

October 2019



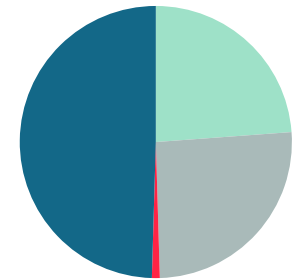
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	48	51	6.25%
Pending Listings	53	55	3.77%
New Listings	51	47	-7.84%
Average List Price	127,057	119,346	-6.07%
Average Sale Price	121,921	114,365	-6.20%
Average Percent of Selling Price to List Price	94.45%	95.49%	1.10%
Average Days on Market to Sale	105.21	175.67	66.97%
End of Month Inventory	156	106	-32.05%
Months Supply of Inventory	3.32	2.04	-38.58%



■ Closed (23.83%)
■ Pending (25.70%)
■ Other OffMarket (0.93%)
■ Active (49.53%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of October 31, 2019 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **32.05%** to 106 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 **2.04** 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 **6.20%** in October 2019 to \$114,365 versus the previous year at \$121,921.

Average Days on Market Lengthens

The average number of **175.67** days that homes spent on the market before selling increased by 70.46 days or **66.97%** in October 2019 compared to last year's same month at **105.21** DOM.

Sales Success for October 2019 is Positive

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

There were 47 New Listings in October 2019, down **7.84%** from last year at 51. Furthermore, there were 51 Closed Listings this month versus last year at 48, a **6.25%** increase.

Closed versus Listed trends yielded a **108.5%** ratio, up from previous year's, October 2018, at **94.1%**, a **15.29%** 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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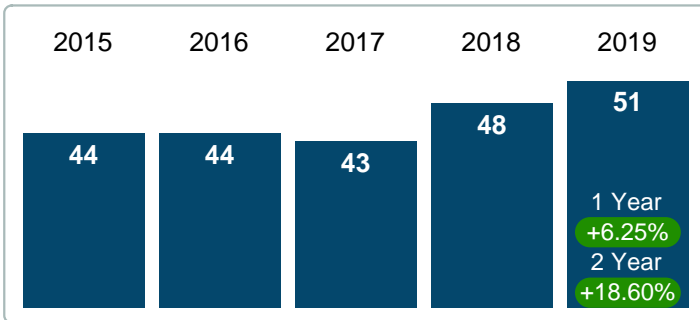
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



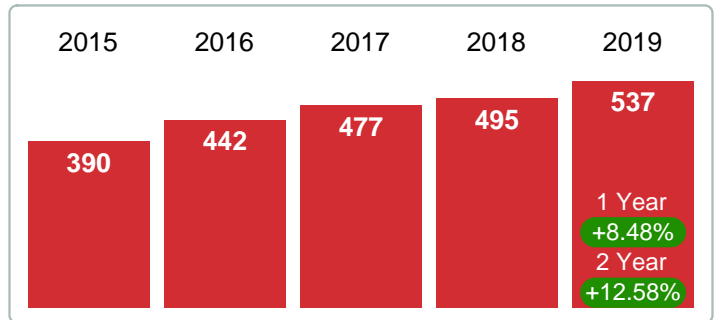
CLOSED LISTINGS

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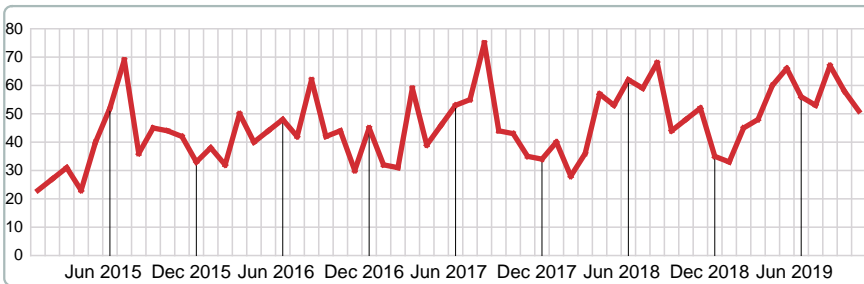
OCTOBER



YEAR TO DATE (YTD)

