

# December 2018



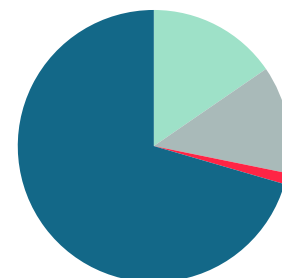
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	99,000	126,500	27.78%
Median Sale Price	98,048	127,900	30.45%
Median Percent of Selling Price to List Price	94.58%	94.97%	0.41%
Median Days on Market to Sale	74.50	142.00	90.60%
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.

#### 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 **30.45%** in December 2018 to \$127,900 versus the previous year at \$98,048.

#### Median Days on Market Lengthens

The median number of **142.00** days that homes spent on the market before selling increased by 67.50 days or **90.60%** in December 2018 compared to last year's same month at **74.50** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Median 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.

### 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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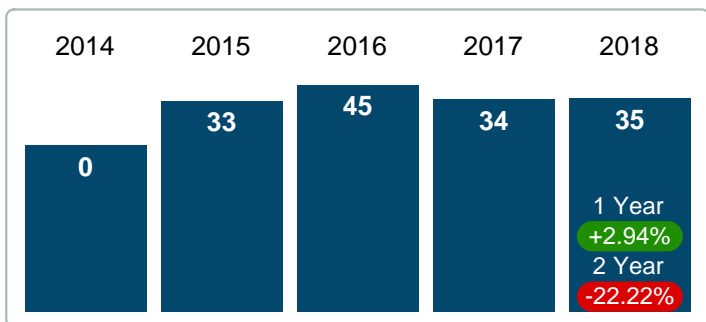
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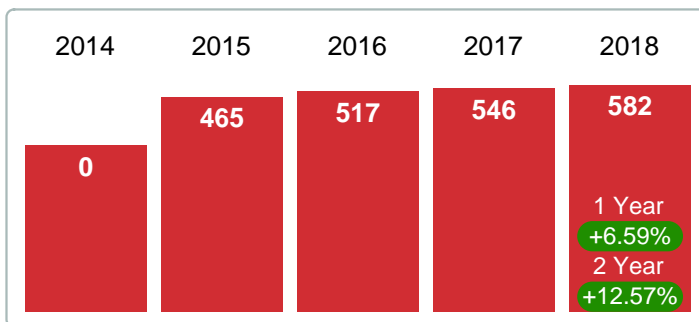
## CLOSED LISTINGS

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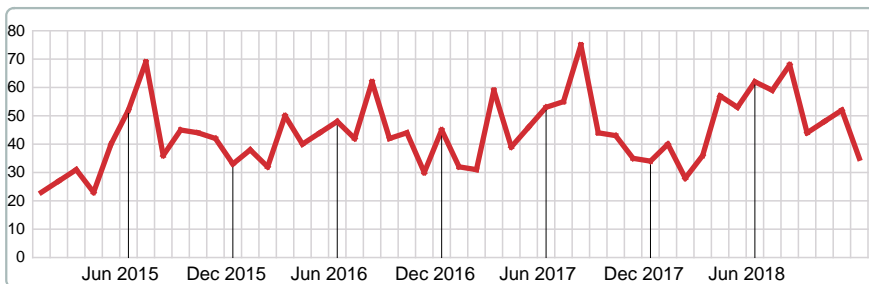
### DECEMBER



### YEAR TO DATE (YTD)

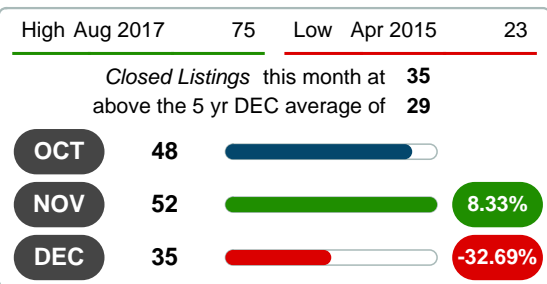


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 29



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	11.43%	106.0	3	1	0	0
\$40,001 - \$60,000	2	5.71%	209.0	0	2	0	0
\$60,001 - \$90,000	7	20.00%	143.0	0	4	2	1
\$90,001 - \$150,000	8	22.86%	138.5	2	5	1	0
\$150,001 - \$170,000	5	14.29%	142.0	0	5	0	0
\$170,001 - \$190,000	5	14.29%	85.0	1	4	0	0
\$190,001 and up	4	11.43%	171.0	0	2	2	0
<b>Total Closed Units</b>	<b>35</b>			<b>6</b>	<b>23</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,500,250</b>	<b>100%</b>	<b>142.0</b>	<b>478.00K</b>	<b>3.03M</b>	<b>920.00K</b>	<b>70.00K</b>
<b>Median Closed Price</b>	<b>\$127,900</b>			<b>\$63,000</b>	<b>\$138,000</b>	<b>\$100,000</b>	<b>\$70,000</b>

