

October 2018



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

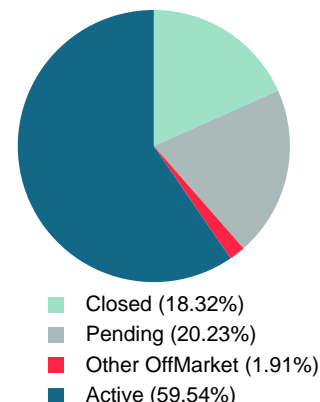


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	122,000	116,200	-4.75%
Median Sale Price	122,000	113,750	-6.76%
Median Percent of Selling Price to List Price	97.12%	95.55%	-1.62%
Median Days on Market to Sale	149.00	83.50	-43.96%
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.

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 **6.76%** in October 2018 to \$113,750 versus the previous year at \$122,000.

Median Days on Market Shortens

The median number of **83.50** days that homes spent on the market before selling decreased by 65.50 days or **43.96%** in October 2018 compared to last year's same month at **149.00** DOM.

Sales Success for October 2018 is Positive

Overall, with Median 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

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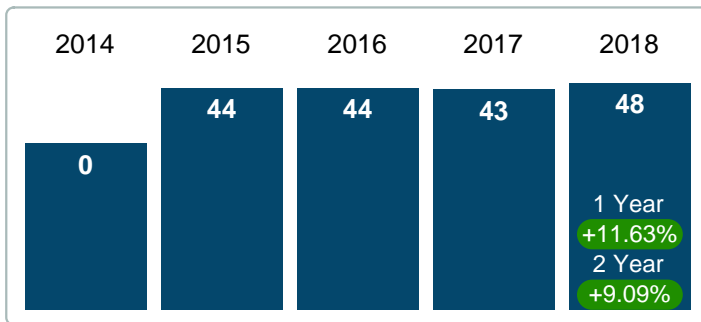
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



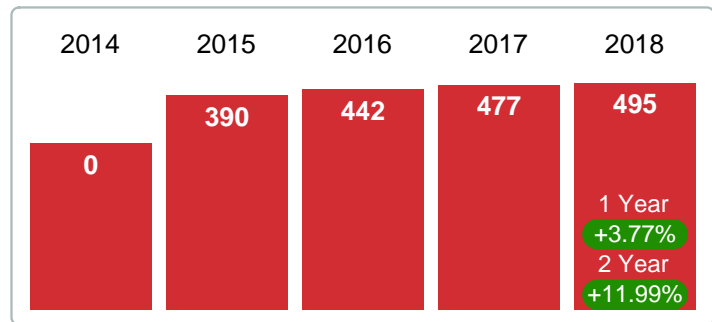
CLOSED LISTINGS

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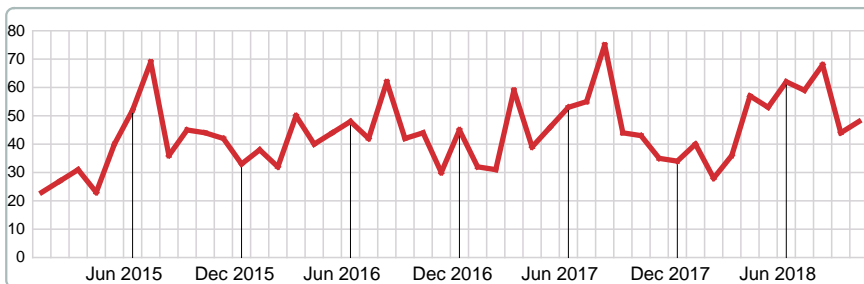
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36

High Aug 2017 75 Low Apr 2015 23

Closed Listings this month at 48
above the 5 yr OCT average of 36

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	10.42%	120.0	2	2	1	0
\$40,001 \$60,000	5	10.42%	74.0	2	3	0	0
\$60,001 \$80,000	6	12.50%	83.0	1	4	1	0
\$80,001 \$140,000	14	29.17%	73.5	2	11	1	0
\$140,001 \$160,000	5	10.42%	91.0	0	5	0	0
\$160,001 \$210,000	8	16.67%	61.0	1	5	2	0
\$210,001 and up	5	10.42%	115.0	1	2	2	0
Total Closed Units	48			9	32	7	0
Total Closed Volume	5,852,200	100%	83.5	798.00K	3.82M	1.24M	0.00B
Median Closed Price	\$113,750			\$68,000	\$118,700	\$185,000	\$0

Contact: MLS Technology Inc.

