

November 2019



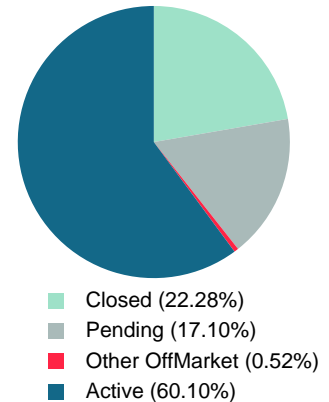
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	114,850	109,000	-5.09%
Median Sale Price	111,025	108,000	-2.72%
Median Percent of Selling Price to List Price	98.09%	96.67%	-1.45%
Median Days on Market to Sale	77.00	73.00	-5.19%
End of Month Inventory	166	116	-30.12%
Months Supply of Inventory	3.43	2.26	-33.98%



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.

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 **2.72%** in November 2019 to \$108,000 versus the previous year at \$111,025.

Median Days on Market Shortens

The median number of **73.00** days that homes spent on the market before selling decreased by 4.00 days or **5.19%** in November 2019 compared to last year's same month at **77.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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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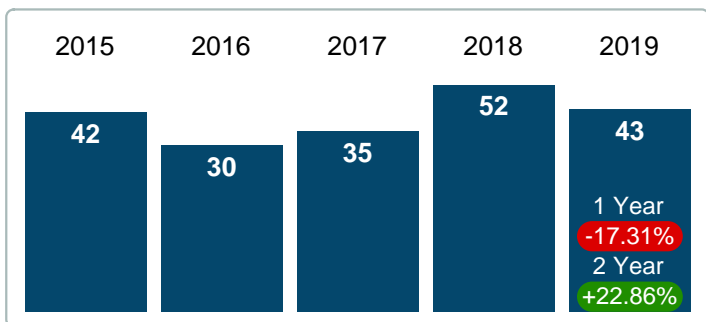
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



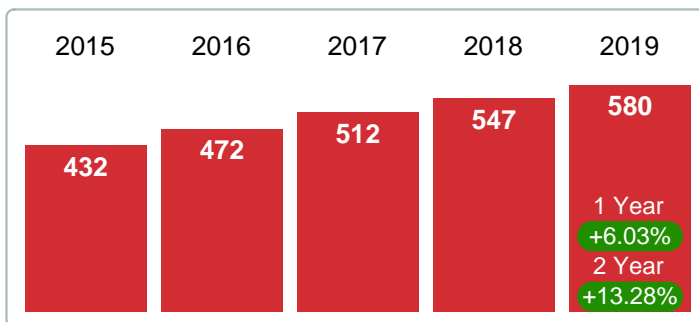
CLOSED LISTINGS

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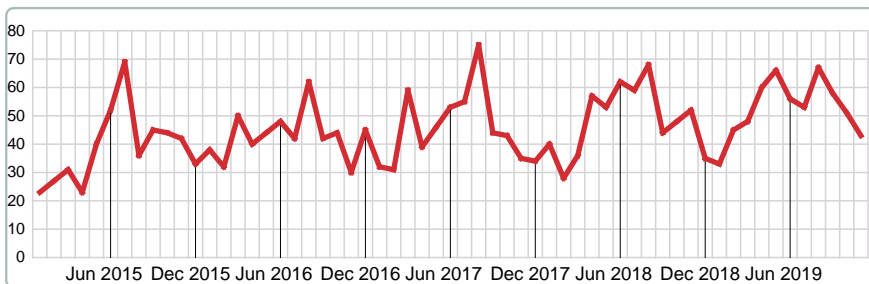
NOVEMBER



YEAR TO DATE (YTD)

