

# November 2018



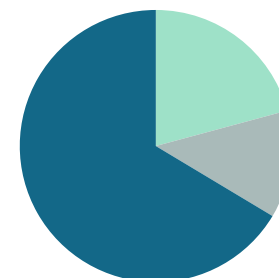
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	35	52	48.57%
Pending Listings	37	32	-13.51%
New Listings	42	42	0.00%
Average List Price	142,902	146,325	2.40%
Average Sale Price	136,328	140,988	3.42%
Average Percent of Selling Price to List Price	94.80%	96.84%	2.16%
Average Days on Market to Sale	110.11	101.44	-7.88%
End of Month Inventory	172	166	-3.49%
Months Supply of Inventory	3.71	3.43	-7.48%



■ Closed (20.80%)  
■ Pending (12.80%)  
■ Other OffMarket (0.00%)  
■ Active (66.40%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of November 30, 2018 = **166**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **3.49%** to 166 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **3.43** 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 **3.42%** in November 2018 to \$140,988 versus the previous year at \$136,328.

#### Average Days on Market Shortens

The average number of **101.44** days that homes spent on the market before selling decreased by 8.67 days or **7.88%** in November 2018 compared to last year's same month at **110.11** DOM.

#### Sales Success for November 2018 is Positive

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

There were 42 New Listings in November 2018, down **0.00%** from last year at 42. Furthermore, there were 52 Closed Listings this month versus last year at 35, a **48.57%** increase.

Closed versus Listed trends yielded a **123.8%** ratio, up from previous year's, November 2017, at **83.3%**, a **48.57%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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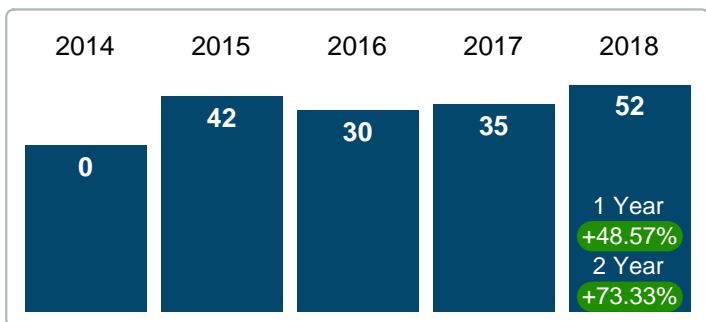
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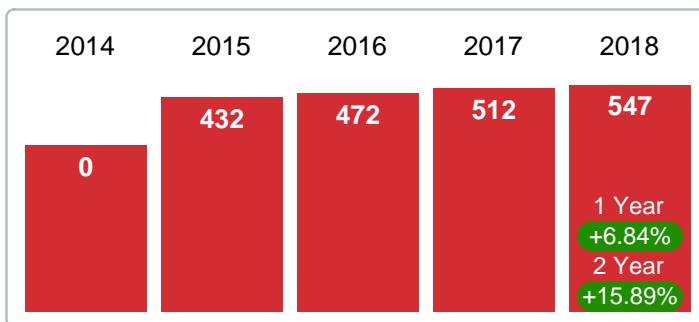
## CLOSED LISTINGS

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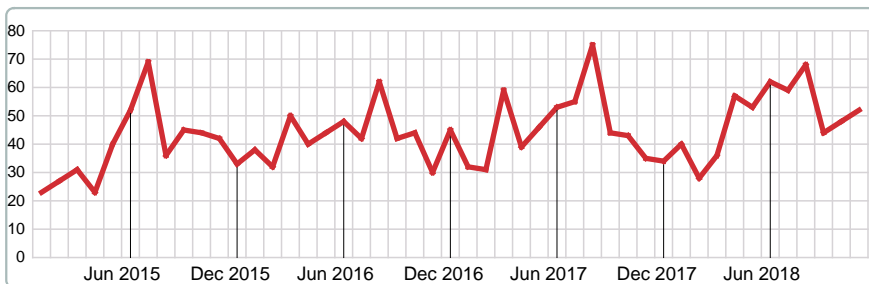
### NOVEMBER



