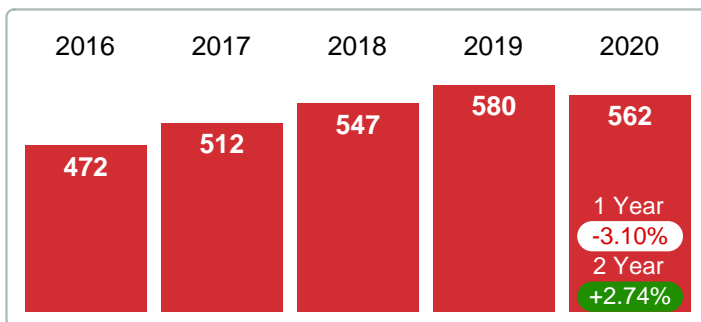
## CLOSED LISTINGS

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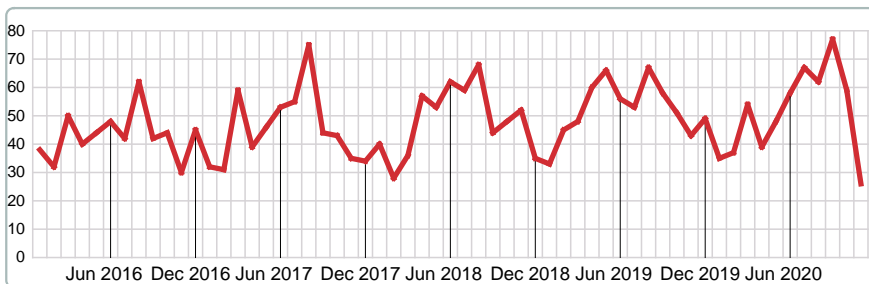
### NOVEMBER



### YEAR TO DATE (YTD)

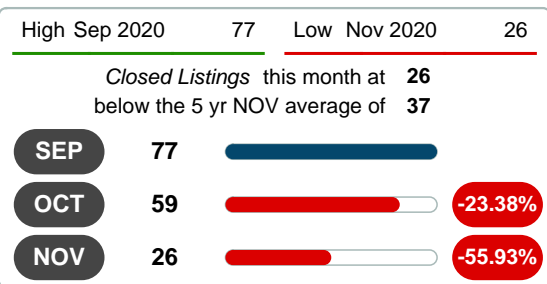


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	11.54%	1.0	0	3	0	0
\$100,001 - \$100,000	0	0.00%	1.0	0	0	0	0
\$100,001 - \$125,000	6	23.08%	1.5	1	5	0	0
\$125,001 - \$175,000	7	26.92%	1.0	0	5	1	1
\$175,001 - \$250,000	4	15.38%	14.5	0	3	1	0
\$250,001 - \$350,000	3	11.54%	1.0	0	0	3	0
\$350,001 and up	3	11.54%	9.0	1	2	0	0
<b>Total Closed Units</b>	<b>26</b>			<b>2</b>	<b>18</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,170,726</b>	<b>100%</b>	<b>1.5</b>	<b>460.00K</b>	<b>3.23M</b>	<b>1.31M</b>	<b>165.00K</b>
<b>Median Closed Price</b>	<b>\$158,000</b>			<b>\$230,000</b>	<b>\$145,000</b>	<b>\$270,000</b>	<b>\$165,000</b>

# November 2020



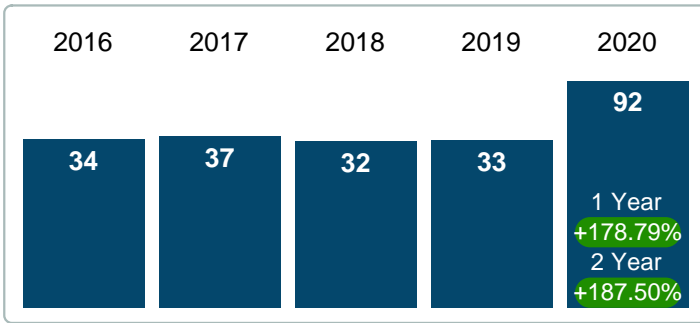
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