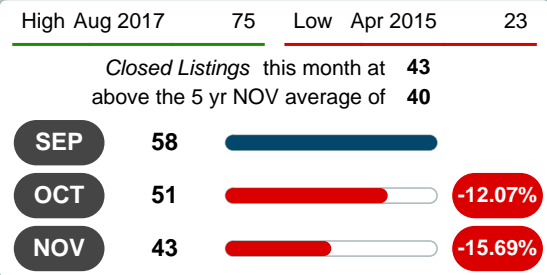


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



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	3	6.98%	204.0	1	2	0	0
\$20,001 - \$60,000	6	13.95%	86.5	2	4	0	0
\$60,001 - \$80,000	7	16.28%	61.0	4	3	0	0
\$80,001 - \$140,000	9	20.93%	60.0	1	5	2	1
\$140,001 - \$180,000	8	18.60%	98.0	1	7	0	0
\$180,001 - \$250,000	7	16.28%	51.0	0	6	1	0
\$250,001 and up	3	6.98%	73.0	0	1	2	0
Total Closed Units	43			9	28	5	1
Total Closed Volume	5,691,400	100%	73.0	633.75K	3.62M	1.30M	139.00K
Median Closed Price	\$108,000			\$67,500	\$125,950	\$206,900	\$139,000

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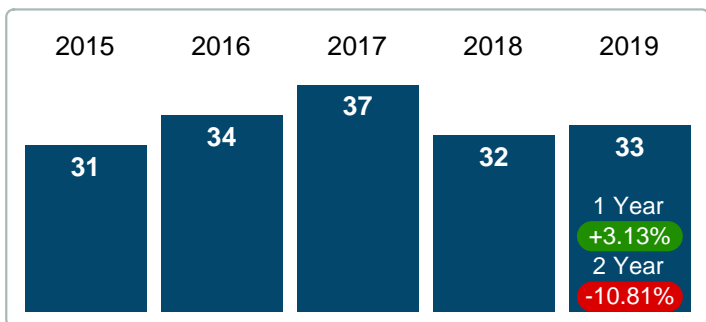
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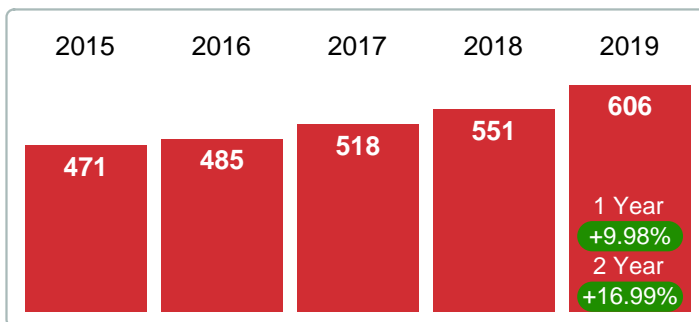
PENDING LISTINGS

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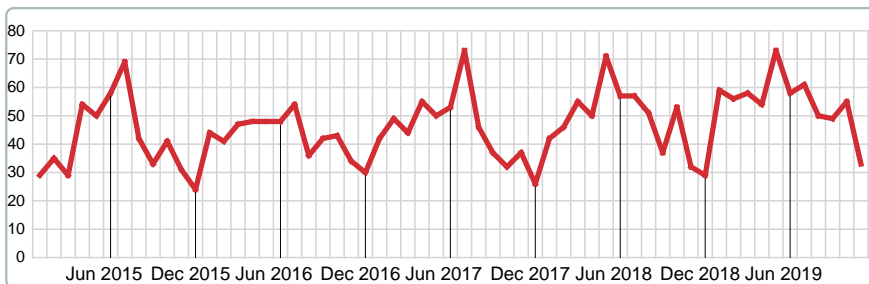
NOVEMBER



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		%	MDOM	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%	2.0	4	0	1	0
\$75,001 - \$125,000	5	15.15%	33.0	2	1	2	0
\$125,001 - \$200,000	8	24.24%	20.5	1	5	2	0
\$200,001 - \$250,000	5	15.15%	71.0	0	3	2	0
\$250,001 - \$325,000	3	9.09%	6.0	0	1	2	0
\$325,001 and up	5	15.15%	110.0	0	0	4	1
Total Pending Units	33			9	10	13	1
Total Pending Volume	6,381,899	100%	22.0	543.20K	1.89M	3.61M	345.00K
Median Listing Price	\$159,000			\$45,000	\$186,900	\$249,900	\$345,000

