

# December 2019



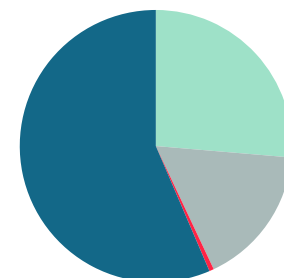
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	35	49	40.00%
Pending Listings	29	31	6.90%
New Listings	26	24	-7.69%
Average List Price	135,940	148,673	9.37%
Average Sale Price	128,579	141,732	10.23%
Average Percent of Selling Price to List Price	93.58%	94.42%	0.90%
Average Days on Market to Sale	167.97	102.27	-39.12%
End of Month Inventory	160	105	-34.38%
Months Supply of Inventory	3.30	2.00	-39.28%



■ Closed (26.34%)  
■ Pending (16.67%)  
■ Other OffMarket (0.54%)  
■ Active (56.45%)

**Absorption:** Last 12 months, an Average of **52 Sales/Month**  
**Active Inventory** as of December 31, 2019 = **105**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2019 decreased **34.38%** to 105 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.00** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.23%** in December 2019 to \$141,732 versus the previous year at \$128,579.

#### Average Days on Market Shortens

The average number of **102.27** days that homes spent on the market before selling decreased by 65.71 days or **39.12%** in December 2019 compared to last year's same month at **167.97** DOM.

#### Sales Success for December 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 24 New Listings in December 2019, down **7.69%** from last year at 26. Furthermore, there were 49 Closed Listings this month versus last year at 35, a **40.00%** increase.

Closed versus Listed trends yielded a **204.2%** ratio, up from previous year's, December 2018, at **134.6%**, a **51.67%** upswing. 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>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

# December 2019



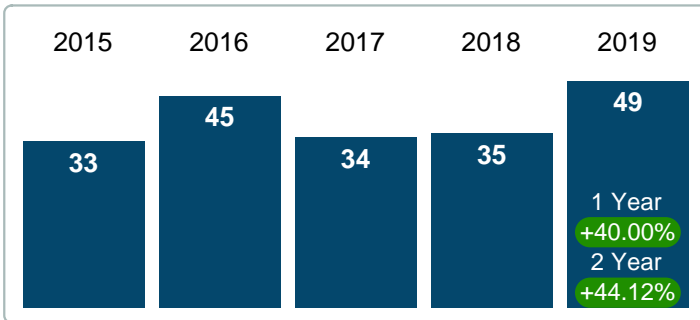
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



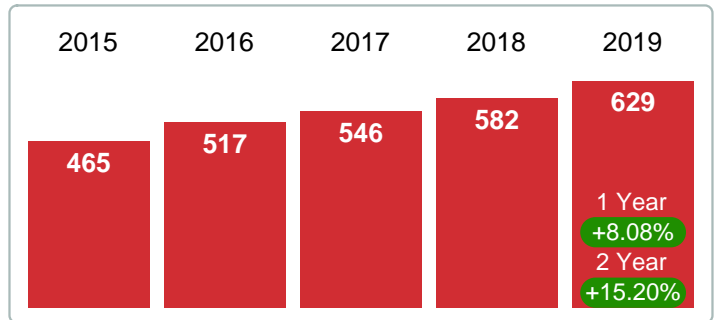
## CLOSED LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

