

# September 2020



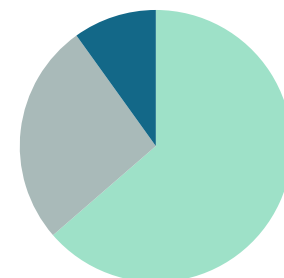
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	58	77	32.76%
Pending Listings	49	32	-34.69%
New Listings	33	22	-33.33%
Average List Price	115,902	157,539	35.92%
Average Sale Price	111,093	153,930	38.56%
Average Percent of Selling Price to List Price	94.70%	96.62%	2.03%
Average Days on Market to Sale	160.69	119.45	-25.66%
End of Month Inventory	115	12	-89.57%
Months Supply of Inventory	2.22	0.23	-89.55%



■ Closed (63.64%)  
■ Pending (26.45%)  
■ Other OffMarket (0.00%)  
■ Active (9.92%)

**Absorption:** Last 12 months, an Average of **52 Sales/Month**  
**Active Inventory** as of September 30, 2020 = **12**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **89.57%** to 12 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 **0.23** 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 **38.56%** in September 2020 to \$153,930 versus the previous year at \$111,093.

#### Average Days on Market Shortens

The average number of **119.45** days that homes spent on the market before selling decreased by 41.24 days or **25.66%** in September 2020 compared to last year's same month at **160.69** DOM.

#### Sales Success for September 2020 is Positive

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

There were 22 New Listings in September 2020, down **33.33%** from last year at 33. Furthermore, there were 77 Closed Listings this month versus last year at 58, a **32.76%** increase.

Closed versus Listed trends yielded a **350.0%** ratio, up from previous year's, September 2019, at **175.8%**, a **99.14%** upswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# September 2020



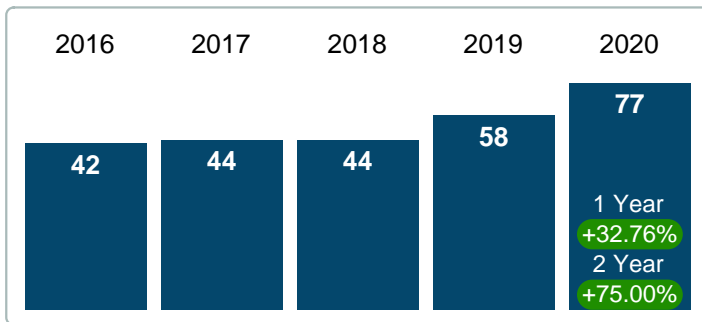
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



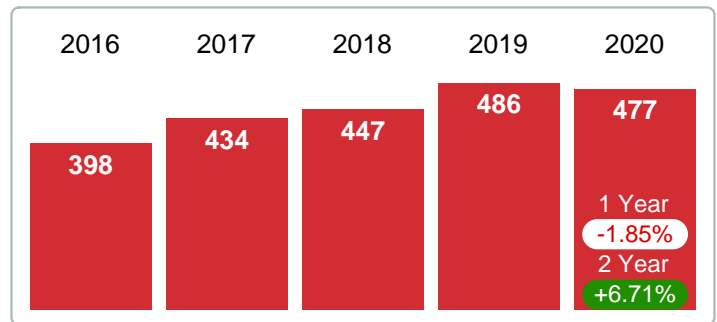
## CLOSED LISTINGS

Report produced on Jul 27, 2023 for MLS Technology Inc.

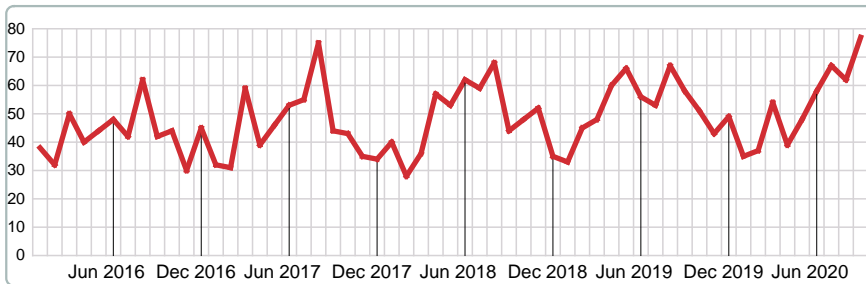
### SEPTEMBER



### YEAR TO DATE (YTD)

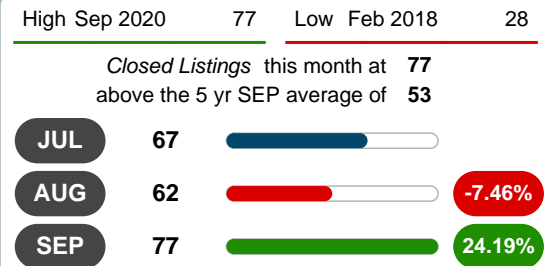


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.60%	103.0	2	0	0	0
\$25,001 - \$50,000	11	14.29%	118.4	3	8	0	0
\$50,001 - \$100,000	15	19.48%	122.7	6	8	1	0
\$100,001 - \$150,000	20	25.97%	165.8	2	14	3	1
\$150,001 - \$200,000	11	14.29%	98.5	1	6	4	0
\$200,001 - \$250,000	6	7.79%	97.5	0	3	3	0
\$250,001 and up	12	15.58%	72.0	0	6	5	1
<b>Total Closed Units</b>	<b>77</b>			<b>14</b>	<b>45</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,852,600</b>	<b>100%</b>	<b>119.5</b>	<b>986.50K</b>	<b>6.97M</b>	<b>3.39M</b>	<b>512.00K</b>
<b>Average Closed Price</b>	<b>\$153,930</b>			<b>\$70,464</b>	<b>\$154,827</b>	<b>\$211,681</b>	<b>\$256,000</b>

