

October 2018



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

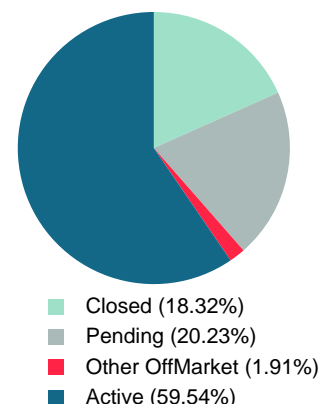


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/- %
Closed Listings	43	48	11.63%
Pending Listings	32	53	65.63%
New Listings	41	51	24.39%
Average List Price	132,910	127,057	-4.40%
Average Sale Price	128,434	121,921	-5.07%
Average Percent of Selling Price to List Price	94.41%	94.45%	0.05%
Average Days on Market to Sale	172.26	105.21	-38.92%
End of Month Inventory	171	156	-8.77%
Months Supply of Inventory	3.72	3.32	-10.71%

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of October 31, 2018 = **156**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **8.77%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **3.32** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.07%** in October 2018 to \$121,921 versus the previous year at \$128,434.

Average Days on Market Shortens

The average number of **105.21** days that homes spent on the market before selling decreased by 67.05 days or **38.92%** in October 2018 compared to last year's same month at **172.26** DOM.

Sales Success for October 2018 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 51 New Listings in October 2018, up **24.39%** from last year at 41. Furthermore, there were 48 Closed Listings this month versus last year at 43, a **11.63%** increase.

Closed versus Listed trends yielded a **94.1%** ratio, down from previous year's, October 2017, at **104.9%**, a **10.26%** downswing. 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

October 2018



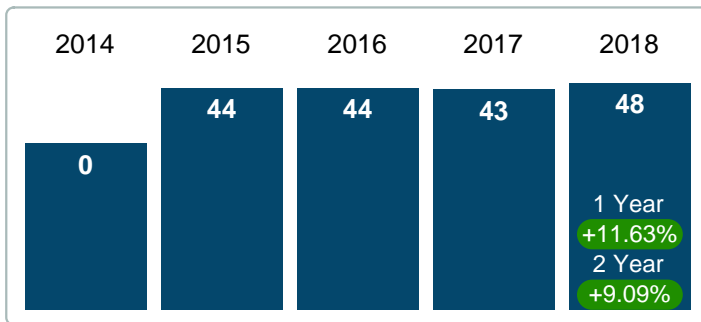
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



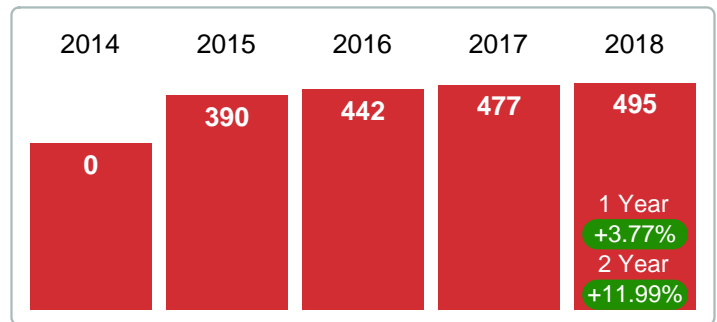
CLOSED LISTINGS

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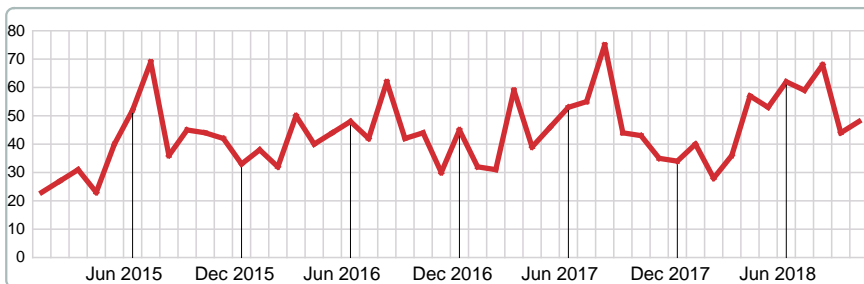
OCTOBER



YEAR TO DATE (YTD)

