

# October 2019



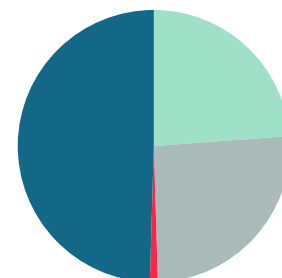
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	116,200	103,000	-11.36%
Median Sale Price	113,750	106,100	-6.73%
Median Percent of Selling Price to List Price	95.55%	97.56%	2.11%
Median Days on Market to Sale	83.50	88.00	5.39%
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.

#### 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 **6.73%** in October 2019 to \$106,100 versus the previous year at \$113,750.

#### Median Days on Market Lengthens

The median number of **88.00** days that homes spent on the market before selling increased by 4.50 days or **5.39%** in October 2019 compared to last year's same month at **83.50** DOM.

#### Sales Success for October 2019 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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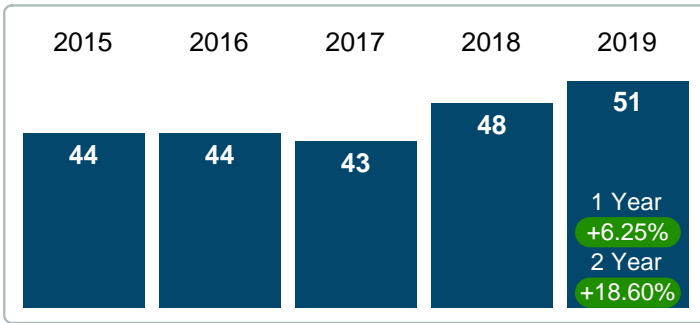
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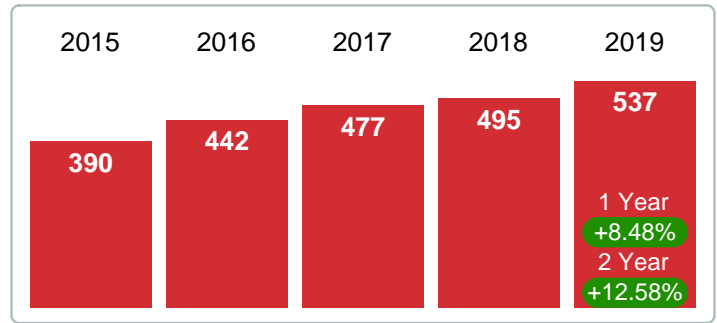
## CLOSED LISTINGS

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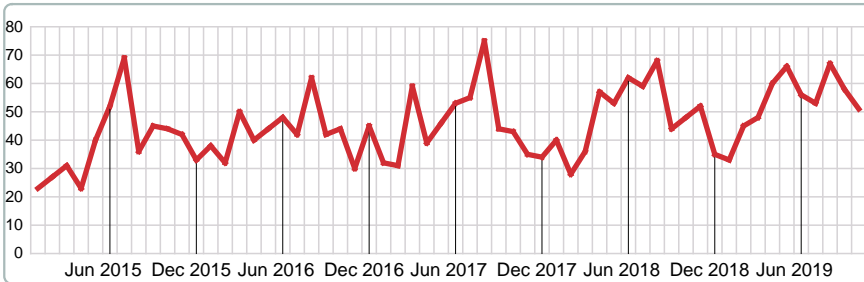
### OCTOBER



### YEAR TO DATE (YTD)

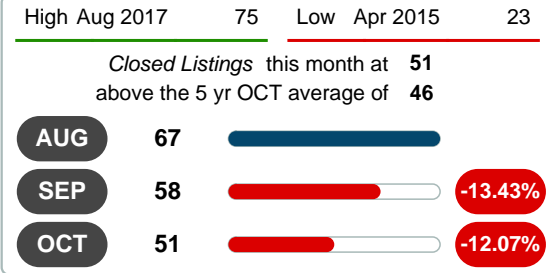


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 46



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	90.5	7	1	0	0
\$60,001 - \$80,000	9	17.65%	63.0	3	4	2	0
\$80,001 - \$120,000	12	23.53%	65.5	3	7	2	0
\$120,001 - \$150,000	9	17.65%	128.0	2	7	0	0
\$150,001 - \$180,000	6	11.76%	179.0	1	4	1	0
\$180,001 and up	5	9.80%	89.0	0	4	1	0
<b>Total Closed Units</b>	<b>51</b>			<b>16</b>	<b>29</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,832,600</b>	<b>100%</b>	<b>88.0</b>	<b>1.26M</b>	<b>3.80M</b>	<b>770.40K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$106,100</b>			<b>\$65,500</b>	<b>\$123,000</b>	<b>\$111,450</b>	<b>\$0</b>