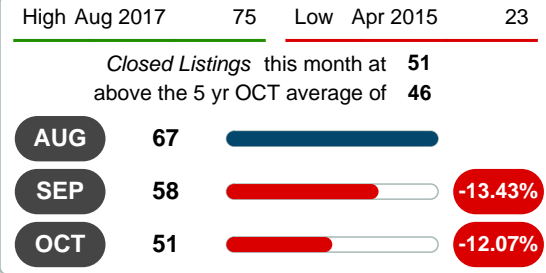


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	3.92%	130.0	0	2	0	0
\$30,001 - \$60,000	8	15.69%	112.0	7	1	0	0
\$60,001 - \$80,000	9	17.65%	128.6	3	4	2	0
\$80,001 - \$120,000	12	23.53%	146.3	3	7	2	0
\$120,001 - \$150,000	9	17.65%	195.0	2	7	0	0
\$150,001 - \$180,000	6	11.76%	325.8	1	4	1	0
\$180,001 and up	5	9.80%	236.2	0	4	1	0
Total Closed Units	51			16	29	6	0
Total Closed Volume	5,832,600	100%	175.7	1.26M	3.80M	770.40K	0.00B
Average Closed Price	\$114,365			\$78,656	\$131,162	\$128,400	\$0

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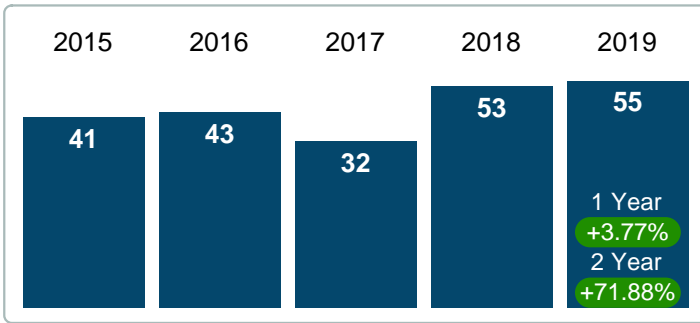
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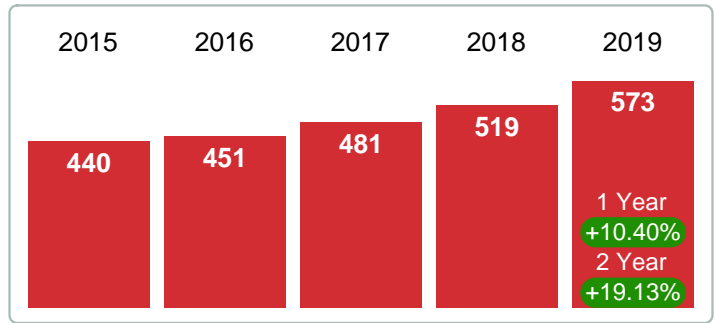
PENDING LISTINGS

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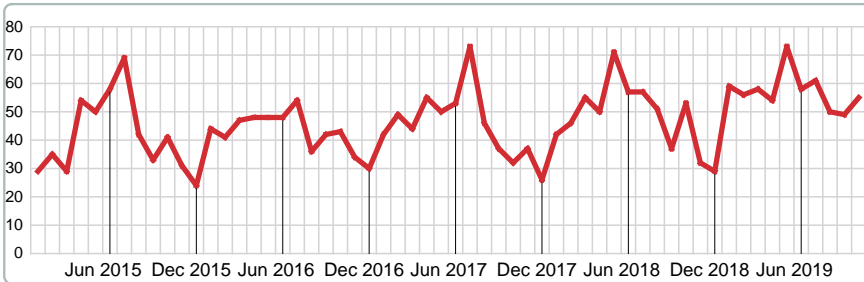
OCTOBER



YEAR TO DATE (YTD)

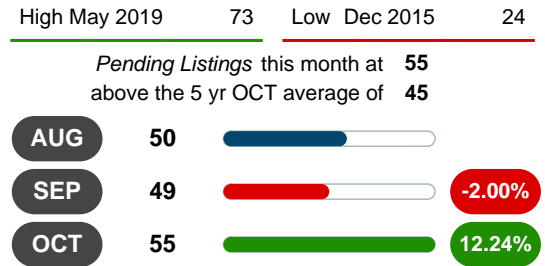


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.27%	115.0	1	3	0	0
\$30,001 - \$70,000	8	14.55%	96.1	4	4	0	0
\$70,001 - \$90,000	6	10.91%	82.8	4	1	1	0
\$90,001 - \$140,000	15	27.27%	55.0	2	9	3	1
\$140,001 - \$170,000	7	12.73%	61.7	0	7	0	0
\$170,001 - \$250,000	11	20.00%	63.5	0	10	1	0
\$250,001 and up	4	7.27%	28.5	0	2	2	0
Total Pending Units	55			11	36	7	1
Total Pending Volume	8,040,760	100%	69.0	823.30K	5.36M	1.71M	139.00K
Average Listing Price	\$146,196			\$74,845	\$149,019	\$244,823	\$139,000