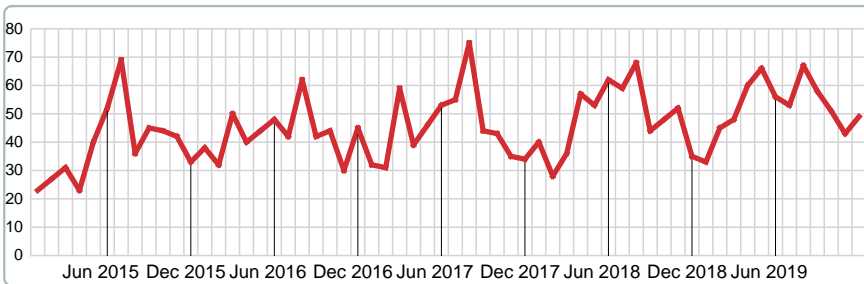
### DECEMBER



### YEAR TO DATE (YTD)

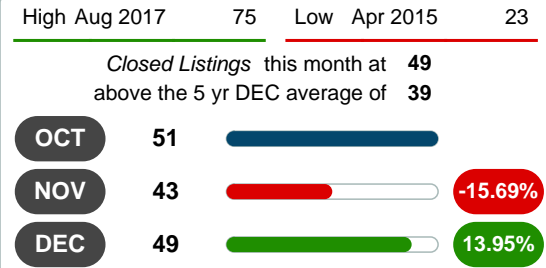


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.08%	165.5	1	1	0	0
\$20,001 - \$50,000	9	18.37%	38.6	3	4	2	0
\$50,001 - \$80,000	5	10.20%	217.0	1	4	0	0
\$80,001 - \$130,000	11	22.45%	111.6	3	4	4	0
\$130,001 - \$170,000	10	20.41%	89.4	1	9	0	0
\$170,001 - \$310,000	7	14.29%	88.4	0	5	2	0
\$310,001 and up	5	10.20%	101.4	0	1	3	1
<b>Total Closed Units</b>	<b>49</b>			<b>9</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,944,850</b>	<b>100%</b>	<b>102.3</b>	<b>593.00K</b>	<b>3.63M</b>	<b>2.38M</b>	<b>340.00K</b>
<b>Average Closed Price</b>	<b>\$141,732</b>			<b>\$65,889</b>	<b>\$129,752</b>	<b>\$216,255</b>	<b>\$340,000</b>

# December 2019



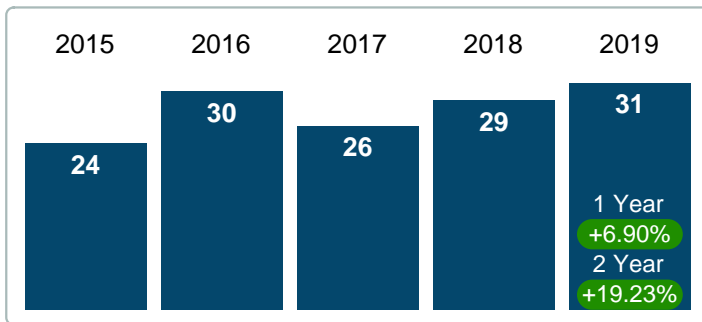
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



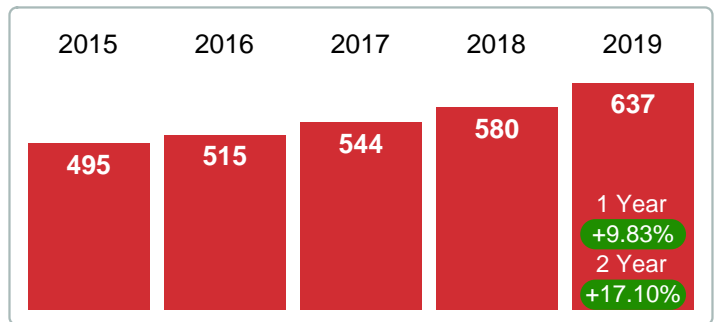
## PENDING LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

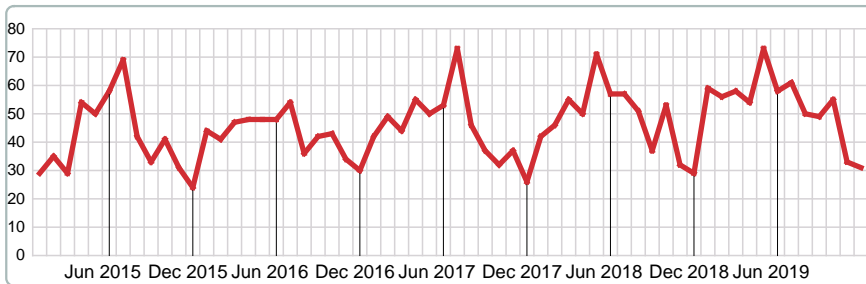
### DECEMBER



### YEAR TO DATE (YTD)

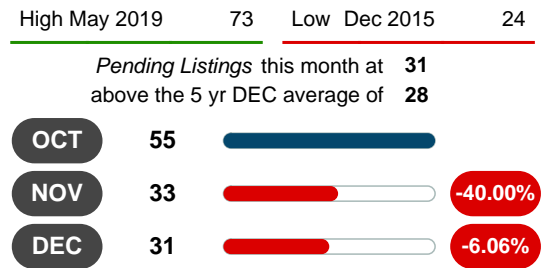


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 28



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	6.45%	9.5	2	0	0	0
\$20,001 - \$30,000	3	9.68%	93.3	1	2	0	0
\$30,001 - \$40,000	2	6.45%	42.0	1	0	1	0
\$40,001 - \$80,000	11	35.48%	88.1	3	6	2	0
\$80,001 - \$140,000	6	19.35%	102.3	1	3	1	1
\$140,001 - \$190,000	3	9.68%	95.7	0	3	0	0
\$190,001 and up	4	12.90%	118.0	0	1	2	1
<b>Total Pending Units</b>	<b>31</b>			<b>8</b>	<b>15</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>3,139,750</b>	<b>100%</b>	<b>87.9</b>	<b>404.90K</b>	<b>1.42M</b>	<b>982.70K</b>	<b>327.25K</b>
<b>Average Listing Price</b>	<b>\$101,282</b>			<b>\$50,613</b>	<b>\$94,993</b>	<b>\$163,783</b>	<b>\$163,625</b>