# September 2020



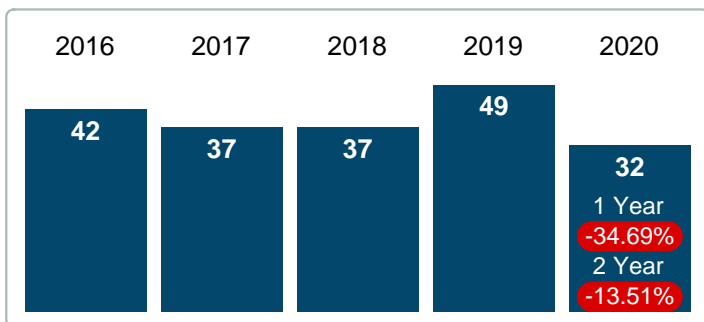
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



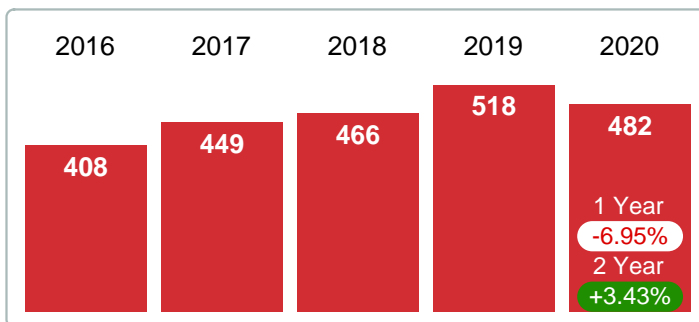
## PENDING LISTINGS

Report produced on Jul 27, 2023 for MLS Technology Inc.

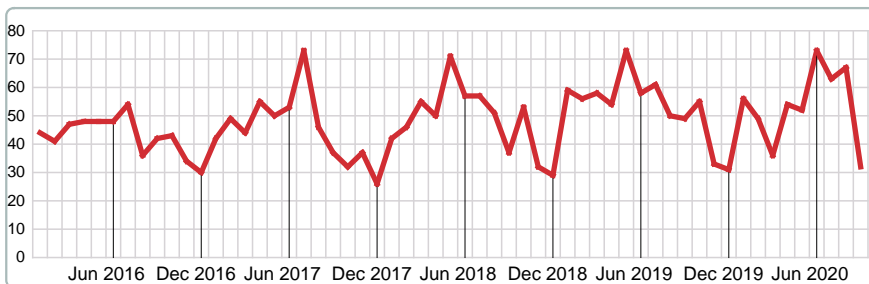
### SEPTEMBER



### YEAR TO DATE (YTD)

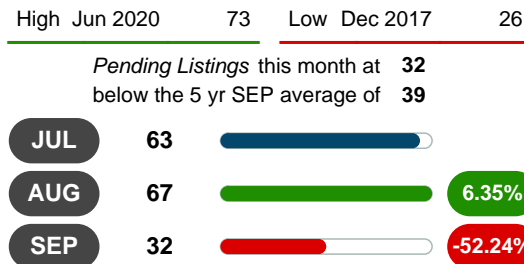


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.13%	37.0	1	0	0	0
\$25,001 - \$50,000	5	15.63%	72.8	2	2	1	0
\$50,001 - \$100,000	6	18.75%	-4.0	0	6	0	0
\$100,001 - \$175,000	6	18.75%	16.2	1	5	0	0
\$175,001 - \$250,000	6	18.75%	59.2	0	3	3	0
\$250,001 - \$300,000	4	12.50%	10.3	0	3	1	0
\$300,001 and up	4	12.50%	46.8	0	1	3	0
<b>Total Pending Units</b>	<b>32</b>			<b>4</b>	<b>20</b>	<b>8</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,254,390</b>	<b>100%</b>	<b>33.0</b>	<b>246.90K</b>	<b>3.07M</b>	<b>1.93M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$164,200</b>			<b>\$61,725</b>	<b>\$153,730</b>	<b>\$241,613</b>	<b>\$0</b>