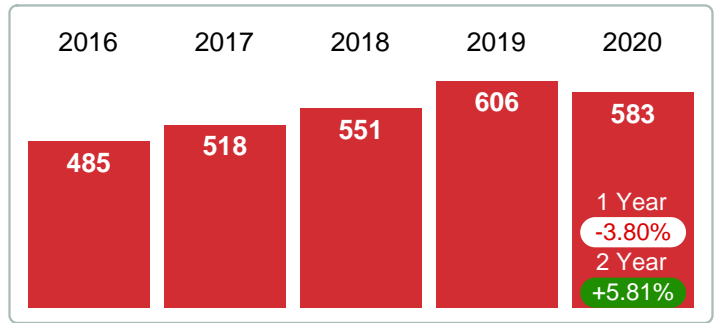
## PENDING LISTINGS

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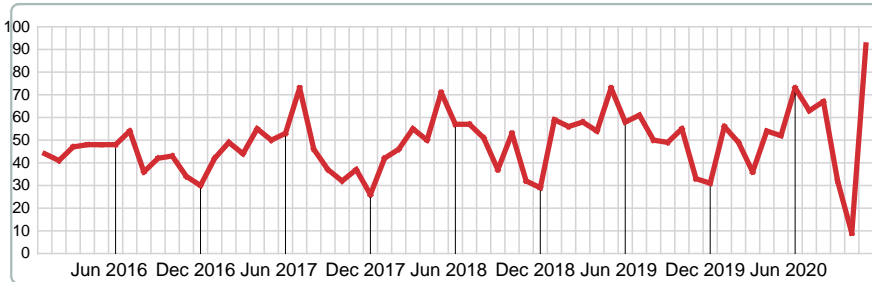
### NOVEMBER



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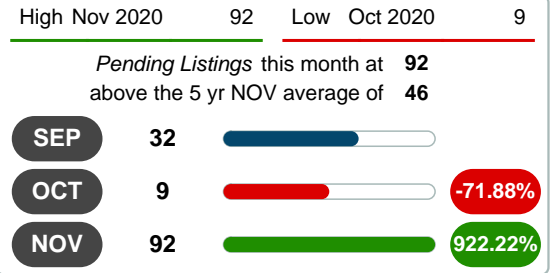


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.52%	7.0	3	2	0	1
\$50,001 - \$75,000	8	8.70%	7.0	4	4	0	0
\$75,001 - \$125,000	16	17.39%	3.5	5	9	1	1
\$125,001 - \$175,000	19	20.65%	0.0	2	14	2	1
\$175,001 - \$275,000	22	23.91%	3.5	0	14	8	0
\$275,001 - \$425,000	11	11.96%	7.0	3	4	4	0
\$425,001 and up	10	10.87%	2.5	0	4	5	1
<b>Total Pending Units</b>	<b>92</b>			<b>17</b>	<b>51</b>	<b>20</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>22,758,398</b>	<b>100%</b>	<b>2.5</b>	<b>2.06M</b>	<b>12.03M</b>	<b>7.91M</b>	<b>763.90K</b>
<b>Median Listing Price</b>	<b>\$167,450</b>			<b>\$86,000</b>	<b>\$160,000</b>	<b>\$270,250</b>	<b>\$132,500</b>

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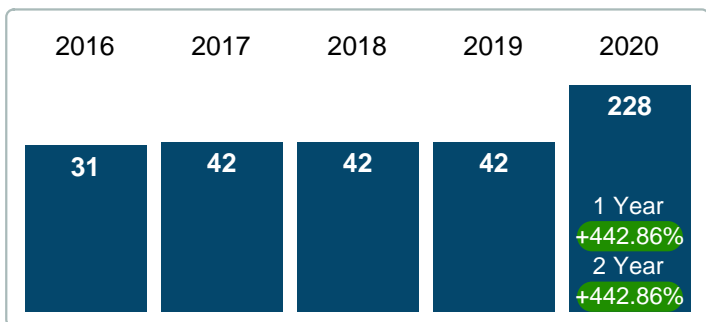
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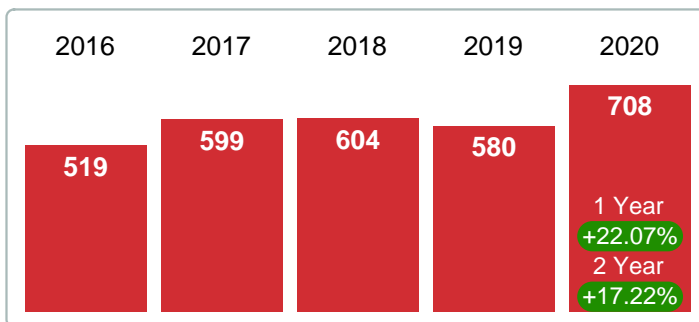
## NEW LISTINGS