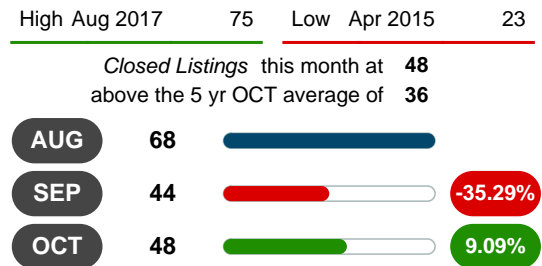


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



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	10.42%	145.2	2	2	1	0
\$40,001 - \$60,000	5	10.42%	81.2	2	3	0	0
\$60,001 - \$80,000	6	12.50%	87.2	1	4	1	0
\$80,001 - \$140,000	14	29.17%	121.8	2	11	1	0
\$140,001 - \$160,000	5	10.42%	103.2	0	5	0	0
\$160,001 - \$210,000	8	16.67%	82.0	1	5	2	0
\$210,001 and up	5	10.42%	103.6	1	2	2	0
Total Closed Units		48		9	32	7	0
Total Closed Volume		5,852,200	100%	798.00K	3.82M	1.24M	0.00B
Average Closed Price		\$121,921		\$88,667	\$119,306	\$176,629	\$0

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October 2018



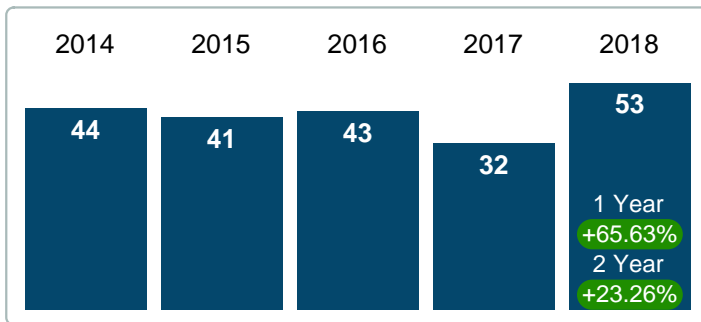
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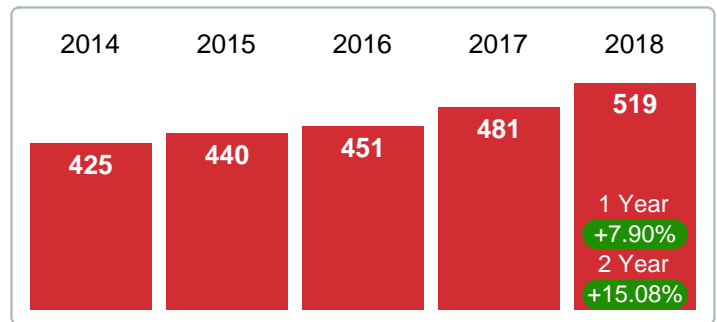
PENDING LISTINGS

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OCTOBER



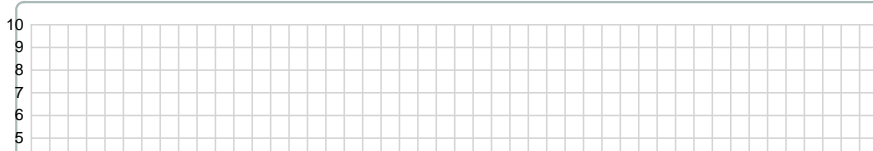
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT AVG = 43



High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 53
above the 5 yr OCT average of 43

AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of Pending Listings by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2			3.77%	303.0	2	0	0	0
\$25,001 - \$50,000	7			13.21%	35.4	4	3	0	0
\$50,001 - \$100,000	7			13.21%	68.6	1	6	0	0
\$100,001 - \$150,000	14			26.42%	74.5	1	13	0	0
\$150,001 - \$175,000	8			15.09%	77.8	1	6	1	0
\$175,001 - \$250,000	8			15.09%	23.9	1	7	0	0
\$250,001 and up	7			13.21%	81.9	0	1	6	0
Total Pending Units	53					10	36	7	0
Total Pending Volume	8,007,390				100%	828.80K	4.87M	2.31M	0.00B
Average Listing Price	\$151,083					\$82,880	\$135,153	\$330,443	\$0

October 2018



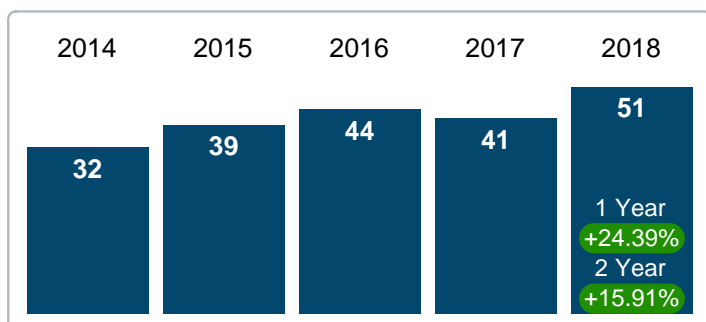
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