### YEAR TO DATE (YTD)

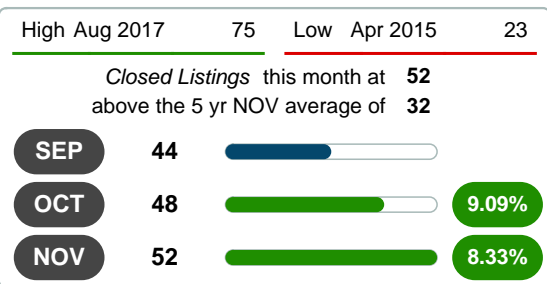


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 32



### 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	5	9.62%	64.0	4	1	0	0
\$40,001 - \$70,000	8	15.38%	90.8	5	3	0	0
\$70,001 - \$90,000	7	13.46%	114.6	2	4	1	0
\$90,001 - \$150,000	14	26.92%	115.9	0	13	1	0
\$150,001 - \$220,000	6	11.54%	73.2	0	5	1	0
\$220,001 - \$260,000	6	11.54%	139.7	0	3	2	1
\$260,001 and up	6	11.54%	87.8	0	1	4	1
<b>Total Closed Units</b>	<b>52</b>			<b>11</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>7,331,395</b>	<b>100%</b>	<b>101.4</b>	<b>575.60K</b>	<b>3.93M</b>	<b>2.17M</b>	<b>650.00K</b>
<b>Average Closed Price</b>	<b>\$140,988</b>			<b>\$52,327</b>	<b>\$131,113</b>	<b>\$241,378</b>	<b>\$325,000</b>

# November 2018



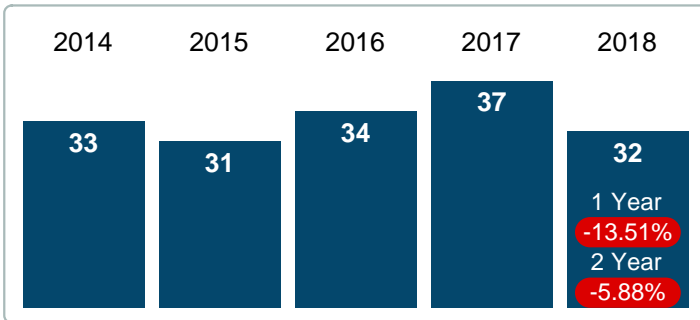
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



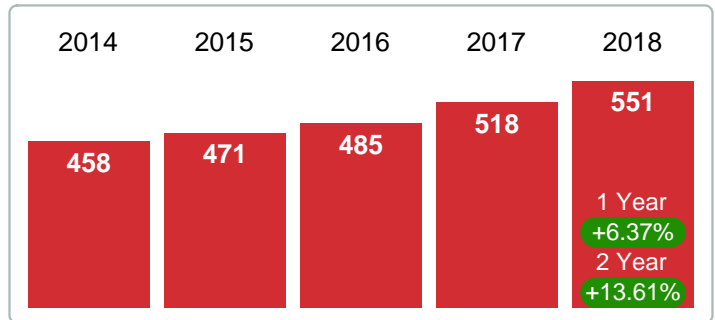
## PENDING LISTINGS

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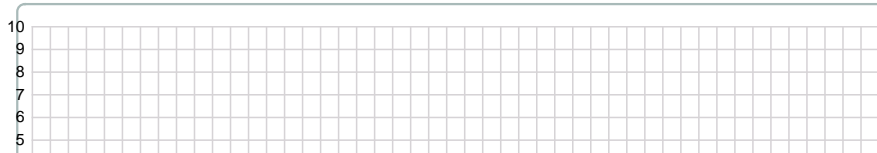
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 33

High Nov 2018: 0 | Low Nov 2018: 0

Pending Listings this month at **32**  
below the 5 yr NOV average of **33**

SEP: 0  
OCT: 0  
NOV: 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	6.25%	5.0	1	1	0	0
\$40,001 - \$50,000	3	9.38%	9.3	1	1	1	0
\$50,001 - \$80,000	6	18.75%	139.7	1	4	1	0
\$80,001 - \$160,000	8	25.00%	103.1	1	5	2	0
\$160,001 - \$190,000	3	9.38%	170.0	0	3	0	0
\$190,001 - \$230,000	6	18.75%	143.5	0	6	0	0
\$230,001 and up	4	12.50%	154.3	0	1	2	1
<b>Total Pending Units</b>	<b>32</b>			<b>4</b>	<b>21</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,478,900</b>	<b>100%</b>	<b>115.3</b>	<b>242.90K</b>	<b>2.81M</b>	<b>1.02M</b>	<b>400.00K</b>
<b>Average Listing Price</b>	<b>\$139,966</b>			<b>\$60,725</b>	<b>\$133,943</b>	<b>\$170,533</b>	<b>\$400,000</b>

