



November 2020

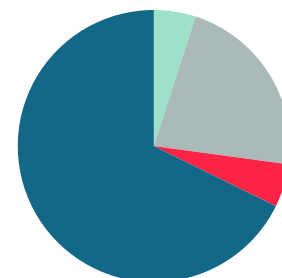
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 14, 2020 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	1	30	2,900.00%
Pending Listings	2	134	6,600.00%
New Listings	4	444	11,000.00%
Average List Price	250,000	192,097	-23.16%
Average Sale Price	250,000	182,424	-27.03%
Average Percent of Selling Price to List Price	100.00%	94.59%	-5.41%
Average Days on Market to Sale	4.00	12.53	213.33%
End of Month Inventory	23	409	1,678.26%
Months Supply of Inventory	14.53	83.19	472.66%



■ Closed (4.97%)
■ Pending (22.19%)
■ Other OffMarket (5.13%)
■ Active (67.72%)

Absorption: Last 12 months, an Average of **5** Sales/Month
Active Inventory as of November 30, 2020 = **409**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2020 rose **1,678.26%** to 409 existing homes available for sale. Over the last 12 months this area has had an average of 5 closed sales per month. This represents an unsold inventory index of **83.19** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **27.03%** in November 2020 to \$182,424 versus the previous year at \$250,000.

Average Days on Market Lengthens

The average number of **12.53** days that homes spent on the market before selling increased by 8.53 days or **213.33%** in November 2020 compared to last year's same month at **4.00** DOM.

Sales Success for November 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 444 New Listings in November 2020, up **11,000.00%** from last year at 4. Furthermore, there were 30 Closed Listings this month versus last year at 1, a **2,900.00%** increase.

Closed versus Listed trends yielded a **6.8%** ratio, down from previous year's, November 2019, at **25.0%**, a **72.97%** downswing. This will certainly create pressure on an increasing 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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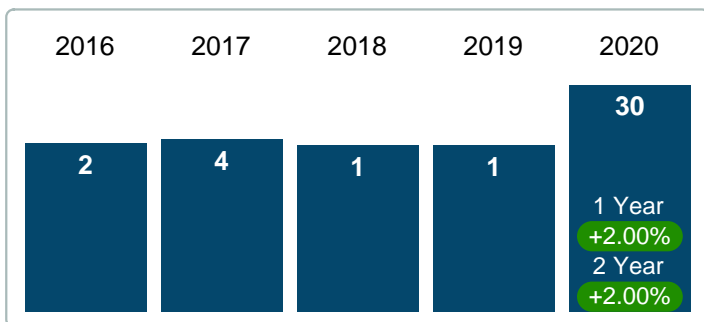
Area Delimited by Counties Carter, Love, Murray



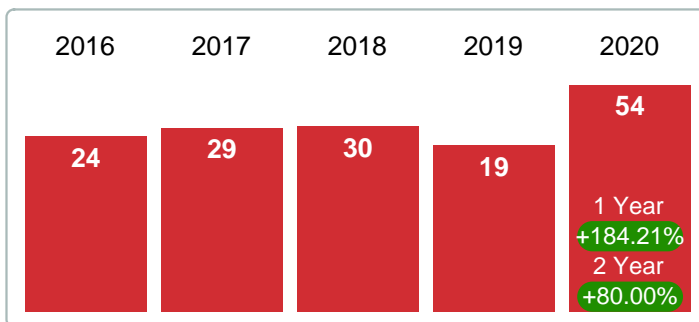
CLOSED LISTINGS

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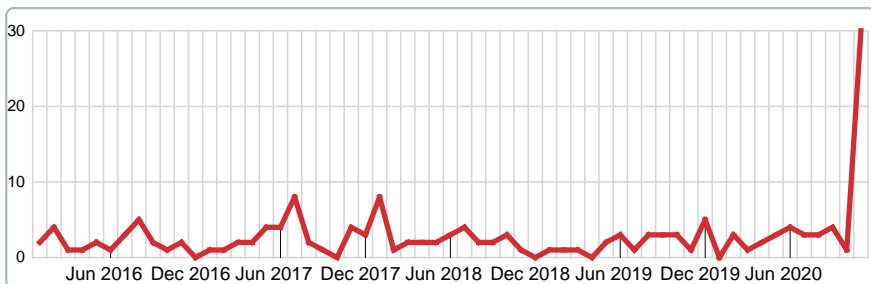
NOVEMBER



YEAR TO DATE (YTD)

