

# August 2019



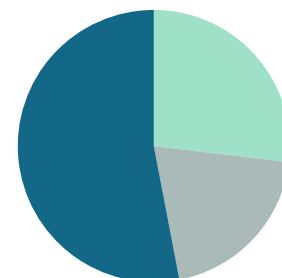
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	August		+/-%
	2018	2019	
Closed Listings	68	67	-1.47%
Pending Listings	51	50	-1.96%
New Listings	39	55	41.03%
Median List Price	144,000	125,500	-12.85%
Median Sale Price	137,000	125,000	-8.76%
Median Percent of Selling Price to List Price	95.86%	100.00%	4.32%
Median Days on Market to Sale	106.00	79.00	-25.47%
End of Month Inventory	168	132	-21.43%
Months Supply of Inventory	3.61	2.61	-27.64%



■ Closed (26.91%)  
■ Pending (20.08%)  
■ Other OffMarket (0.00%)  
■ Active (53.01%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of August 31, 2019 = **132**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2019 decreased **21.43%** to 132 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **2.61** 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 **8.76%** in August 2019 to \$125,000 versus the previous year at \$137,000.

#### Median Days on Market Shortens

The median number of **79.00** days that homes spent on the market before selling decreased by 27.00 days or **25.47%** in August 2019 compared to last year's same month at **106.00** DOM.

#### Sales Success for August 2019 is Positive

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

There were 55 New Listings in August 2019, up **41.03%** from last year at 39. Furthermore, there were 67 Closed Listings this month versus last year at 68, a **-1.47%** decrease.

Closed versus Listed trends yielded a **121.8%** ratio, down from previous year's, August 2018, at **174.4%**, a **30.13%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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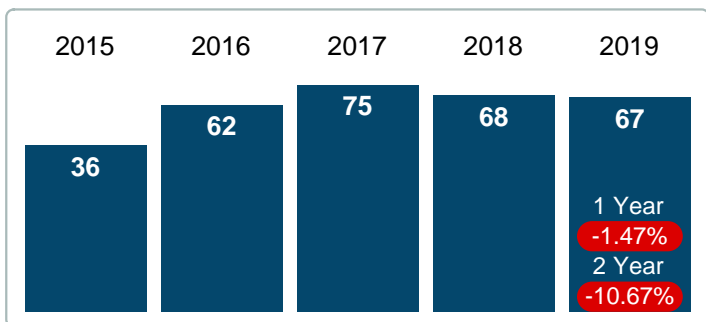
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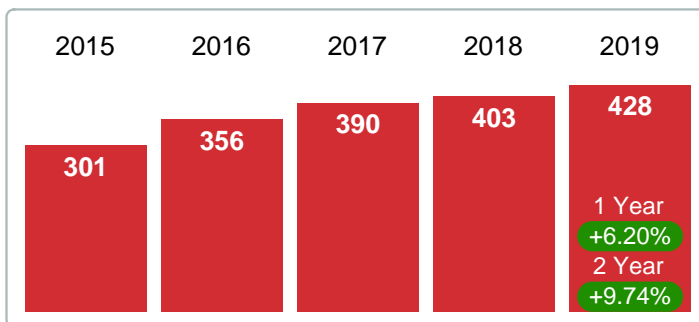
## CLOSED LISTINGS

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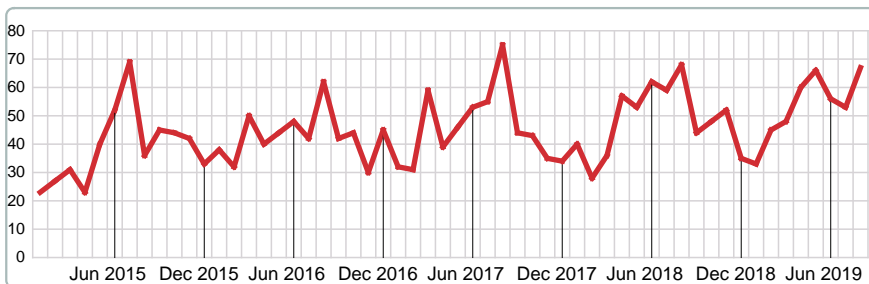
### AUGUST



