

# September 2020



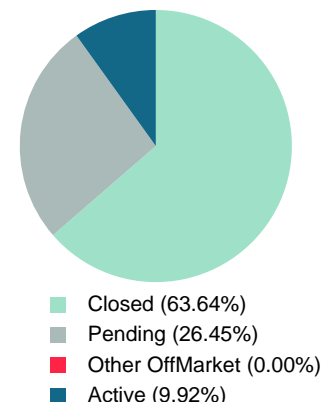
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	103,450	135,000	30.50%
Median Sale Price	98,836	130,000	31.53%
Median Percent of Selling Price to List Price	95.87%	99.64%	3.93%
Median Days on Market to Sale	108.50	61.00	-43.78%
End of Month Inventory	115	12	-89.57%
Months Supply of Inventory	2.22	0.23	-89.55%



**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.

#### 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 **31.53%** in September 2020 to \$130,000 versus the previous year at \$98,836.

#### Median Days on Market Shortens

The median number of **61.00** days that homes spent on the market before selling decreased by 47.50 days or **43.78%** in September 2020 compared to last year's same month at **108.50** DOM.

#### Sales Success for September 2020 is Positive

Overall, with Median 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>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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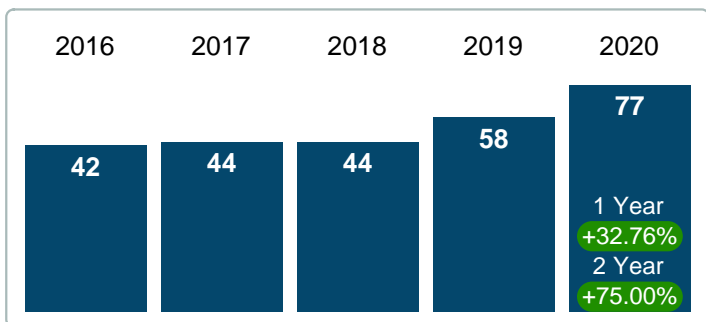
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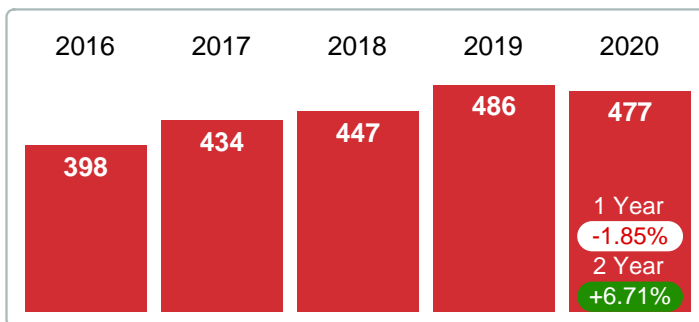
## CLOSED LISTINGS

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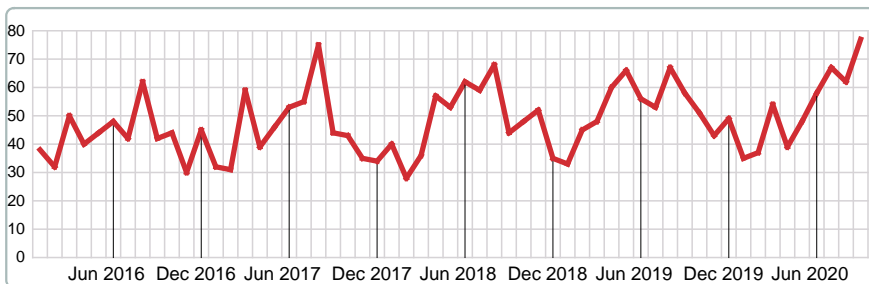
### SEPTEMBER



### YEAR TO DATE (YTD)

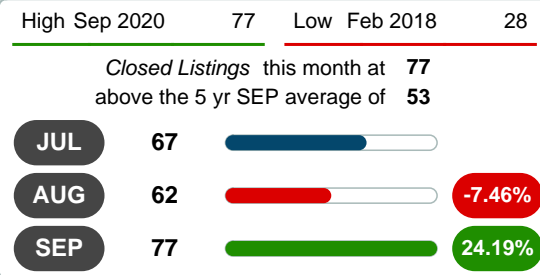


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.09%	66.0	4	3	0	0
\$40,001 - \$60,000	11	14.29%	72.0	5	6	0	0
\$60,001 - \$110,000	10	12.99%	37.5	2	7	1	0
\$110,001 - \$150,000	20	25.97%	91.0	2	14	3	1
\$150,001 - \$220,000	12	15.58%	76.5	1	7	4	0
\$220,001 - \$270,000	9	11.69%	42.0	0	4	5	0
\$270,001 and up	8	10.39%	44.5	0	4	3	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>61.0</b>	<b>986.50K</b>	<b>6.97M</b>	<b>3.39M</b>	<b>512.00K</b>
<b>Median Closed Price</b>	<b>\$130,000</b>			<b>\$59,000</b>	<b>\$135,000</b>	<b>\$195,500</b>	<b>\$256,000</b>