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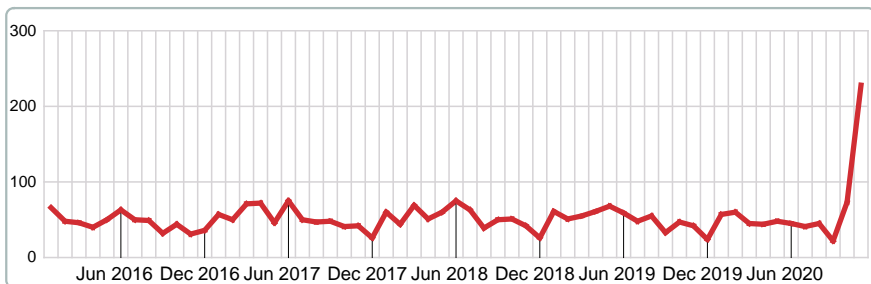
### NOVEMBER



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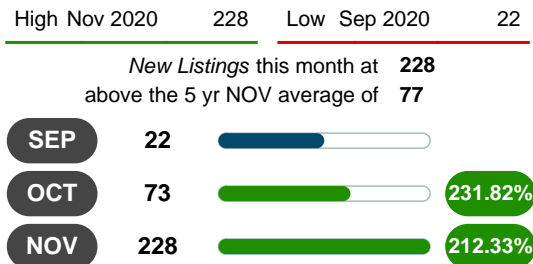


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>228</b>		<b>47</b>	<b>128</b>	<b>41</b>	<b>12</b>
<b>Total New Listed Volume</b>	<b>55,221,322</b>	<b>100%</b>	<b>5.97M</b>	<b>27.66M</b>	<b>15.16M</b>	<b>6.44M</b>
<b>Median New Listed Listing Price</b>	<b>\$159,950</b>		<b>\$86,000</b>	<b>\$157,400</b>	<b>\$239,900</b>	<b>\$315,000</b>

# November 2020



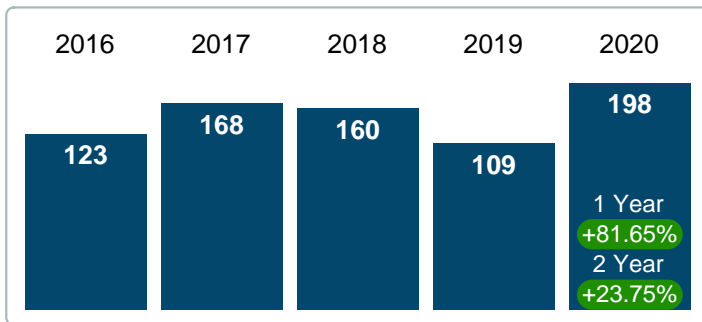
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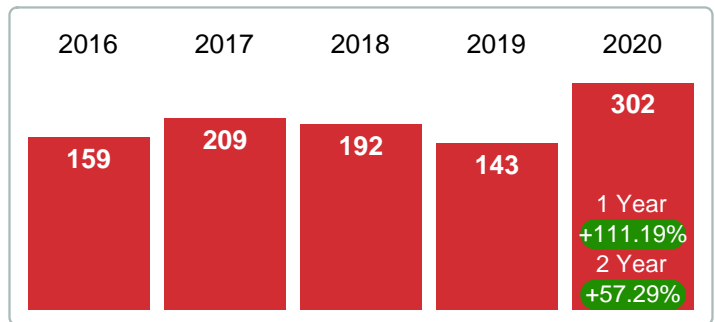
## ACTIVE INVENTORY

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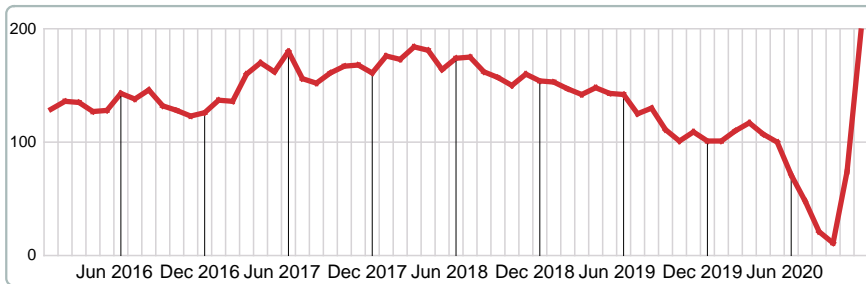
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

