

December 2018



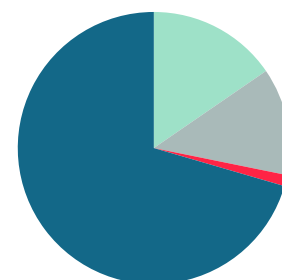
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	34	35	2.94%
Pending Listings	26	29	11.54%
New Listings	26	26	0.00%
Average List Price	119,341	135,940	13.91%
Average Sale Price	112,175	128,579	14.62%
Average Percent of Selling Price to List Price	94.14%	93.58%	-0.59%
Average Days on Market to Sale	145.62	167.97	15.35%
End of Month Inventory	165	160	-3.03%
Months Supply of Inventory	3.63	3.30	-9.03%



■ Closed (15.42%)
■ Pending (12.78%)
■ Other OffMarket (1.32%)
■ Active (70.48%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of December 31, 2018 = **160**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **3.03%** to 160 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **3.30** 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 **14.62%** in December 2018 to \$128,579 versus the previous year at \$112,175.

Average Days on Market Lengthens

The average number of **167.97** days that homes spent on the market before selling increased by 22.35 days or **15.35%** in December 2018 compared to last year's same month at **145.62** DOM.

Sales Success for December 2018 is Positive

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

There were 26 New Listings in December 2018, down **0.00%** from last year at 26. Furthermore, there were 35 Closed Listings this month versus last year at 34, a **2.94%** increase.

Closed versus Listed trends yielded a **134.6%** ratio, up from previous year's, December 2017, at **130.8%**, a **2.94%** upswing. This will certainly create pressure on a decreasing 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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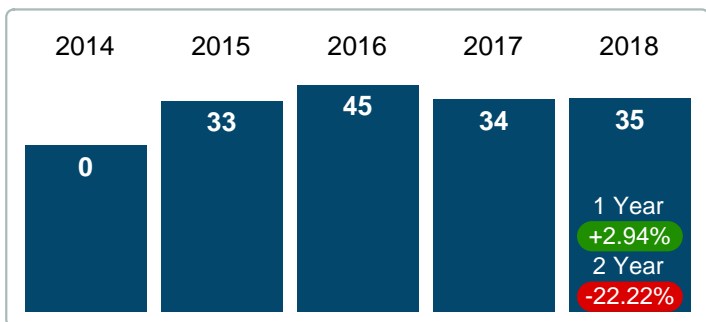
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



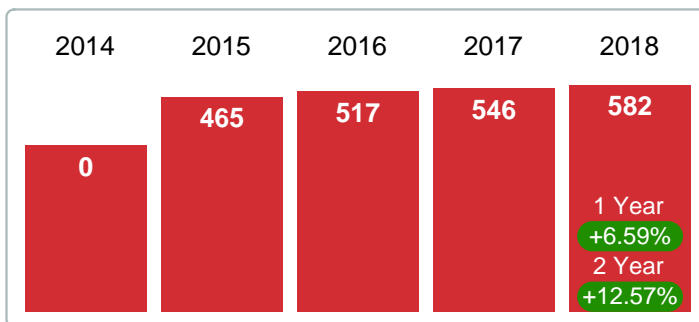
CLOSED LISTINGS

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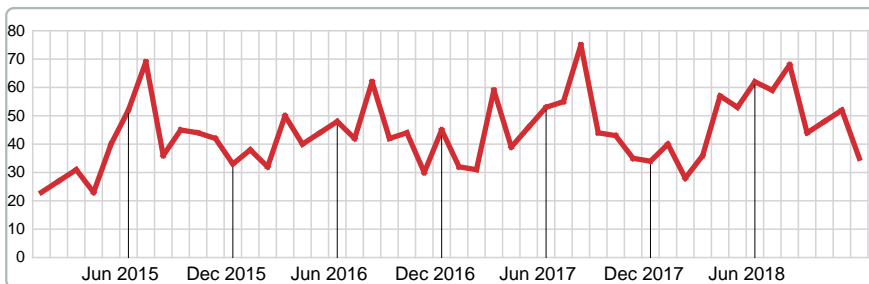
DECEMBER



YEAR TO DATE (YTD)