### YEAR TO DATE (YTD)

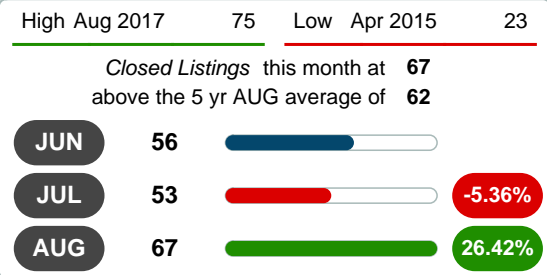


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	4.48%	36.0	0	2	1	0
\$30,001 - \$60,000	10	14.93%	136.5	2	6	2	0
\$60,001 - \$80,000	6	8.96%	86.5	4	1	1	0
\$80,001 - \$150,000	22	32.84%	94.0	5	16	1	0
\$150,001 - \$180,000	9	13.43%	78.0	1	5	3	0
\$180,001 - \$260,000	10	14.93%	51.5	2	5	3	0
\$260,001 and up	7	10.45%	63.0	0	1	5	1
<b>Total Closed Units</b>	<b>67</b>			<b>14</b>	<b>36</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,296,050</b>	<b>100%</b>	<b>79.0</b>	<b>1.44M</b>	<b>4.46M</b>	<b>3.12M</b>	<b>280.00K</b>
<b>Median Closed Price</b>	<b>\$125,000</b>			<b>\$83,250</b>	<b>\$122,500</b>	<b>\$196,000</b>	<b>\$280,000</b>

# August 2019



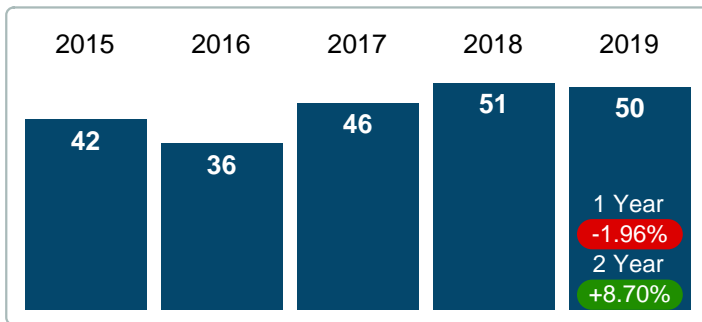
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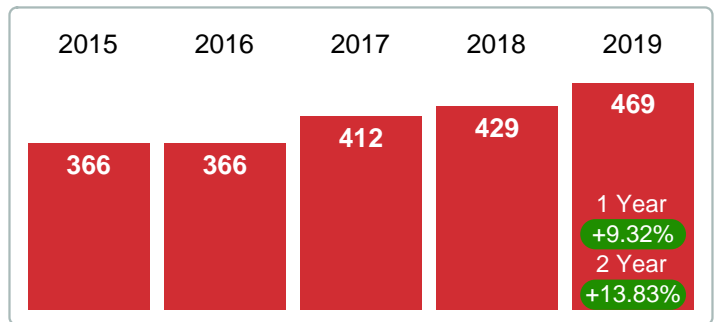
## PENDING LISTINGS

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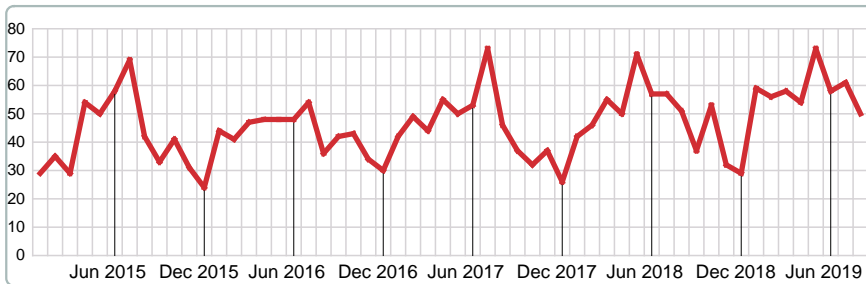
### AUGUST



### YEAR TO DATE (YTD)

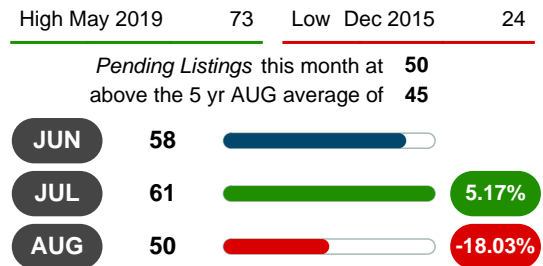


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 45



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	8.00%	118.0	2	2	0	0
\$20,001 - \$40,000	8	16.00%	34.5	3	5	0	0
\$40,001 - \$70,000	5	10.00%	99.0	4	1	0	0
\$70,001 - \$120,000	13	26.00%	13.0	4	7	2	0
\$120,001 - \$160,000	8	16.00%	14.0	1	7	0	0
\$160,001 - \$260,000	7	14.00%	61.0	1	5	1	0
\$260,001 and up	5	10.00%	44.0	0	2	2	1
<b>Total Pending Units</b>	<b>50</b>			<b>15</b>	<b>29</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,864,699</b>	<b>100%</b>	<b>34.5</b>	<b>1.05M</b>	<b>3.51M</b>	<b>1.00M</b>	<b>309.90K</b>
<b>Median Listing Price</b>	<b>\$92,650</b>			<b>\$59,000</b>	<b>\$103,000</b>	<b>\$259,000</b>	<b>\$309,900</b>

