

# October 2018



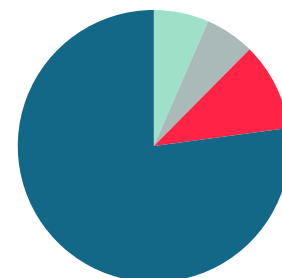
Area Delimited by County Of Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                               | 2017    | October 2018 | +/-%    |
|--|---------|--------------|---------|
| Closed Listings                                | 14      | 10           | -28.57% |
| Pending Listings                               | 8       | 9            | 12.50%  |
| New Listings                                   | 20      | 28           | 40.00%  |
| Average List Price                             | 158,489 | 95,960       | -39.45% |
| Average Sale Price                             | 146,893 | 86,480       | -41.13% |
| Average Percent of Selling Price to List Price | 92.49%  | 93.61%       | 1.21%   |
| Average Days on Market to Sale                 | 82.93   | 40.70        | -50.92% |
| End of Month Inventory                         | 98      | 118          | 20.41%  |
| Months Supply of Inventory                     | 11.42   | 11.51        | 0.83%   |



■ Closed (6.54%)  
■ Pending (5.88%)  
■ Other OffMarket (10.46%)  
■ Active (77.12%)

**Absorption:** Last 12 months, an Average of **10** Sales/Month  
**Active Inventory** as of October 31, 2018 = **118**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2018 rose **20.41%** to 118 existing homes available for sale. Over the last 12 months this area has had an average of 10 closed sales per month. This represents an unsold inventory index of **11.51** 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 **41.13%** in October 2018 to \$86,480 versus the previous year at \$146,893.

#### Average Days on Market Shortens

The average number of **40.70** days that homes spent on the market before selling decreased by 42.23 days or **50.92%** in October 2018 compared to last year's same month at **82.93** 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 28 New Listings in October 2018, up **40.00%** from last year at 20. Furthermore, there were 10 Closed Listings this month versus last year at 14, a **-28.57%** decrease.

Closed versus Listed trends yielded a **35.7%** ratio, down from previous year's, October 2017, at **70.0%**, a **48.98%** downswing. This will certainly create pressure on an increasing 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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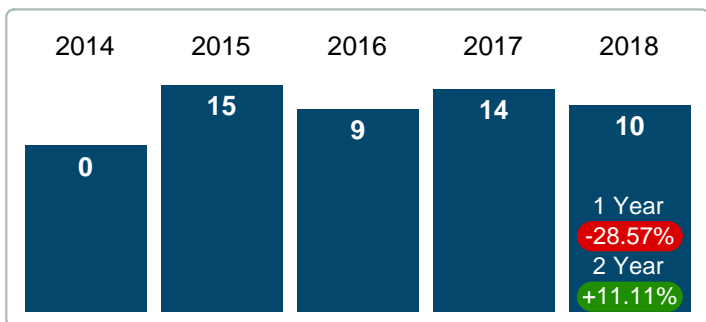
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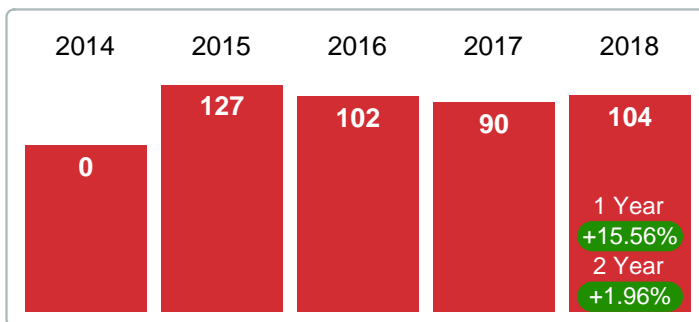
## CLOSED LISTINGS

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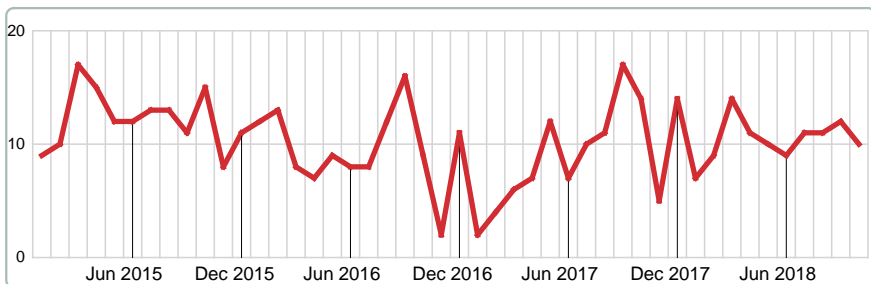
### OCTOBER



