

October 2020



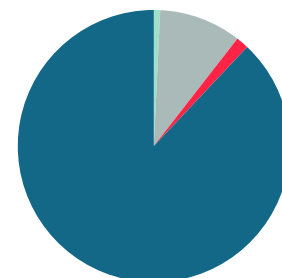
Area Delimited by Counties Carter, Love, Murray



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	3	1	-66.67%
Pending Listings	3	13	333.33%
New Listings	7	112	1,500.00%
Average List Price	135,967	217,000	59.60%
Average Sale Price	129,833	206,000	58.66%
Average Percent of Selling Price to List Price	97.93%	94.93%	-3.06%
Average Days on Market to Sale	44.00	43.00	-2.27%
End of Month Inventory	22	117	431.82%
Months Supply of Inventory	13.89	46.80	236.82%



■ Closed (0.75%)
■ Pending (9.77%)
■ Other OffMarket (1.50%)
■ Active (87.97%)

Absorption: Last 12 months, an Average of **3** Sales/Month
Active Inventory as of October 31, 2020 = **117**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2020 rose **431.82%** to 117 existing homes available for sale. Over the last 12 months this area has had an average of 3 closed sales per month. This represents an unsold inventory index of **46.80** 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 **58.66%** in October 2020 to \$206,000 versus the previous year at \$129,833.

Average Days on Market Shortens

The average number of **43.00** days that homes spent on the market before selling decreased by 1.00 days or **2.27%** in October 2020 compared to last year's same month at **44.00** DOM.

Sales Success for October 2020 is Positive

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

There were 112 New Listings in October 2020, up **1,500.00%** from last year at 7. Furthermore, there were 1 Closed Listings this month versus last year at 3, a **-66.67%** decrease.

Closed versus Listed trends yielded a **0.9%** ratio, down from previous year's, October 2019, at **42.9%**, a **97.92%** 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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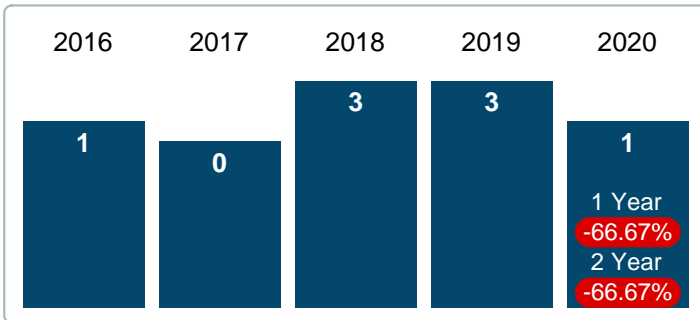
Area Delimited by Counties Carter, Love, Murray



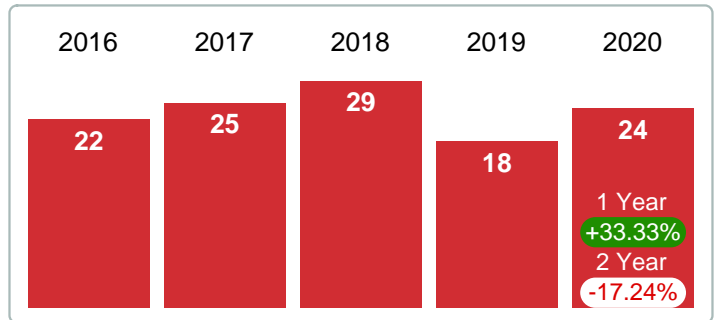
CLOSED LISTINGS

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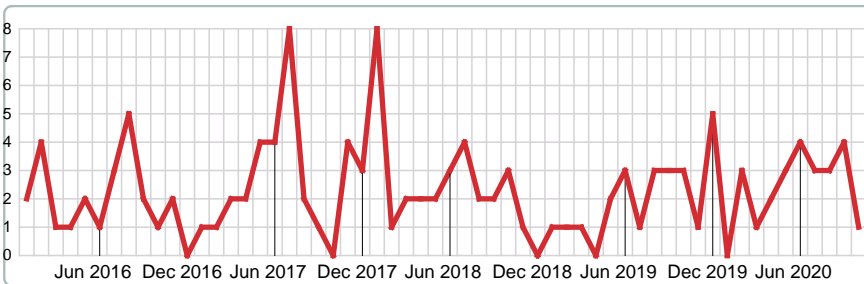
OCTOBER



YEAR TO DATE (YTD)

