



# November 2020

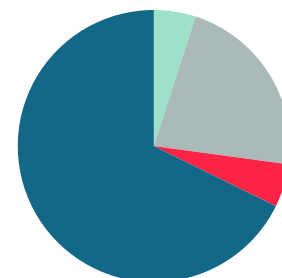
Area Delimited by Counties Carter, Love, Murray



## 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%
Median List Price	250,000	159,950	-36.02%
Median Sale Price	250,000	152,250	-39.10%
Median Percent of Selling Price to List Price	100.00%	97.00%	-3.00%
Median Days on Market to Sale	4.00	1.50	-62.50%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **39.10%** in November 2020 to \$152,250 versus the previous year at \$250,000.

#### Median Days on Market Shortens

The median number of **1.50** days that homes spent on the market before selling decreased by 2.50 days or **62.50%** in November 2020 compared to last year's same month at **4.00** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

### 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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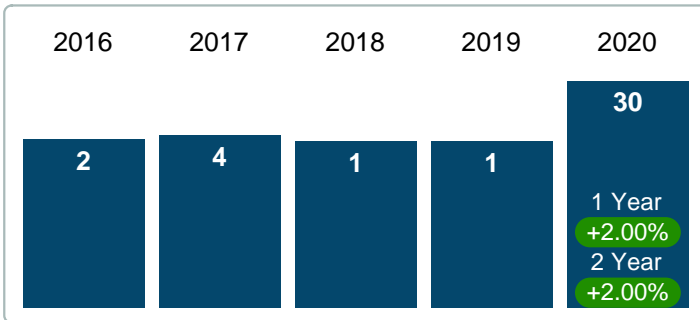
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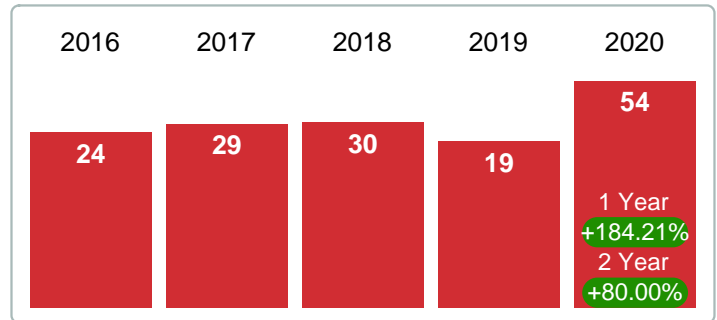
## CLOSED LISTINGS

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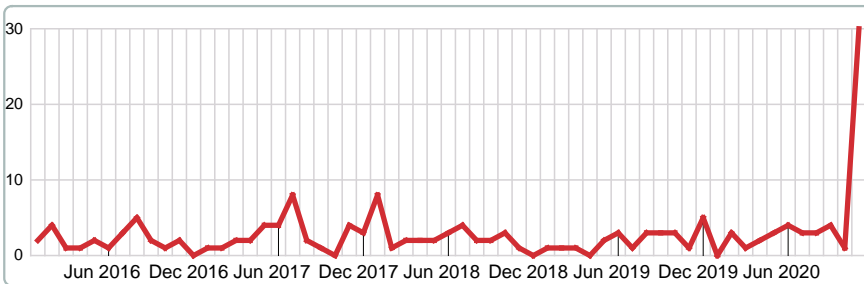
### NOVEMBER



### YEAR TO DATE (YTD)

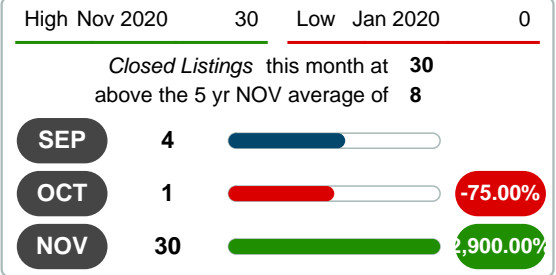


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 8



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	1.0	2	2	0	0
\$100,001 - \$100,000	0	0.00%	1.0	0	0	0	0
\$100,001 - \$150,000	9	30.00%	1.0	1	8	0	0
\$150,001 - \$225,000	6	20.00%	5.5	0	4	1	1
\$225,001 - \$350,000	6	20.00%	1.5	1	1	4	0
\$350,001 and up	3	10.00%	9.0	1	2	0	0
<b>Total Closed Units</b>	<b>30</b>			<b>7</b>	<b>17</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,472,726</b>	<b>100%</b>	<b>1.5</b>	<b>812.00K</b>	<b>3.18M</b>	<b>1.31M</b>	<b>165.00K</b>
<b>Median Closed Price</b>	<b>\$152,250</b>			<b>\$38,000</b>	<b>\$145,000</b>	<b>\$270,000</b>	<b>\$165,000</b>

