

November 2018



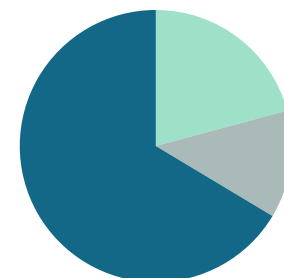
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	139,000	114,850	-17.37%
Median Sale Price	130,000	111,025	-14.60%
Median Percent of Selling Price to List Price	97.44%	98.09%	0.67%
Median Days on Market to Sale	97.00	77.00	-20.62%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.60%** in November 2018 to \$111,025 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **77.00** days that homes spent on the market before selling decreased by 20.00 days or **20.62%** in November 2018 compared to last year's same month at **97.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices falling 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.

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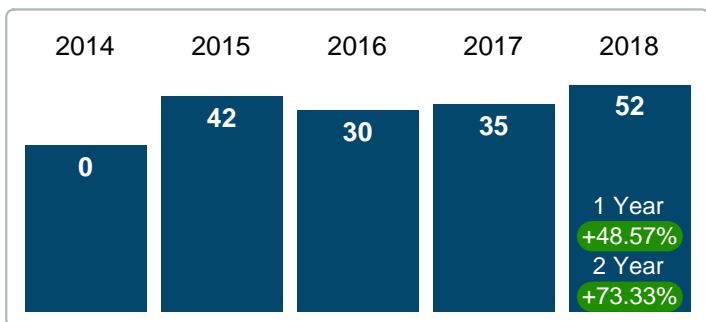
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



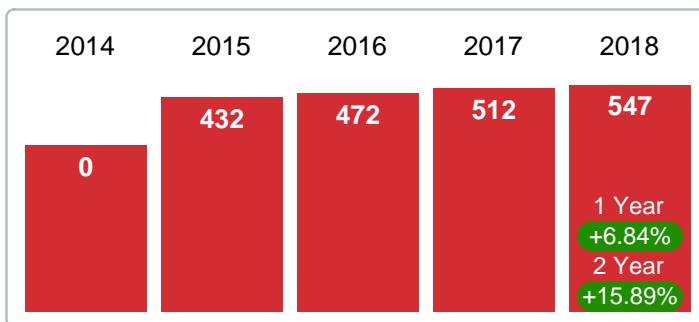
CLOSED LISTINGS

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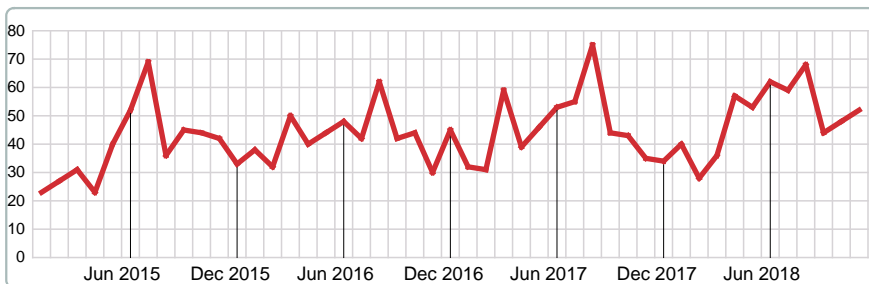
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32

High Aug 2017 75 Low Apr 2015 23

Closed Listings this month at **52**
above the 5 yr NOV average of **32**

Month	Closed Listings	% Change
SEP	44	
OCT	48	9.09%
NOV	52	8.33%

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	5	9.62%	59.0	4	1	0	0
\$40,001 - \$70,000	8	15.38%	69.5	5	3	0	0
\$70,001 - \$90,000	7	13.46%	115.0	2	4	1	0
\$90,001 - \$150,000	14	26.92%	96.0	0	13	1	0
\$150,001 - \$220,000	6	11.54%	51.0	0	5	1	0
\$220,001 - \$260,000	6	11.54%	135.5	0	3	2	1
\$260,001 and up	6	11.54%	84.0	0	1	4	1
Total Closed Units	52			11	30	9	2
Total Closed Volume	7,331,395	100%	77.0	575.60K	3.93M	2.17M	650.00K
Median Closed Price	\$111,025			\$42,500	\$117,250	\$255,000	\$325,000

