

October 2020



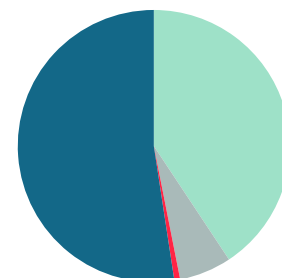
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	51	59	15.69%
Pending Listings	55	9	-83.64%
New Listings	47	73	55.32%
Average List Price	119,346	183,600	53.84%
Average Sale Price	114,365	176,454	54.29%
Average Percent of Selling Price to List Price	95.49%	95.42%	-0.07%
Average Days on Market to Sale	175.67	109.22	-37.83%
End of Month Inventory	106	76	-28.30%
Months Supply of Inventory	2.04	1.45	-28.76%



■ Closed (40.69%)
■ Pending (6.21%)
■ Other OffMarket (0.69%)
■ Active (52.41%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of October 31, 2020 = **76**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **28.30%** to 76 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 **1.45** 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 **54.29%** in October 2020 to \$176,454 versus the previous year at \$114,365.

Average Days on Market Shortens

The average number of **109.22** days that homes spent on the market before selling decreased by 66.45 days or **37.83%** in October 2020 compared to last year's same month at **175.67** DOM.

Sales Success for October 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 73 New Listings in October 2020, up **55.32%** from last year at 47. Furthermore, there were 59 Closed Listings this month versus last year at 51, a **15.69%** increase.

Closed versus Listed trends yielded a **80.8%** ratio, down from previous year's, October 2019, at **108.5%**, a **25.52%** downswing. 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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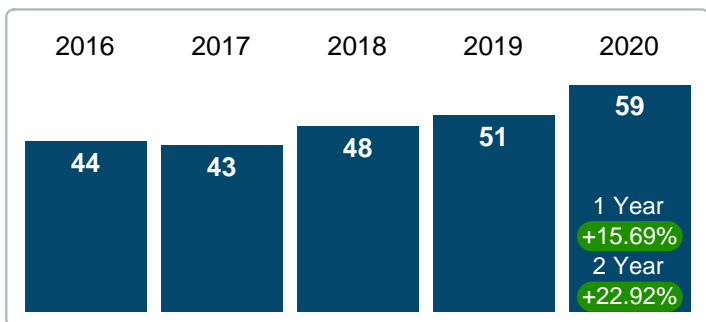
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



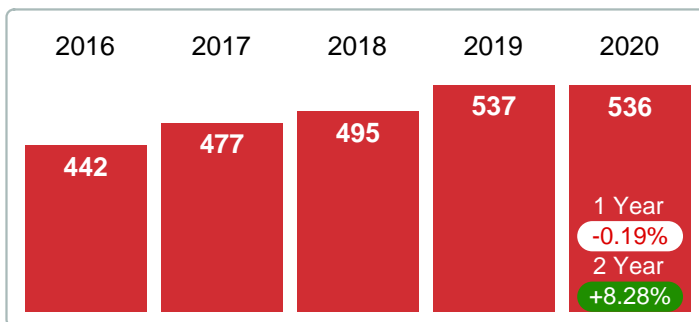
CLOSED LISTINGS

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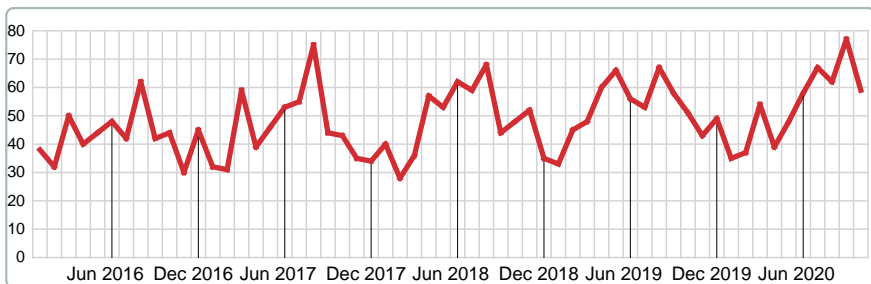
OCTOBER



YEAR TO DATE (YTD)

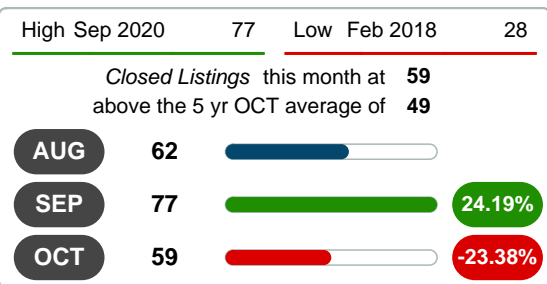


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.17%	87.2	3	2	1	0
\$50,001 - \$75,000	3	5.08%	255.0	1	2	0	0
\$75,001 - \$125,000	13	22.03%	75.2	3	10	0	0
\$125,001 - \$200,000	12	20.34%	90.6	3	7	2	0
\$200,001 - \$225,000	9	15.25%	110.4	0	5	4	0
\$225,001 - \$300,000	10	16.95%	110.1	0	5	5	0
\$300,001 and up	6	10.17%	166.2	0	2	4	0
Total Closed Units	59			10	33	16	0
Total Closed Volume	10,410,768	100%	109.2	908.00K	5.68M	3.82M	0.00B
Average Closed Price	\$176,454			\$90,800	\$172,250	\$238,657	\$0