# October 2019



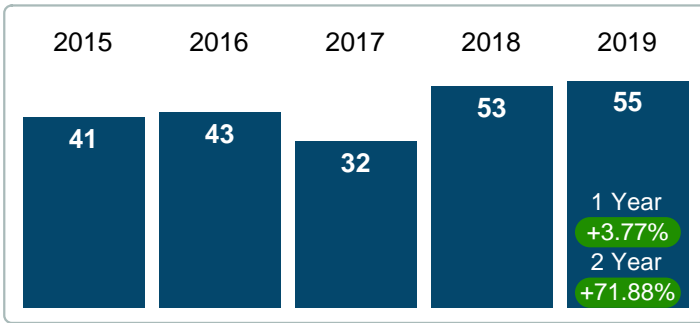
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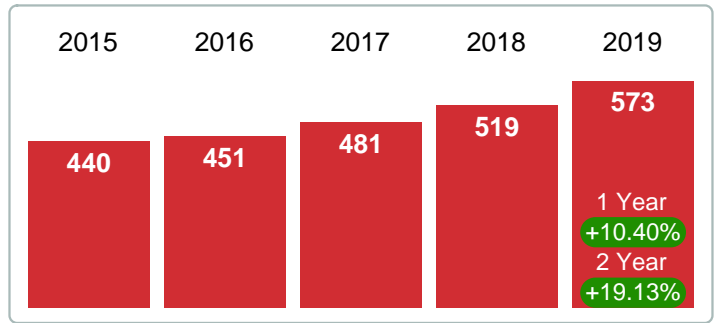
## PENDING LISTINGS

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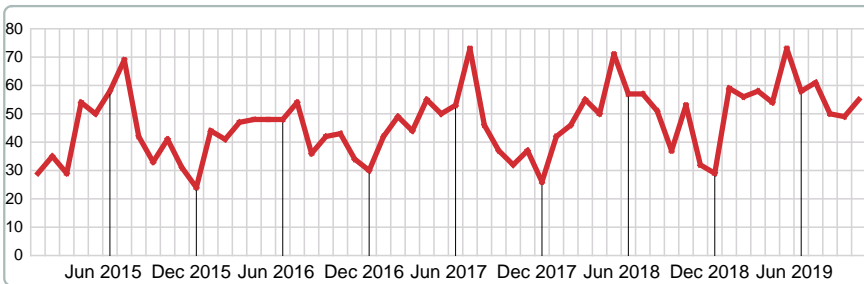
### OCTOBER



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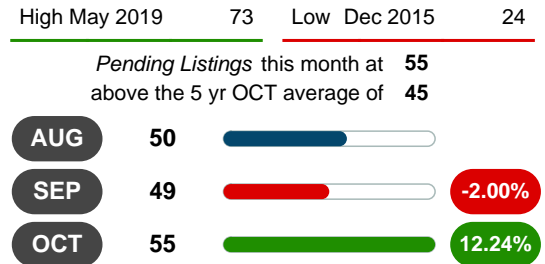


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 45



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.27%	3.0	1	3	0	0
\$30,001 - \$70,000	8	14.55%	97.0	4	4	0	0
\$70,001 - \$90,000	6	10.91%	70.5	4	1	1	0
\$90,001 - \$140,000	15	27.27%	10.0	2	9	3	1
\$140,001 - \$170,000	7	12.73%	25.0	0	7	0	0
\$170,001 - \$250,000	11	20.00%	8.0	0	10	1	0
\$250,001 and up	4	7.27%	24.0	0	2	2	0
<b>Total Pending Units</b>	<b>55</b>			<b>11</b>	<b>36</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,040,760</b>	<b>100%</b>	<b>25.0</b>	<b>823.30K</b>	<b>5.36M</b>	<b>1.71M</b>	<b>139.00K</b>
<b>Median Listing Price</b>	<b>\$119,000</b>			<b>\$74,000</b>	<b>\$147,450</b>	<b>\$118,000</b>	<b>\$139,000</b>

