

October 2020



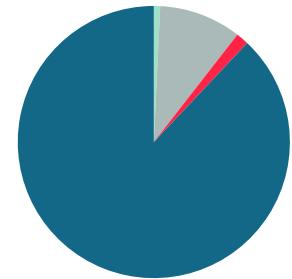
Area Delimited by Counties Carter, Love, Murray



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%
Median List Price	169,900	217,000	27.72%
Median Sale Price	150,000	206,000	37.33%
Median Percent of Selling Price to List Price	98.61%	94.93%	-3.73%
Median Days on Market to Sale	42.00	43.00	2.38%
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.

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 **37.33%** in October 2020 to \$206,000 versus the previous year at \$150,000.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 1.00 days or **2.38%** in October 2020 compared to last year's same month at **42.00** DOM.

Sales Success for October 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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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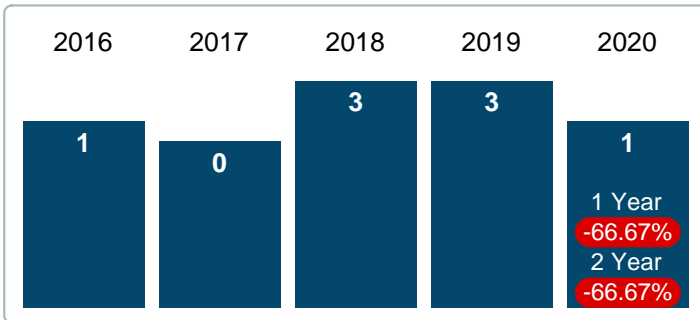
Area Delimited by Counties Carter, Love, Murray



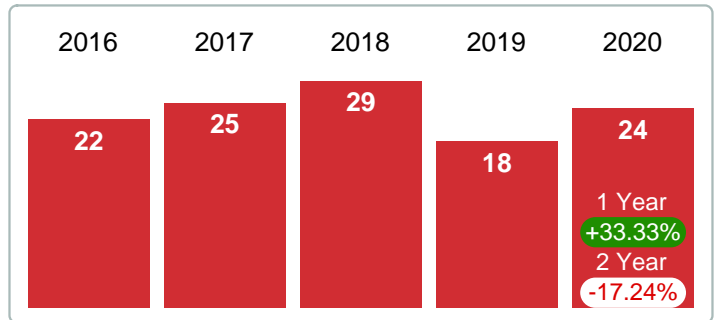
CLOSED LISTINGS

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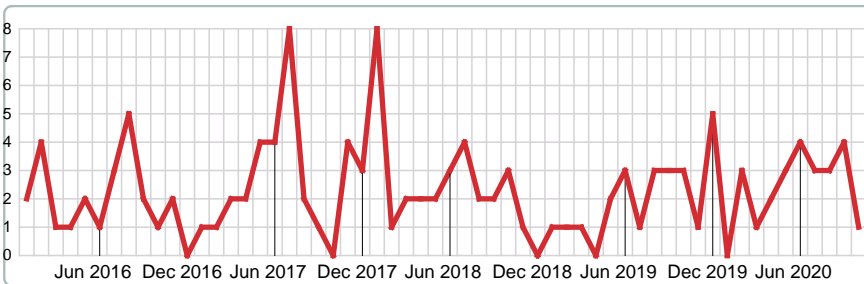
OCTOBER



YEAR TO DATE (YTD)

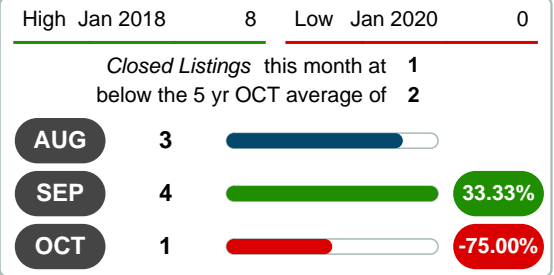


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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
Median Closed Price	\$206,000			\$0	\$206,000	\$0	\$0