# August 2019



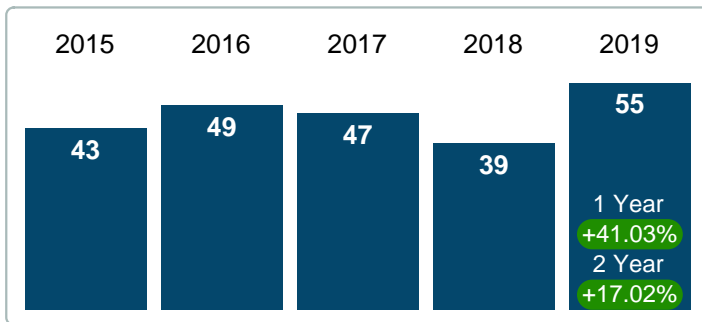
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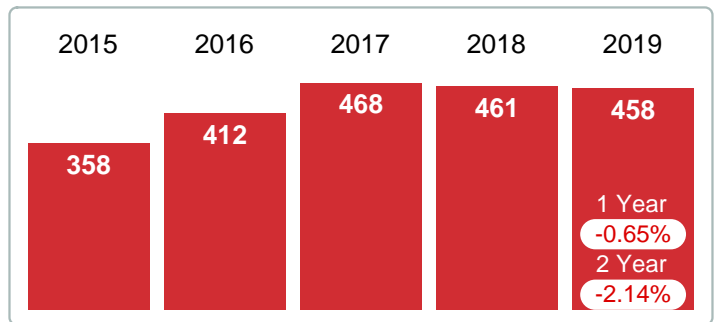
## NEW LISTINGS

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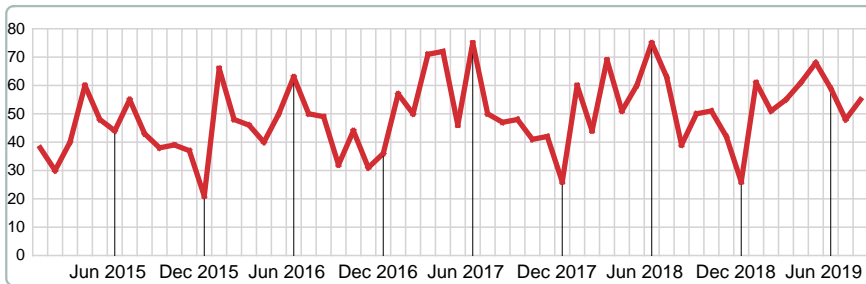
### AUGUST



### YEAR TO DATE (YTD)

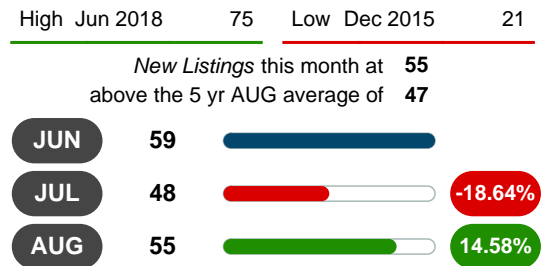


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 47



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	9.09%	2	3	0	0
\$40,001 - \$70,000	6	10.91%	0	4	2	0
\$70,001 - \$80,000	3	5.45%	0	2	1	0
\$80,001 - \$140,000	19	34.55%	3	13	3	0
\$140,001 - \$230,000	8	14.55%	0	8	0	0
\$230,001 - \$320,000	8	14.55%	0	4	2	2
\$320,001 and up	6	10.91%	0	4	1	1
<b>Total New Listed Units</b>	<b>55</b>		<b>5</b>	<b>38</b>	<b>9</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>8,740,000</b>	<b>100%</b>	<b>360.80K</b>	<b>5.91M</b>	<b>1.58M</b>	<b>892.40K</b>
<b>Median New Listed Listing Price</b>	<b>\$119,000</b>		<b>\$83,000</b>	<b>\$121,500</b>	<b>\$95,000</b>	<b>\$309,900</b>