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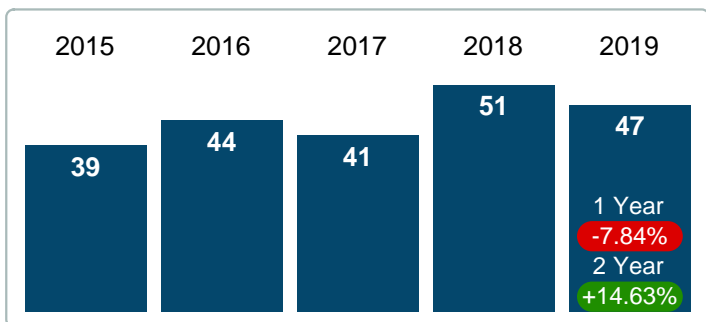
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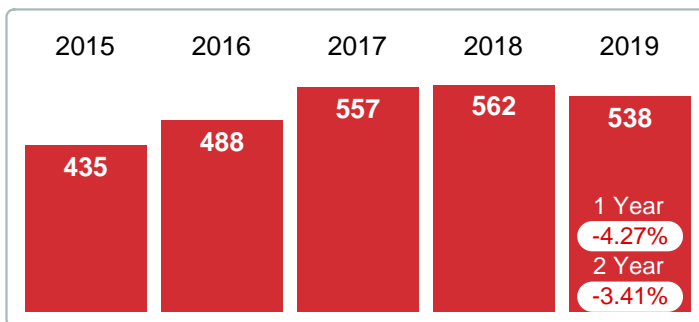
## NEW LISTINGS

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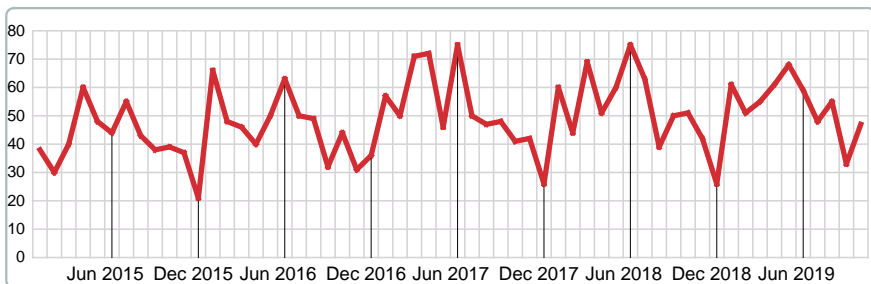
### OCTOBER



### YEAR TO DATE (YTD)

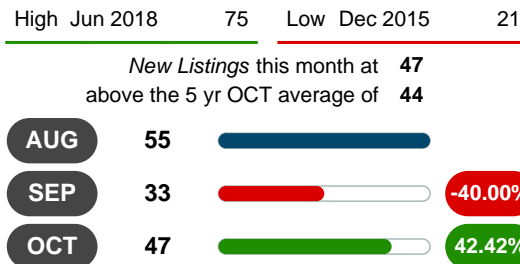


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 44



### 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	5	10.64%	3	2	0	0
\$30,001 - \$80,000	5	10.64%	2	2	1	0
\$80,001 - \$110,000	7	14.89%	2	5	0	0
\$110,001 - \$160,000	11	23.40%	0	7	4	0
\$160,001 - \$230,000	8	17.02%	0	5	2	1
\$230,001 - \$310,000	6	12.77%	1	4	1	0
\$310,001 and up	5	10.64%	0	0	5	0
<b>Total New Listed Units</b>	<b>47</b>		<b>8</b>	<b>25</b>	<b>13</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,767,759</b>	100%	<b>632.80K</b>	<b>3.56M</b>	<b>3.40M</b>	<b>169.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$149,900</b>		<b>\$62,500</b>	<b>\$149,900</b>	<b>\$222,500</b>	<b>\$169,000</b>