October 2020



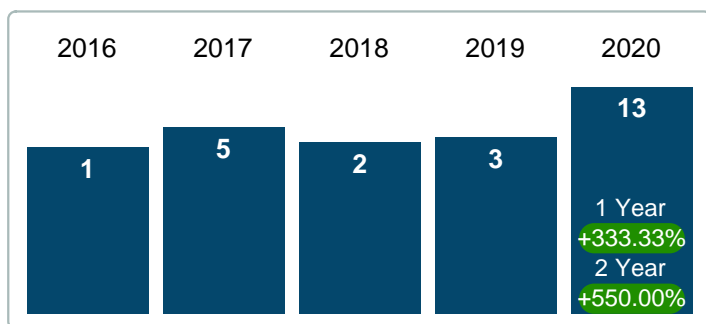
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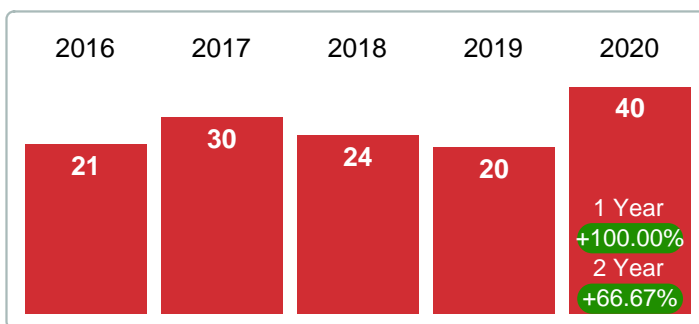
PENDING LISTINGS

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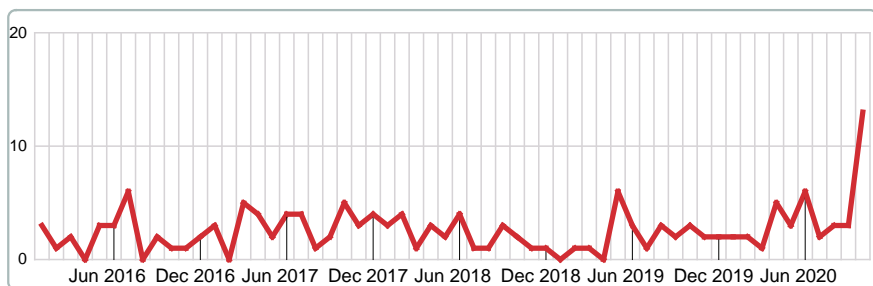
OCTOBER



YEAR TO DATE (YTD)

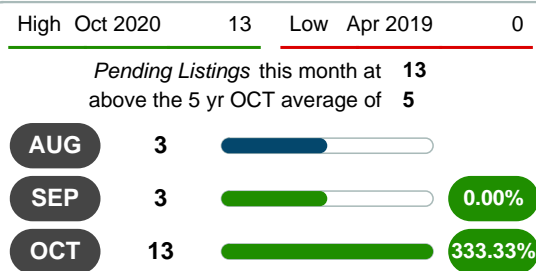


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	5.5	0	3	1	0
\$200,001 - \$225,000	2	15.38%	40.0	0	2	0	0
\$225,001 - \$225,000	0	0.00%	40.0	0	0	0	0
\$225,001 and up	3	23.08%	1.0	0	2	1	0
Total Pending Units	13			3	8	2	0
Total Pending Volume	2,292,400	100%	4.0	254.50K	1.64M	394.00K	0.00B
Median Listing Price	\$168,900			\$105,000	\$203,000	\$197,000	\$0

October 2020



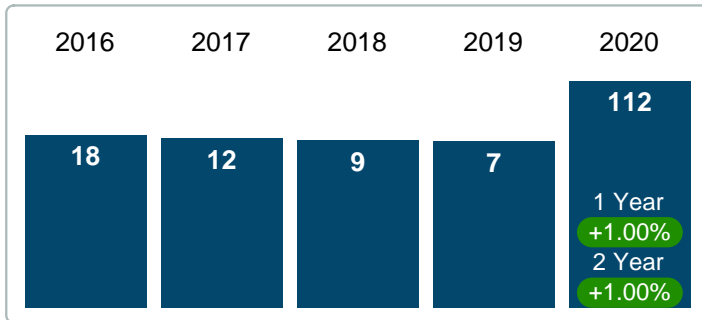
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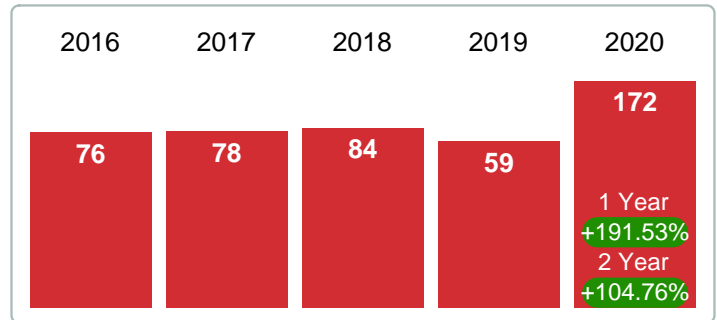
NEW LISTINGS