# September 2020



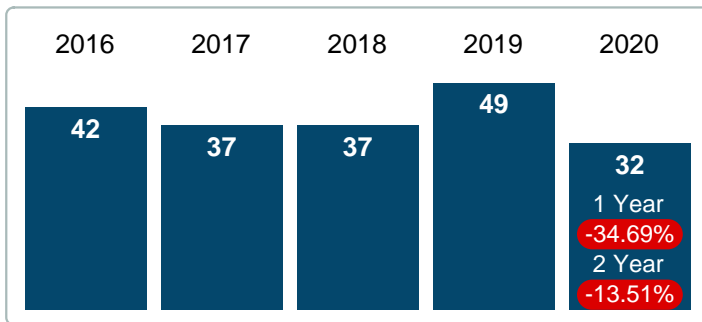
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



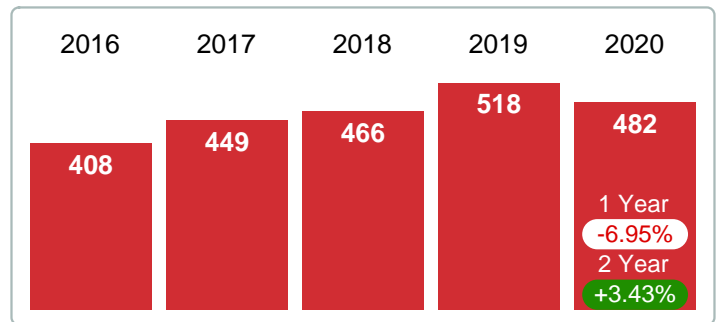
## PENDING LISTINGS

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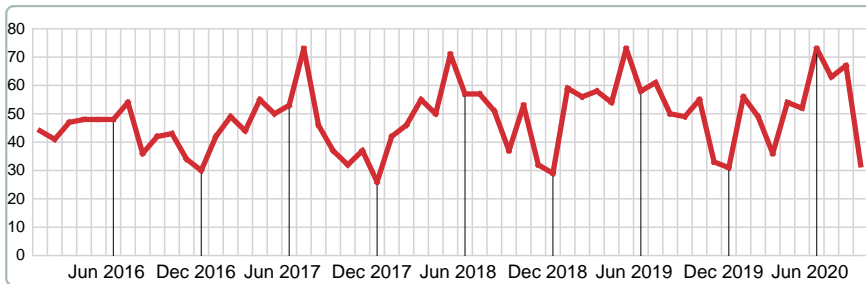
### SEPTEMBER



### YEAR TO DATE (YTD)

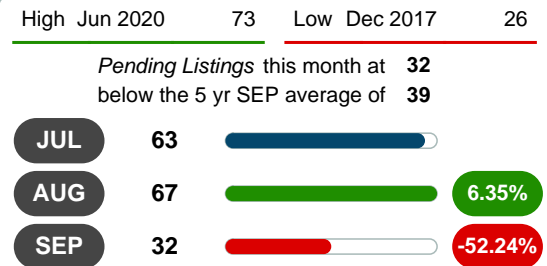


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	9.38%	19.0	3	0	0	0
\$40,001 - \$70,000	4	12.50%	47.5	0	3	1	0
\$70,001 - \$100,000	5	15.63%	0.0	0	5	0	0
\$100,001 - \$190,000	9	28.13%	8.0	1	7	1	0
\$190,001 - \$250,000	3	9.38%	52.0	0	1	2	0
\$250,001 - \$310,000	4	12.50%	7.0	0	3	1	0
\$310,001 and up	4	12.50%	14.0	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>13.0</b>	<b>246.90K</b>	<b>3.07M</b>	<b>1.93M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$148,750</b>			<b>\$32,000</b>	<b>\$123,500</b>	<b>\$251,000</b>	<b>\$0</b>