October 2020



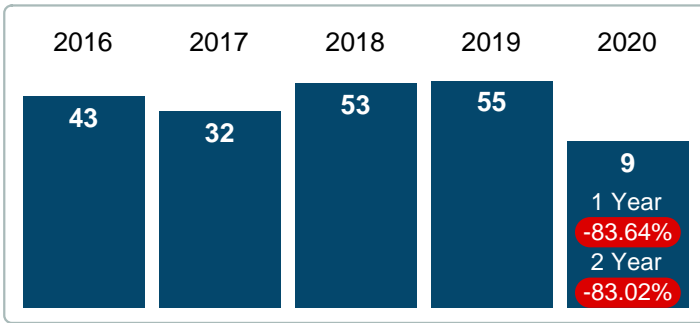
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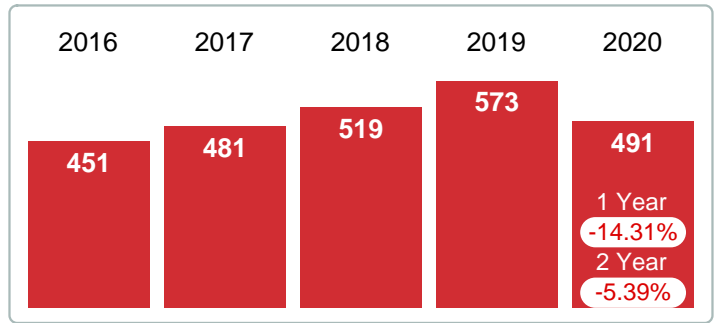
PENDING LISTINGS

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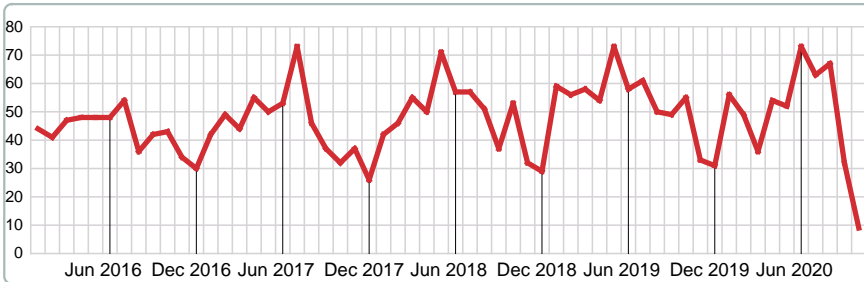
OCTOBER



YEAR TO DATE (YTD)

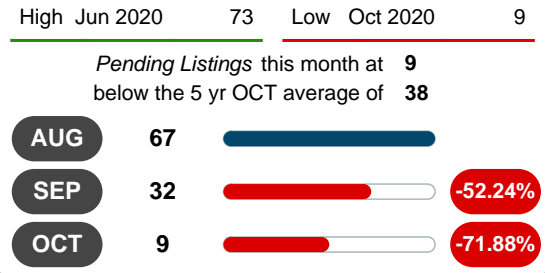


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	1	11.11%	485.0	1	0	0	0
\$100,001 - \$125,000	2	22.22%	4.5	2	0	0	0
\$125,001 - \$150,000	2	22.22%	7.5	0	1	1	0
\$150,001 - \$175,000	1	11.11%	-2.0	0	1	0	0
\$175,001 - \$225,000	2	22.22%	40.0	0	2	0	0
\$225,001 and up	1	11.11%	1.0	0	1	0	0
Total Pending Units	9			3	5	1	0
Total Pending Volume	1,385,900	100%	65.3	271.00K	964.90K	150.00K	0.00B
Average Listing Price	\$153,989			\$90,333	\$192,980	\$150,000	\$0

October 2020



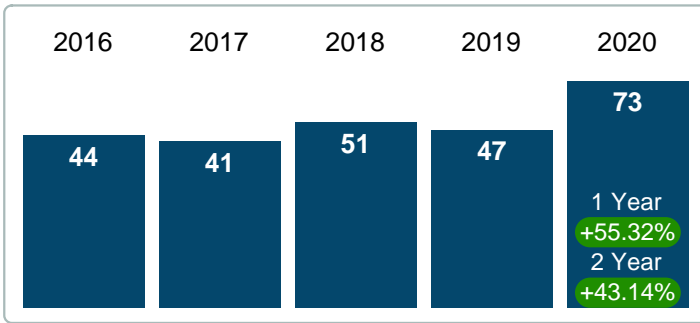
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