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October 2018



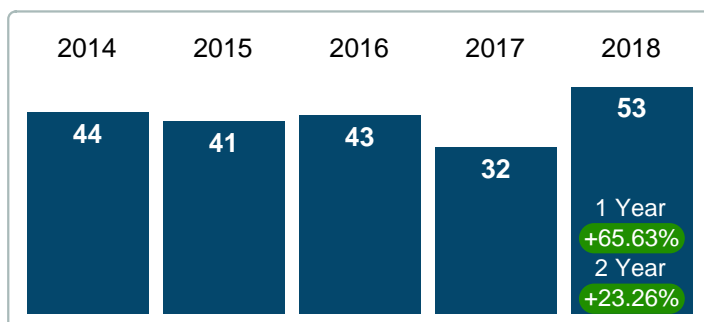
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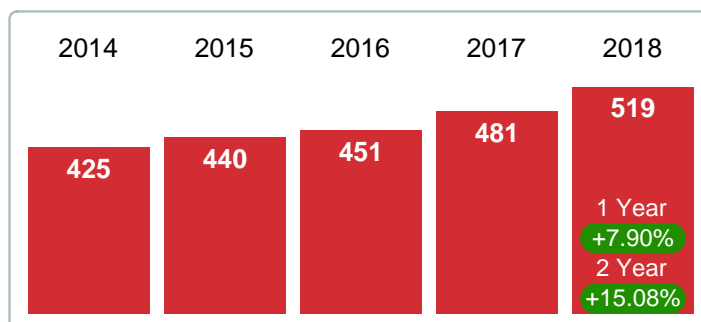
PENDING LISTINGS

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

OCTOBER



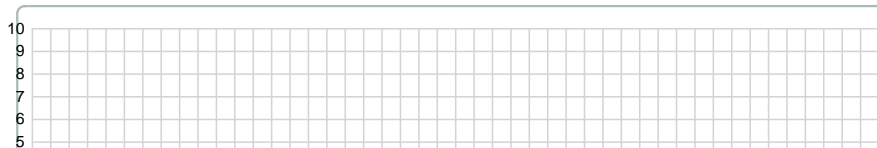
YEAR TO DATE (YTD)



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7		13.21%	69.0	5	2	0	0
\$40,001 - \$70,000	4		7.55%	60.0	1	3	0	0
\$70,001 - \$100,000	5		9.43%	75.0	1	4	0	0
\$100,001 - \$160,000	16		30.19%	38.0	1	14	1	0
\$160,001 - \$190,000	9		16.98%	49.0	1	8	0	0
\$190,001 - \$260,000	6		11.32%	19.5	1	4	1	0
\$260,001 and up	6		11.32%	93.0	0	1	5	0
Total Pending Units			53		10	36	7	0
Total Pending Volume			8,007,390	100%	828.80K	4.87M	2.31M	0.00B
Median Listing Price			\$129,900		\$42,500	\$124,750	\$335,000	\$0

October 2018



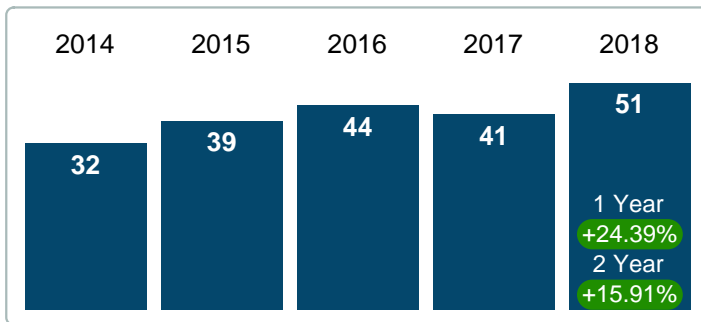
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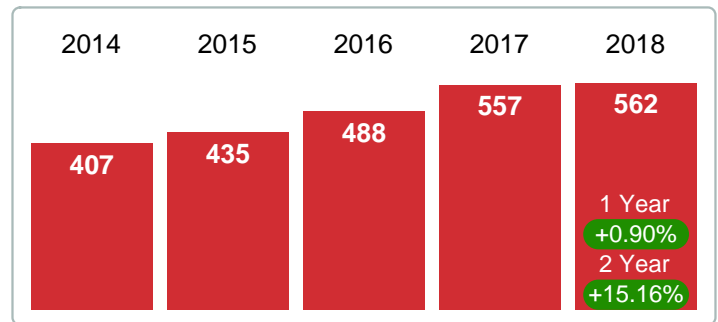
NEW LISTINGS