# September 2020



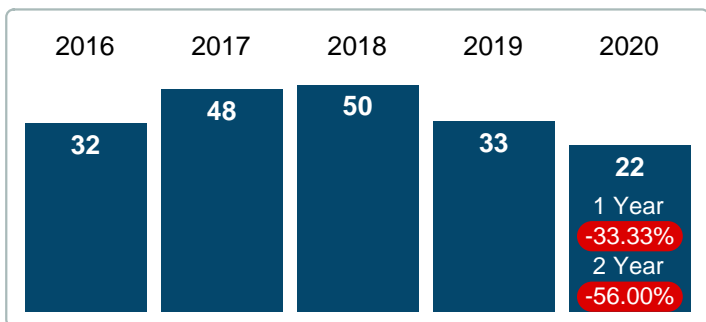
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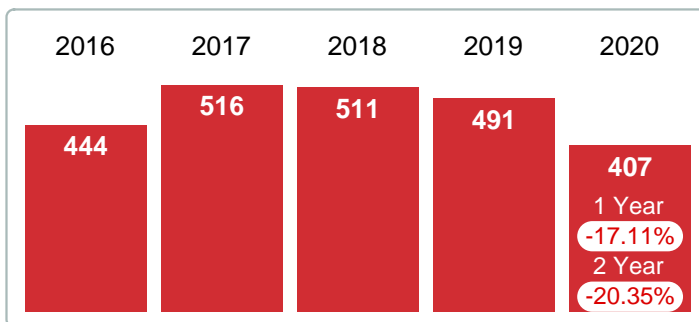
## NEW LISTINGS

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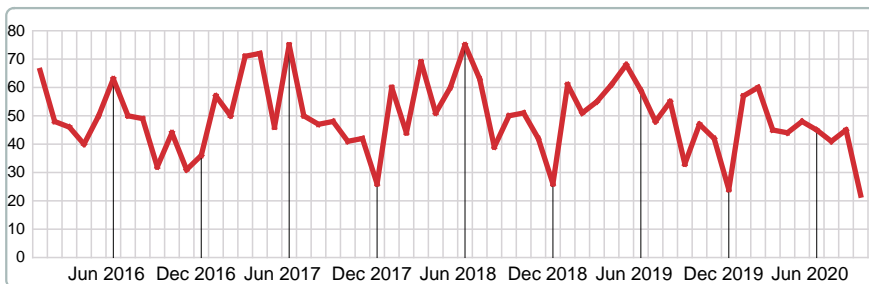
### SEPTEMBER



### YEAR TO DATE (YTD)

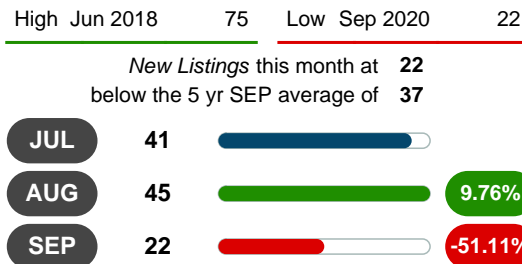


### 5 YEAR MARKET ACTIVITY TRENDS



### 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 - \$80,000	2	9.09%	0	2	0	0
\$80,001 - \$110,000	4	18.18%	0	4	0	0
\$110,001 - \$150,000	5	22.73%	1	4	0	0
\$150,001 - \$230,000	5	22.73%	0	4	1	0
\$230,001 - \$270,000	1	4.55%	0	1	0	0
\$270,001 and up	3	13.64%	0	3	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>Median New Listed Listing Price</b>	<b>\$129,500</b>		<b>\$35,000</b>	<b>\$135,000</b>	<b>\$225,000</b>	<b>\$0</b>

# September 2020



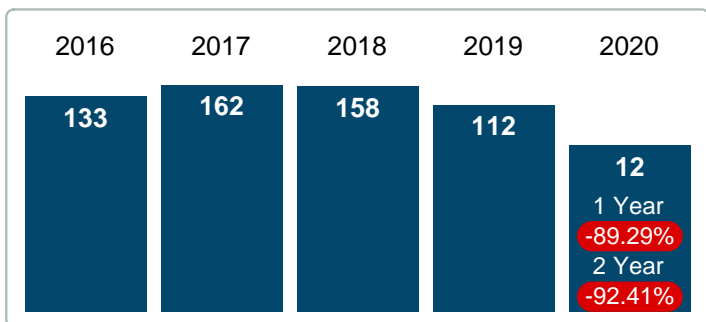
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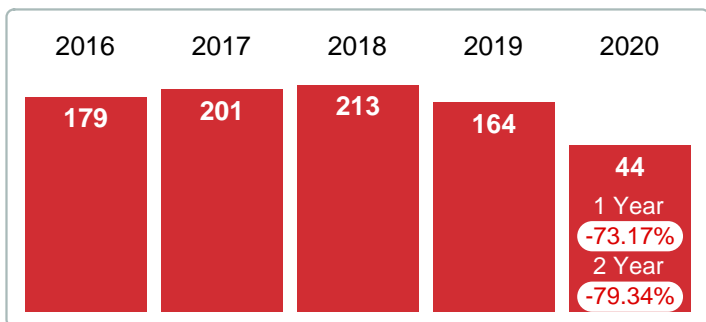
## ACTIVE INVENTORY