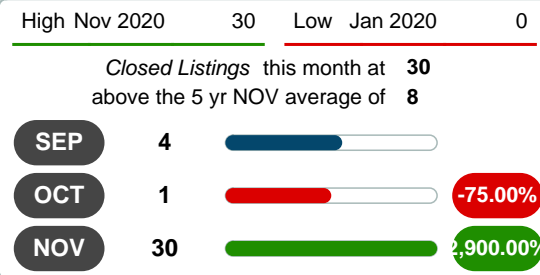


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8



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	6.67%	1.5	2	0	0	0
\$25,001 - \$100,000	4	13.33%	1.5	2	2	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$150,000	9	30.00%	3.4	1	8	0	0
\$150,001 - \$225,000	6	20.00%	8.7	0	4	1	1
\$225,001 - \$350,000	6	20.00%	35.8	1	1	4	0
\$350,001 and up	3	10.00%	23.0	1	2	0	0
Total Closed Units	30			7	17	5	1
Total Closed Volume	5,472,726	100%	12.5	812.00K	3.18M	1.31M	165.00K
Average Closed Price	\$182,424			\$116,000	\$187,307	\$262,300	\$165,000



November 2020

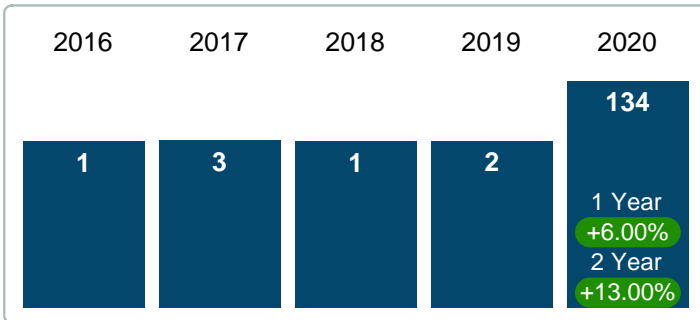
Area Delimited by Counties Carter, Love, Murray



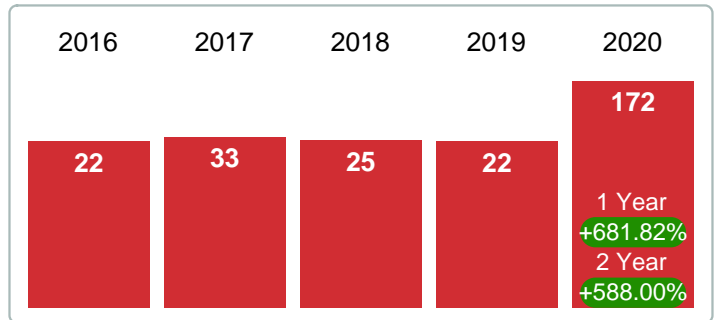
PENDING LISTINGS

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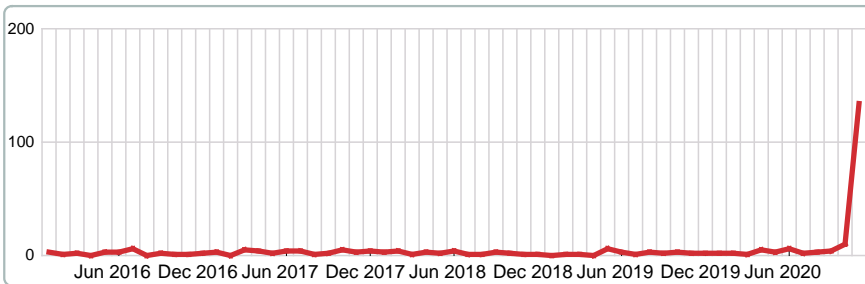
NOVEMBER



YEAR TO DATE (YTD)

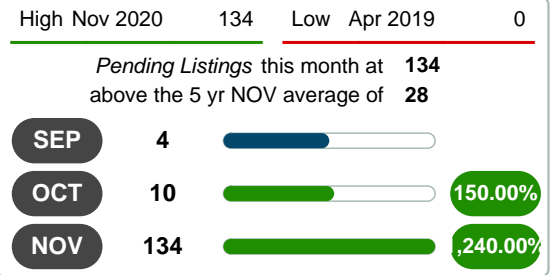


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 28



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	8	5.97%	7.8	8	0	0	0
\$25,001 - \$50,000	13	9.70%	3.5	9	3	0	1
\$50,001 - \$100,000	21	15.67%	7.1	10	10	0	1
\$100,001 - \$175,000	38	28.36%	5.6	9	24	4	1
\$175,001 - \$225,000	19	14.18%	15.4	1	14	4	0
\$225,001 - \$375,000	21	15.67%	12.8	7	6	7	1
\$375,001 and up	14	10.45%	11.1	2	5	6	1
Total Pending Units	134			46	62	21	5
Total Pending Volume	28,996,637	100%	4.5	6.00M	13.92M	8.06M	1.01M
Average Listing Price	\$193,092			\$130,433	\$224,573	\$383,781	\$202,760