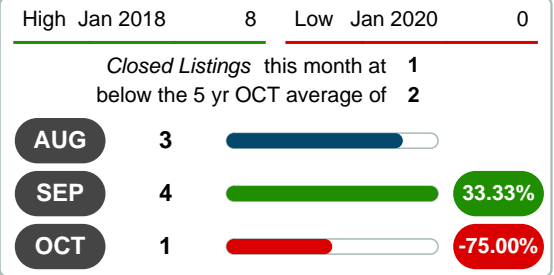


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$200,000 and less	0	0.00%	0.0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0.0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0.0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0.0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0.0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0.0	0	0	0	0
\$200,001 and up	1	100.00%	43.0	0	1	0	0
Total Closed Units	1			0	1	0	0
Total Closed Volume	206,000	100%	43.0	0.00B	206.00K	0.00B	0.00B
Average Closed Price	\$206,000			\$0	\$206,000	\$0	\$0

October 2020



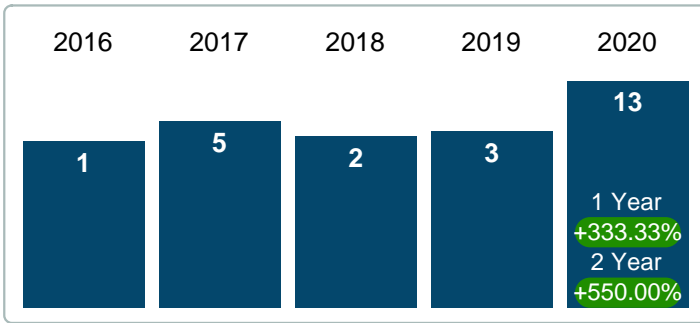
Area Delimited by Counties Carter, Love, Murray



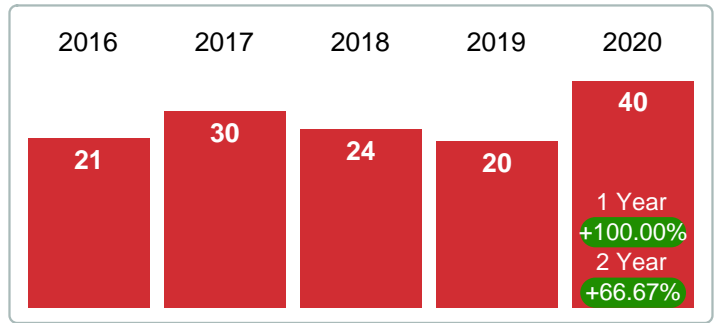
PENDING LISTINGS

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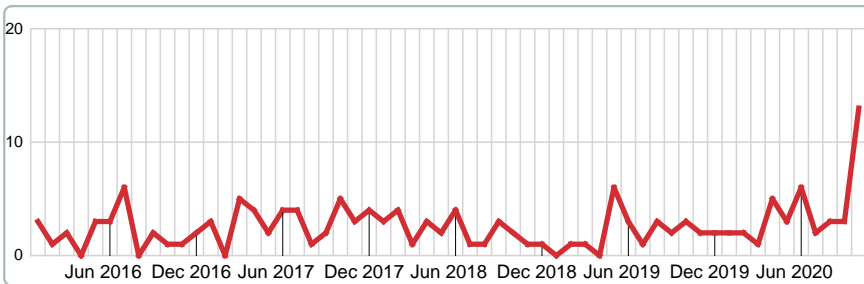
OCTOBER



YEAR TO DATE (YTD)

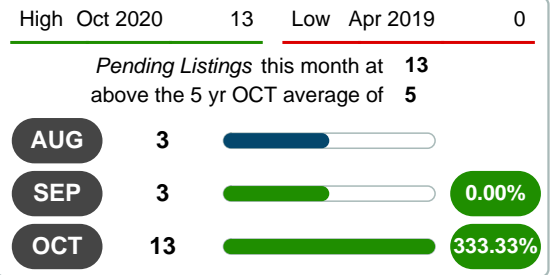


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	7.69%	3.0	1	0	0	0
\$75,001 - \$100,000	1	7.69%	26.0	0	1	0	0
\$100,001 - \$125,000	2	15.38%	4.5	2	0	0	0
\$125,001 - \$200,000	4	30.77%	4.3	0	3	1	0
\$200,001 - \$225,000	2	15.38%	40.0	0	2	0	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 and up	3	23.08%	25.7	0	2	1	0
Total Pending Units	13			3	8	2	0
Total Pending Volume	2,292,400	100%	76.0	254.50K	1.64M	394.00K	0.00B
Average Listing Price	\$217,000			\$84,833	\$205,488	\$197,000	\$0

