

November 2019



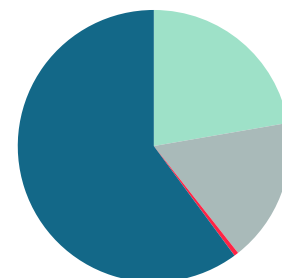
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	52	43	-17.31%
Pending Listings	32	33	3.13%
New Listings	42	42	0.00%
Average List Price	146,325	136,651	-6.61%
Average Sale Price	140,988	132,358	-6.12%
Average Percent of Selling Price to List Price	96.84%	94.10%	-2.83%
Average Days on Market to Sale	101.44	102.81	1.35%
End of Month Inventory	166	116	-30.12%
Months Supply of Inventory	3.43	2.26	-33.98%



■ Closed (22.28%)
■ Pending (17.10%)
■ Other OffMarket (0.52%)
■ Active (60.10%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of November 30, 2019 = **116**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **30.12%** to 116 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 **2.26** 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 **6.12%** in November 2019 to \$132,358 versus the previous year at \$140,988.

Average Days on Market Lengthens

The average number of **102.81** days that homes spent on the market before selling increased by 1.37 days or **1.35%** in November 2019 compared to last year's same month at **101.44** DOM.

Sales Success for November 2019 is Positive

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

There were 42 New Listings in November 2019, down **0.00%** from last year at 42. Furthermore, there were 43 Closed Listings this month versus last year at 52, a **-17.31%** decrease.

Closed versus Listed trends yielded a **102.4%** ratio, down from previous year's, November 2018, at **123.8%**, a **17.31%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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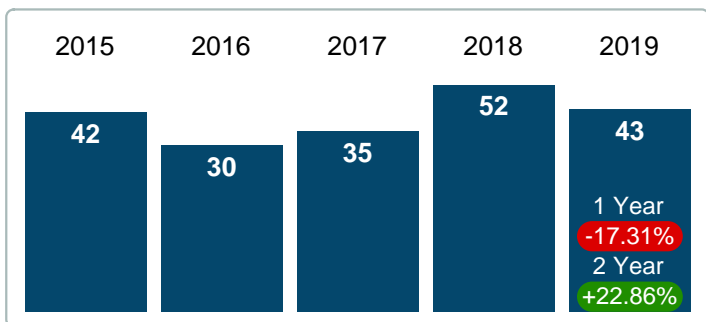
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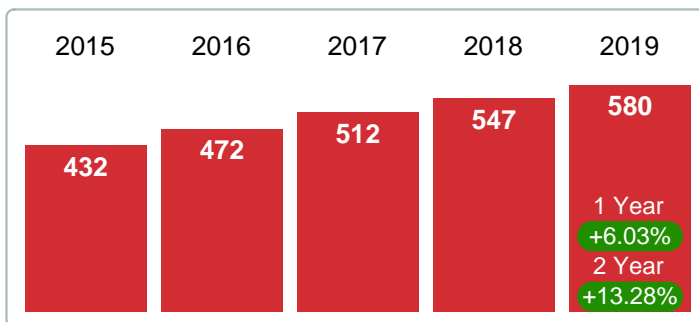
CLOSED LISTINGS

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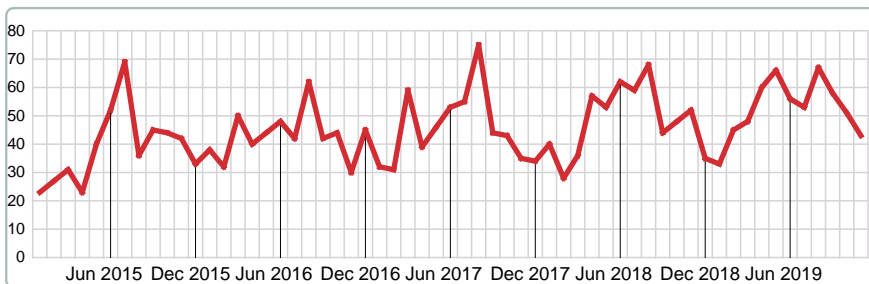
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40