November 2018



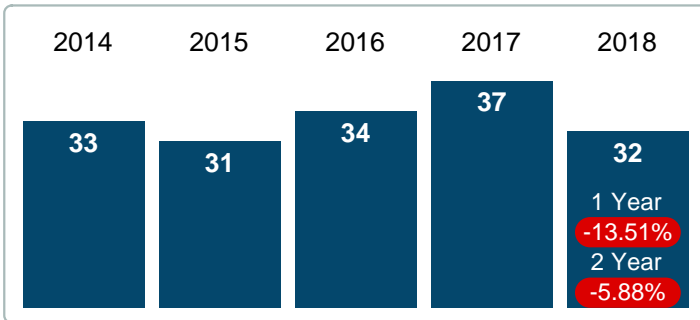
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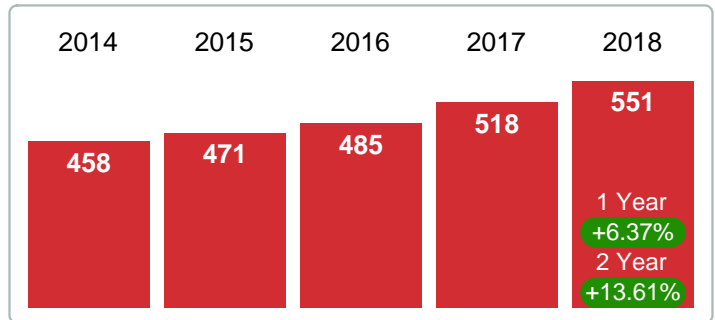
PENDING LISTINGS

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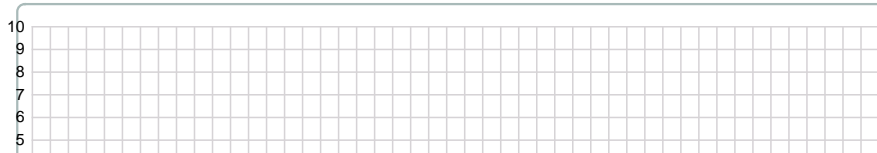
NOVEMBER



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		%	MDOM	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%	5.0	1	1	1	0
\$50,001 - \$80,000	6	18.75%	144.5	1	4	1	0
\$80,001 - \$160,000	8	25.00%	96.5	1	5	2	0
\$160,001 - \$190,000	3	9.38%	180.0	0	3	0	0
\$190,001 - \$230,000	6	18.75%	79.0	0	6	0	0
\$230,001 and up	4	12.50%	128.5	0	1	2	1
Total Pending Units	32			4	21	6	1
Total Pending Volume	4,478,900	100%	96.5	242.90K	2.81M	1.02M	400.00K
Median Listing Price	\$115,000			\$49,000	\$137,500	\$112,250	\$400,000

November 2018



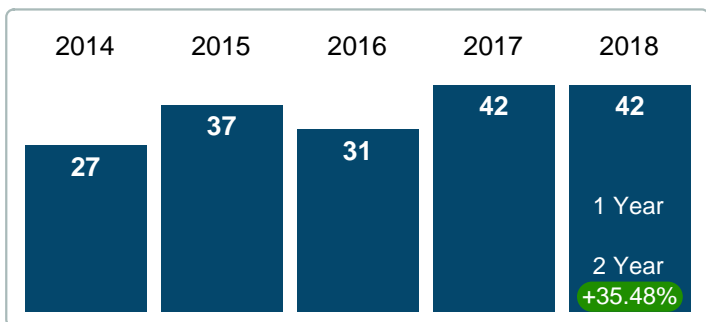
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



