

# September 2019



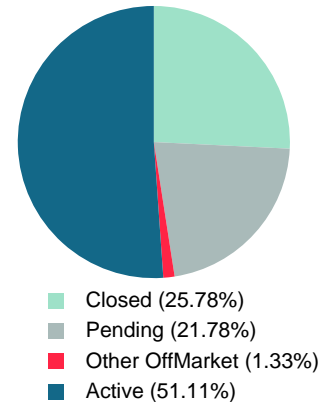
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	44	58	31.82%
Pending Listings	37	49	32.43%
New Listings	50	33	-34.00%
Average List Price	140,875	115,902	-17.73%
Average Sale Price	135,865	111,093	-18.23%
Average Percent of Selling Price to List Price	95.15%	94.70%	-0.48%
Average Days on Market to Sale	133.27	160.69	20.57%
End of Month Inventory	163	115	-29.45%
Months Supply of Inventory	3.50	2.22	-36.49%



**Absorption:** Last 12 months, an Average of **52 Sales/Month**  
**Active Inventory** as of September 30, 2019 = **115**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **29.45%** to 115 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 **2.22** 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 **18.23%** in September 2019 to \$111,093 versus the previous year at \$135,865.

#### Average Days on Market Lengthens

The average number of **160.69** days that homes spent on the market before selling increased by 27.42 days or **20.57%** in September 2019 compared to last year's same month at **133.27** DOM.

#### Sales Success for September 2019 is Positive

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

There were 33 New Listings in September 2019, down **34.00%** from last year at 50. Furthermore, there were 58 Closed Listings this month versus last year at 44, a **31.82%** increase.

Closed versus Listed trends yielded a **175.8%** ratio, up from previous year's, September 2018, at **88.0%**, a **99.72%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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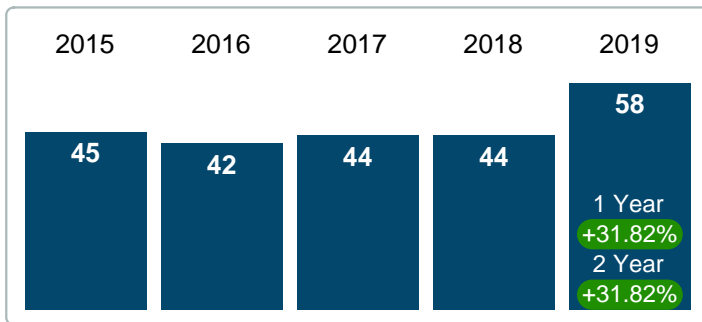
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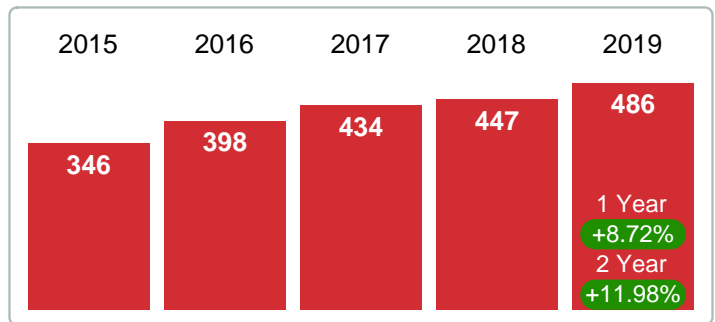
## CLOSED LISTINGS

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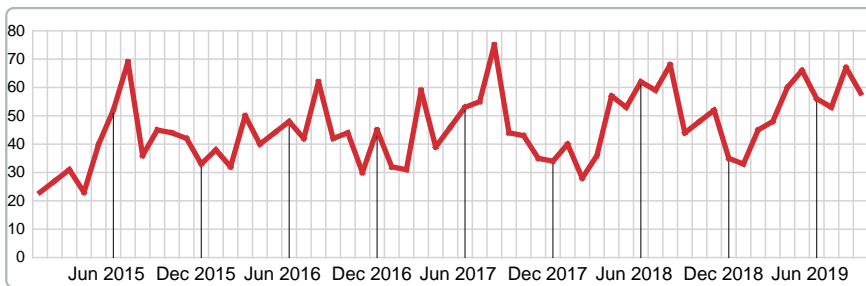
### SEPTEMBER



### YEAR TO DATE (YTD)

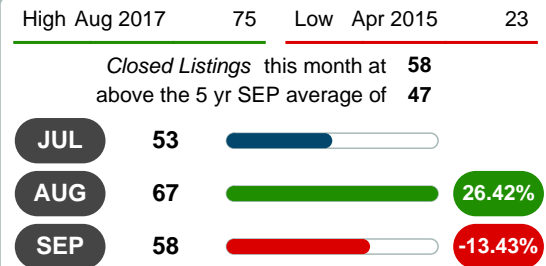


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 47



### 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	4	6.90%	101.5	3	1	0	0
\$20,001 - \$50,000	9	15.52%	165.1	4	5	0	0
\$50,001 - \$80,000	9	15.52%	172.3	5	4	0	0
\$80,001 - \$120,000	12	20.69%	232.3	4	8	0	0
\$120,001 - \$140,000	8	13.79%	128.3	1	5	2	0
\$140,001 - \$230,000	11	18.97%	128.4	0	8	3	0
\$230,001 and up	5	8.62%	130.4	0	2	3	0
<b>Total Closed Units</b>	<b>58</b>			<b>17</b>	<b>33</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,443,407</b>	<b>100%</b>	<b>160.7</b>	<b>1.03M</b>	<b>3.84M</b>	<b>1.58M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$111,093</b>			<b>\$60,508</b>	<b>\$116,220</b>	<b>\$197,438</b>	<b>\$0</b>