October 2020



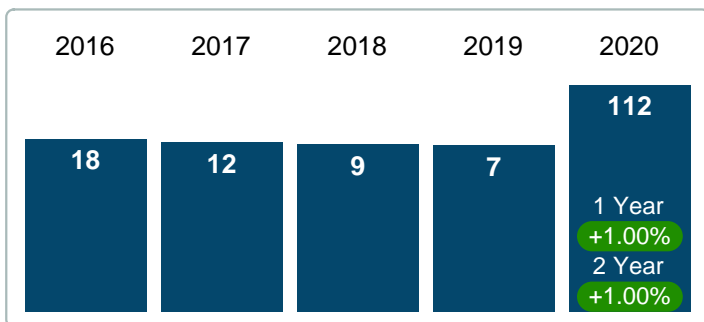
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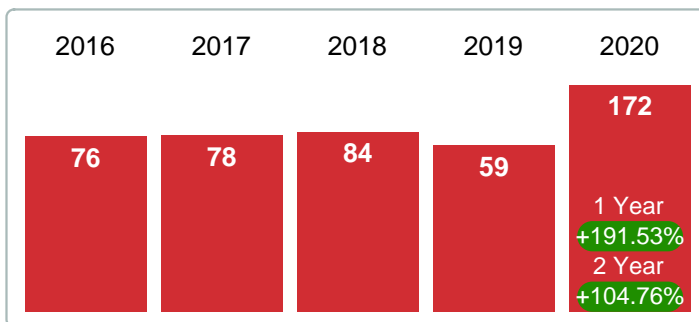
NEW LISTINGS

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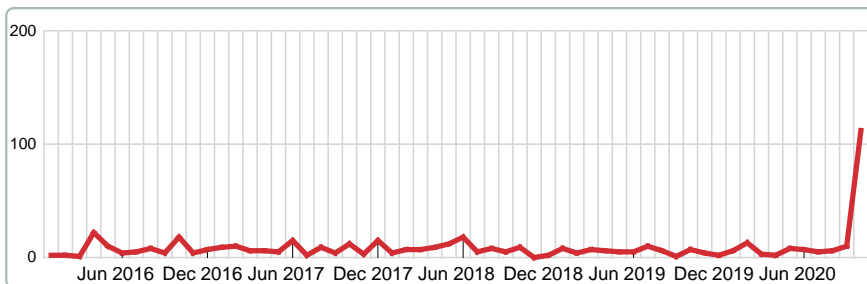
OCTOBER



YEAR TO DATE (YTD)

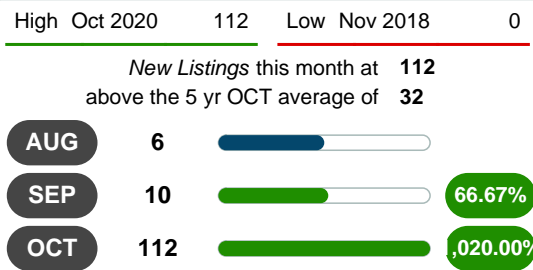


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 32



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	6.25%	5	2	0	0
\$30,001 - \$70,000	18	16.07%	13	4	1	0
\$70,001 - \$100,000	17	15.18%	5	11	1	0
\$100,001 - \$180,000	26	23.21%	13	10	2	1
\$180,001 - \$280,000	18	16.07%	4	8	4	2
\$280,001 - \$980,000	15	13.39%	8	4	1	2
\$980,001 and up	11	9.82%	7	0	0	4
Total New Listed Units	112		55	39	9	9
Total New Listed Volume	55,583,900	100%	21.05M	6.19M	1.80M	26.55M
Average New Listed Listing Price	\$0		\$382,636	\$158,731	\$200,322	\$2,949,500

October 2020



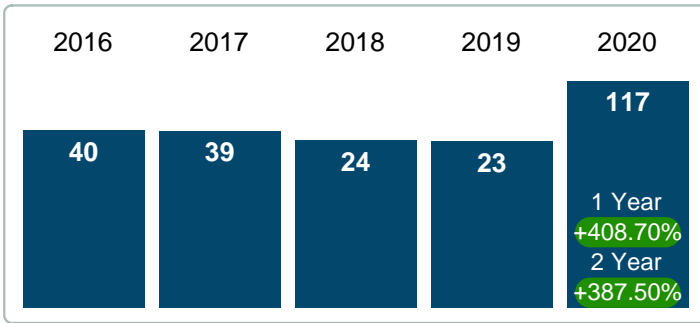
Area Delimited by Counties Carter, Love, Murray