### YEAR TO DATE (YTD)

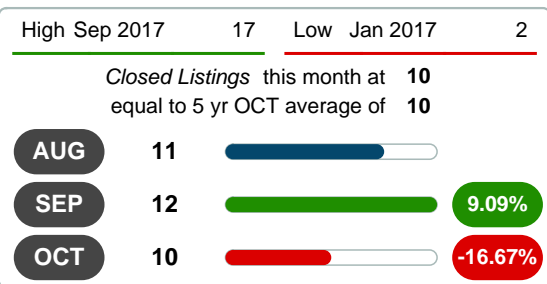


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 10



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                 | %           | AVDOM       | 1-2 Beds        | 3 Beds          | 4 Beds          | 5+ Beds      |
|--|-----------------|-------------|-------------|-----------------|-----------------|-----------------|--------------|
| \$30,000 and less                              | 1               | 10.00%      | 20.0        | 0               | 1               | 0               | 0            |
| \$30,001 - \$50,000                            | 2               | 20.00%      | 12.5        | 1               | 1               | 0               | 0            |
| \$50,001 - \$60,000                            | 0               | 0.00%       | 0.0         | 0               | 0               | 0               | 0            |
| \$60,001 - \$100,000                           | 4               | 40.00%      | 39.0        | 1               | 2               | 1               | 0            |
| \$100,001 - \$110,000                          | 0               | 0.00%       | 0.0         | 0               | 0               | 0               | 0            |
| \$110,001 - \$180,000                          | 2               | 20.00%      | 65.0        | 0               | 2               | 0               | 0            |
| \$180,001 and up                               | 1               | 10.00%      | 76.0        | 0               | 1               | 0               | 0            |
| <b>Total Closed Units</b>                      | <b>10</b>       |             |             | <b>2</b>        | <b>7</b>        | <b>1</b>        | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>864,800</b>  | <b>100%</b> | <b>40.7</b> | <b>132.00K</b>  | <b>652.40K</b>  | <b>80.40K</b>   | <b>0.00B</b> |
| <b>Average Closed Price</b>                    | <b>\$86,480</b> |             |             | <b>\$66,000</b> | <b>\$93,200</b> | <b>\$80,400</b> | <b>\$0</b>   |

# October 2018



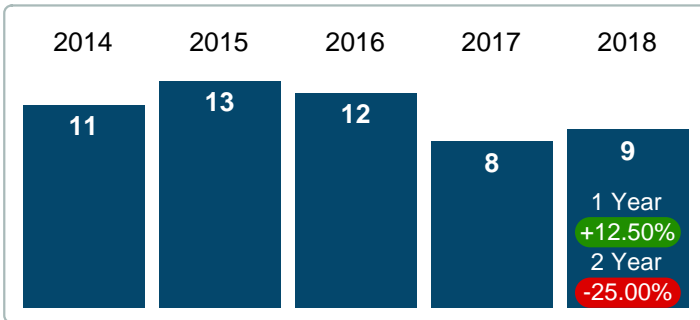
Area Delimited by County Of Sequoyah - Residential Property Type



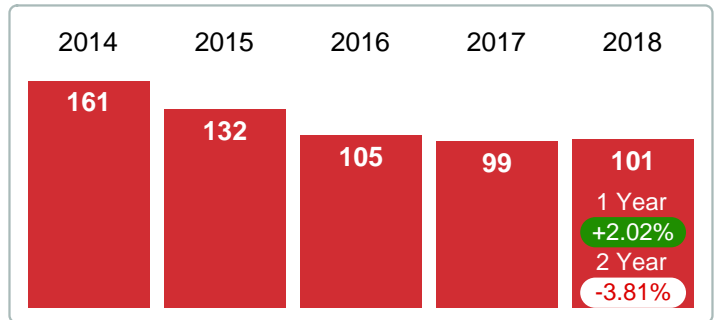
## PENDING LISTINGS

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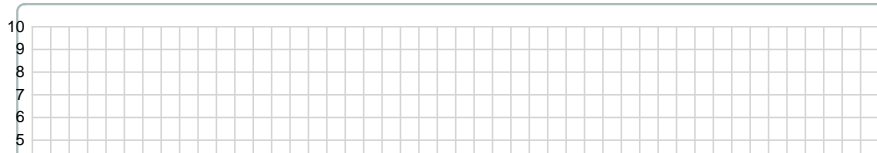
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 11

High Oct 2018: 0 | Low Oct 2018: 0

Pending Listings this month at **9**  
 below the 5 yr OCT average of **11**

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      |
|---|-----------------|-------------|-------------|------------------|-----------------|--------------|--------------|
| \$40,000 and less                               | 0               | 0.00%       | 0.0         | 0                | 0               | 0            | 0            |
| \$40,001 - \$50,000                             | 1               | 11.11%      | 174.0       | 0                | 1               | 0            | 0            |
| \$50,001 - \$60,000                             | 2               | 22.22%      | 81.0        | 0                | 2               | 0            | 0            |
| \$60,001 - \$110,000                            | 3               | 33.33%      | 41.0        | 0                | 3               | 0            | 0            |
| \$110,001 - \$120,000                           | 0               | 0.00%       | 0.0         | 0                | 0               | 0            | 0            |
| \$120,001 - \$200,000                           | 2               | 22.22%      | 30.5        | 1                | 1               | 0            | 0            |
| \$200,001 and up                                | 1               | 11.11%      | 76.0        | 0                | 1               | 0            | 0            |
| <b>Total Pending Units</b>                      | <b>9</b>        |             |             | <b>1</b>         | <b>8</b>        | <b>0</b>     | <b>0</b>     |
| <b>Total Pending Volume</b>                     | <b>891,300</b>  | <b>100%</b> | <b>66.2</b> | <b>150.00K</b>   | <b>741.30K</b>  | <b>0.00B</b> | <b>0.00B</b> |
| <b>Average Listing Price</b>                    | <b>\$99,033</b> |             |             | <b>\$150,000</b> | <b>\$92,663</b> | <b>\$0</b>   | <b>\$0</b>   |