# December 2019



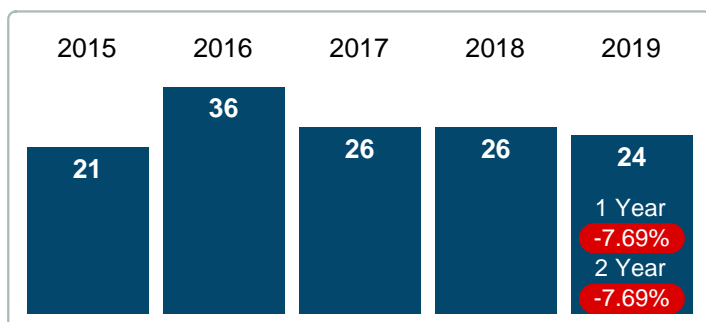
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



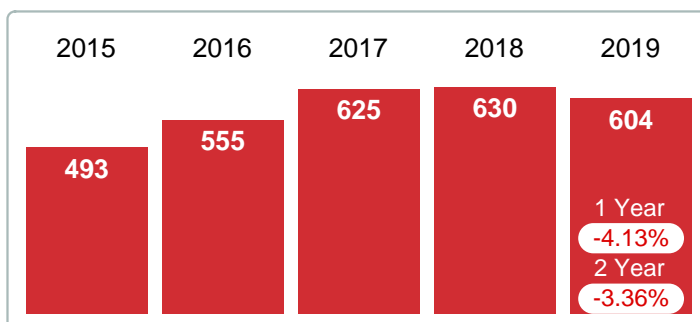
## NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

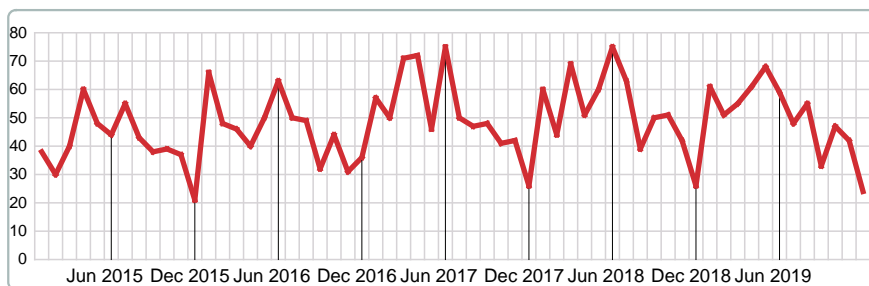
### DECEMBER



### YEAR TO DATE (YTD)

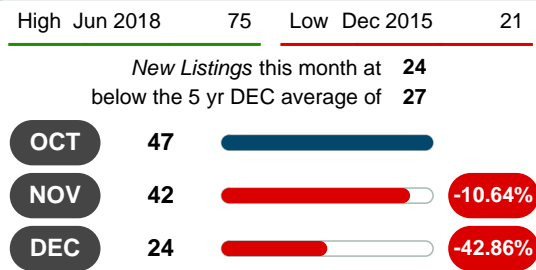


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 27



### 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	2	8.33%	2	0	0	0
\$40,001 - \$50,000	3	12.50%	2	0	1	0
\$50,001 - \$90,000	3	12.50%	0	2	1	0
\$90,001 - \$160,000	7	29.17%	0	6	1	0
\$160,001 - \$170,000	1	4.17%	0	1	0	0
\$170,001 - \$330,000	5	20.83%	0	4	1	0
\$330,001 and up	3	12.50%	0	2	1	0
<b>Total New Listed Units</b>	<b>24</b>		<b>4</b>	<b>15</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,349,100</b>	<b>100%</b>	<b>134.00K</b>	<b>2.45M</b>	<b>764.90K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$139,309</b>		<b>\$33,500</b>	<b>\$163,347</b>	<b>\$152,980</b>	<b>\$0</b>

# December 2019



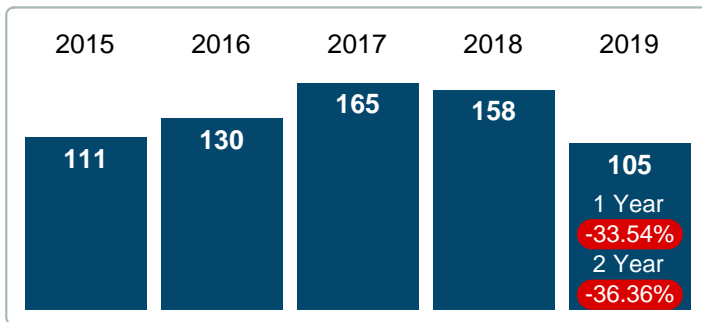
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