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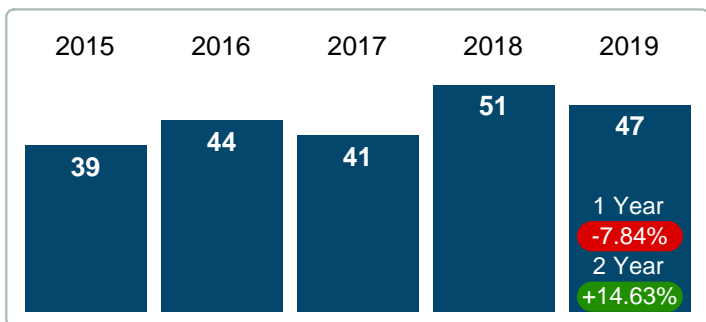
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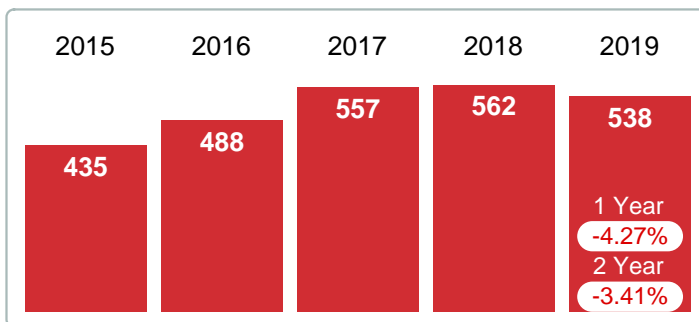
NEW LISTINGS

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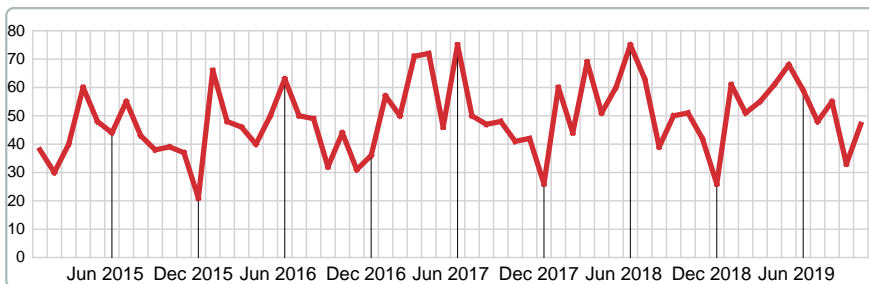
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44

High Jun 2018 75 Low Dec 2015 21

New Listings this month at 47
above the 5 yr OCT average of 44



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.26%	2	0	0	0
\$25,001 - \$75,000	7	14.89%	3	3	1	0
\$75,001 - \$100,000	6	12.77%	2	4	0	0
\$100,001 - \$150,000	11	23.40%	0	8	3	0
\$150,001 - \$225,000	10	21.28%	0	6	3	1
\$225,001 - \$300,000	6	12.77%	1	4	1	0
\$300,001 and up	5	10.64%	0	0	5	0
Total New Listed Units	47		8	25	13	1
Total New Listed Volume	7,767,759	100%	632.80K	3.56M	3.40M	169.00K
Average New Listed Listing Price	\$158,828		\$79,100	\$142,540	\$261,728	\$169,000

October 2019



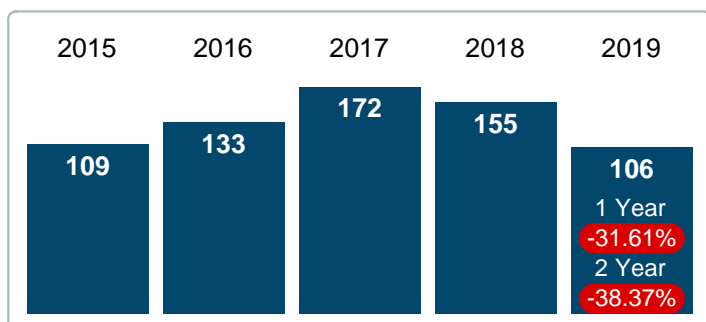
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



