

October 2020



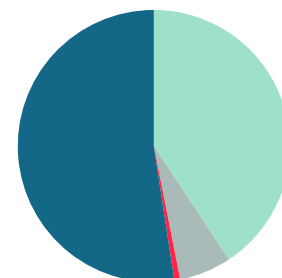
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	103,000	181,500	76.21%
Median Sale Price	106,100	173,500	63.52%
Median Percent of Selling Price to List Price	97.56%	96.56%	-1.02%
Median Days on Market to Sale	88.00	71.00	-19.32%
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.

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 **63.52%** in October 2020 to \$173,500 versus the previous year at \$106,100.

Median Days on Market Shortens

The median number of **71.00** days that homes spent on the market before selling decreased by 17.00 days or **19.32%** in October 2020 compared to last year's same month at **88.00** DOM.

Sales Success for October 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 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.

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

October 2020



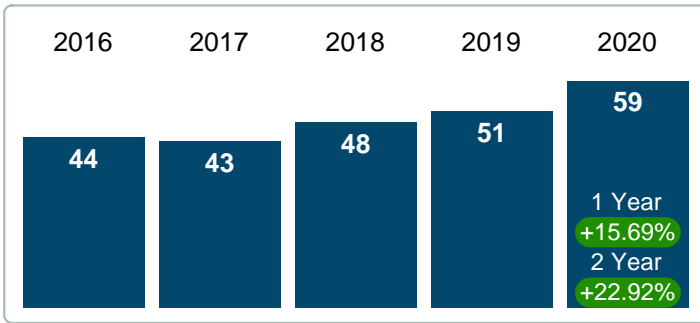
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



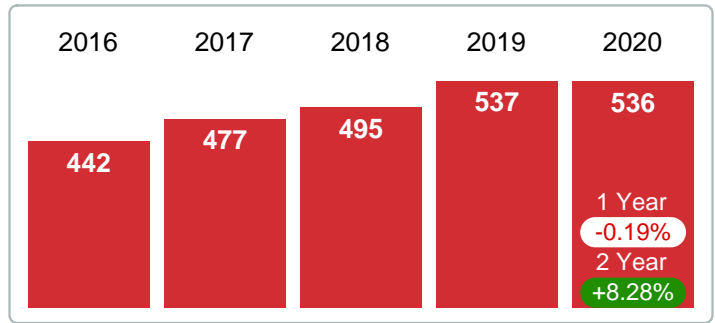
CLOSED LISTINGS

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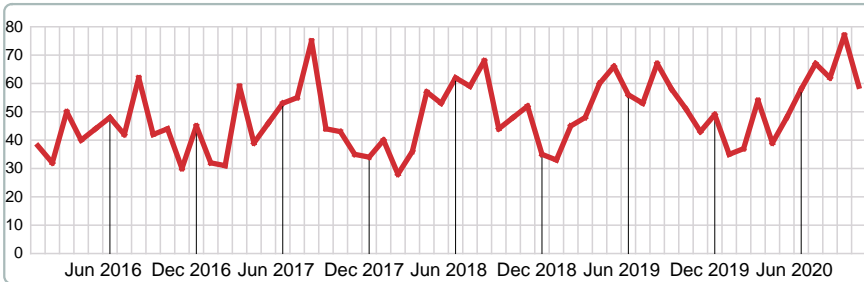
OCTOBER



YEAR TO DATE (YTD)

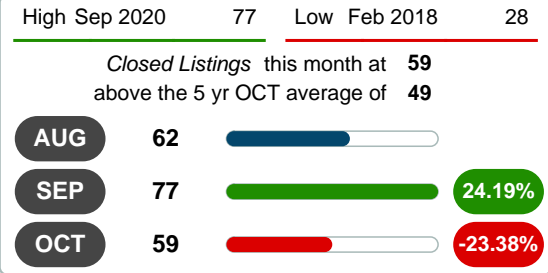


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.17%	50.0	3	2	1	0
\$50,001 - \$75,000	3	5.08%	157.0	1	2	0	0
\$75,001 - \$125,000	13	22.03%	52.0	3	10	0	0
\$125,001 - \$200,000	12	20.34%	67.5	3	7	2	0
\$200,001 - \$225,000	9	15.25%	78.0	0	5	4	0
\$225,001 - \$300,000	10	16.95%	90.5	0	5	5	0
\$300,001 and up	6	10.17%	127.0	0	2	4	0
Total Closed Units	59			10	33	16	0
Total Closed Volume	10,410,768	100%	71.0	908.00K	5.68M	3.82M	0.00B
Median Closed Price	\$173,500			\$95,750	\$165,000	\$232,500	\$0