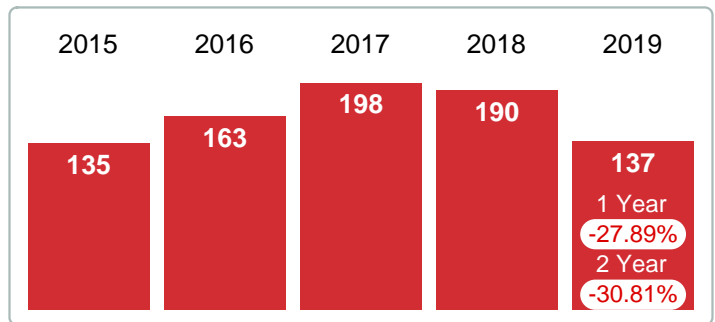
## ACTIVE INVENTORY

Report produced on Jul 26, 2023 for MLS Technology Inc.

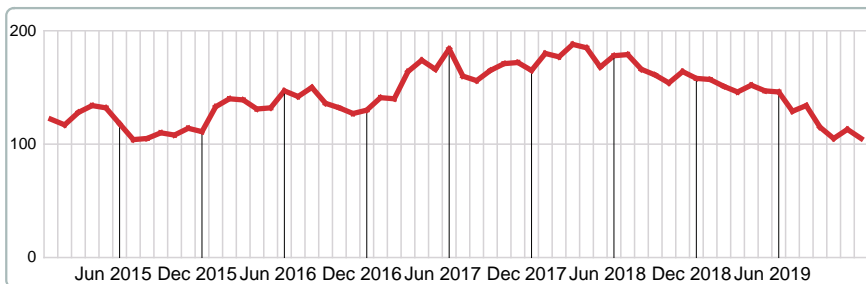
### END OF DECEMBER



### ACTIVE DURING DECEMBER

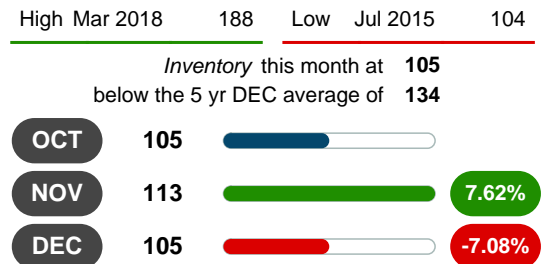


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 134



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	5.71%	69.2	3	3	0	0
\$30,001 - \$60,000	18	17.14%	189.2	9	9	0	0
\$60,001 - \$90,000	13	12.38%	159.5	3	8	2	0
\$90,001 - \$130,000	23	21.90%	126.4	7	13	3	0
\$130,001 - \$170,000	19	18.10%	141.9	0	12	5	2
\$170,001 - \$250,000	15	14.29%	96.7	1	7	7	0
\$250,001 and up	11	10.48%	70.8	1	6	4	0
<b>Total Active Inventory by Units</b>	<b>105</b>			<b>24</b>	<b>58</b>	<b>21</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>14,469,098</b>	<b>100%</b>	<b>130.8</b>	<b>1.93M</b>	<b>7.91M</b>	<b>4.33M</b>	<b>306.50K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$137,801</b>			<b>\$80,267</b>	<b>\$136,400</b>	<b>\$205,952</b>	<b>\$153,250</b>

# December 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER

2015	2016	2017	2018	2019
------	------	------	------	------

### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>105</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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6		5.71%	1.47	1.33	1.71	0.00	0.00	
\$30,001 - \$60,000	18		17.14%	2.23	3.09	2.12	0.00	0.00	
\$60,001 - \$90,000	13		12.38%	1.32	0.86	1.41	3.00	0.00	
\$90,001 - \$130,000	23		21.90%	2.49	4.00	2.20	2.00	0.00	
\$130,001 - \$170,000	19		18.10%	2.00	0.00	1.64	4.00	24.00	
\$170,001 - \$250,000	15		14.29%	2.02	3.00	1.29	4.42	0.00	
\$250,001 and up	11		10.48%	2.59	0.00	3.60	1.78	0.00	
Market Supply of Inventory (MSI)		2.00			2.07	1.81	2.55	3.43	
Total Active Inventory by Units		105	100%	2.00	24	58	21	2	