High Aug 2017 75 Low Apr 2015 23

Closed Listings this month at **43**
above the 5 yr NOV average of **40**

SEP	58	
OCT	51	-12.07%
NOV	43	-15.69%

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	3	6.98%	281.3	1	2	0	0
\$20,001 - \$60,000	6	13.95%	107.0	2	4	0	0
\$60,001 - \$80,000	7	16.28%	86.6	4	3	0	0
\$80,001 - \$140,000	9	20.93%	74.3	1	5	2	1
\$140,001 - \$180,000	8	18.60%	93.6	1	7	0	0
\$180,001 - \$250,000	7	16.28%	60.9	0	6	1	0
\$250,001 and up	3	6.98%	161.7	0	1	2	0
Total Closed Units	43			9	28	5	1
Total Closed Volume	5,691,400	100%	102.8	633.75K	3.62M	1.30M	139.00K
Average Closed Price	\$132,358			\$70,417	\$129,391	\$259,140	\$139,000

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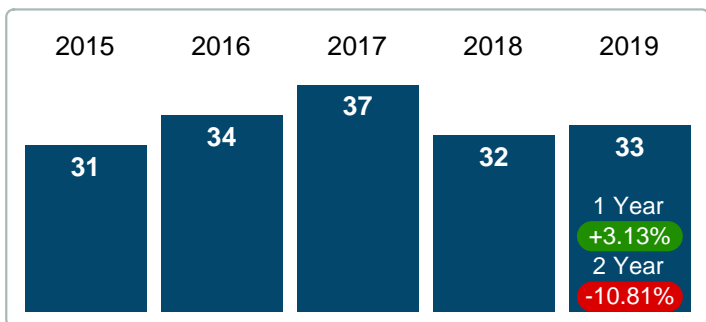
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



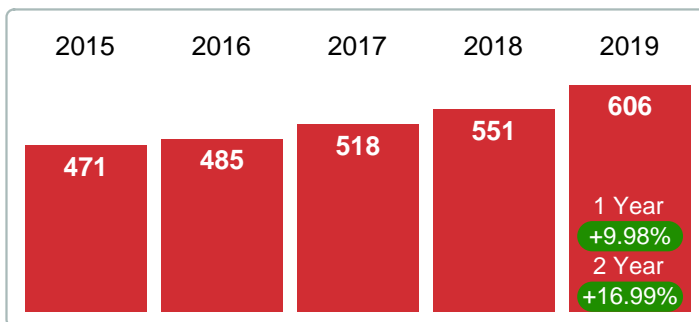
PENDING LISTINGS

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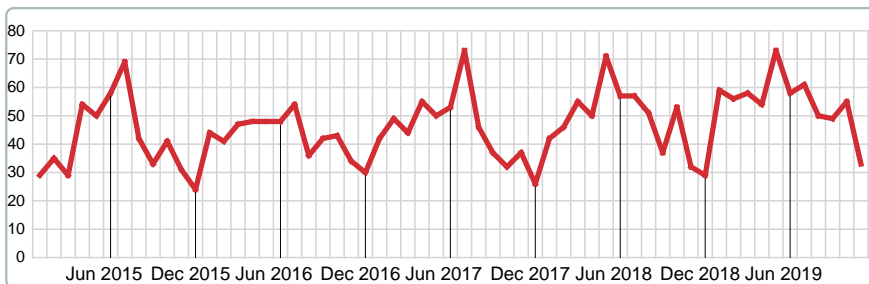
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33

High May 2019 73 Low Dec 2015 24

Pending Listings this month at 33 equal to 5 yr NOV average of 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	6.06%	158.0	2	0	0	0
\$25,001 - \$75,000	5	15.15%	536.6	4	0	1	0
\$75,001 - \$125,000	5	15.15%	121.2	2	1	2	0
\$125,001 - \$200,000	8	24.24%	33.6	1	5	2	0
\$200,001 - \$250,000	5	15.15%	86.4	0	3	2	0
\$250,001 - \$325,000	3	9.09%	3.0	0	1	2	0
\$325,001 and up	5	15.15%	185.6	0	0	4	1
Total Pending Units	33			9	10	13	1
Total Pending Volume	6,381,899	100%	78.5	543.20K	1.89M	3.61M	345.00K
Average Listing Price	\$198,591			\$60,356	\$188,740	\$277,408	\$345,000