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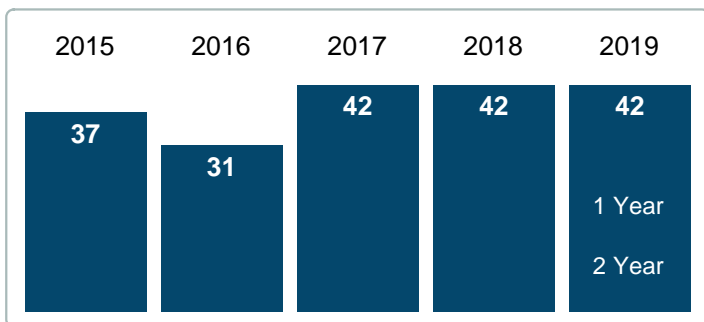
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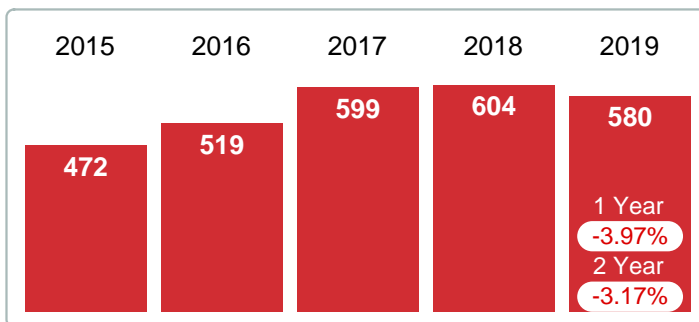
NEW LISTINGS

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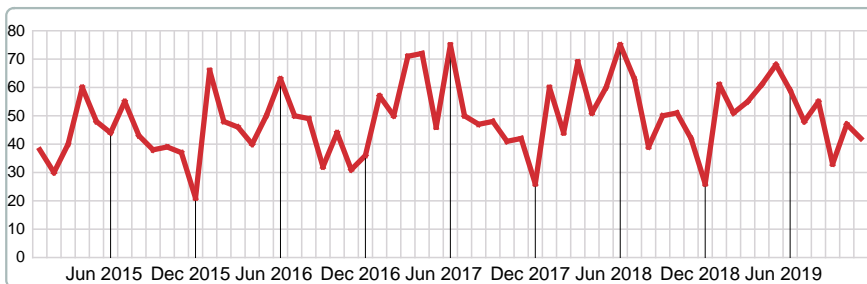
NOVEMBER



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
Median New Listed Listing Price	\$109,400		\$70,750	\$114,900	\$185,000	\$0

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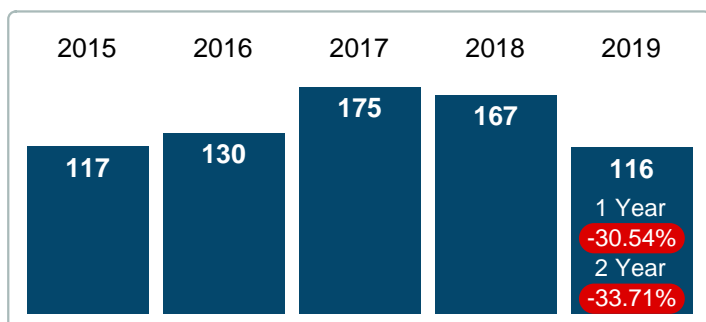
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