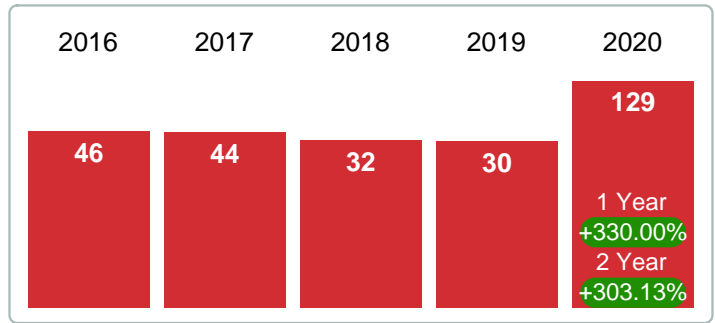
ACTIVE INVENTORY

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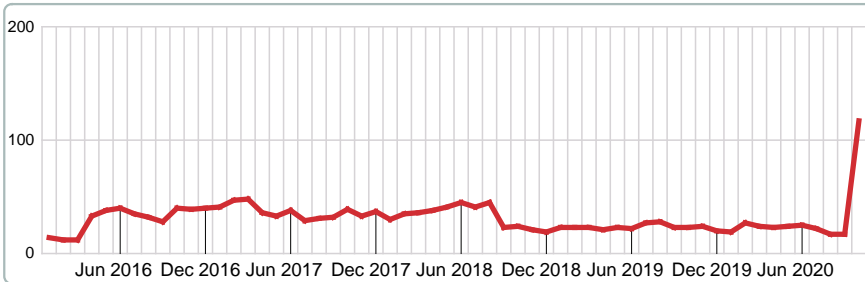
END OF OCTOBER



ACTIVE DURING OCTOBER

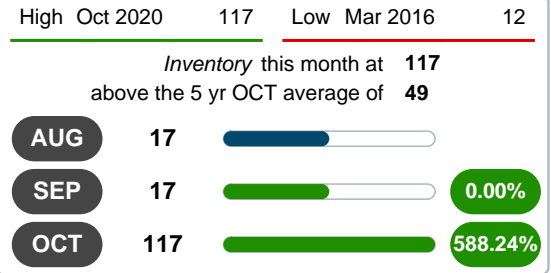


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.13%	26.8	6	0	0	0
\$25,001 - \$50,000	10	8.55%	3.9	7	3	0	0
\$50,001 - \$100,000	26	22.22%	11.3	11	12	3	0
\$100,001 - \$200,000	31	26.50%	11.1	14	13	1	3
\$200,001 - \$325,000	14	11.97%	14.5	4	7	3	0
\$325,001 - \$975,000	18	15.38%	29.3	11	4	1	2
\$975,001 and up	12	10.26%	5.4	8	0	0	4
Total Active Inventory by Units	117			61	39	8	9
Total Active Inventory by Volume	58,221,900	100%	14.0	23.44M	6.77M	1.47M	26.55M
Average Active Inventory Listing Price	\$497,623			\$384,279	\$173,500	\$183,613	\$2,949,500

October 2020



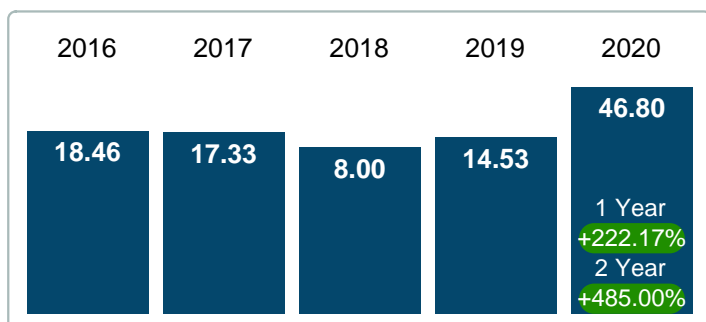
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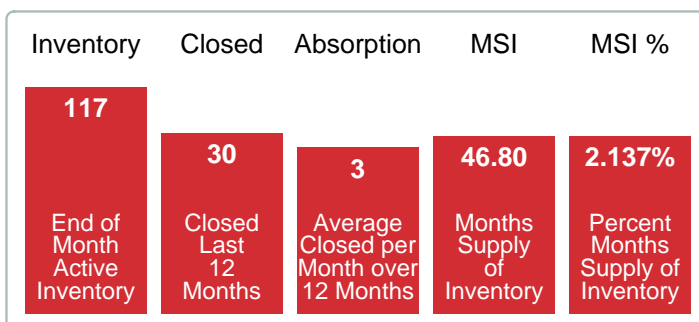
MONTHS SUPPLY of INVENTORY (MSI)