# October 2019



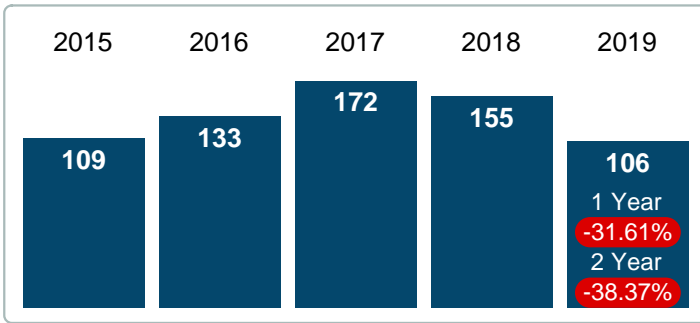
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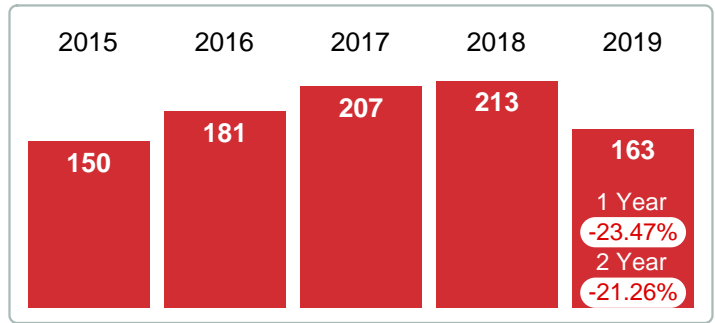
## ACTIVE INVENTORY

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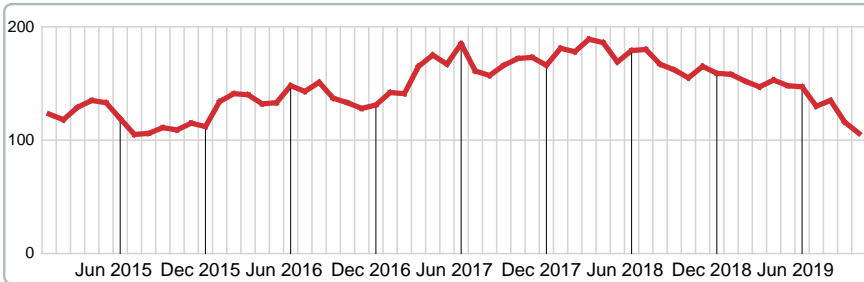
### END OF OCTOBER



### ACTIVE DURING OCTOBER

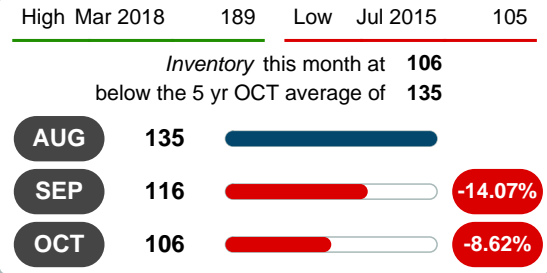


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 135



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	7.55%	90.0	5	3	0	0
\$30,001 - \$50,000	12	11.32%	147.0	5	5	2	0
\$50,001 - \$80,000	15	14.15%	109.0	5	9	1	0
\$80,001 - \$140,000	29	27.36%	75.0	7	13	7	2
\$140,001 - \$220,000	19	17.92%	84.0	2	12	4	1
\$220,001 - \$290,000	12	11.32%	27.0	1	5	5	1
\$290,001 and up	11	10.38%	80.0	0	1	9	1
<b>Total Active Inventory by Units</b>	<b>106</b>			<b>25</b>	<b>48</b>	<b>28</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>16,277,047</b>	<b>100%</b>	<b>82.0</b>	<b>2.05M</b>	<b>6.33M</b>	<b>6.92M</b>	<b>978.75K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$122,000</b>			<b>\$59,500</b>	<b>\$111,500</b>	<b>\$214,250</b>	<b>\$169,000</b>