November 2019



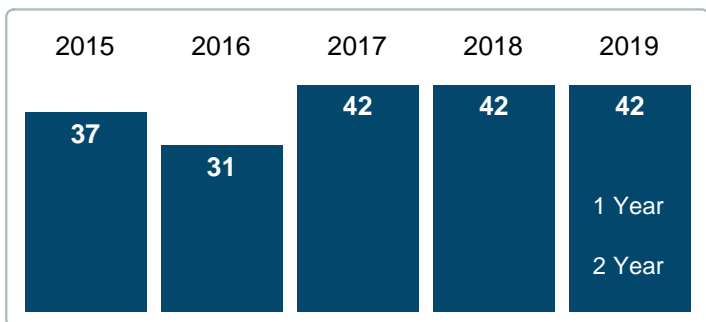
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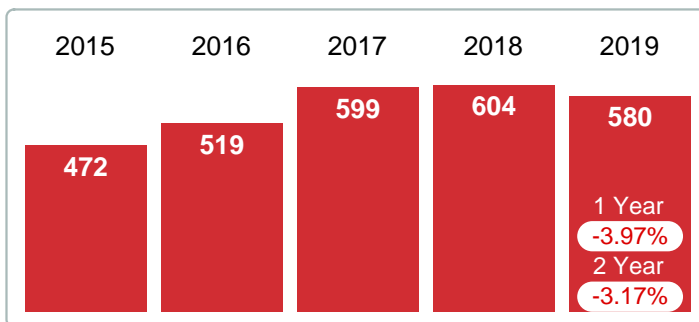
NEW LISTINGS

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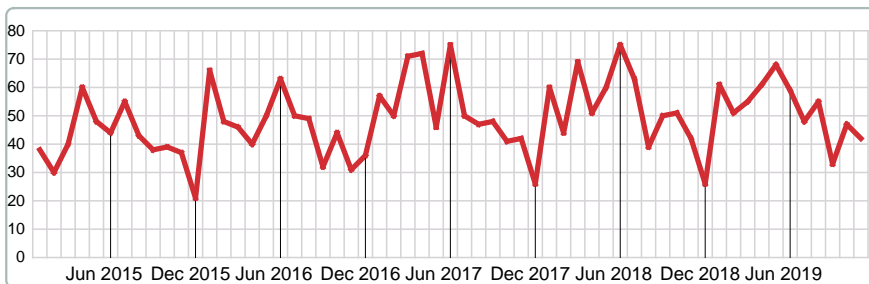
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39

High Jun 2018 75 Low Dec 2015 21

New Listings this month at **42**
above the 5 yr NOV average of **39**

- SEP 33
- OCT 47 (+42.42%)
- NOV 42 (-10.64%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	7.14%	1	2	0	0
\$30,001 - \$50,000	5	11.90%	3	2	0	0
\$50,001 - \$70,000	5	11.90%	2	3	0	0
\$70,001 - \$110,000	8	19.05%	4	3	1	0
\$110,001 - \$170,000	11	26.19%	2	6	3	0
\$170,001 - \$240,000	5	11.90%	0	2	3	0
\$240,001 and up	5	11.90%	0	3	2	0
Total New Listed Units	42		12	21	9	0
Total New Listed Volume	5,078,100	100%	863.40K	2.62M	1.60M	0.00B
Average New Listed Listing Price	\$117,580		\$71,950	\$124,562	\$177,656	\$0

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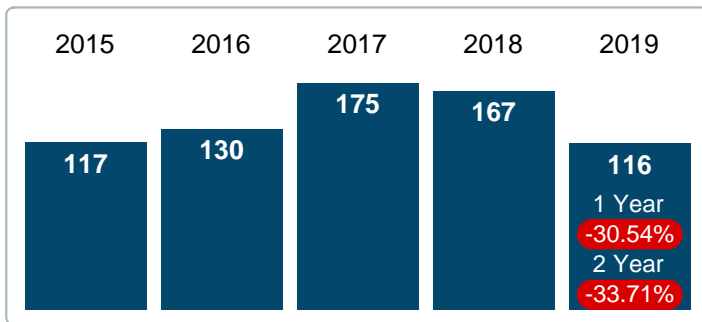
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