# November 2020



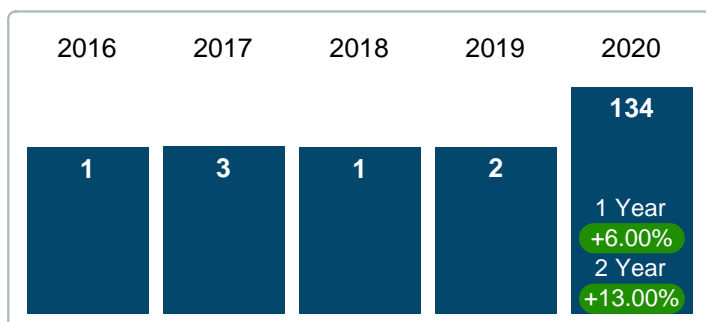
Area Delimited by Counties Carter, Love, Murray



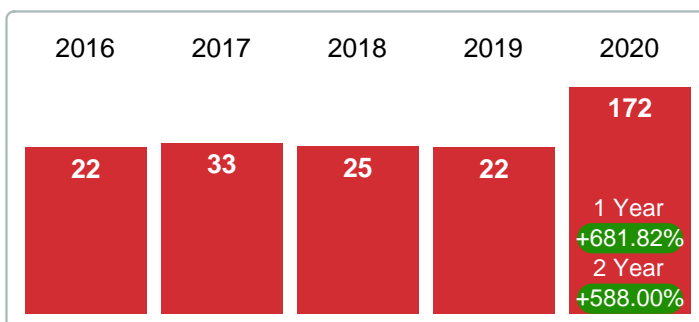
## PENDING LISTINGS

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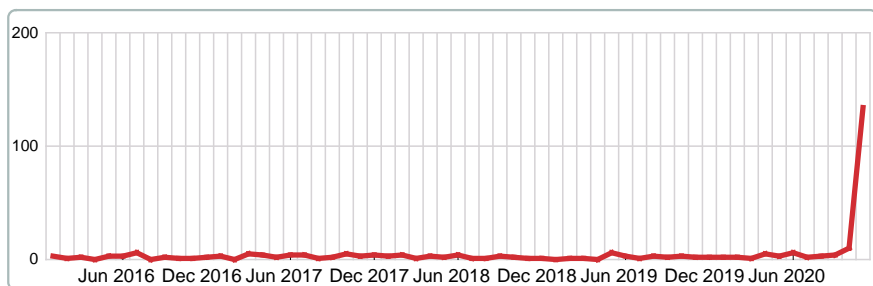
### NOVEMBER



### YEAR TO DATE (YTD)

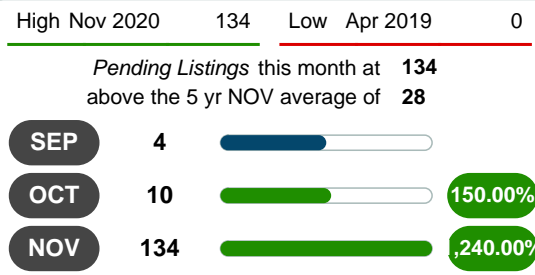


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 28



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	5.97%	3.0	8	0	0	0
\$25,001 - \$50,000	13	9.70%	0.0	9	3	0	1
\$50,001 - \$100,000	21	15.67%	1.0	10	10	0	1
\$100,001 - \$175,000	38	28.36%	2.0	9	24	4	1
\$175,001 - \$225,000	19	14.18%	4.0	1	14	4	0
\$225,001 - \$375,000	21	15.67%	7.0	7	6	7	1
\$375,001 and up	14	10.45%	6.0	2	5	6	1
<b>Total Pending Units</b>	<b>134</b>			<b>46</b>	<b>62</b>	<b>21</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>28,996,637</b>	<b>100%</b>	<b>2.0</b>	<b>6.00M</b>	<b>13.92M</b>	<b>8.06M</b>	<b>1.01M</b>
<b>Median Listing Price</b>	<b>\$152,400</b>			<b>\$72,500</b>	<b>\$159,900</b>	<b>\$268,000</b>	<b>\$175,000</b>