# September 2020



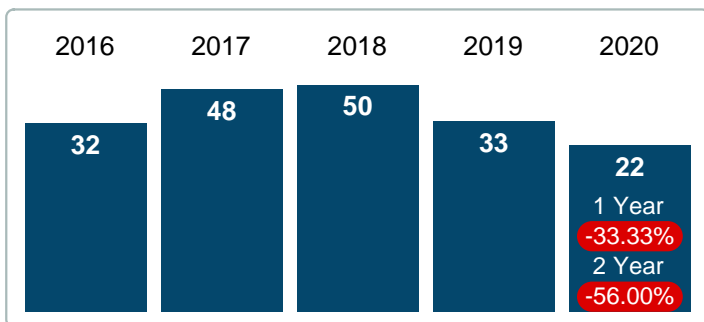
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



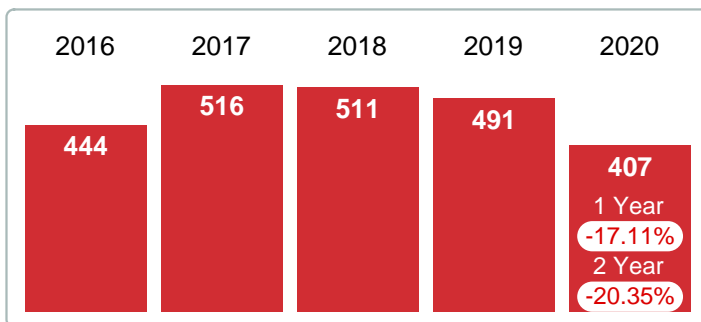
## NEW LISTINGS

Report produced on Jul 27, 2023 for MLS Technology Inc.

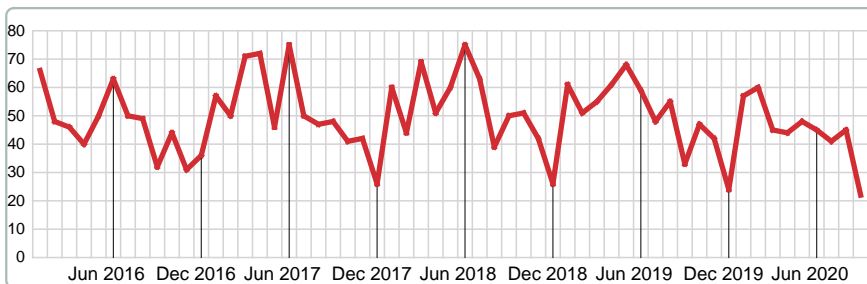
### SEPTEMBER



### YEAR TO DATE (YTD)

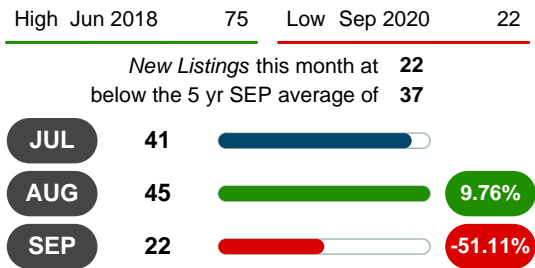


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### 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	2	9.09%	2	0	0	0
\$50,001 - \$75,000	1	4.55%	0	1	0	0
\$75,001 - \$100,000	4	18.18%	0	4	0	0
\$100,001 - \$150,000	6	27.27%	1	5	0	0
\$150,001 - \$225,000	4	18.18%	0	3	1	0
\$225,001 - \$275,000	3	13.64%	0	3	0	0
\$275,001 and up	2	9.09%	0	2	0	0
<b>Total New Listed Units</b>	<b>22</b>		<b>3</b>	<b>18</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,645,290</b>	<b>100%</b>	<b>182.00K</b>	<b>3.24M</b>	<b>225.00K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$170,215</b>		<b>\$60,667</b>	<b>\$179,905</b>	<b>\$225,000</b>	<b>\$0</b>

# September 2020



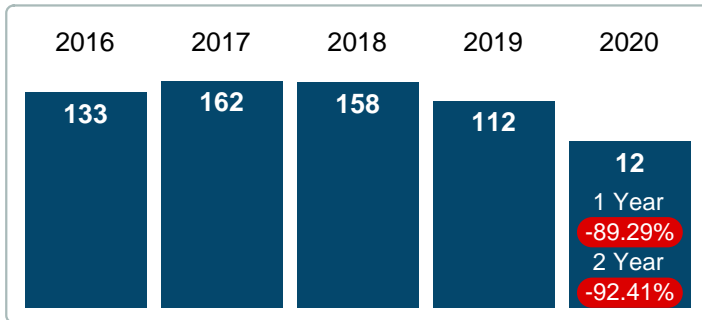
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



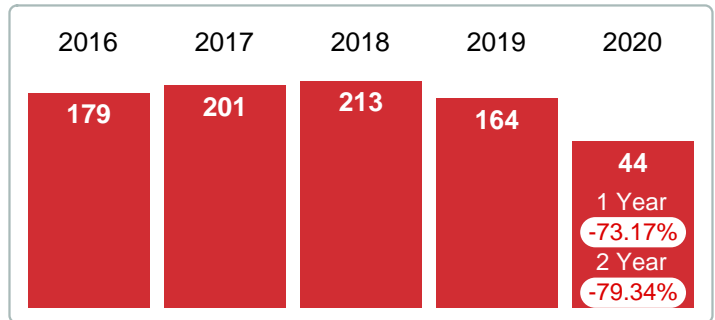
## ACTIVE INVENTORY

Report produced on Jul 27, 2023 for MLS Technology Inc.