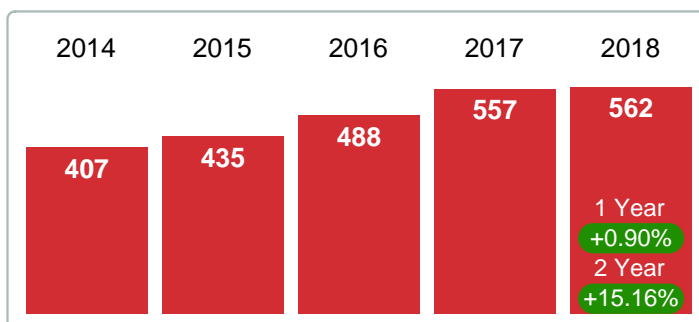
NEW LISTINGS

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OCTOBER



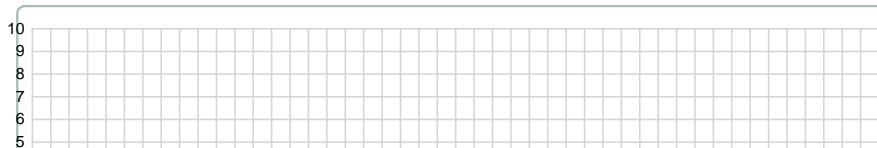
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT AVG = 41



High Oct 2018 0 Low Oct 2018 0

New Listings this month at 51
above the 5 yr OCT average of 41

AUG 0

SEP 0

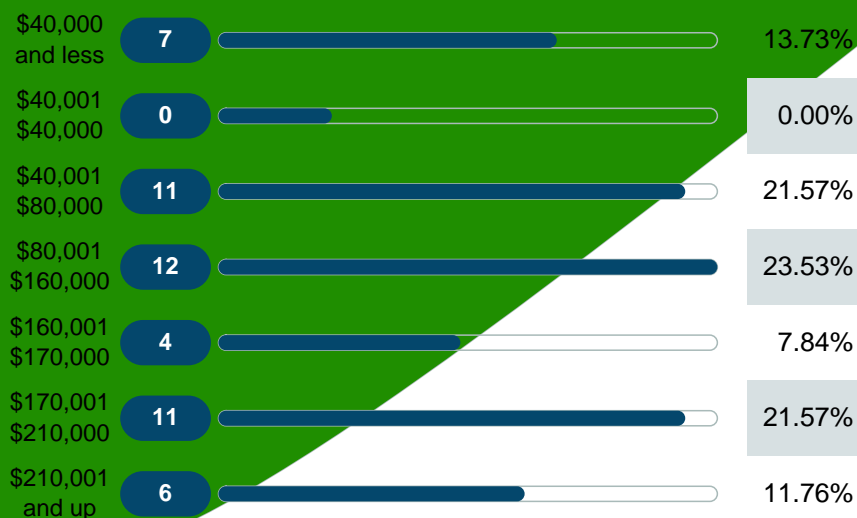
OCT 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

4	3	0	0
0	0	0	0
5	6	0	0
1	10	1	0
0	4	0	0
0	11	0	0
1	2	3	0

Total New Listed Units	51	
Total New Listed Volume	6,553,400	100%
Average New Listed Listing Price	\$128,870	

11	36	4	0
706.20K	4.66M	1.19M	0.00B
\$64,200	\$129,400	\$297,200	\$0

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October 2018



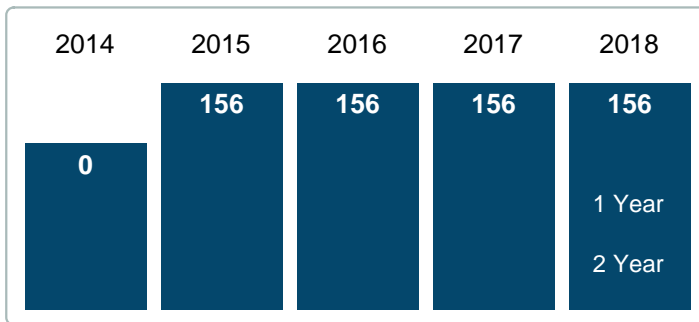
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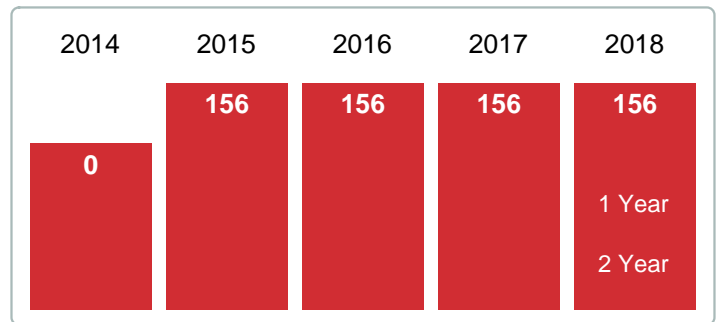
ACTIVE INVENTORY