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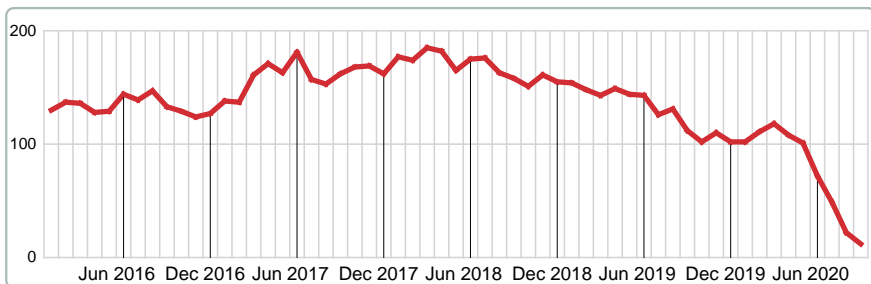
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

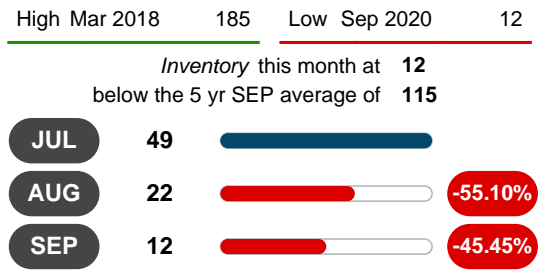


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 115



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	14.0	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%	27.5	0	4	0	0
\$225,001 - \$450,000	1	8.33%	26.0	0	1	0	0
\$450,001 - \$450,000	0	0.00%	26.0	0	0	0	0
\$450,001 and up	3	25.00%	44.0	2	1	0	0
Total Active Inventory by Units			12	4	7	1	0
Total Active Inventory by Volume			3,074,000	1.09M	1.93M	60.00K	0.00B
Median Active Inventory Listing Price			\$221,000	\$285,500	\$225,000	\$60,000	\$0

# September 2020



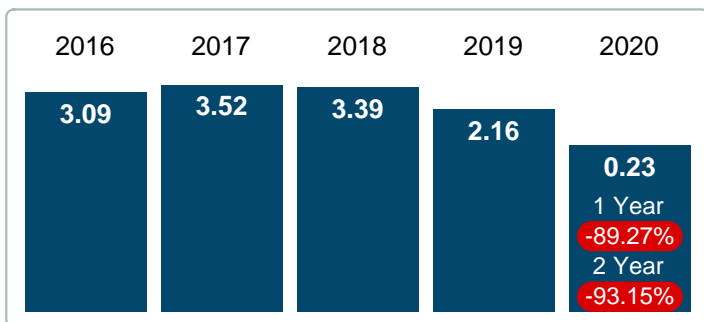
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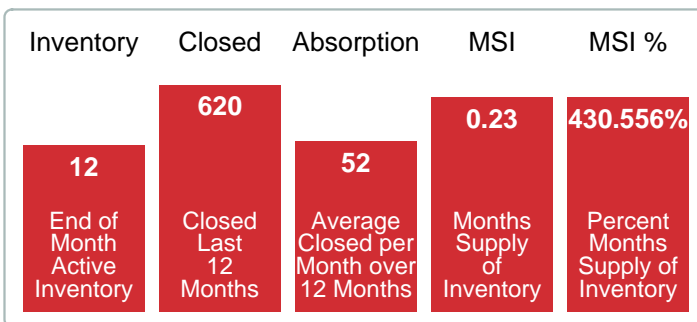
## MONTHS SUPPLY of INVENTORY (MSI)

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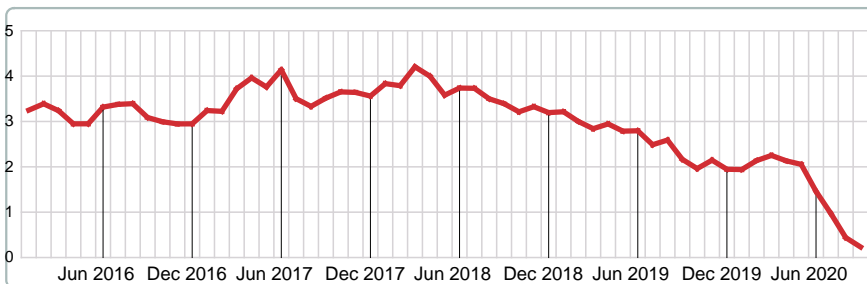
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