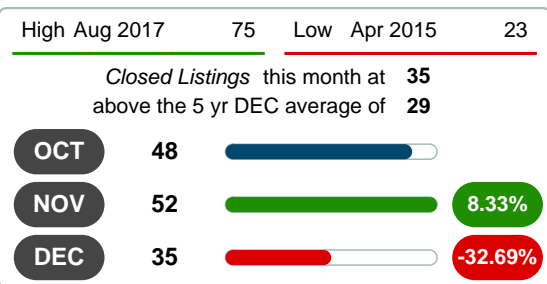


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	11.43%	198.0	3	1	0	0
\$40,001 - \$60,000	2	5.71%	209.0	0	2	0	0
\$60,001 - \$90,000	7	20.00%	179.7	0	4	2	1
\$90,001 - \$150,000	8	22.86%	152.6	2	5	1	0
\$150,001 - \$170,000	5	14.29%	149.2	0	5	0	0
\$170,001 - \$190,000	5	14.29%	100.0	1	4	0	0
\$190,001 and up	4	11.43%	236.0	0	2	2	0
Total Closed Units	35			6	23	5	1
Total Closed Volume	4,500,250	100%	168.0	478.00K	3.03M	920.00K	70.00K
Average Closed Price	\$128,579			\$79,667	\$131,837	\$184,000	\$70,000

December 2018



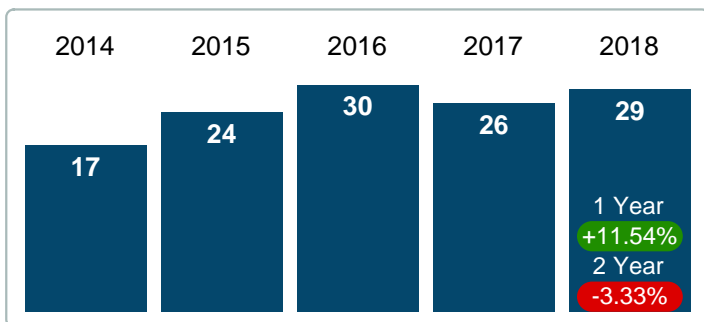
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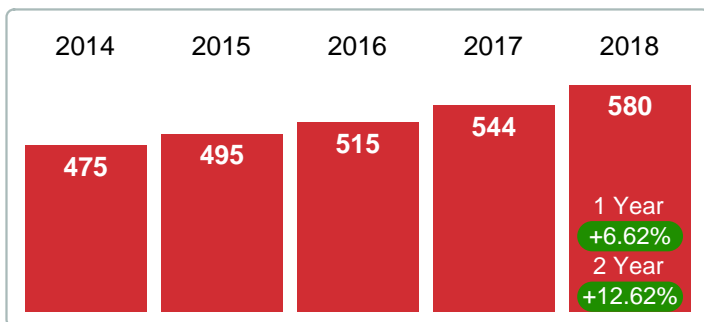
PENDING LISTINGS

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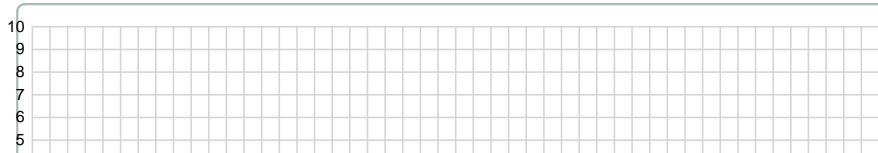
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 25

High Dec 2018: 0, Low Dec 2018: 0

Pending Listings this month at 29 above the 5 yr DEC average of 25

OCT: 0
NOV: 0
DEC: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	3.45%	215.0	1	0	0	0
\$40,001 - \$70,000	4	13.79%	12.8	2	2	0	0
\$70,001 - \$90,000	5	17.24%	87.8	2	2	0	1
\$90,001 - \$140,000	8	27.59%	170.4	3	4	1	0
\$140,001 - \$160,000	4	13.79%	125.3	0	4	0	0
\$160,001 - \$190,000	5	17.24%	107.8	1	3	1	0
\$190,001 and up	2	6.90%	185.0	0	1	1	0
Total Pending Units	29			9	16	3	1
Total Pending Volume	3,742,000	100%	119.9	788.00K	2.18M	689.90K	79.90K
Average Listing Price	\$129,034			\$87,556	\$136,513	\$229,967	\$79,900