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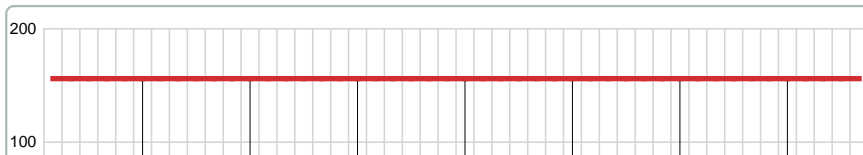
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 125

High Oct 2018 156 Low Oct 2018 156

Inventory this month at 156
above the 5 yr OCT average of 125

AUG 156

SEP 156

OCT 156

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		8.97%	257.9	8	6	0	0
\$40,001 \$60,000	17		10.90%	192.2	7	10	0	0
\$60,001 \$90,000	25		16.03%	104.9	5	19	1	0
\$90,001 \$150,000	41		26.28%	192.0	10	23	7	1
\$150,001 \$170,000	17		10.90%	114.4	1	13	3	0
\$170,001 \$250,000	26		16.67%	151.2	3	19	3	1
\$250,001 and up	16		10.26%	121.6	0	5	11	0
Total Active Inventory by Units				156	34	95	25	2
Total Active Inventory by Volume				22,334,851	2.74M	13.09M	6.15M	349.80K
Average Active Inventory Listing Price				\$143,172	\$80,634	\$137,802	\$246,092	\$174,900

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October 2018



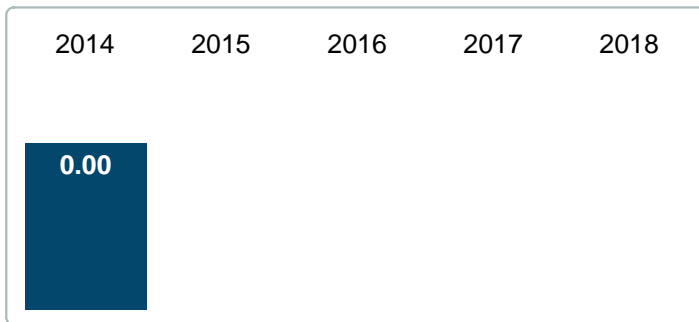
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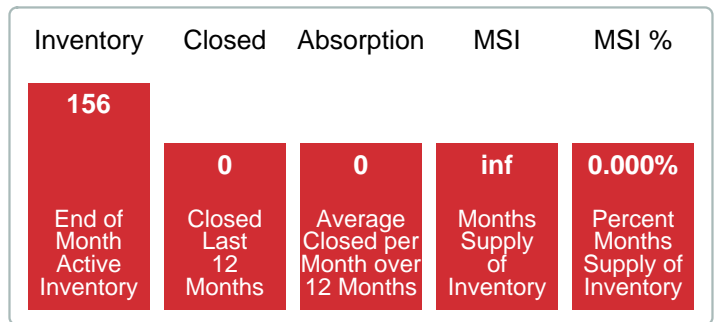
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



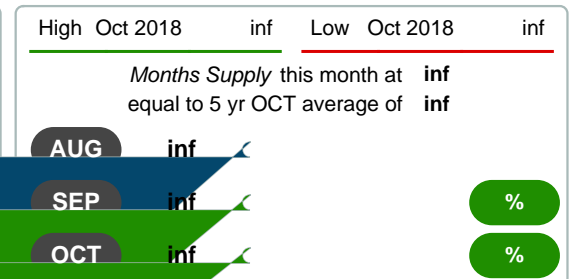
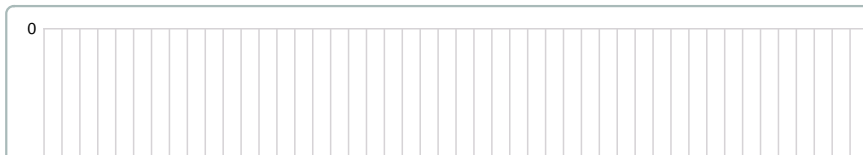
INDICATORS FOR OCTOBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT 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			8.97%	2.24	2.04	2.88	0.00	0.00
\$40,001 \$60,000	17			10.90%	3.92	4.20	4.29	0.00	0.00
\$60,001 \$90,000	25			16.03%	3.45	2.61	3.80	4.00	0.00
\$90,001 \$150,000	41			26.28%	3.49	9.23	2.42	6.46	12.00
\$150,001 \$170,000	17			10.90%	3.85	3.00	3.90	6.00	0.00
\$170,001 \$250,000	26			16.67%	2.54	18.00	3.04	0.86	3.00
\$250,001 and up	16			10.26%	5.82	0.00	5.00	6.60	0.00
Market Supply of Inventory (MSI)				3.32		3.74	3.22	3.30	2.40
Total Active Inventory by Units				156	100%	34	95	25	2