# December 2018



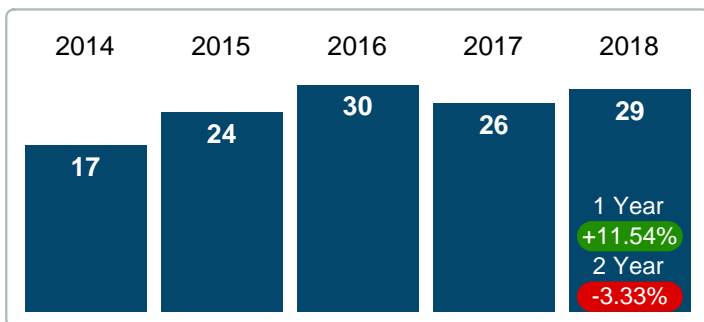
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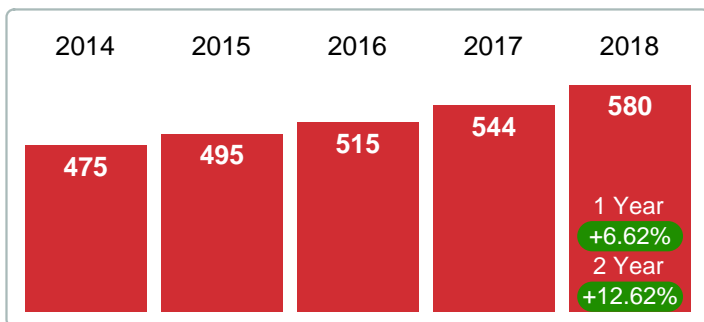
## PENDING LISTINGS

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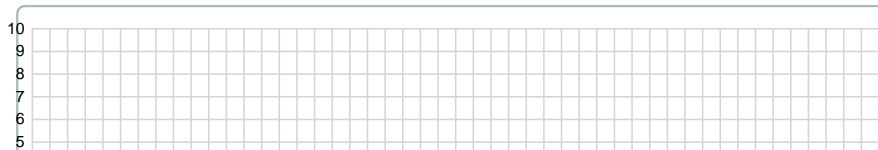
### DECEMBER



### 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		%	MDOM	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%	15.0	2	2	0	0
\$70,001 - \$90,000	5	17.24%	40.0	2	2	0	1
\$90,001 - \$140,000	8	27.59%	102.0	3	4	1	0
\$140,001 - \$160,000	4	13.79%	96.5	0	4	0	0
\$160,001 - \$190,000	5	17.24%	139.0	1	3	1	0
\$190,001 and up	2	6.90%	185.0	0	1	1	0
<b>Total Pending Units</b>			<b>29</b>	<b>9</b>	<b>16</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>			<b>3,742,000</b>	<b>788.00K</b>	<b>2.18M</b>	<b>689.90K</b>	<b>79.90K</b>
<b>Median Listing Price</b>			<b>\$125,000</b>	<b>\$89,900</b>	<b>\$139,350</b>	<b>\$165,000</b>	<b>\$79,900</b>