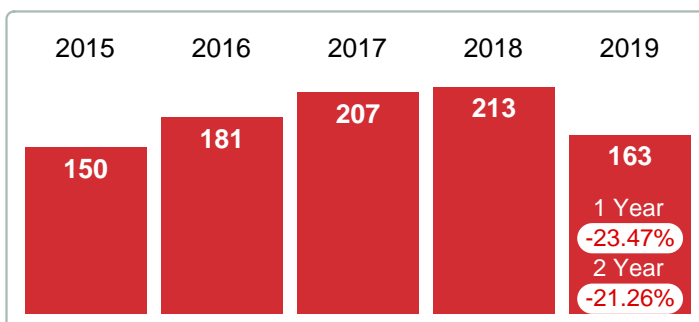
ACTIVE INVENTORY

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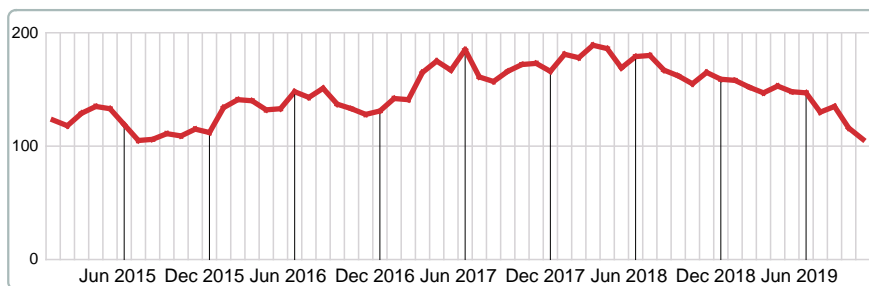
END OF OCTOBER



ACTIVE DURING OCTOBER

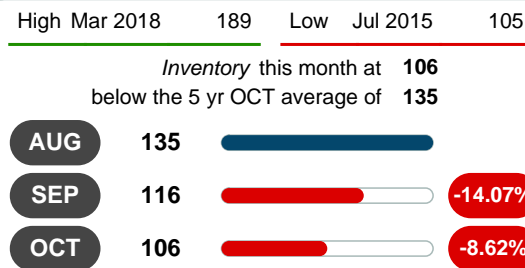


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 135



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.77%	132.0	3	1	0	0
\$25,001 - \$50,000	16	15.09%	326.0	7	7	2	0
\$50,001 - \$75,000	11	10.38%	141.7	4	6	1	0
\$75,001 - \$125,000	23	21.70%	135.1	7	11	4	1
\$125,001 - \$200,000	26	24.53%	98.8	3	15	6	2
\$200,001 - \$275,000	14	13.21%	82.1	1	6	6	1
\$275,001 and up	12	11.32%	109.7	0	2	9	1
Total Active Inventory by Units	106			25	48	28	5
Total Active Inventory by Volume	16,277,047	100%	145.7	2.05M	6.33M	6.92M	978.75K
Average Active Inventory Listing Price	\$153,557			\$82,020	\$131,885	\$247,046	\$195,750

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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 OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
106	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf			
equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	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		7.55%	2.40	2.31	2.77	0.00	0.00	
\$30,001 \$50,000	12		11.32%	2.15	2.22	1.88	3.00	0.00	
\$50,001 \$80,000	15		14.15%	1.73	1.76	1.86	1.09	0.00	
\$80,001 \$140,000	29		27.36%	1.81	2.05	1.18	4.67	24.00	
\$140,001 \$220,000	19		17.92%	1.62	2.40	1.31	2.29	0.00	
\$220,001 \$290,000	12		11.32%	2.67	0.00	2.22	2.50	4.00	
\$290,001 and up	11		10.38%	5.08	0.00	1.33	7.71	4.00	
Market Supply of Inventory (MSI)		2.04			2.17	1.51	3.46	7.50	
Total Active Inventory by Units		106	100%	2.04	25	48	28	5	

October 2019



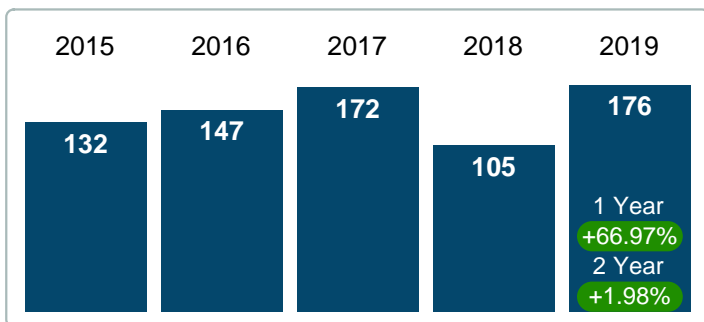
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



