

December 2019



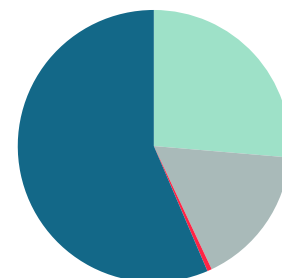
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	126,500	119,900	-5.22%
Median Sale Price	127,900	119,000	-6.96%
Median Percent of Selling Price to List Price	94.97%	97.74%	2.92%
Median Days on Market to Sale	142.00	84.00	-40.85%
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.

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 **6.96%** in December 2019 to \$119,000 versus the previous year at \$127,900.

Median Days on Market Shortens

The median number of **84.00** days that homes spent on the market before selling decreased by 58.00 days or **40.85%** in December 2019 compared to last year's same month at **142.00** DOM.

Sales Success for December 2019 is Positive

Overall, with Median Prices falling 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.

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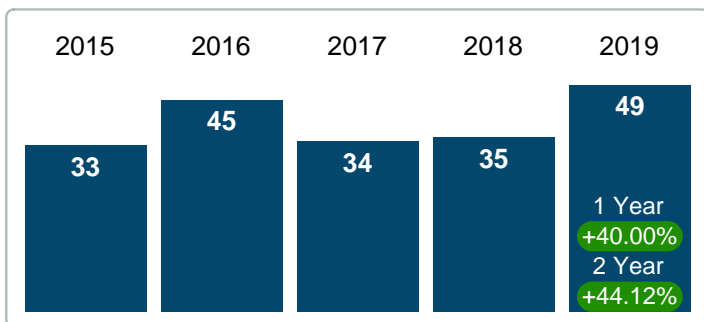
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



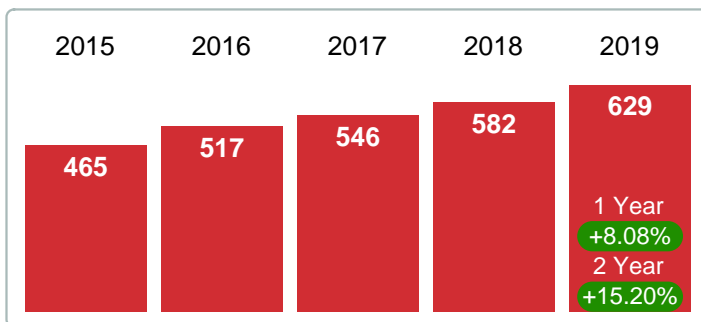
CLOSED LISTINGS

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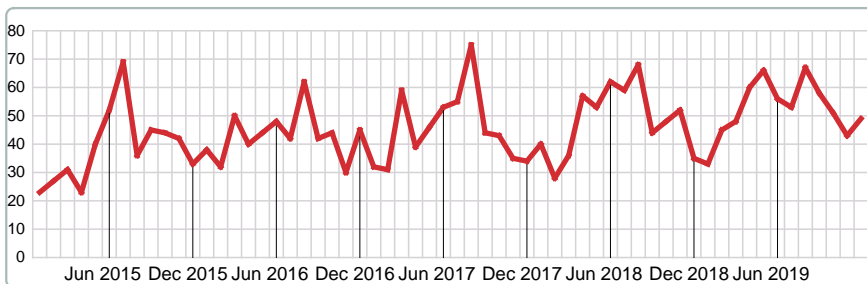
DECEMBER



YEAR TO DATE (YTD)

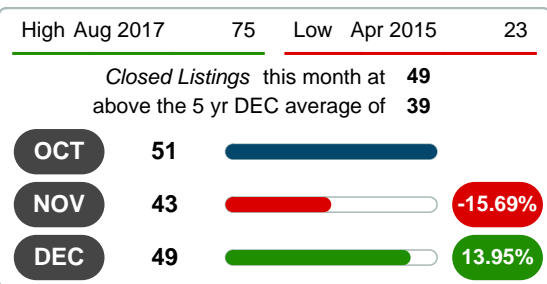


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	28.0	3	4	2	0
\$50,001 - \$80,000	5	10.20%	192.0	1	4	0	0
\$80,001 - \$130,000	11	22.45%	112.0	3	4	4	0
\$130,001 - \$170,000	10	20.41%	58.5	1	9	0	0
\$170,001 - \$310,000	7	14.29%	44.0	0	5	2	0
\$310,001 and up	5	10.20%	116.0	0	1	3	1
Total Closed Units	49			9	28	11	1
Total Closed Volume	6,944,850	100%	84.0	593.00K	3.63M	2.38M	340.00K
Median Closed Price	\$119,000			\$71,500	\$133,250	\$128,500	\$340,000