# October 2019



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		100%	2.04	25	48	28	5

# October 2019



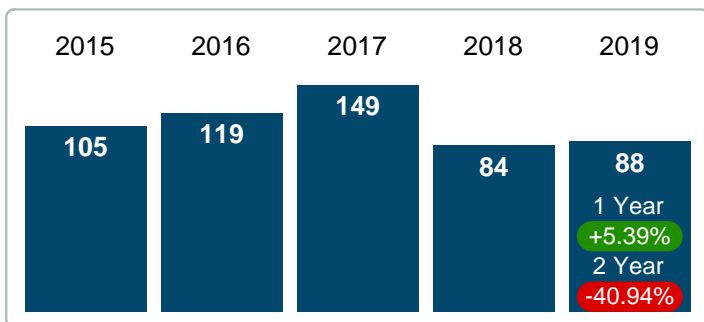
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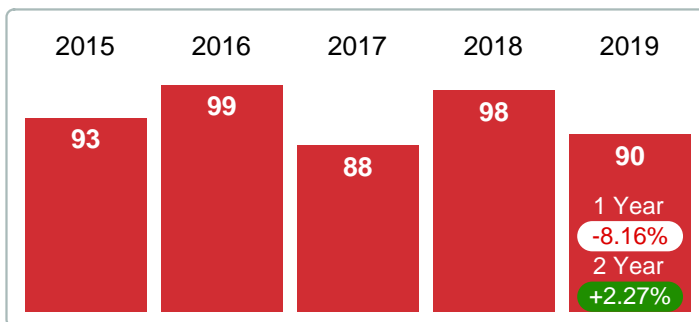
## MEDIAN DAYS ON MARKET TO SALE

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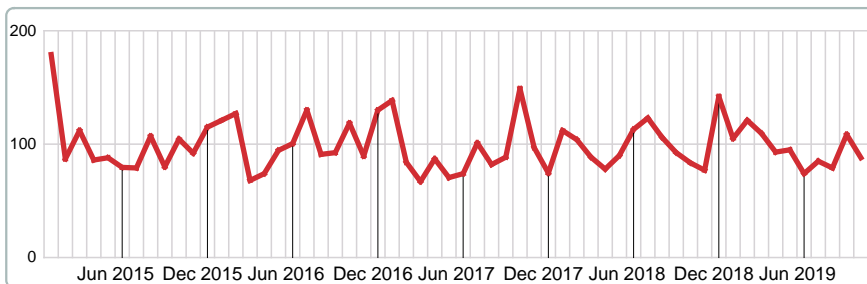
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

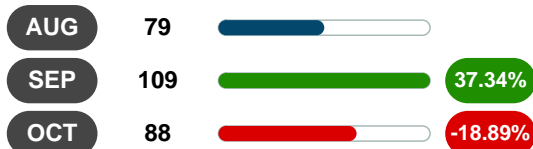


### 3 MONTHS

5 year OCT AVG = 109

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 88 below the 5 yr OCT 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
\$30,000 and less	3.92%	130	0	130	0	0
\$30,001 - \$60,000	15.69%	91	96	85	0	0
\$60,001 - \$80,000	17.65%	63	102	44	131	0
\$80,001 - \$120,000	23.53%	66	71	65	41	0
\$120,001 - \$150,000	17.65%	128	118	128	0	0
\$150,001 - \$180,000	11.76%	179	42	179	910	0
\$180,001 and up	9.80%	89	0	76	881	0
<b>Median Closed DOM</b>		<b>88</b>	<b>88</b>	<b>88</b>	<b>140</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>16</b>	<b>29</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,832,600</b>	<b>1.26M</b>	<b>3.80M</b>	<b>770.40K</b>	<b>0.00B</b>

# October 2019



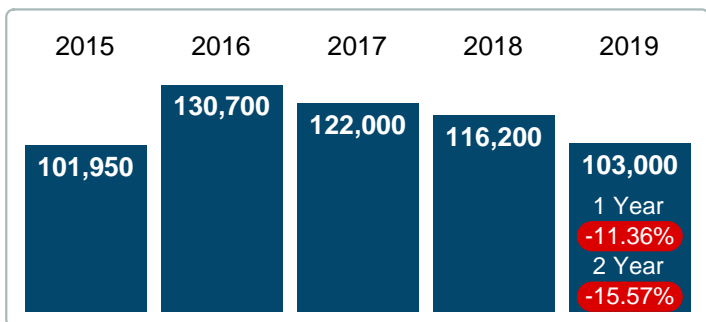
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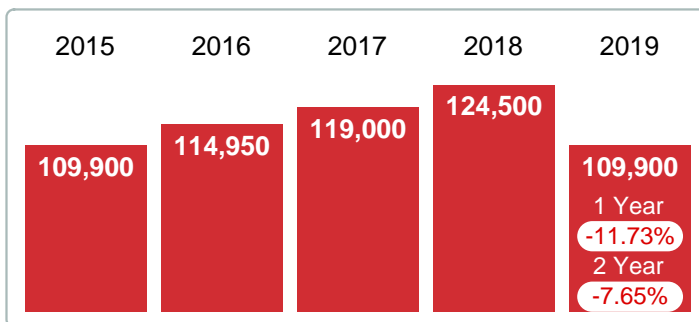
## MEDIAN LIST PRICE AT CLOSING