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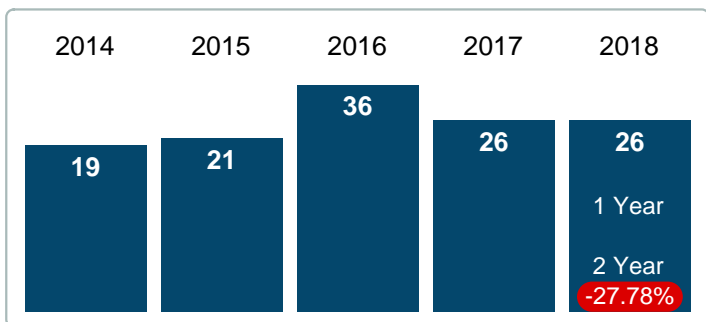
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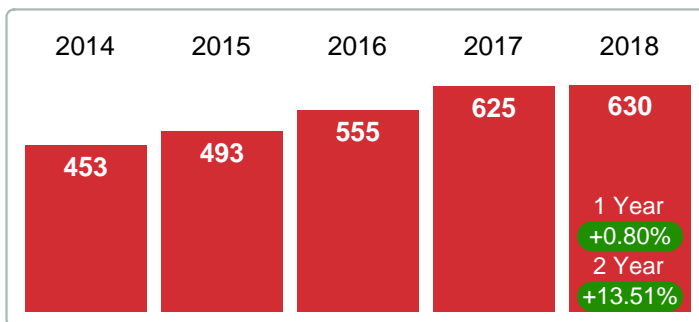
## NEW LISTINGS

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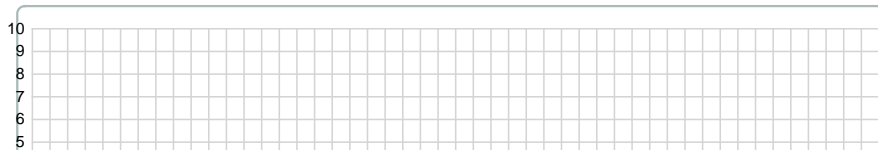
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 26

High Dec 2018 0 Low Dec 2018 0

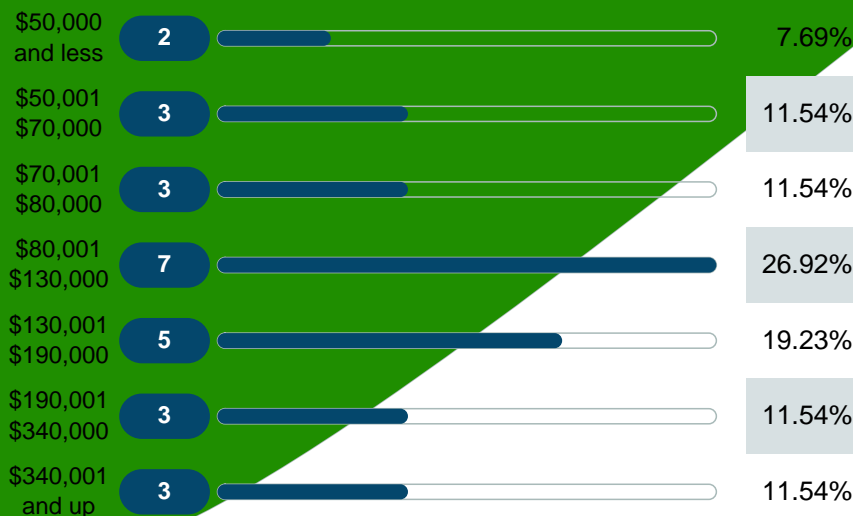
New Listings this month at 26  
equal to 5 yr DEC average of 26

OCT 0  
NOV 0  
DEC 0

nan%  
nan%

### Distribution of New Listings by Price Range

%



	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
<b>Total</b>	<b>7</b>	<b>14</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>613.20K</b>	<b>2.35M</b>	<b>943.70K</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$79,900</b>	<b>\$134,900</b>	<b>\$139,900</b>	<b>\$0</b>

Total New Listed Units	26	
Total New Listed Volume	3,908,900	100%
Median New Listed Listing Price	\$122,450	

# December 2018



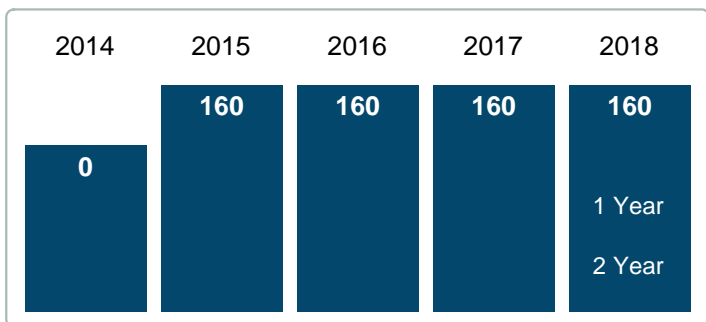
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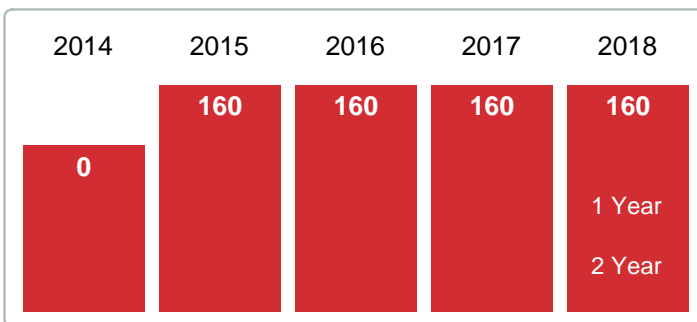
## ACTIVE INVENTORY