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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

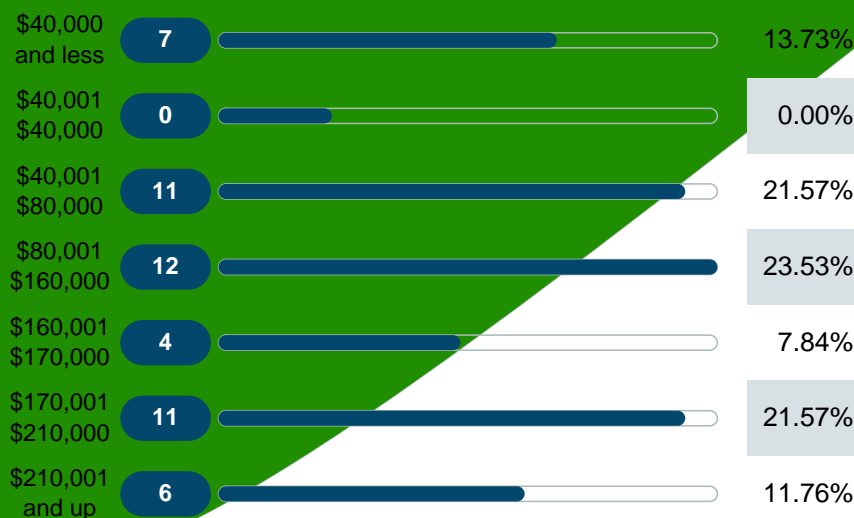
OCT 0

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%
Median New Listed Listing Price	\$109,900	

11	36	4	0
706.20K	4.66M	1.19M	0.00B
\$45,000	\$147,400	\$289,950	\$0

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October 2018



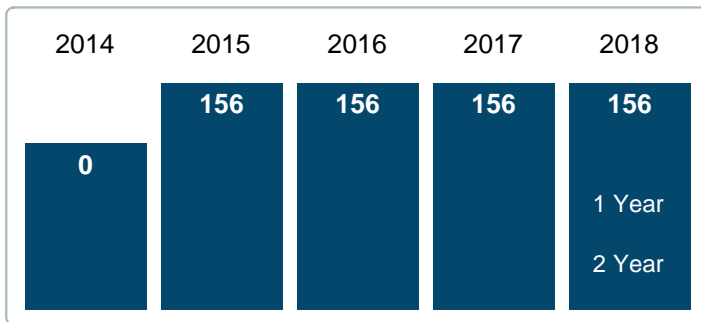
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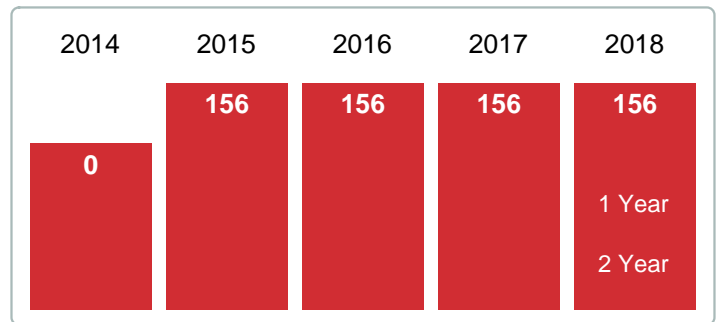
ACTIVE INVENTORY