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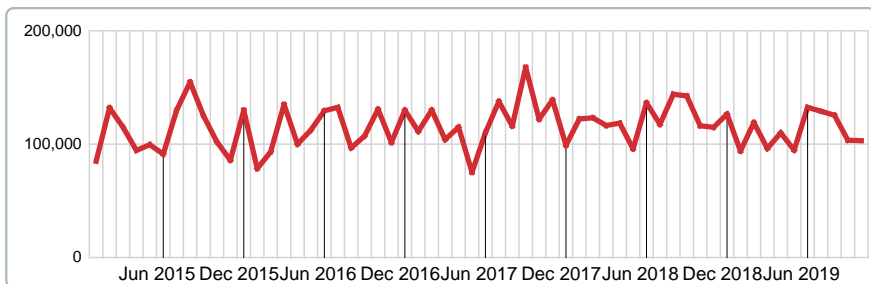
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

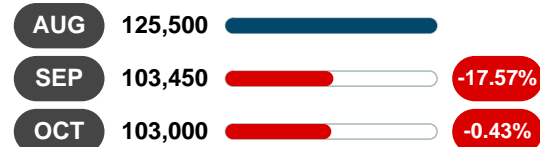


### 3 MONTHS

5 year OCT AVG = 114,770

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

Median List Price at Closing this month at **103,000**  
 below the 5 yr OCT average of **114,770**



### 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
\$30,000 and less	2	3.92%	16,500	0	16,500	0	0
\$30,001 - \$60,000	9	17.65%	50,000	35,000	54,000	0	0
\$60,001 - \$80,000	6	11.76%	72,200	67,750	74,700	74,900	0
\$80,001 - \$120,000	12	23.53%	98,500	87,500	99,000	115,400	0
\$120,001 - \$150,000	7	13.73%	138,000	138,000	129,000	0	0
\$150,001 - \$180,000	8	15.69%	172,450	179,500	169,900	169,000	0
\$180,001 and up	7	13.73%	249,000	0	236,800	249,000	0
Median List Price			103,000	67,750	126,999	115,400	0
Total Closed Units		100%	103,000	16	29	6	
Total Closed Volume			6,086,649	1.35M	3.94M	798.60K	0.00B



# October 2019



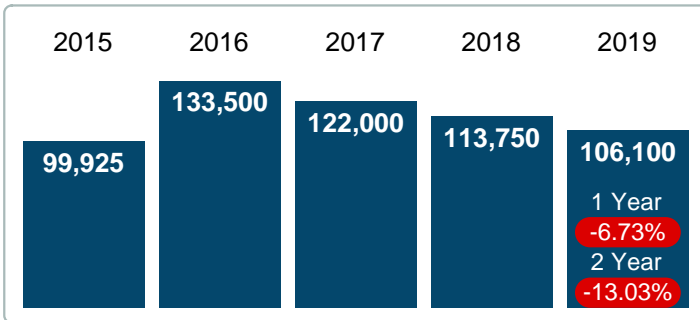
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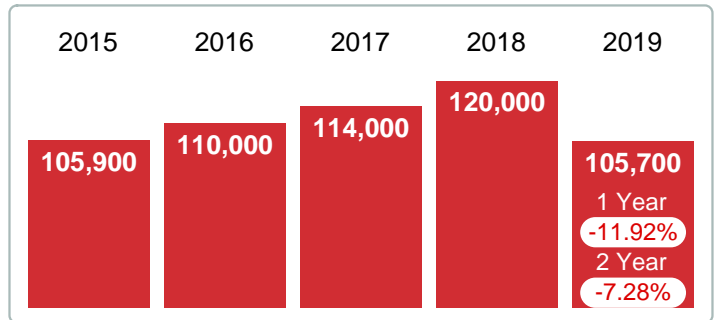
## MEDIAN SOLD PRICE AT CLOSING