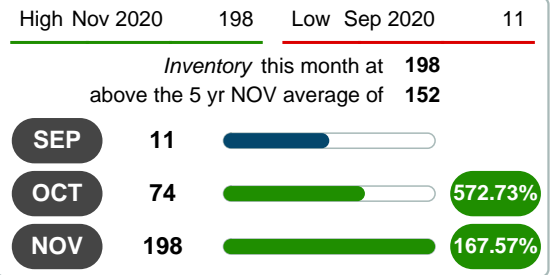


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 152



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18	9.09%	18.5	11	7	0	0
\$50,001 - \$80,000	24	12.12%	19.5	8	13	3	0
\$80,001 - \$110,000	26	13.13%	26.5	8	17	1	0
\$110,001 - \$190,000	53	26.77%	24.0	8	34	9	2
\$190,001 - \$280,000	32	16.16%	21.5	3	18	9	2
\$280,001 - \$460,000	25	12.63%	24.0	6	12	4	3
\$460,001 and up	20	10.10%	28.0	0	8	4	8
Total Active Inventory by Units				44	109	30	15
Total Active Inventory by Volume				6.00M	22.16M	9.24M	10.92M
Median Active Inventory Listing Price				\$88,250	\$147,000	\$226,950	\$495,000

# November 2020



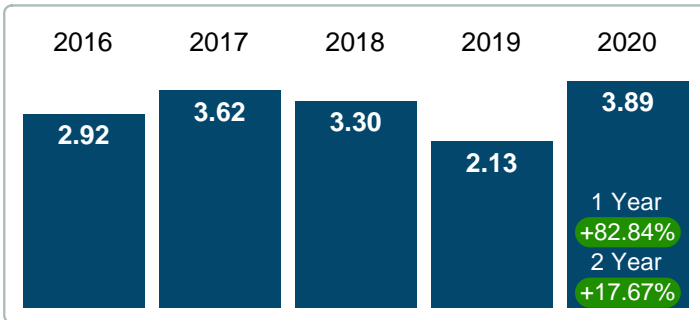
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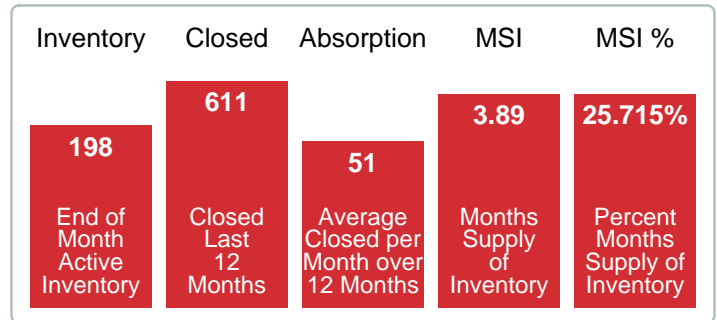
## MONTHS SUPPLY of INVENTORY (MSI)

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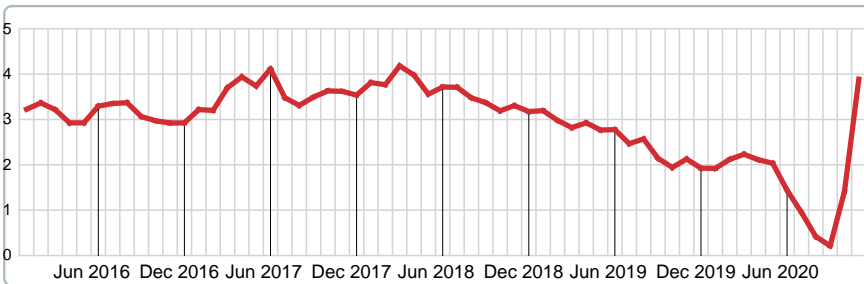
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