November 2020



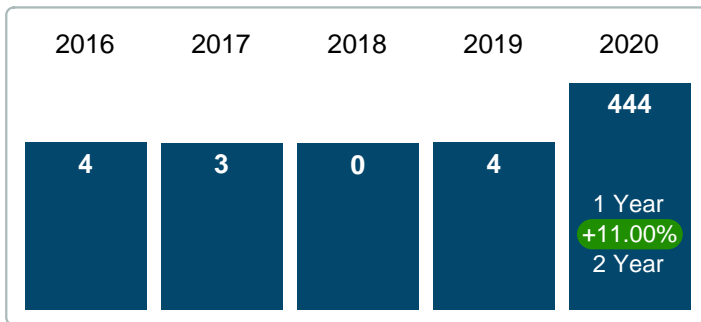
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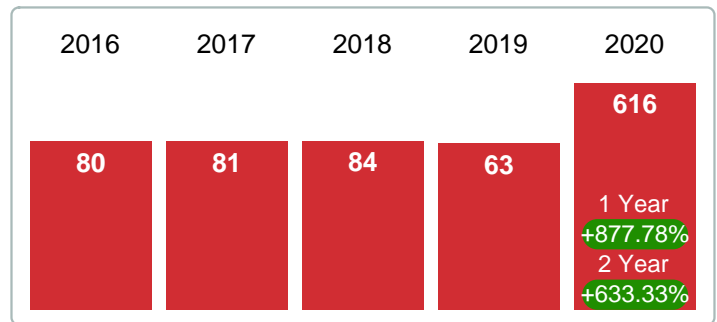
NEW LISTINGS

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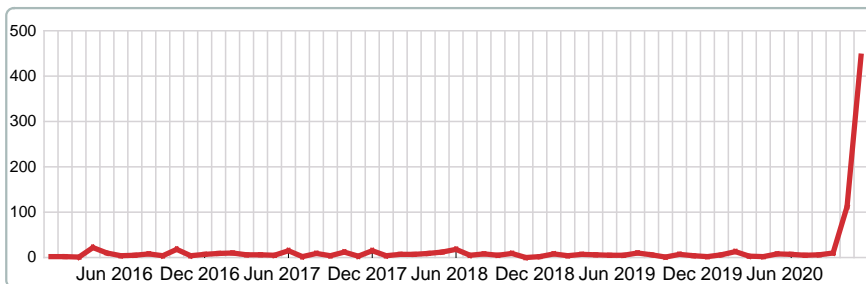
NOVEMBER



YEAR TO DATE (YTD)

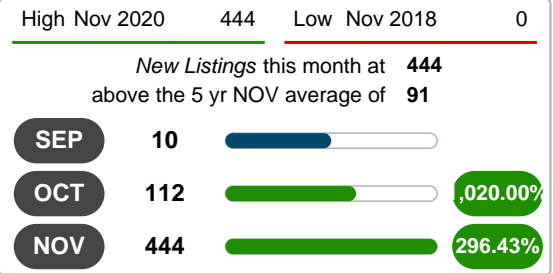


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	69	15.54%	69	0	0	0
\$25,001-\$75,000	96	21.62%	74	20	1	1
\$75,001-\$175,000	107	24.10%	41	53	11	2
\$175,001-\$275,000	66	14.86%	18	33	13	2
\$275,001-\$550,000	60	13.51%	29	17	10	4
\$550,001 and up	46	10.36%	32	5	6	3
Total New Listed Units	444		263	128	41	12
Total New Listed Volume	153,878,193	100%	104.03M	28.16M	15.23M	6.46M
Average New Listed Listing Price	\$183,104		\$395,563	\$219,963	\$371,571	\$537,942

November 2020



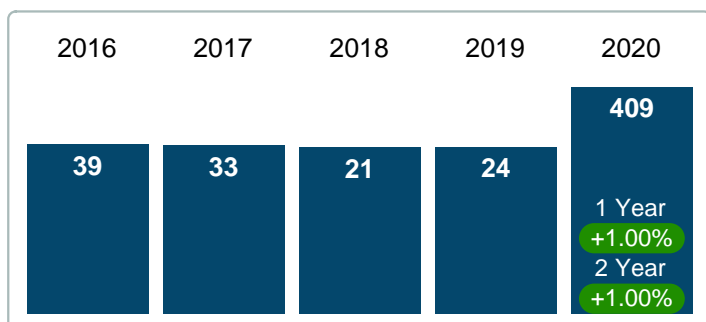
Area Delimited by Counties Carter, Love, Murray