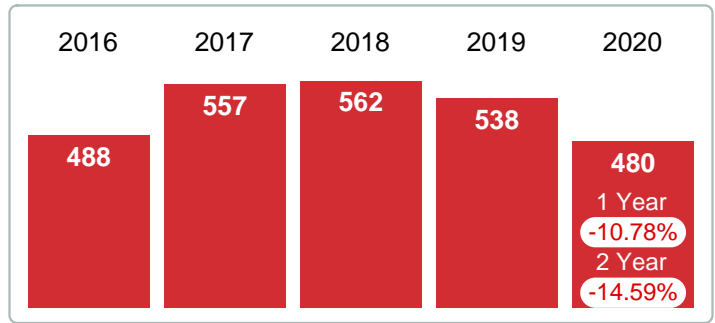
NEW LISTINGS

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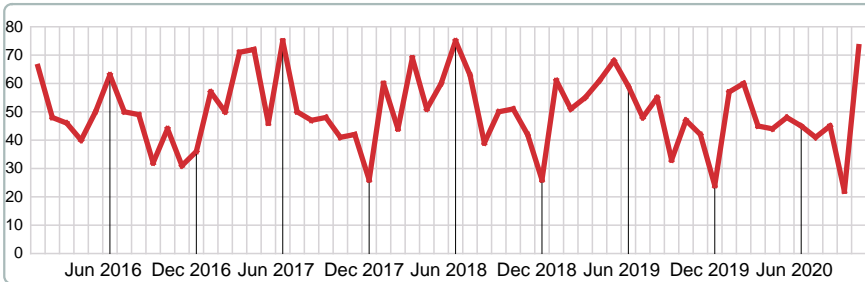
OCTOBER



YEAR TO DATE (YTD)

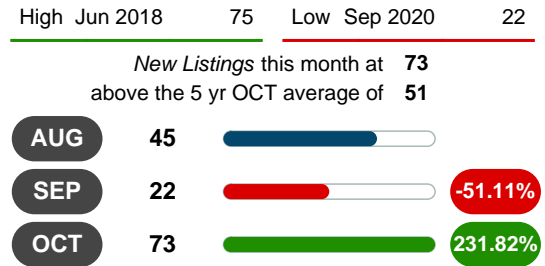


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



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	6	8.22%	3	3	0	0
\$50,001 - \$75,000	10	13.70%	5	4	1	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	28	38.36%	7	17	3	1
\$150,001 - \$225,000	13	17.81%	1	9	1	2
\$225,001 - \$325,000	7	9.59%	0	3	4	0
\$325,001 and up	9	12.33%	1	2	0	6
Total New Listed Units	73		17	38	9	9
Total New Listed Volume	16,644,700	100%	1.69M	6.02M	1.75M	7.18M
Average New Listed Listing Price	\$161,029		\$99,576	\$158,289	\$194,711	\$798,278

October 2020



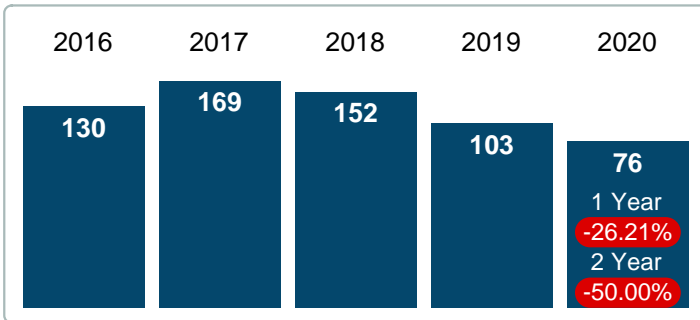
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



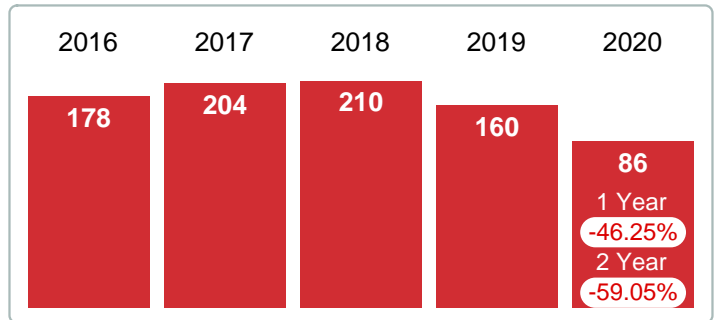
ACTIVE INVENTORY

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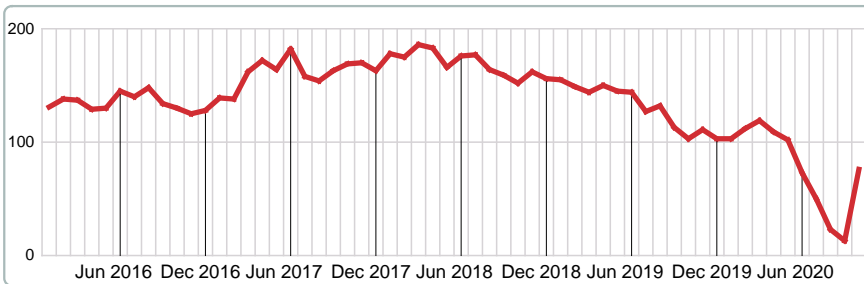
END OF OCTOBER