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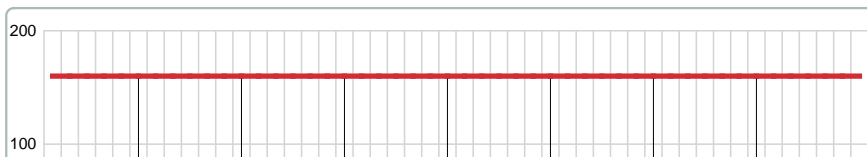
### END OF DECEMBER



### 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 <b>160</b> above the 5 yr DEC average of <b>128</b>			
OCT	160		
NOV	160		0.00%
DEC	160		0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	9.38%	105.0	8	7	0	0
\$40,001 - \$60,000	19	11.88%	73.0	9	9	1	0
\$60,001 - \$80,000	12	7.50%	59.5	2	10	0	0
\$80,001 - \$140,000	55	34.38%	116.0	12	36	6	1
\$140,001 - \$170,000	19	11.88%	105.0	2	14	3	0
\$170,001 - \$260,000	22	13.75%	88.0	2	16	3	1
\$260,001 and up	18	11.25%	83.0	0	8	10	0
<b>Total Active Inventory by Units</b>	<b>160</b>			<b>35</b>	<b>100</b>	<b>23</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>22,326,151</b>	<b>100%</b>	<b>95.0</b>	<b>2.73M</b>	<b>14.07M</b>	<b>5.18M</b>	<b>349.80K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$108,900</b>			<b>\$62,500</b>	<b>\$121,800</b>	<b>\$248,000</b>	<b>\$174,900</b>

# December 2018



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



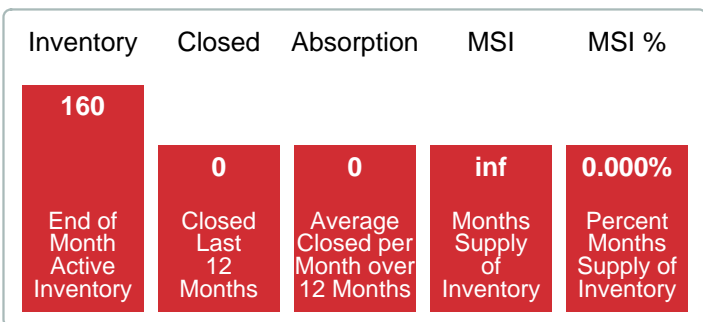
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2018