December 2019



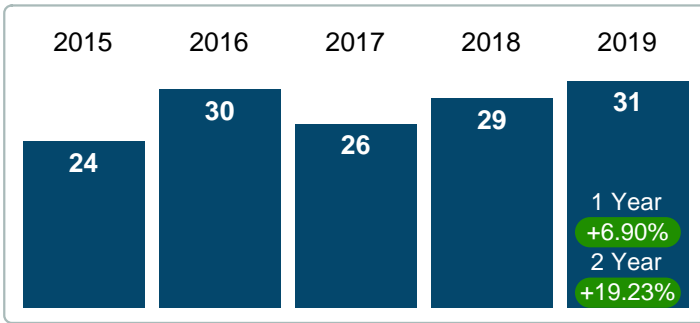
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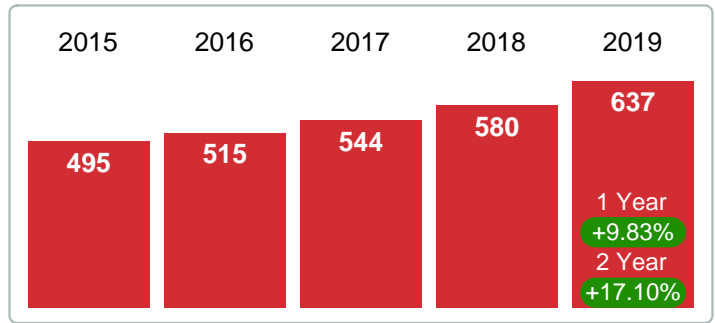
PENDING LISTINGS

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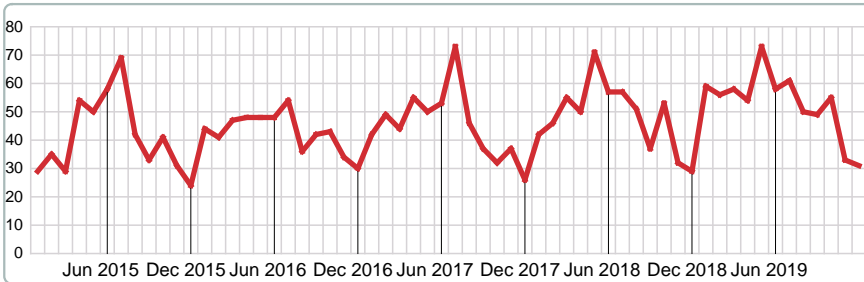
DECEMBER



YEAR TO DATE (YTD)

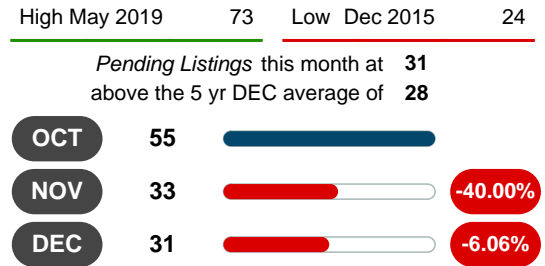


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	126.0	1	2	0	0
\$30,001 \$40,000	2	6.45%	42.0	1	0	1	0
\$40,001 \$80,000	11	35.48%	44.0	3	6	2	0
\$80,001 \$140,000	6	19.35%	114.0	1	3	1	1
\$140,001 \$190,000	3	9.68%	47.0	0	3	0	0
\$190,001 and up	4	12.90%	108.5	0	1	2	1
Total Pending Units	31			8	15	6	2
Total Pending Volume	3,139,750	100%	68.0	404.90K	1.42M	982.70K	327.25K
Median Listing Price	\$79,500			\$37,500	\$79,900	\$79,000	\$163,625