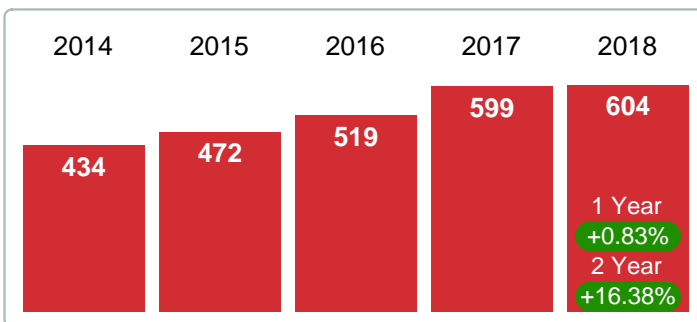
NEW LISTINGS

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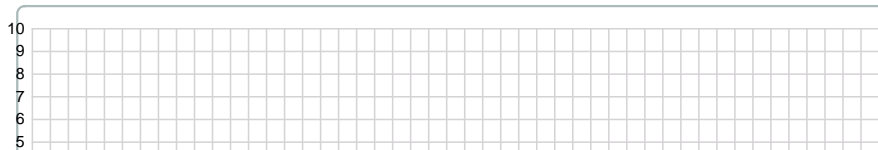
NOVEMBER



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

Month	New Listings	%
SEP	0	
OCT	0	nan%
NOV	0	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
Total	8	28	4	2
Volume	603.50K	3.67M	491.70K	479.90K
Median Price	\$59,900	\$108,750	\$87,400	\$239,950

November 2018



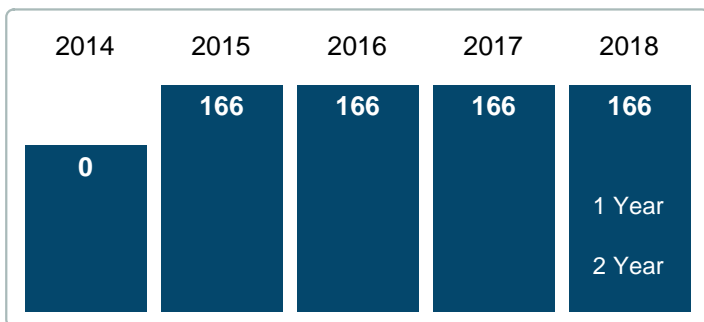
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



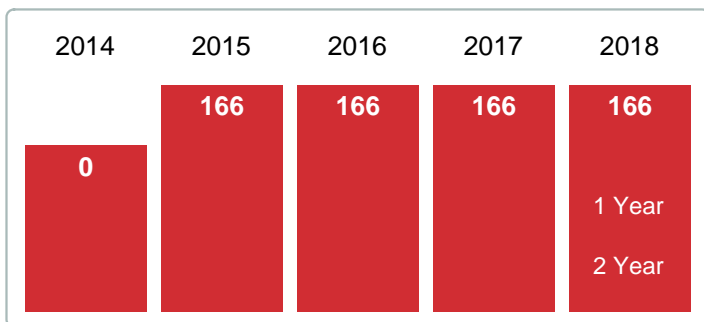
ACTIVE INVENTORY

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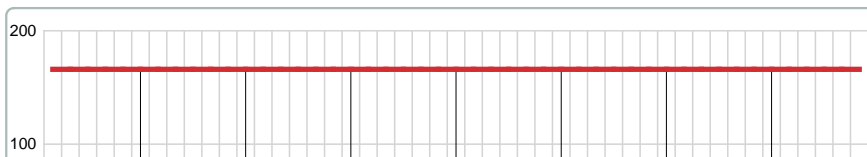
END OF NOVEMBER