October 2018



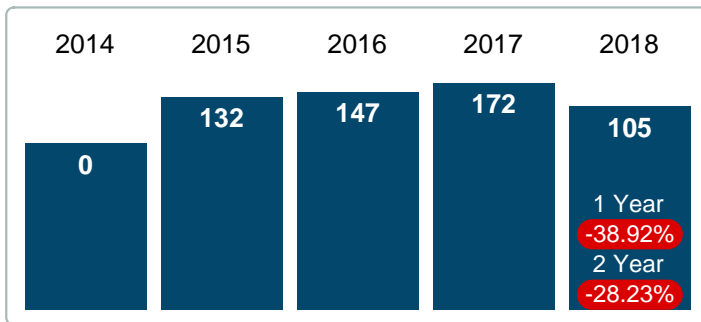
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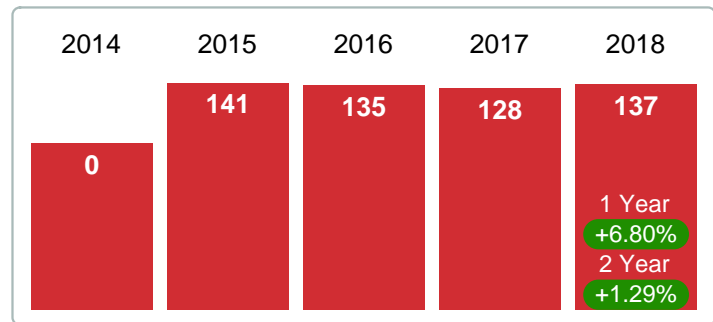
AVERAGE DAYS ON MARKET TO SALE

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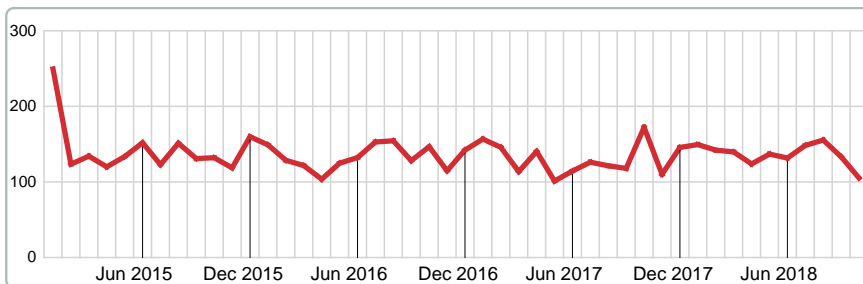
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 111

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 105
below the 5 yr OCT average of 111

AUG	155		
SEP	133		-14.26%
OCT	105		-21.06%

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	5		10.42%	145	195	127	83	0
\$40,001 \$60,000	5		10.42%	81	79	83	0	0
\$60,001 \$80,000	6		12.50%	87	130	72	106	0
\$80,001 \$140,000	14		29.17%	122	62	129	160	0
\$140,001 \$160,000	5		10.42%	103	0	103	0	0
\$160,001 \$210,000	8		16.67%	82	138	54	123	0
\$210,001 and up	5		10.42%	104	30	148	96	0
Average Closed DOM		105			108	103	112	0
Total Closed Units		48	100%	105	9	32	7	
Total Closed Volume		5,852,200			798.00K	3.82M	1.24M	0.00B

October 2018



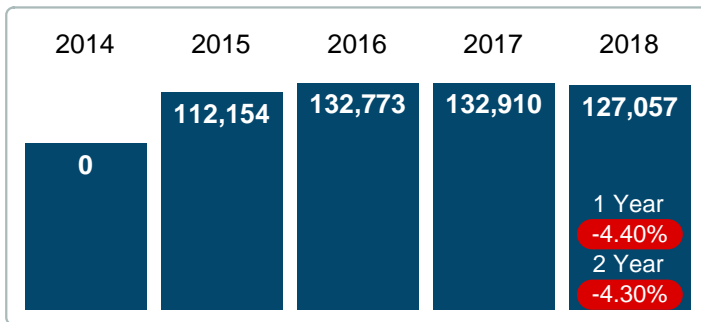
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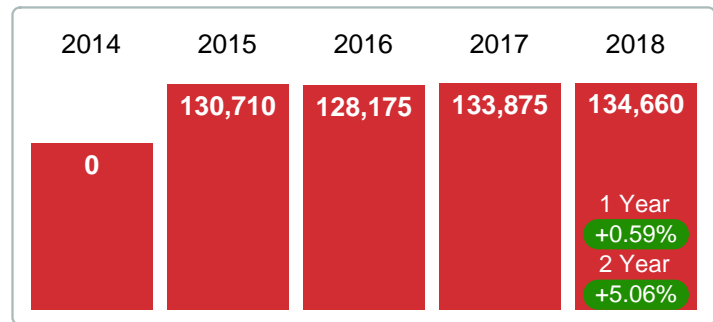
AVERAGE LIST PRICE AT CLOSING