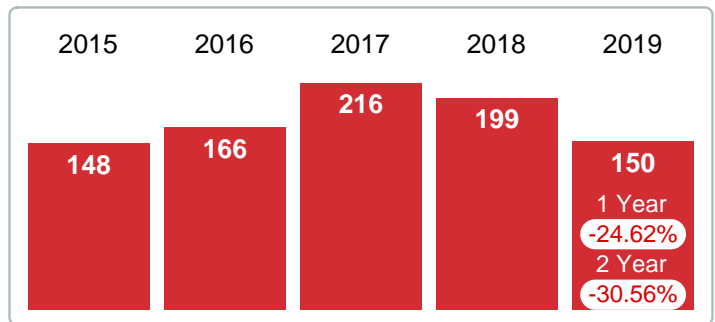
ACTIVE INVENTORY

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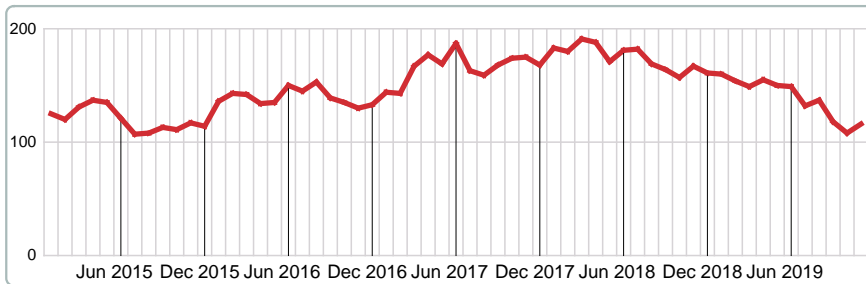
END OF NOVEMBER



ACTIVE DURING NOVEMBER

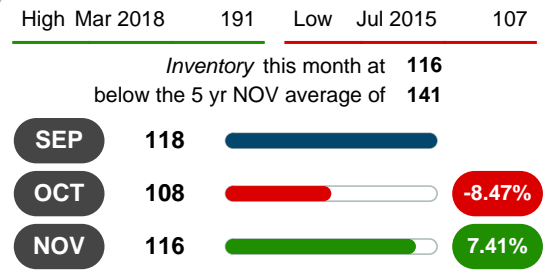


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 141



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	9	7.76%	58.1	4	5	0	0
\$30,001 - \$50,000	16	13.79%	171.0	7	7	2	0
\$50,001 - \$70,000	14	12.07%	139.4	4	9	1	0
\$70,001 - \$130,000	33	28.45%	106.8	11	17	4	1
\$130,001 - \$160,000	15	12.93%	136.2	0	9	5	1
\$160,001 - \$230,000	15	12.93%	96.1	2	7	5	1
\$230,001 and up	14	12.07%	69.4	1	6	6	1
Total Active Inventory by Units	116			29	60	23	4
Total Active Inventory by Volume	14,813,148	100%	113.7	2.37M	7.22M	4.59M	633.75K
Average Active Inventory Listing Price	\$127,700			\$81,714	\$120,365	\$199,470	\$158,438

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



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
116	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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	7.76%	2.40	1.78	3.53	0.00	0.00
\$30,001 \$50,000	16	13.79%	3.15	4.00	2.63	3.00	0.00
\$50,001 \$70,000	14	12.07%	2.30	1.85	2.77	1.71	0.00
\$70,001 \$130,000	33	28.45%	2.11	2.81	1.69	2.53	12.00
\$130,001 \$160,000	15	12.93%	2.20	0.00	1.71	6.00	12.00
\$160,001 \$230,000	15	12.93%	1.73	3.43	1.05	3.53	0.00
\$230,001 and up	14	12.07%	2.71	0.00	2.67	2.32	3.00
Market Supply of Inventory (MSI)			2.26	2.56	1.90	2.97	6.86
		100%	2.26				
Total Active Inventory by Units			116	29	60	23	4

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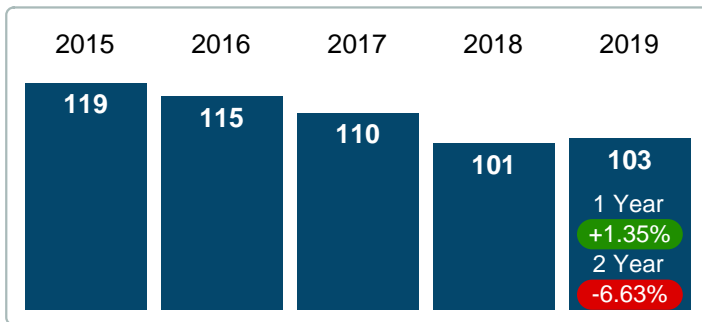
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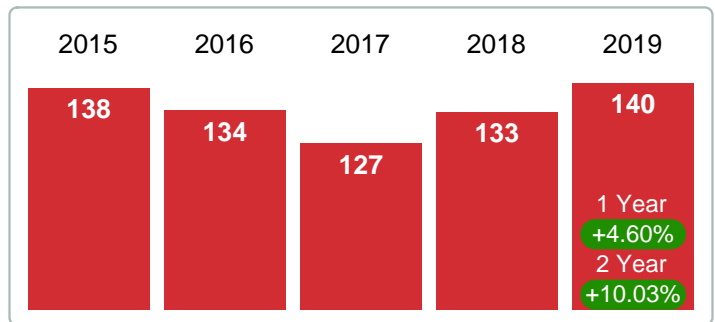
AVERAGE DAYS ON MARKET TO SALE