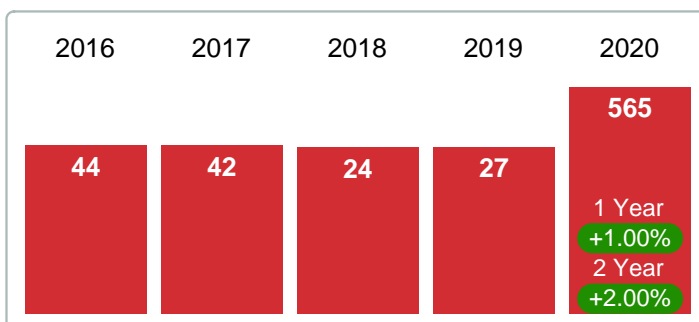
ACTIVE INVENTORY

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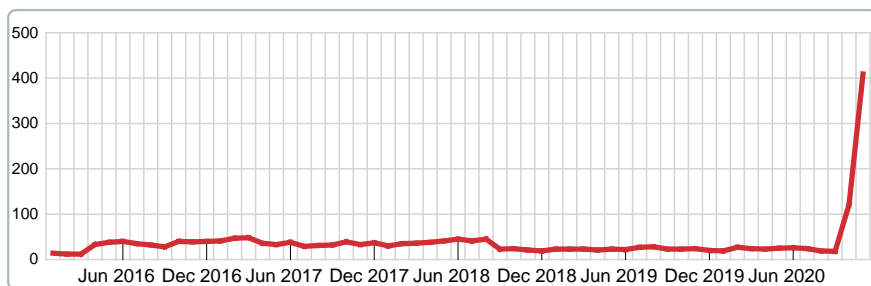
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

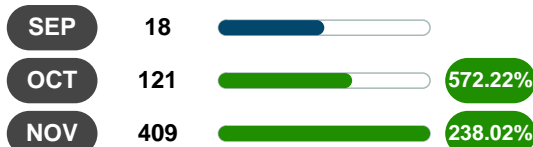


3 MONTHS

5 year NOV AVG = 105

High Nov 2020 409 Low Mar 2016 12

Inventory this month at 409
above the 5 yr NOV average of 105



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	65	15.89%	20.8	65	0	0	0
\$25,001-\$75,000	88	21.52%	21.0	68	17	3	0
\$75,001-\$175,000	91	22.25%	23.6	44	37	9	1
\$175,001-\$325,000	76	18.58%	22.1	28	32	11	5
\$325,001-\$875,000	48	11.74%	28.3	29	12	4	3
\$875,001 and up	41	10.02%	26.2	31	3	1	6
Total Active Inventory by Units	409			265	101	28	15
Total Active Inventory by Volume	180,839,316	100%	23.1	118.11M	23.85M	8.58M	30.30M
Average Active Inventory Listing Price	\$442,150			\$445,682	\$236,155	\$306,571	\$2,019,860

November 2020



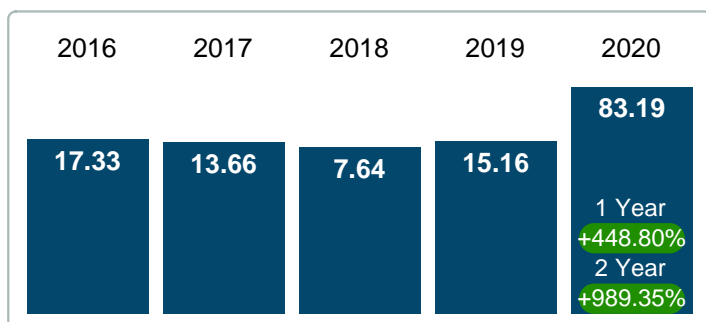
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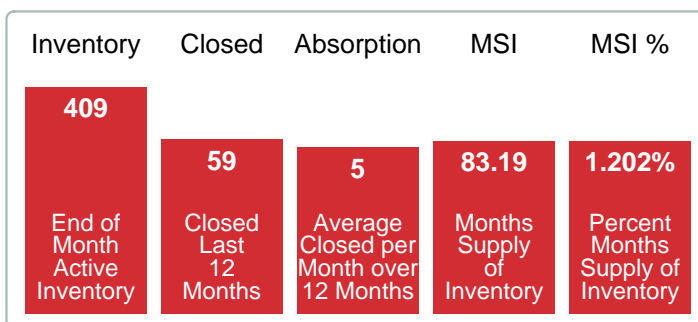
MONTHS SUPPLY of INVENTORY (MSI)

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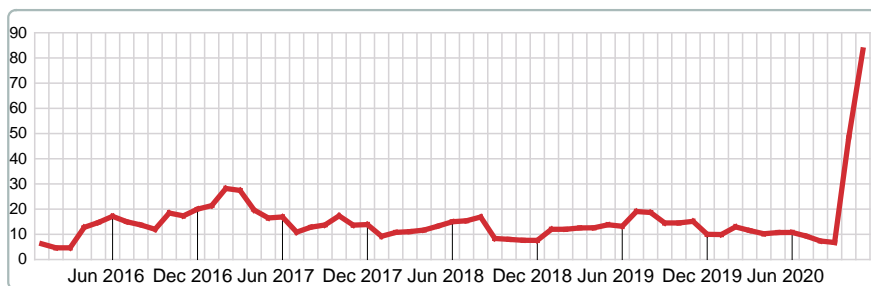
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