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		0.00%
NOV	166		0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	8.43%	133.0	8	6	0	0
\$40,001 - \$60,000	19	11.45%	48.0	9	10	0	0
\$60,001 - \$90,000	29	17.47%	53.0	6	22	0	1
\$90,001 - \$140,000	41	24.70%	122.0	10	24	6	1
\$140,001 - \$170,000	21	12.65%	85.0	2	15	4	0
\$170,001 - \$250,000	25	15.06%	64.0	3	18	3	1
\$250,001 and up	17	10.24%	84.0	0	7	10	0
Total Active Inventory by Units	166			38	102	23	3
Total Active Inventory by Volume	23,114,051	100%	77.5	3.10M	13.96M	5.62M	429.70K
Median Active Inventory Listing Price	\$109,900			\$82,450	\$124,350	\$248,000	\$109,900

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



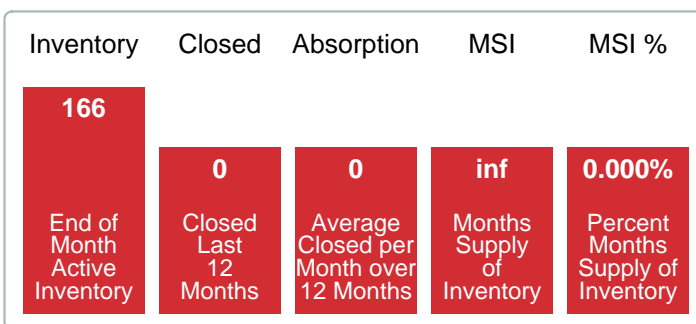
MONTHS SUPPLY of INVENTORY (MSI)

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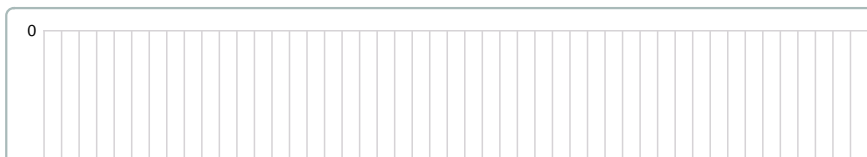
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

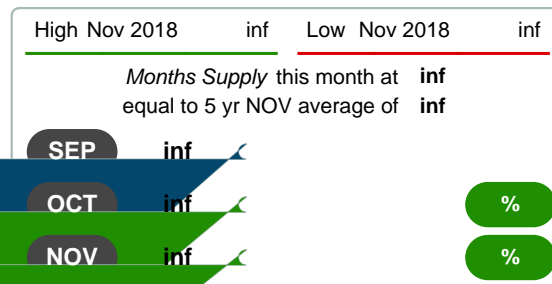


5 YEAR MARKET ACTIVITY TRENDS



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

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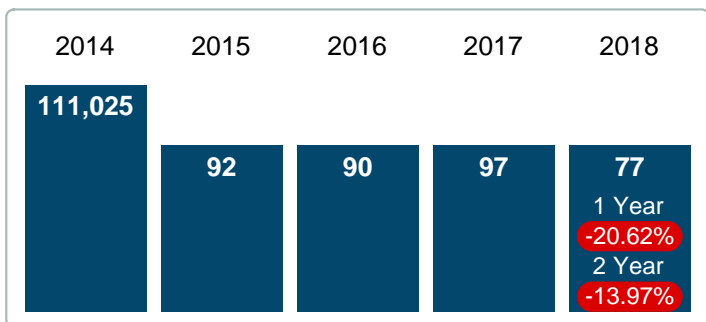
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