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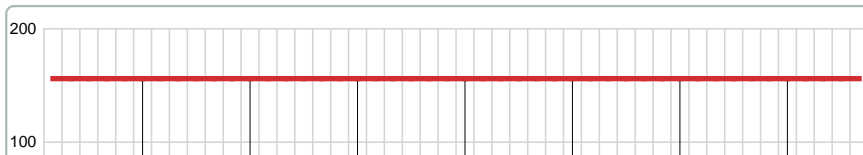
END OF OCTOBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14		8.97%	103.0	8	6	0	0
\$40,001 \$60,000	17		10.90%	47.0	7	10	0	0
\$60,001 \$90,000	25		16.03%	85.0	5	19	1	0
\$90,001 \$150,000	41		26.28%	105.0	10	23	7	1
\$150,001 \$170,000	17		10.90%	93.0	1	13	3	0
\$170,001 \$250,000	26		16.67%	105.5	3	19	3	1
\$250,001 and up	16		10.26%	82.5	0	5	11	0
Total Active Inventory by Units			156		34	95	25	2
Total Active Inventory by Volume			22,334,851	100%	2.74M	13.09M	6.15M	349.80K
Median Active Inventory Listing Price			\$119,250		\$82,450	\$125,500	\$248,000	\$174,900

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October 2018



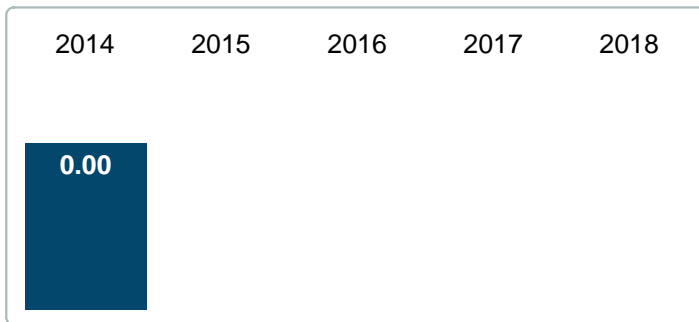
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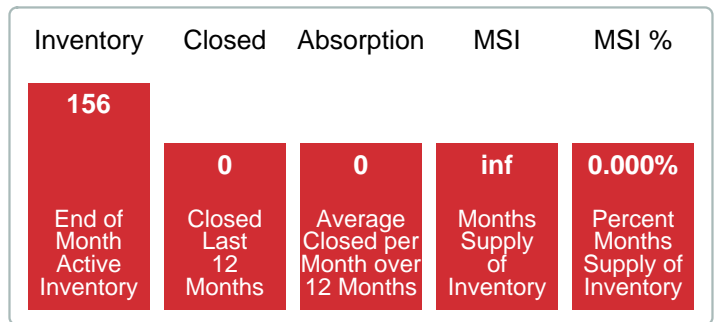
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



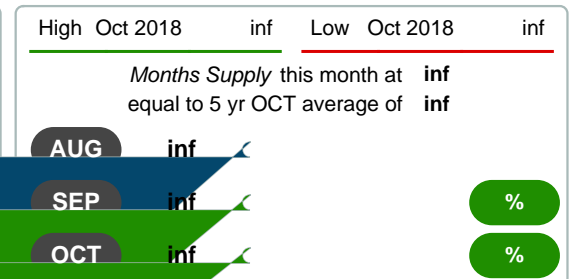
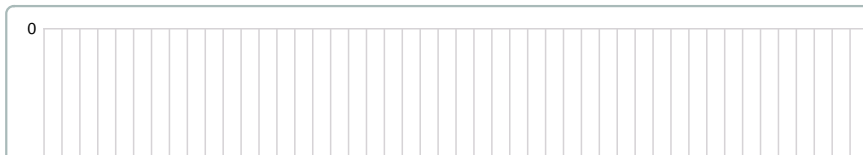
INDICATORS FOR OCTOBER 2018