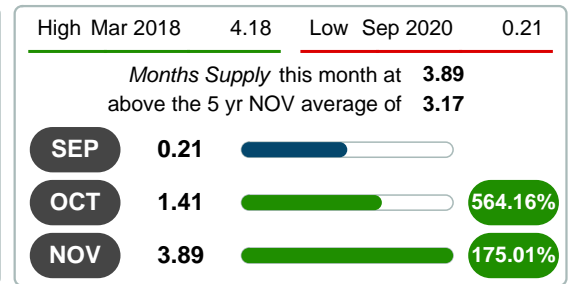


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



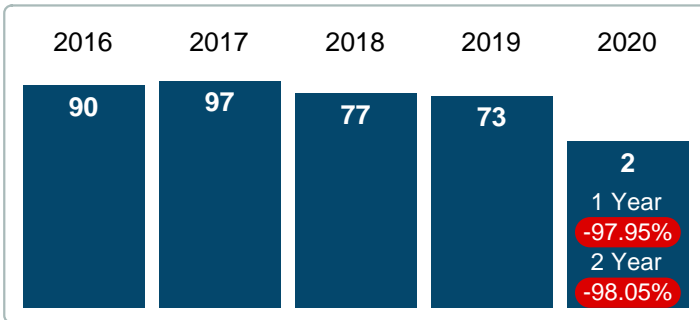
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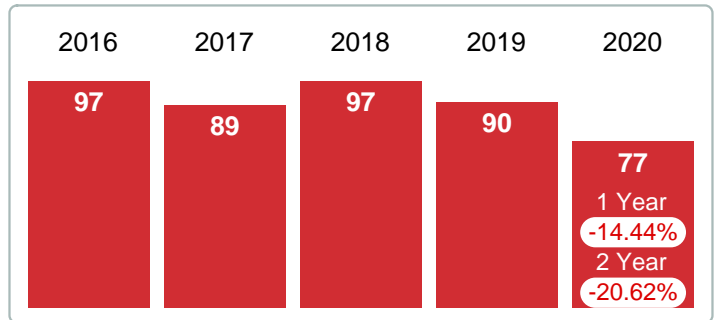
## MEDIAN DAYS ON MARKET TO SALE

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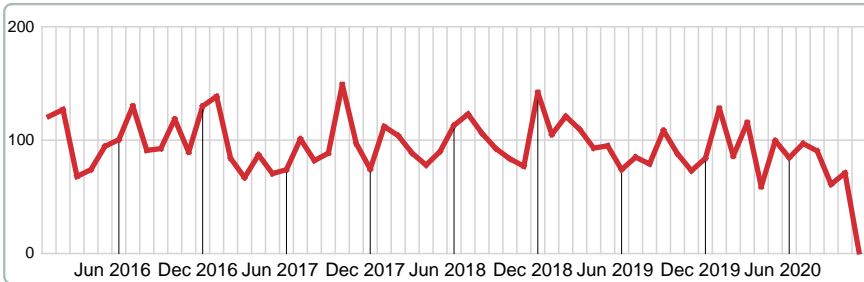
### NOVEMBER



### YEAR TO DATE (YTD)

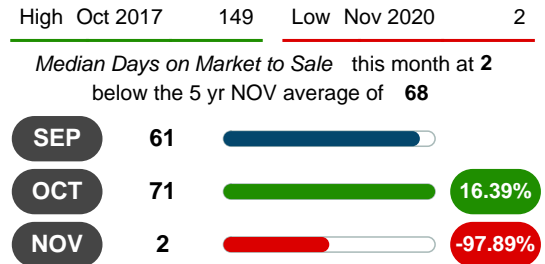


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 68



### 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
\$100,000 and less	11.54%	1	0	1	0	0
\$100,001 - \$100,000	0.00%	1	0	0	0	0
\$100,001 - \$125,000	23.08%	2	5	1	0	0
\$125,001 - \$175,000	26.92%	1	0	7	1	1
\$175,001 - \$250,000	15.38%	15	0	25	1	0
\$250,001 - \$350,000	11.54%	1	0	0	1	0
\$350,001 and up	11.54%	9	1	34	0	0
Median Closed DOM		2	3	5	1	1
Total Closed Units	100%	26	2	18	5	1
Total Closed Volume		5,170,726	460.00K	3.23M	1.31M	165.00K