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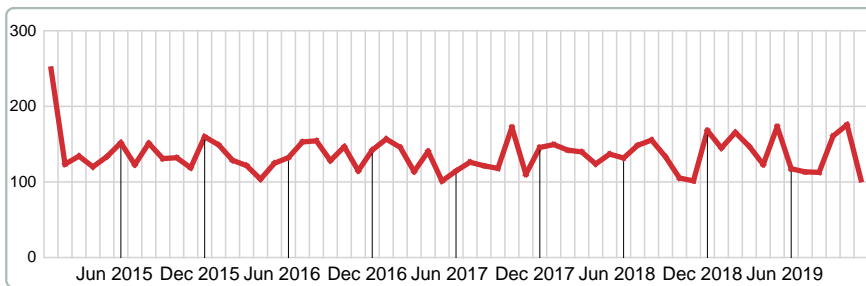
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

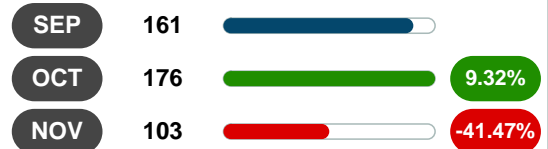


3 MONTHS

5 year NOV AVG = 110

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 103 below the 5 yr NOV average of 110



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	6.98%	281	204	320	0	0
\$20,001 - \$60,000	13.95%	107	35	143	0	0
\$60,001 - \$80,000	16.28%	87	40	149	0	0
\$80,001 - \$140,000	20.93%	74	54	88	56	63
\$140,001 - \$180,000	18.60%	94	139	87	0	0
\$180,001 - \$250,000	16.28%	61	0	46	150	0
\$250,001 and up	6.98%	162	0	376	55	0
Average Closed DOM		103	69	120	74	63
Total Closed Units	100%	103	9	28	5	1
Total Closed Volume		5,691,400	633.75K	3.62M	1.30M	139.00K

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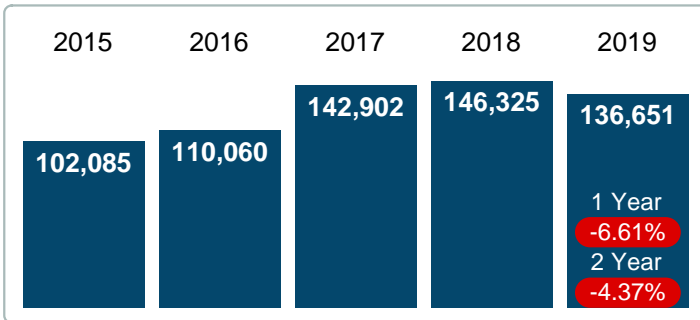
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