# August 2019



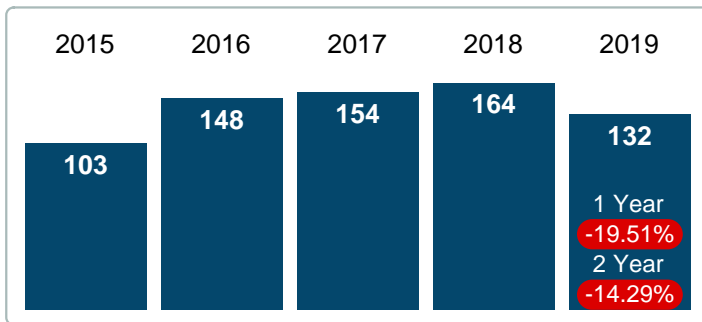
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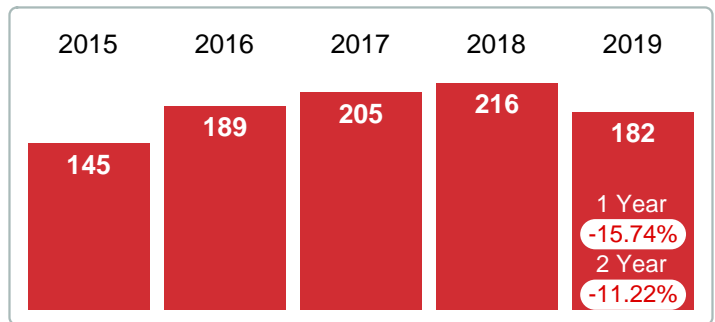
## ACTIVE INVENTORY

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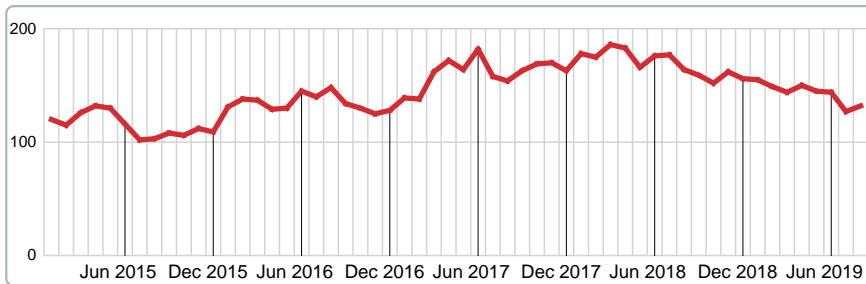
### END OF AUGUST



### ACTIVE DURING AUGUST

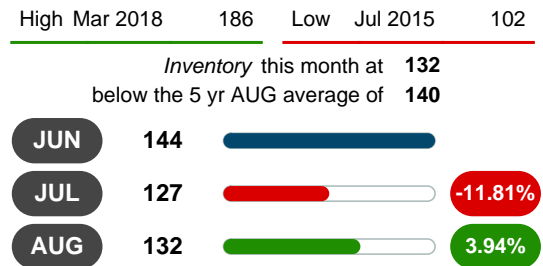


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 140



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	6.06%	186.0	3	5	0	0
\$30,001 - \$50,000	18	13.64%	105.0	9	8	1	0
\$50,001 - \$70,000	20	15.15%	71.0	6	13	1	0
\$70,001 - \$130,000	33	25.00%	66.0	9	19	5	0
\$130,001 - \$180,000	23	17.42%	57.0	2	17	3	1
\$180,001 - \$250,000	16	12.12%	80.0	2	11	2	1
\$250,001 and up	14	10.61%	18.5	0	6	7	1
<b>Total Active Inventory by Units</b>	<b>132</b>			<b>31</b>	<b>79</b>	<b>19</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>18,389,248</b>	<b>100%</b>	<b>71.0</b>	<b>2.37M</b>	<b>10.60M</b>	<b>4.69M</b>	<b>720.00K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$105,950</b>			<b>\$59,500</b>	<b>\$115,000</b>	<b>\$155,000</b>	<b>\$237,500</b>

# August 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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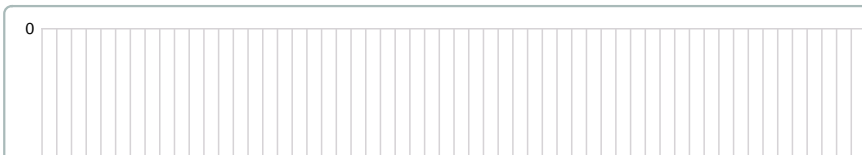
### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>132</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr AUG average of <b>inf</b>			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8		6.06%	2.59	1.44	5.45	0.00	0.00	
\$30,001 - \$50,000	18		13.64%	3.66	4.91	3.43	1.33	0.00	
\$50,001 - \$70,000	20		15.15%	3.33	3.79	3.39	2.00	0.00	
\$70,001 - \$130,000	33		25.00%	2.15	2.57	1.87	3.16	0.00	
\$130,001 - \$180,000	23		17.42%	2.00	2.40	1.85	2.12	12.00	
\$180,001 - \$250,000	16		12.12%	2.82	8.00	2.87	1.41	6.00	
\$250,001 and up	14		10.61%	3.43	0.00	4.24	3.00	3.00	
Market Supply of Inventory (MSI)		2.61			3.07	2.49	2.35	4.00	
Total Active Inventory by Units		132	100%	2.61	31	79	19	3	