December 2018



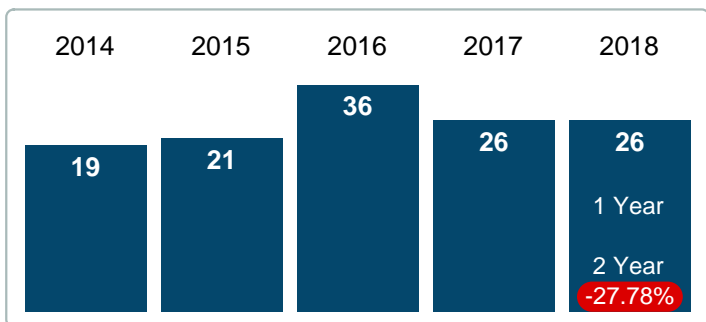
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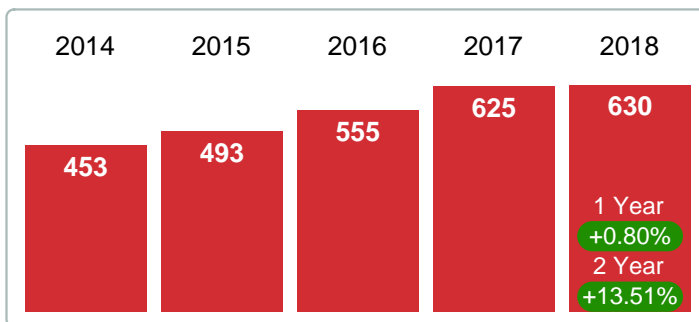
NEW LISTINGS

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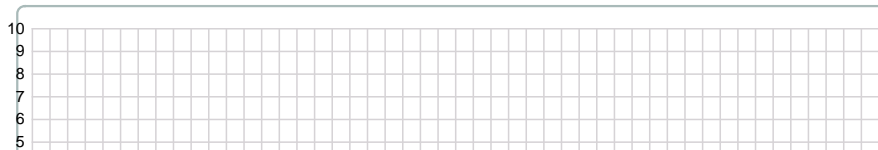
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 26

High Dec 2018 0 Low Dec 2018 0

New Listings this month at 26
equal to 5 yr DEC average of 26

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	2	7.69%
\$50,001 - \$70,000	3	11.54%
\$70,001 - \$80,000	3	11.54%
\$80,001 - \$130,000	7	26.92%
\$130,001 - \$190,000	5	19.23%
\$190,001 - \$340,000	3	11.54%
\$340,001 and up	3	11.54%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	1	0	0
\$50,001 - \$70,000	2	0	1	0
\$70,001 - \$80,000	1	2	0	0
\$80,001 - \$130,000	2	4	1	0
\$130,001 - \$190,000	0	4	1	0
\$190,001 - \$340,000	1	1	1	0
\$340,001 and up	0	2	1	0
Total	7	14	5	0
Total New Listed Volume	613.20K	2.35M	943.70K	0.00B
Average New Listed Listing Price	\$87,600	\$168,000	\$188,740	\$0

Total New Listed Units	26	
Total New Listed Volume	3,908,900	100%
Average New Listed Listing Price	\$143,296	

December 2018



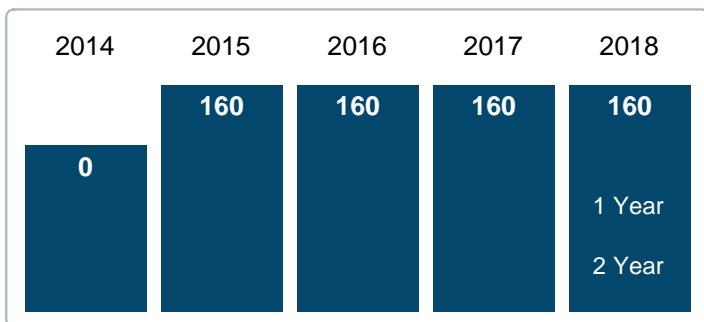
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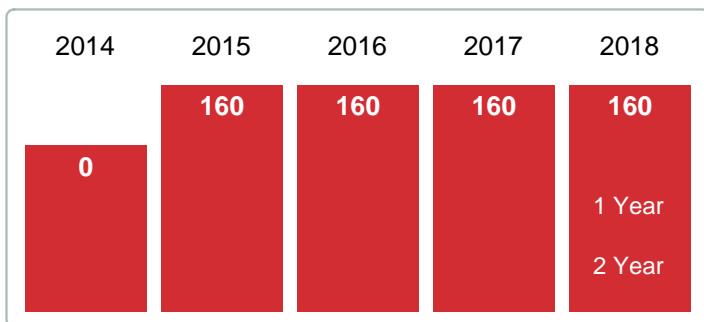
ACTIVE INVENTORY