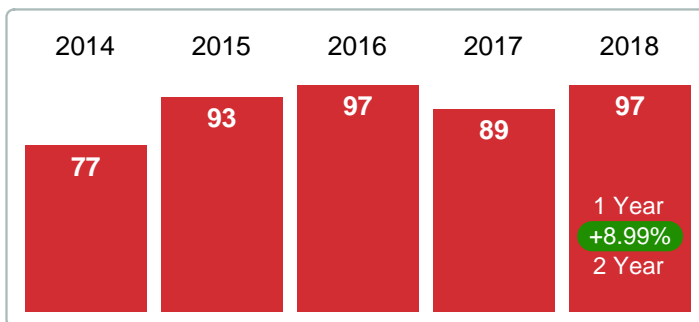
MEDIAN DAYS ON MARKET TO SALE

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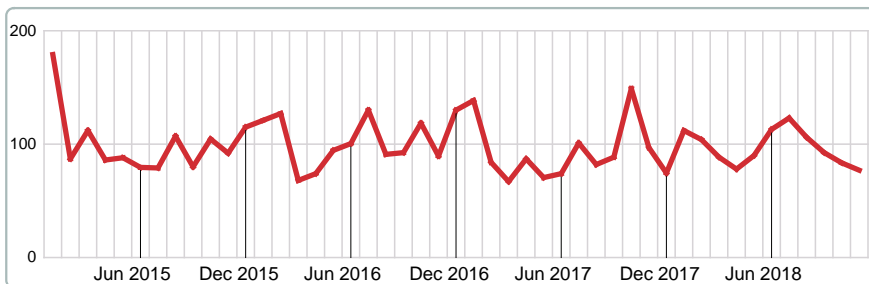
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 22,276

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 77 below the 5 yr NOV average of 22,276



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	9.62%	59	63	51	0	0
\$40,001 - \$70,000	15.38%	70	57	82	0	0
\$70,001 - \$90,000	13.46%	115	87	149	72	0
\$90,001 - \$150,000	26.92%	96	0	94	149	0
\$150,001 - \$220,000	11.54%	51	0	50	143	0
\$220,001 - \$260,000	11.54%	136	0	116	157	204
\$260,001 and up	11.54%	84	0	51	128	2
Median Closed DOM		77				
Total Closed Units	100%	77.0	11	30	9	2
Total Closed Volume		7,331,395	575.60K	3.93M	2.17M	650.00K

November 2018



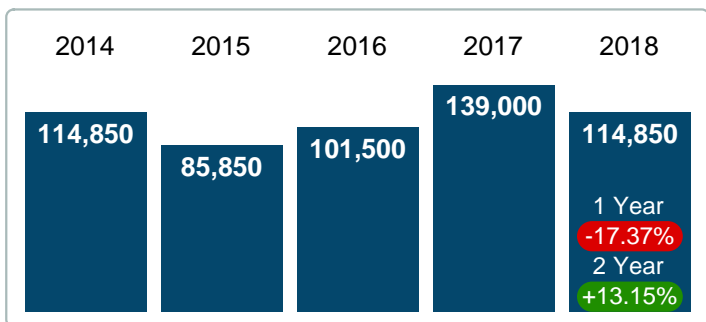
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



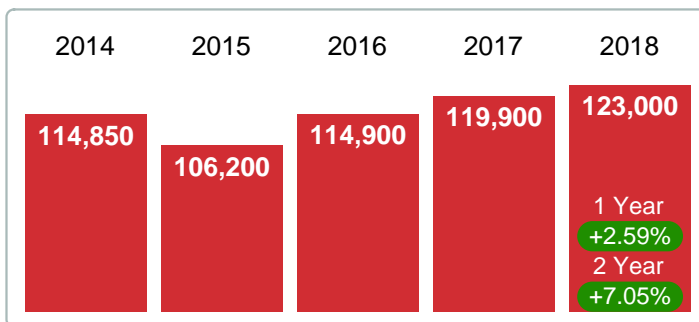
MEDIAN LIST PRICE AT CLOSING

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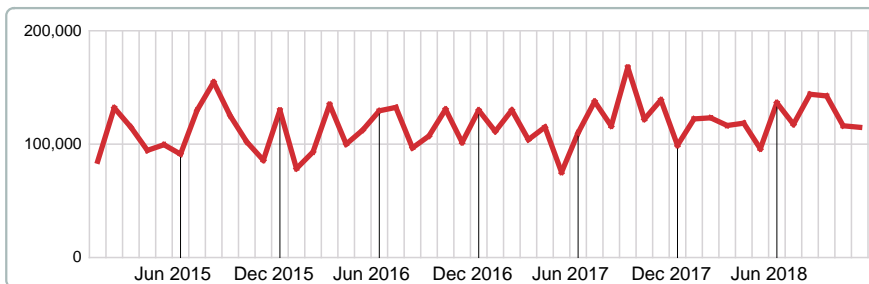
NOVEMBER