# August 2019



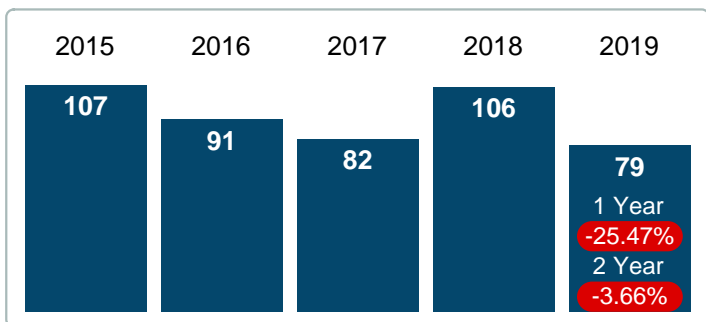
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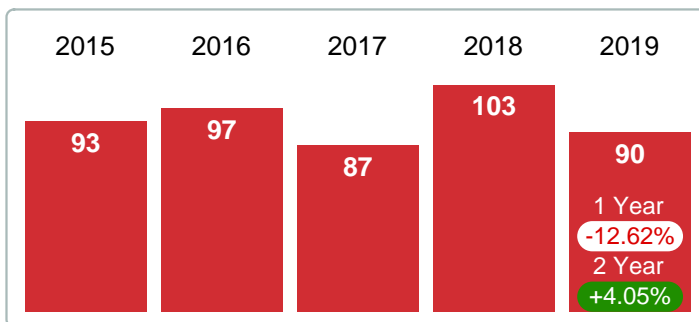
## MEDIAN DAYS ON MARKET TO SALE

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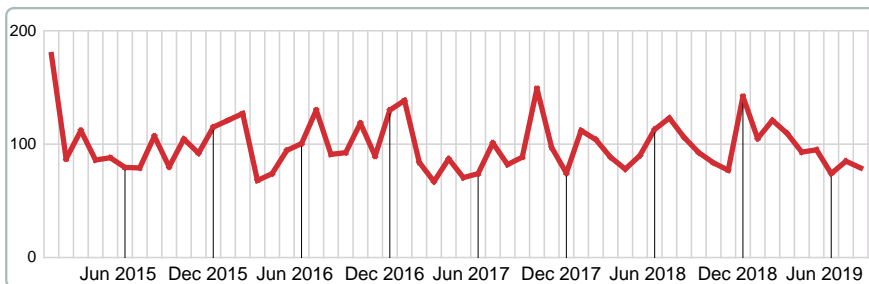
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 93

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 79 below the 5 yr AUG average of 93



### 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
\$30,000 and less	4.48%	36	0	171	36	0
\$30,001 - \$60,000	14.93%	137	194	165	103	0
\$60,001 - \$80,000	8.96%	87	119	61	1	0
\$80,001 - \$150,000	32.84%	94	58	97	105	0
\$150,001 - \$180,000	13.43%	78	78	78	73	0
\$180,001 - \$260,000	14.93%	52	118	47	52	0
\$260,001 and up	10.45%	63	0	90	63	21
Median Closed DOM		79	73	94	63	21
Total Closed Units	100%	67	14	36	16	1
Total Closed Volume		9,296,050	1.44M	4.46M	3.12M	280.00K

# August 2019



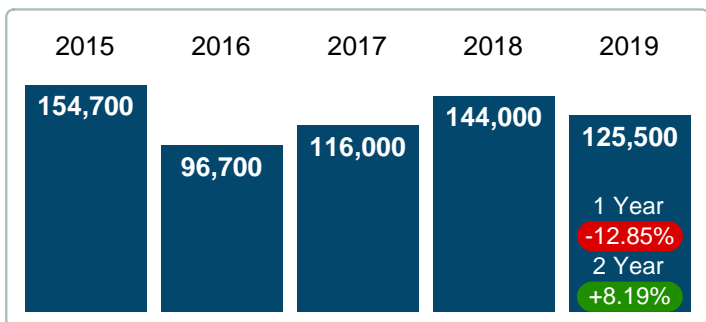
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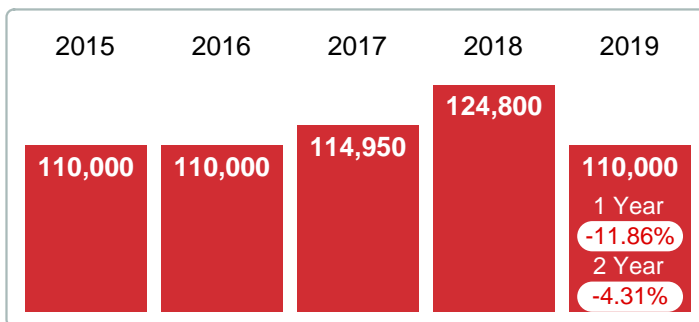
## MEDIAN LIST PRICE AT CLOSING