October 2020



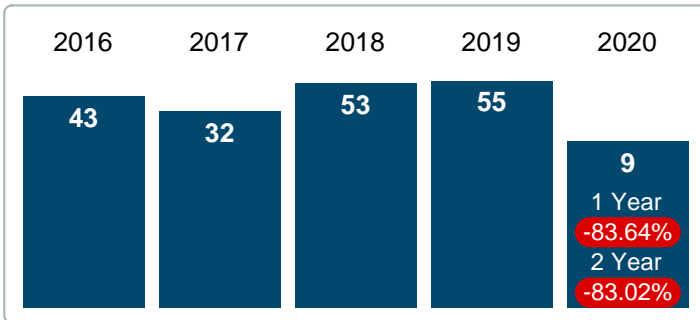
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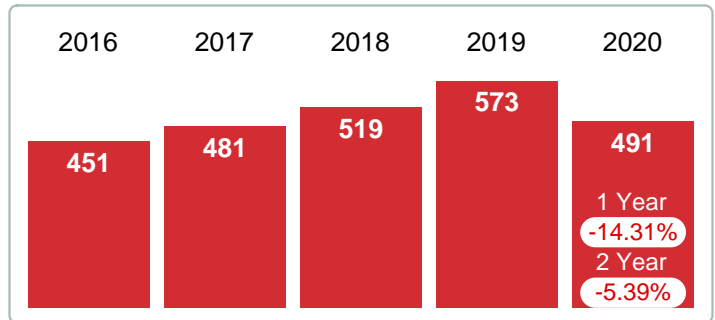
PENDING LISTINGS

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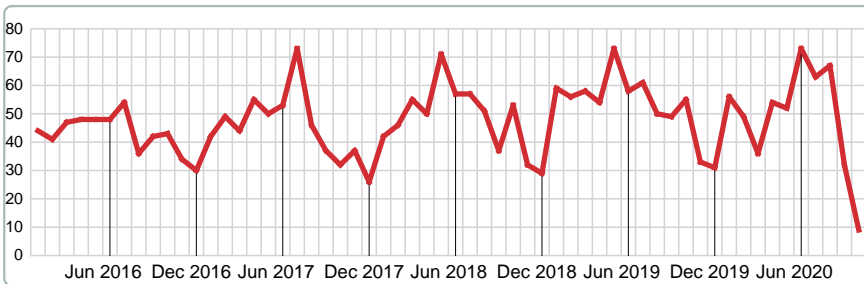
OCTOBER



YEAR TO DATE (YTD)

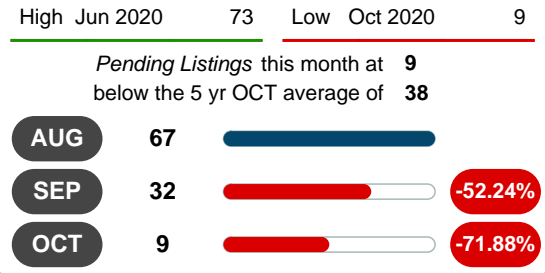


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	127.0	0	0	0	0
\$50,001 - \$110,000	2	22.22%	247.5	2	0	0	0
\$110,001 - \$140,000	1	11.11%	-1.0	1	0	0	0
\$140,001 - \$160,000	2	22.22%	7.5	0	1	1	0
\$160,001 - \$180,000	1	11.11%	-2.0	0	1	0	0
\$180,001 - \$240,000	2	22.22%	40.0	0	2	0	0
\$240,001 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%	7.0	271.00K	964.90K	150.00K	0.00B
Median Listing Price	\$150,000			\$105,000	\$189,000	\$150,000	\$0

October 2020



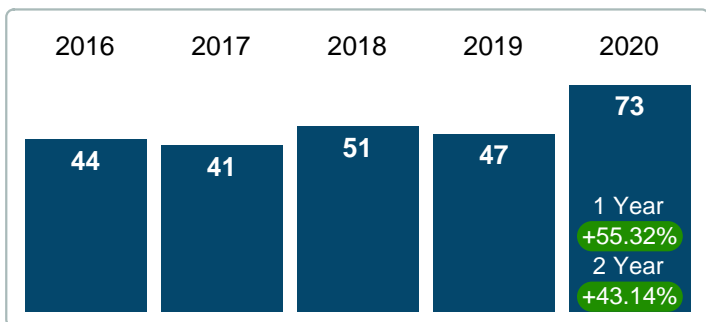
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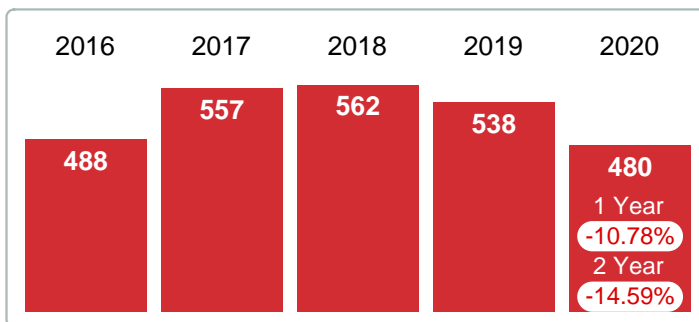
NEW LISTINGS