# October 2018



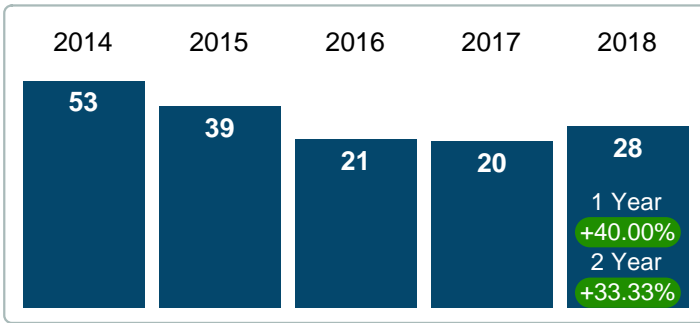
Area Delimited by County Of Sequoyah - Residential Property Type



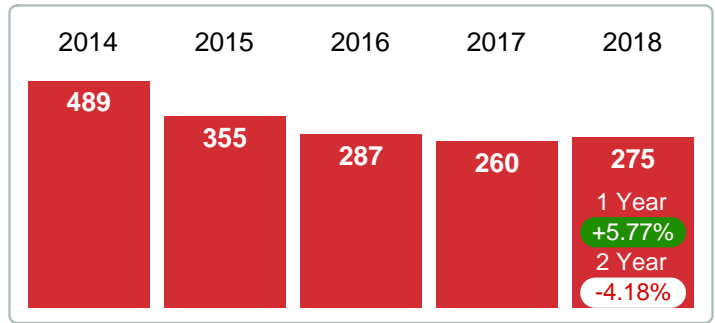
## NEW LISTINGS

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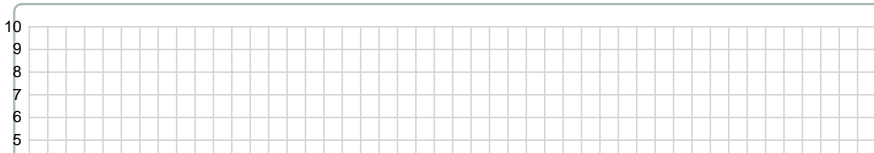
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 32

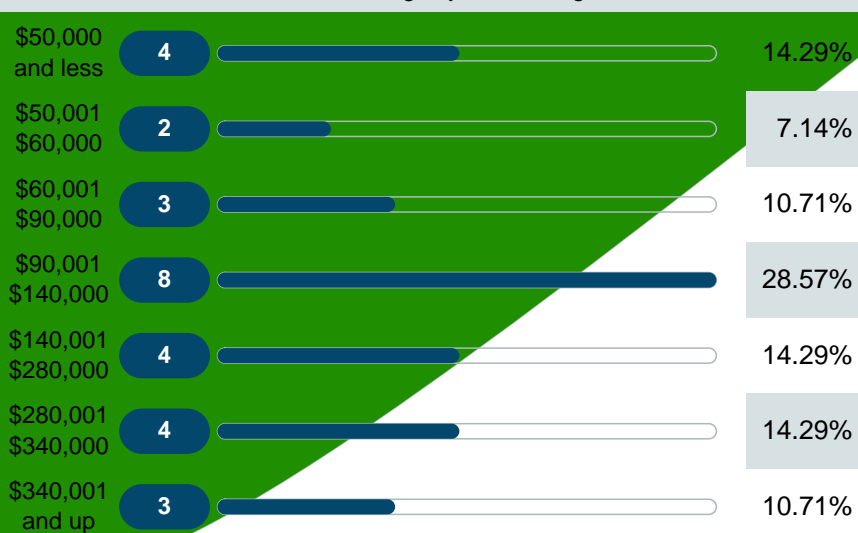
High Oct 2018 0 Low Oct 2018 0

New Listings this month at 28  
below the 5 yr OCT average of 32

AUG 0  
SEP 0  
OCT 0

nan%  
nan%

### Distribution of New Listings by Price Range



### Bedroom Distribution

|                       | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|-----------------------|----------|--------|--------|---------|
| \$50,000 and less     | 2        | 2      | 0      | 0       |
| \$50,001 - \$60,000   | 1        | 1      | 0      | 0       |
| \$60,001 - \$90,000   | 0        | 3      | 0      | 0       |
| \$90,001 - \$140,000  | 3        | 5      | 0      | 0       |
| \$140,001 - \$280,000 | 1        | 1      | 1      | 1       |
| \$280,001 - \$340,000 | 0        | 0      | 4      | 0       |
| \$340,001 and up      | 0        | 1      | 2      | 0       |

|                                  |           |      |
|----------------------------------|-----------|------|
| Total New Listed Units           | 28        |      |
| Total New Listed Volume          | 4,802,645 | 100% |
| Average New Listed Listing Price | \$93,414  |      |

|  |          |           |           |           |
|--|----------|-----------|-----------|-----------|
|  | 7        | 13        | 7         | 1         |
|  | 602.15K  | 1.50M     | 2.55M     | 149.90K   |
|  | \$86,021 | \$115,607 | \$363,957 | \$149,900 |

# October 2018



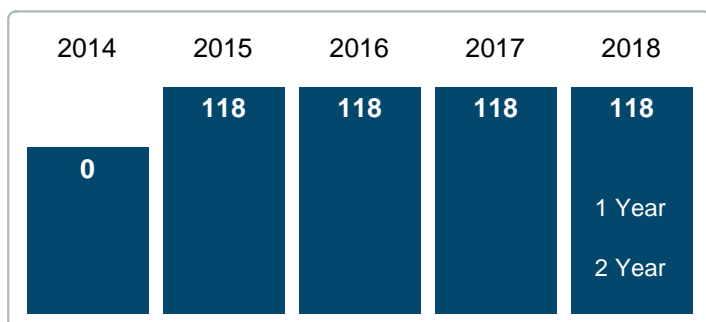
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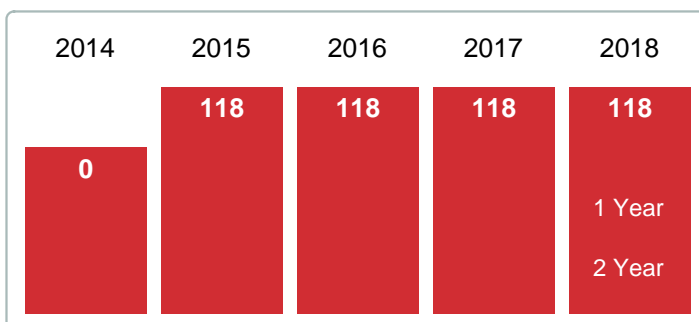
## ACTIVE INVENTORY