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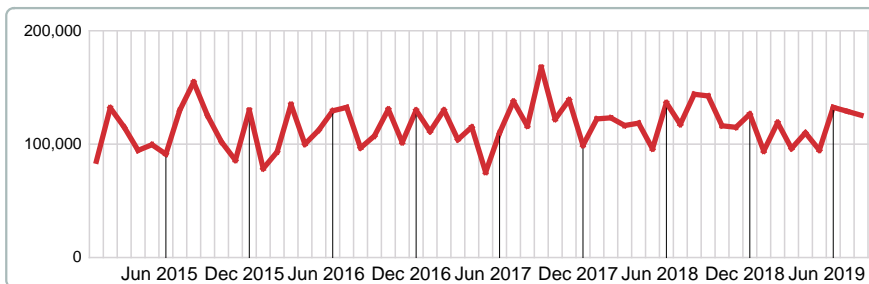
### AUGUST



### YEAR TO DATE (YTD)

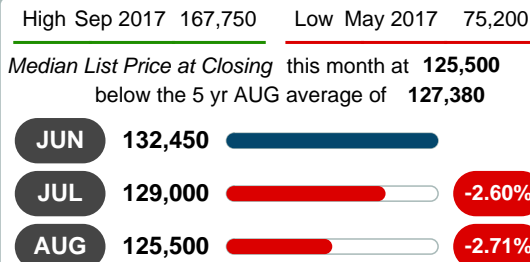


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 127,380



### 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	
\$30,000 and less	0	0.00%	63	0	0	0	
\$30,001 - \$60,000	11	16.42%	42,500	42,500	42,900	42,000	
\$60,001 - \$80,000	8	11.94%	67,450	74,900	64,900	65,000	
\$80,001 - \$150,000	22	32.84%	102,200	91,150	110,400	144,000	
\$150,001 - \$180,000	9	13.43%	163,000	159,000	166,450	169,000	
\$180,001 - \$260,000	10	14.93%	215,000	215,000	198,900	238,900	
\$260,001 and up	7	10.45%	319,000	0	384,900	319,000 309,900	
<b>Median List Price</b>		<b>125,500</b>		<b>87,400</b>	<b>120,450</b>	<b>195,000</b>	<b>309,900</b>
<b>Total Closed Units</b>		<b>67</b>		<b>14</b>	<b>36</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,488,100</b>		<b>1.51M</b>	<b>4.51M</b>	<b>3.16M</b>	<b>309.90K</b>



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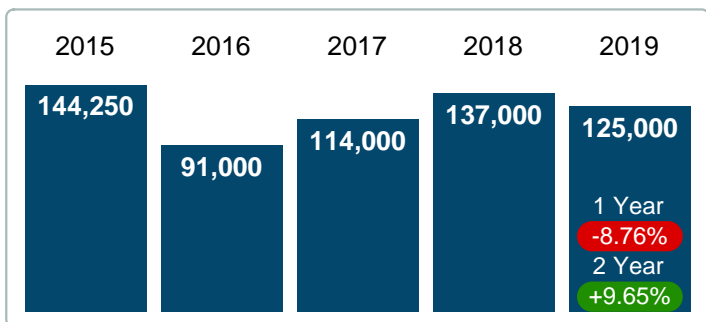
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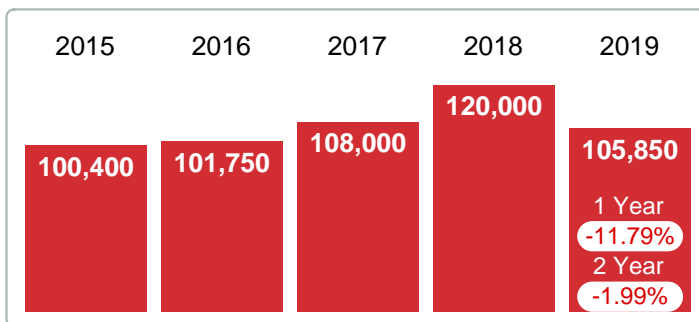
## MEDIAN SOLD PRICE AT CLOSING