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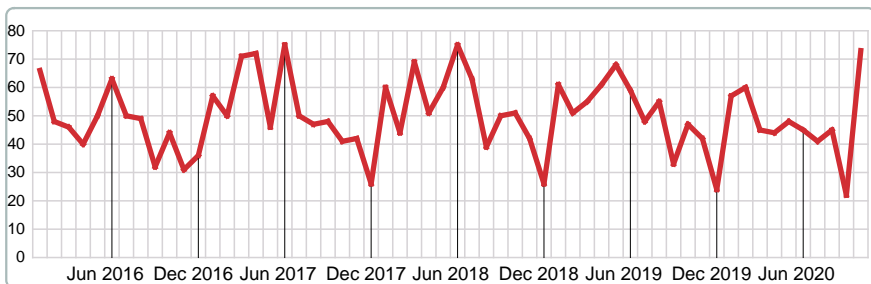
OCTOBER



YEAR TO DATE (YTD)

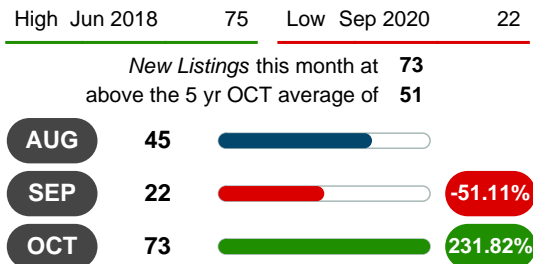


5 YEAR MARKET ACTIVITY TRENDS



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 - \$80,000	10	13.70%	5	4	1	0
\$80,001 - \$90,000	6	8.22%	1	5	0	0
\$90,001 - \$160,000	22	30.14%	6	12	3	1
\$160,001 - \$220,000	11	15.07%	1	7	1	2
\$220,001 - \$340,000	10	13.70%	0	6	4	0
\$340,001 and up	8	10.96%	1	1	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
Median New Listed Listing Price	\$129,000		\$87,500	\$127,250	\$209,000	\$649,500

October 2020



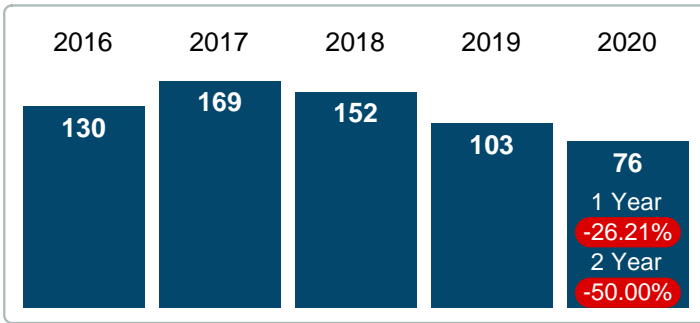
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