ACTIVE DURING OCTOBER

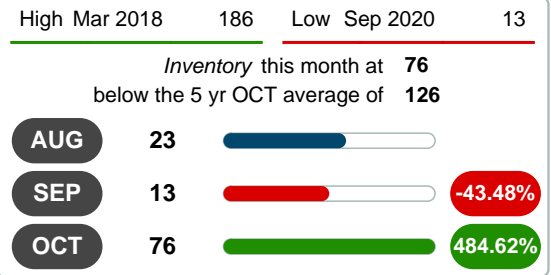


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 126



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	6	7.89%	3.3	3	3	0	0
\$50,001 - \$75,000	11	14.47%	17.9	5	4	2	0
\$75,001 - \$100,000	11	14.47%	7.2	2	8	1	0
\$100,001 - \$175,000	16	21.05%	9.2	4	10	1	1
\$175,001 - \$250,000	14	18.42%	18.3	1	9	2	2
\$250,001 - \$450,000	8	10.53%	14.1	1	4	3	0
\$450,001 and up	10	13.16%	29.9	2	2	0	6
Total Active Inventory by Units	76			18	40	9	9
Total Active Inventory by Volume	18,412,700	100%	14.6	2.51M	7.06M	1.66M	7.18M
Average Active Inventory Listing Price	\$242,272			\$139,267	\$176,475	\$184,711	\$798,278

October 2020



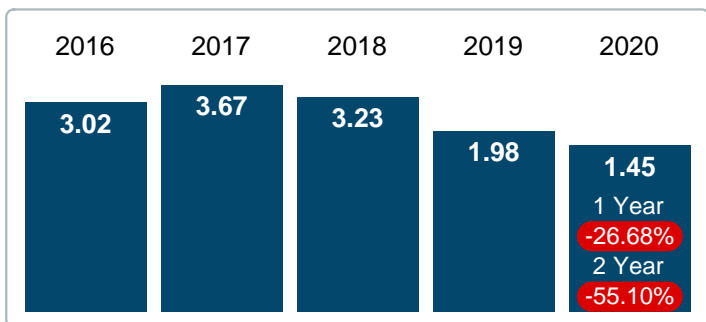
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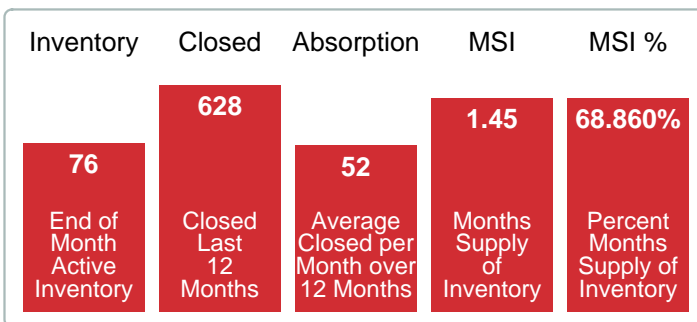
MONTHS SUPPLY of INVENTORY (MSI)

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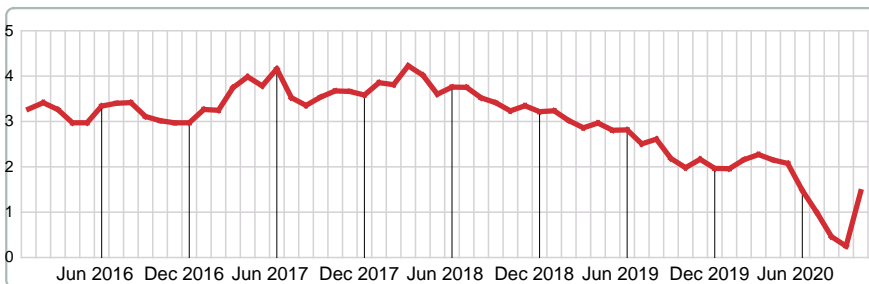
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