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

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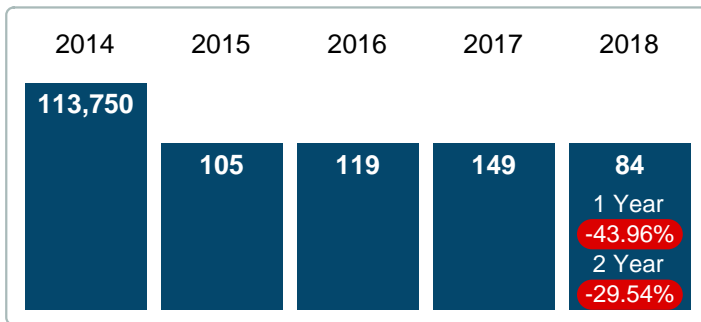
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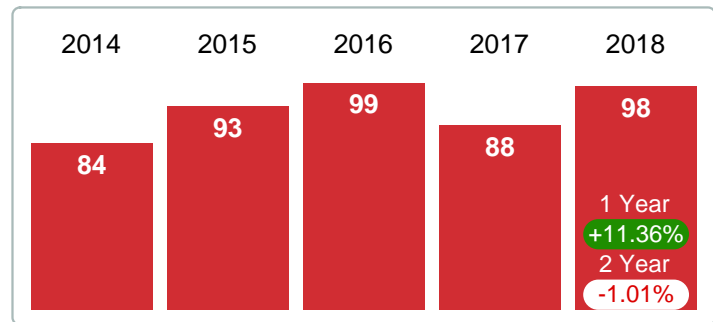
MEDIAN DAYS ON MARKET TO SALE

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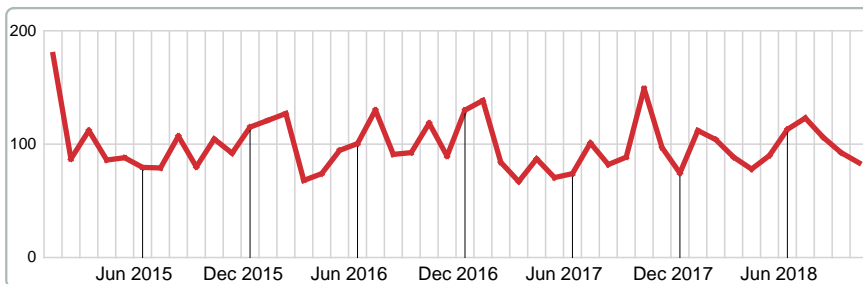
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 22,841

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 84
below the 5 yr OCT average of 22,841

AUG	106		
SEP	93		-12.74%
OCT	84		-9.73%

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	5	10.42%	120	195	127	83	0
\$40,001 - \$60,000	5	10.42%	74	79	74	0	0
\$60,001 - \$80,000	6	12.50%	83	130	58	106	0
\$80,001 - \$140,000	14	29.17%	74	62	73	160	0
\$140,001 - \$160,000	5	10.42%	91	0	91	0	0
\$160,001 - \$210,000	8	16.67%	61	138	52	123	0
\$210,001 and up	5	10.42%	115	30	148	96	0
Median Closed DOM			84	105	71	106	0
Total Closed Units		100%	83.5	9	32	7	
Total Closed Volume			5,852,200	798.00K	3.82M	1.24M	0.00B

October 2018



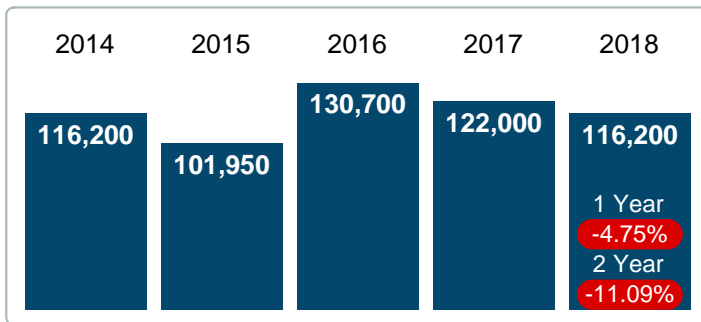
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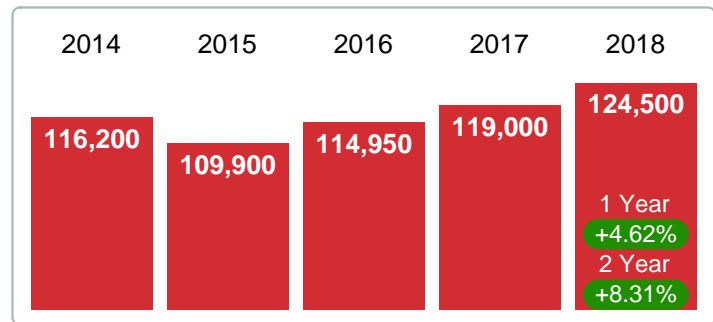
MEDIAN LIST PRICE AT CLOSING