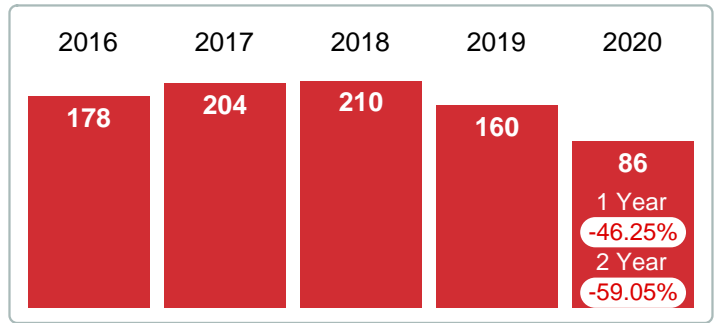
ACTIVE INVENTORY

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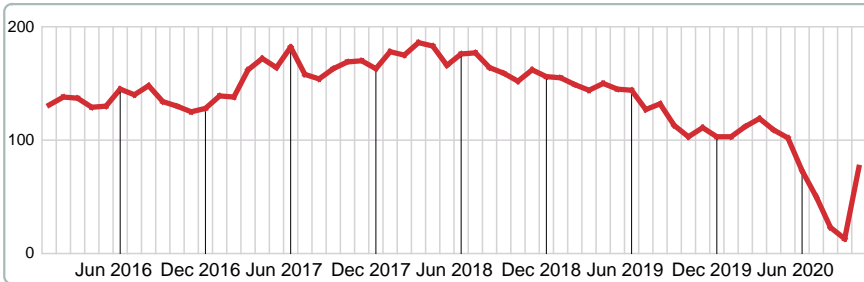
END OF OCTOBER



ACTIVE DURING OCTOBER

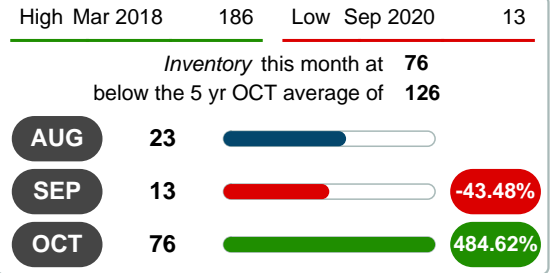


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 126



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.89%	2.5	3	3	0	0
\$50,001 - \$80,000	11	14.47%	3.0	5	4	2	0
\$80,001 - \$100,000	11	14.47%	5.0	2	8	1	0
\$100,001 - \$180,000	17	22.37%	4.0	5	10	1	1
\$180,001 - \$260,000	13	17.11%	12.0	0	9	2	2
\$260,001 - \$450,000	8	10.53%	6.5	1	4	3	0
\$450,001 and up	10	13.16%	8.5	2	2	0	6
Total Active Inventory by Units	76			18	40	9	9
Total Active Inventory by Volume	18,412,700	100%	5.0	2.51M	7.06M	1.66M	7.18M
Median Active Inventory Listing Price	\$137,000			\$93,250	\$132,000	\$209,000	\$649,500

October 2020



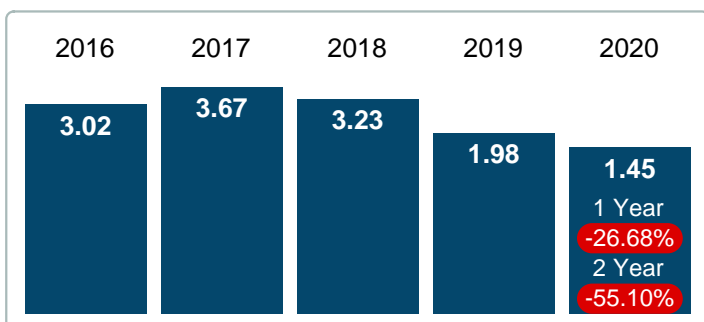
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



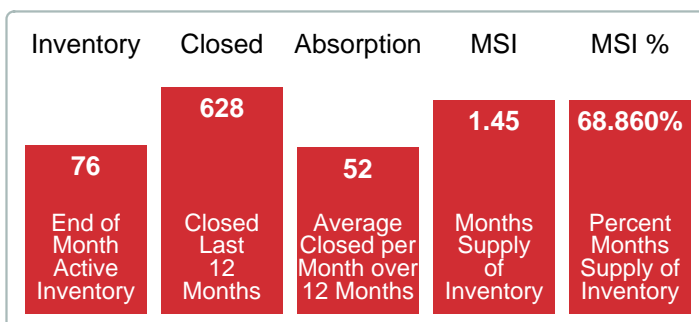
MONTHS SUPPLY of INVENTORY (MSI)

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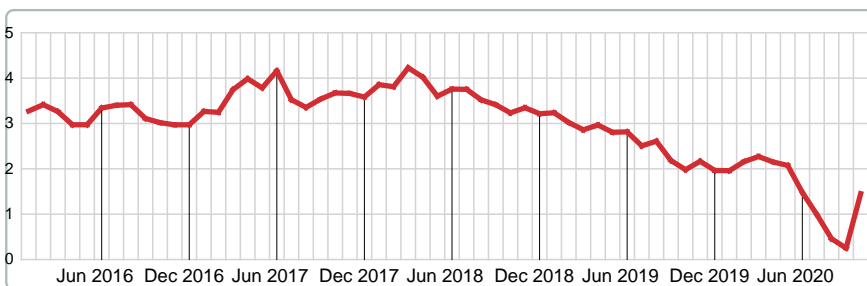
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