YEAR TO DATE (YTD)

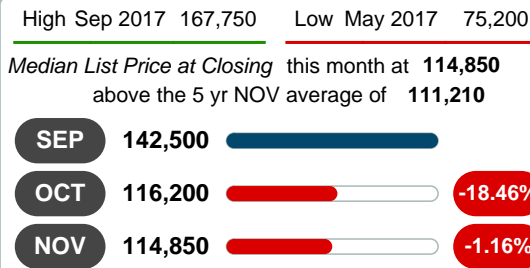


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 111,210



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	7.69%	39,950	39,900	40,000	0	0
\$40,001 - \$70,000	15.38%	46,450	45,000	64,900	0	0
\$70,001 - \$90,000	15.38%	83,700	89,900	83,700	75,000	0
\$90,001 - \$150,000	25.00%	119,700	0	120,095	105,900	0
\$150,001 - \$220,000	11.54%	164,950	0	165,000	154,900	0
\$220,001 - \$260,000	11.54%	237,000	0	226,500	257,450	0
\$260,001 and up	13.46%	295,000	0	289,000	322,450	347,500
Median List Price		114,850	45,000	121,745	259,900	347,500
Total Closed Units	100%	114,850	11	30	9	2
Total Closed Volume		7,608,890	606.20K	4.04M	2.26M	695.00K

November 2018



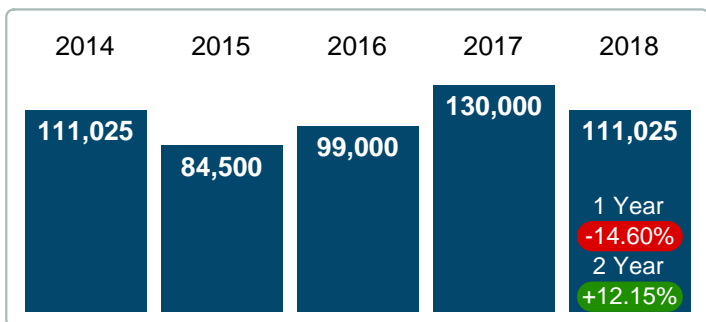
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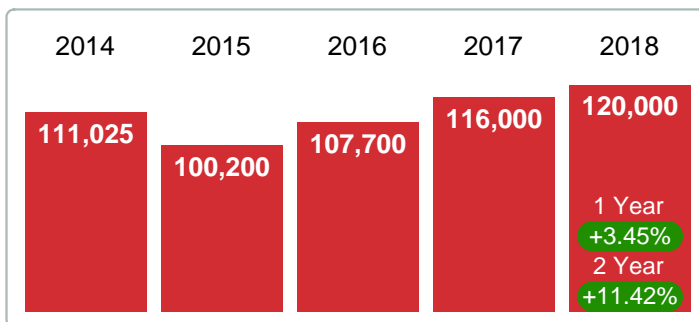
MEDIAN SOLD PRICE AT CLOSING

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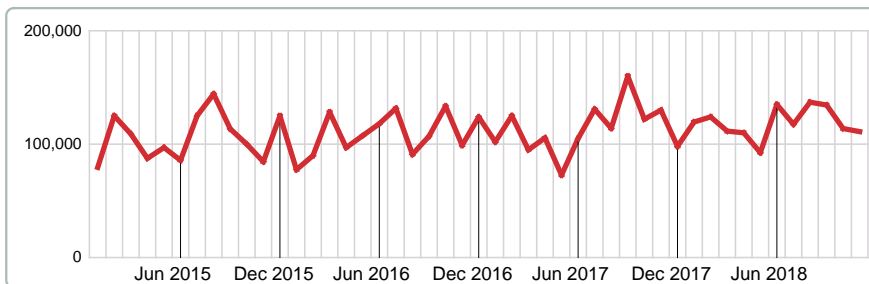
NOVEMBER