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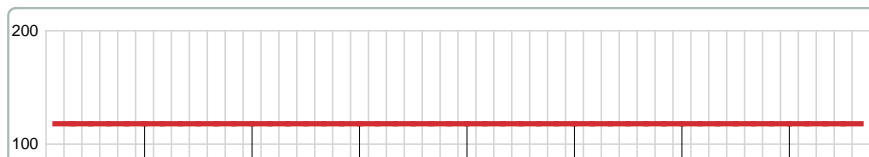
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 94

High Oct 2018 118 Low Oct 2018 118

Inventory this month at 118  
above the 5 yr OCT average of 94

AUG 118  
SEP 118  
OCT 118

0.00%

0.00%

| Distribution of Inventory by Price Range      |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less                             | 1                 | 0.85%       | 5.0         | 1                | 0                | 0                | 0                |
| \$25,001 - \$50,000                           | 17                | 14.41%      | 81.4        | 6                | 10               | 1                | 0                |
| \$50,001 - \$75,000                           | 15                | 12.71%      | 84.3        | 6                | 9                | 0                | 0                |
| \$75,001 - \$175,000                          | 43                | 36.44%      | 87.8        | 7                | 30               | 5                | 1                |
| \$175,001 - \$250,000                         | 13                | 11.02%      | 71.6        | 1                | 5                | 7                | 0                |
| \$250,001 - \$425,000                         | 17                | 14.41%      | 64.7        | 3                | 5                | 6                | 3                |
| \$425,001 and up                              | 12                | 10.17%      | 63.2        | 1                | 3                | 6                | 2                |
| <b>Total Active Inventory by Units</b>        | <b>118</b>        |             |             | <b>25</b>        | <b>62</b>        | <b>25</b>        | <b>6</b>         |
| <b>Total Active Inventory by Volume</b>       | <b>22,876,055</b> | <b>100%</b> | <b>78.1</b> | <b>3.68M</b>     | <b>8.92M</b>     | <b>7.35M</b>     | <b>2.93M</b>     |
| <b>Average Active Inventory Listing Price</b> | <b>\$193,865</b>  |             |             | <b>\$147,110</b> | <b>\$143,849</b> | <b>\$294,130</b> | <b>\$487,733</b> |

# October 2018



Area Delimited by County Of Sequoyah - Residential Property Type



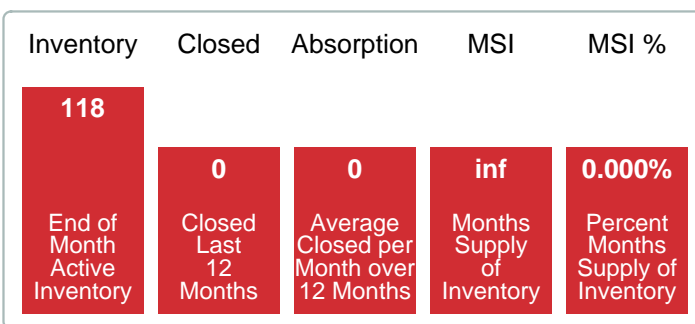
## MONTHS SUPPLY of INVENTORY (MSI)

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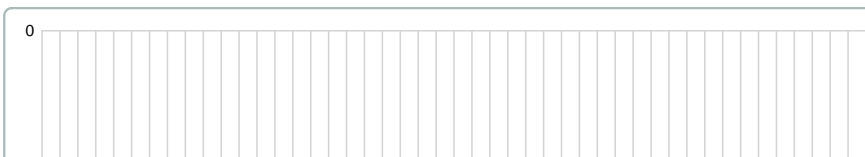
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018

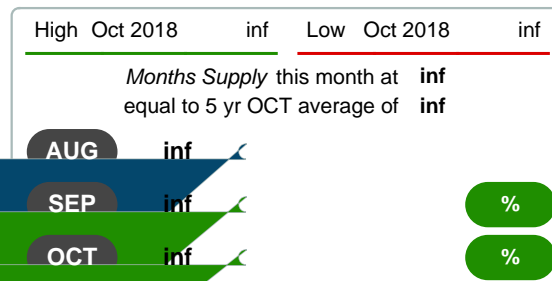


### 5 YEAR MARKET ACTIVITY TRENDS



### 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                                       | 10 | 8.47%  | 4.44   | 3.00     | 4.80   | 0.00   | 0.00    |
| \$40,001 - \$60,000                                     | 14 | 11.86% | 10.50  | 24.00    | 6.55   | 0.00   | 0.00    |
| \$60,001 - \$90,000                                     | 17 | 14.41% | 9.27   | 12.00    | 8.67   | 12.00  | 0.00    |
| \$90,001 - \$170,000                                    | 32 | 27.12% | 9.85   | 12.00    | 9.00   | 12.00  | 12.00   |
| \$170,001 - \$260,000                                   | 18 | 15.25% | 16.62  | 4.00     | 19.20  | 48.00  | 4.00    |
| \$260,001 - \$440,000                                   | 15 | 12.71% | 36.00  | 36.00    | 20.00  | 0.00   | 24.00   |
| \$440,001 and up  | 12 | 10.17% | 144.00 | 0.00     | 0.00   | 72.00  | 0.00    |
| Market Supply of Inventory (MSI)                        |    |        | 11.51  | 10.34    | 9.30   | 33.33  | 14.40   |
| Total Active Inventory by Units                         |    | 100%   | 118    | 25       | 62     | 25     | 6       |