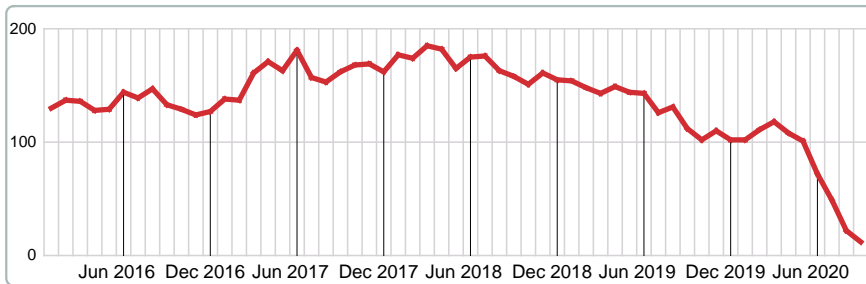
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

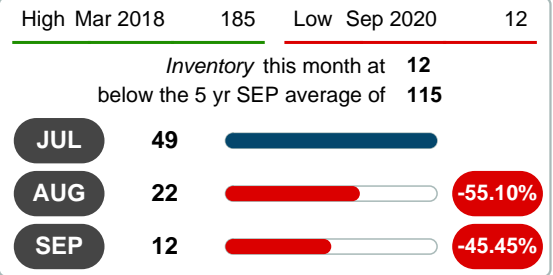


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 115



### 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	2	16.67%	295.5	1	0	1	0
\$100,001 - \$175,000	2	16.67%	12.0	1	1	0	0
\$175,001 - \$225,000	4	33.33%	28.5	0	4	0	0
\$225,001 - \$450,000	1	8.33%	26.0	0	1	0	0
\$450,001 - \$450,000	0	0.00%	0.0	0	0	0	0
\$450,001 and up	3	25.00%	54.0	2	1	0	0
<b>Total Active Inventory by Units</b>	<b>12</b>			<b>4</b>	<b>7</b>	<b>1</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>3,074,000</b>	<b>100%</b>	<b>76.4</b>	<b>1.09M</b>	<b>1.93M</b>	<b>60.00K</b>	<b>0.00B</b>
<b>Average Active Inventory Listing Price</b>	<b>\$256,167</b>			<b>\$271,250</b>	<b>\$275,571</b>	<b>\$60,000</b>	<b>\$0</b>

# September 2020



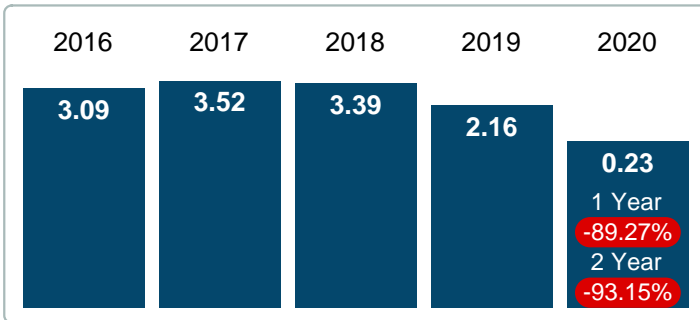
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



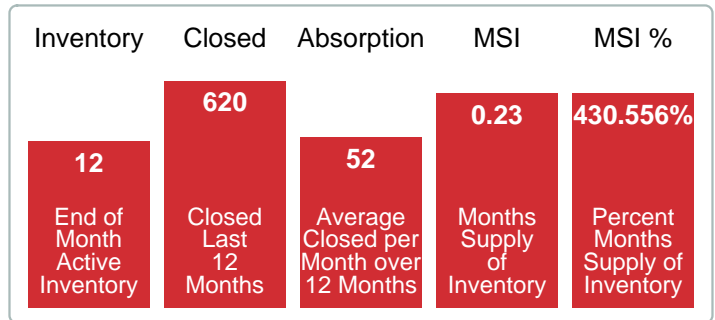
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 27, 2023 for MLS Technology Inc.

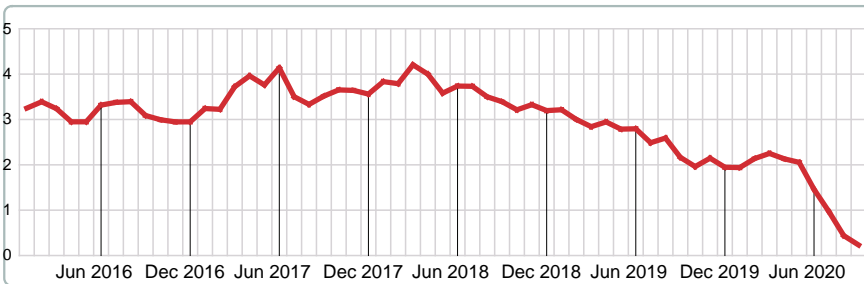
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