# November 2020



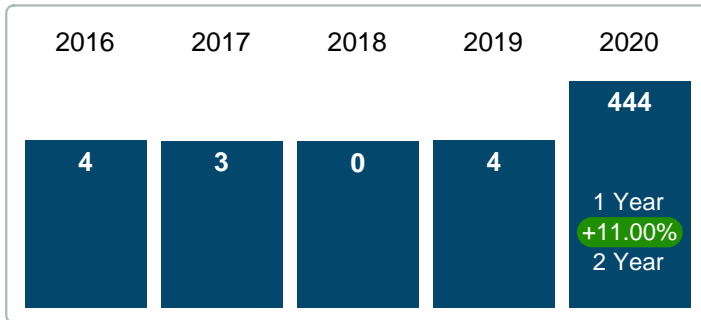
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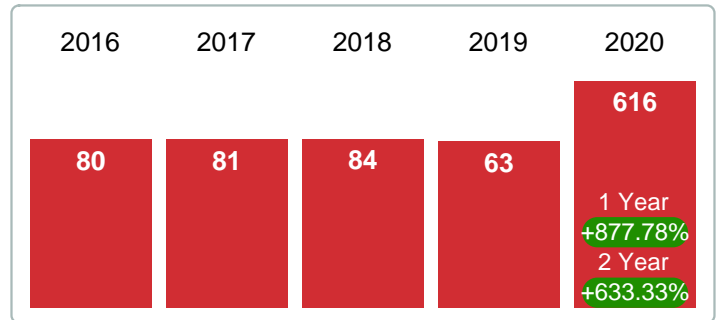
## NEW LISTINGS

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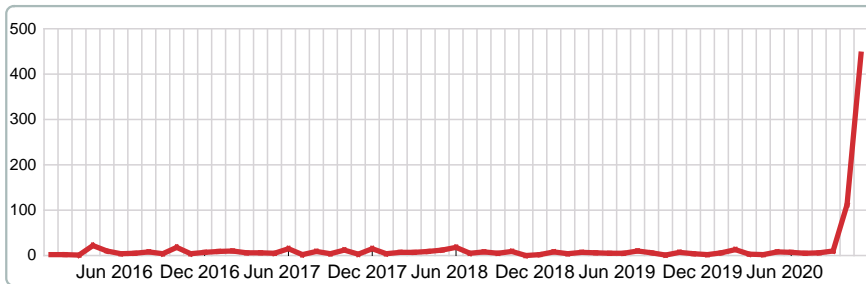
### NOVEMBER



### YEAR TO DATE (YTD)

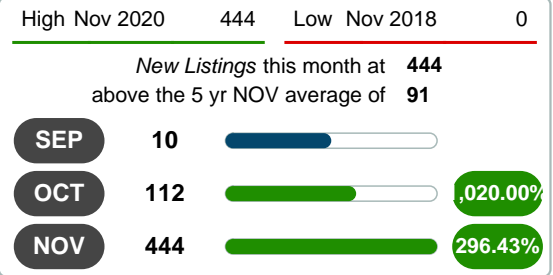


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 91



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	25	5.63%	25	0	0	0
\$10,001 - \$30,000	52	11.71%	50	2	0	0
\$30,001 - \$70,000	82	18.47%	65	15	1	1
\$70,001 - \$180,000	118	26.58%	44	61	11	2
\$180,001 - \$290,000	66	14.86%	22	29	13	2
\$290,001 - \$570,000	57	12.84%	26	16	11	4
\$570,001 and up	44	9.91%	31	5	5	3
<b>Total New Listed Units</b>	<b>444</b>		<b>263</b>	<b>128</b>	<b>41</b>	<b>12</b>
<b>Total New Listed Volume</b>	<b>153,878,193</b>	<b>100%</b>	<b>104.03M</b>	<b>28.16M</b>	<b>15.23M</b>	<b>6.46M</b>
<b>Median New Listed Listing Price</b>	<b>\$129,450</b>		<b>\$60,000</b>	<b>\$159,900</b>	<b>\$239,900</b>	<b>\$325,000</b>

# November 2020



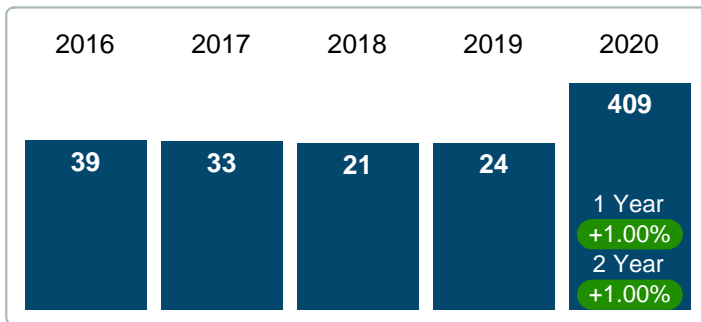
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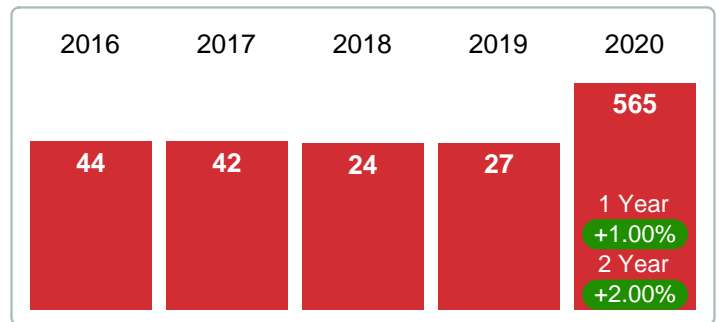
## ACTIVE INVENTORY