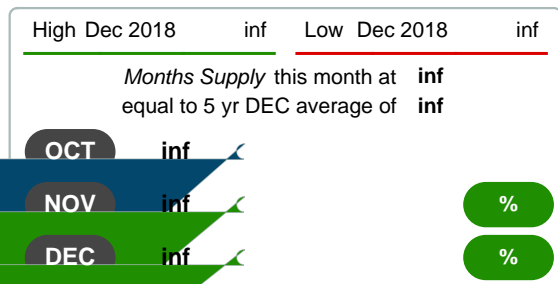


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



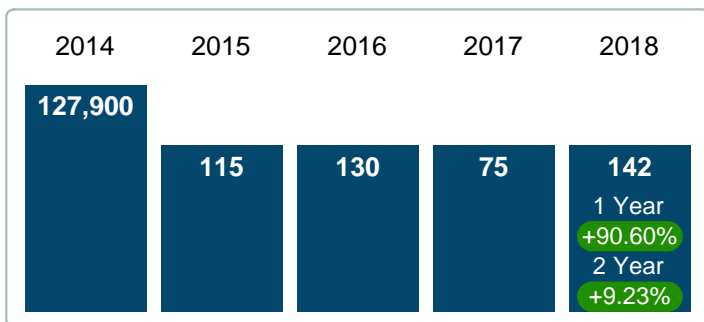
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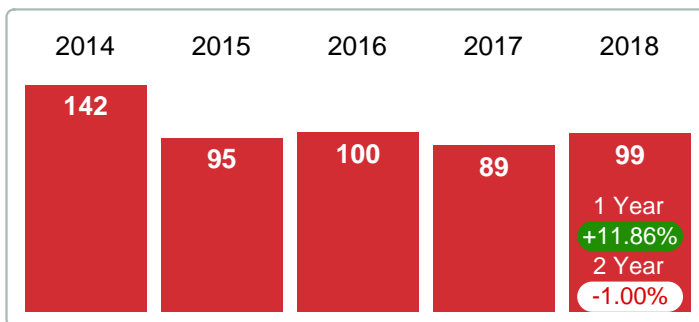
## MEDIAN DAYS ON MARKET TO SALE

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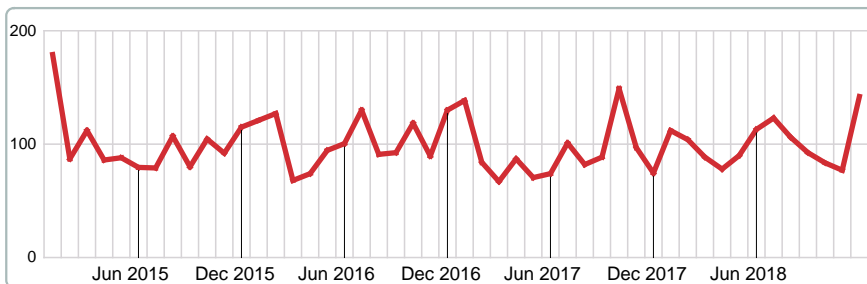
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 25,672

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 142 below the 5 yr DEC average of 25,672



### 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
\$40,000 and less	11.43%	106	138	74	0	0
\$40,001 - \$60,000	5.71%	209	0	209	0	0
\$60,001 - \$90,000	20.00%	143	0	153	333	48
\$90,001 - \$150,000	22.86%	139	325	72	173	0
\$150,001 - \$170,000	14.29%	142	0	142	0	0
\$170,001 - \$190,000	14.29%	85	156	76	0	0
\$190,001 and up	11.43%	171	0	301	171	0
<b>Median Closed DOM</b>		142	208	104	173	48
<b>Total Closed Units</b>	100%	142.0	6	23	5	1
<b>Total Closed Volume</b>		4,500,250	478.00K	3.03M	920.00K	70.00K

# December 2018



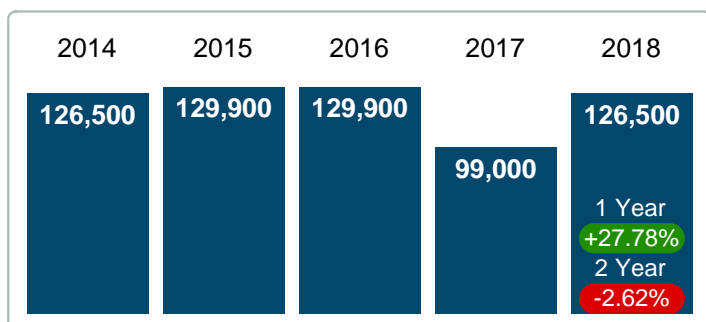
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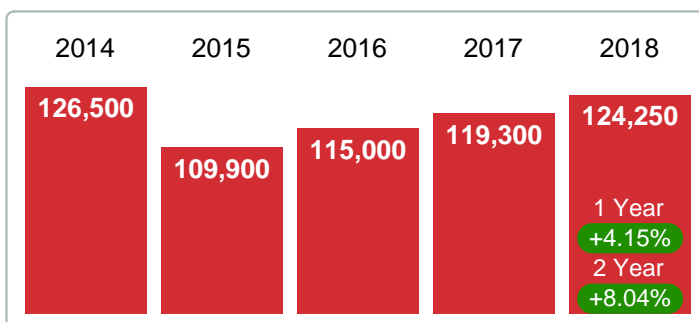
## MEDIAN LIST PRICE AT CLOSING