# December 2019



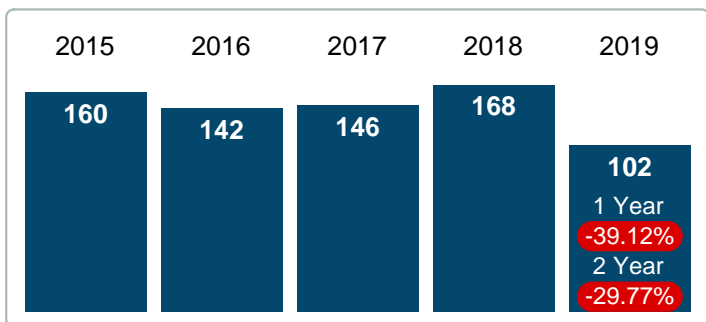
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



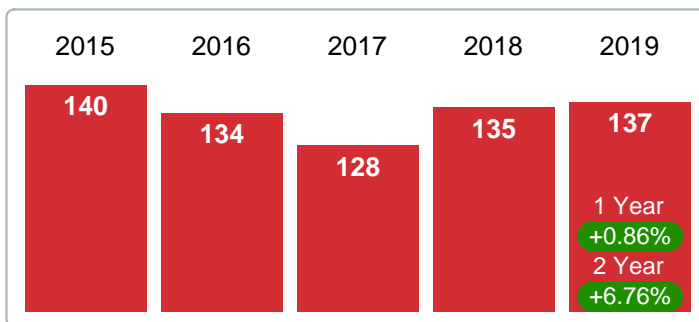
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 26, 2023 for MLS Technology Inc.

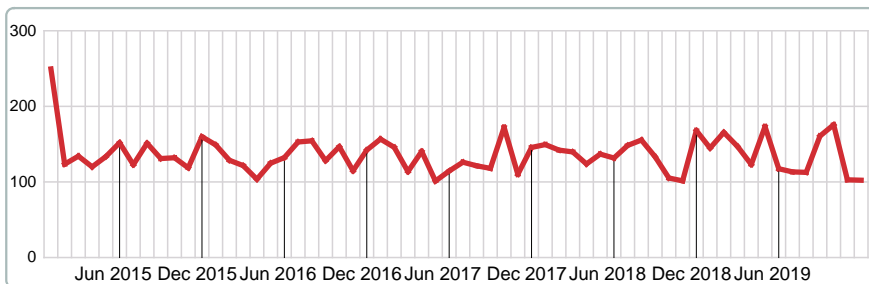
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

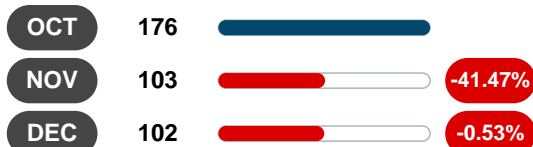


### 3 MONTHS

5 year DEC AVG = 144

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 102 below the 5 yr DEC average of 144



### 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
\$20,000 and less	4.08%	166	1	330	0	0
\$20,001 - \$50,000	18.37%	39	10	39	81	0
\$50,001 - \$80,000	10.20%	217	192	223	0	0
\$80,001 - \$130,000	22.45%	112	108	117	109	0
\$130,001 - \$170,000	20.41%	89	88	90	0	0
\$170,001 - \$310,000	14.29%	88	0	113	27	0
\$310,001 and up	10.20%	101	0	140	84	116
<b>Average Closed DOM</b>		<b>102</b>	<b>70</b>	<b>120</b>	<b>82</b>	<b>116</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>102</b>	<b>9</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,944,850</b>	<b>593.00K</b>	<b>3.63M</b>	<b>2.38M</b>	<b>340.00K</b>



# December 2019



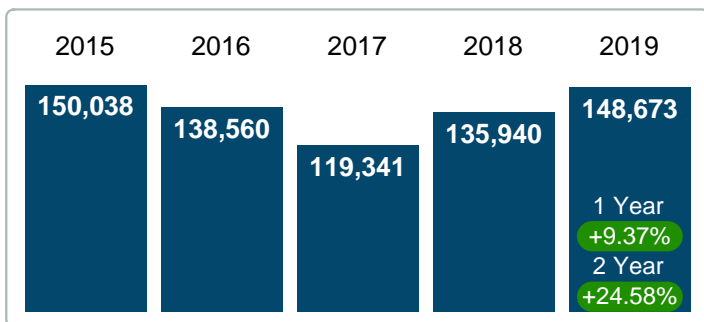
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