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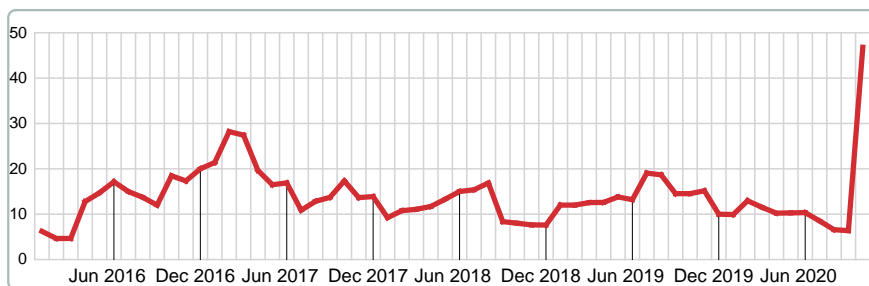
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

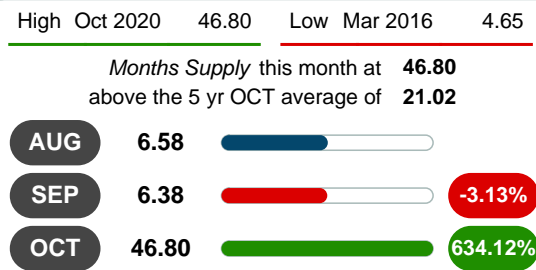


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21.02



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
\$30,000 and less	9	7.69%	36.00	42.00	24.00	0.00	0.00
\$30,001 - \$70,000	18	15.38%	54.00	48.00	48.00	0.00	0.00
\$70,001 - \$110,000	15	12.82%	180.00	0.00	0.00	12.00	0.00
\$110,001 - \$200,000	31	26.50%	41.33	168.00	26.00	6.00	0.00
\$200,001 - \$340,000	15	12.82%	22.50	48.00	24.00	12.00	0.00
\$340,001 - \$980,000	18	15.38%	43.20	144.00	18.00	6.00	0.00
\$980,001 and up	11	9.40%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			46.80	91.50	33.43	12.00	inf
Total Active Inventory by Units		100%	46.80	61	39	8	9

October 2020



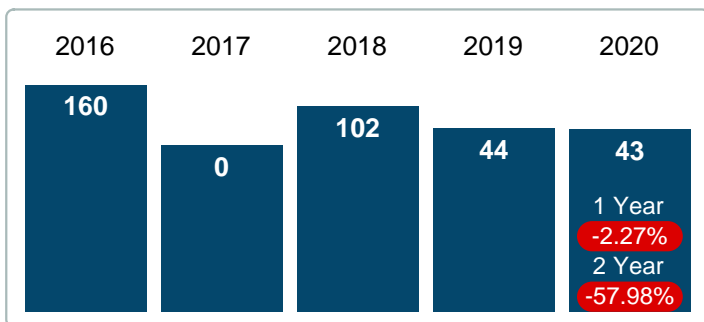
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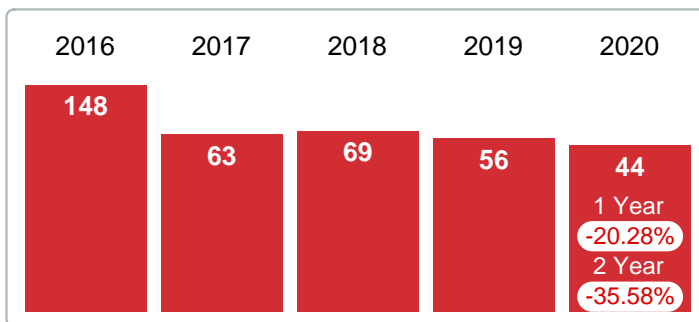
AVERAGE DAYS ON MARKET TO SALE

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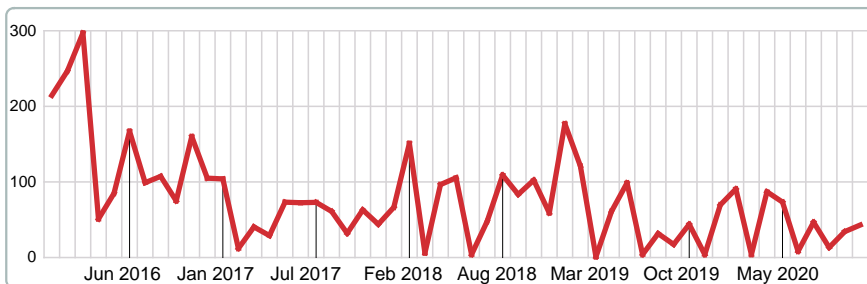
OCTOBER



YEAR TO DATE (YTD)