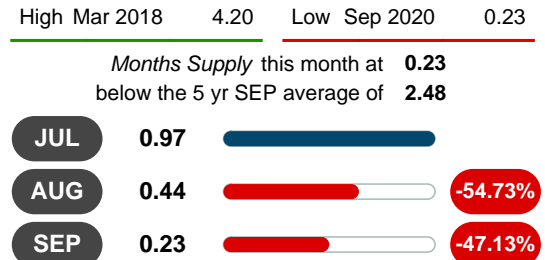


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.48



### 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	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$50,001 - \$100,000	2	16.67%	0.16	0.20	0.00	0.86	0.00
\$100,001 - \$175,000	2	16.67%	0.12	0.52	0.09	0.00	0.00
\$175,001 - \$225,000	4	33.33%	0.66	0.00	1.02	0.00	0.00
\$225,001 - \$450,000	1	8.33%	0.18	0.00	0.38	0.00	0.00
\$450,001 - \$450,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$450,001 and up	3	25.00%	3.00	0.00	6.00	0.00	0.00
Market Supply of Inventory (MSI)			0.23	0.35	0.24	0.10	0.00
		100%	0.23				
Total Active Inventory by Units			12	4	7	1	0

# September 2020



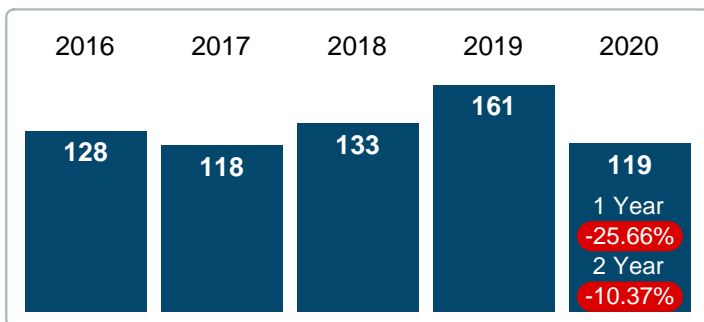
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



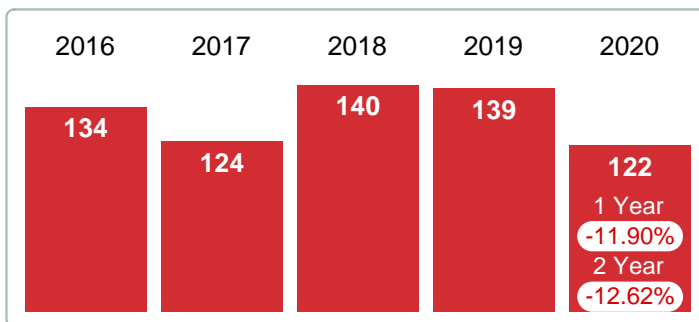
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 27, 2023 for MLS Technology Inc.

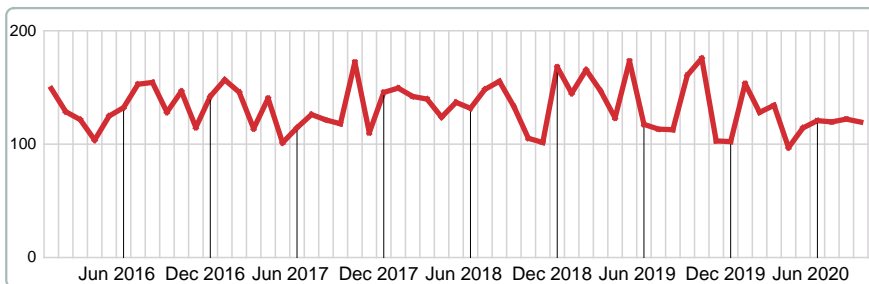
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

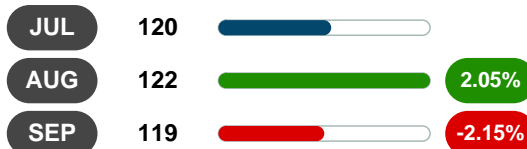


### 3 MONTHS

5 year SEP AVG = 132

High Oct 2019 176 Low Apr 2020 97

Average Days on Market to Sale this month at 119 below the 5 yr SEP average of 132



## 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
\$25,000 and less	2.60%	103	103	0	0	0
\$25,001 - \$50,000	14.29%	118	46	145	0	0
\$50,001 - \$100,000	19.48%	123	224	58	37	0
\$100,001 - \$150,000	25.97%	166	61	186	147	144
\$150,001 - \$200,000	14.29%	99	117	81	120	0
\$200,001 - \$250,000	7.79%	98	0	158	37	0
\$250,001 and up	15.58%	72	0	32	87	240
<b>Average Closed DOM</b>		<b>119</b>	<b>137</b>	<b>120</b>	<b>94</b>	<b>192</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>119</b>	<b>14</b>	<b>45</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,852,600</b>	<b>986.50K</b>	<b>6.97M</b>	<b>3.39M</b>	<b>512.00K</b>