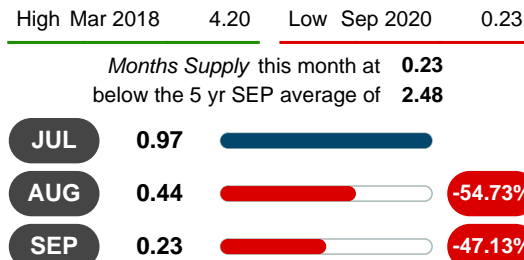


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	100%	0.23	0.35	0.24	0.10	0.00
Total Active Inventory by Units	12			4	7	1	0

# September 2020



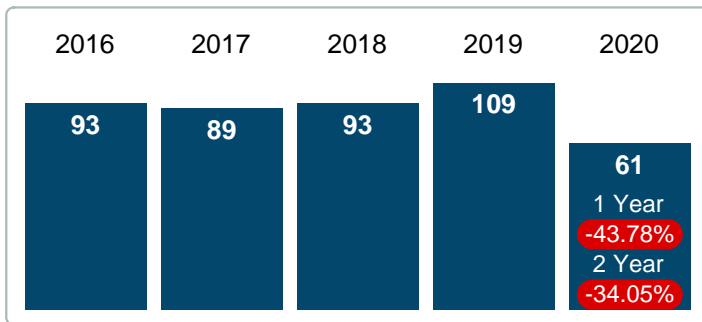
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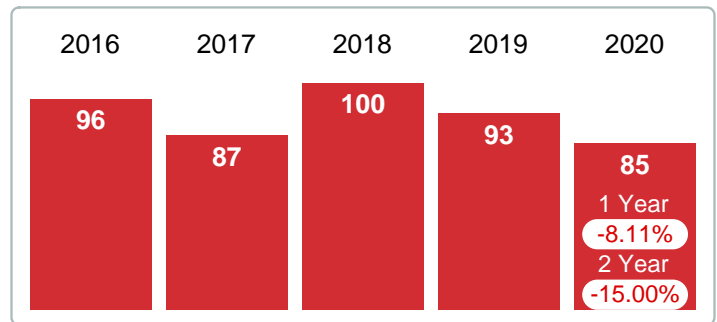
## MEDIAN DAYS ON MARKET TO SALE

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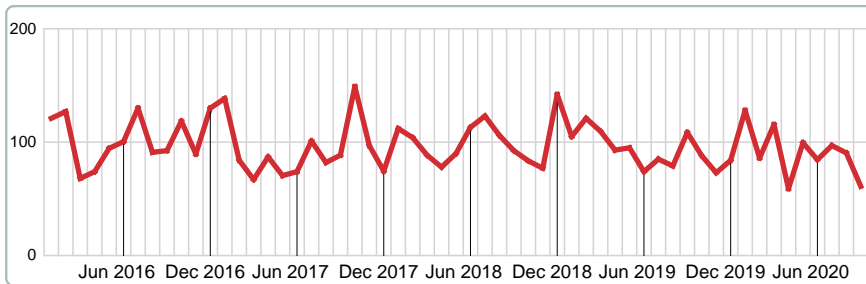
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

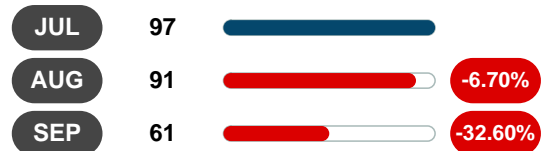


### 3 MONTHS

5 year SEP AVG = 89

High Oct 2017 149 Low Apr 2020 59

Median Days on Market to Sale this month at 61 below the 5 yr SEP average of 89



### 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
\$40,000 and less	9.09%	66	56	161	0	0
\$40,001 - \$60,000	14.29%	72	72	60	0	0
\$60,001 - \$110,000	12.99%	38	54	38	37	0
\$110,001 - \$150,000	25.97%	91	61	125	78	144
\$150,001 - \$220,000	15.58%	77	117	76	79	0
\$220,001 - \$270,000	11.69%	42	0	102	42	0
\$270,001 and up	10.39%	45	0	34	48	240
Median Closed DOM		61	66	70	52	192
Total Closed Units	100%	77	14	45	16	2
Total Closed Volume		11,852,600	986.50K	6.97M	3.39M	512.00K