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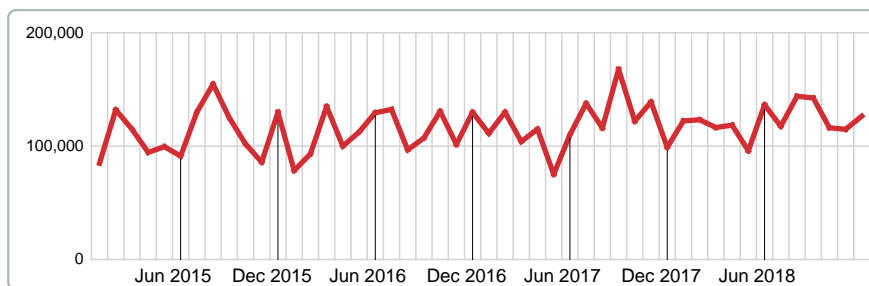
### DECEMBER



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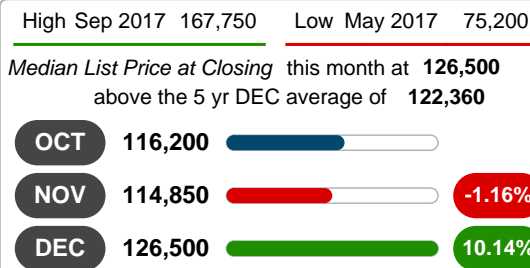


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 122,360



### 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
\$40,000 and less	8.57%	24,900	24,900	0	0	0
\$40,001 - \$60,000	8.57%	51,800	0	51,800	0	0
\$60,001 - \$90,000	17.14%	81,200	0	79,900	89,750	79,900
\$90,001 - \$150,000	25.71%	125,000	127,500	125,750	125,000	0
\$150,001 - \$170,000	11.43%	168,400	0	168,400	0	0
\$170,001 - \$190,000	11.43%	179,450	176,500	179,900	0	0
\$190,001 and up	17.14%	213,950	0	197,400	352,450	0
<b>Median List Price</b>		<b>126,500</b>	<b>72,450</b>	<b>137,500</b>	<b>125,000</b>	<b>79,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>126,500</b>	<b>6</b>	<b>23</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,757,900</b>	<b>519.30K</b>	<b>3.15M</b>	<b>1.01M</b>	<b>79.90K</b>



# December 2018



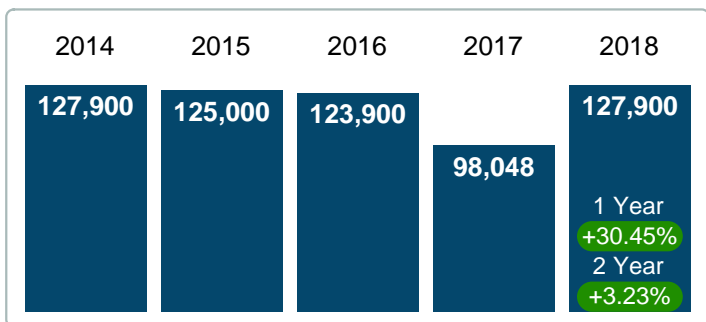
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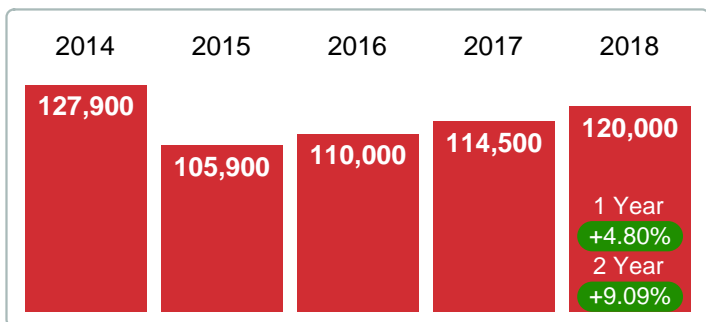
## MEDIAN SOLD PRICE AT CLOSING