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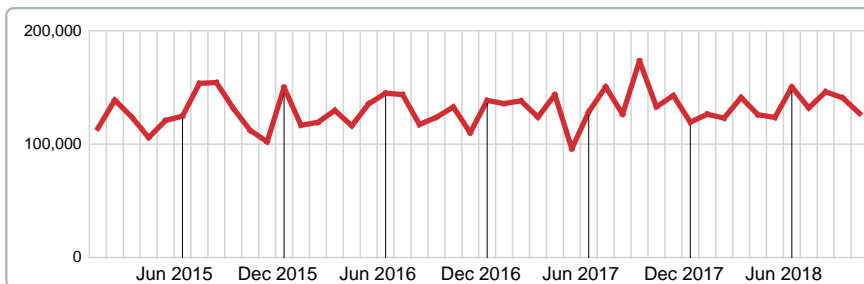
OCTOBER



YEAR TO DATE (YTD)



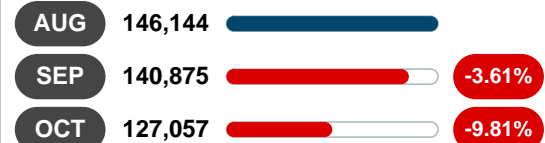
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 100,979

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at 127,057
above the 5 yr OCT average of 100,979

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	3	6.25%	28,900	40,450	26,400	50,000	0
\$40,001 \$60,000	4	8.33%	51,363	60,500	61,817	0	0
\$60,001 \$80,000	8	16.67%	71,663	68,500	80,475	79,900	0
\$80,001 \$140,000	15	31.25%	108,080	88,500	114,018	95,000	0
\$140,001 \$160,000	4	8.33%	152,925	0	155,520	0	0
\$160,001 \$210,000	10	20.83%	182,590	168,000	177,520	197,250	0
\$210,001 and up	4	8.33%	293,625	225,000	237,450	342,250	0
Average List Price			127,057	93,378	123,577	186,271	0
Total Closed Units		100%	127,057	9	32	7	
Total Closed Volume			6,098,750	840.40K	3.95M	1.30M	0.00B

October 2018



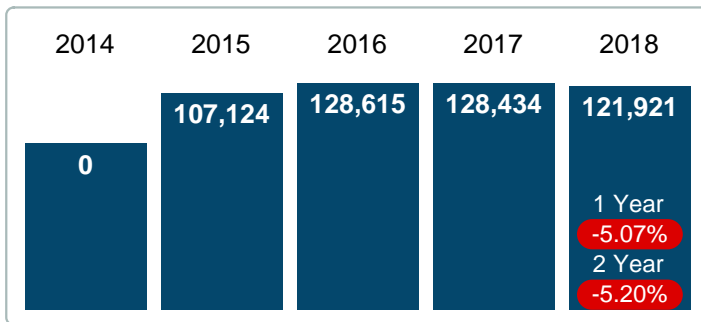
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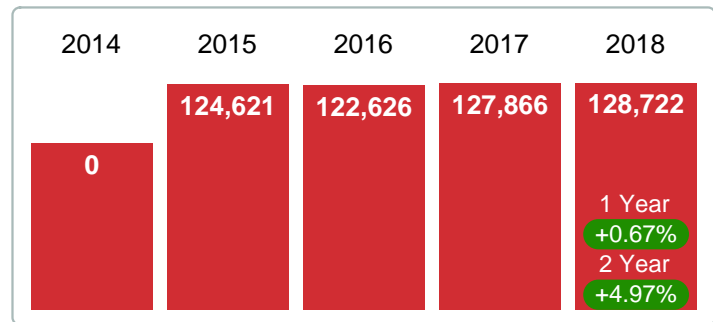
AVERAGE SOLD PRICE AT CLOSING