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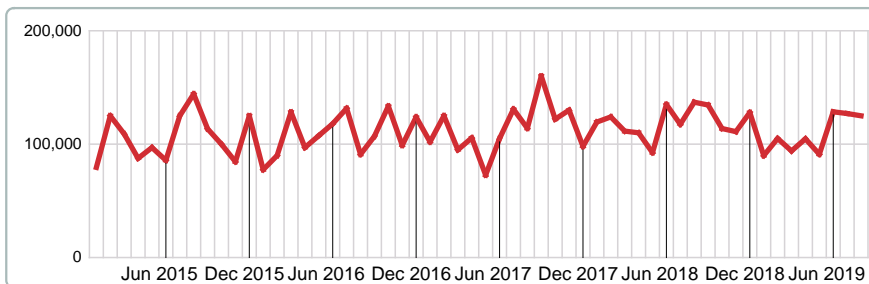
### AUGUST



### YEAR TO DATE (YTD)

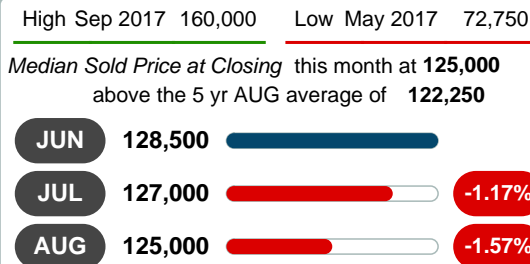


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 122,250



### 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
\$30,000 and less	3	4.48%	28,000	0	29,000	21,250
\$30,001 - \$60,000	10	14.93%	41,000	48,000	41,000	40,550
\$60,001 - \$80,000	6	8.96%	70,500	74,450	72,000	65,000
\$80,001 - \$150,000	22	32.84%	109,950	85,000	117,950	134,000
\$150,001 - \$180,000	9	13.43%	167,000	167,000	167,500	159,000
\$180,001 - \$260,000	10	14.93%	205,000	205,000	198,900	238,900
\$260,001 and up	7	10.45%	319,000	0	384,900	319,000
Median Sold Price		125,000		83,250	122,500	196,000
Total Closed Units		67		14	36	16
Total Closed Volume		9,296,050		1.44M	4.46M	3.12M

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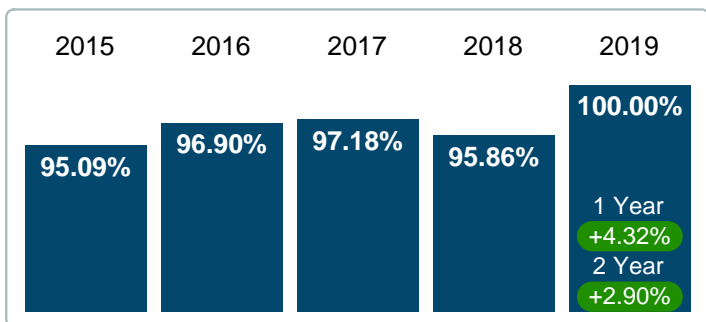
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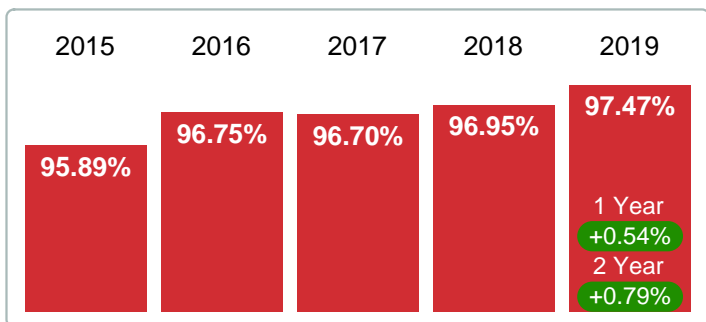
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

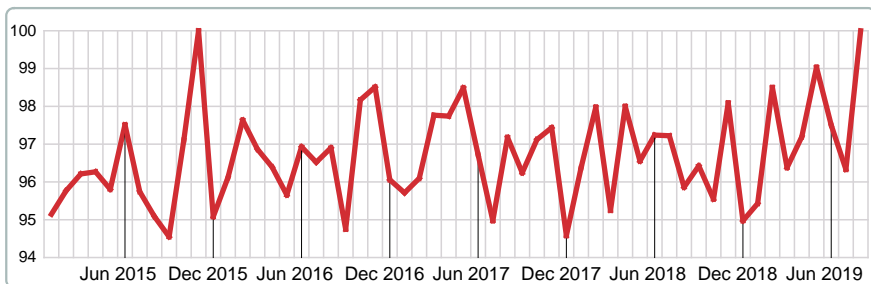
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