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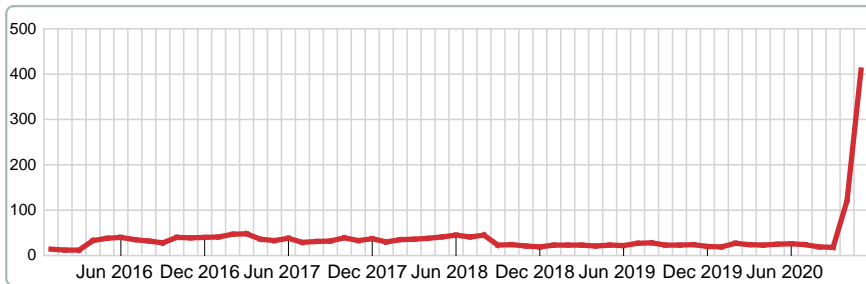
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

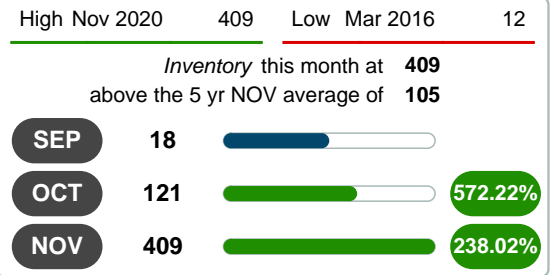


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 105



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	24	5.87%	25.0	24	0	0	0
\$10,001 - \$30,000	46	11.25%	18.0	44	2	0	0
\$30,001 - \$70,000	79	19.32%	18.0	63	13	3	0
\$70,001 - \$190,000	107	26.16%	23.0	49	47	9	2
\$190,001 - \$320,000	58	14.18%	21.5	23	24	9	2
\$320,001 - \$880,000	54	13.20%	25.0	31	12	6	5
\$880,001 and up	41	10.02%	28.0	31	3	1	6
<b>Total Active Inventory by Units</b>	<b>409</b>			<b>265</b>	<b>101</b>	<b>28</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>180,839,316</b>	<b>100%</b>	<b>21.0</b>	<b>118.11M</b>	<b>23.85M</b>	<b>8.58M</b>	<b>30.30M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$129,000</b>			<b>\$75,000</b>	<b>\$159,900</b>	<b>\$229,250</b>	<b>\$495,000</b>

# November 2020



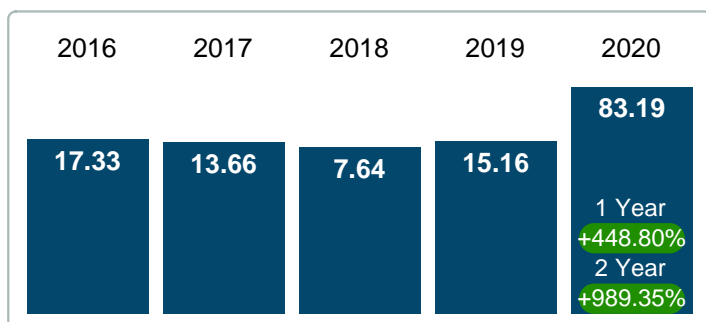
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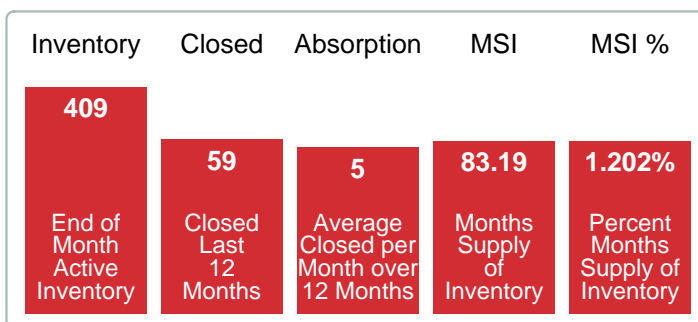
## MONTHS SUPPLY of INVENTORY (MSI)

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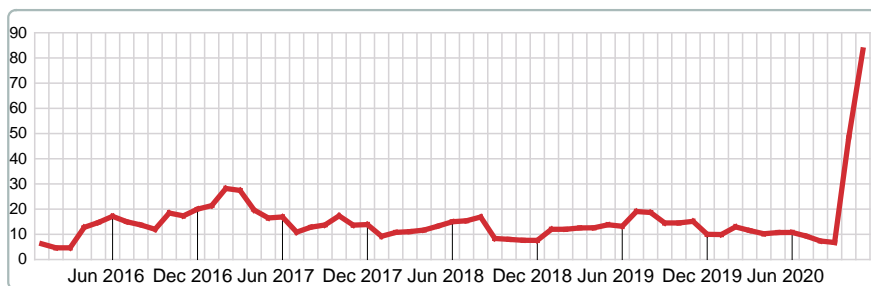
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