# November 2018



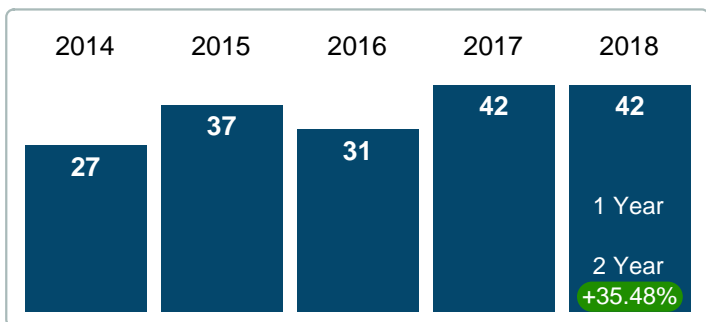
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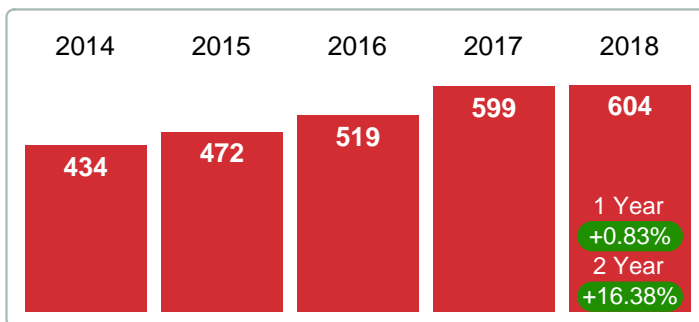
## NEW LISTINGS

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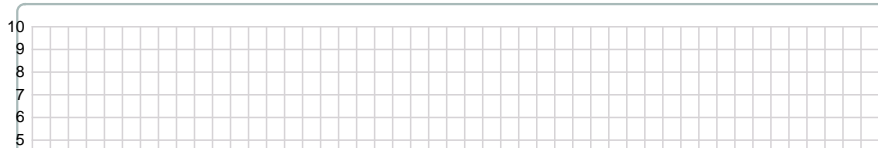
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36

High Nov 2018: 0 | Low Nov 2018: 0

New Listings this month at **42**  
above the 5 yr NOV average of **36**

SEP: 0  
OCT: 0  
NOV: 0

nan%  
nan%

### Distribution of New Listings by Price Range

%

Price Range	Count	%
\$40,000 and less	2	4.76%
\$40,001 - \$50,000	6	14.29%
\$50,001 - \$70,000	4	9.52%
\$70,001 - \$120,000	14	33.33%
\$120,001 - \$170,000	6	14.29%
\$170,001 - \$220,000	5	11.90%
\$220,001 and up	5	11.90%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	1	1	0	0
	2	3	1	0
	2	1	1	0
	2	10	1	1
	1	5	0	0
	0	5	0	0
	0	3	1	1
<b>Total</b>	<b>8</b>	<b>28</b>	<b>4</b>	<b>2</b>
<b>Volume</b>	<b>603.50K</b>	<b>3.67M</b>	<b>491.70K</b>	<b>479.90K</b>
<b>Avg Price</b>	<b>\$75,438</b>	<b>\$130,982</b>	<b>\$122,925</b>	<b>\$239,950</b>

# November 2018



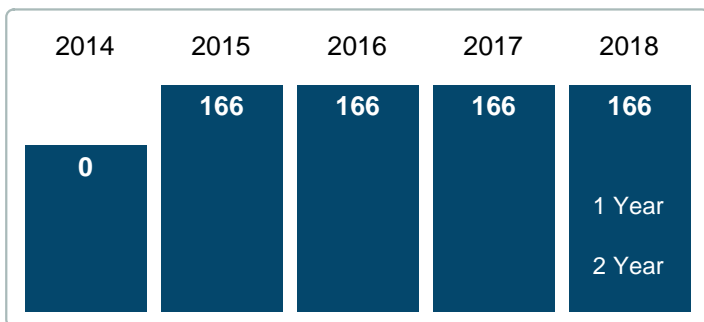
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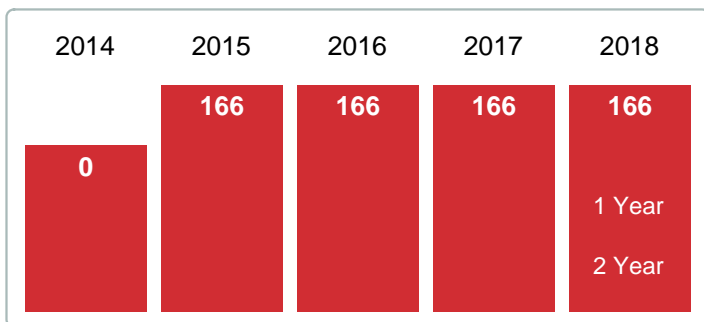
## ACTIVE INVENTORY