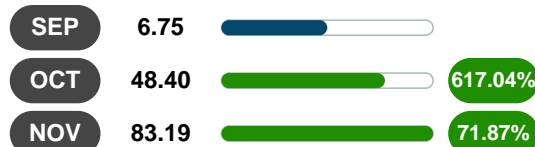


3 MONTHS

5 year NOV AVG = 27.39

High Nov 2020 83.19 Low Mar 2016 4.65

Months Supply this month at **83.19**
above the 5 yr NOV average of **27.39**



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
\$10,000 and less	24	5.87%	inf	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	46	11.25%	92.00	105.60	24.00	0.00	0.00
\$30,001 - \$70,000	79	19.32%	189.60	189.00	156.00	0.00	0.00
\$70,001 - \$190,000	107	26.16%	49.38	294.00	29.68	27.00	24.00
\$190,001 - \$320,000	58	14.18%	58.00	276.00	57.60	18.00	0.00
\$320,001 - \$880,000	54	13.20%	64.80	124.00	36.00	24.00	0.00
\$880,001 and up	41	10.02%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			83.19	212.00	40.40	25.85	180.00
Total Active Inventory by Units		100%	83.19	265	101	28	15

November 2020



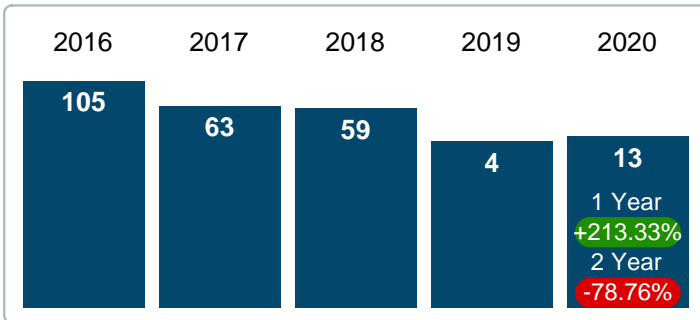
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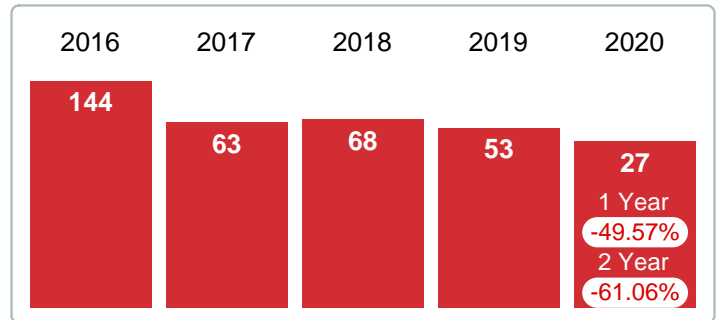
AVERAGE DAYS ON MARKET TO SALE

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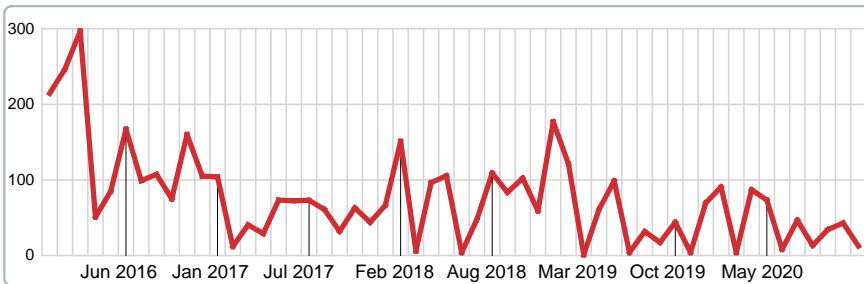
NOVEMBER



YEAR TO DATE (YTD)

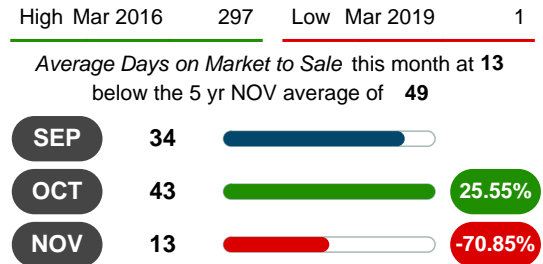


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



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	6.67%	2	2	0	0	0
\$25,001 - \$100,000	13.33%	2	2	1	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	30.00%	3	5	3	0	0
\$150,001 - \$225,000	20.00%	9	0	13	1	1
\$225,001 - \$350,000	20.00%	36	24	186	1	0
\$350,001 and up	10.00%	23	1	34	0	0
Average Closed DOM		13	5	20	1	1
Total Closed Units	100%	30	7	17	5	1
Total Closed Volume		5,472,726	812.00K	3.18M	1.31M	165.00K