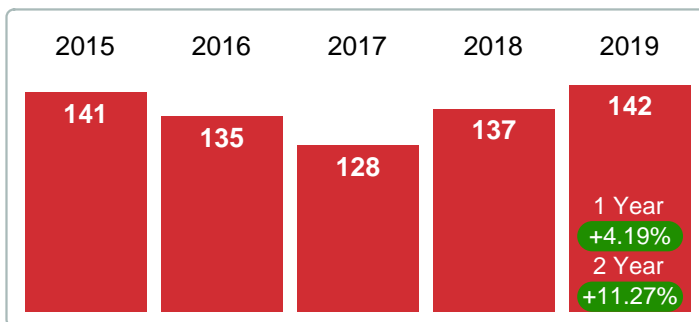
AVERAGE DAYS ON MARKET TO SALE

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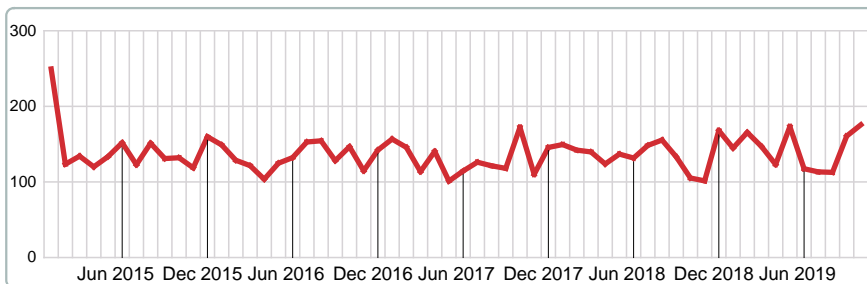
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

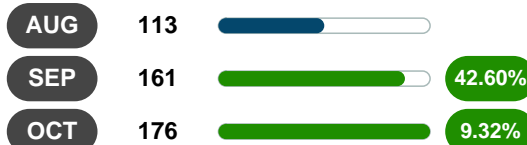


3 MONTHS

5 year OCT AVG = 146

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 176 above the 5 yr OCT average of 146



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
\$30,000 and less	3.92%	130	0	130	0	0
\$30,001 - \$60,000	15.69%	112	116	85	0	0
\$60,001 - \$80,000	17.65%	129	132	125	131	0
\$80,001 - \$120,000	23.53%	146	94	199	41	0
\$120,001 - \$150,000	17.65%	195	118	217	0	0
\$150,001 - \$180,000	11.76%	326	42	251	910	0
\$180,001 and up	9.80%	236	0	75	881	0
Average Closed DOM		176	110	174	356	0
Total Closed Units	100%	176	16	29	6	
Total Closed Volume		5,832,600	1.26M	3.80M	770.40K	0.00B

October 2019



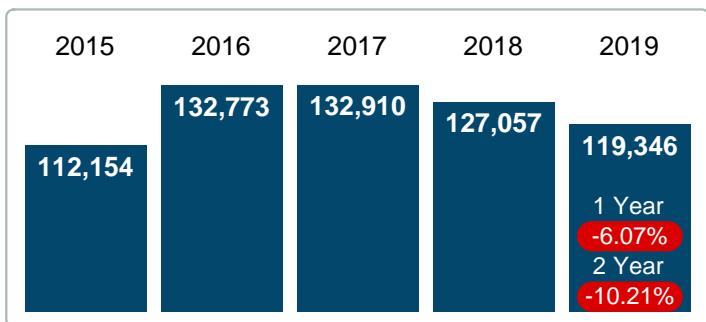
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