# November 2020



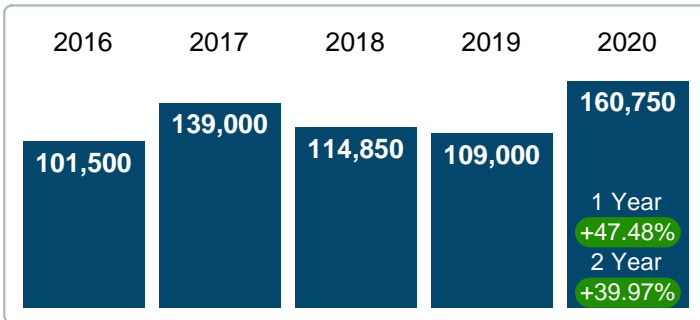
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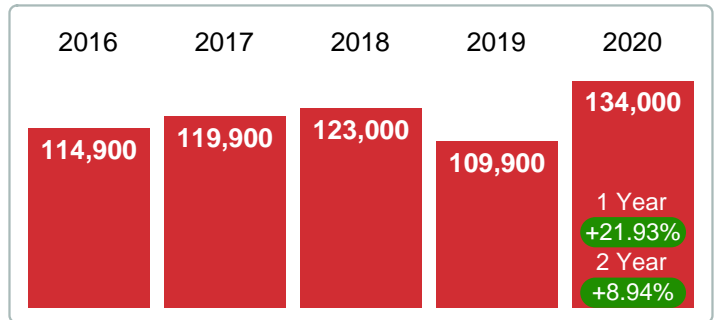
## MEDIAN LIST PRICE AT CLOSING

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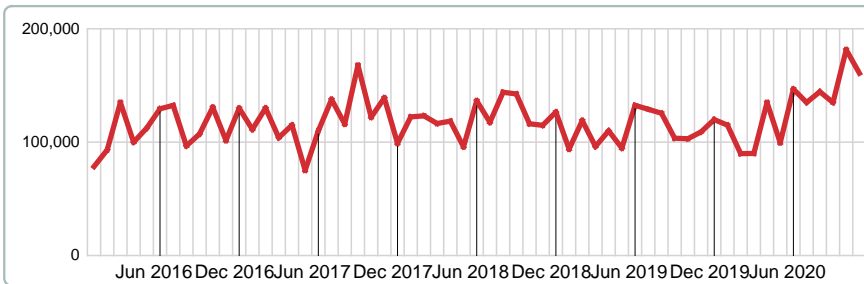
### NOVEMBER



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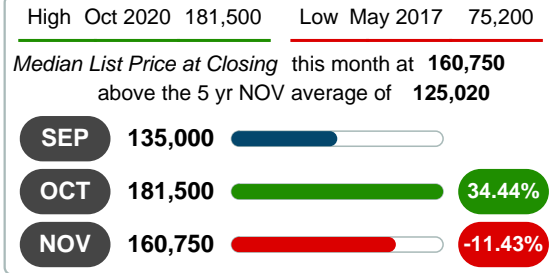


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 125,020



### 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
\$100,000 and less	7.69%	69,500	0	69,500	0	0
\$100,001 - \$100,000	0.00%	69,500	0	0	0	0
\$100,001 - \$125,000	15.38%	109,500	105,000	110,000	0	0
\$125,001 - \$175,000	38.46%	157,400	0	151,950	161,500	175,000
\$175,001 - \$250,000	11.54%	220,000	0	204,500	238,000	0
\$250,001 - \$350,000	15.38%	316,450	0	295,000	337,899	0
\$350,001 and up	11.54%	420,000	355,000	542,500	0	0
<b>Median List Price</b>		<b>160,750</b>	<b>230,000</b>	<b>151,950</b>	<b>272,500</b>	<b>175,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>160,750</b>	<b>2</b>	<b>18</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,442,399</b>	<b>460.00K</b>	<b>3.45M</b>	<b>1.36M</b>	<b>175.00K</b>



# November 2020



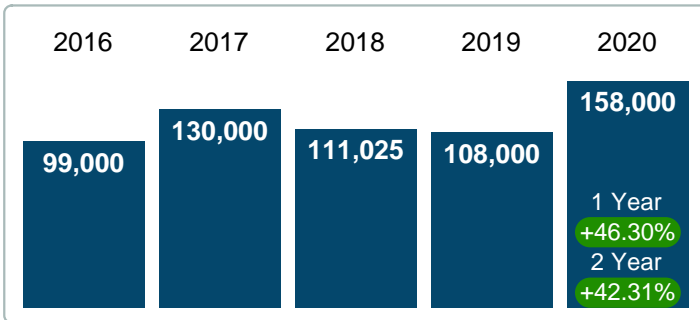
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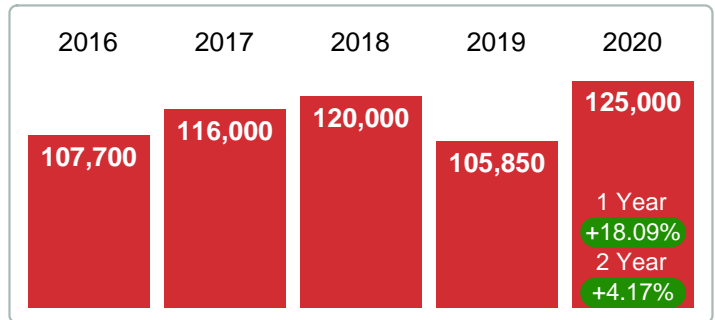
## MEDIAN SOLD PRICE AT CLOSING