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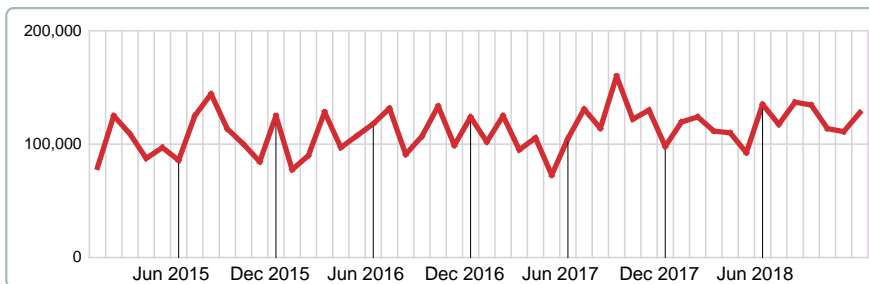
### DECEMBER



### YEAR TO DATE (YTD)

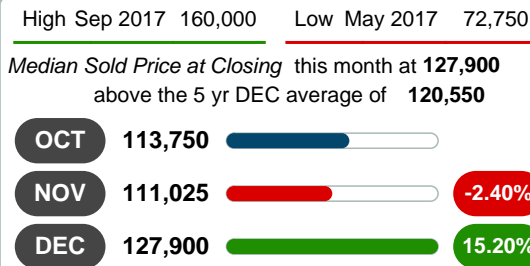


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 120,550



### 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
\$40,000 and less	11.43%	27,750	22,000	40,000	0	0
\$40,001 - \$60,000	5.71%	53,400	0	53,400	0	0
\$60,001 - \$90,000	20.00%	70,000	0	68,000	80,000	70,000
\$90,001 - \$150,000	22.86%	126,450	114,750	127,900	100,000	0
\$150,001 - \$170,000	14.29%	161,900	0	161,900	0	0
\$170,001 - \$190,000	14.29%	179,900	172,000	184,450	0	0
\$190,001 and up	11.43%	231,500	0	207,000	330,000	0
<b>Median Sold Price</b>		<b>127,900</b>	<b>63,000</b>	<b>138,000</b>	<b>100,000</b>	<b>70,000</b>
<b>Total Closed Units</b>		<b>35</b>	<b>6</b>	<b>23</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,500,250</b>	<b>478.00K</b>	<b>3.03M</b>	<b>920.00K</b>	<b>70.00K</b>

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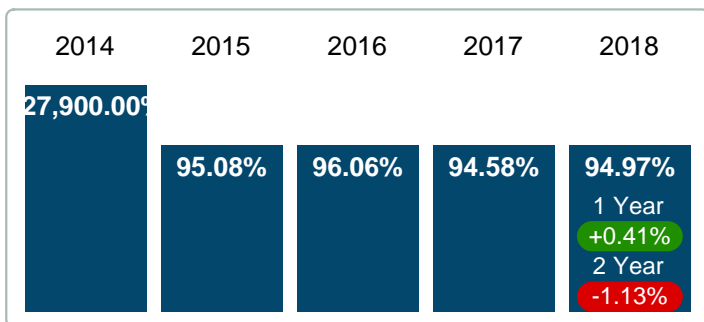
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



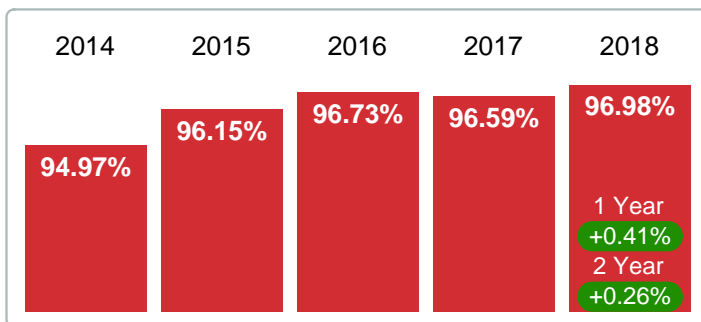
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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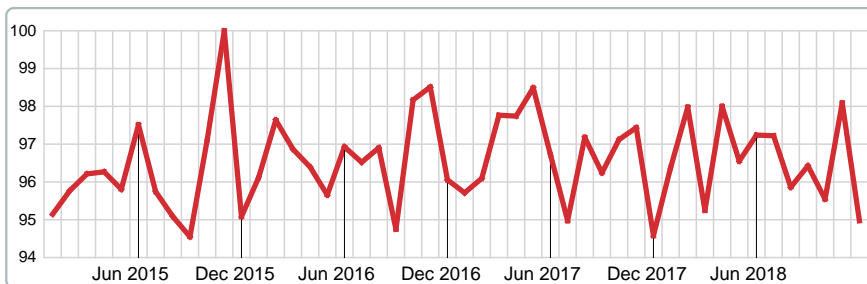
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