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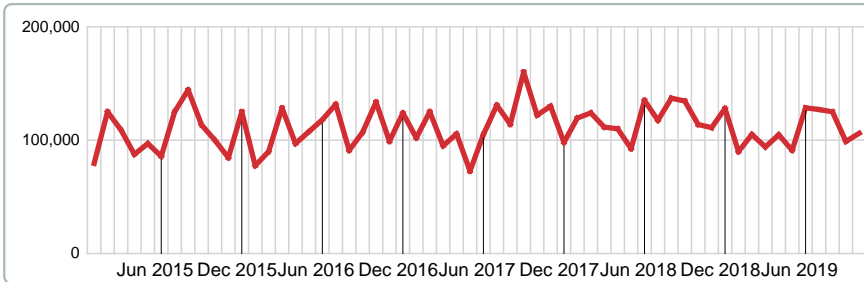
### OCTOBER



### YEAR TO DATE (YTD)

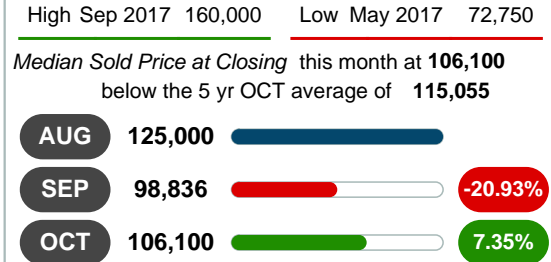


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 115,055



## 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
\$30,000 and less	2	3.92%	12,250	0	12,250	0	0
\$30,001 - \$60,000	8	15.69%	42,500	35,000	50,000	0	0
\$60,001 - \$80,000	9	17.65%	69,000	66,000	73,500	68,750	0
\$80,001 - \$120,000	12	23.53%	102,050	98,000	95,000	111,450	0
\$120,001 - \$150,000	9	17.65%	141,000	135,000	149,000	0	0
\$150,001 - \$180,000	6	11.76%	177,500	177,500	176,500	180,000	0
\$180,001 and up	5	9.80%	254,600	0	257,300	230,000	0
Median Sold Price			106,100	65,500	123,000	111,450	0
Total Closed Units		100%	106,100	16	29	6	
Total Closed Volume			5,832,600	1.26M	3.80M	770.40K	0.00B

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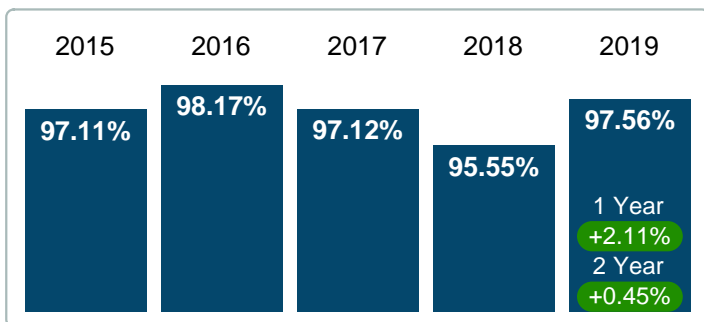
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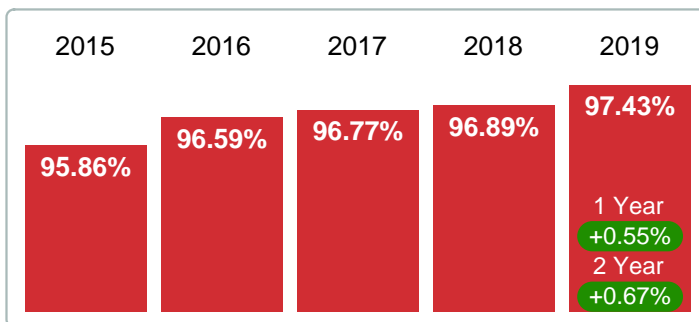
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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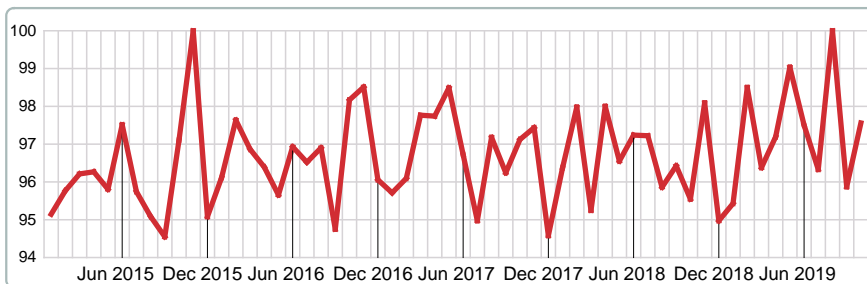
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