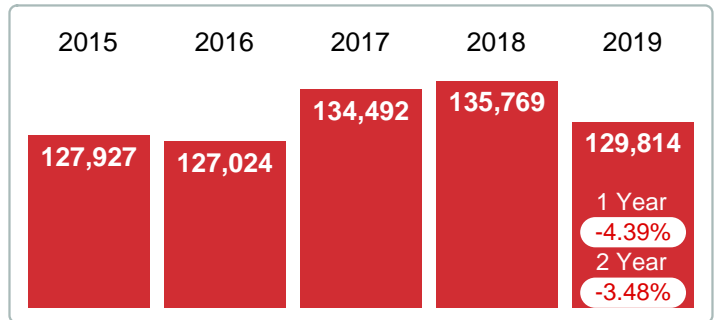
AVERAGE LIST PRICE AT CLOSING

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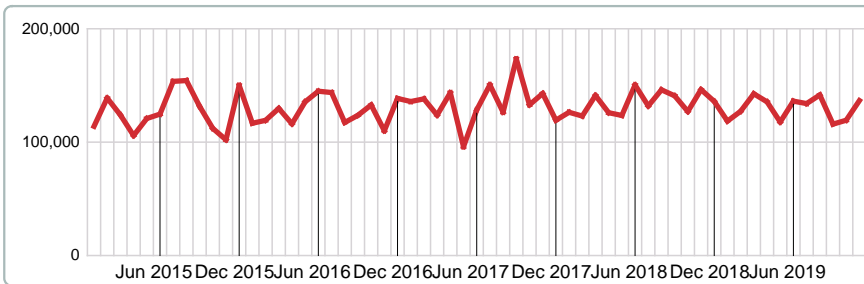
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

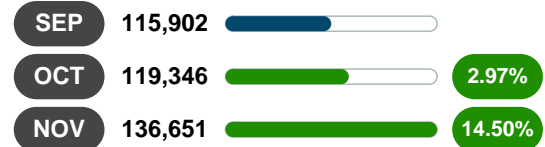


3 MONTHS

5 year NOV AVG = 127,605

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

Average List Price at Closing this month at **136,651**
above the 5 yr NOV average of **127,605**



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	1	2.33%	15,000	15,000	33,500	0	0
\$20,001 - \$60,000	8	18.60%	42,988	54,250	42,100	0	0
\$60,001 - \$80,000	5	11.63%	68,680	70,125	78,267	0	0
\$80,001 - \$140,000	12	27.91%	109,208	93,500	101,840	128,500	139,000
\$140,001 - \$180,000	7	16.28%	160,614	139,900	160,614	0	0
\$180,001 - \$250,000	7	16.28%	222,700	0	226,650	199,000	0
\$250,001 and up	3	6.98%	393,333	0	335,000	422,500	0
Average List Price			136,651	70,822	135,664	260,200	139,000
Total Closed Units		100%	136,651	9	28	5	1
Total Closed Volume			5,876,000	637.40K	3.80M	1.30M	139.00K

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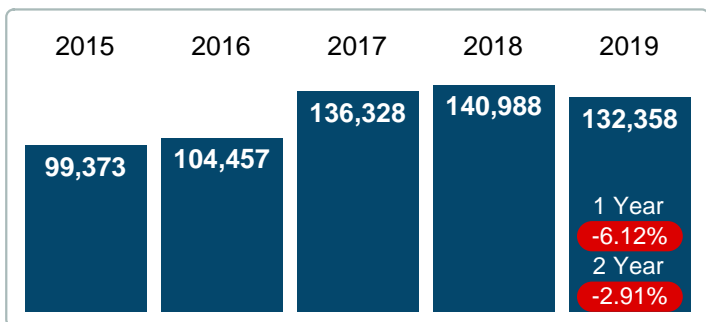
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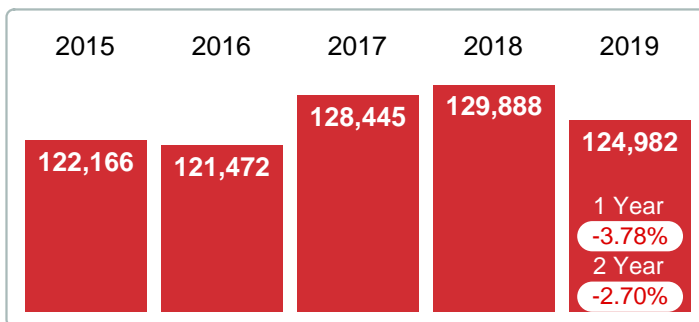
AVERAGE SOLD PRICE AT CLOSING

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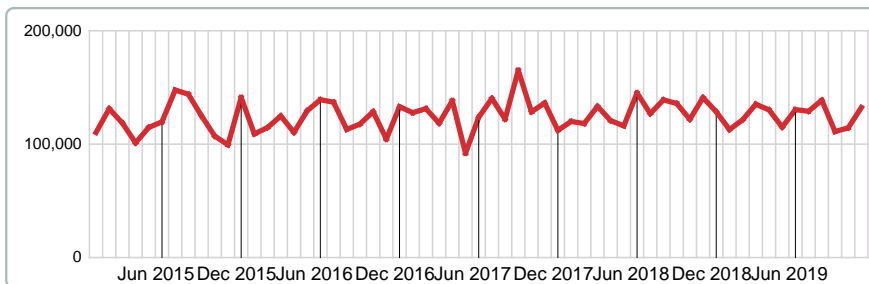
NOVEMBER