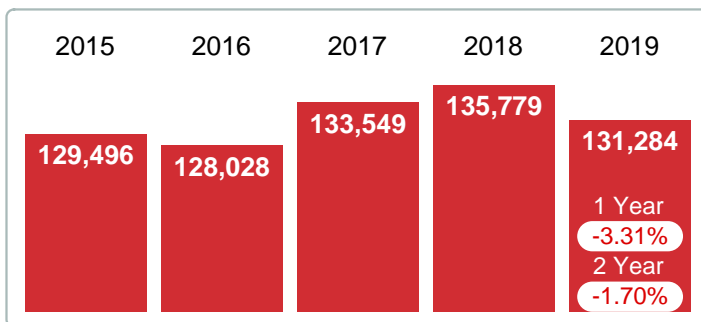
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

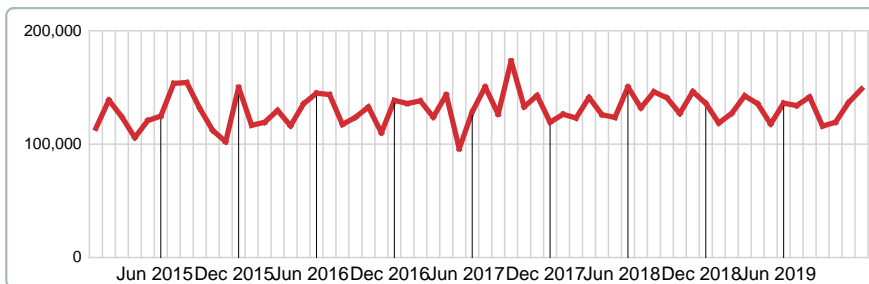
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

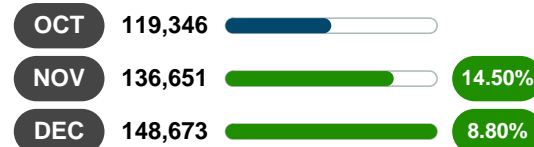


### 3 MONTHS

5 year DEC AVG = 138,511

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

Average List Price at Closing this month at **148,673**  
above the 5 yr DEC average of **138,511**



### 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
\$20,000 and less	4.08%	19,900	19,900	19,900	0	0
\$20,001 \$50,000	18.37%	39,411	40,000	34,950	47,450	0
\$50,001 \$80,000	10.20%	72,760	74,000	74,475	0	0
\$80,001 \$130,000	22.45%	110,573	83,300	116,975	125,000	0
\$130,001 \$170,000	16.33%	143,763	139,900	154,733	0	0
\$170,001 \$310,000	18.37%	222,500	0	219,120	257,450	0
\$310,001 and up	10.20%	431,560	0	439,900	457,633	345,000
<b>Average List Price</b>		<b>148,673</b>	<b>67,078</b>	<b>137,629</b>	<b>225,700</b>	<b>345,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>148,673</b>	<b>9</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,285,000</b>	<b>603.70K</b>	<b>3.85M</b>	<b>2.48M</b>	<b>345.00K</b>



# December 2019



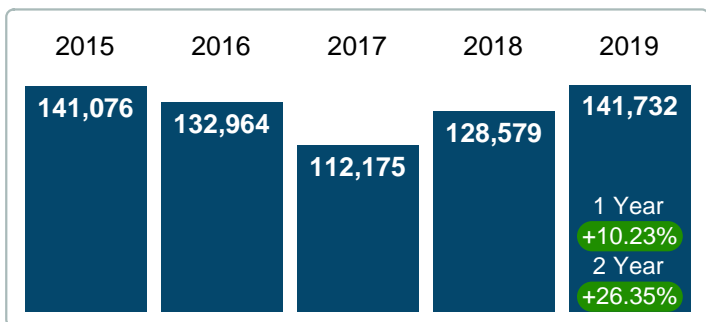
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



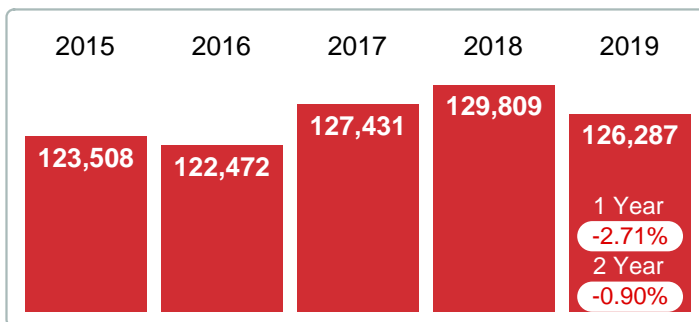
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