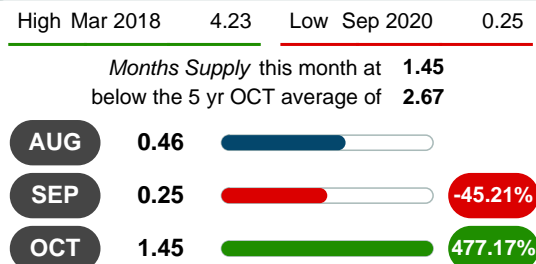


5 YEAR MARKET ACTIVITY TRENDS



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



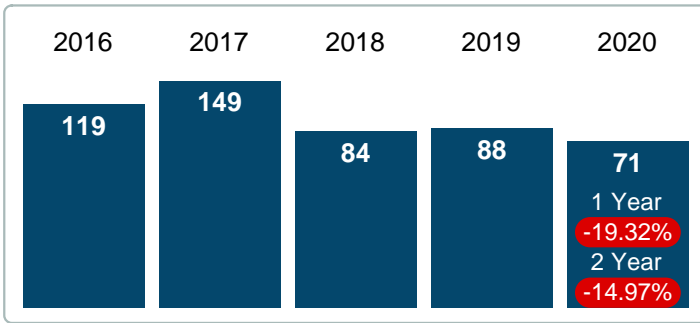
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



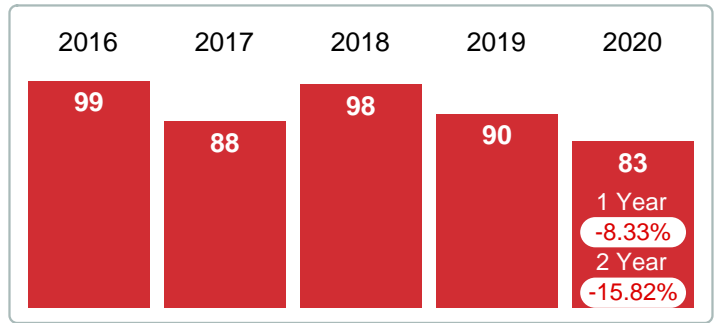
MEDIAN DAYS ON MARKET TO SALE

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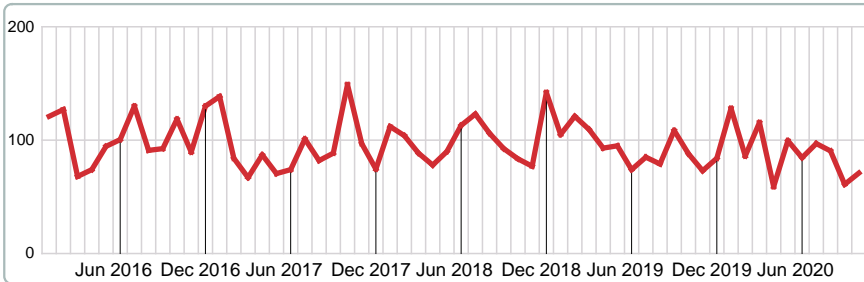
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 71 below the 5 yr OCT average of 102



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
\$50,000 and less	6	10.17%	50	50	159	50	0
\$50,001 - \$75,000	3	5.08%	157	505	130	0	0
\$75,001 - \$125,000	13	22.03%	52	90	50	0	0
\$125,001 - \$200,000	12	20.34%	68	96	64	129	0
\$200,001 - \$225,000	9	15.25%	78	0	49	123	0
\$225,001 - \$300,000	10	16.95%	91	0	62	170	0
\$300,001 and up	6	10.17%	127	0	292	78	0
Median Closed DOM			71	76	64	100	0
Total Closed Units		100%	59	10	33	16	
Total Closed Volume			10,410,768	908.00K	5.68M	3.82M	0.00B

October 2020



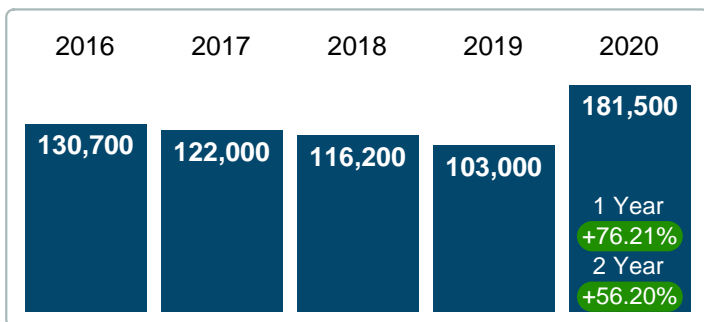
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