December 2019



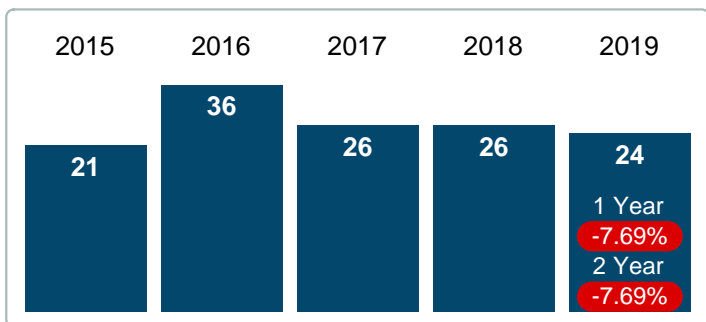
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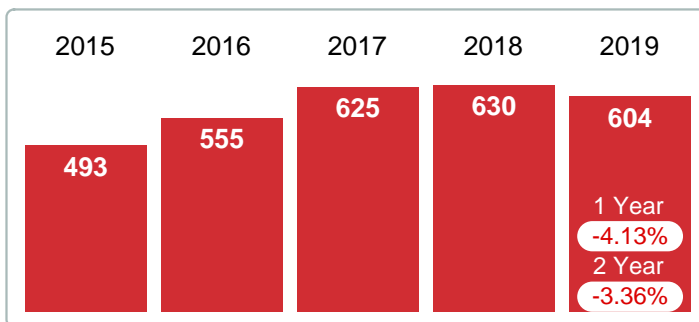
NEW LISTINGS

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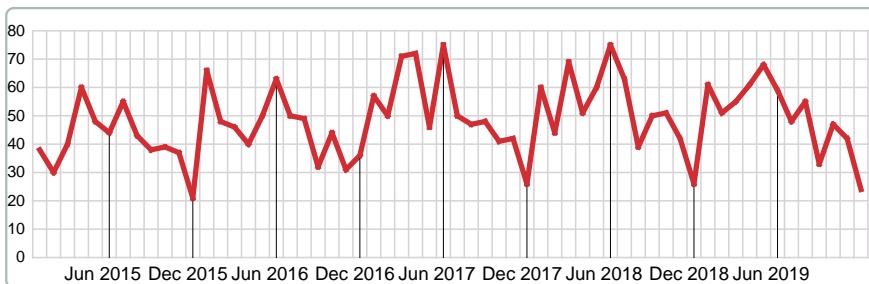
DECEMBER



YEAR TO DATE (YTD)

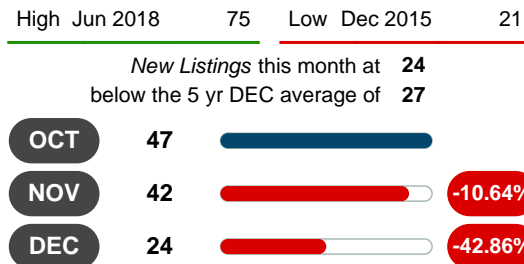


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	24		4	15	5	0
Total New Listed Volume	3,349,100	100%	134.00K	2.45M	764.90K	0.00B
Median New Listed Listing Price	\$129,700		\$34,000	\$149,000	\$129,900	\$0

December 2019



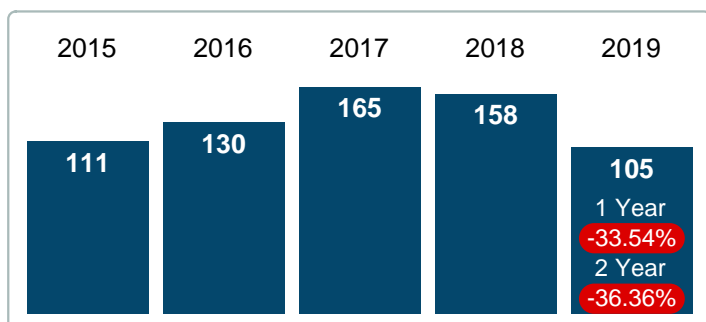
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