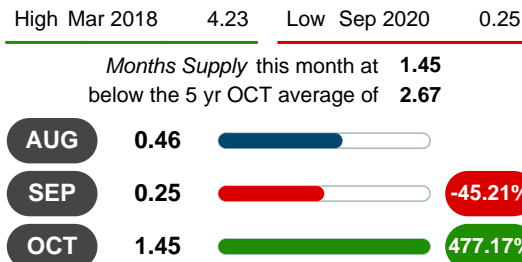


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.67



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	6	7.89%	0.64	0.72	0.64	0.00	0.00
\$50,001 - \$80,000	11	14.47%	1.50	1.58	1.12	4.00	0.00
\$80,001 - \$100,000	11	14.47%	2.36	1.41	2.91	2.00	0.00
\$100,001 - \$180,000	17	22.37%	0.97	2.40	0.87	0.31	1.50
\$180,001 - \$260,000	13	17.11%	1.59	0.00	1.77	0.73	12.00
\$260,001 - \$450,000	8	10.53%	1.92	12.00	2.40	1.44	0.00
\$450,001 and up	10	13.16%	9.23	0.00	8.00	0.00	0.00
Market Supply of Inventory (MSI)			1.45	1.62	1.36	0.86	7.20
Total Active Inventory by Units		100%	1.45	18	40	9	9

October 2020



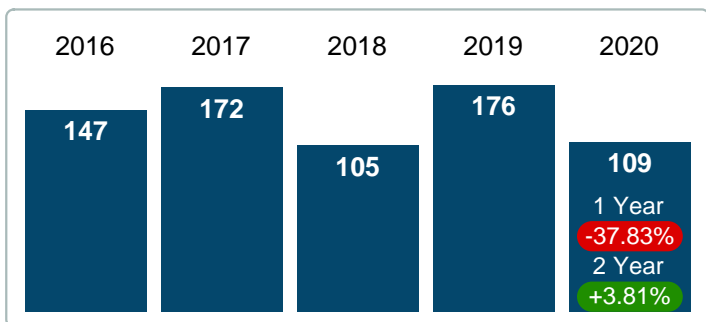
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



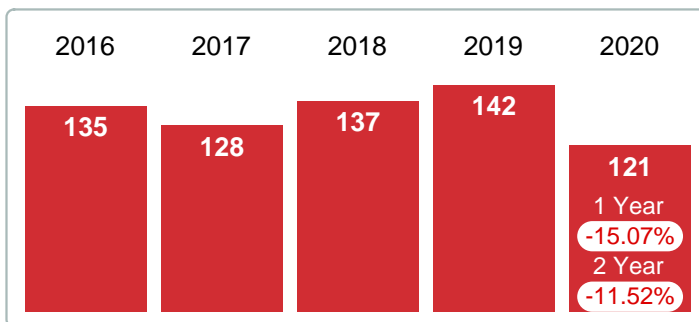
AVERAGE DAYS ON MARKET TO SALE

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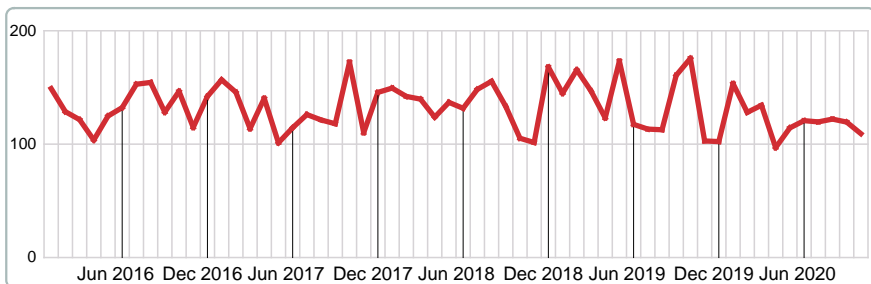
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 142

High Oct 2019 176 Low Apr 2020 97

Average Days on Market to Sale this month at 109 below the 5 yr OCT average of 142



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
\$50,000 and less	10.17%	87	52	159	50	0
\$50,001 - \$75,000	5.08%	255	505	130	0	0
\$75,001 - \$125,000	22.03%	75	84	72	0	0
\$125,001 - \$200,000	20.34%	91	136	60	129	0
\$200,001 - \$225,000	15.25%	110	0	64	168	0
\$225,001 - \$300,000	16.95%	110	0	68	152	0
\$300,001 and up	10.17%	166	0	292	104	0
Average Closed DOM		109	132	90	135	0
Total Closed Units	100%	109	10	33	16	0
Total Closed Volume		10,410,768	908.00K	5.68M	3.82M	0.00B

October 2020



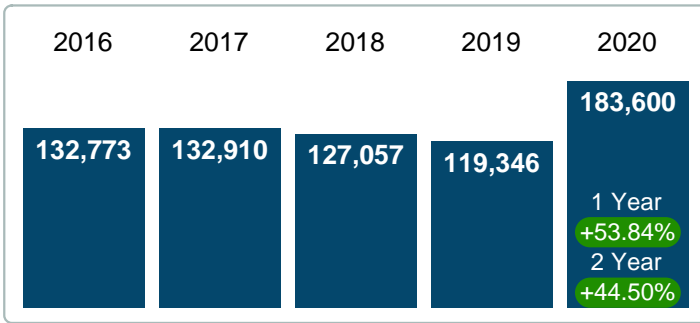
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