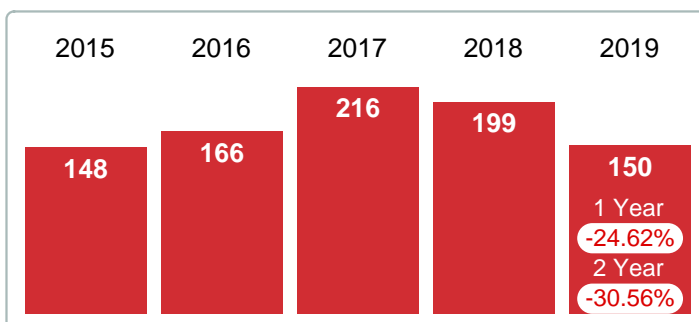
ACTIVE INVENTORY

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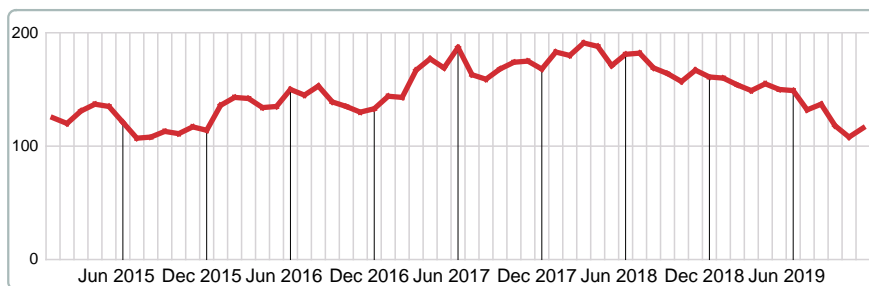
END OF NOVEMBER



ACTIVE DURING NOVEMBER

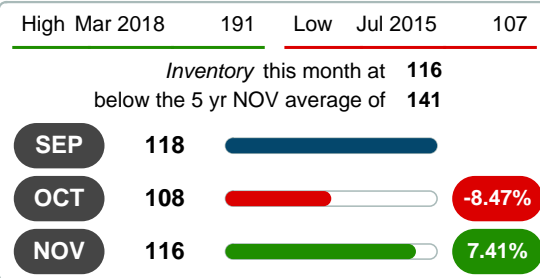


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 141



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	7.76%	33.0	4	5	0	0
\$30,001 - \$50,000	16	13.79%	124.0	7	7	2	0
\$50,001 - \$70,000	14	12.07%	125.0	4	9	1	0
\$70,001 - \$130,000	33	28.45%	75.0	11	17	4	1
\$130,001 - \$160,000	15	12.93%	73.0	0	9	5	1
\$160,001 - \$230,000	15	12.93%	51.0	2	7	5	1
\$230,001 and up	14	12.07%	64.5	1	6	6	1
Total Active Inventory by Units		116		29	60	23	4
Total Active Inventory by Volume		14,813,148	100%	2.37M	7.22M	4.59M	633.75K
Median Active Inventory Listing Price		\$103,450		\$65,000	\$96,950	\$158,900	\$153,250

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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
Total Active Inventory by Units				100%	2.26	29	60	23	4

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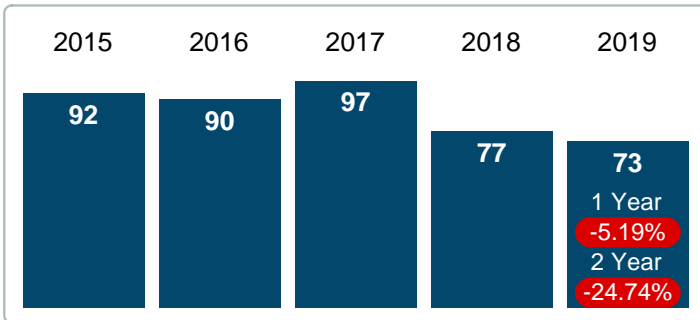
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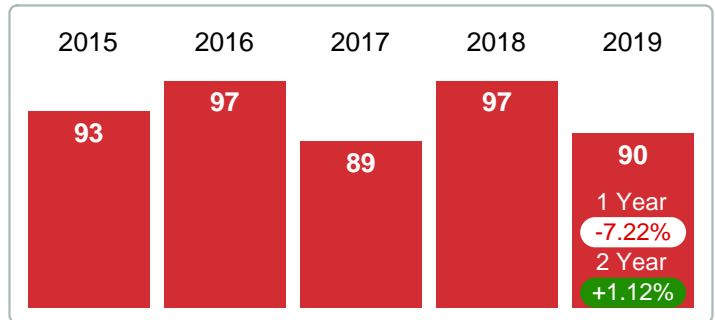
MEDIAN DAYS ON MARKET TO SALE