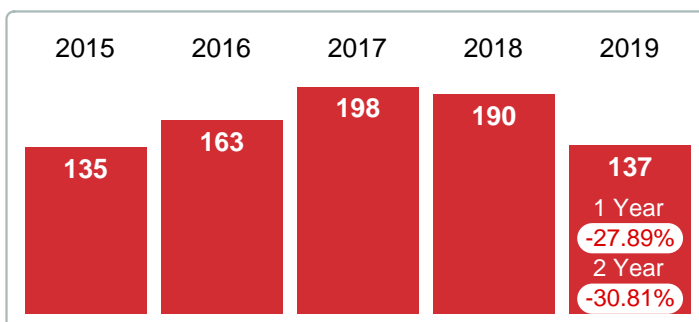
ACTIVE INVENTORY

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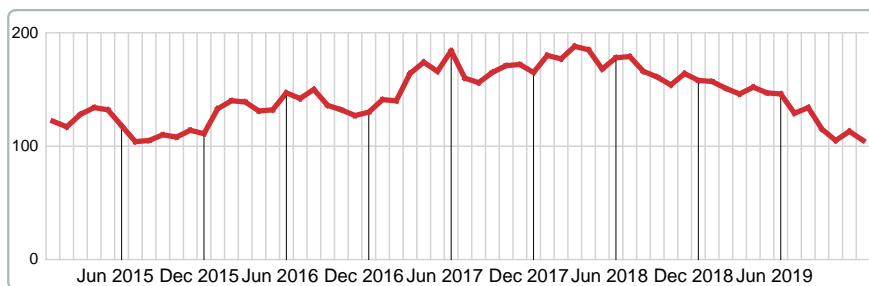
END OF DECEMBER



ACTIVE DURING DECEMBER

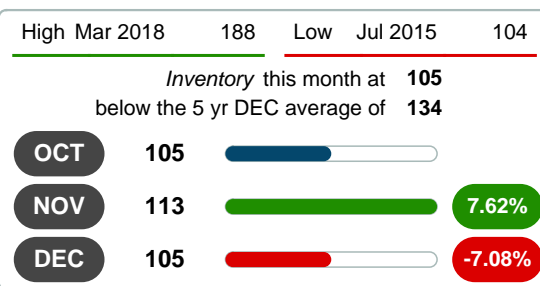


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 134



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	5.71%	56.0	3	3	0	0
\$30,001 - \$60,000	18	17.14%	158.0	9	9	0	0
\$60,001 - \$90,000	13	12.38%	134.0	3	8	2	0
\$90,001 - \$130,000	23	21.90%	58.0	7	13	3	0
\$130,001 - \$170,000	19	18.10%	74.0	0	12	5	2
\$170,001 - \$250,000	15	14.29%	74.0	1	7	7	0
\$250,001 and up	11	10.48%	61.0	1	6	4	0
Total Active Inventory by Units	105			24	58	21	2
Total Active Inventory by Volume	14,469,098	100%	83.0	1.93M	7.91M	4.33M	306.50K
Median Active Inventory Listing Price	\$115,000			\$62,250	\$114,950	\$172,000	\$153,250

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
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INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
105	0	0	inf	0.000%
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



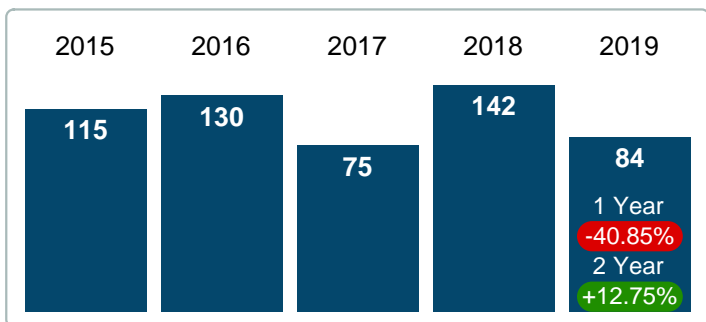
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