# September 2020



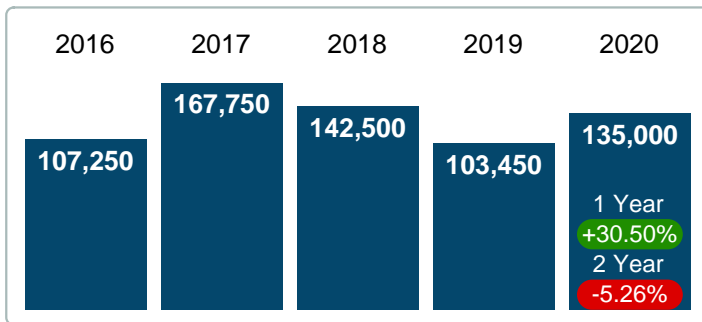
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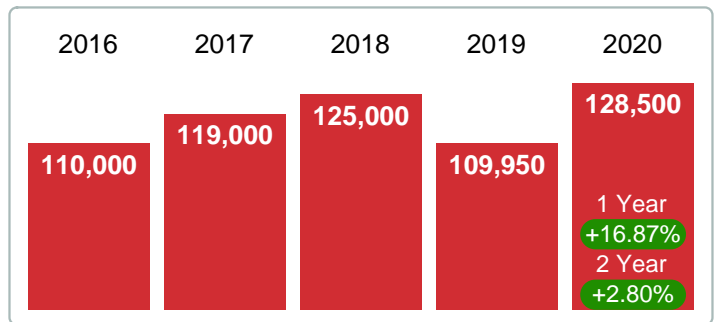
## MEDIAN LIST PRICE AT CLOSING

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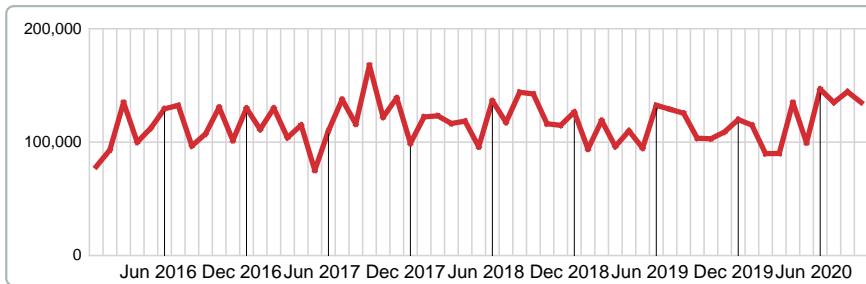
### SEPTEMBER



### YEAR TO DATE (YTD)

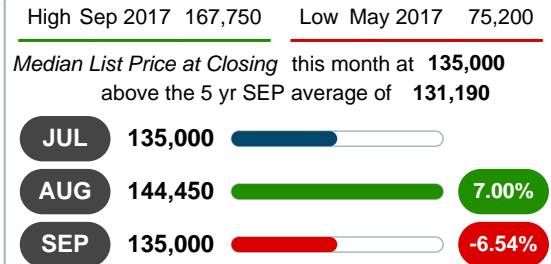


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 131,190



### 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
\$40,000 and less	7.79%	27,250	27,000	32,500	0	0
\$40,001 - \$60,000	11.69%	50,000	55,000	50,000	0	0
\$60,001 - \$110,000	16.88%	80,000	85,000	84,250	70,000	0
\$110,001 - \$150,000	24.68%	130,000	120,000	135,000	149,000	119,900
\$150,001 - \$220,000	15.58%	167,000	160,000	179,900	161,700	0
\$220,001 - \$270,000	12.99%	246,450	0	253,000	237,500	0
\$270,001 and up	10.39%	409,500	0	422,500	375,000	400,000
<b>Median List Price</b>		<b>135,000</b>	<b>61,000</b>	<b>135,000</b>	<b>198,500</b>	<b>259,950</b>
<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>12,130,500</b>	<b>1.02M</b>	<b>7.11M</b>	<b>3.48M</b>	<b>519.90K</b>



# September 2020



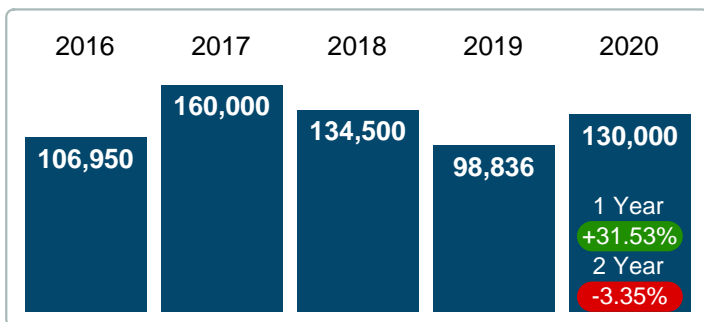
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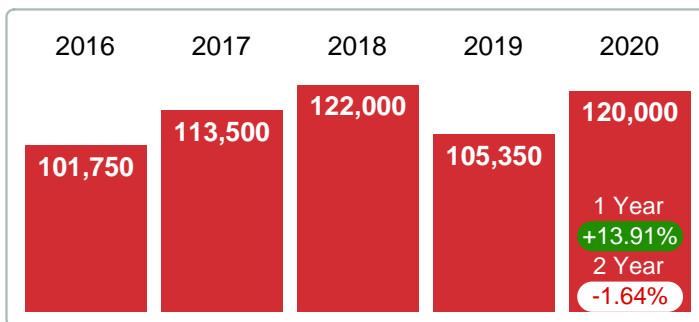
## MEDIAN SOLD PRICE AT CLOSING