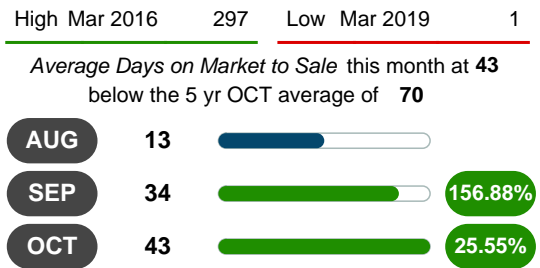


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



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
\$200,000 and less	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 and up	100.00%	43	0	43	0	0
Average Closed DOM		43	0	43	0	0
Total Closed Units	100%	43		1		
Total Closed Volume		206,000	0.00B	206.00K	0.00B	0.00B

October 2020



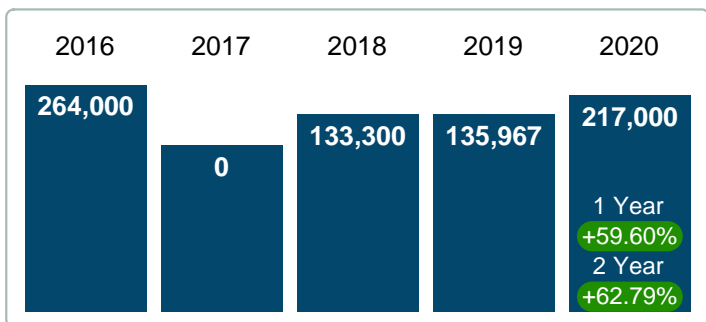
Area Delimited by Counties Carter, Love, Murray



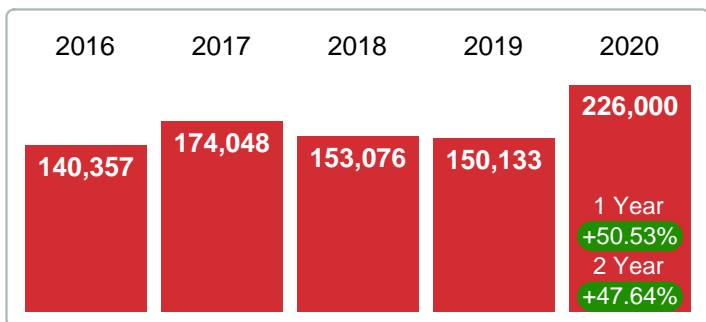
AVERAGE LIST PRICE AT CLOSING

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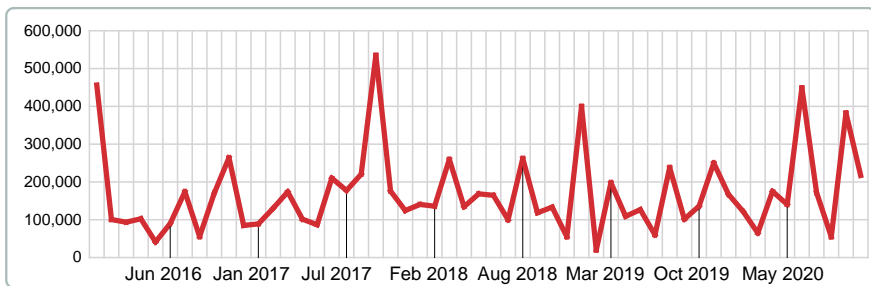
OCTOBER



YEAR TO DATE (YTD)

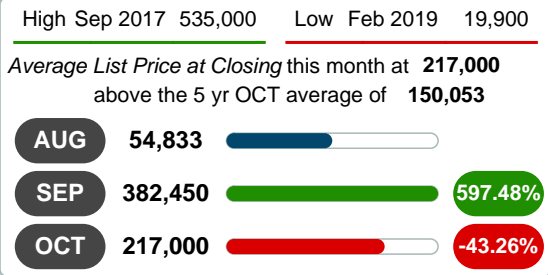


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 150,053



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
\$200,000 and less	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 and up	1	100.00%	217,000	0	217,000	0	0
Average List Price			217,000	0	217,000	0	0
Total Closed Units		100%	217,000		1		
Total Closed Volume			217,000	0.00B	217.00K	0.00B	0.00B