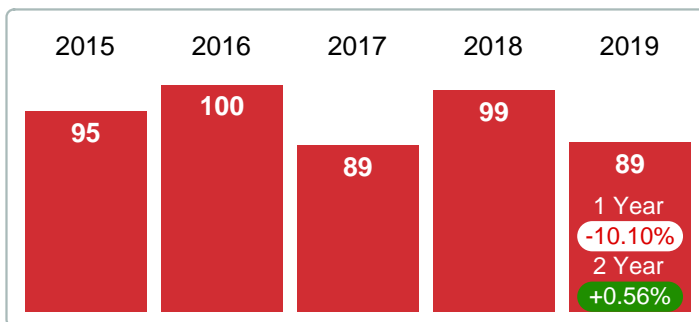
MEDIAN DAYS ON MARKET TO SALE

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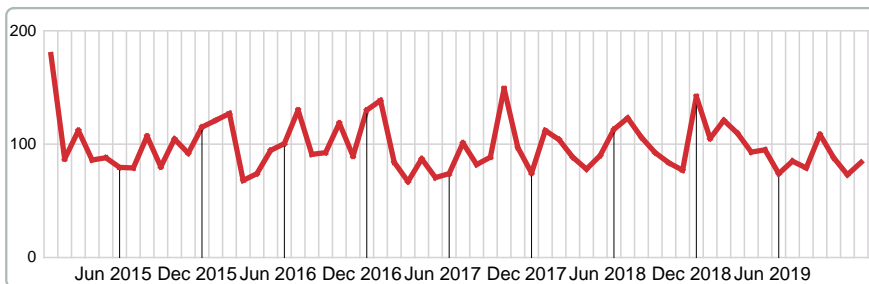
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 109

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 84 below the 5 yr DEC average of 109



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
\$20,000 and less	2	4.08%	166	1	330	0	0
\$20,001 - \$50,000	9	18.37%	28	1	45	81	0
\$50,001 - \$80,000	5	10.20%	192	192	200	0	0
\$80,001 - \$130,000	11	22.45%	112	112	110	92	0
\$130,001 - \$170,000	10	20.41%	59	88	56	0	0
\$170,001 - \$310,000	7	14.29%	44	0	127	27	0
\$310,001 and up	5	10.20%	116	0	140	55	116
Median Closed DOM			84	84	94	55	116
Total Closed Units		100%	84.0	9	28	11	1
Total Closed Volume			6,944,850	593.00K	3.63M	2.38M	340.00K

December 2019



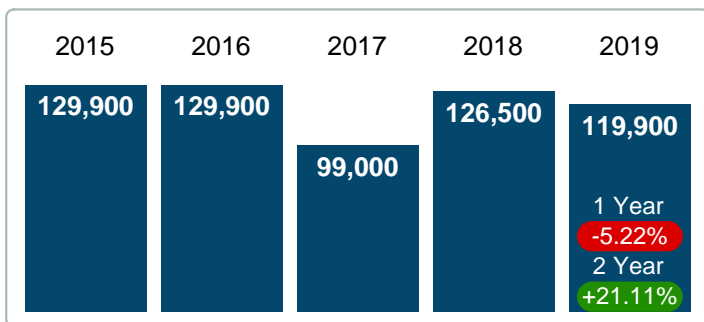
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