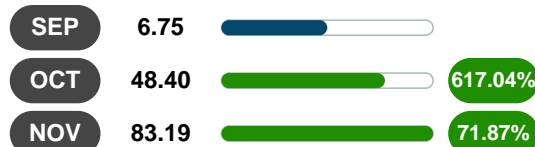


### 3 MONTHS

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



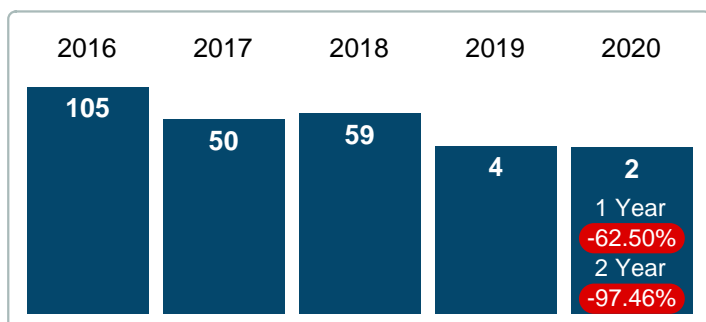
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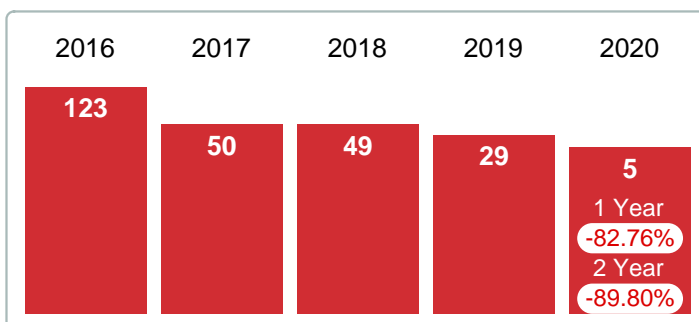
## MEDIAN DAYS ON MARKET TO SALE

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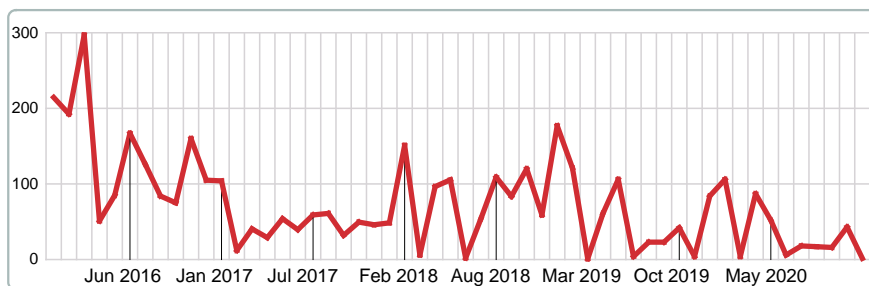
### NOVEMBER



### YEAR TO DATE (YTD)

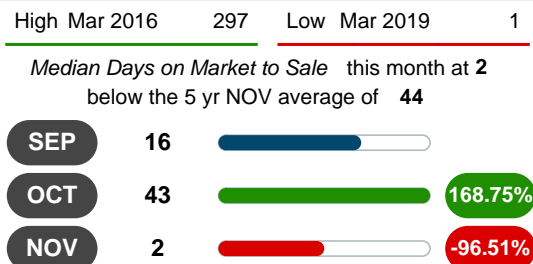


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 44



### 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
\$25,000 and less	6.67%	2	2	0	0	0
\$25,001 - \$100,000	13.33%	1	2	1	0	0
\$100,001 - \$100,000	0.00%	1	0	0	0	0
\$100,001 - \$150,000	30.00%	1	5	1	0	0
\$150,001 - \$225,000	20.00%	6	0	11	1	1
\$225,001 - \$350,000	20.00%	2	24	186	1	0
\$350,001 and up	10.00%	9	1	34	0	0
<b>Median Closed DOM</b>		<b>2</b>	<b>2</b>	<b>4</b>	<b>1</b>	<b>1</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1.5</b>	<b>7</b>	<b>17</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,472,726</b>	<b>812.00K</b>	<b>3.18M</b>	<b>1.31M</b>	<b>165.00K</b>