# September 2020



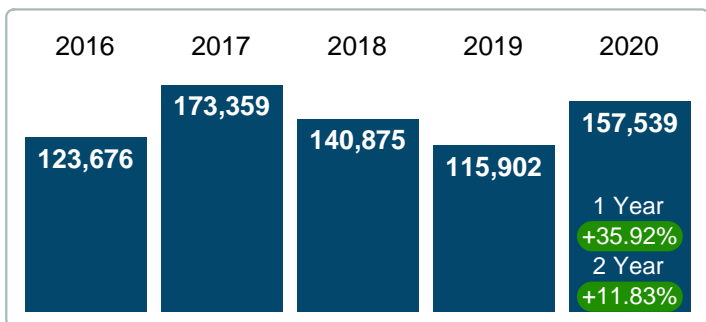
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



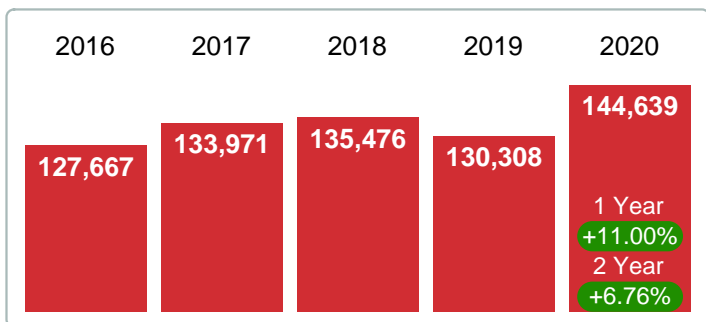
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 27, 2023 for MLS Technology Inc.

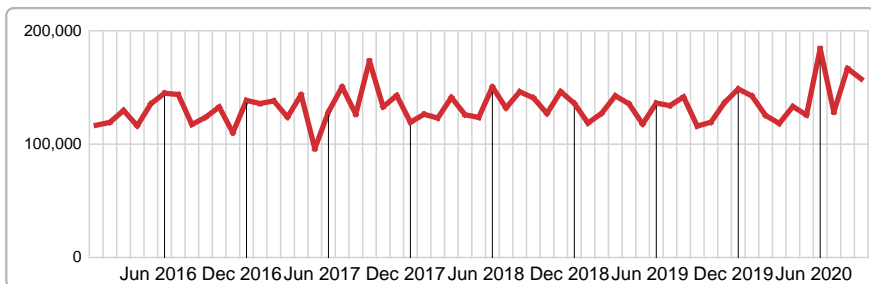
### SEPTEMBER



### YEAR TO DATE (YTD)

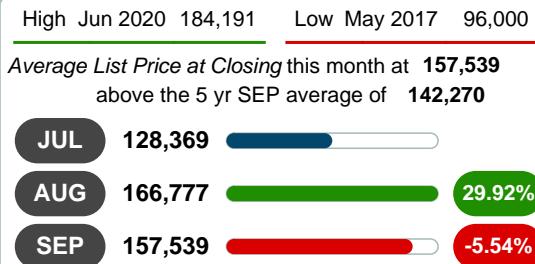


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 142,270



### 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
\$25,000 and less	2.60%	25,000	27,000	0	0	0
\$25,001 - \$50,000	11.69%	40,222	36,333	46,750	0	0
\$50,001 - \$100,000	18.18%	70,571	76,000	82,625	70,000	0
\$100,001 - \$150,000	28.57%	129,345	120,000	135,614	144,300	119,900
\$150,001 - \$200,000	15.58%	172,633	160,000	183,567	160,100	0
\$200,001 - \$250,000	6.49%	232,260	0	240,633	230,800	0
\$250,001 and up	16.88%	357,846	0	391,717	329,740	400,000
<b>Average List Price</b>		<b>157,539</b>	<b>72,786</b>	<b>157,938</b>	<b>217,775</b>	<b>259,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>157,539</b>	<b>14</b>	<b>45</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,130,500</b>	<b>1.02M</b>	<b>7.11M</b>	<b>3.48M</b>	<b>519.90K</b>



# September 2020



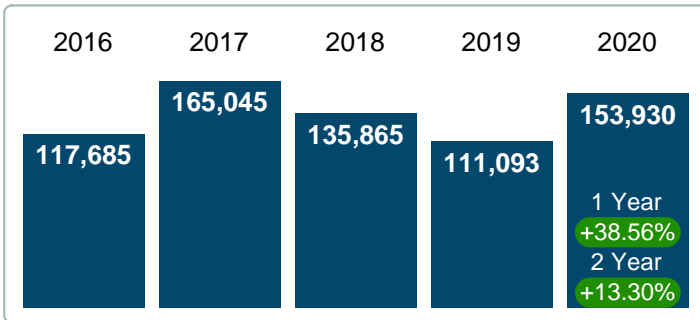
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



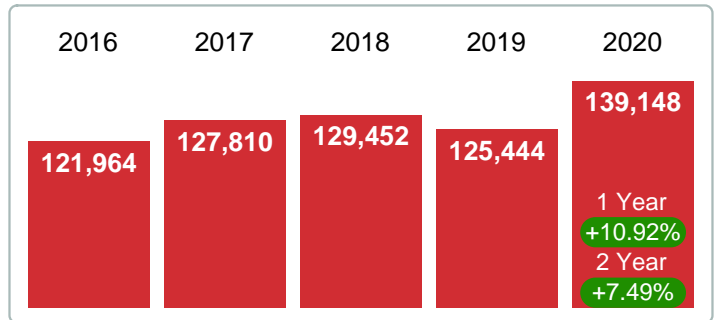
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 27, 2023 for MLS Technology Inc.