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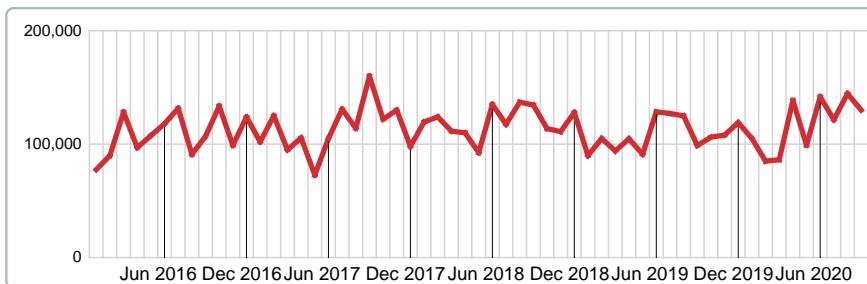
### SEPTEMBER



### YEAR TO DATE (YTD)

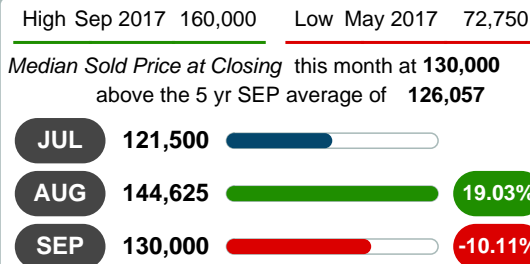


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 126,057



### 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
\$40,000 and less	7	9.09%	31,000	28,250	31,000	0
\$40,001 - \$60,000	11	14.29%	50,000	58,000	46,250	0
\$60,001 - \$110,000	10	12.99%	84,750	100,000	80,000	70,100
\$110,001 - \$150,000	20	25.97%	130,000	120,000	135,000	130,000
\$150,001 - \$220,000	12	15.58%	165,500	160,000	190,000	159,950
\$220,001 - \$270,000	9	11.69%	245,000	0	251,450	233,500
\$270,001 and up	8	10.39%	407,000	0	422,500	342,000
Median Sold Price		130,000		59,000	135,000	195,500
Total Closed Units		77	100%	14	45	16
Total Closed Volume		11,852,600	130,000	986.50K	6.97M	3.39M

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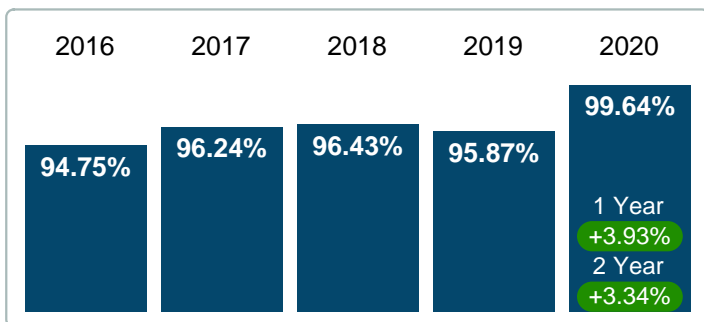
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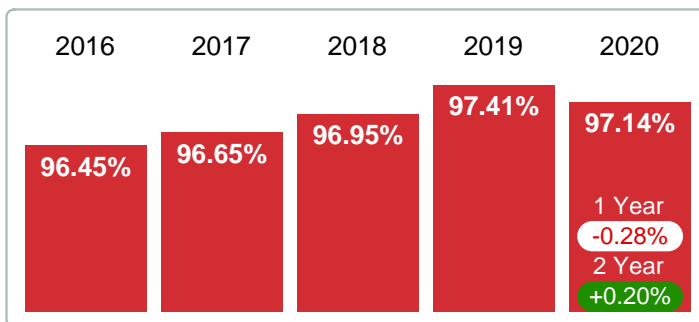
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

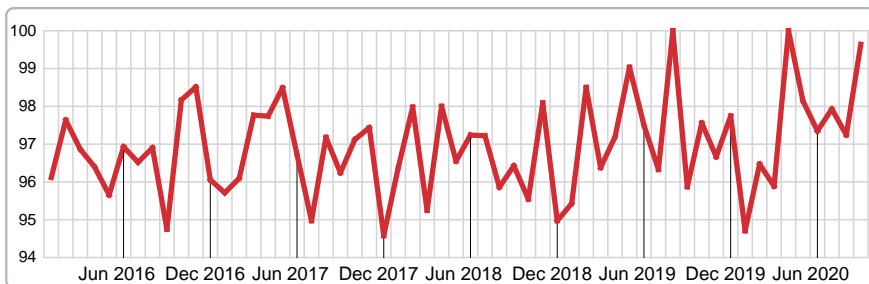
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