# November 2020

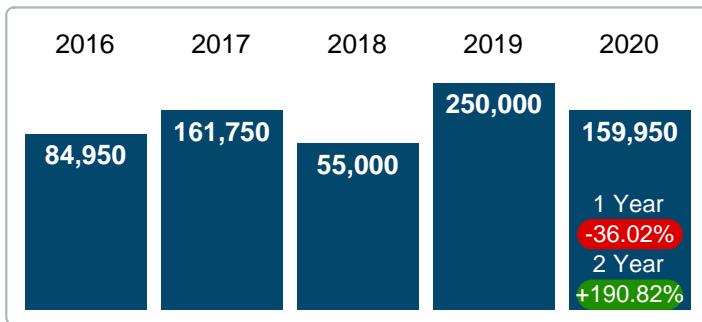
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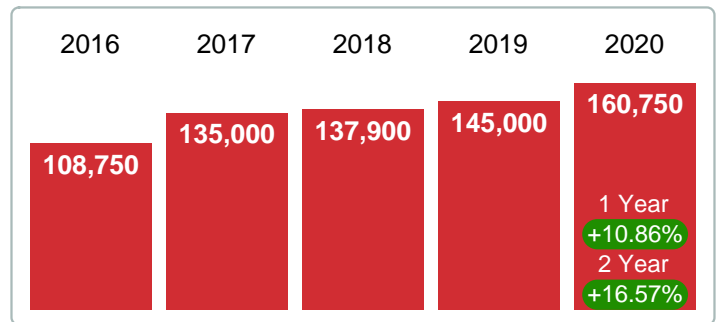
## MEDIAN LIST PRICE AT CLOSING

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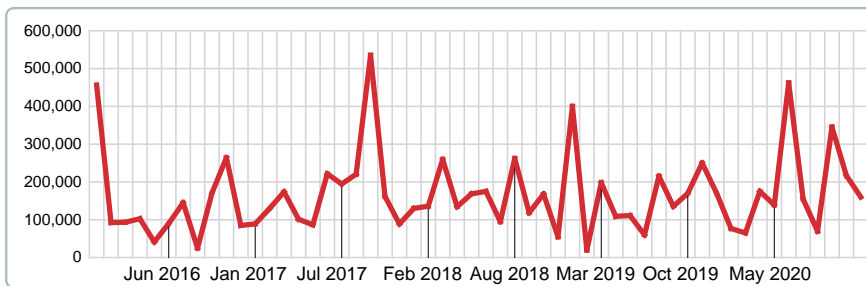
### NOVEMBER



### YEAR TO DATE (YTD)

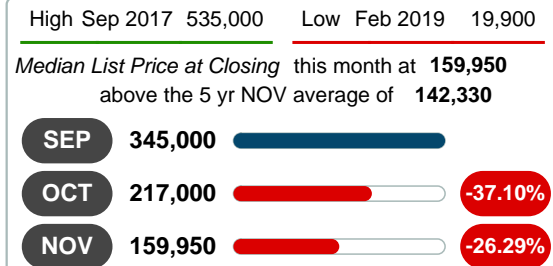


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 142,330



### 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
\$25,000 and less	6.67%	22,500	22,500	0	0	0
\$25,001 - \$100,000	10.00%	38,500	38,250	89,000	0	0
\$100,001 - \$100,000	0.00%	38,500	0	0	0	0
\$100,001 - \$150,000	26.67%	120,950	105,000	129,000	0	0
\$150,001 - \$225,000	26.67%	163,200	0	162,450	161,500	175,000
\$225,001 - \$350,000	20.00%	283,750	249,000	295,000	305,200	0
\$350,001 and up	10.00%	420,000	355,000	542,500	0	0
<b>Median List Price</b>		<b>159,950</b>	<b>38,500</b>	<b>154,900</b>	<b>272,500</b>	<b>175,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>159,950</b>	<b>7</b>	<b>17</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,762,899</b>	<b>830.50K</b>	<b>3.40M</b>	<b>1.36M</b>	<b>175.00K</b>





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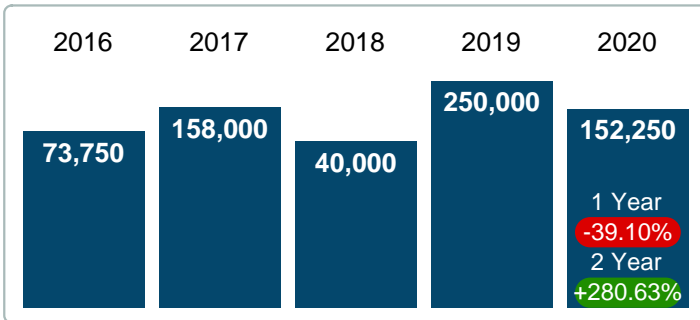
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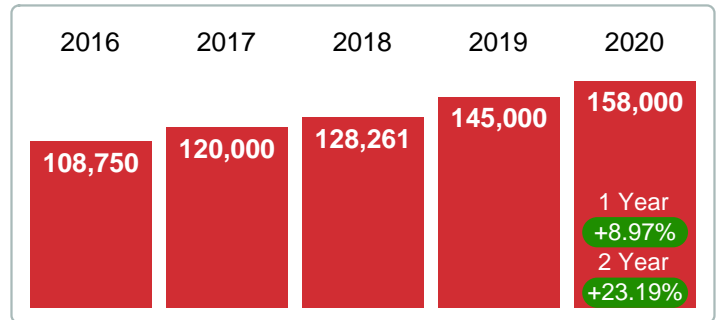
## MEDIAN SOLD PRICE AT CLOSING