YEAR TO DATE (YTD)

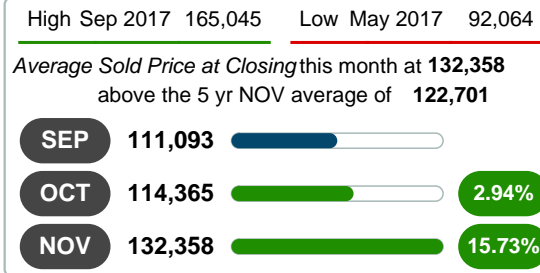


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 122,701



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	3	6.98%	17,167	12,500	19,500	0	0
\$20,001 - \$60,000	6	13.95%	41,167	52,500	35,500	0	0
\$60,001 - \$80,000	7	16.28%	70,729	68,375	73,867	0	0
\$80,001 - \$140,000	9	20.93%	107,378	96,500	94,980	128,000	139,000
\$140,001 - \$180,000	8	18.60%	155,663	146,250	157,007	0	0
\$180,001 - \$250,000	7	16.28%	218,757	0	220,733	206,900	0
\$250,001 and up	3	6.98%	384,933	0	322,000	416,400	0
Average Sold Price			132,358	70,417	129,391	259,140	139,000
Total Closed Units		100%	132,358	9	28	5	1
Total Closed Volume			5,691,400	633.75K	3.62M	1.30M	139.00K

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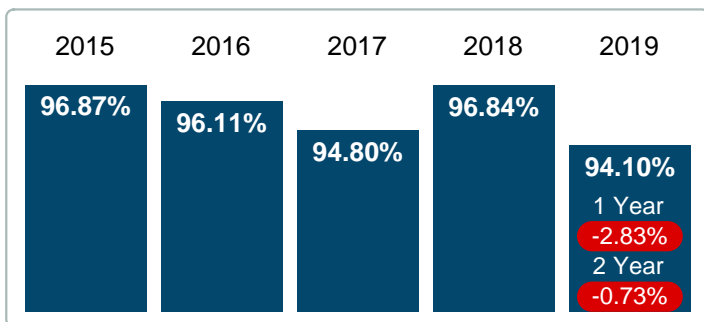
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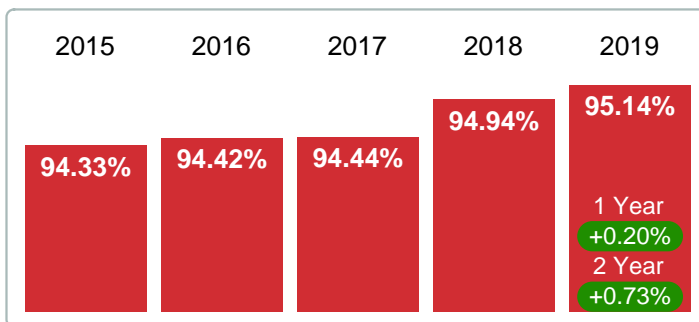
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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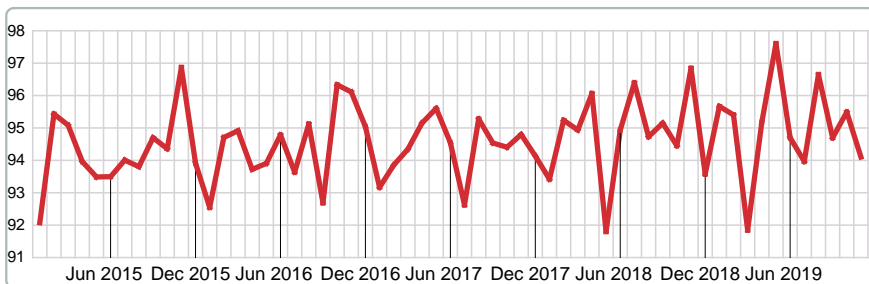
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

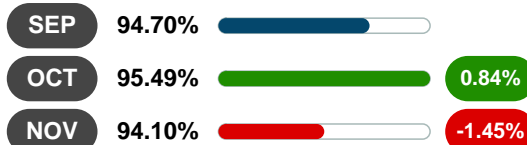


3 MONTHS

5 year NOV AVG = 95.74%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **94.10%**
below the 5 yr NOV average of **95.74%**