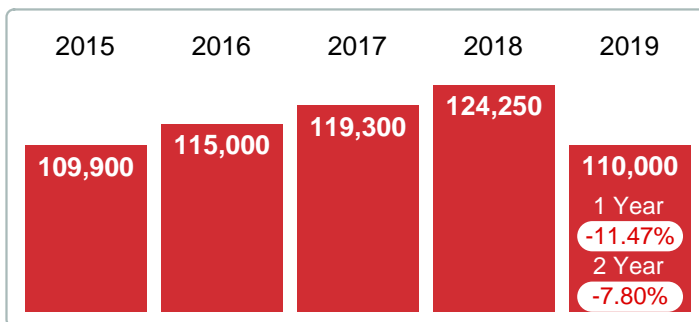
MEDIAN LIST PRICE AT CLOSING

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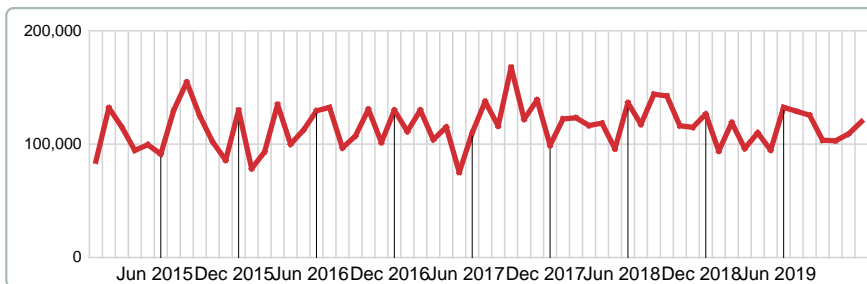
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121,040

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

Median List Price at Closing this month at **119,900**
 below the 5 yr DEC average of **121,040**

Month	Price	Change
OCT	103,000	
NOV	109,000	5.83%
DEC	119,900	10.00%

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
\$20,000 and less	4.08%	19,900	19,900	19,900	0	0
\$20,001 - \$50,000	18.37%	41,000	41,000	30,000	47,450	0
\$50,001 - \$80,000	10.20%	74,000	76,950	69,900	0	0
\$80,001 - \$130,000	22.45%	118,000	85,000	119,000	118,000	0
\$130,001 - \$170,000	16.33%	139,950	139,900	144,950	139,500	0
\$170,001 - \$310,000	18.37%	220,000	0	219,900	257,450	0
\$310,001 and up	10.20%	399,000	0	439,900	399,000	345,000
Median List Price		119,900	74,000	131,400	139,500	345,000
Total Closed Units	100%	119,900	9	28	11	1
Total Closed Volume		7,285,000	603.70K	3.85M	2.48M	345.00K

December 2019



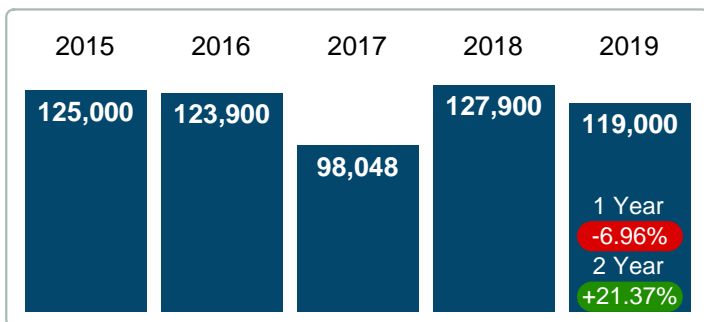
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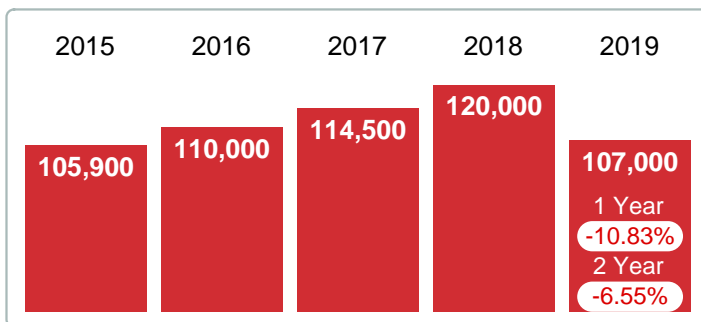
MEDIAN SOLD PRICE AT CLOSING

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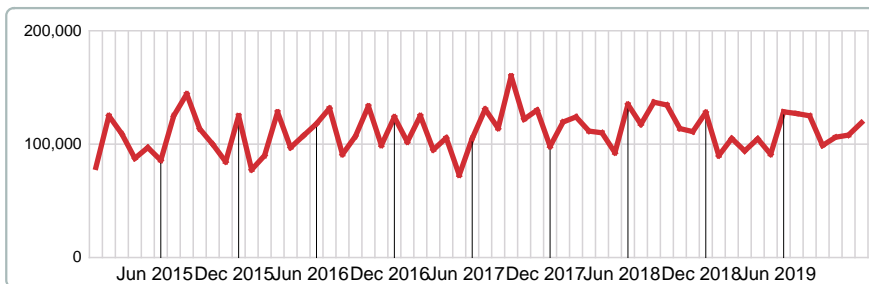
DECEMBER