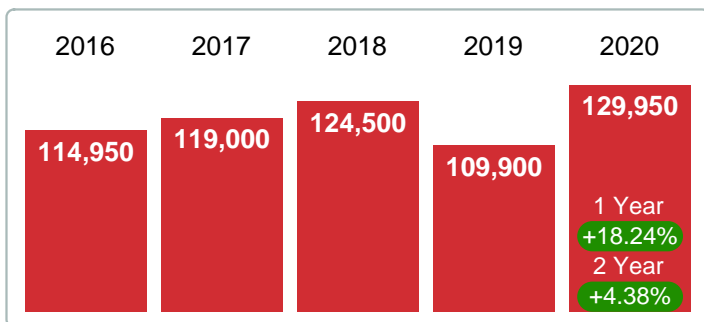
MEDIAN LIST PRICE AT CLOSING

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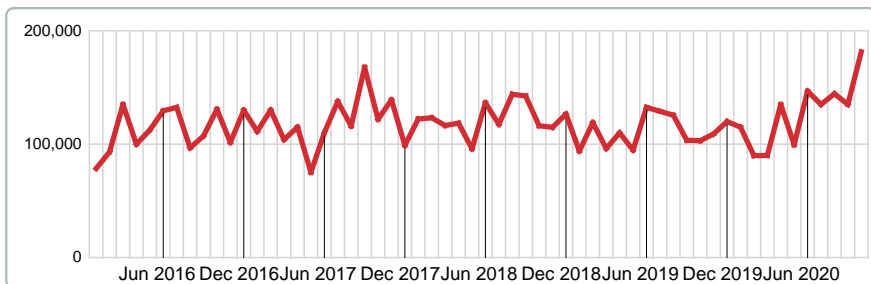
OCTOBER



YEAR TO DATE (YTD)

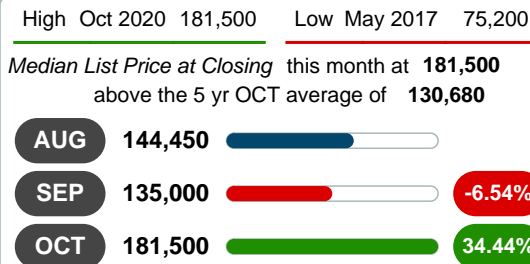


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 130,680



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
\$50,000 and less 5	8.47%	35,000	32,000	49,000	45,750	0
\$50,001 - \$75,000 4	6.78%	59,950	55,000	64,900	0	0
\$75,001 - \$125,000 11	18.64%	99,990	112,000	98,745	0	0
\$125,001 - \$200,000 14	23.73%	158,450	159,000	157,500	162,250	0
\$200,001 - \$225,000 7	11.86%	217,000	0	216,000	219,000	0
\$225,001 - \$300,000 11	18.64%	253,000	0	272,450	249,000	0
\$300,001 and up 7	11.86%	329,000	0	483,500	329,000	0
Median List Price		181,500	99,750	157,500	249,000	0
Total Closed Units	100%	181,500	10	33	16	
Total Closed Volume		10,832,390	965.40K	5.93M	3.94M	0.00B

October 2020



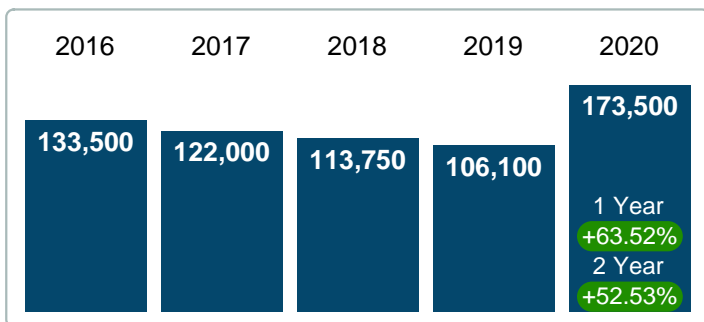
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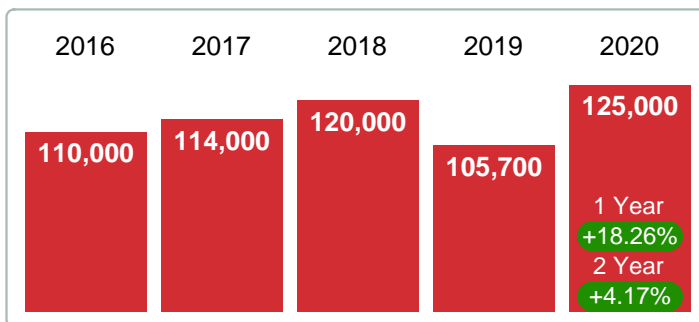
MEDIAN SOLD PRICE AT CLOSING