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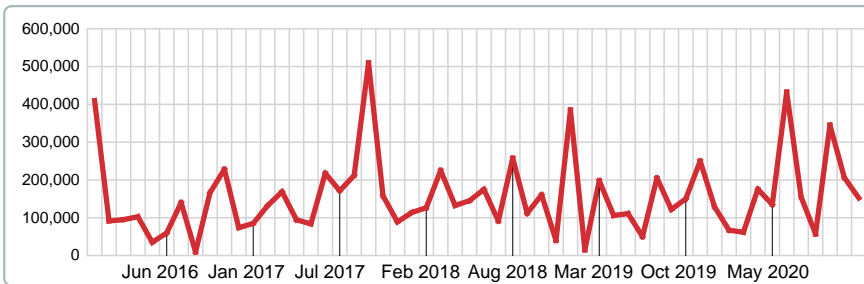
### NOVEMBER



### YEAR TO DATE (YTD)

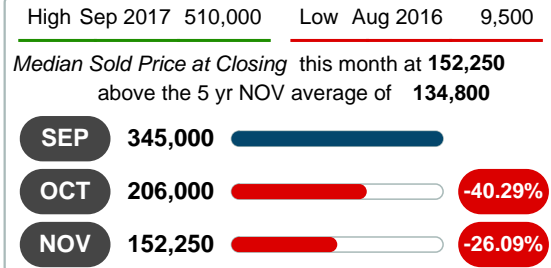


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 134,800



### 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
\$25,000 and less	2	6.67%	22,500	22,500	0	0	0
\$25,001 - \$100,000	4	13.33%	60,000	33,500	91,000	0	0
\$100,001 - \$100,000	0	0.00%	60,000	0	0	0	0
\$100,001 - \$150,000	9	30.00%	110,000	105,000	117,000	0	0
\$150,001 - \$225,000	6	20.00%	167,513	0	179,513	160,500	165,000
\$225,001 - \$350,000	6	20.00%	255,000	240,000	240,000	291,500	0
\$350,001 and up	3	10.00%	410,000	355,000	525,000	0	0
Median Sold Price			152,250	38,000	145,000	270,000	165,000
Total Closed Units		100%	152,250	7	17	5	1
Total Closed Volume			5,472,726	812.00K	3.18M	1.31M	165.00K

# November 2020



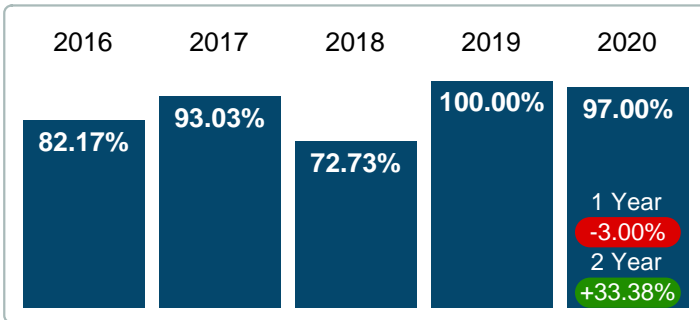
Area Delimited by Counties Carter, Love, Murray



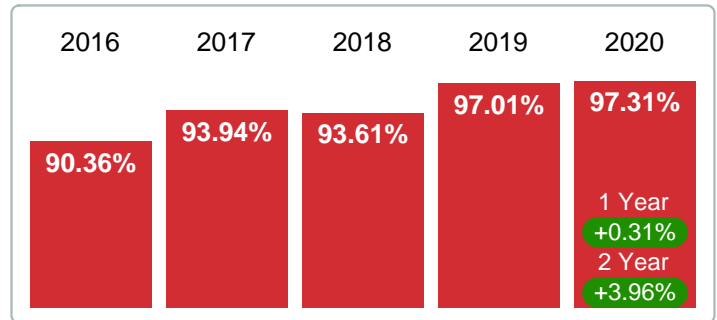
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