October 2020



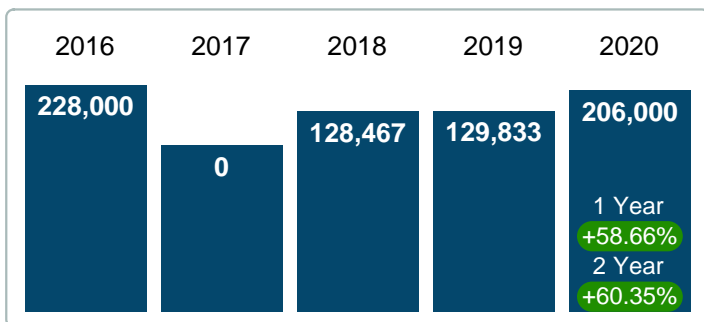
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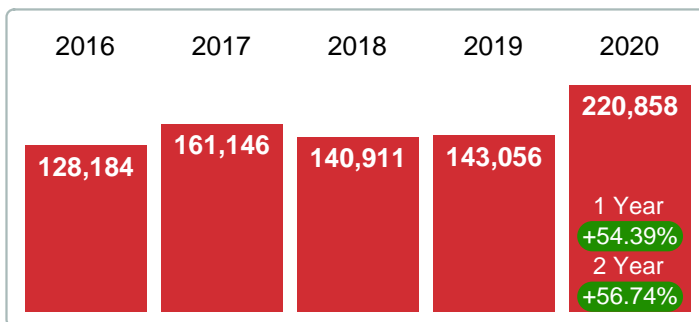
AVERAGE SOLD PRICE AT CLOSING

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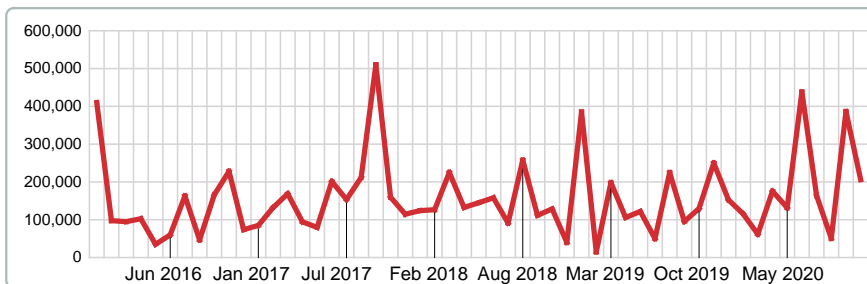
OCTOBER



YEAR TO DATE (YTD)

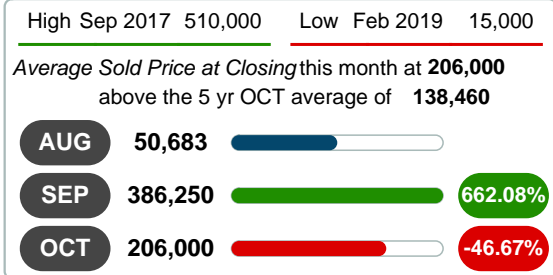


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 138,460



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
\$200,000 and less	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0	0
\$200,001 and up	1	100.00%	206,000	0	206,000	0	0
Average Sold Price			206,000	0	206,000	0	0
Total Closed Units		100%	206,000		1		
Total Closed Volume			206,000	0.00B	206.00K	0.00B	0.00B

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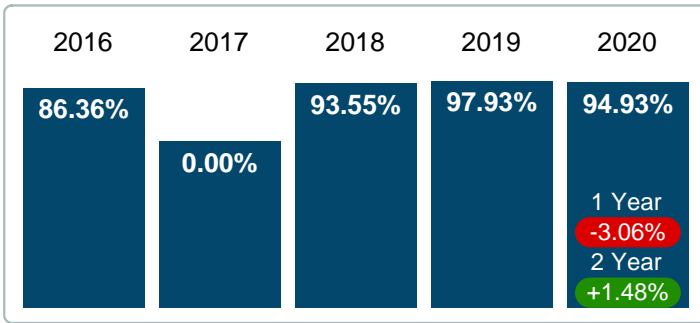
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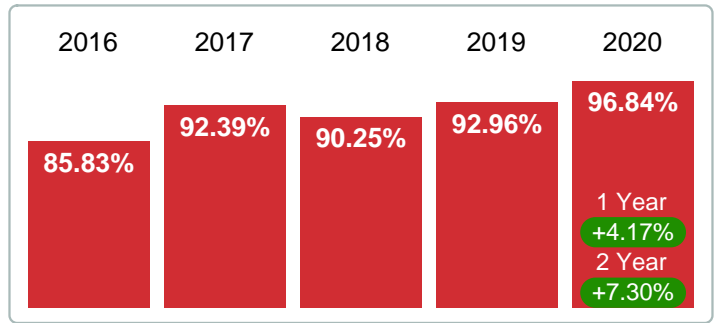
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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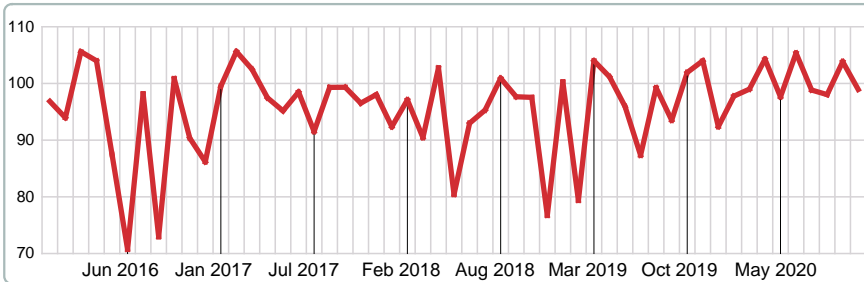
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74.55%