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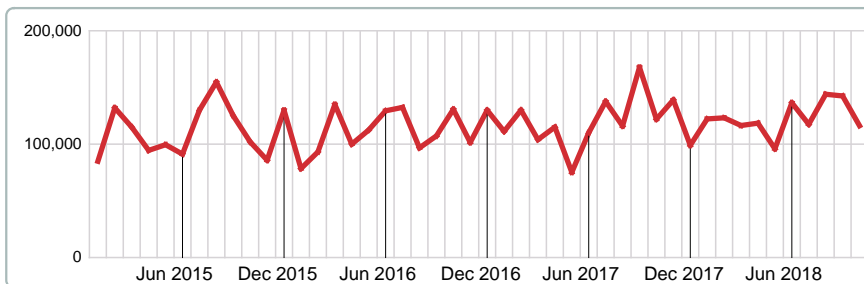
OCTOBER



YEAR TO DATE (YTD)



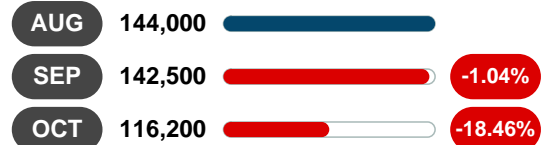
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 117,410

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at 116,200
below the 5 yr OCT average of 117,410

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	3	6.25%	33,900	33,900	26,400	0	0
\$40,001 \$60,000	4	8.33%	49,975	52,750	49,950	50,000	0
\$60,001 \$80,000	8	16.67%	72,750	65,500	73,500	79,900	0
\$80,001 \$140,000	15	31.25%	113,500	88,500	116,200	95,000	0
\$140,001 \$160,000	4	8.33%	154,400	0	154,400	0	0
\$160,001 \$210,000	10	20.83%	179,900	168,000	174,900	197,250	0
\$210,001 and up	4	8.33%	300,000	225,000	265,000	342,250	0
Median List Price			116,200	68,500	121,000	188,000	0
Total Closed Units		100%	116,200	9	32	7	
Total Closed Volume			6,098,750	840.40K	3.95M	1.30M	0.00B

October 2018



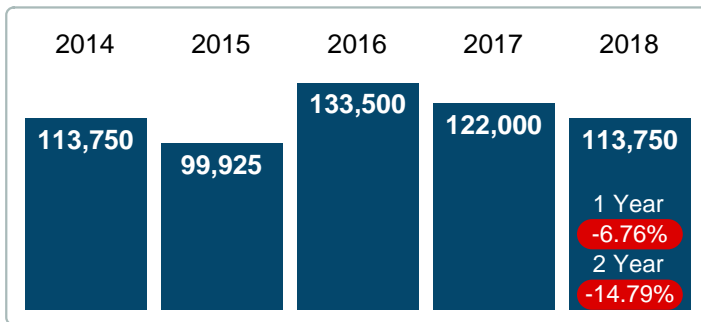
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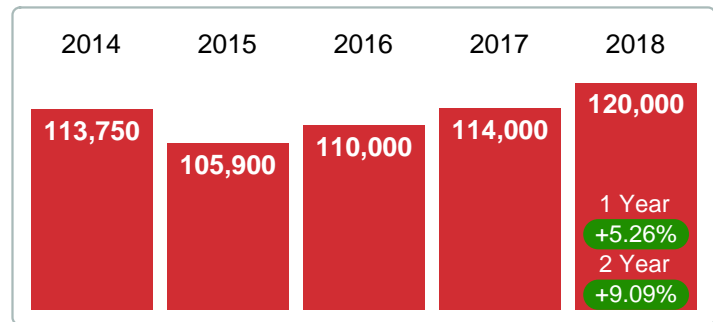
MEDIAN SOLD PRICE AT CLOSING

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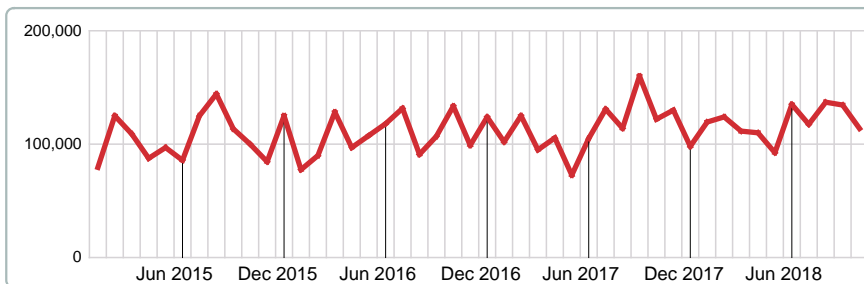
OCTOBER