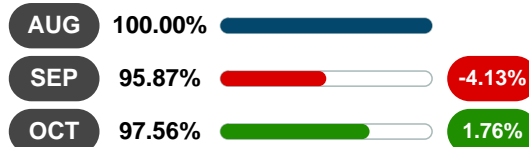


### 3 MONTHS

5 year OCT AVG = 97.10%

High Aug 2019 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **97.56%**  
above the 5 yr OCT average of **97.10%**



## 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
\$30,000 and less	2	3.92%	75.28%	0.00%	75.28%	0.00%	0.00%
\$30,001 - \$60,000	8	15.69%	99.57%	99.13%	100.00%	0.00%	0.00%
\$60,001 - \$80,000	9	17.65%	97.62%	97.56%	98.45%	91.79%	0.00%
\$80,001 - \$120,000	12	23.53%	97.58%	100.00%	95.16%	96.56%	0.00%
\$120,001 - \$150,000	9	17.65%	96.85%	97.83%	96.85%	0.00%	0.00%
\$150,001 - \$180,000	6	11.76%	98.61%	98.61%	97.95%	106.51%	0.00%
\$180,001 and up	5	9.80%	96.62%	0.00%	97.85%	92.37%	0.00%
Median Sold/List Ratio		97.56%		98.87%	96.90%	96.30%	0.00%
Total Closed Units		51	100%	16	29	6	
Total Closed Volume		5,832,600		1.26M	3.80M	770.40K	0.00B

# October 2019



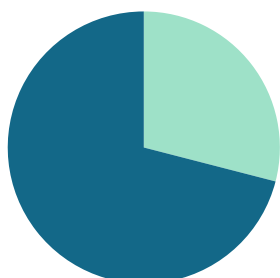
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

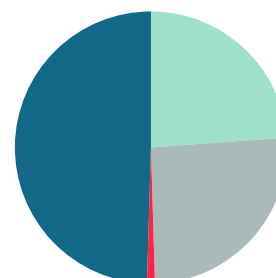


**Inventory**  
 New Listings  
**47 = 29.01%**  
 Start Inventory  
**115**  
 Total Inventory Units  
**162**  
 Volume  
**\$24,840,107**

### 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%
Median List Price	116,200	103,000	-11.36%	124,500	109,900	-11.73%
Median Sale Price	113,750	106,100	-6.73%	120,000	105,700	-11.92%
Median Percent of Selling Price to List Price	95.55%	97.56%	2.11%	96.89%	97.43%	0.55%
Median Days on Market to Sale	83.50	88.00	5.39%	98.00	90.00	-8.16%
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

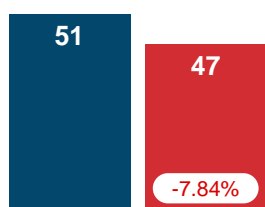
**Inventory** on October 31, 2019 = **106**

**2018** **2019**

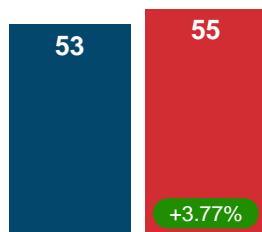
### OCTOBER MARKET

### MEDIAN PRICES

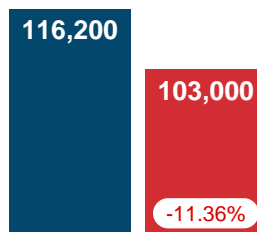
#### New Listings



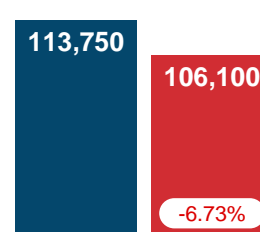
#### Pending Listings



#### List Price



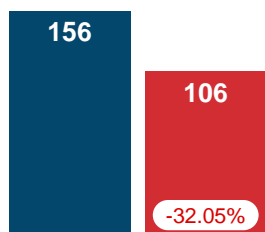
#### Sale Price



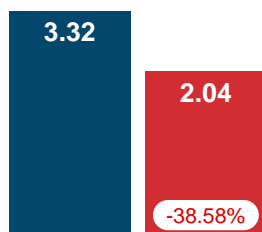
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

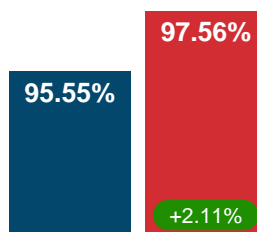
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