YEAR TO DATE (YTD)

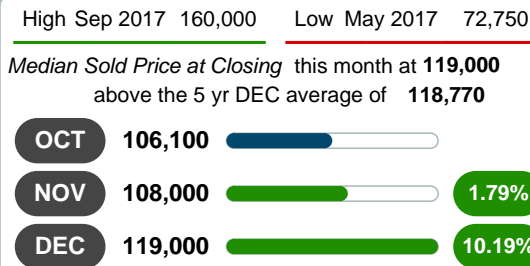


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118,770



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
\$20,000 and less	2	4.08%	19,250	20,000	18,500	0	0
\$20,001 - \$50,000	9	18.37%	40,000	41,000	27,500	45,500	0
\$50,001 - \$80,000	5	10.20%	65,000	71,500	60,000	0	0
\$80,001 - \$130,000	11	22.45%	111,000	85,000	112,500	123,000	0
\$130,001 - \$170,000	10	20.41%	144,000	139,000	145,000	0	0
\$170,001 - \$310,000	7	14.29%	220,000	0	210,000	255,500	0
\$310,001 and up	5	10.20%	390,000	0	413,000	390,000	340,000
Median Sold Price			119,000	71,500	133,250	128,500	340,000
Total Closed Units		100%	119,000	9	28	11	1
Total Closed Volume			6,944,850	593.00K	3.63M	2.38M	340.00K

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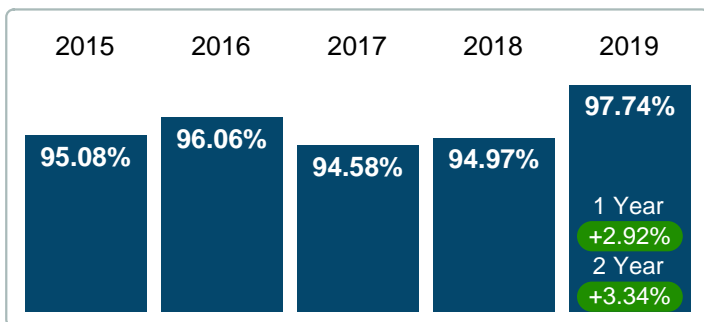
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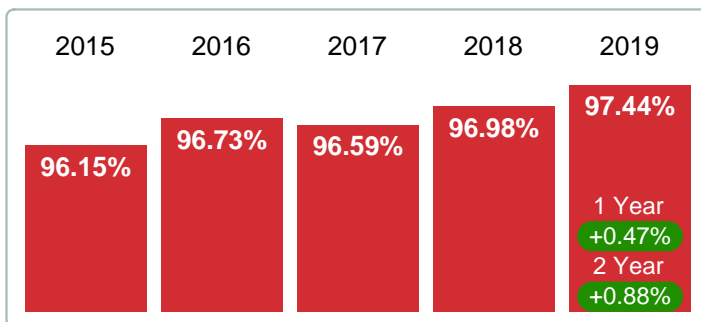
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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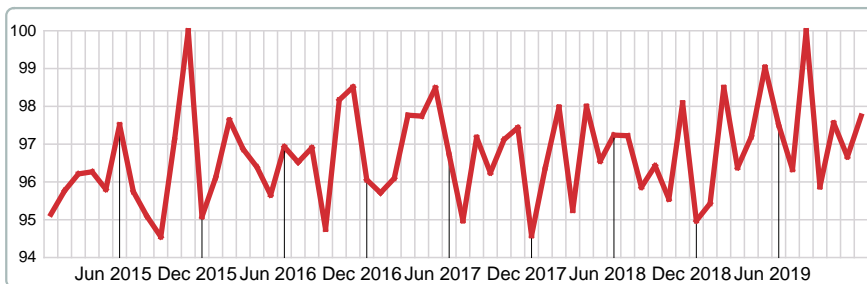
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