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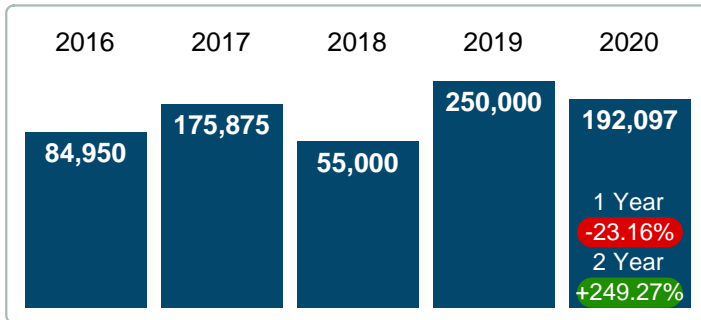
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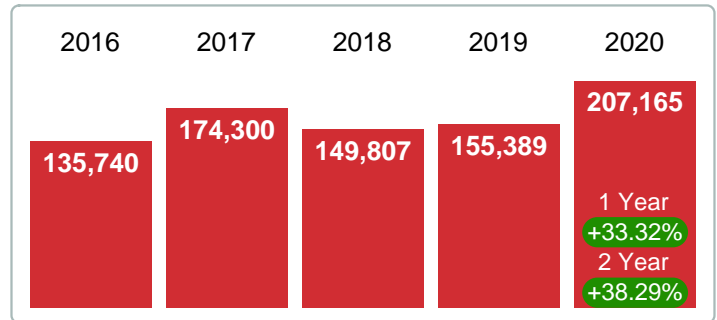
AVERAGE LIST PRICE AT CLOSING

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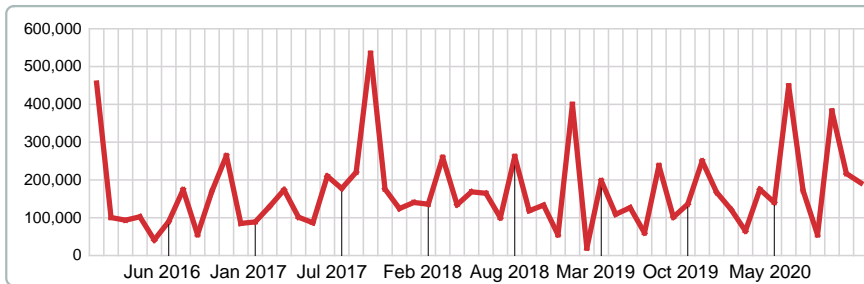
NOVEMBER



YEAR TO DATE (YTD)

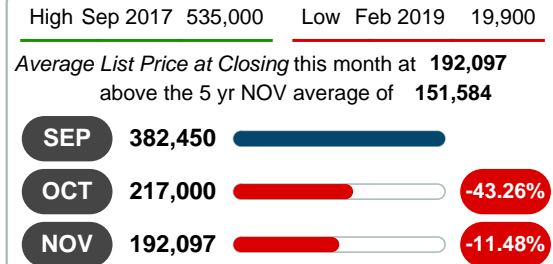


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 151,584



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	6.67%	22,500	22,500	0	0	0
\$25,001 - \$100,000	10.00%	55,167	38,250	99,000	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	26.67%	123,100	105,000	136,338	0	0
\$150,001 - \$225,000	26.67%	173,150	0	182,200	161,500	175,000
\$225,001 - \$350,000	20.00%	290,400	249,000	295,000	299,600	0
\$350,001 and up	10.00%	480,000	355,000	542,500	0	0
Average List Price		192,097	118,643	199,853	271,980	175,000
Total Closed Units		30	7	17	5	1
Total Closed Volume		5,762,899	830.50K	3.40M	1.36M	175.00K

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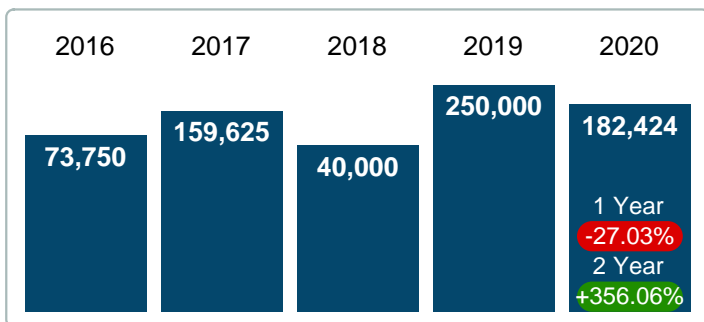
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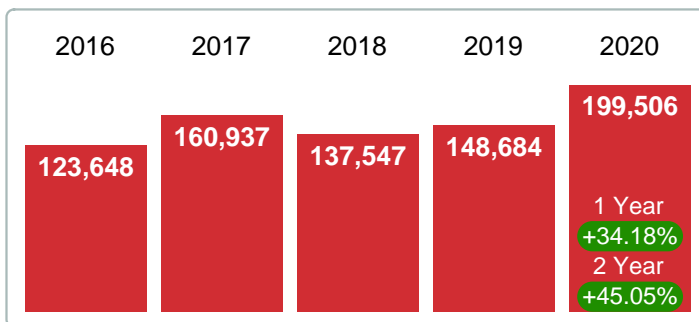
AVERAGE SOLD PRICE AT CLOSING