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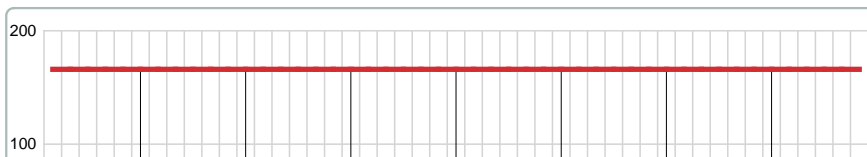
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 133

High Nov 2018 166 Low Nov 2018 166

Inventory this month at 166 above the 5 yr NOV average of 133

SEP 166  
OCT 166  
NOV 166

0.00%  
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	8.43%	287.0	8	6	0	0
\$40,001 - \$60,000	19	11.45%	169.5	9	10	0	0
\$60,001 - \$90,000	29	17.47%	100.8	6	22	0	1
\$90,001 - \$140,000	41	24.70%	192.6	10	24	6	1
\$140,001 - \$170,000	21	12.65%	123.2	2	15	4	0
\$170,001 - \$250,000	25	15.06%	139.1	3	18	3	1
\$250,001 and up	17	10.24%	128.8	0	7	10	0
<b>Total Active Inventory by Units</b>	<b>166</b>			<b>38</b>	<b>102</b>	<b>23</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>23,114,051</b>	<b>100%</b>	<b>158.5</b>	<b>3.10M</b>	<b>13.96M</b>	<b>5.62M</b>	<b>429.70K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$139,241</b>			<b>\$81,636</b>	<b>\$136,876</b>	<b>\$244,383</b>	<b>\$143,233</b>

# November 2018



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



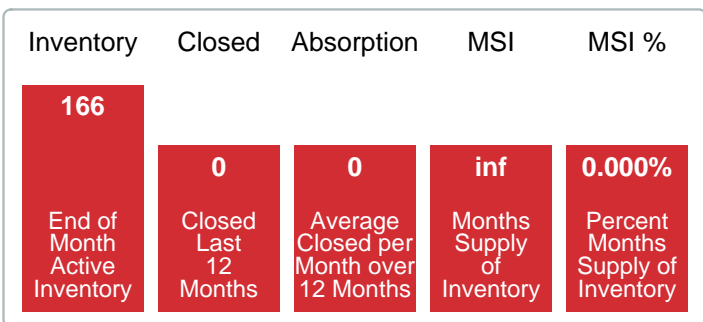
## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2018

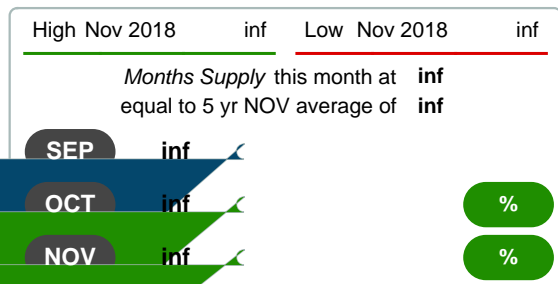


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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	14	8.43%	2.24	2.00	3.00	0.00	0.00
\$40,001 - \$60,000	19	11.45%	4.07	4.70	4.14	0.00	0.00
\$60,001 - \$90,000	29	17.47%	3.87	3.00	4.33	0.00	12.00
\$90,001 - \$140,000	41	24.70%	3.90	9.23	2.85	6.55	12.00
\$140,001 - \$170,000	21	12.65%	3.27	6.00	2.95	5.33	0.00
\$170,001 - \$250,000	25	15.06%	2.52	18.00	2.92	0.95	2.40
\$250,001 and up	17	10.24%	5.37	0.00	7.00	5.00	0.00
Market Supply of Inventory (MSI)			3.43	4.00	3.38	2.97	3.00
		100%	3.43				
Total Active Inventory by Units			166	38	102	23	3