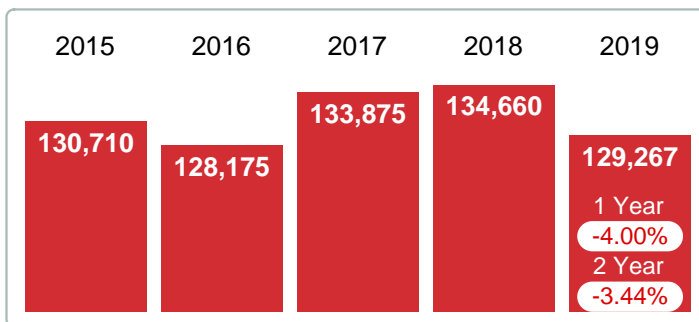
AVERAGE LIST PRICE AT CLOSING

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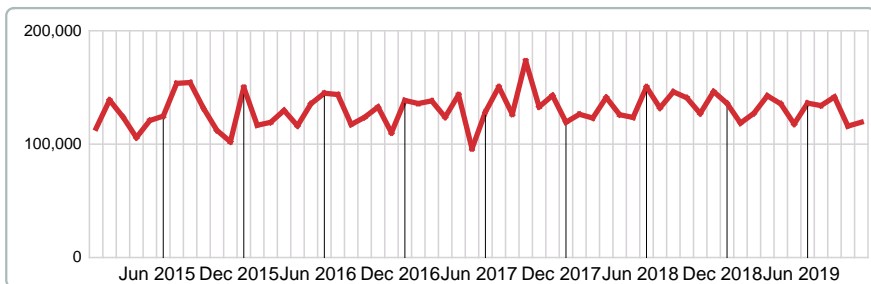
OCTOBER



YEAR TO DATE (YTD)

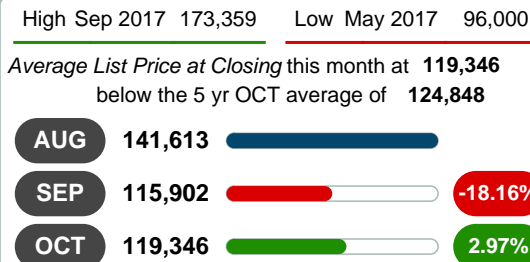


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 124,848



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
\$30,000 and less	2	3.92%	16,500	0	16,500	0	0
\$30,001 - \$60,000	9	17.65%	46,833	44,786	50,000	0	0
\$60,001 - \$80,000	6	11.76%	72,450	72,500	74,325	74,900	0
\$80,001 - \$120,000	12	23.53%	97,908	121,500	101,529	115,400	0
\$120,001 - \$150,000	7	13.73%	135,693	138,000	149,936	0	0
\$150,001 - \$180,000	8	15.69%	172,838	180,000	181,875	169,000	0
\$180,001 and up	7	13.73%	241,429	0	267,125	249,000	0
Average List Price			119,346	84,469	135,743	133,100	0
Total Closed Units		100%	119,346	16	29	6	0
Total Closed Volume			6,086,649	1.35M	3.94M	798.60K	0.00B

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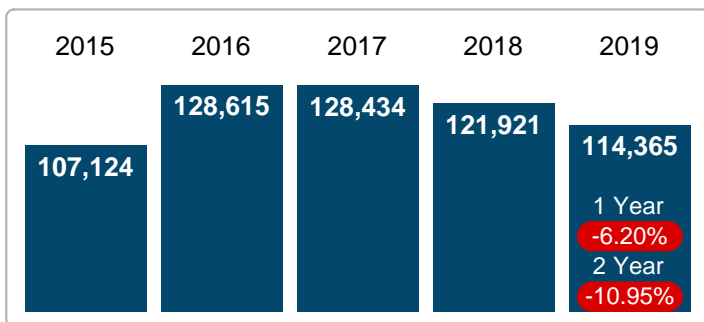
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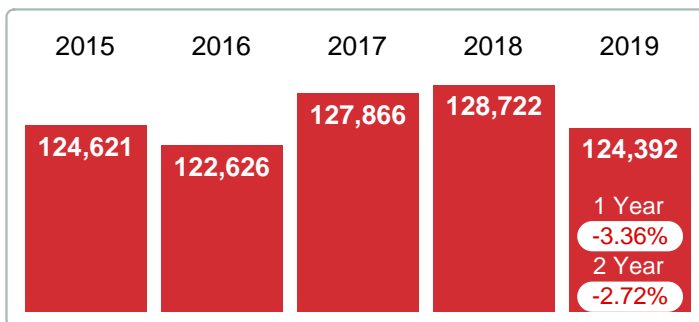
AVERAGE SOLD PRICE AT CLOSING

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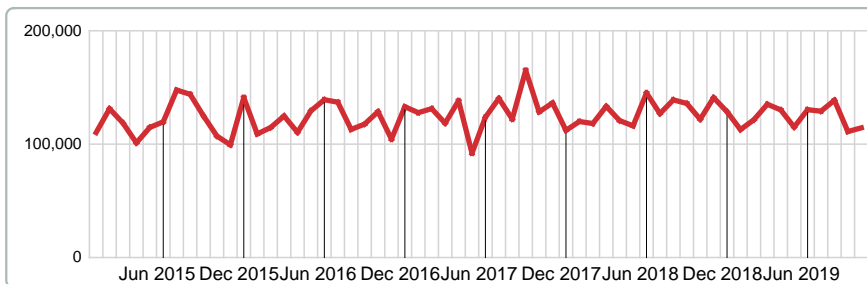
OCTOBER