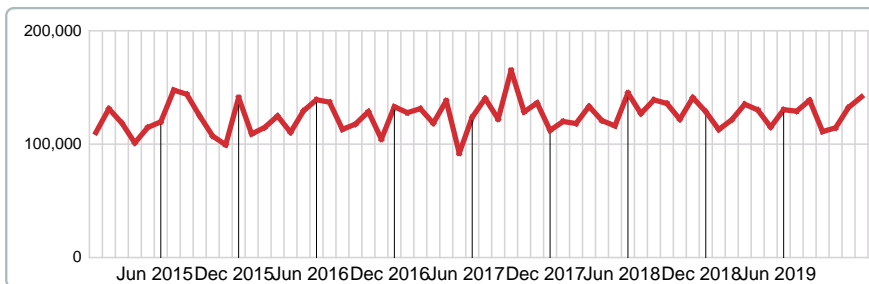
### DECEMBER



### YEAR TO DATE (YTD)

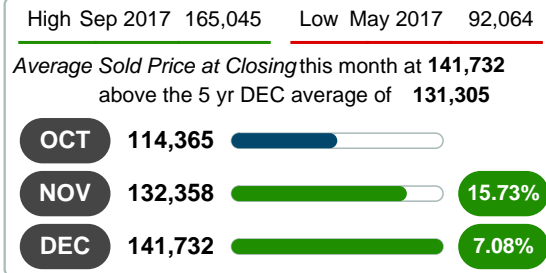


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 131,305



### 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
\$20,000 and less	2	4.08%	19,250	20,000	18,500	0	0
\$20,001 - \$50,000	9	18.37%	35,778	37,000	30,000	45,500	0
\$50,001 - \$80,000	5	10.20%	62,100	71,500	59,750	0	0
\$80,001 - \$130,000	11	22.45%	106,727	83,833	109,250	121,375	0
\$130,001 - \$170,000	10	20.41%	146,655	139,000	147,506	0	0
\$170,001 - \$310,000	7	14.29%	227,000	0	215,600	255,500	0
\$310,001 and up	5	10.20%	408,860	0	413,000	430,433	340,000
Average Sold Price			141,732	65,889	129,752	216,255	340,000
Total Closed Units		100%	141,732	9	28	11	1
Total Closed Volume			6,944,850	593.00K	3.63M	2.38M	340.00K

# December 2019



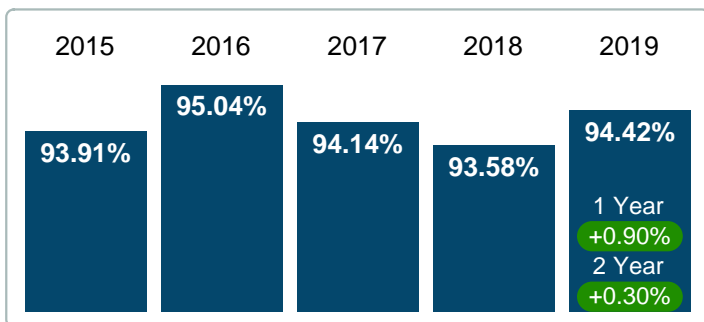
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



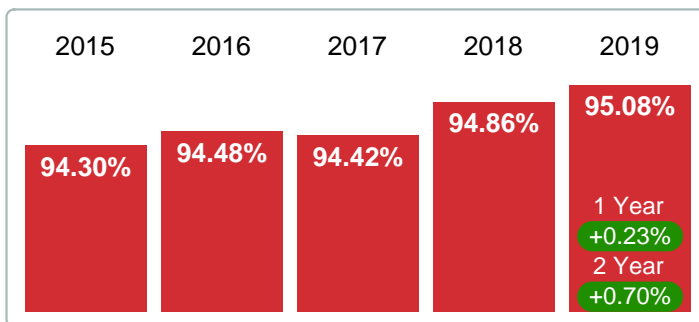
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

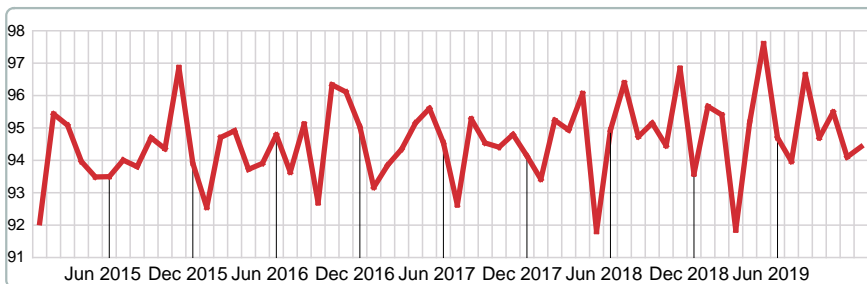
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

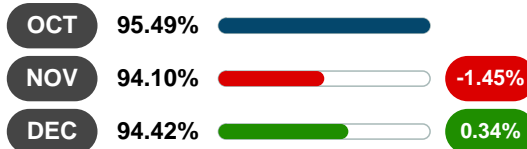


### 3 MONTHS

5 year DEC AVG = 94.22%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **94.42%** equal to 5 yr DEC average of **94.22%**