# November 2018



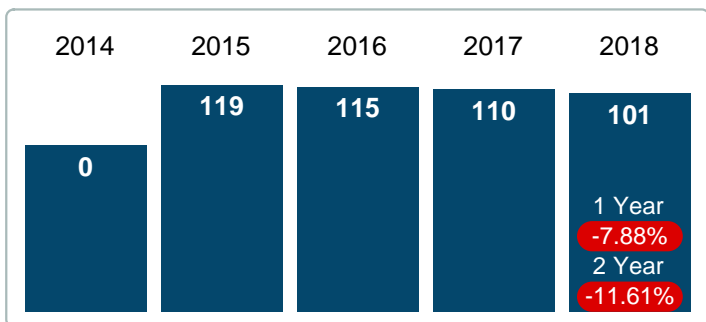
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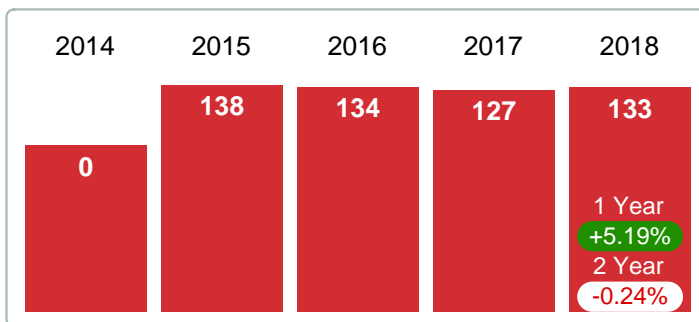
## AVERAGE DAYS ON MARKET TO SALE

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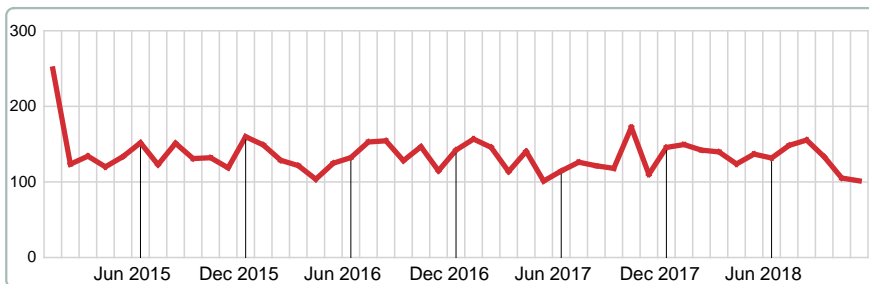
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

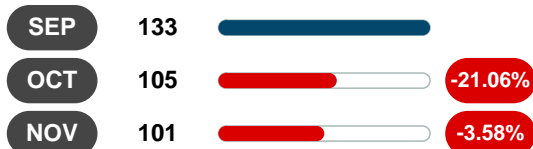


### 3 MONTHS

5 year NOV AVG = 89

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 101 above the 5 yr NOV average of 89



### 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	9.62%	64	67	51	0	0
\$40,001 - \$70,000	15.38%	91	102	72	0	0
\$70,001 - \$90,000	13.46%	115	87	139	72	0
\$90,001 - \$150,000	26.92%	116	0	113	149	0
\$150,001 - \$220,000	11.54%	73	0	59	143	0
\$220,001 - \$260,000	11.54%	140	0	107	157	204
\$260,001 and up	11.54%	88	0	51	119	2
<b>Average Closed DOM</b>		<b>101</b>	<b>87</b>	<b>99</b>	<b>128</b>	<b>103</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>101</b>	<b>11</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>7,331,395</b>	<b>575.60K</b>	<b>3.93M</b>	<b>2.17M</b>	<b>650.00K</b>

# November 2018



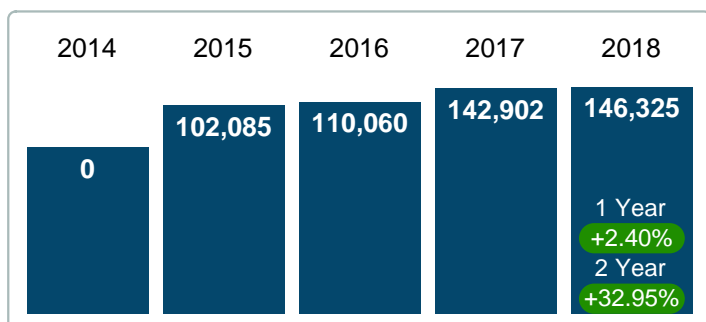
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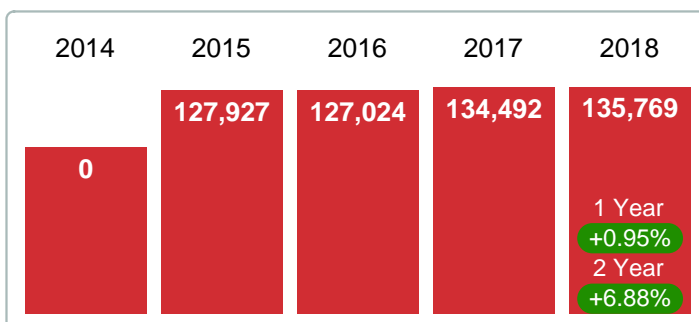
## AVERAGE LIST PRICE AT CLOSING