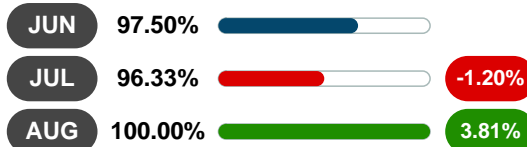


### 3 MONTHS

5 year AUG AVG = 97.01%

High Aug 2019 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr AUG average of **97.01%**



## 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
\$30,000 and less	3	4.48%	66.67%	0.00%	72.33%	50.60%	0.00%
\$30,001 - \$60,000	10	14.93%	91.48%	91.48%	89.52%	97.73%	0.00%
\$60,001 - \$80,000	6	8.96%	100.00%	99.36%	110.94%	100.00%	0.00%
\$80,001 - \$150,000	22	32.84%	100.00%	92.66%	100.00%	96.40%	0.00%
\$150,001 - \$180,000	9	13.43%	100.23%	105.03%	100.00%	102.01%	0.00%
\$180,001 - \$260,000	10	14.93%	97.45%	95.35%	95.83%	100.00%	0.00%
\$260,001 and up	7	10.45%	100.00%	0.00%	100.00%	100.00%	90.35%
Median Sold/List Ratio		100.00%		95.35%	100.00%	100.00%	90.35%
Total Closed Units		67	100%	14	36	16	1
Total Closed Volume		9,296,050		1.44M	4.46M	3.12M	280.00K

# August 2019



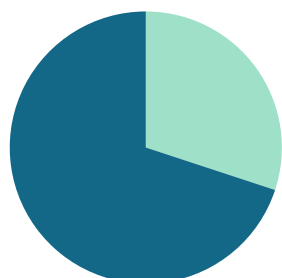
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

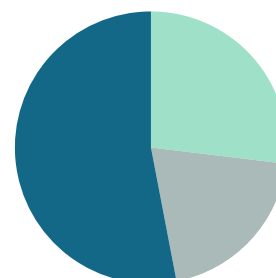


**Inventory**  
 New Listings  
**55 = 30.05%**  
 Start Inventory  
**128**  
 Total Inventory Units  
**183**  
 Volume  
**\$24,318,947**

### Market Activity

Closed Sales  
**67 = 26.91%**  
 Pending Sales  
**50 = 20.08%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**132 = 53.01%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	68	67	-1.47%	403	428	6.20%
Pending Sales	51	50	-1.96%	429	469	9.32%
New Listings	39	55	41.03%	461	458	-0.65%
Median List Price	144,000	125,500	-12.85%	124,800	110,000	-11.86%
Median Sale Price	137,000	125,000	-8.76%	120,000	105,850	-11.79%
Median Percent of Selling Price to List Price	95.86%	100.00%	4.32%	96.95%	97.47%	0.54%
Median Days on Market to Sale	106.00	79.00	-25.47%	103.00	90.00	-12.62%
Monthly Inventory	168	132	-21.43%	168	132	-21.43%
Months Supply of Inventory	3.61	2.61	-27.64%	3.61	2.61	-27.64%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

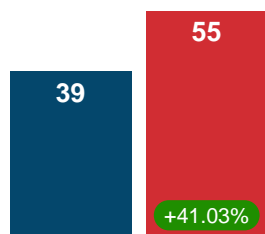
**Inventory** on August 31, 2019 = **132**

**2018** **2019**

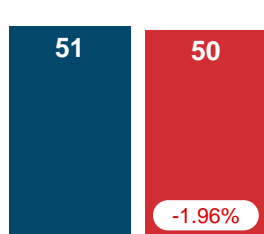
### AUGUST MARKET

### MEDIAN PRICES

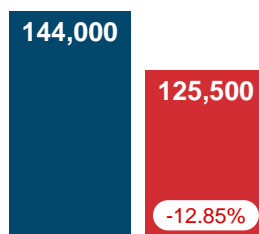
#### New Listings



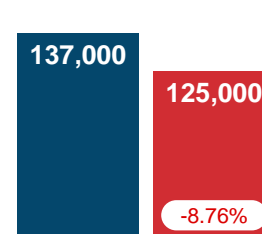
#### Pending Listings



#### List Price



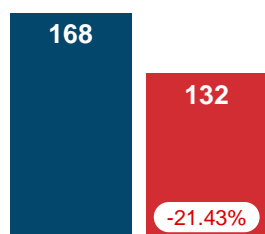
#### Sale Price



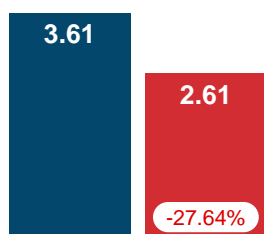
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

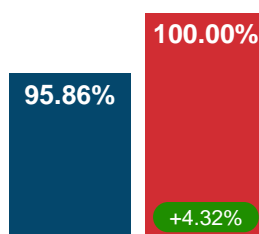
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