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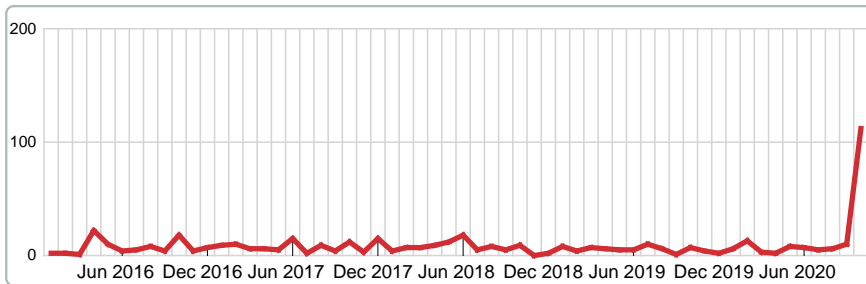
OCTOBER



YEAR TO DATE (YTD)

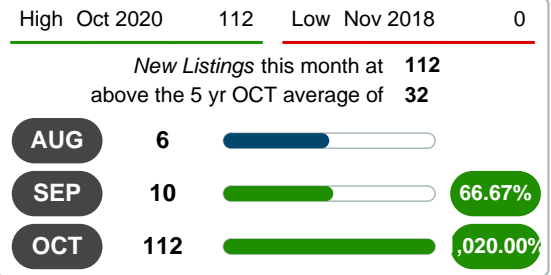


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$142,500		\$125,000	\$129,000	\$209,000	\$649,500

October 2020



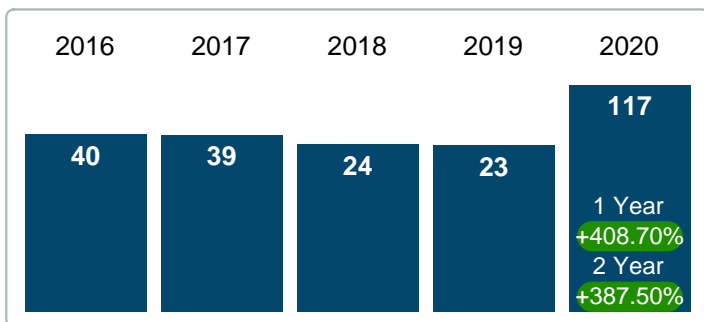
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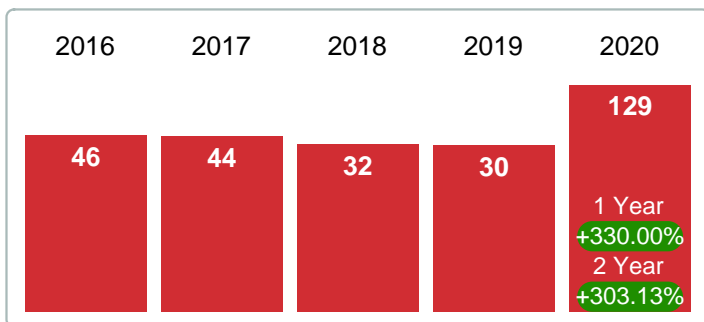
ACTIVE INVENTORY

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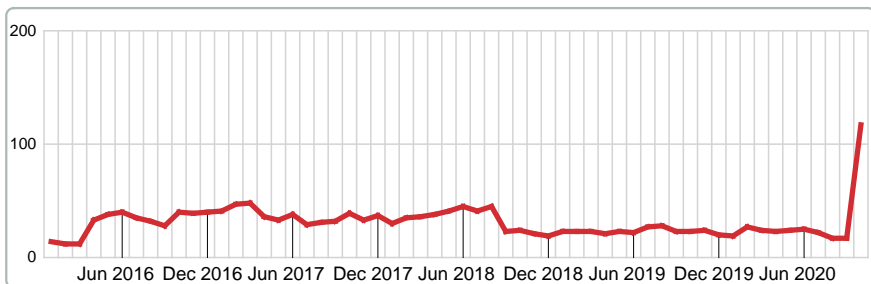
END OF OCTOBER