# October 2018



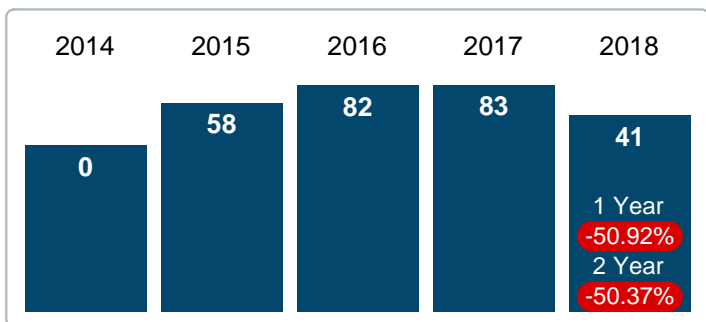
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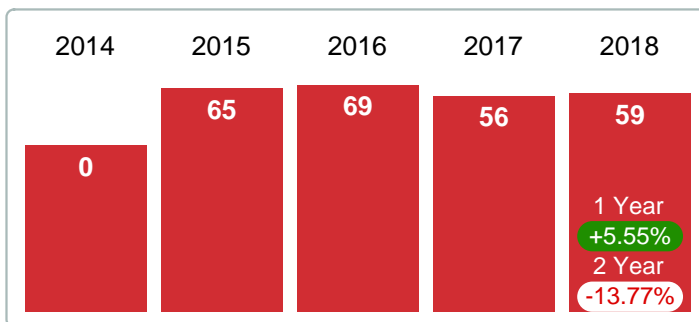
## AVERAGE DAYS ON MARKET TO SALE

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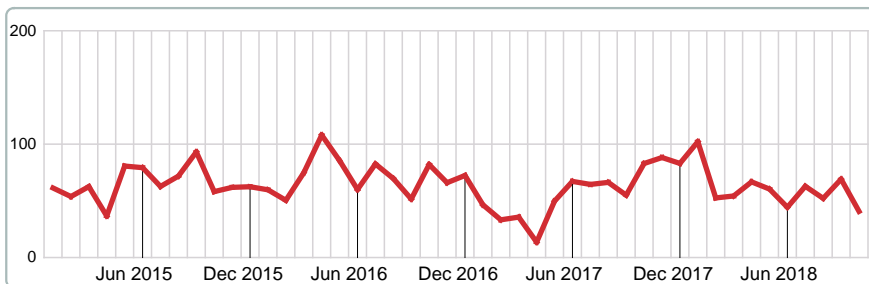
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

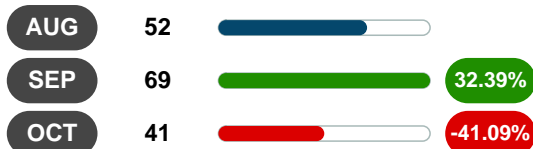


### 3 MONTHS

5 year OCT AVG = 53

High Apr 2016 108 Low Apr 2017 14

Average Days on Market to Sale this month at 41 below the 5 yr OCT average of 53



### 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      |
|---|-------------|----------------|----------------|----------------|---------------|--------------|
| \$30,000 and less   | 10.00%      | 20             | 0              | 20             | 0             | 0            |
| \$30,001 - \$50,000   | 20.00%      | 13             | 5              | 20             | 0             | 0            |
| \$50,001 - \$60,000   | 0.00%       | 0              | 0              | 0              | 0             | 0            |
| \$60,001 - \$100,000  | 40.00%      | 39             | 33             | 30             | 63            | 0            |
| \$100,001 - \$110,000   | 0.00%       | 0              | 0              | 0              | 0             | 0            |
| \$110,001 - \$180,000   | 20.00%      | 65             | 0              | 65             | 0             | 0            |
| \$180,001 and up  | 10.00%      | 76             | 0              | 76             | 0             | 0            |
| <b>Average Closed DOM</b>                                     |             | <b>41</b>      | <b>19</b>      | <b>44</b>      | <b>63</b>     | <b>0</b>     |
| <b>Total Closed Units</b>                                     | <b>100%</b> | <b>41</b>      | <b>2</b>       | <b>7</b>       | <b>1</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                    |             | <b>864,800</b> | <b>132.00K</b> | <b>652.40K</b> | <b>80.40K</b> | <b>0.00B</b> |