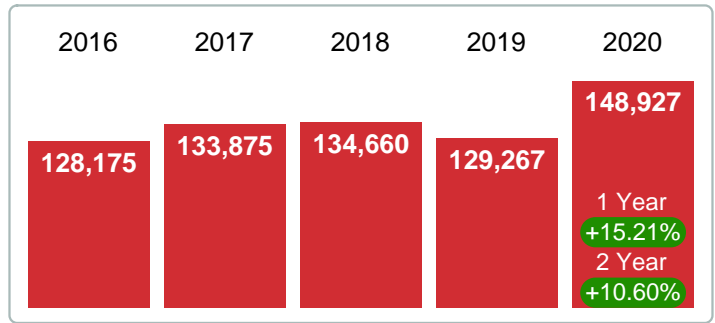
AVERAGE LIST PRICE AT CLOSING

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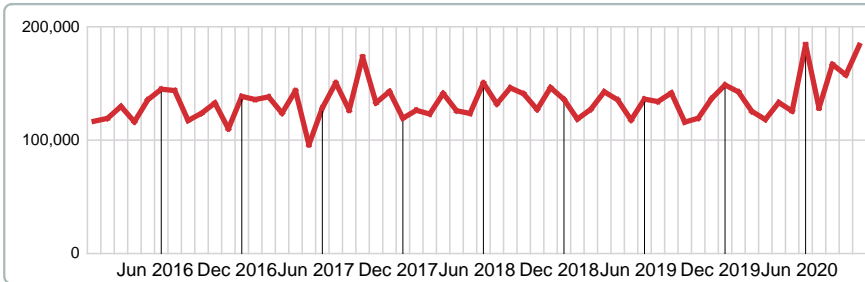
OCTOBER



YEAR TO DATE (YTD)

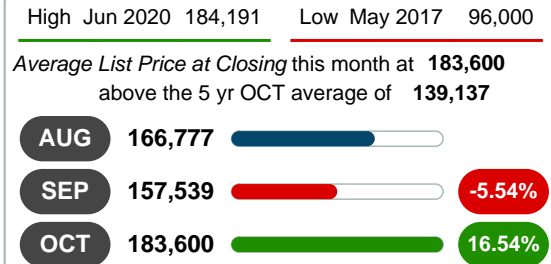


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 139,137



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
\$50,000 and less	5	8.47%	37,350	30,667	50,950	45,750	0
\$50,001 - \$75,000	4	6.78%	61,950	55,000	69,950	0	0
\$75,001 - \$125,000	11	18.64%	102,945	104,833	108,589	0	0
\$125,001 - \$200,000	14	23.73%	162,593	167,967	168,557	162,250	0
\$200,001 - \$225,000	7	11.86%	215,700	0	219,180	223,450	0
\$225,001 - \$300,000	11	18.64%	260,873	0	271,780	267,180	0
\$300,001 and up	7	11.86%	372,807	0	483,500	334,413	0
Average List Price			183,600	96,540	179,678	246,100	0
Total Closed Units		100%	183,600	10	33	16	
Total Closed Volume			10,832,390	965.40K	5.93M	3.94M	0.00B

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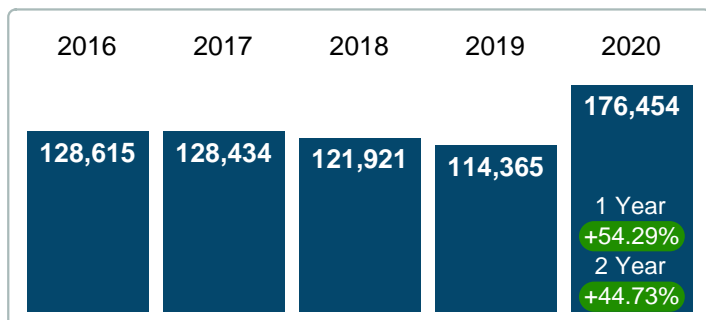
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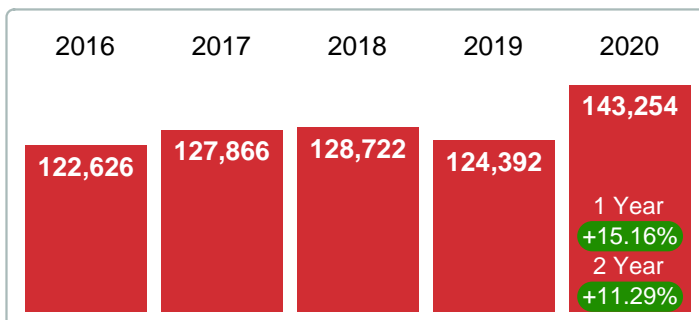
AVERAGE SOLD PRICE AT CLOSING