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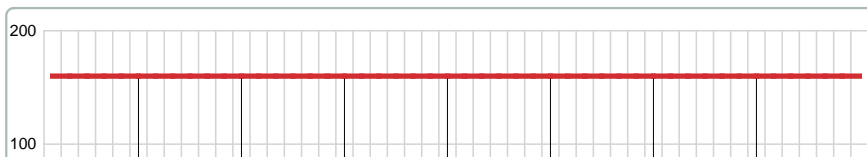
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 128

High Dec 2018 160 Low Dec 2018 160

Inventory this month at 160 above the 5 yr DEC average of 128

- OCT 160
- NOV 160
- DEC 160

0.00% (for NOV)

0.00% (for DEC)

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	9.38%	283.5	8	7	0	0
\$40,001 - \$60,000	19	11.88%	194.3	9	9	1	0
\$60,001 - \$80,000	12	7.50%	82.2	2	10	0	0
\$80,001 - \$140,000	55	34.38%	183.2	12	36	6	1
\$140,001 - \$170,000	19	11.88%	129.9	2	14	3	0
\$170,001 - \$260,000	22	13.75%	166.4	2	16	3	1
\$260,001 and up	18	11.25%	124.9	0	8	10	0
Total Active Inventory by Units	160			35	100	23	2
Total Active Inventory by Volume	22,326,151	100%	171.1	2.73M	14.07M	5.18M	349.80K
Average Active Inventory Listing Price	\$139,538			\$77,927	\$140,692	\$225,204	\$174,900

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



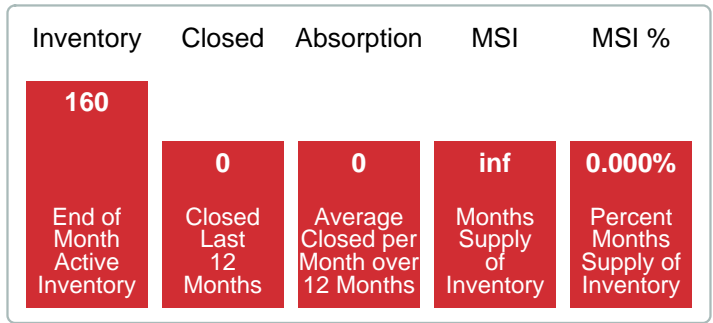
MONTHS SUPPLY of INVENTORY (MSI)

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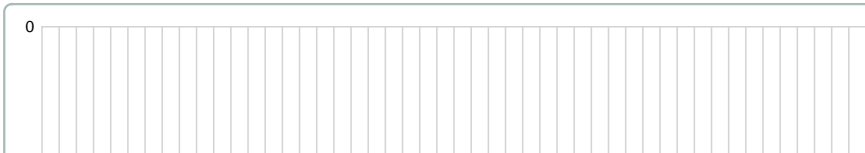
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

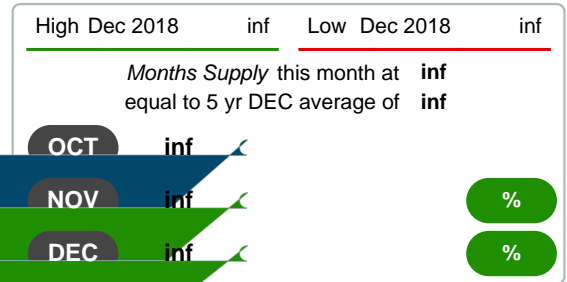


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	9.38%	2.47	2.13	3.36	0.00	0.00
\$40,001 - \$60,000	19	11.88%	4.22	4.70	3.86	4.00	0.00
\$60,001 - \$80,000	12	7.50%	2.53	1.41	3.53	0.00	0.00
\$80,001 - \$140,000	55	34.38%	4.10	6.86	3.43	6.00	6.00
\$140,001 - \$170,000	19	11.88%	2.89	6.00	2.67	4.00	0.00
\$170,001 - \$260,000	22	13.75%	2.18	8.00	2.49	0.92	6.00
\$260,001 and up	18	11.25%	5.84	0.00	8.00	5.22	0.00
Market Supply of Inventory (MSI)			3.30	3.72	3.29	2.94	2.40
Total Active Inventory by Units		100%	3.30	35	100	23	2