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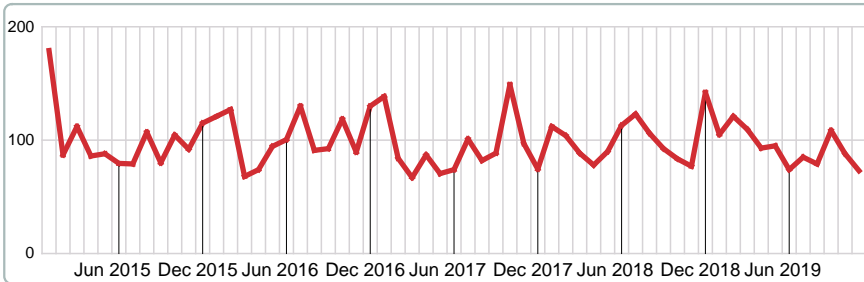
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

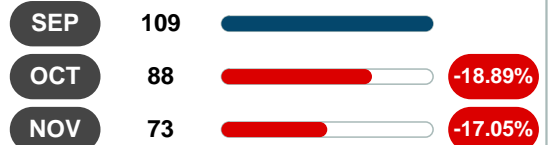


3 MONTHS

5 year NOV AVG = 86

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 73 below the 5 yr NOV average of 86



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	6.98%	204	204	320	0	0
\$20,001 - \$60,000	13.95%	87	35	122	0	0
\$60,001 - \$80,000	16.28%	61	48	118	0	0
\$80,001 - \$140,000	20.93%	60	54	87	56	63
\$140,001 - \$180,000	18.60%	98	139	91	0	0
\$180,001 - \$250,000	16.28%	51	0	49	150	0
\$250,001 and up	6.98%	73	0	376	55	0
Median Closed DOM		73	49	91	59	63
Total Closed Units	100%	73.0	9	28	5	1
Total Closed Volume		5,691,400	633.75K	3.62M	1.30M	139.00K

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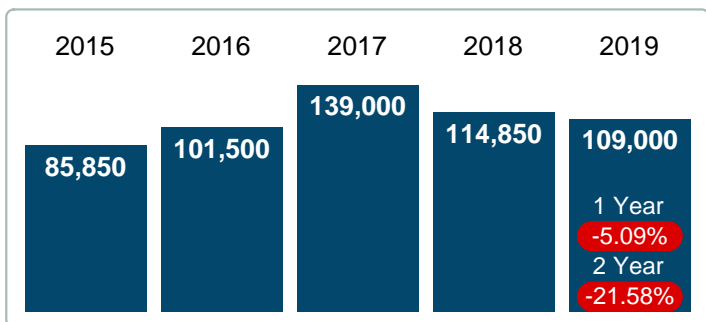
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



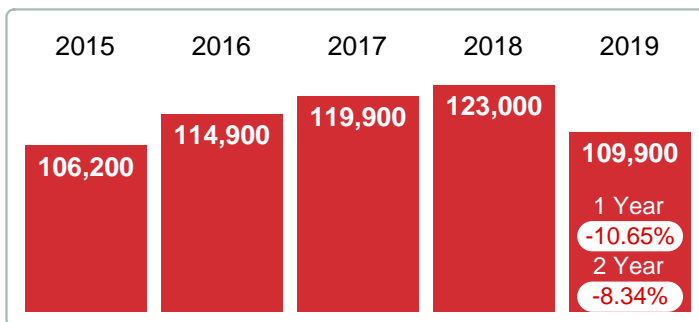
MEDIAN LIST PRICE AT CLOSING

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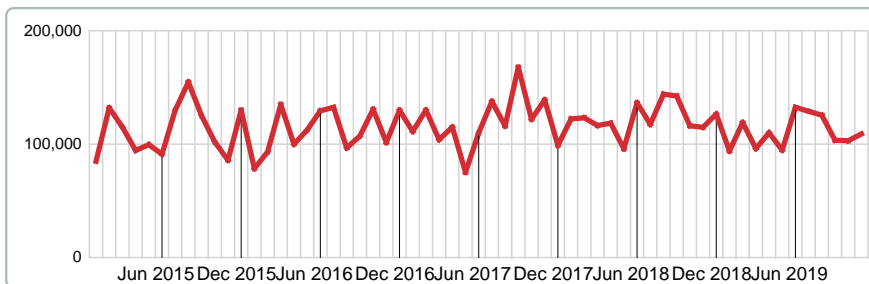
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 110,040