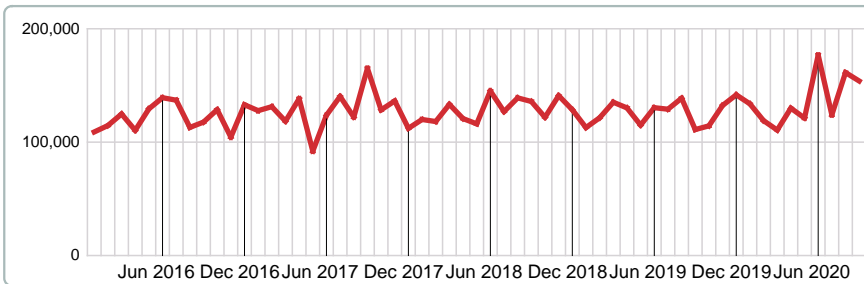
### SEPTEMBER



### YEAR TO DATE (YTD)

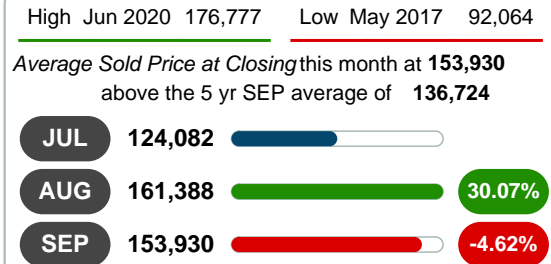


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 136,724



### 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
\$25,000 and less	2	2.60%	20,000	20,000	0	0	0
\$25,001 - \$50,000	11	14.29%	39,459	37,833	40,069	0	0
\$50,001 - \$100,000	15	19.48%	75,673	72,167	79,000	70,100	0
\$100,001 - \$150,000	20	25.97%	131,475	120,000	133,393	135,000	117,000
\$150,001 - \$200,000	11	14.29%	171,536	160,000	181,500	159,475	0
\$200,001 - \$250,000	6	7.79%	231,067	0	232,667	229,467	0
\$250,001 and up	12	15.58%	361,721	0	393,358	317,100	395,000
Average Sold Price			153,930	70,464	154,827	211,681	256,000
Total Closed Units		100%	153,930	14	45	16	2
Total Closed Volume			11,852,600	986.50K	6.97M	3.39M	512.00K

# September 2020



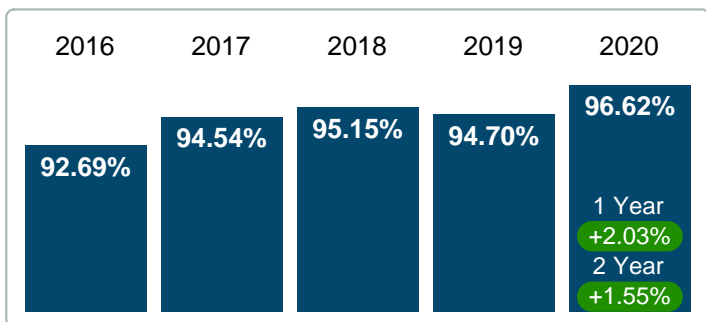
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



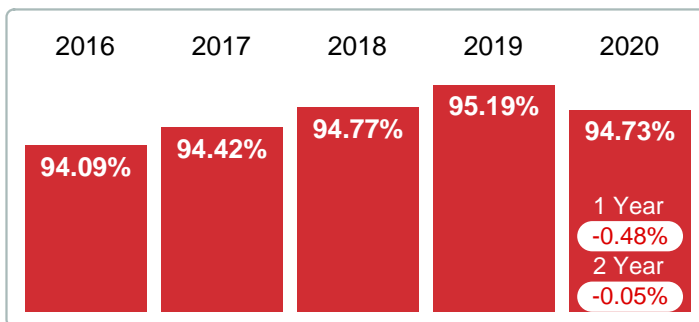
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 27, 2023 for MLS Technology Inc.