YEAR TO DATE (YTD)



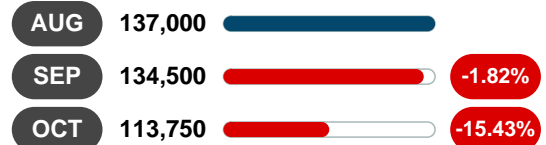
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 116,585

High Sep 2017 160,000 Low May 2017 72,750

Median Sold Price at Closing this month at 113,750
below the 5 yr OCT average of 116,585

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	10.42%	29,000	34,500	19,250	39,000	0
\$40,001 to \$60,000	5	10.42%	55,000	56,750	53,500	0	0
\$60,001 to \$80,000	6	12.50%	73,250	68,000	73,250	79,900	0
\$80,001 to \$140,000	14	29.17%	104,250	86,000	114,000	95,000	0
\$140,001 to \$160,000	5	10.42%	150,000	0	150,000	0	0
\$160,001 to \$210,000	8	16.67%	177,250	160,500	176,000	188,500	0
\$210,001 and up	5	10.42%	260,500	215,000	242,750	322,750	0
Median Sold Price			113,750	68,000	118,700	185,000	0
Total Closed Units		100%	113,750	9	32	7	
Total Closed Volume			5,852,200	798.00K	3.82M	1.24M	0.00B

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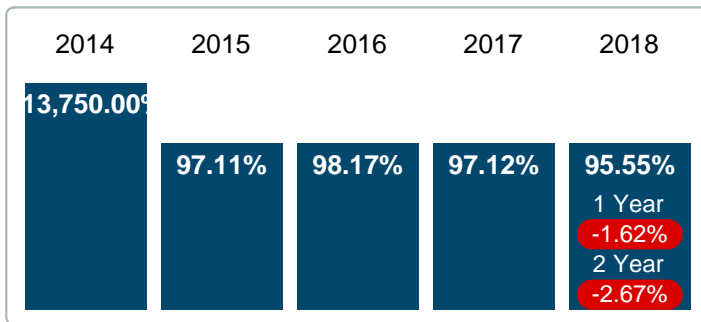
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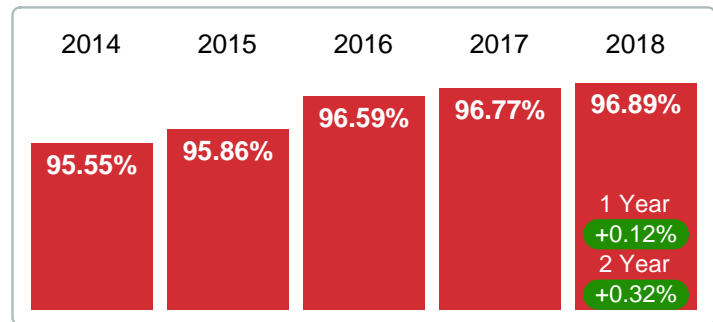
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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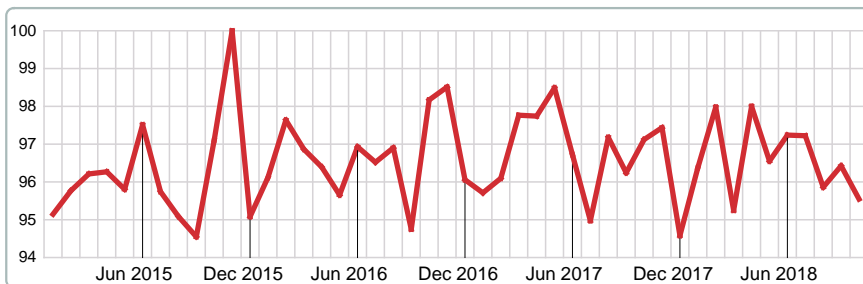
OCTOBER



YEAR TO DATE (YTD)