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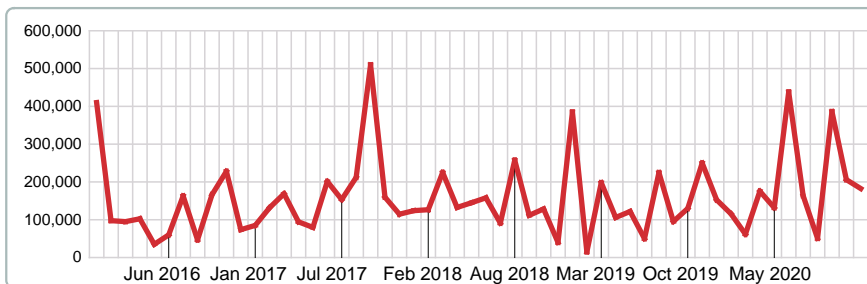
NOVEMBER



YEAR TO DATE (YTD)

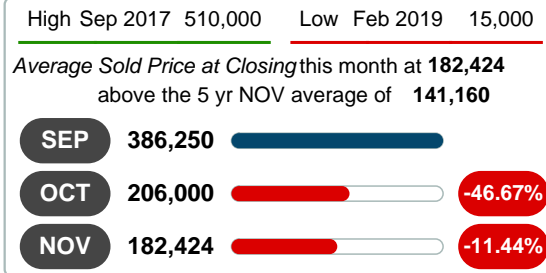


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 141,160



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	6.67%	22,500	22,500	0	0	0
\$25,001 - \$100,000	4	13.33%	62,250	33,500	91,000	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0	0
\$100,001 - \$150,000	9	30.00%	122,522	105,000	124,713	0	0
\$150,001 - \$225,000	6	20.00%	173,338	0	178,632	160,500	165,000
\$225,001 - \$350,000	6	20.00%	271,833	240,000	240,000	287,750	0
\$350,001 and up	3	10.00%	468,333	355,000	525,000	0	0
Average Sold Price			182,424	116,000	187,307	262,300	165,000
Total Closed Units		100%	182,424	7	17	5	1
Total Closed Volume			5,472,726	812.00K	3.18M	1.31M	165.00K

November 2020



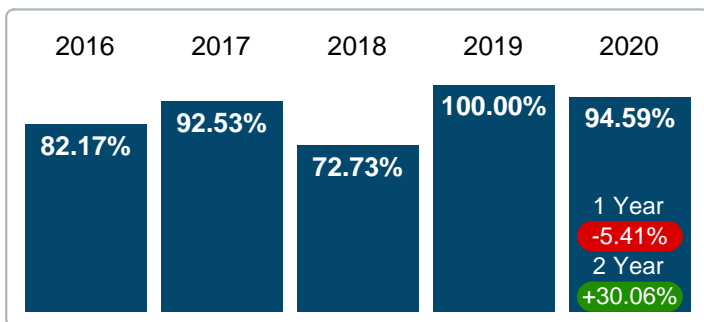
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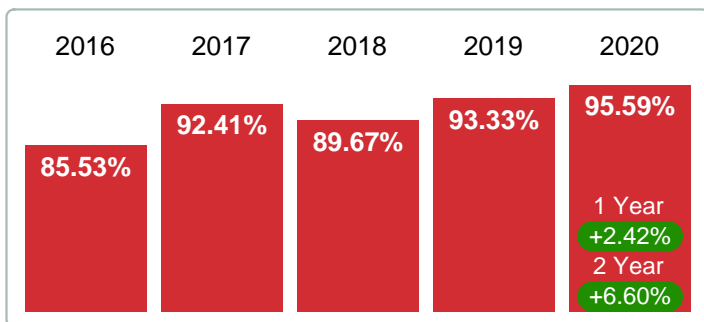
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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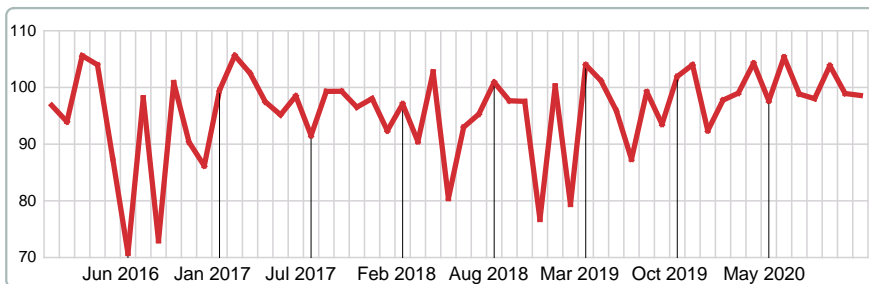
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