YEAR TO DATE (YTD)

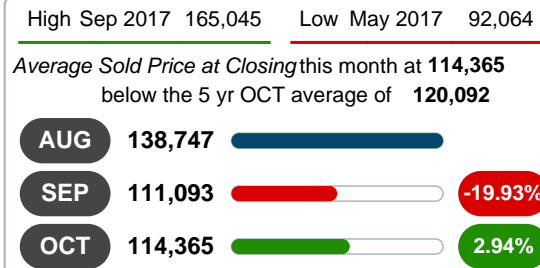


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 120,092



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
\$30,000 and less	2	3.92%	12,250	0	12,250	0	0
\$30,001 - \$60,000	8	15.69%	43,688	42,786	50,000	0	0
\$60,001 - \$80,000	9	17.65%	70,833	70,333	72,250	68,750	0
\$80,001 - \$120,000	12	23.53%	101,833	100,167	99,800	111,450	0
\$120,001 - \$150,000	9	17.65%	139,778	135,000	141,143	0	0
\$150,001 - \$180,000	6	11.76%	177,583	177,500	177,000	180,000	0
\$180,001 and up	5	9.80%	255,120	0	261,400	230,000	0
Average Sold Price			114,365	78,656	131,162	128,400	0
Total Closed Units		100%	114,365	16	29	6	0
Total Closed Volume			5,832,600	1.26M	3.80M	770.40K	0.00B

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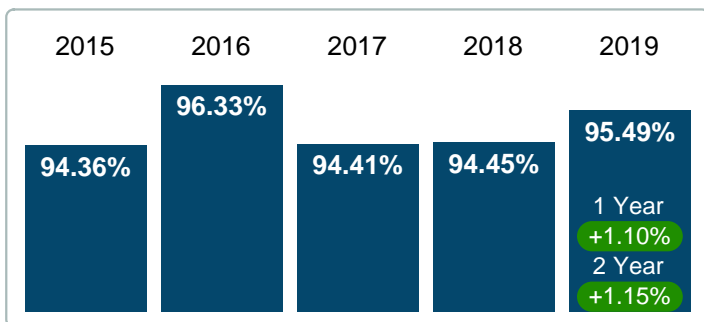
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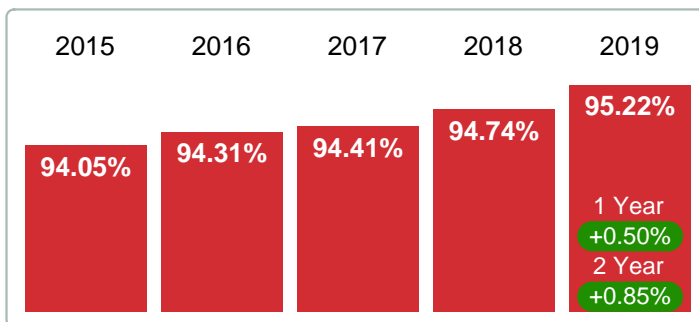
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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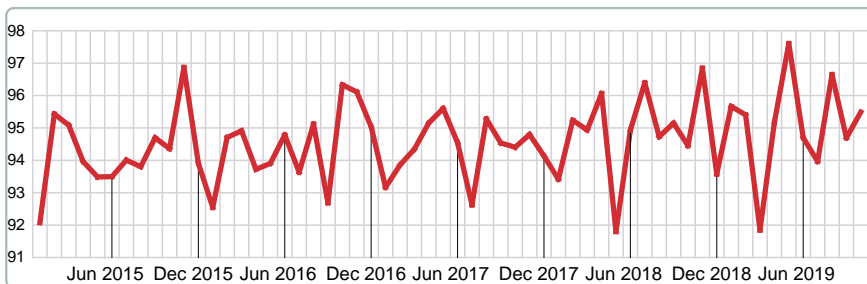
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

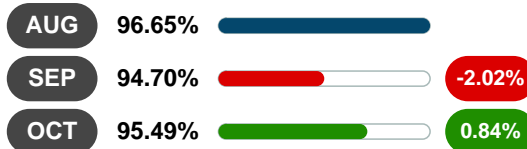


3 MONTHS

5 year OCT AVG = 95.01%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **95.49%**
equal to 5 yr OCT average of **95.01%**