December 2018



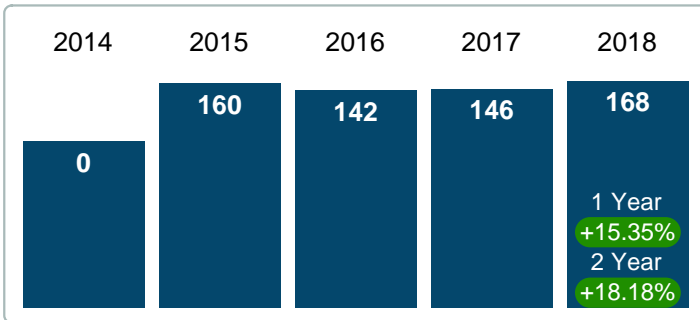
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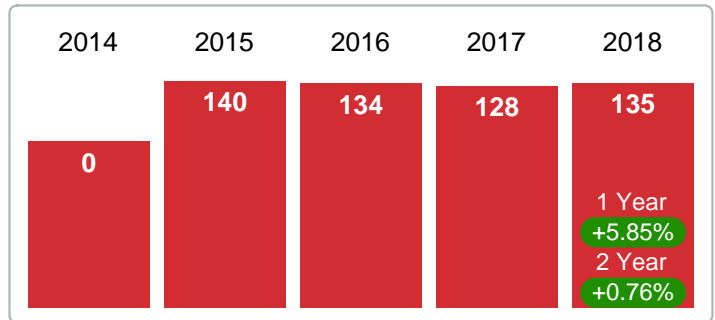
AVERAGE DAYS ON MARKET TO SALE

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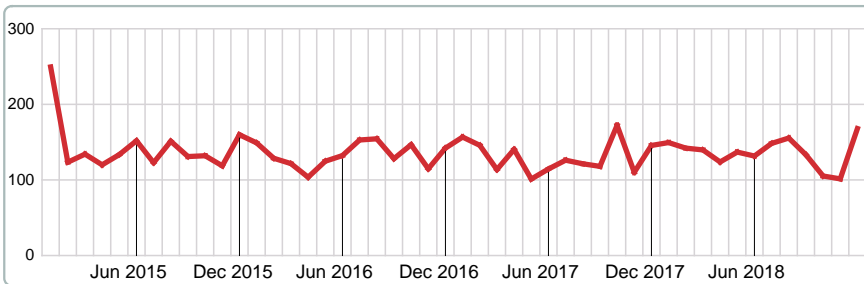
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 168 above the 5 yr DEC average of 123



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
\$40,000 and less	11.43%	198	239	74	0	0
\$40,001 - \$60,000	5.71%	209	0	209	0	0
\$60,001 - \$90,000	20.00%	180	0	136	333	48
\$90,001 - \$150,000	22.86%	153	325	80	173	0
\$150,001 - \$170,000	14.29%	149	0	149	0	0
\$170,001 - \$190,000	14.29%	100	156	86	0	0
\$190,001 and up	11.43%	236	0	301	171	0
Average Closed DOM		168	254	136	236	48
Total Closed Units	100%	168	6	23	5	1
Total Closed Volume		4,500,250	478.00K	3.03M	920.00K	70.00K

December 2018



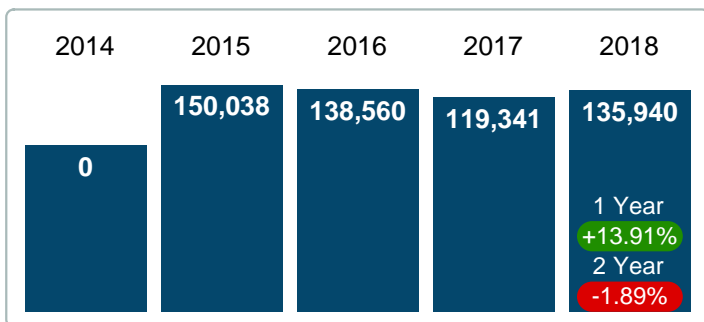
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