ACTIVE DURING OCTOBER

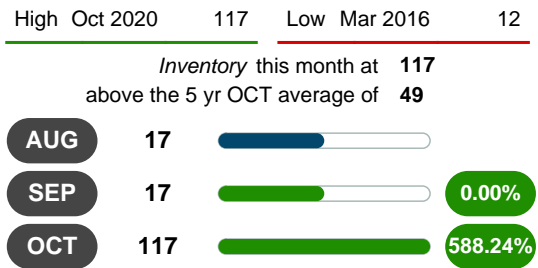


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	7.69%	3.0	7	2	0	0
\$30,001 - \$70,000	18	15.38%	3.0	12	4	2	0
\$70,001 - \$110,000	15	12.82%	3.0	5	9	1	0
\$110,001 - \$200,000	31	26.50%	4.0	14	13	1	3
\$200,001 - \$340,000	15	12.82%	8.0	4	8	3	0
\$340,001 - \$980,000	18	15.38%	5.0	12	3	1	2
\$980,001 and up	11	9.40%	3.0	7	0	0	4
Total Active Inventory by Units	117			61	39	8	9
Total Active Inventory by Volume	58,221,900	100%	4.0	23.44M	6.77M	1.47M	26.55M
Median Active Inventory Listing Price	\$145,000			\$129,000	\$139,000	\$174,000	\$649,500

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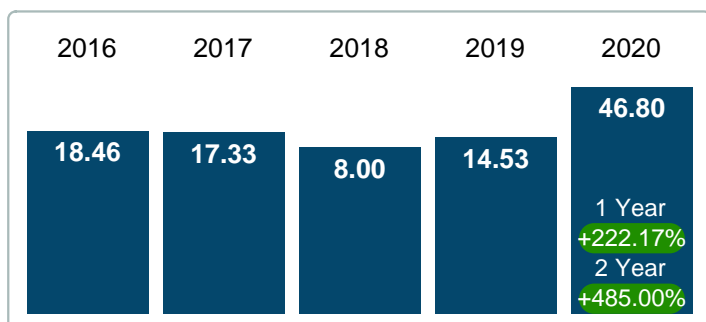
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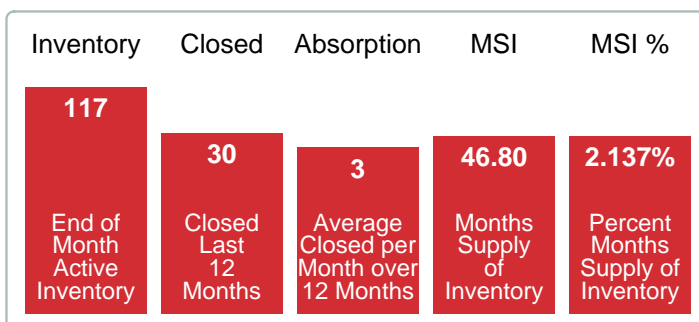
MONTHS SUPPLY of INVENTORY (MSI)

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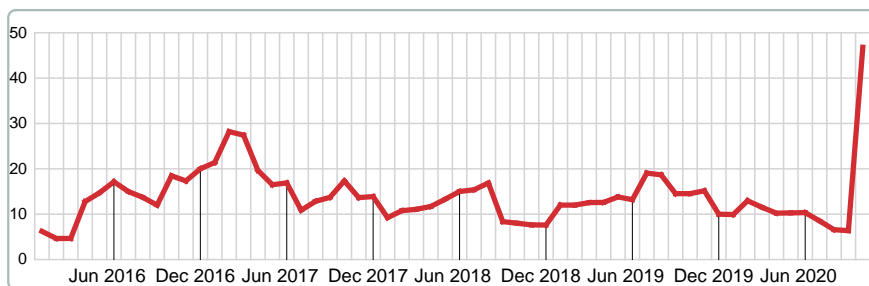
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