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
\$30,000 and less	2	3.92%	75.28%	0.00%	75.28%	0.00%	0.00%
\$30,001 - \$60,000	8	15.69%	96.16%	95.61%	100.00%	0.00%	0.00%
\$60,001 - \$80,000	9	17.65%	96.38%	97.03%	98.20%	91.79%	0.00%
\$80,001 - \$120,000	12	23.53%	95.54%	88.08%	98.45%	96.56%	0.00%
\$120,001 - \$150,000	9	17.65%	95.24%	97.83%	94.50%	0.00%	0.00%
\$150,001 - \$180,000	6	11.76%	99.10%	98.61%	97.38%	106.51%	0.00%
\$180,001 and up	5	9.80%	96.88%	0.00%	98.01%	92.37%	0.00%
Average Sold/List Ratio		95.50%		94.93%	95.71%	95.93%	0.00%
Total Closed Units		51	100%	16	29	6	
Total Closed Volume		5,832,600		1.26M	3.80M	770.40K	0.00B

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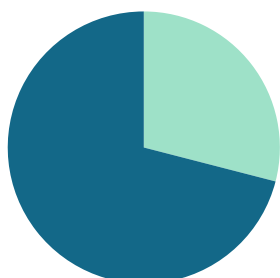
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

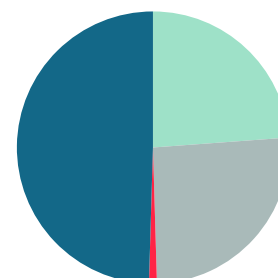


Inventory
 New Listings
47 = 29.01%
 Start Inventory
115
 Total Inventory Units
162
 Volume
\$24,840,107

Market Activity

Closed Sales
51 = 23.83%
 Pending Sales
55 = 25.70%
 Other Off Market
2 = 0.93%
 Active Inventory
106 = 49.53%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	48	51	6.25%	495	537	8.48%
Pending Sales	53	55	3.77%	519	573	10.40%
New Listings	51	47	-7.84%	562	538	-4.27%
Average List Price	127,057	119,346	-6.07%	134,660	129,267	-4.00%
Average Sale Price	121,921	114,365	-6.20%	128,722	124,392	-3.36%
Average Percent of Selling Price to List Price	94.45%	95.49%	1.10%	94.74%	95.22%	0.50%
Average Days on Market to Sale	105.21	175.67	66.97%	136.75	142.47	4.19%
Monthly Inventory	156	106	-32.05%	156	106	-32.05%
Months Supply of Inventory	3.32	2.04	-38.58%	3.32	2.04	-38.58%

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

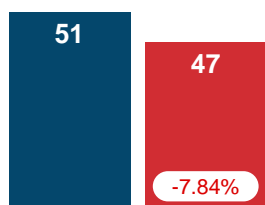
Inventory on October 31, 2019 = **106**

2018 **2019**

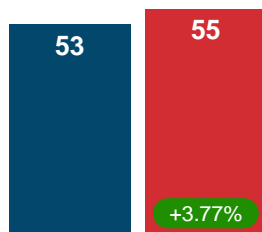
OCTOBER MARKET

AVERAGE PRICES

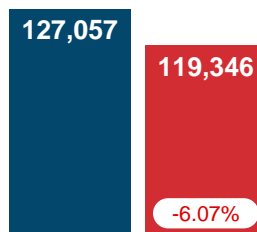
New Listings



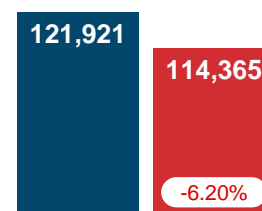
Pending Listings



List Price



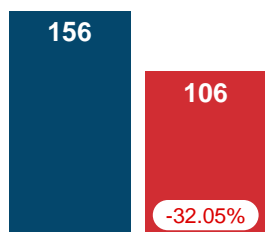
Sale Price



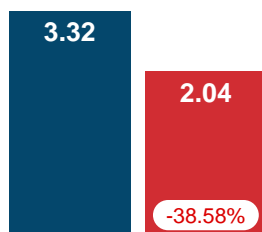
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

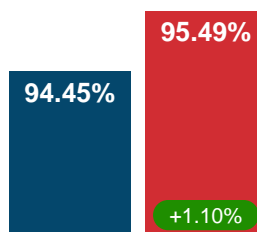
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