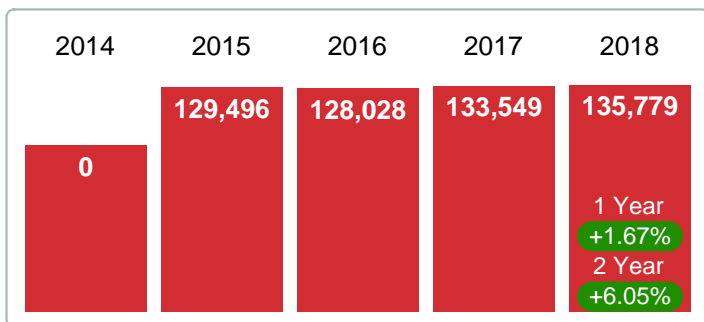
AVERAGE LIST PRICE AT CLOSING

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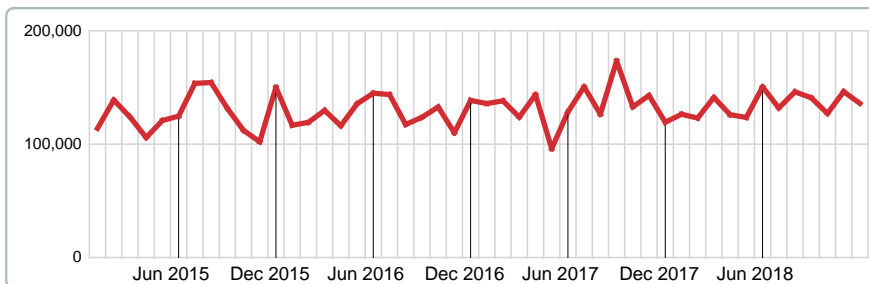
DECEMBER



YEAR TO DATE (YTD)

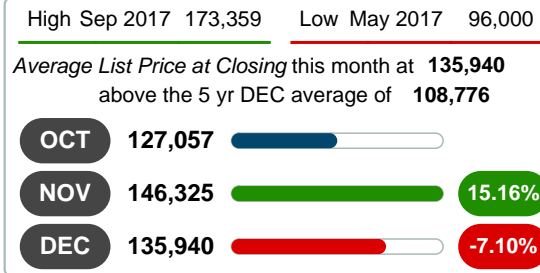


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 108,776



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
\$40,000 and less	8.57%	29,267	29,267	44,900	0	0
\$40,001 - \$60,000	8.57%	52,200	0	55,850	0	0
\$60,001 - \$90,000	17.14%	81,717	0	80,975	89,750	79,900
\$90,001 - \$150,000	25.71%	123,433	127,500	127,580	125,000	0
\$150,001 - \$170,000	11.43%	167,925	0	170,140	0	0
\$170,001 - \$190,000	11.43%	179,225	176,500	188,325	0	0
\$190,001 and up	17.14%	253,950	0	213,450	352,450	0
Average List Price		135,940	86,550	136,926	201,880	79,900
Total Closed Units	100%	135,940	6	23	5	1
Total Closed Volume		4,757,900	519.30K	3.15M	1.01M	79.90K

December 2018



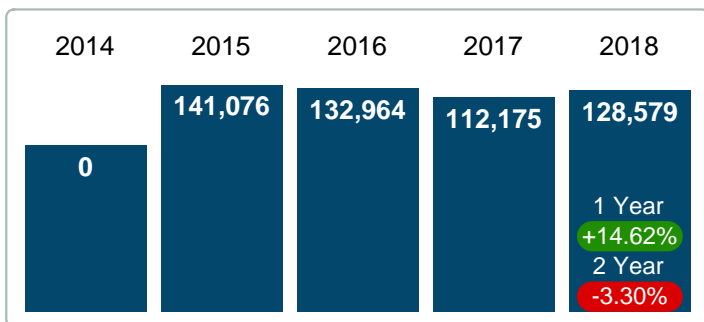
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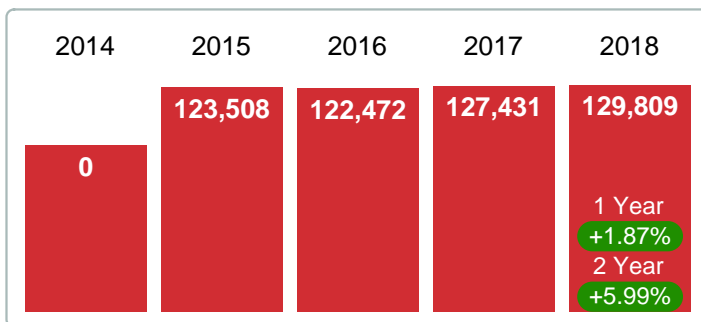
AVERAGE SOLD PRICE AT CLOSING