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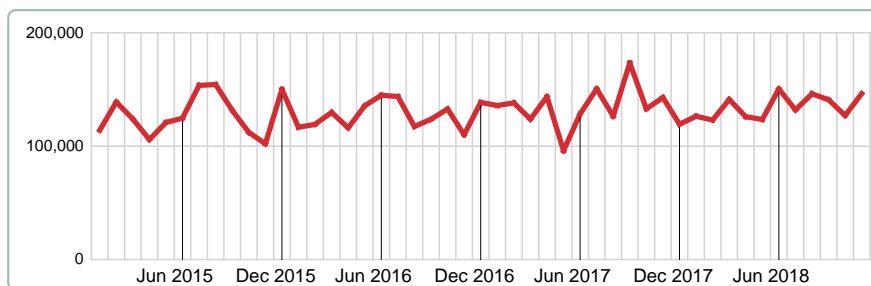
### NOVEMBER



### YEAR TO DATE (YTD)

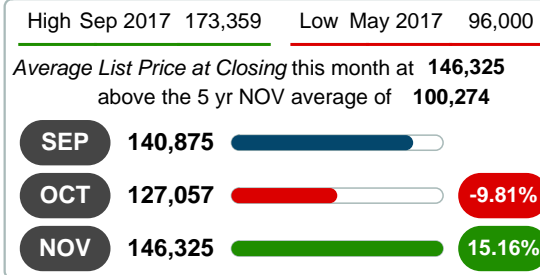


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 100,274



### 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	7.69%	39,725	43,475	40,000	0	0
\$40,001 - \$70,000	15.38%	51,663	50,480	59,967	0	0
\$70,001 - \$90,000	15.38%	82,400	89,950	82,575	75,000	0
\$90,001 - \$150,000	25.00%	119,876	0	124,030	105,900	0
\$150,001 - \$220,000	11.54%	164,333	0	179,240	154,900	0
\$220,001 - \$260,000	11.54%	239,300	0	231,967	257,450	295,000
\$260,001 and up	13.46%	342,471	0	289,000	353,325	400,000
<b>Average List Price</b>		<b>146,325</b>	<b>55,109</b>	<b>134,790</b>	<b>251,556</b>	<b>347,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>146,325</b>	<b>11</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>7,608,890</b>	<b>606.20K</b>	<b>4.04M</b>	<b>2.26M</b>	<b>695.00K</b>



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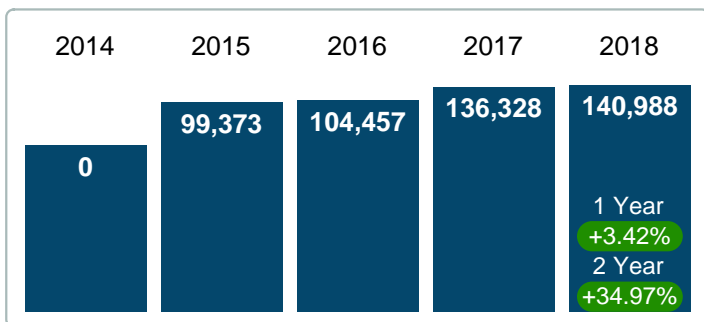
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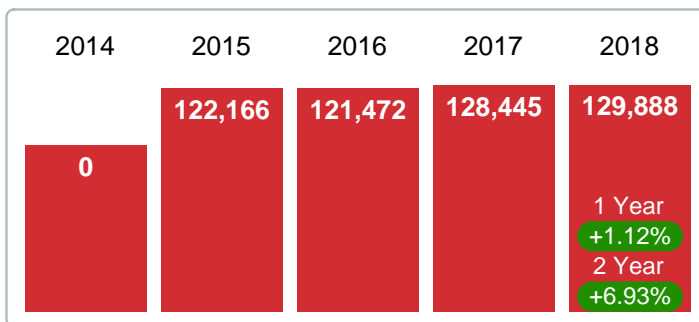
## AVERAGE SOLD PRICE AT CLOSING

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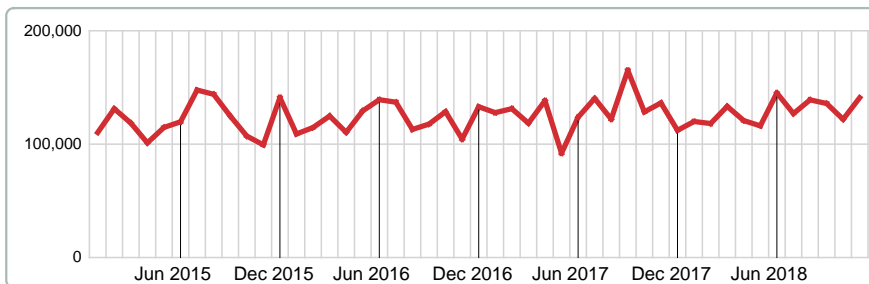
### NOVEMBER