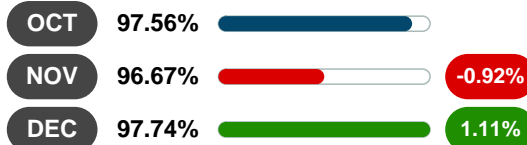


3 MONTHS

5 year DEC AVG = 95.69%

High Aug 2019 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **97.74%**
above the 5 yr DEC average of **95.69%**



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
\$20,000 and less	2	4.08%	96.73%	100.50%	92.96%	0.00%	0.00%
\$20,001 - \$50,000	9	18.37%	92.18%	100.00%	83.47%	96.09%	0.00%
\$50,001 - \$80,000	5	10.20%	83.87%	96.62%	79.85%	0.00%	0.00%
\$80,001 - \$130,000	11	22.45%	98.19%	98.19%	98.23%	98.47%	0.00%
\$130,001 - \$170,000	10	20.41%	99.68%	99.36%	100.00%	0.00%	0.00%
\$170,001 - \$310,000	7	14.29%	100.00%	0.00%	100.00%	99.22%	0.00%
\$310,001 and up	5	10.20%	93.88%	0.00%	93.88%	93.30%	98.55%
Median Sold/List Ratio		97.74%		99.36%	96.73%	97.74%	98.55%
Total Closed Units		49	100%	9	28	11	1
Total Closed Volume		6,944,850		593.00K	3.63M	2.38M	340.00K

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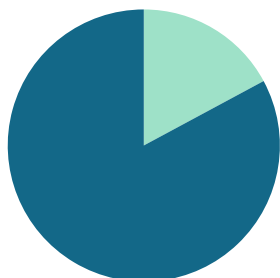
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY

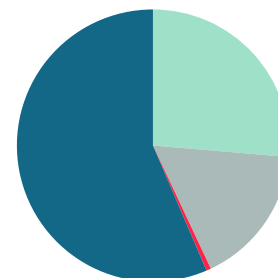


Inventory
 New Listings
24 = 17.14%
 Start Inventory
116
 Total Inventory Units
140
 Volume
\$18,162,248

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%
Median List Price	126,500	119,900	-5.22%	124,250	110,000	-11.47%
Median Sale Price	127,900	119,000	-6.96%	120,000	107,000	-10.83%
Median Percent of Selling Price to List Price	94.97%	97.74%	2.92%	96.98%	97.44%	0.47%
Median Days on Market to Sale	142.00	84.00	-40.85%	99.00	89.00	-10.10%
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

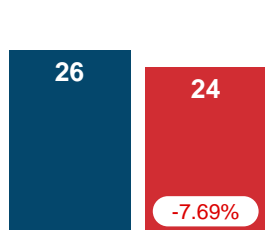
Inventory on December 31, 2019 = **105**

2018 **2019**

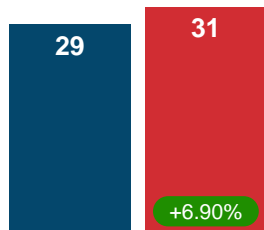
DECEMBER MARKET

MEDIAN PRICES

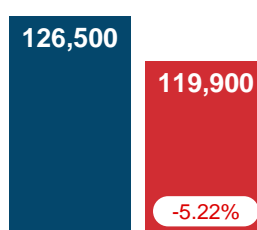
New Listings



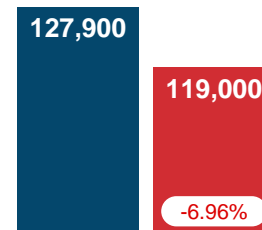
Pending Listings



List Price



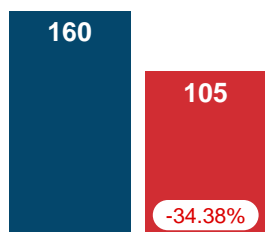
Sale Price



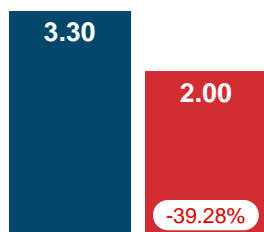
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

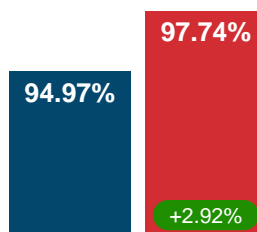
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