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

Median List Price at Closing this month at **109,000**
 below the 5 yr NOV average of **110,040**

SEP	103,450	
OCT	103,000	-0.43%
NOV	109,000	5.83%

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	2.33%	15,000	15,000	0	0	0
\$20,001 - \$60,000	18.60%	42,750	54,250	38,500	0	0
\$60,001 - \$80,000	11.63%	69,000	67,500	72,450	0	0
\$80,001 - \$140,000	27.91%	102,450	93,500	99,900	128,500	139,000
\$140,001 - \$180,000	16.28%	162,500	0	162,500	0	0
\$180,001 - \$250,000	16.28%	225,000	0	233,750	199,000	0
\$250,001 and up	6.98%	335,000	0	335,000	422,500	0
Median List Price		109,000	67,500	126,950	199,000	139,000
Total Closed Units	100%	109,000	9	28	5	1
Total Closed Volume		5,876,000	637.40K	3.80M	1.30M	139.00K

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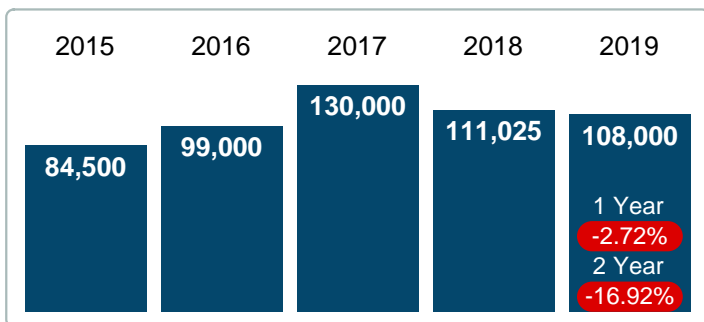
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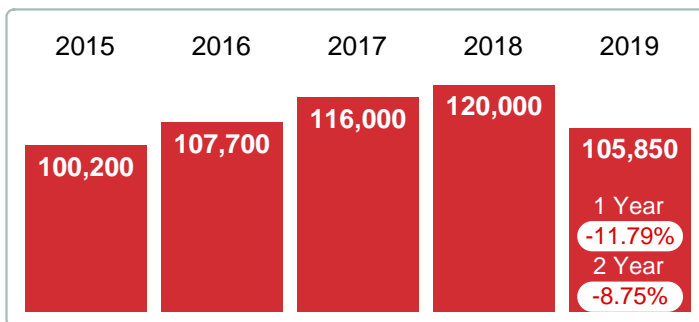
MEDIAN SOLD PRICE AT CLOSING

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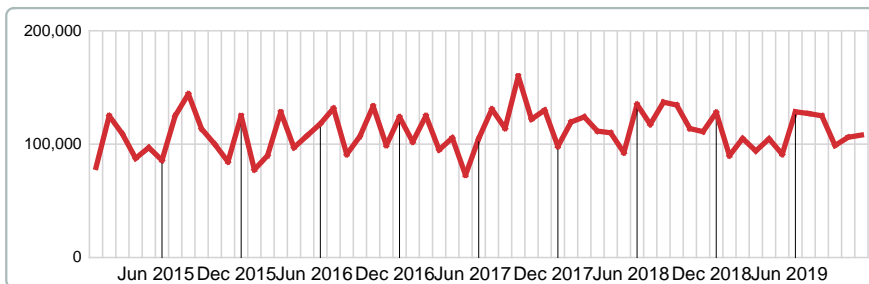
NOVEMBER



YEAR TO DATE (YTD)