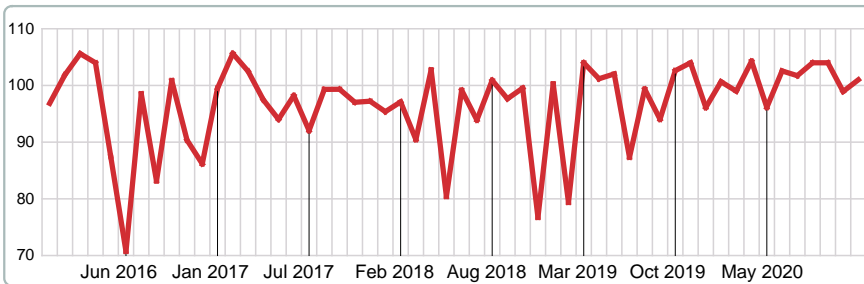
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

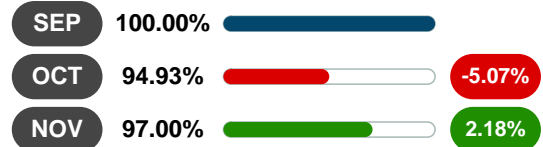


### 3 MONTHS

5 year NOV AVG = 88.99%

High Feb 2017 101.63% Low Jun 2016 66.74%

Median Sold/List Ratio this month at **97.00%**  
above the 5 yr NOV average of **88.99%**



## 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
\$25,000 and less	2	6.67%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	4	13.33%	91.94%	87.66%	91.94%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	91.94%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	9	30.00%	90.68%	100.00%	90.65%	0.00%	0.00%
\$150,001 - \$225,000	6	20.00%	99.69%	0.00%	100.19%	99.38%	94.29%
\$225,001 - \$350,000	6	20.00%	97.02%	96.39%	81.36%	98.37%	0.00%
\$350,001 and up	3	10.00%	97.62%	100.00%	96.93%	0.00%	0.00%
Median Sold/List Ratio		97.00%		100.00%	92.13%	99.08%	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



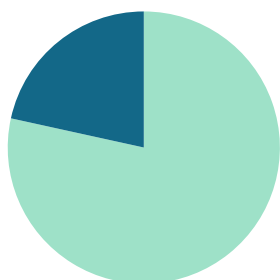
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

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

### INVENTORY

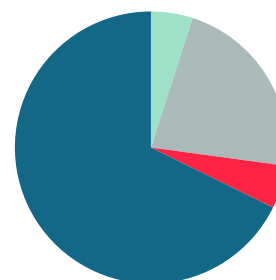


**Inventory**  
 New Listings  
**444 = 78.45%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**566**  
 Volume  
**\$212,350,693**

### 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%
Median List Price	250,000	159,950	-36.02%	145,000	160,750	10.86%
Median Sale Price	250,000	152,250	-39.10%	145,000	158,000	8.97%
Median Percent of Selling Price to List Price	100.00%	97.00%	-3.00%	97.01%	97.31%	0.31%
Median Days on Market to Sale	4.00	1.50	-62.50%	29.00	5.00	-82.76%
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%

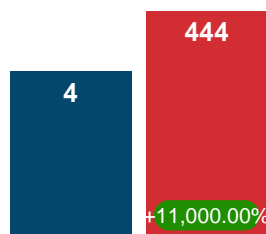
**Absorption:** Last 12 months, an Average of 5 Sales/Month

**Inventory on November 30, 2020 = 409** 2019 2020

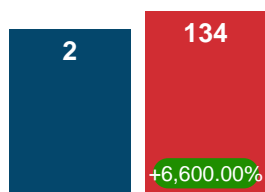
### NOVEMBER MARKET

### MEDIAN PRICES

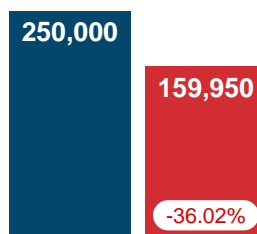
#### New Listings



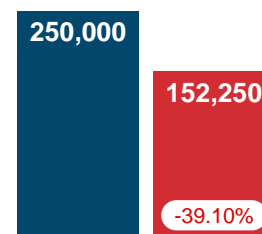
#### Pending Listings



#### List Price



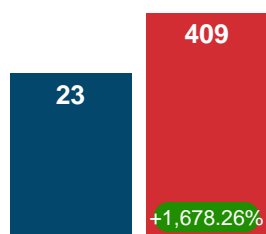
#### Sale Price



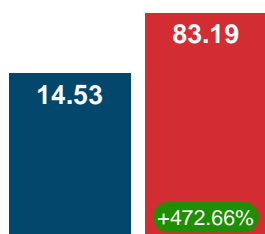
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

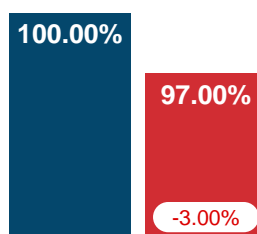
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