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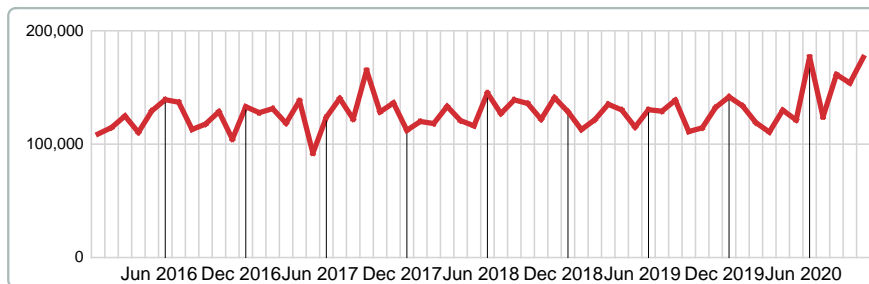
OCTOBER



YEAR TO DATE (YTD)

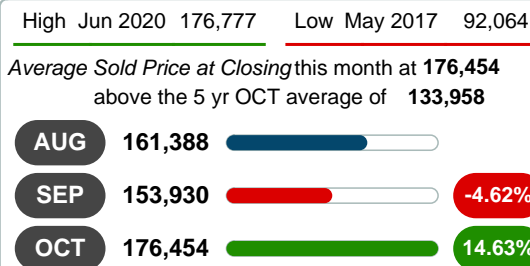


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 133,958



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
\$50,000 and less	10.17%	35,500	26,000	45,000	45,000	0
\$50,001 - \$75,000	5.08%	58,417	55,000	60,125	0	0
\$75,001 - \$125,000	22.03%	103,192	102,167	103,500	0	0
\$125,001 - \$200,000	20.34%	163,252	156,167	165,857	164,759	0
\$200,001 - \$225,000	15.25%	211,889	0	209,400	215,000	0
\$225,001 - \$300,000	16.95%	260,200	0	264,800	255,600	0
\$300,001 and up	10.17%	368,833	0	453,500	326,500	0
Average Sold Price		176,454	90,800	172,250	238,657	0
Total Closed Units	100%	176,454	10	33	16	
Total Closed Volume		10,410,768	908.00K	5.68M	3.82M	0.00B

October 2020



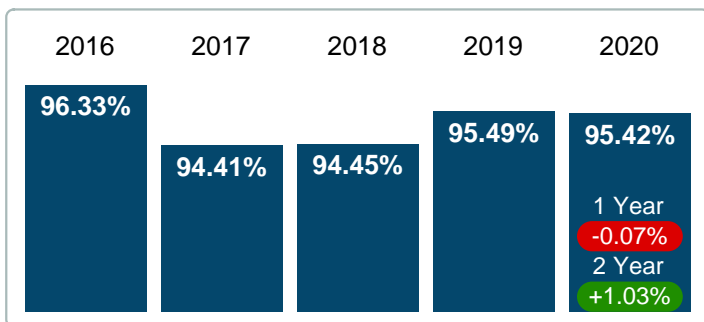
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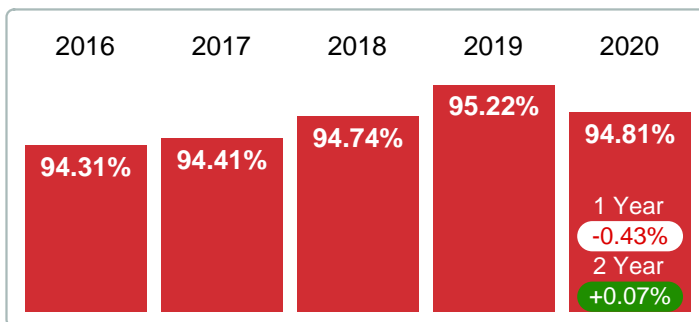
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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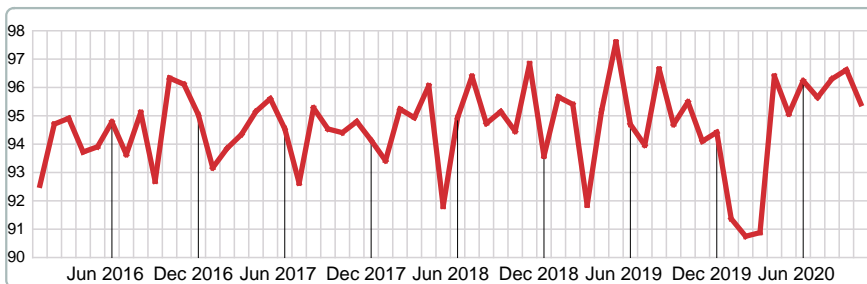
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