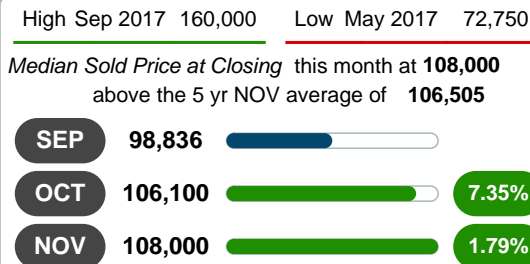


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106,505



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	6.98%	19,000	12,500	19,500	0	0
\$20,001 - \$60,000	13.95%	41,500	52,500	33,000	0	0
\$60,001 - \$80,000	16.28%	69,900	68,250	72,500	0	0
\$80,001 - \$140,000	20.93%	96,500	96,500	92,900	128,000	139,000
\$140,001 - \$180,000	18.60%	153,375	146,250	154,250	0	0
\$180,001 - \$250,000	16.28%	220,000	0	226,750	206,900	0
\$250,001 and up	6.98%	322,000	0	322,000	416,400	0
Median Sold Price		108,000	67,500	125,950	206,900	139,000
Total Closed Units	100%	108,000	9	28	5	1
Total Closed Volume		5,691,400	633.75K	3.62M	1.30M	139.00K

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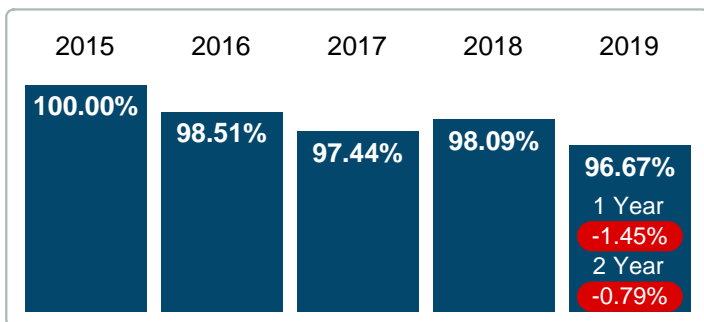
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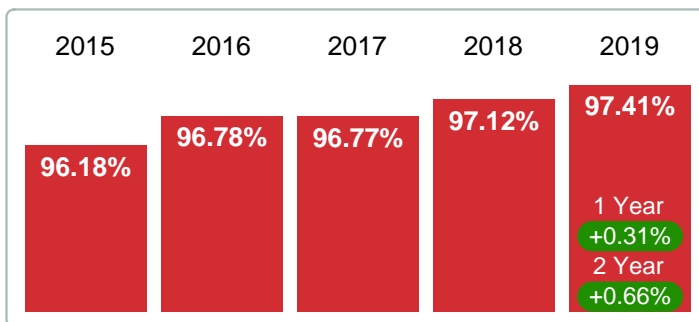
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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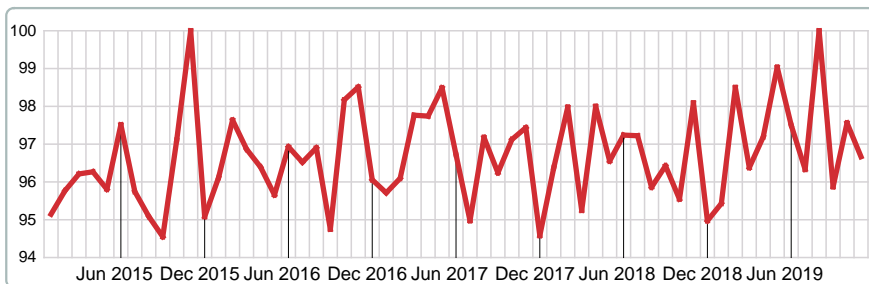
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

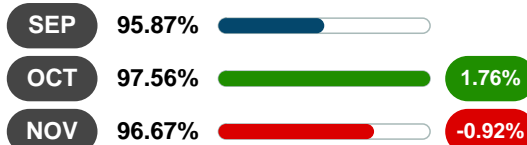


3 MONTHS

5 year NOV AVG = 98.14%

High Aug 2019 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **96.67%**
below the 5 yr NOV average of **98.14%**