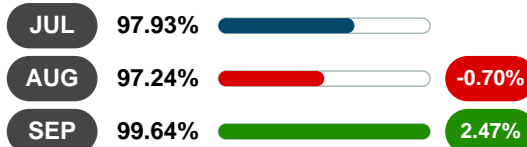


### 3 MONTHS

5 year SEP AVG = 96.59%

High Apr 2020 100.00% Low Dec 2017 94.58%

Median Sold/List Ratio this month at **99.64%**  
above the 5 yr SEP average of **96.59%**



## 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
\$40,000 and less	7	9.09%	100.00%	100.00%	81.40%	0.00%	0.00%
\$40,001 - \$60,000	11	14.29%	95.92%	95.92%	91.34%	0.00%	0.00%
\$60,001 - \$110,000	10	12.99%	97.62%	93.49%	100.00%	100.14%	0.00%
\$110,001 - \$150,000	20	25.97%	99.82%	100.00%	99.82%	94.40%	97.58%
\$150,001 - \$220,000	12	15.58%	100.00%	100.00%	98.99%	100.15%	0.00%
\$220,001 - \$270,000	9	11.69%	98.32%	0.00%	98.56%	98.32%	0.00%
\$270,001 and up	8	10.39%	99.38%	0.00%	100.00%	96.95%	98.75%
Median Sold/List Ratio		99.64%		100.00%	99.64%	99.16%	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



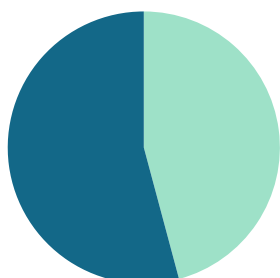
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

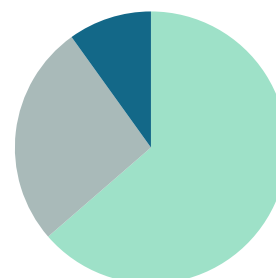


**Inventory**  
 New Listings  
**22 = 45.83%**  
 Start Inventory  
**26**  
 Total Inventory Units  
**48**  
 Volume  
**\$8,953,490**

### 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%
Median List Price	103,450	135,000	30.50%	109,950	128,500	16.87%
Median Sale Price	98,836	130,000	31.53%	105,350	120,000	13.91%
Median Percent of Selling Price to List Price	95.87%	99.64%	3.93%	97.41%	97.14%	-0.28%
Median Days on Market to Sale	108.50	61.00	-43.78%	92.50	85.00	-8.11%
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%

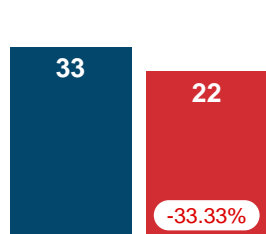
**Absorption:** Last 12 months, an Average of **52** Sales/Month

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

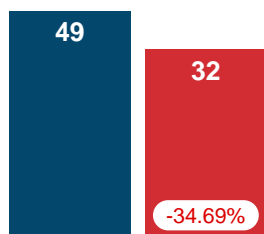
### SEPTEMBER MARKET

### MEDIAN PRICES

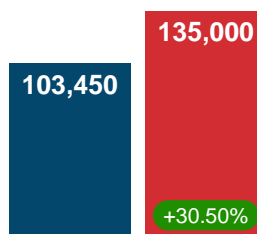
#### New Listings



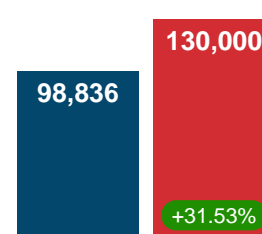
#### Pending Listings



#### List Price



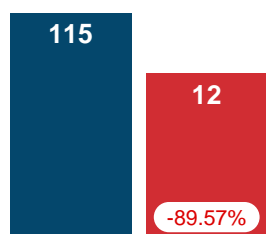
#### Sale Price



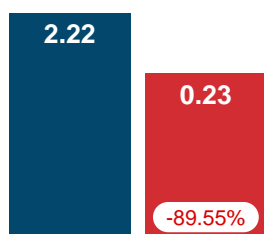
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

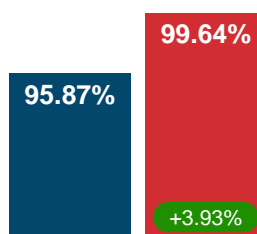
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