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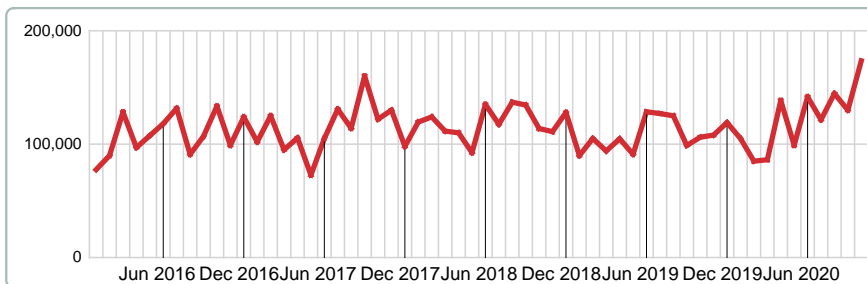
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

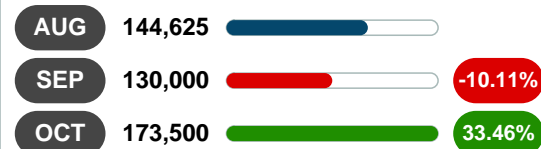


3 MONTHS

5 year OCT AVG = 129,770

High Oct 2020 173,500 Low May 2017 72,750

Median Sold Price at Closing this month at 173,500 above the 5 yr OCT average of 129,770



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
\$50,000 and less	6	10.17%	35,000	25,000	45,000	45,000	0
\$50,001 - \$75,000	3	5.08%	57,000	55,000	60,125	0	0
\$75,001 - \$125,000	13	22.03%	104,000	104,000	103,500	0	0
\$125,001 - \$200,000	12	20.34%	169,250	149,000	173,500	164,759	0
\$200,001 - \$225,000	9	15.25%	212,000	0	206,000	216,750	0
\$225,001 - \$300,000	10	16.95%	263,500	0	267,000	253,000	0
\$300,001 and up	6	10.17%	329,500	0	453,500	329,500	0
Median Sold Price			173,500	95,750	165,000	232,500	0
Total Closed Units		100%	173,500	10	33	16	
Total Closed Volume			10,410,768	908.00K	5.68M	3.82M	0.00B

October 2020



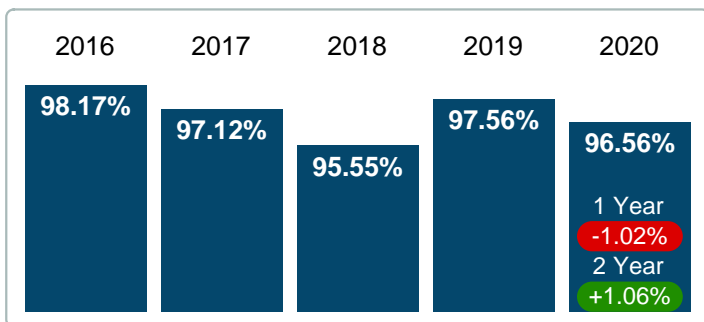
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



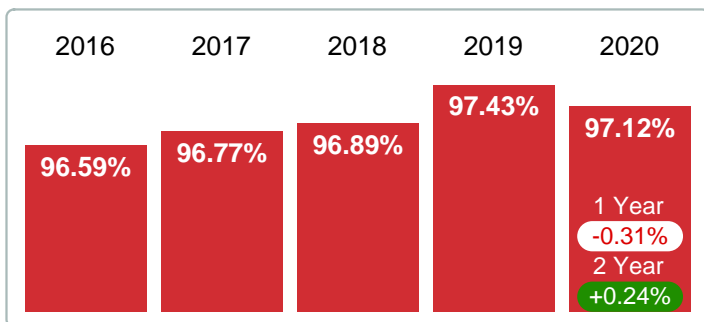
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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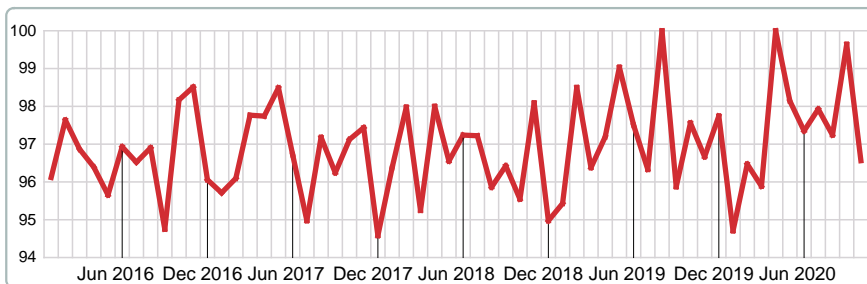
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