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	3 <div style="width: 6.98%;"></div>	6.98%	76.00%	83.33%	61.81%	0.00%	0.00%	
\$20,001 - \$60,000	6 <div style="width: 13.95%;"></div>	13.95%	89.13%	96.39%	83.68%	0.00%	0.00%	
\$60,001 - \$80,000	7 <div style="width: 16.28%;"></div>	16.28%	100.00%	100.00%	96.67%	0.00%	0.00%	
\$80,001 - \$140,000	9 <div style="width: 20.93%;"></div>	20.93%	99.08%	103.21%	93.82%	99.57%	100.00%	
\$140,001 - \$180,000	8 <div style="width: 18.60%;"></div>	18.60%	99.23%	104.54%	99.14%	0.00%	0.00%	
\$180,001 - \$250,000	7 <div style="width: 16.28%;"></div>	16.28%	97.78%	0.00%	97.03%	103.97%	0.00%	
\$250,001 and up	3 <div style="width: 6.98%;"></div>	6.98%	98.10%	0.00%	96.12%	98.46%	0.00%	
Median Sold/List Ratio		96.67%		100.00%	95.54%	99.15%	100.00%	
Total Closed Units		43	100%	96.67%	9	28	5	1
Total Closed Volume		5,691,400			633.75K	3.62M	1.30M	139.00K

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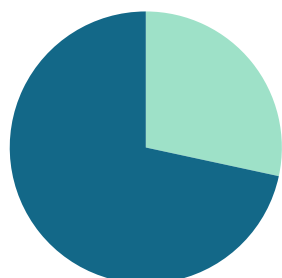
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

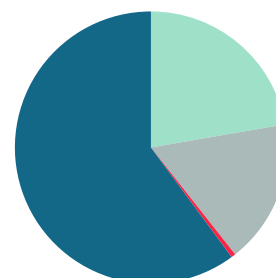


Inventory
 New Listings
42 = 28.38%
 Start Inventory
106
 Total Inventory Units
148
 Volume
\$21,355,147

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%
Median List Price	114,850	109,000	-5.09%	123,000	109,900	-10.65%
Median Sale Price	111,025	108,000	-2.72%	120,000	105,850	-11.79%
Median Percent of Selling Price to List Price	98.09%	96.67%	-1.45%	97.12%	97.41%	0.31%
Median Days on Market to Sale	77.00	73.00	-5.19%	97.00	90.00	-7.22%
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

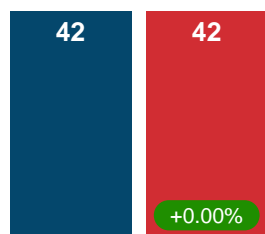
Inventory on November 30, 2019 = **116**

2018 **2019**

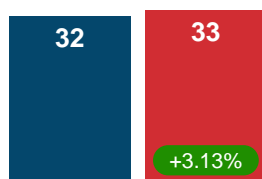
NOVEMBER MARKET

MEDIAN PRICES

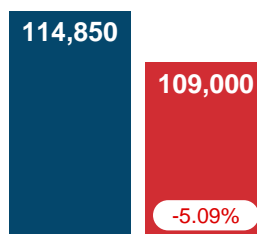
New Listings



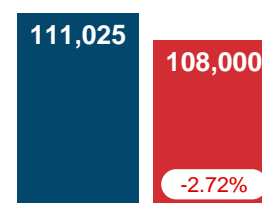
Pending Listings



List Price



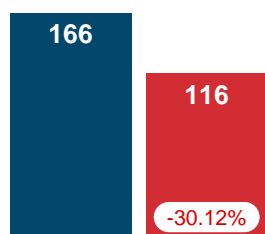
Sale Price



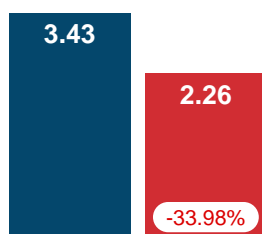
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

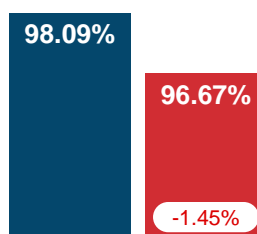
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