### YEAR TO DATE (YTD)

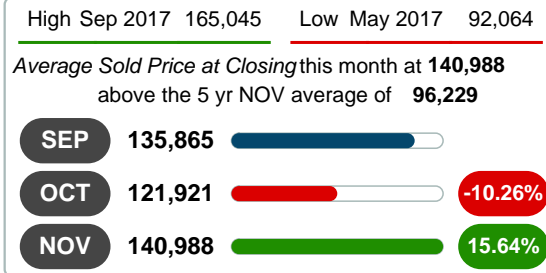


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 96,229



### 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	5	9.62%	38,400	38,000	40,000	0	0
\$40,001 - \$70,000	8	15.38%	53,088	49,720	58,700	0	0
\$70,001 - \$90,000	7	13.46%	83,843	87,500	83,475	78,000	0
\$90,001 - \$150,000	14	26.92%	118,564	0	119,608	105,000	0
\$150,001 - \$220,000	6	11.54%	168,916	0	171,919	153,900	0
\$220,001 - \$260,000	6	11.54%	239,150	0	228,300	250,000	250,000
\$260,001 and up	6	11.54%	336,583	0	284,000	333,875	400,000
<b>Average Sold Price</b>			<b>140,988</b>	<b>52,327</b>	<b>131,113</b>	<b>241,378</b>	<b>325,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>140,988</b>	<b>11</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>7,331,395</b>	<b>575.60K</b>	<b>3.93M</b>	<b>2.17M</b>	<b>650.00K</b>

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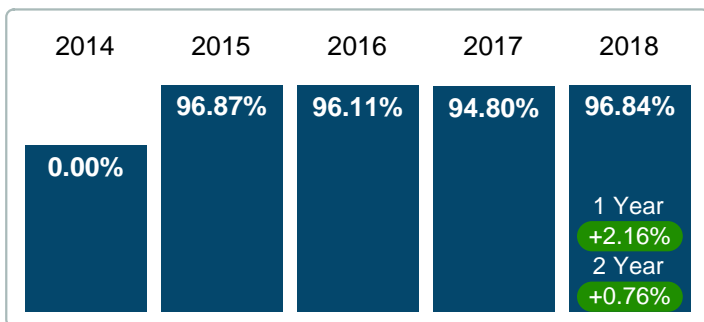
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



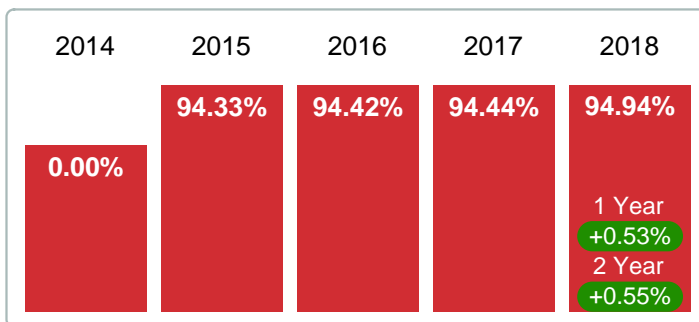
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

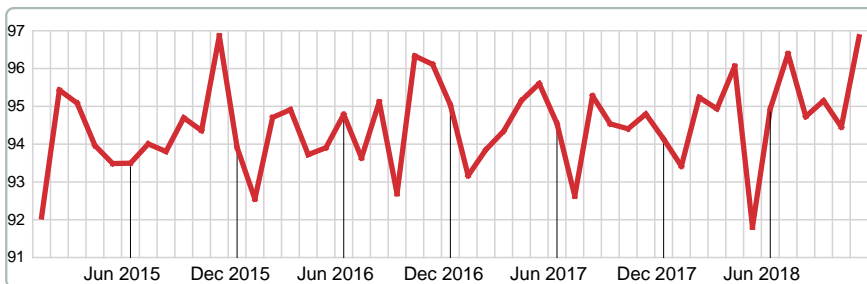
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

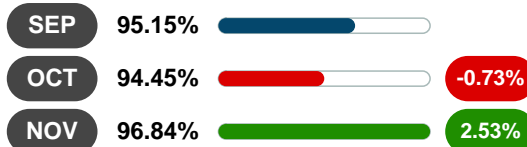


### 3 MONTHS

5 year NOV AVG = 76.92%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **96.84%** above the 5 yr NOV average of **76.92%**