High Feb 2017 101.63% Low Jun 2016 66.74%

Average Sold/List Ratio this month at **94.93%**
 above the 5 yr OCT average of **74.55%**



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
\$200,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 and up	1	100.00%	94.93%	0.00%	94.93%	0.00%	0.00%
Average Sold/List Ratio		94.90%		0.00%	94.93%	0.00%	0.00%
Total Closed Units		1	100%		1		
Total Closed Volume		206,000		0.00B	206.00K	0.00B	0.00B

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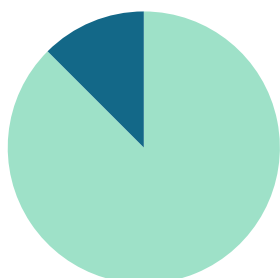
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MARKET SUMMARY

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INVENTORY

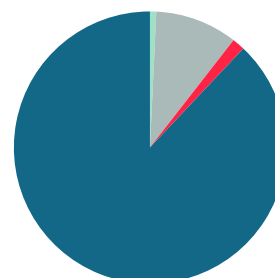


Inventory
 New Listings
112 = 87.50%
 Start Inventory
16
 Total Inventory Units
128
 Volume
\$59,812,400

Market Activity

Closed Sales
1 = 0.75%
 Pending Sales
13 = 9.77%
 Other Off Market
2 = 1.50%
 Active Inventory
117 = 87.97%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	3	1	-66.67%	18	24	33.33%
Pending Sales	3	13	333.33%	20	40	100.00%
New Listings	7	112	1,500.00%	59	172	191.53%
Average List Price	135,967	217,000	59.60%	150,133	226,000	50.53%
Average Sale Price	129,833	206,000	58.66%	143,056	220,858	54.39%
Average Percent of Selling Price to List Price	97.93%	94.93%	-3.06%	92.96%	96.84%	4.17%
Average Days on Market to Sale	44.00	43.00	-2.27%	55.56	44.29	-20.28%
Monthly Inventory	22	117	431.82%	22	117	431.82%
Months Supply of Inventory	13.89	46.80	236.82%	13.89	46.80	236.82%

Absorption: Last 12 months, an Average of 3 Sales/Month

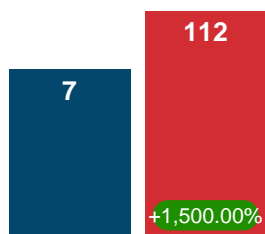
Inventory on October 31, 2020 = 117

2019 2020

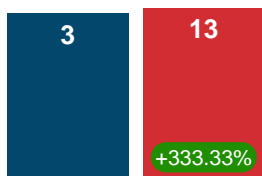
OCTOBER MARKET

AVERAGE PRICES

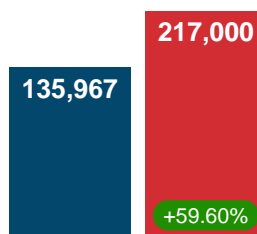
New Listings



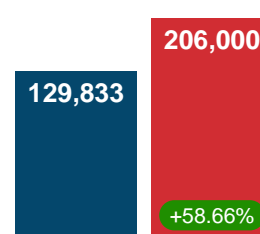
Pending Listings



List Price



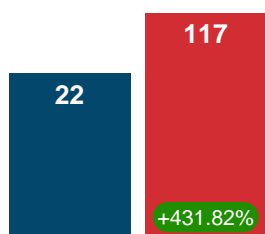
Sale Price



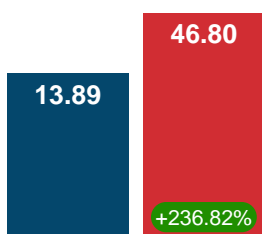
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

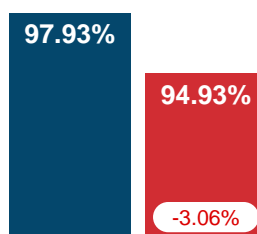
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