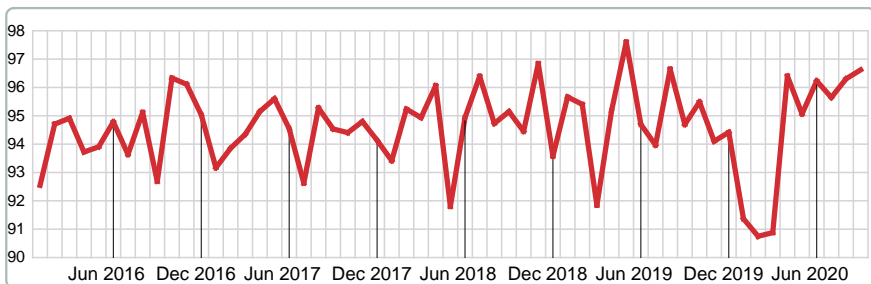
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

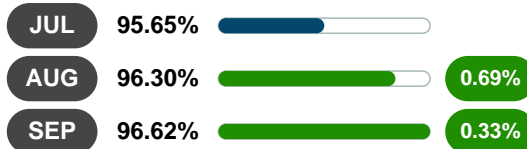


### 3 MONTHS

5 year SEP AVG = 94.74%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.62%** above the 5 yr SEP average of **94.74%**



### 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
\$25,000 and less	2	2.60%	75.86%	75.86%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	14.29%	93.68%	107.31%	88.56%	0.00%	0.00%
\$50,001 - \$100,000	15	19.48%	96.07%	95.47%	96.01%	100.14%	0.00%
\$100,001 - \$150,000	20	25.97%	97.86%	100.00%	98.42%	93.88%	97.58%
\$150,001 - \$200,000	11	14.29%	99.32%	100.00%	98.95%	99.71%	0.00%
\$200,001 - \$250,000	6	7.79%	98.06%	0.00%	96.68%	99.44%	0.00%
\$250,001 and up	12	15.58%	98.21%	0.00%	99.87%	96.11%	98.75%
Average Sold/List Ratio		96.60%		96.18%	96.39%	97.47%	98.17%
Total Closed Units		77	100%	14	45	16	2
Total Closed Volume		11,852,600		986.50K	6.97M	3.39M	512.00K

# September 2020



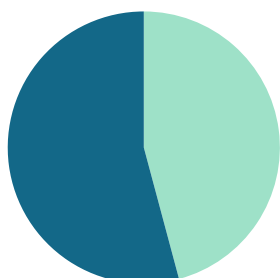
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

### INVENTORY

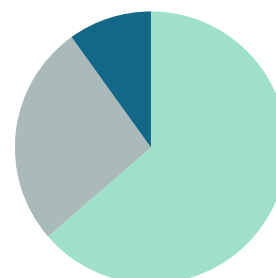


**Inventory**  
 New Listings  
**22 = 45.83%**  
 Start Inventory  
**26**  
 Total Inventory Units  
**48**  
 Volume  
**\$8,953,490**

### Market Activity

Closed Sales  
**77 = 63.64%**  
 Pending Sales  
**32 = 26.45%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**12 = 9.92%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	77	32.76%	486	477	-1.85%
Pending Sales	49	32	-34.69%	518	482	-6.95%
New Listings	33	22	-33.33%	491	407	-17.11%
Average List Price	115,902	157,539	35.92%	130,308	144,639	11.00%
Average Sale Price	111,093	153,930	38.56%	125,444	139,148	10.92%
Average Percent of Selling Price to List Price	94.70%	96.62%	2.03%	95.19%	94.73%	-0.48%
Average Days on Market to Sale	160.69	119.45	-25.66%	138.99	122.45	-11.90%
Monthly Inventory	115	12	-89.57%	115	12	-89.57%
Months Supply of Inventory	2.22	0.23	-89.55%	2.22	0.23	-89.55%

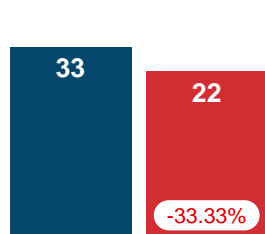
**Absorption:** Last 12 months, an Average of **52** Sales/Month

**Inventory** on September 30, 2020 = **12** 2019 2020

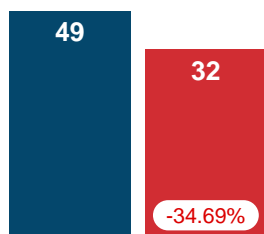
### SEPTEMBER MARKET

### AVERAGE PRICES

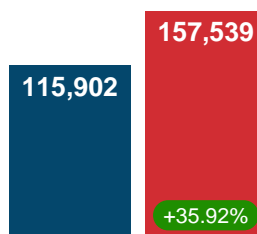
#### New Listings



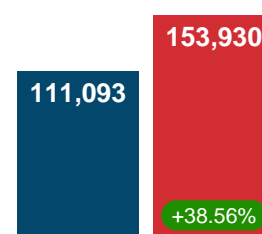
#### Pending Listings



#### List Price



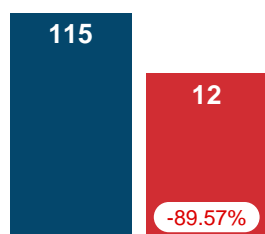
#### Sale Price



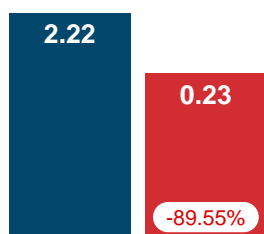
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

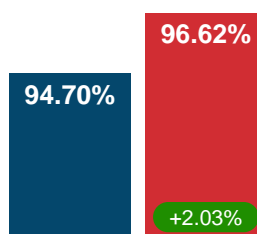
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