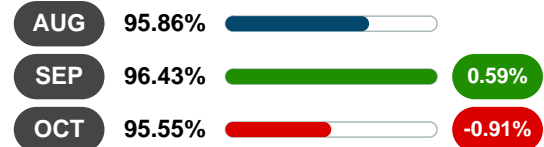
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 22,827.59%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at 95.55%
below the 5 yr OCT average of 22,827.59%

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	10.42%	78.00%	85.33%	74.47%	78.00%	0.00%
\$40,001 \$60,000	5	10.42%	88.00%	94.00%	84.25%	0.00%	0.00%
\$60,001 \$80,000	6	12.50%	97.35%	99.27%	92.58%	100.00%	0.00%
\$80,001 \$140,000	14	29.17%	100.00%	97.14%	100.00%	100.00%	0.00%
\$140,001 \$160,000	5	10.42%	94.73%	0.00%	94.73%	0.00%	0.00%
\$160,001 \$210,000	8	16.67%	97.37%	95.54%	97.63%	95.69%	0.00%
\$210,001 and up	5	10.42%	95.56%	95.56%	102.75%	94.31%	0.00%
Median Sold/List Ratio		95.55%		95.54%	97.33%	94.78%	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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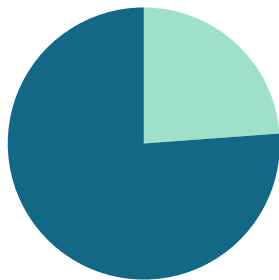
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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

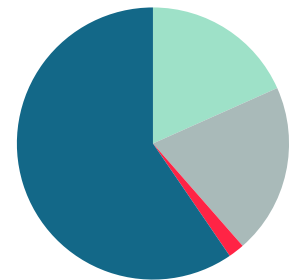
Closed Sales
48 = 18.32%

Pending Sales
53 = 20.23%

Other Off Market
5 = 1.91%

Active Inventory
156 = 59.54%

MARKET ACTIVITY



Compared Metrics	2017	October 2018	+/-%	Year to Date 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%
Median List Price	122,000	116,200	-4.75%	119,000	124,500	4.62%
Median Sale Price	122,000	113,750	-6.76%	114,000	120,000	5.26%
Median Percent of Selling Price to List Price	97.12%	95.55%	-1.62%	96.77%	96.89%	0.12%
Median Days on Market to Sale	149.00	83.50	-43.96%	88.00	98.00	11.36%
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%

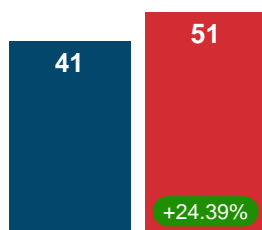
Absorption: Last 12 months, an Average of **47** Sales/MonthInventory on October 31, 2018 = **156**

2017	2018
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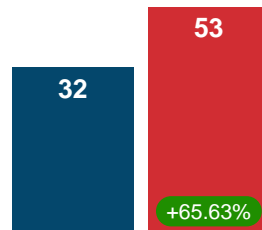
OCTOBER MARKET

MEDIAN PRICES

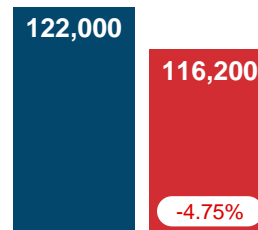
New Listings



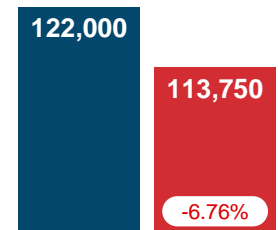
Pending Listings



List Price



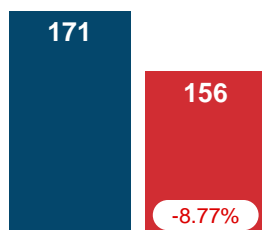
Sale Price



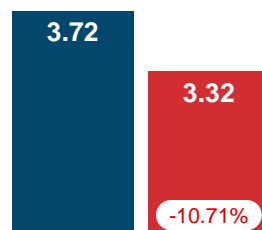
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

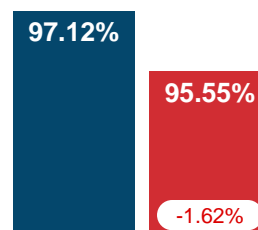
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