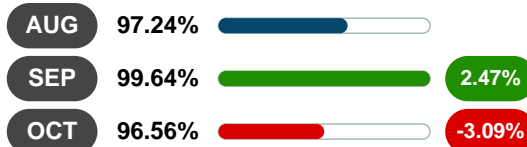


3 MONTHS

5 year OCT AVG = 96.99%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **96.56%**
equal to 5 yr OCT average of **96.99%**



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
\$50,000 and less	6	10.17%	88.86%	85.71%	88.08%	98.36%	0.00%
\$50,001 - \$75,000	3	5.08%	87.83%	100.00%	86.08%	0.00%	0.00%
\$75,001 - \$125,000	13	22.03%	97.44%	100.00%	95.62%	0.00%	0.00%
\$125,001 - \$200,000	12	20.34%	98.21%	93.71%	100.00%	101.75%	0.00%
\$200,001 - \$225,000	9	15.25%	95.35%	0.00%	95.35%	95.70%	0.00%
\$225,001 - \$300,000	10	16.95%	96.90%	0.00%	98.18%	94.68%	0.00%
\$300,001 and up	6	10.17%	97.51%	0.00%	94.90%	97.61%	0.00%
Median Sold/List Ratio		96.56%		93.28%	96.43%	97.20%	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



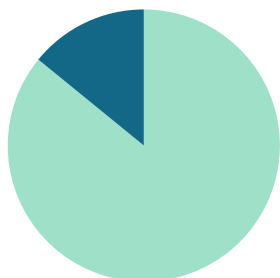
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

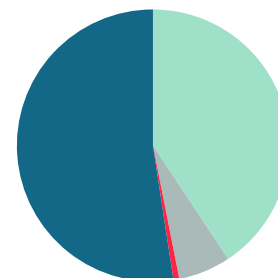


Inventory
 New Listings
73 = 85.88%
 Start Inventory
12
 Total Inventory Units
85
 Volume
\$19,718,700

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%
Median List Price	103,000	181,500	76.21%	109,900	129,950	18.24%
Median Sale Price	106,100	173,500	63.52%	105,700	125,000	18.26%
Median Percent of Selling Price to List Price	97.56%	96.56%	-1.02%	97.43%	97.12%	-0.31%
Median Days on Market to Sale	88.00	71.00	-19.32%	90.00	82.50	-8.33%
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

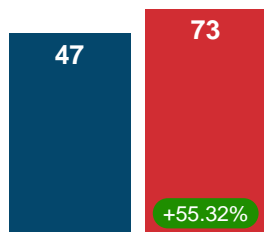
Inventory on October 31, 2020 = **76**

2019 **2020**

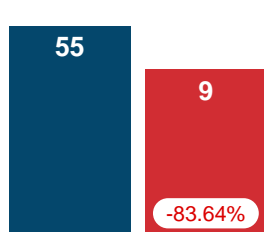
OCTOBER MARKET

MEDIAN PRICES

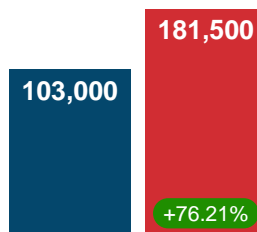
New Listings



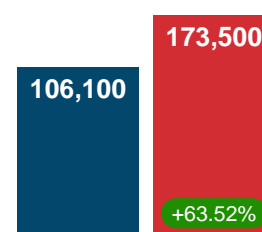
Pending Listings



List Price



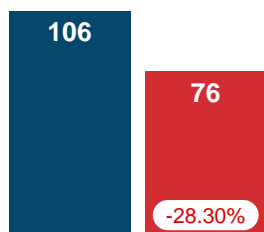
Sale Price



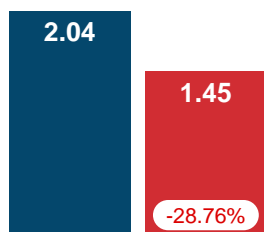
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

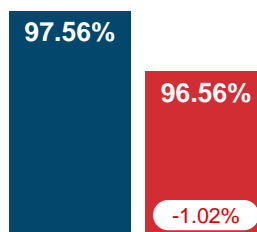
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