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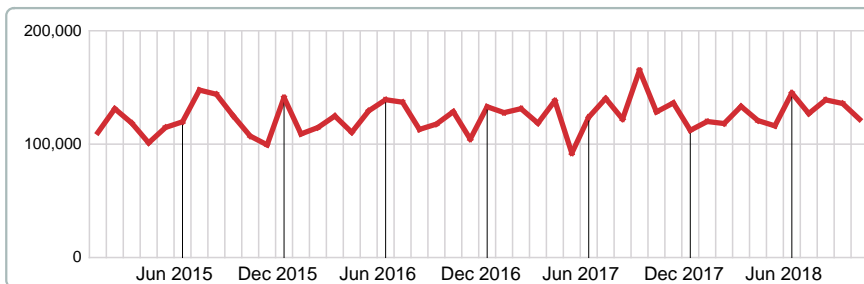
OCTOBER



YEAR TO DATE (YTD)



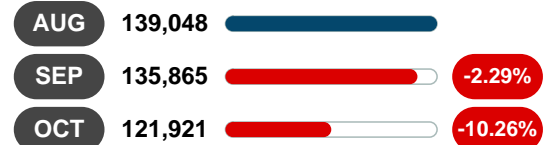
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 97,219

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

Average Sold Price at Closing this month at 121,921
above the 5 yr OCT average of 97,219

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	10.42%	29,300	34,500	19,250	39,000	0
\$40,001 \$60,000	5	10.42%	55,800	56,750	55,167	0	0
\$60,001 \$80,000	6	12.50%	73,900	68,000	73,875	79,900	0
\$80,001 \$140,000	14	29.17%	106,100	86,000	110,764	95,000	0
\$140,001 \$160,000	5	10.42%	149,000	0	149,000	0	0
\$160,001 \$210,000	8	16.67%	175,863	160,500	173,880	188,500	0
\$210,001 and up	5	10.42%	269,200	215,000	242,750	322,750	0
Average Sold Price			121,921	88,667	119,306	176,629	0
Total Closed Units		100%	121,921	9	32	7	
Total Closed Volume			5,852,200	798.00K	3.82M	1.24M	0.00B

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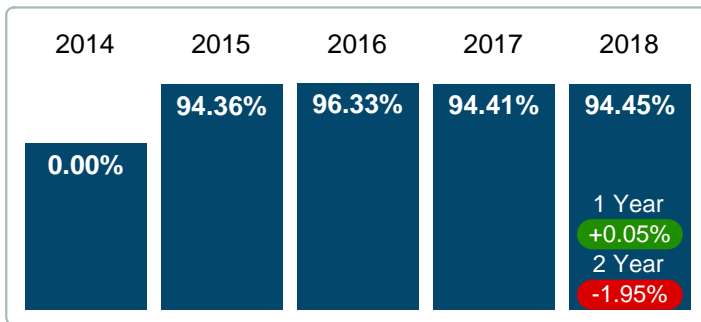
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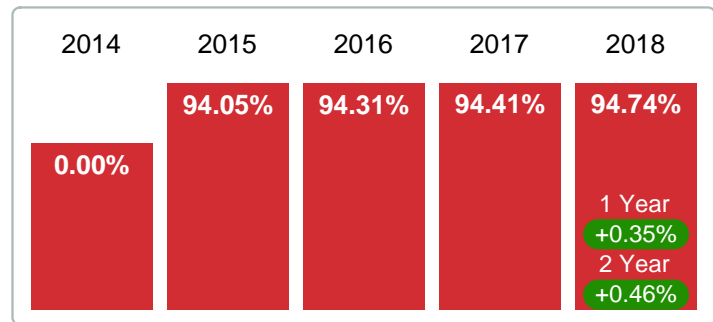
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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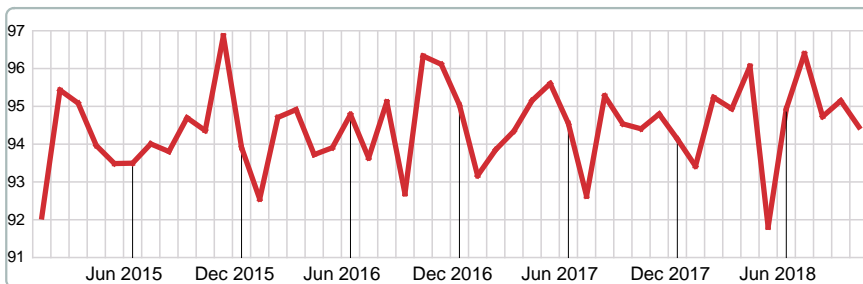
OCTOBER



YEAR TO DATE (YTD)



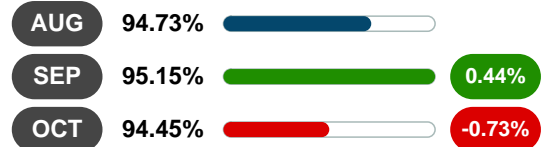
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 75.91%