# October 2018



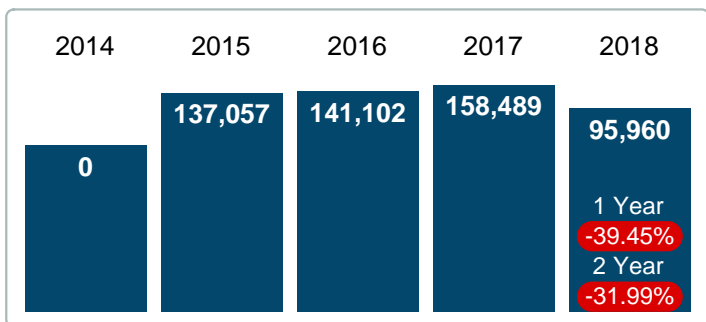
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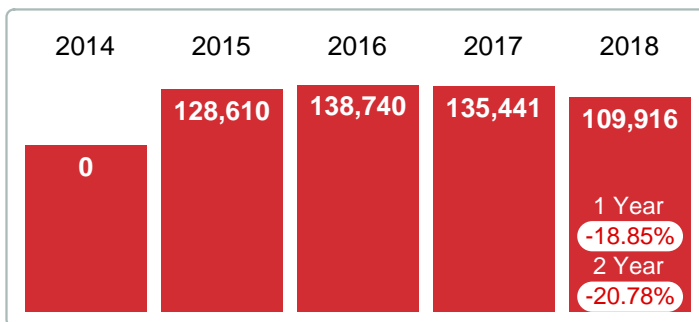
## AVERAGE LIST PRICE AT CLOSING

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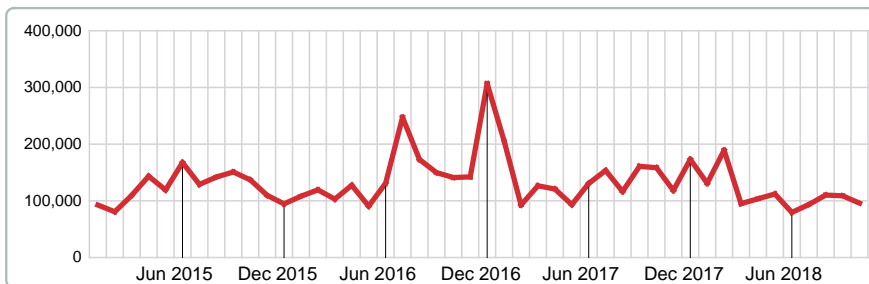
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

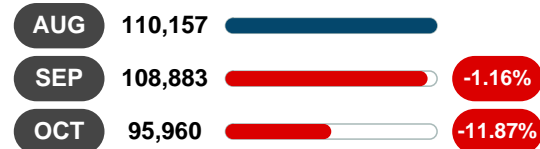


### 3 MONTHS

5 year OCT AVG = 106,522

High Dec 2016 306,800 Low Jun 2018 79,600

Average List Price at Closing this month at **95,960**  
below the 5 yr OCT average of **106,522**



### 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      |
|--|-------------|----------------|----------------|----------------|---------------|--------------|
| \$30,000 and less  | 10.00%      | 23,000         | 0              | 23,000         | 0             | 0            |
| \$30,001 - \$50,000  | 10.00%      | 35,000         | 35,000         | 65,000         | 0             | 0            |
| \$50,001 - \$60,000  | 0.00%       | 0              | 0              | 0              | 0             | 0            |
| \$60,001 - \$100,000   | 40.00%      | 72,425         | 150,000        | 72,400         | 79,900        | 0            |
| \$100,001 - \$110,000  | 0.00%       | 0              | 0              | 0              | 0             | 0            |
| \$110,001 - \$180,000  | 30.00%      | 134,300        | 0              | 126,450        | 0             | 0            |
| \$180,001 and up   | 10.00%      | 209,000        | 0              | 209,000        | 0             | 0            |
| <b>Average List Price</b>                                    |             | <b>95,960</b>  | <b>92,500</b>  | <b>99,243</b>  | <b>79,900</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>95,960</b>  | <b>2</b>       | <b>7</b>       | <b>1</b>      | <b></b>      |
| <b>Total Closed Volume</b>                                   |             | <b>959,600</b> | <b>185.00K</b> | <b>694.70K</b> | <b>79.90K</b> | <b>0.00B</b> |



# October 2018



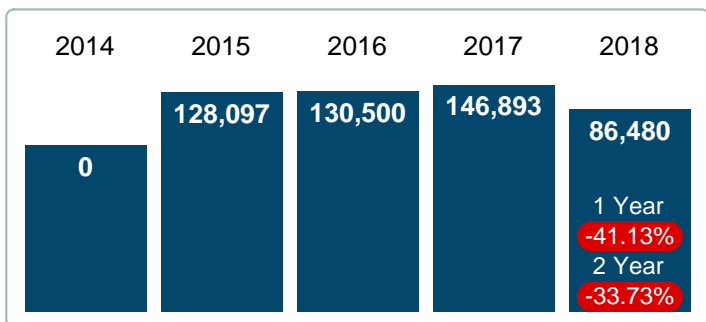
Area Delimited by County Of Sequoyah - Residential Property Type



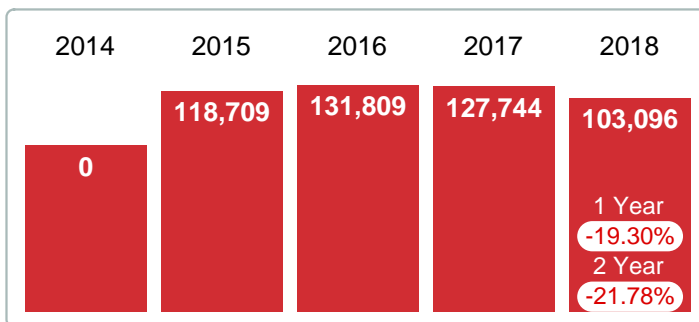
## AVERAGE SOLD PRICE AT CLOSING

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

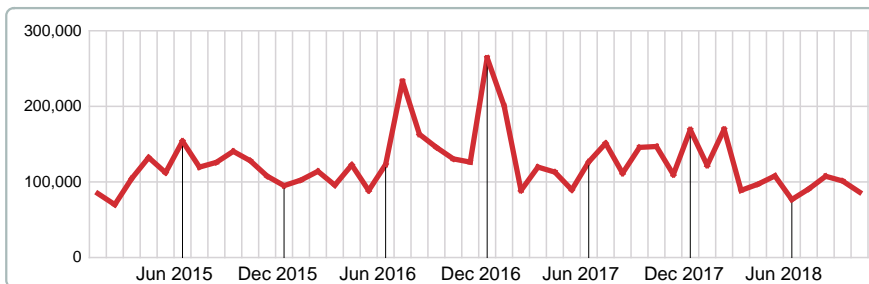
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