YEAR TO DATE (YTD)

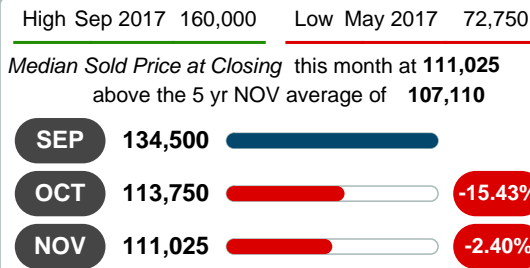


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 107,110



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	5	9.62%	40,000	39,500	40,000	0	0
\$40,001 - \$70,000	8	15.38%	46,800	43,000	63,600	0	0
\$70,001 - \$90,000	7	13.46%	85,000	87,500	83,950	78,000	0
\$90,001 - \$150,000	14	26.92%	113,250	0	114,500	105,000	0
\$150,001 - \$220,000	6	11.54%	161,798	0	163,000	153,900	0
\$220,001 - \$260,000	6	11.54%	242,500	0	223,000	250,000	250,000
\$260,001 and up	6	11.54%	317,750	0	284,000	317,750	400,000
Median Sold Price			111,025	42,500	117,250	255,000	325,000
Total Closed Units		100%	111,025	11	30	9	2
Total Closed Volume			7,331,395	575.60K	3.93M	2.17M	650.00K

November 2018



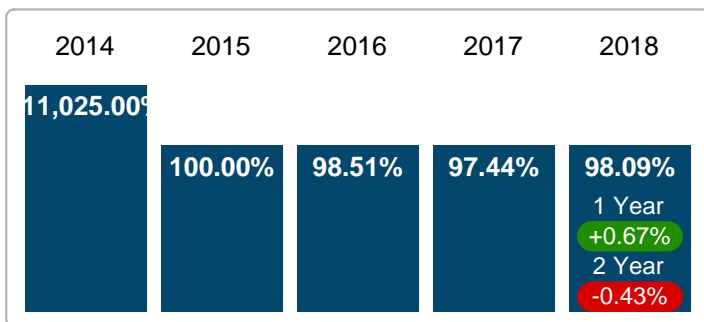
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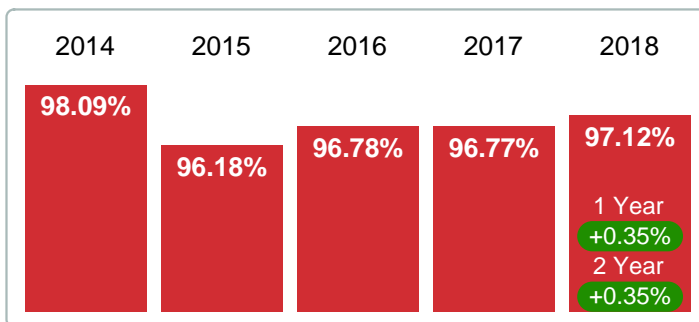
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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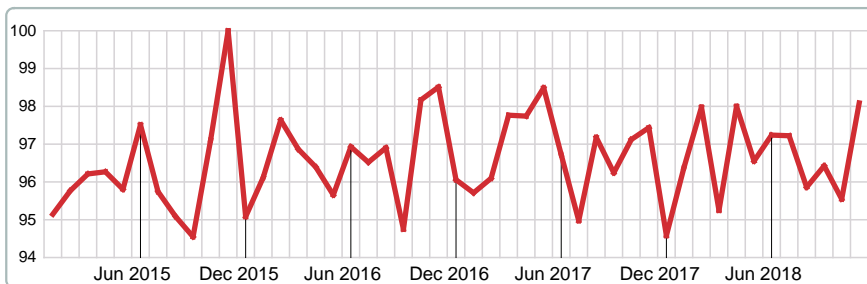
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