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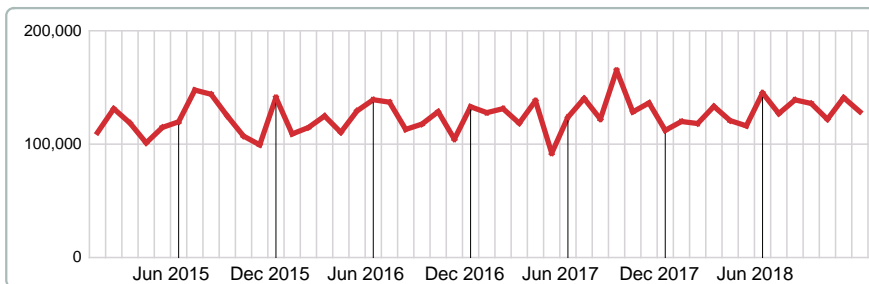
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

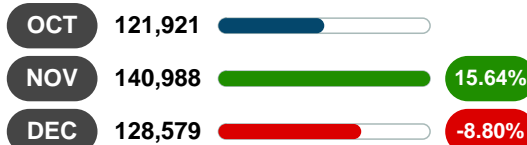


3 MONTHS

5 year DEC AVG = 102,959

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at 128,579 above the 5 yr DEC average of 102,959



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
\$40,000 and less	11.43%	29,125	25,500	40,000	0	0
\$40,001 - \$60,000	5.71%	53,400	0	53,400	0	0
\$60,001 - \$90,000	20.00%	74,714	0	73,250	80,000	70,000
\$90,001 - \$150,000	22.86%	121,175	114,750	127,980	100,000	0
\$150,001 - \$170,000	14.29%	161,130	0	161,130	0	0
\$170,001 - \$190,000	14.29%	180,980	172,000	183,225	0	0
\$190,001 and up	11.43%	268,500	0	207,000	330,000	0
Average Sold Price		128,579	79,667	131,837	184,000	70,000
Total Closed Units	100%	128,579	6	23	5	1
Total Closed Volume		4,500,250	478.00K	3.03M	920.00K	70.00K

December 2018



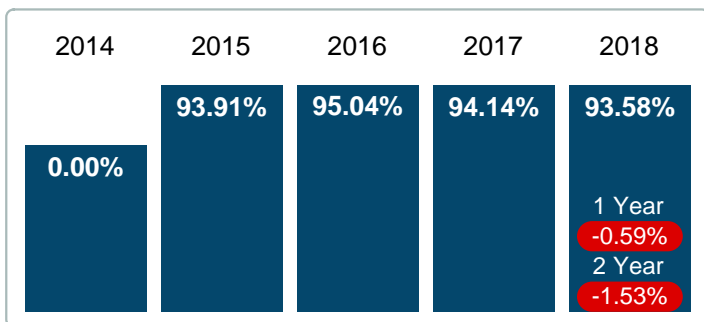
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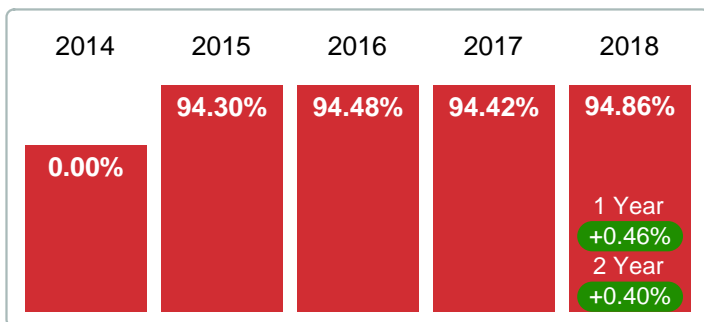
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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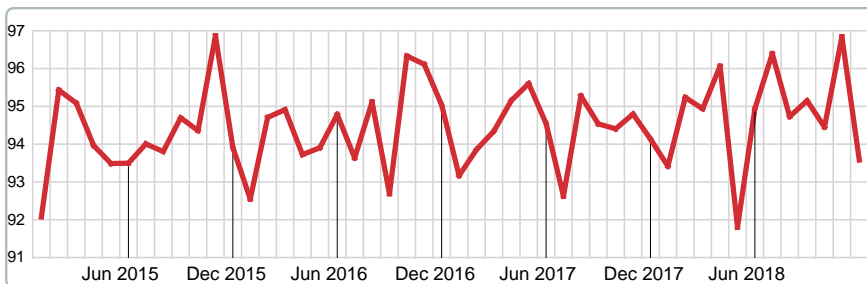
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