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	3	6.98%	68.98%	83.33%	61.81%	0.00%	0.00%
\$20,001 - \$60,000	6	13.95%	87.59%	96.39%	83.19%	0.00%	0.00%
\$60,001 - \$80,000	7	16.28%	96.60%	97.87%	94.92%	0.00%	0.00%
\$80,001 - \$140,000	9	20.93%	96.51%	103.21%	93.24%	99.57%	100.00%
\$140,001 - \$180,000	8	18.60%	98.62%	104.54%	97.78%	0.00%	0.00%
\$180,001 - \$250,000	7	16.28%	98.15%	0.00%	97.18%	103.97%	0.00%
\$250,001 and up	3	6.98%	97.68%	0.00%	96.12%	98.46%	0.00%
Average Sold/List Ratio		94.10%		97.26%	91.82%	100.01%	100.00%
Total Closed Units		43	100%	9	28	5	1
Total Closed Volume		5,691,400		633.75K	3.62M	1.30M	139.00K

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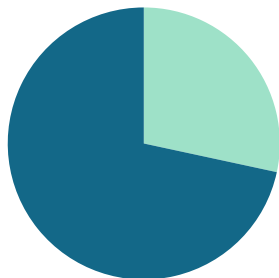
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

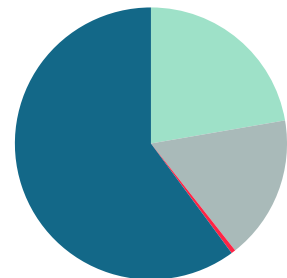


Inventory
 New Listings
42 = 28.38%
 Start Inventory
106
 Total Inventory Units
148
 Volume
\$21,355,147

Market Activity

Closed Sales
43 = 22.28%
 Pending Sales
33 = 17.10%
 Other Off Market
1 = 0.52%
 Active Inventory
116 = 60.10%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	52	43	-17.31%	547	580	6.03%
Pending Sales	32	33	3.13%	551	606	9.98%
New Listings	42	42	0.00%	604	580	-3.97%
Average List Price	146,325	136,651	-6.61%	135,769	129,814	-4.39%
Average Sale Price	140,988	132,358	-6.12%	129,888	124,982	-3.78%
Average Percent of Selling Price to List Price	96.84%	94.10%	-2.83%	94.94%	95.14%	0.20%
Average Days on Market to Sale	101.44	102.81	1.35%	133.39	139.53	4.60%
Monthly Inventory	166	116	-30.12%	166	116	-30.12%
Months Supply of Inventory	3.43	2.26	-33.98%	3.43	2.26	-33.98%

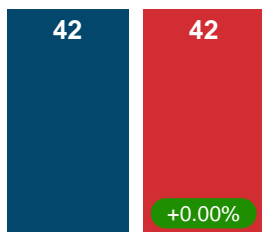
Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on November 30, 2019 = **116**

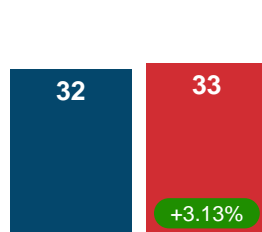
2018 **2019**

NOVEMBER MARKET

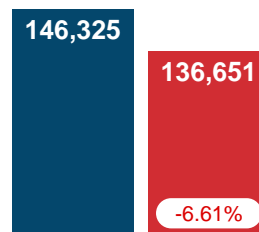
New Listings



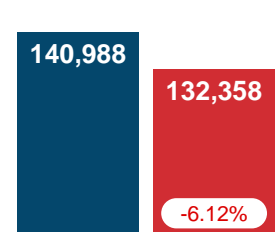
Pending Listings



List Price

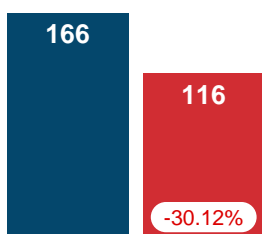


Sale Price

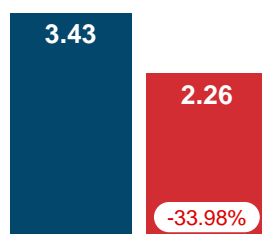


INVENTORY

Active Inventory

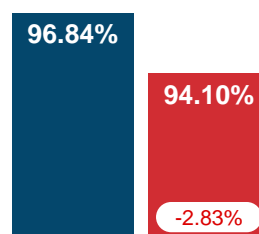


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