High Nov 2015 96.87% Low May 2018 91.80%

Average Sold/List Ratio this month at **94.45%**
above the 5 yr OCT average of **75.91%**

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	10.42%	79.52%	85.33%	74.47%	78.00%	0.00%
\$40,001 \$60,000	5	10.42%	91.94%	94.00%	90.56%	0.00%	0.00%
\$60,001 \$80,000	6	12.50%	94.77%	99.27%	92.34%	100.00%	0.00%
\$80,001 \$140,000	14	29.17%	97.28%	97.14%	97.06%	100.00%	0.00%
\$140,001 \$160,000	5	10.42%	95.89%	0.00%	95.89%	0.00%	0.00%
\$160,001 \$210,000	8	16.67%	97.10%	95.54%	97.97%	95.69%	0.00%
\$210,001 and up	5	10.42%	97.94%	95.56%	102.75%	94.31%	0.00%
Average Sold/List Ratio		94.50%		93.70%	94.76%	94.00%	0.00%
Total Closed Units		48	100%	9	32	7	
Total Closed Volume		5,852,200		798.00K	3.82M	1.24M	0.00B

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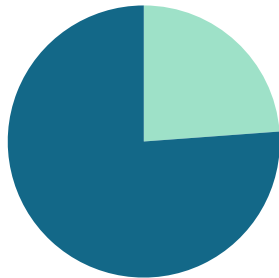
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

New Listings
51 = 23.83%

Start Inventory
163

Total Inventory
Units
214

Volume
\$31,238,941

Market Activity

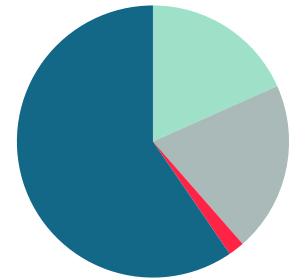
Closed Sales
48 = 18.32%

Pending Sales
53 = 20.23%

Other Off Market
5 = 1.91%

Active Inventory
156 = 59.54%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	43	48	11.63%	477	495	3.77%
Pending Sales	32	53	65.63%	481	519	7.90%
New Listings	41	51	24.39%	557	562	0.90%
Average List Price	132,910	127,057	-4.40%	133,875	134,660	0.59%
Average Sale Price	128,434	121,921	-5.07%	127,866	128,722	0.67%
Average Percent of Selling Price to List Price	94.41%	94.45%	0.05%	94.41%	94.74%	0.35%
Average Days on Market to Sale	172.26	105.21	-38.92%	128.04	136.75	6.80%
Monthly Inventory	171	156	-8.77%	171	156	-8.77%
Months Supply of Inventory	3.72	3.32	-10.71%	3.72	3.32	-10.71%

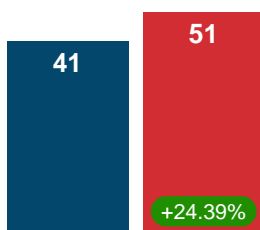
Absorption: Last 12 months, an Average of **47** Sales/MonthInventory on October 31, 2018 = **156**

2017	2018
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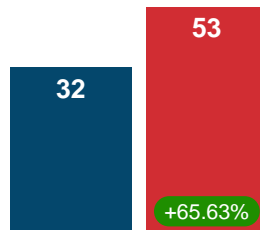
OCTOBER MARKET

AVERAGE PRICES

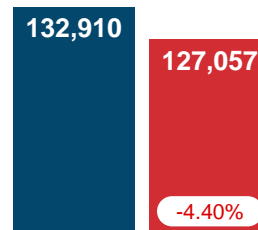
New Listings



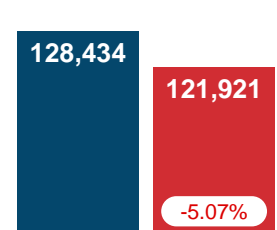
Pending Listings



List Price



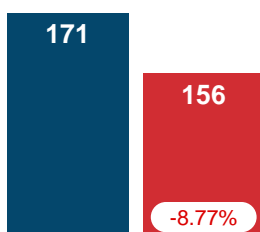
Sale Price



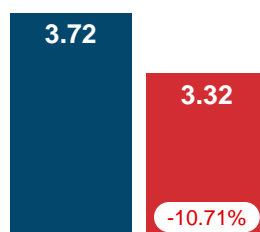
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

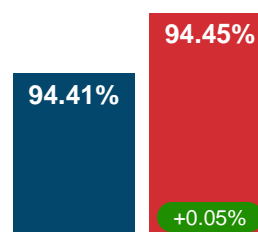
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