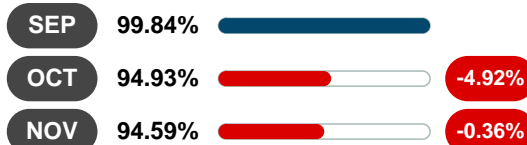


3 MONTHS

5 year NOV AVG = 88.40%

High Feb 2017 101.63% Low Jun 2016 66.74%

Average Sold/List Ratio this month at **94.59%** above the 5 yr NOV average of **88.40%**



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	6.67%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	4	13.33%	89.80%	87.66%	91.94%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	9	30.00%	92.51%	100.00%	91.58%	0.00%	0.00%
\$150,001 - \$225,000	6	20.00%	98.01%	0.00%	98.60%	99.38%	94.29%
\$225,001 - \$350,000	6	20.00%	93.99%	96.39%	81.36%	96.54%	0.00%
\$350,001 and up	3	10.00%	97.95%	100.00%	96.93%	0.00%	0.00%
Average Sold/List Ratio		94.60%		95.96%	93.30%	97.11%	94.29%
Total Closed Units		30	100%	7	17	5	1
Total Closed Volume		5,472,726		812.00K	3.18M	1.31M	165.00K



November 2020

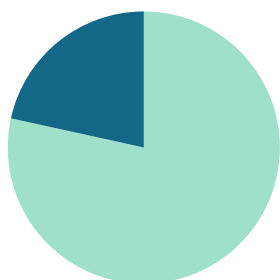
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

Report produced on Dec 14, 2020 for MLS Technology Inc.

INVENTORY

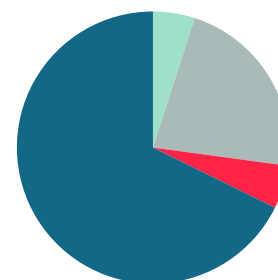


Inventory
 New Listings
444 = 78.45%
 Start Inventory
122
 Total Inventory Units
566
 Volume
\$212,350,693

Market Activity

Closed Sales
30 = 4.97%
 Pending Sales
134 = 22.19%
 Other Off Market
31 = 5.13%
 Active Inventory
409 = 67.72%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1	30	2,900.00%	19	54	184.21%
Pending Sales	2	134	6,600.00%	22	172	681.82%
New Listings	4	444	11,000.00%	63	616	877.78%
Average List Price	250,000	192,097	-23.16%	155,389	207,165	33.32%
Average Sale Price	250,000	182,424	-27.03%	148,684	199,506	34.18%
Average Percent of Selling Price to List Price	100.00%	94.59%	-5.41%	93.33%	95.59%	2.42%
Average Days on Market to Sale	4.00	12.53	213.33%	52.84	26.65	-49.57%
Monthly Inventory	23	409	1,678.26%	23	409	1,678.26%
Months Supply of Inventory	14.53	83.19	472.66%	14.53	83.19	472.66%

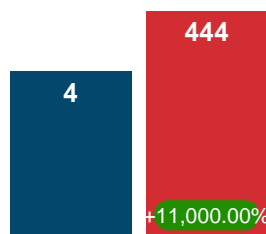
Absorption: Last 12 months, an Average of 5 Sales/Month

Inventory on November 30, 2020 = 409 2019 2020

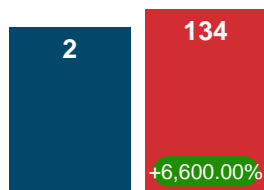
NOVEMBER MARKET

AVERAGE PRICES

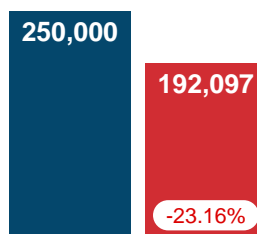
New Listings



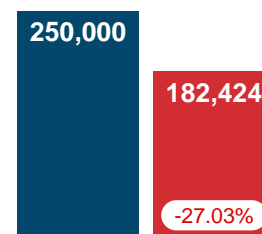
Pending Listings



List Price



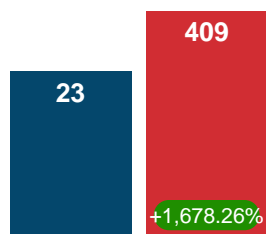
Sale Price



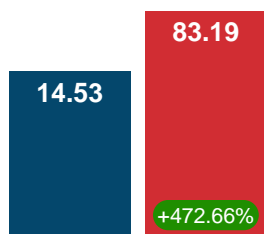
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

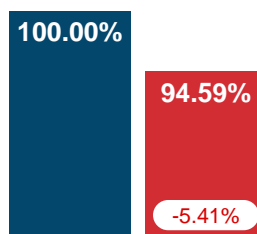
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