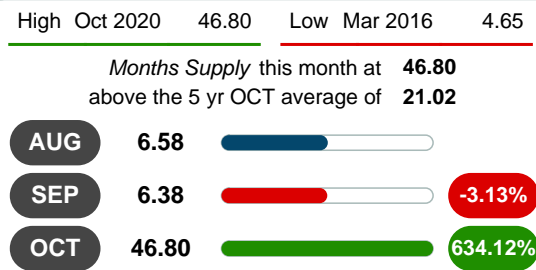


5 YEAR MARKET ACTIVITY TRENDS



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



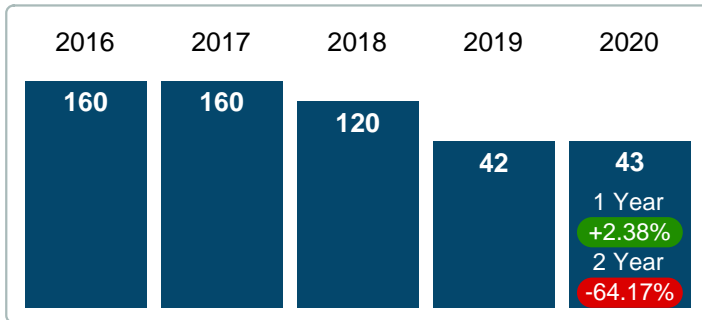
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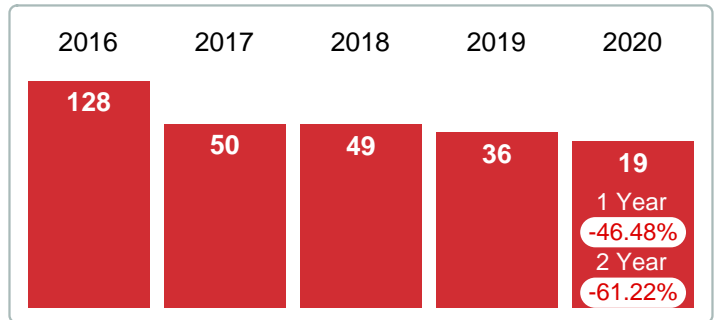
MEDIAN DAYS ON MARKET TO SALE

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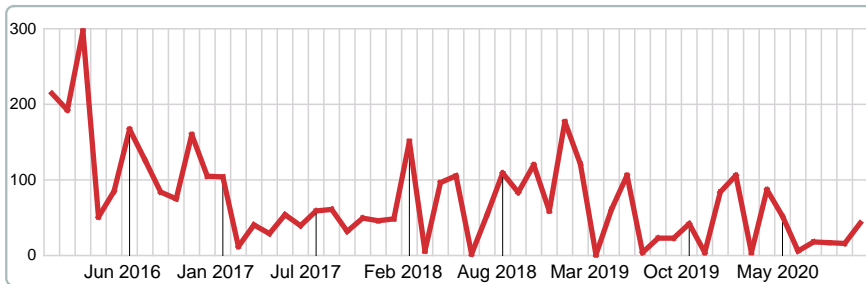
OCTOBER



YEAR TO DATE (YTD)

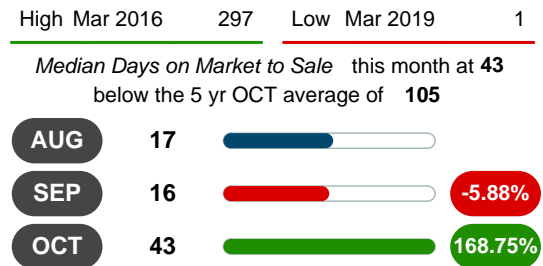


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 105



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
\$200,000 and less	0	0.00%	3	0	0	0	0
\$200,001 - \$200,000	0	0.00%	3	0	0	0	0
\$200,001 - \$200,000	0	0.00%	3	0	0	0	0
\$200,001 - \$200,000	0	0.00%	3	0	0	0	0
\$200,001 - \$200,000	0	0.00%	3	0	0	0	0
\$200,001 - \$200,000	0	0.00%	3	0	0	0	0
\$200,001 and up	1	100.00%	43	0	43	0	0
Median Closed DOM			43	0	43	0	0
Total Closed Units		100%	43.0		1		
Total Closed Volume			206,000	0.00B	206.00K	0.00B	0.00B