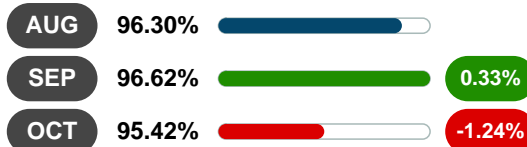


3 MONTHS

5 year OCT AVG = 95.22%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.42%** equal to 5 yr OCT average of **95.22%**



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
\$50,000 and less	6	10.17%	88.39%	85.28%	88.08%	98.36%	0.00%
\$50,001 - \$75,000	3	5.08%	90.72%	100.00%	86.08%	0.00%	0.00%
\$75,001 - \$125,000	13	22.03%	95.92%	97.62%	95.41%	0.00%	0.00%
\$125,001 - \$200,000	12	20.34%	97.53%	92.90%	98.30%	101.75%	0.00%
\$200,001 - \$225,000	9	15.25%	96.01%	0.00%	95.73%	96.36%	0.00%
\$225,001 - \$300,000	10	16.95%	96.58%	0.00%	97.53%	95.63%	0.00%
\$300,001 and up	6	10.17%	96.73%	0.00%	94.90%	97.64%	0.00%
Average Sold/List Ratio		95.40%		92.74%	95.35%	97.25%	0.00%
Total Closed Units		59	100%	10	33	16	
Total Closed Volume		10,410,768		908.00K	5.68M	3.82M	0.00B

October 2020



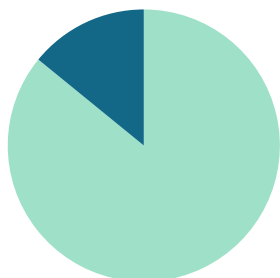
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

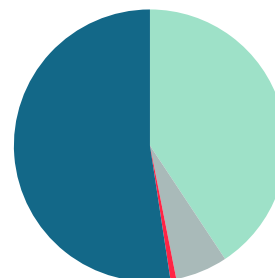


Inventory
 New Listings
73 = 85.88%
 Start Inventory
12
 Total Inventory Units
85
 Volume
\$19,718,700

Market Activity

Closed Sales
59 = 40.69%
 Pending Sales
9 = 6.21%
 Other Off Market
1 = 0.69%
 Active Inventory
76 = 52.41%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	51	59	15.69%	537	536	-0.19%
Pending Sales	55	9	-83.64%	573	491	-14.31%
New Listings	47	73	55.32%	538	480	-10.78%
Average List Price	119,346	183,600	53.84%	129,267	148,927	15.21%
Average Sale Price	114,365	176,454	54.29%	124,392	143,254	15.16%
Average Percent of Selling Price to List Price	95.49%	95.42%	-0.07%	95.22%	94.81%	-0.43%
Average Days on Market to Sale	175.67	109.22	-37.83%	142.47	121.00	-15.07%
Monthly Inventory	106	76	-28.30%	106	76	-28.30%
Months Supply of Inventory	2.04	1.45	-28.76%	2.04	1.45	-28.76%

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

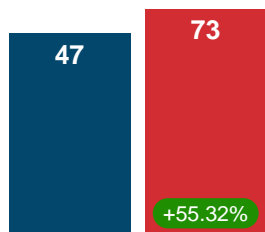
Inventory on October 31, 2020 = **76**

2019 **2020**

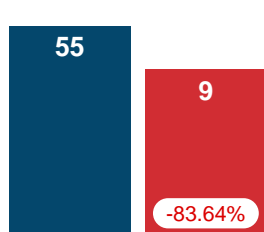
OCTOBER MARKET

AVERAGE PRICES

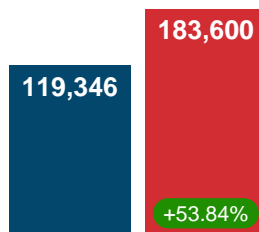
New Listings



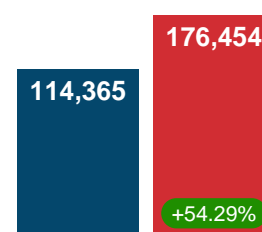
Pending Listings



List Price



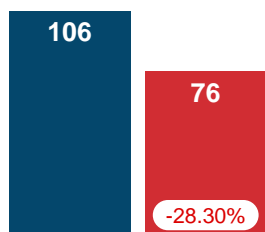
Sale Price



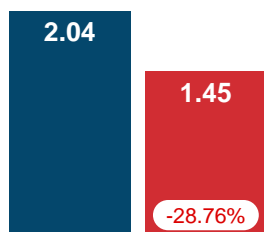
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

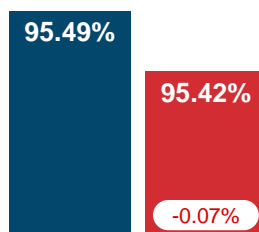
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