### 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	
\$20,000 and less	2	4.08%	96.73%	100.50%	92.96%	0.00%	0.00%	
\$20,001 - \$50,000	9	18.37%	90.31%	91.18%	86.78%	96.09%	0.00%	
\$50,001 - \$80,000	5	10.20%	83.86%	96.62%	80.67%	0.00%	0.00%	
\$80,001 - \$130,000	11	22.45%	96.84%	100.76%	93.47%	97.26%	0.00%	
\$130,001 - \$170,000	10	20.41%	96.94%	99.36%	96.67%	0.00%	0.00%	
\$170,001 - \$310,000	7	14.29%	98.67%	0.00%	98.45%	99.22%	0.00%	
\$310,001 and up	5	10.20%	95.12%	0.00%	93.88%	94.40%	98.55%	
Average Sold/List Ratio		94.40%		96.92%	92.60%	96.62%	98.55%	
Total Closed Units		49	100%	94.40%	9	28	11	1
Total Closed Volume		6,944,850			593.00K	3.63M	2.38M	340.00K

# December 2019



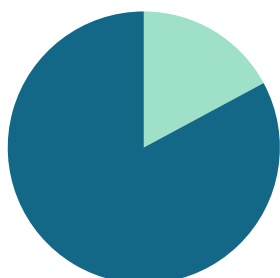
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

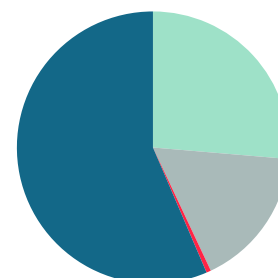


**Inventory**  
 New Listings  
**24 = 17.14%**  
 Start Inventory  
**116**  
 Total Inventory Units  
**140**  
 Volume  
**\$18,162,248**

### Market Activity

Closed Sales  
**49 = 26.34%**  
 Pending Sales  
**31 = 16.67%**  
 Other Off Market  
**1 = 0.54%**  
 Active Inventory  
**105 = 56.45%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	35	49	40.00%	582	629	8.08%
Pending Sales	29	31	6.90%	580	637	9.83%
New Listings	26	24	-7.69%	630	604	-4.13%
Average List Price	135,940	148,673	9.37%	135,779	131,284	-3.31%
Average Sale Price	128,579	141,732	10.23%	129,809	126,287	-2.71%
Average Percent of Selling Price to List Price	93.58%	94.42%	0.90%	94.86%	95.08%	0.23%
Average Days on Market to Sale	167.97	102.27	-39.12%	135.47	136.63	0.86%
Monthly Inventory	160	105	-34.38%	160	105	-34.38%
Months Supply of Inventory	3.30	2.00	-39.28%	3.30	2.00	-39.28%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

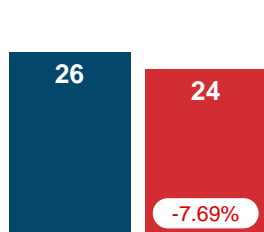
**Inventory** on December 31, 2019 = **105**

**2018** **2019**

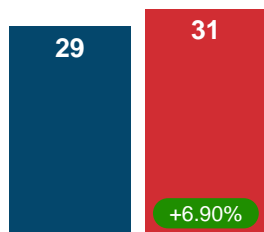
### DECEMBER MARKET

### AVERAGE PRICES

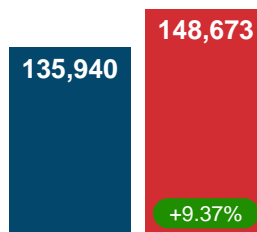
#### New Listings



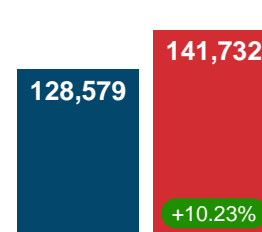
#### Pending Listings



#### List Price



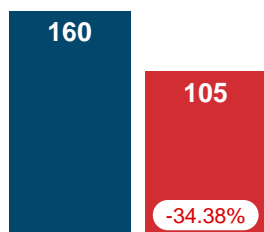
#### Sale Price



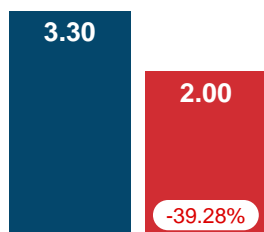
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

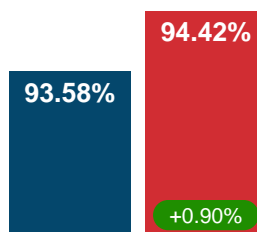
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