October 2020



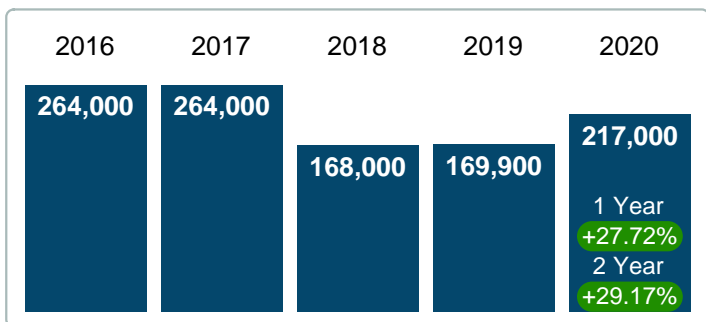
Area Delimited by Counties Carter, Love, Murray



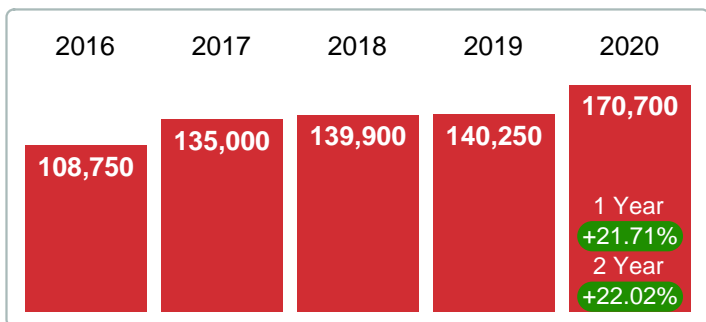
MEDIAN LIST PRICE AT CLOSING

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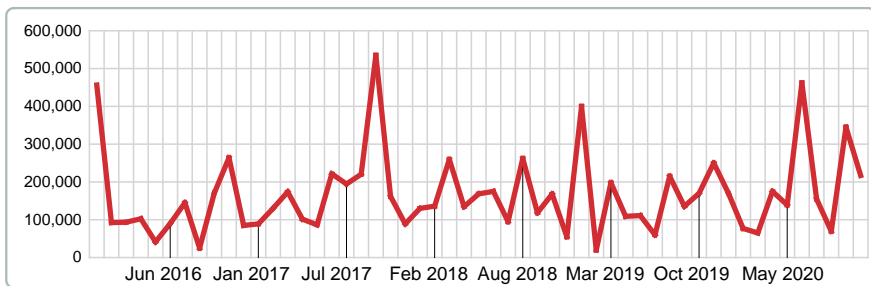
OCTOBER



YEAR TO DATE (YTD)

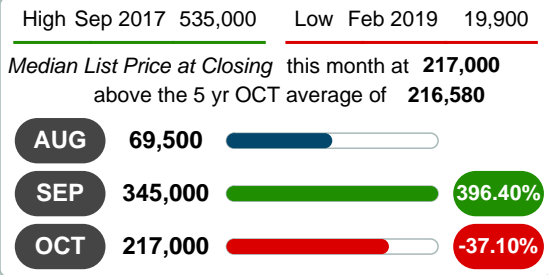


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 216,580



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
\$200,000 and less	0	0.00%	43	0	0	0	0
\$200,001 - \$200,000	0	0.00%	43	0	0	0	0
\$200,001 - \$200,000	0	0.00%	43	0	0	0	0
\$200,001 - \$200,000	0	0.00%	43	0	0	0	0
\$200,001 - \$200,000	0	0.00%	43	0	0	0	0
\$200,001 - \$200,000	0	0.00%	43	0	0	0	0
\$200,001 and up	1	100.00%	217,000	0	217,000	0	0
Median 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



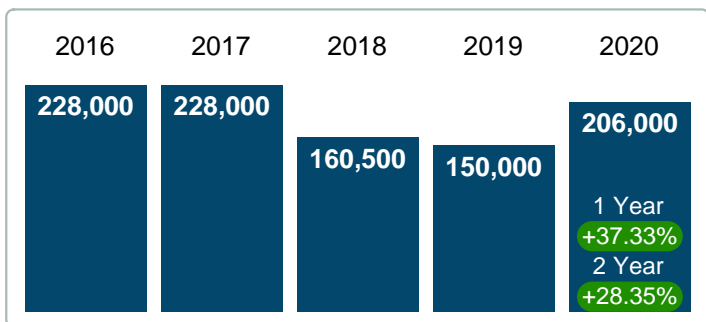
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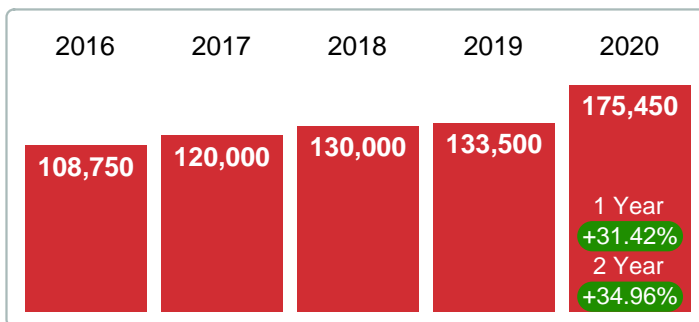
MEDIAN SOLD PRICE AT CLOSING