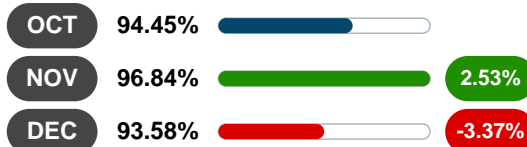


3 MONTHS

5 year DEC AVG = 75.33%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **93.58%** above the 5 yr DEC average of **75.33%**



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
\$40,000 and less	4	11.43%	88.18%	87.87%	89.09%	0.00%	0.00%
\$40,001 - \$60,000	2	5.71%	95.91%	0.00%	95.91%	0.00%	0.00%
\$60,001 - \$90,000	7	20.00%	89.77%	0.00%	90.61%	89.15%	87.61%
\$90,001 - \$150,000	8	22.86%	95.13%	89.71%	100.32%	80.00%	0.00%
\$150,001 - \$170,000	5	14.29%	94.78%	0.00%	94.78%	0.00%	0.00%
\$170,001 - \$190,000	5	14.29%	97.35%	97.45%	97.32%	0.00%	0.00%
\$190,001 and up	4	11.43%	95.17%	0.00%	96.98%	93.36%	0.00%
Average Sold/List Ratio		93.60%		90.08%	95.74%	89.01%	87.61%
Total Closed Units		35	100%	6	23	5	1
Total Closed Volume		4,500,250		478.00K	3.03M	920.00K	70.00K

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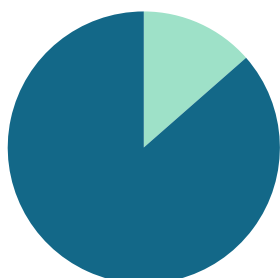
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

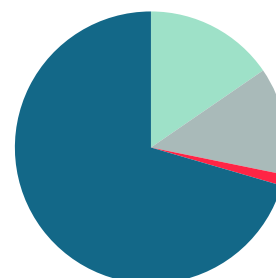
- New Listings **26 = 13.54%**
- Start Inventory **166**
- Total Inventory Units **192**
- Volume **\$27,022,951**

Market Activity

Market Activity

- Closed Sales **35 = 15.42%**
- Pending Sales **29 = 12.78%**
- Other Off Market **3 = 1.32%**
- Active Inventory **160 = 70.48%**

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	34	35	2.94%	546	582	6.59%
Pending Sales	26	29	11.54%	544	580	6.62%
New Listings	26	26	0.00%	625	630	0.80%
Average List Price	119,341	135,940	13.91%	133,549	135,779	1.67%
Average Sale Price	112,175	128,579	14.62%	127,431	129,809	1.87%
Average Percent of Selling Price to List Price	94.14%	93.58%	-0.59%	94.42%	94.86%	0.46%
Average Days on Market to Sale	145.62	167.97	15.35%	127.98	135.47	5.85%
Monthly Inventory	165	160	-3.03%	165	160	-3.03%
Months Supply of Inventory	3.63	3.30	-9.03%	3.63	3.30	-9.03%

Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on December 31, 2018 = **160**

2017 **2018**

DECEMBER MARKET

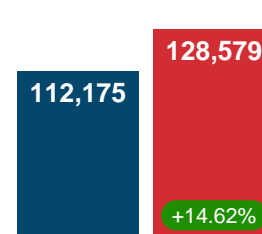
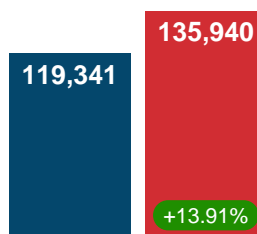
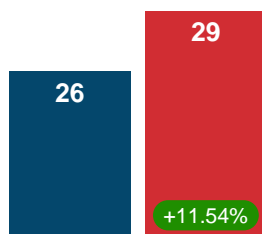
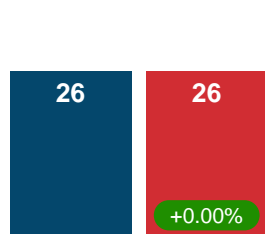
AVERAGE PRICES

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