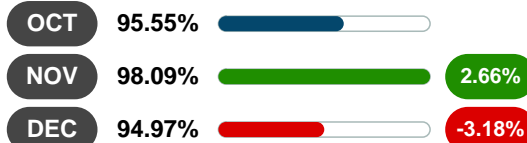


### 3 MONTHS

5 year DEC AVG = 25,656.14%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **94.97%**  
below the 5 yr DEC average of **25,656.14%**



### 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
\$40,000 and less	4	11.43%	88.72%	88.35%	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%	87.61%	0.00%	90.31%	89.15%	87.61%
\$90,001 \$150,000	8	22.86%	99.23%	89.71%	100.00%	80.00%	0.00%
\$150,001 \$170,000	5	14.29%	94.76%	0.00%	94.76%	0.00%	0.00%
\$170,001 \$190,000	5	14.29%	97.42%	97.45%	96.72%	0.00%	0.00%
\$190,001 and up	4	11.43%	95.67%	0.00%	96.98%	93.36%	0.00%
Median Sold/List Ratio		94.97%		89.83%	97.00%	92.34%	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

# December 2018



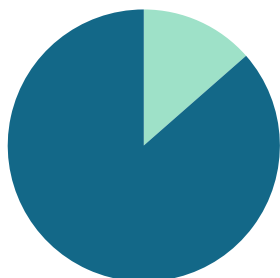
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

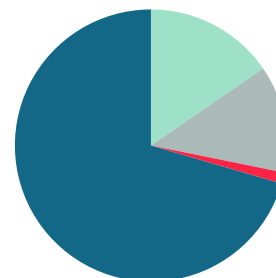


**Inventory**  
 New Listings  
**26 = 13.54%**  
 Start Inventory  
**166**  
 Total Inventory Units  
**192**  
 Volume  
**\$27,022,951**

### 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%
Median List Price	99,000	126,500	27.78%	119,300	124,250	4.15%
Median Sale Price	98,048	127,900	30.45%	114,500	120,000	4.80%
Median Percent of Selling Price to List Price	94.58%	94.97%	0.41%	96.59%	96.98%	0.41%
Median Days on Market to Sale	74.50	142.00	90.60%	88.50	99.00	11.86%
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%

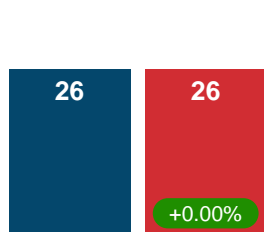
**Absorption:** Last 12 months, an Average of **49** Sales/Month

**Inventory** on December 31, 2018 = **160** 2017 2018

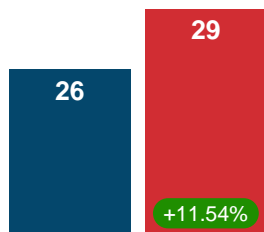
### DECEMBER MARKET

### MEDIAN PRICES

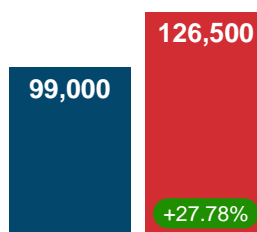
#### New Listings



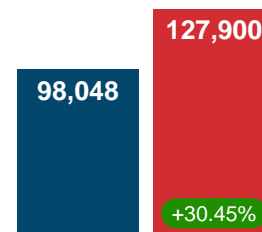
#### Pending Listings



#### List Price



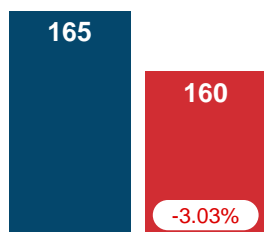
#### Sale Price



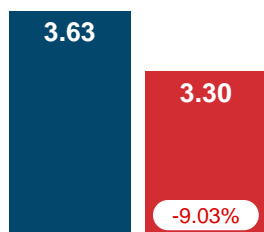
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

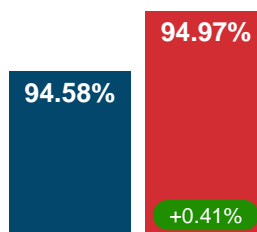
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