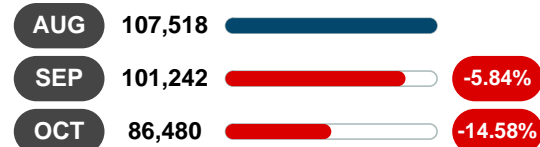


### 3 MONTHS

5 year OCT AVG = 98,394

High Dec 2016 264,127 Low Feb 2015 70,002

Average Sold Price at Closing this month at **86,480**  
below the 5 yr OCT average of **98,394**



### 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      |
|--|-------------|----------------|----------------|----------------|---------------|--------------|
| \$30,000 and less  | 10.00%      | 28,000         | 0              | 28,000         | 0             | 0            |
| \$30,001 - \$50,000  | 20.00%      | 41,000         | 32,000         | 50,000         | 0             | 0            |
| \$50,001 - \$60,000  | 0.00%       | 0              | 0              | 0              | 0             | 0            |
| \$60,001 - \$100,000   | 40.00%      | 80,075         | 100,000        | 69,950         | 80,400        | 0            |
| \$100,001 - \$110,000  | 0.00%       | 0              | 0              | 0              | 0             | 0            |
| \$110,001 - \$180,000  | 20.00%      | 124,750        | 0              | 124,750        | 0             | 0            |
| \$180,001 and up   | 10.00%      | 185,000        | 0              | 185,000        | 0             | 0            |
| <b>Average Sold Price</b>                                    |             | <b>86,480</b>  | <b>66,000</b>  | <b>93,200</b>  | <b>80,400</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>86,480</b>  | <b>2</b>       | <b>7</b>       | <b>1</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                   |             | <b>864,800</b> | <b>132.00K</b> | <b>652.40K</b> | <b>80.40K</b> | <b>0.00B</b> |

# October 2018



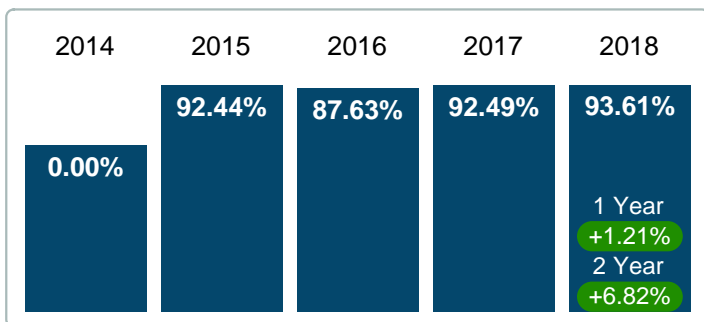
Area Delimited by County Of Sequoyah - Residential Property Type



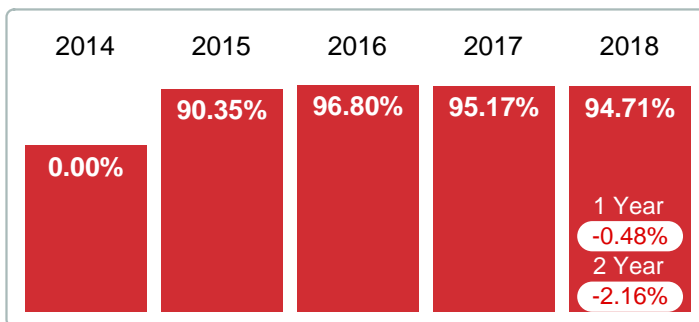
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

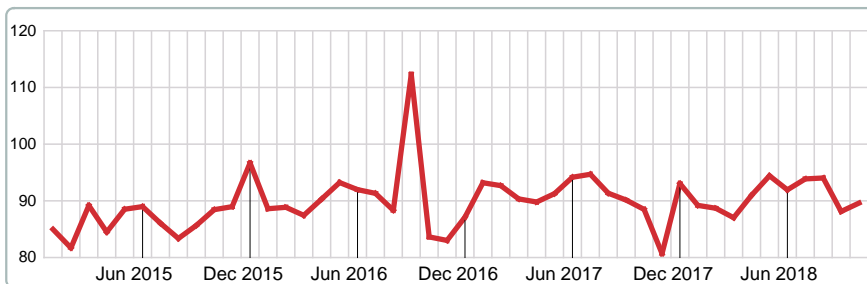
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

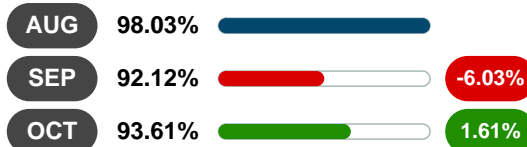


### 3 MONTHS

5 year OCT AVG = 73.23%

High Sep 2016 116.31% Low Nov 2017 84.70%

Average Sold/List Ratio this month at **93.61%** above the 5 yr OCT average of **73.23%**