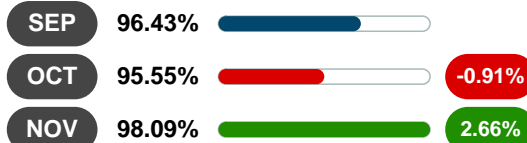


3 MONTHS

5 year NOV AVG = 22,283.81%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **98.09%**
below the 5 yr NOV average of **22,283.81%**



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	5	9.62%	100.00%	91.35%	100.00%	0.00%	0.00%
\$40,001 - \$70,000	8	15.38%	99.00%	100.00%	98.00%	0.00%	0.00%
\$70,001 - \$90,000	7	13.46%	100.00%	97.27%	102.13%	104.00%	0.00%
\$90,001 - \$150,000	14	26.92%	98.22%	0.00%	97.87%	99.15%	0.00%
\$150,001 - \$220,000	6	11.54%	96.10%	0.00%	95.94%	99.35%	0.00%
\$220,001 - \$260,000	6	11.54%	97.68%	0.00%	97.81%	97.13%	84.75%
\$260,001 and up	6	11.54%	98.23%	0.00%	98.27%	97.68%	100.00%
Median Sold/List Ratio		98.09%		100.00%	97.84%	99.15%	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

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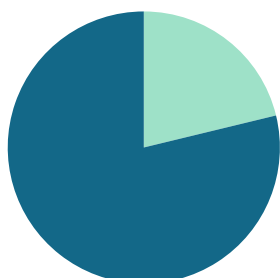
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY

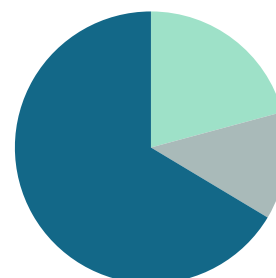


Inventory
 New Listings
42 = 21.21%
 Start Inventory
156
 Total Inventory Units
198
 Volume
\$27,577,451

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%
Median List Price	139,000	114,850	-17.37%	119,900	123,000	2.59%
Median Sale Price	130,000	111,025	-14.60%	116,000	120,000	3.45%
Median Percent of Selling Price to List Price	97.44%	98.09%	0.67%	96.77%	97.12%	0.35%
Median Days on Market to Sale	97.00	77.00	-20.62%	89.00	97.00	8.99%
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

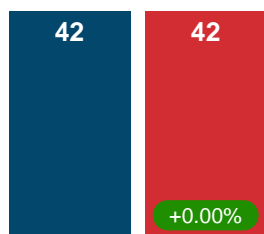
Inventory on November 30, 2018 = **166**

2017 **2018**

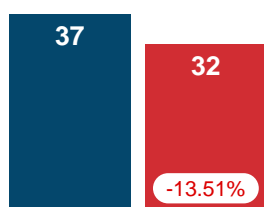
NOVEMBER MARKET

MEDIAN PRICES

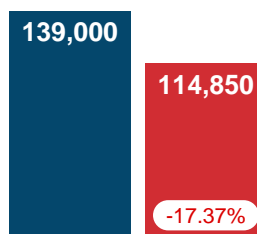
New Listings



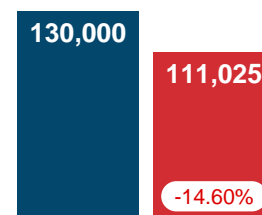
Pending Listings



List Price



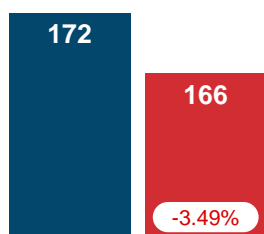
Sale Price



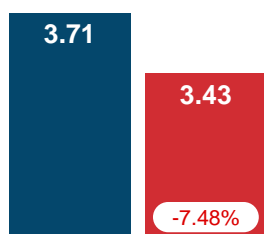
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

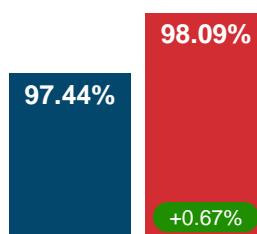
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