### 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	5	9.62%	91.09%	88.86%	100.00%	0.00%	0.00%
\$40,001 - \$70,000	8	15.38%	98.39%	98.94%	97.48%	0.00%	0.00%
\$70,001 - \$90,000	7	13.46%	100.62%	97.27%	101.44%	104.00%	0.00%
\$90,001 - \$150,000	14	26.92%	96.73%	0.00%	96.54%	99.15%	0.00%
\$150,001 - \$220,000	6	11.54%	96.54%	0.00%	95.97%	99.35%	0.00%
\$220,001 - \$260,000	6	11.54%	95.73%	0.00%	98.46%	97.13%	84.75%
\$260,001 and up	6	11.54%	96.84%	0.00%	98.27%	95.70%	100.00%
Average Sold/List Ratio		96.80%		94.97%	97.56%	97.73%	92.37%
Total Closed Units		52	100%	11	30	9	2
Total Closed Volume		7,331,395		575.60K	3.93M	2.17M	650.00K

# November 2018



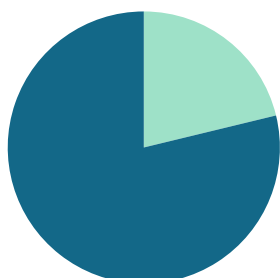
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

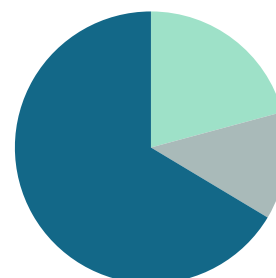


**Inventory**  
 New Listings  
**42 = 21.21%**  
 Start Inventory  
**156**  
 Total Inventory Units  
**198**  
 Volume  
**\$27,577,451**

### Market Activity

Closed Sales  
**52 = 20.80%**  
 Pending Sales  
**32 = 12.80%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**166 = 66.40%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	35	52	48.57%	512	547	6.84%
Pending Sales	37	32	-13.51%	518	551	6.37%
New Listings	42	42	0.00%	599	604	0.83%
Average List Price	142,902	146,325	2.40%	134,492	135,769	0.95%
Average Sale Price	136,328	140,988	3.42%	128,445	129,888	1.12%
Average Percent of Selling Price to List Price	94.80%	96.84%	2.16%	94.44%	94.94%	0.53%
Average Days on Market to Sale	110.11	101.44	-7.88%	126.81	133.39	5.19%
Monthly Inventory	172	166	-3.49%	172	166	-3.49%
Months Supply of Inventory	3.71	3.43	-7.48%	3.71	3.43	-7.48%

**Absorption:** Last 12 months, an Average of **48** Sales/Month

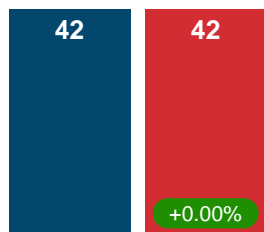
**Inventory** on November 30, 2018 = **166**

**2017** **2018**

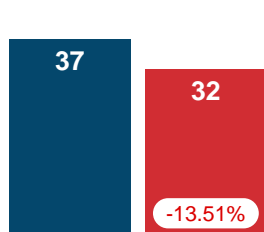
### NOVEMBER MARKET

### AVERAGE PRICES

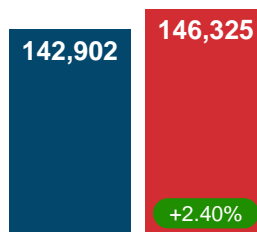
#### New Listings



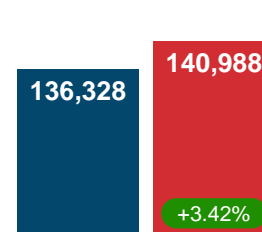
#### Pending Listings



#### List Price



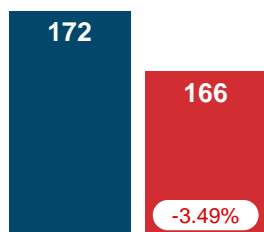
#### Sale Price



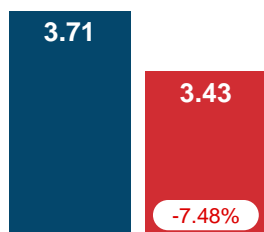
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

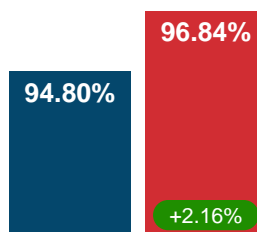
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