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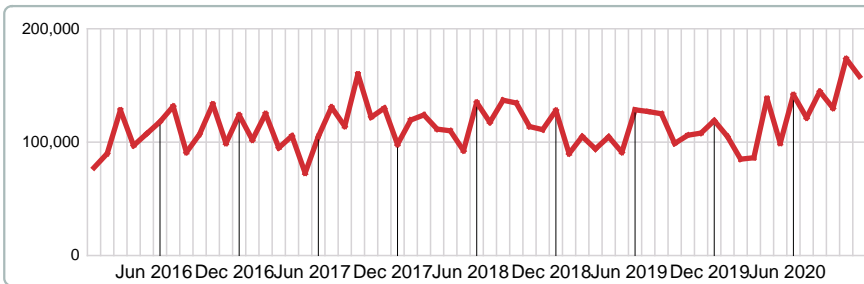
### NOVEMBER



### YEAR TO DATE (YTD)

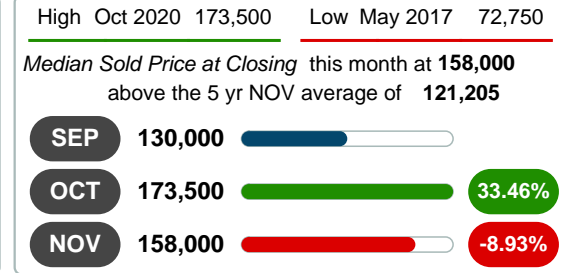


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 121,205



### 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
\$100,000 and less	3	11.54%	82,000	0	82,000	0	0
\$100,001 - \$100,000	0	0.00%	82,000	0	0	0	0
\$100,001 - \$125,000	6	23.08%	109,850	105,000	110,000	0	0
\$125,001 - \$175,000	7	26.92%	155,500	0	149,000	160,500	165,000
\$175,001 - \$250,000	4	15.38%	219,000	0	200,000	238,000	0
\$250,001 - \$350,000	3	11.54%	313,000	0	0	313,000	0
\$350,001 and up	3	11.54%	410,000	355,000	525,000	0	0
Median Sold Price			158,000	230,000	145,000	270,000	165,000
Total Closed Units		100%	158,000	2	18	5	1
Total Closed Volume			5,170,726	460.00K	3.23M	1.31M	165.00K

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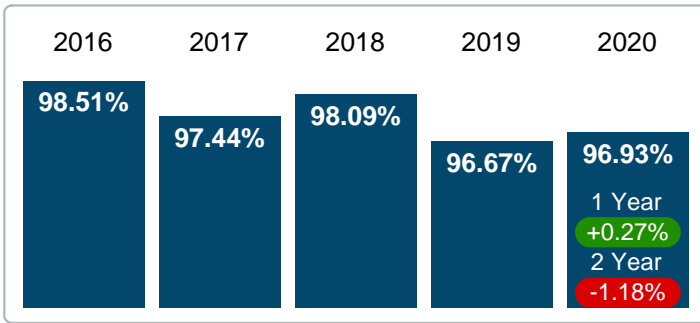
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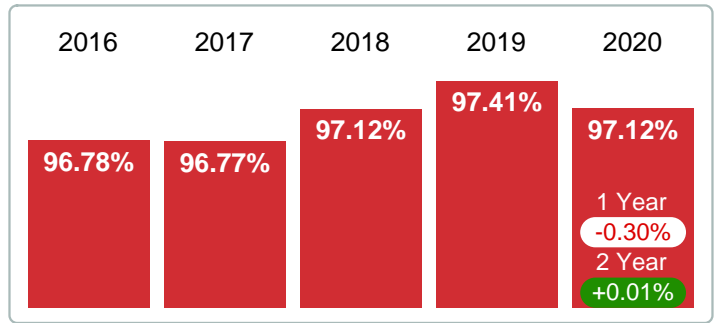
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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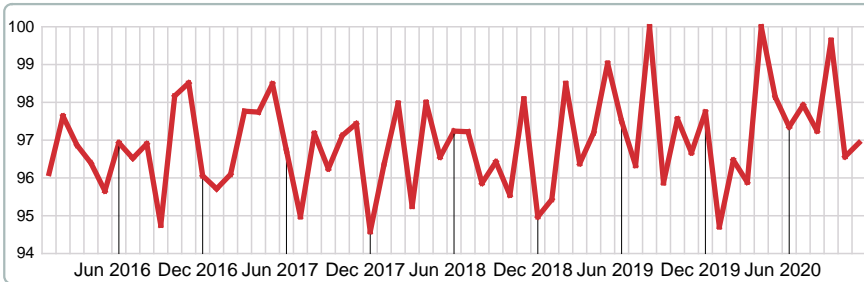
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 97.53%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **96.93%**  
below the 5 yr NOV average of **97.53%**