### 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 |
|--|---|---------|---------|----------|---------|---------|---------|
| \$30,000 and less                              | 1 | 10.00%  | 121.74% | 0.00%    | 121.74% | 0.00%   | 0.00%   |
| \$30,001 - \$50,000                            | 2 | 20.00%  | 84.18%  | 91.43%   | 76.92%  | 0.00%   | 0.00%   |
| \$50,001 - \$60,000                            | 0 | 0.00%   | 0.00%   | 0.00%    | 0.00%   | 0.00%   | 0.00%   |
| \$60,001 - \$100,000                           | 4 | 40.00%  | 90.07%  | 66.67%   | 96.49%  | 100.63% | 0.00%   |
| \$100,001 - \$110,000                          | 0 | 0.00%   | 0.00%   | 0.00%    | 0.00%   | 0.00%   | 0.00%   |
| \$110,001 - \$180,000                          | 2 | 20.00%  | 98.60%  | 0.00%    | 98.60%  | 0.00%   | 0.00%   |
| \$180,001 and up                               | 1 | 10.00%  | 88.52%  | 0.00%    | 88.52%  | 0.00%   | 0.00%   |
| Average Sold/List Ratio                        |   | 93.60%  |         | 79.05%   | 96.77%  | 100.63% | 0.00%   |
| Total Closed Units                             |   | 10      | 100%    | 2        | 7       | 1       |         |
| Total Closed Volume                            |   | 864,800 |         | 132.00K  | 652.40K | 80.40K  | 0.00B   |

# October 2018



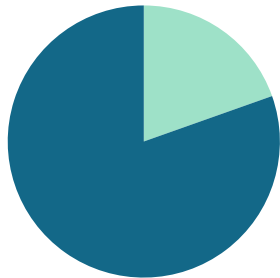
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

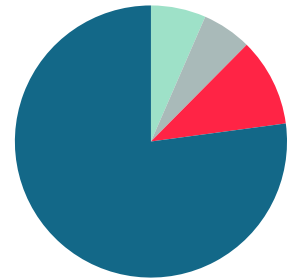


**Inventory**  
 New Listings  
**28 = 19.58%**  
 Start Inventory  
**115**  
 Total Inventory Units  
**143**  
 Volume  
**\$27,424,954**

### Market Activity

Closed Sales  
**10 = 6.54%**  
 Pending Sales  
**9 = 5.88%**  
 Other Off Market  
**16 = 10.46%**  
 Active Inventory  
**118 = 77.12%**

### MARKET ACTIVITY



| Compared Metrics                               | October |        |         | Year to Date |         |         |
|--|---------|--------|---------|--------------|---------|---------|
|  | 2017    | 2018   | +/-%    | 2017         | 2018    | +/-%    |
| Closed Sales                                   | 14      | 10     | -28.57% | 90           | 104     | 15.56%  |
| Pending Sales                                  | 8       | 9      | 12.50%  | 99           | 101     | 2.02%   |
| New Listings                                   | 20      | 28     | 40.00%  | 260          | 275     | 5.77%   |
| Average List Price                             | 158,489 | 95,960 | -39.45% | 135,441      | 109,916 | -18.85% |
| Average Sale Price                             | 146,893 | 86,480 | -41.13% | 127,744      | 103,096 | -19.30% |
| Average Percent of Selling Price to List Price | 92.49%  | 93.61% | 1.21%   | 95.17%       | 94.71%  | -0.48%  |
| Average Days on Market to Sale                 | 82.93   | 40.70  | -50.92% | 56.36        | 59.48   | 5.55%   |
| Monthly Inventory                              | 98      | 118    | 20.41%  | 98           | 118     | 20.41%  |
| Months Supply of Inventory                     | 11.42   | 11.51  | 0.83%   | 11.42        | 11.51   | 0.83%   |

**Absorption:** Last 12 months, an Average of **10** Sales/Month

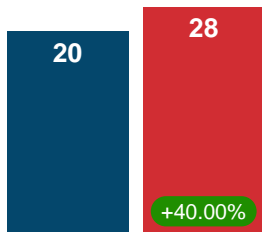
**Inventory** on October 31, 2018 = **118**

**2017** **2018**

### OCTOBER MARKET

### AVERAGE PRICES

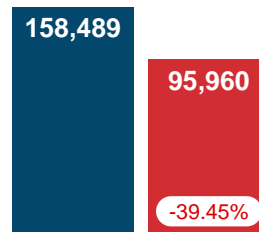
#### New Listings



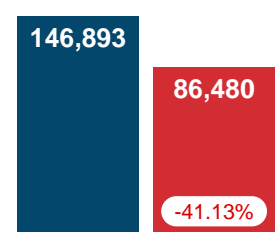
#### Pending Listings



#### List Price



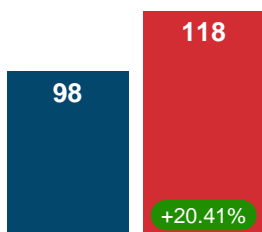
#### Sale Price



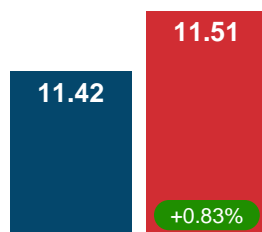
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

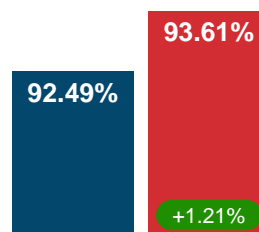
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