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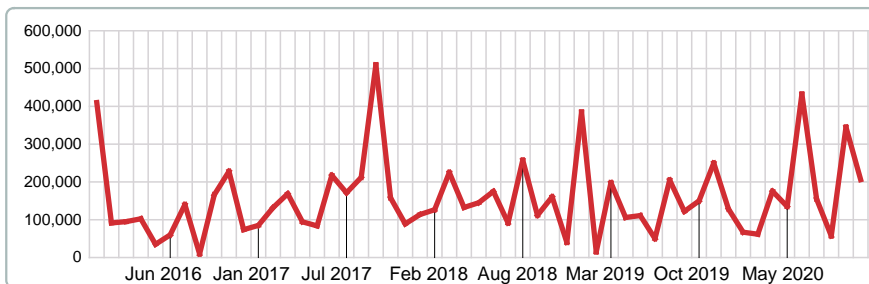
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

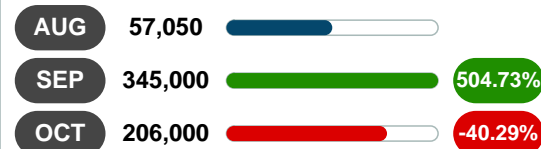


3 MONTHS

5 year OCT AVG = 194,500

High Sep 2017 510,000 Low Aug 2016 9,500

Median Sold Price at Closing this month at **206,000**
 above the 5 yr OCT average of **194,500**



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
\$200,000 and less	0	0.00%	217,000	0	0	0	0
\$200,001 - \$200,000	0	0.00%	217,000	0	0	0	0
\$200,001 - \$200,000	0	0.00%	217,000	0	0	0	0
\$200,001 - \$200,000	0	0.00%	217,000	0	0	0	0
\$200,001 - \$200,000	0	0.00%	217,000	0	0	0	0
\$200,001 - \$200,000	0	0.00%	217,000	0	0	0	0
\$200,001 and up	1	100.00%	206,000	0	206,000	0	0
Median 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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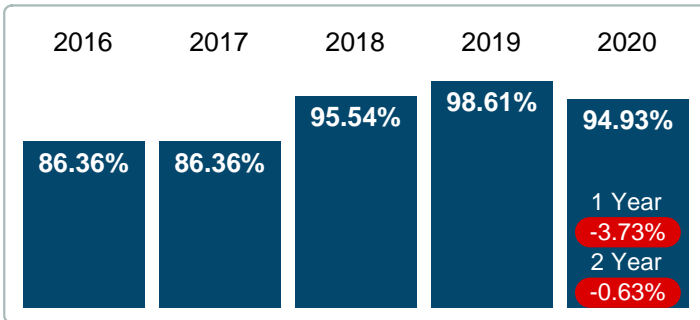
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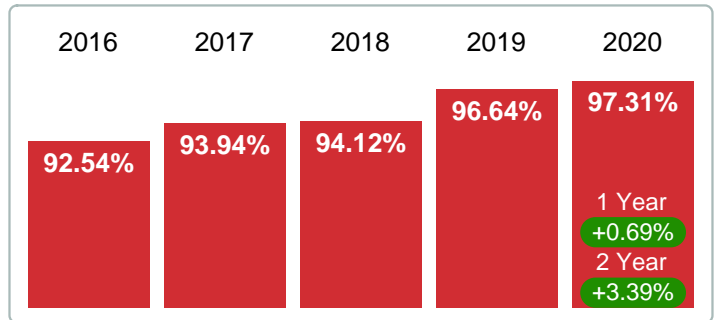
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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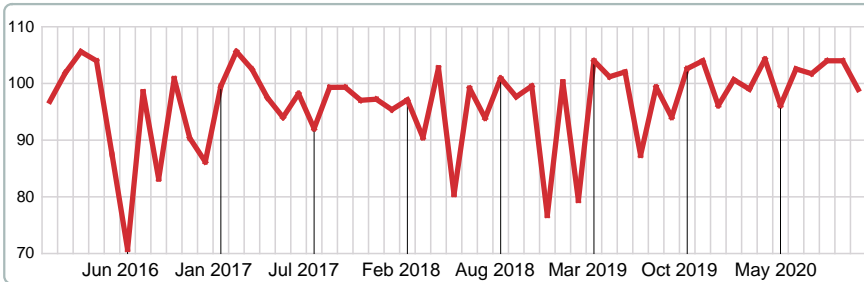
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