## 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
\$100,000 and less	3	11.54%	92.13%	0.00%	92.13%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	92.13%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	6	23.08%	90.79%	100.00%	88.57%	0.00%	0.00%
\$125,001 - \$175,000	7	26.92%	99.38%	0.00%	100.00%	99.38%	94.29%
\$175,001 - \$250,000	4	15.38%	95.45%	0.00%	90.91%	100.00%	0.00%
\$250,001 - \$350,000	3	11.54%	97.66%	0.00%	0.00%	97.66%	0.00%
\$350,001 and up	3	11.54%	97.62%	100.00%	96.93%	0.00%	0.00%
Median Sold/List Ratio		96.93%		100.00%	92.57%	99.08%	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



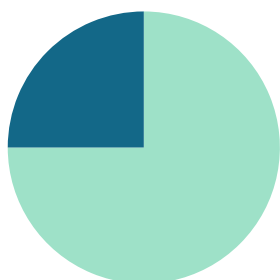
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

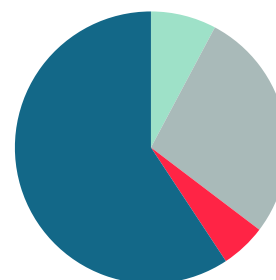


**Inventory**  
 New Listings  
**228 = 75.00%**  
 Start Inventory  
**76**  
 Total Inventory Units  
**304**  
 Volume  
**\$73,634,022**

### 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%
Median List Price	109,000	160,750	47.48%	109,900	134,000	21.93%
Median Sale Price	108,000	158,000	46.30%	105,850	125,000	18.09%
Median Percent of Selling Price to List Price	96.67%	96.93%	0.27%	97.41%	97.12%	-0.30%
Median Days on Market to Sale	73.00	1.50	-97.95%	90.00	77.00	-14.44%
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

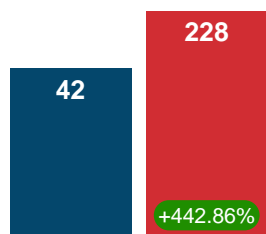
**Inventory** on November 30, 2020 = **198**

**2019** **2020**

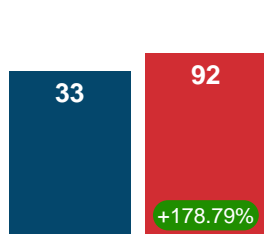
### NOVEMBER MARKET

### MEDIAN PRICES

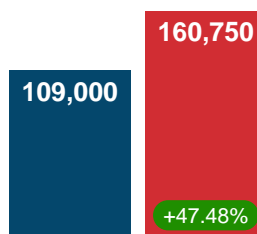
#### New Listings



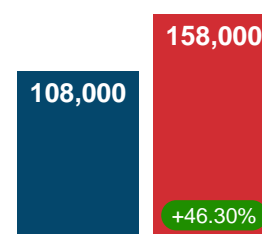
#### Pending Listings



#### List Price



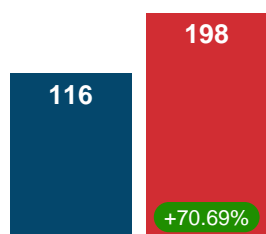
#### Sale Price



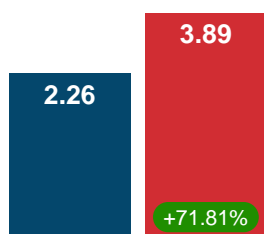
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

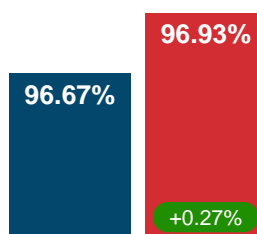
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