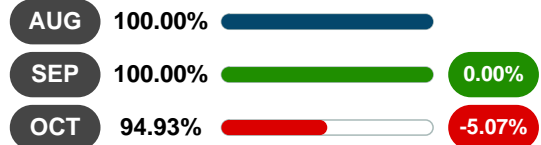


3 MONTHS

5 year OCT AVG = 92.36%

High Feb 2017 101.63% Low Jun 2016 66.74%

Median Sold/List Ratio this month at **94.93%**
above the 5 yr OCT average of **92.36%**



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
\$200,000 and less	0	0.00%	206,000.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	206,000.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	206,000.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	206,000.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	206,000.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	206,000.00%	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%
Median Sold/List Ratio		94.93%		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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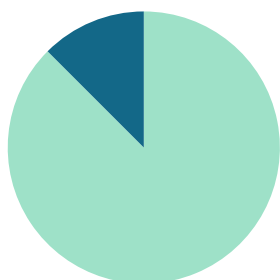
Area Delimited by Counties Carter, Love, Murray



MARKET SUMMARY

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

INVENTORY

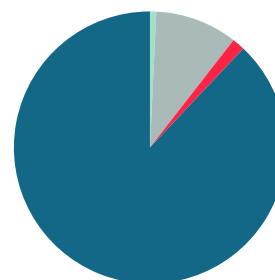


Inventory
 New Listings
112 = 87.50%
 Start Inventory
16
 Total Inventory Units
128
 Volume
\$59,812,400

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%
Median List Price	169,900	217,000	27.72%	140,250	170,700	21.71%
Median Sale Price	150,000	206,000	37.33%	133,500	175,450	31.42%
Median Percent of Selling Price to List Price	98.61%	94.93%	-3.73%	96.64%	97.31%	0.69%
Median Days on Market to Sale	42.00	43.00	2.38%	35.50	19.00	-46.48%
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

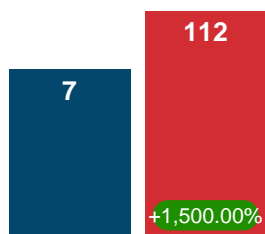
Inventory on October 31, 2020 = 117

2019 2020

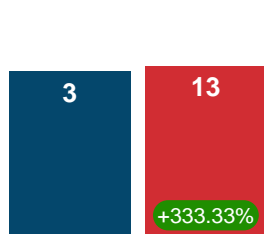
OCTOBER MARKET

MEDIAN PRICES

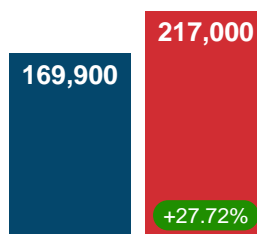
New Listings



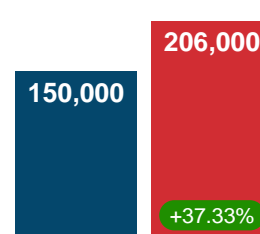
Pending Listings



List Price



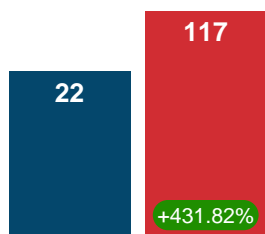
Sale Price



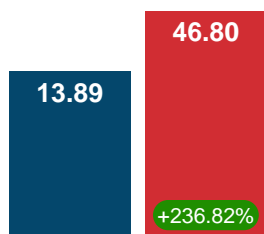
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

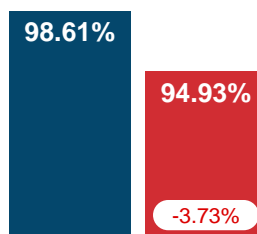
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