# September 2019



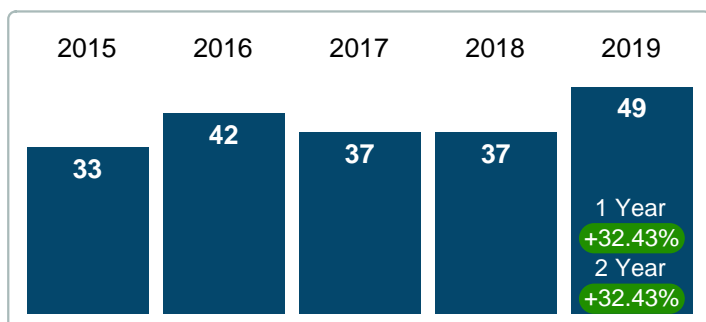
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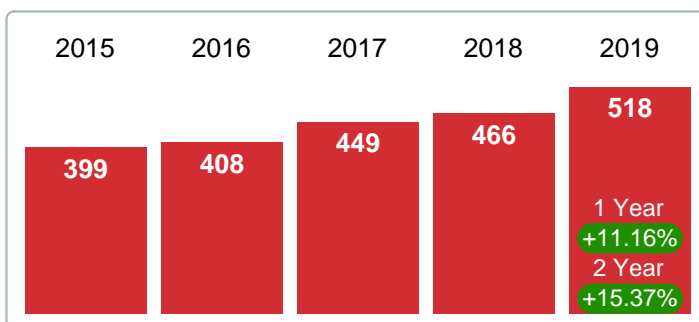
## PENDING LISTINGS

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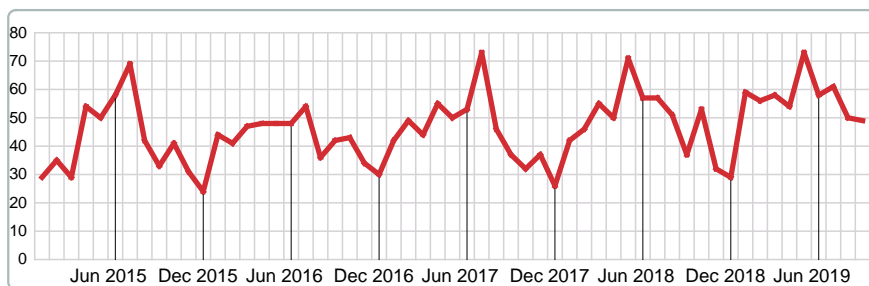
### SEPTEMBER



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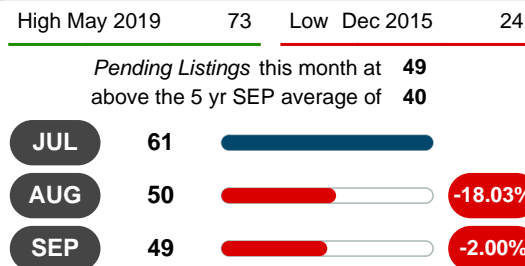


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 40



### 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	<b>2</b>	4.08%	202.0	1	1	0	0
\$30,001 - \$50,000	<b>7</b>	14.29%	107.0	5	2	0	0
\$50,001 - \$60,000	<b>6</b>	12.24%	43.3	2	4	0	0
\$60,001 - \$110,000	<b>15</b>	30.61%	175.7	7	8	0	0
\$110,001 - \$150,000	<b>7</b>	14.29%	119.0	1	3	3	0
\$150,001 - \$230,000	<b>7</b>	14.29%	147.0	1	6	0	0
\$230,001 and up	<b>5</b>	10.20%	102.0	0	4	1	0
<b>Total Pending Units</b>	<b>49</b>			<b>17</b>	<b>28</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,768,749</b>	<b>100%</b>	<b>131.0</b>	<b>1.20M</b>	<b>3.65M</b>	<b>924.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$117,730</b>			<b>\$70,488</b>	<b>\$130,198</b>	<b>\$231,225</b>	<b>\$0</b>

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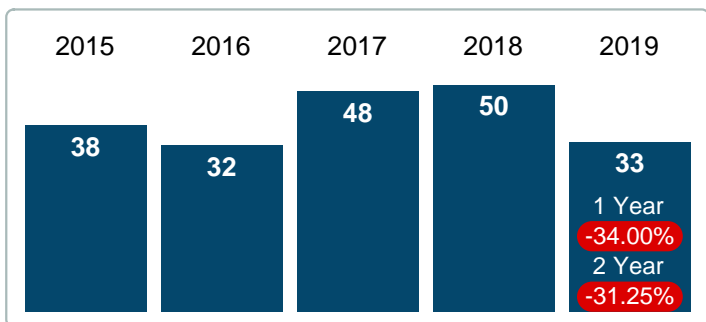
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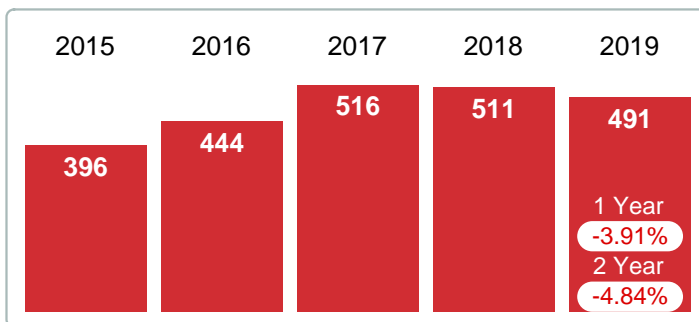
## NEW LISTINGS

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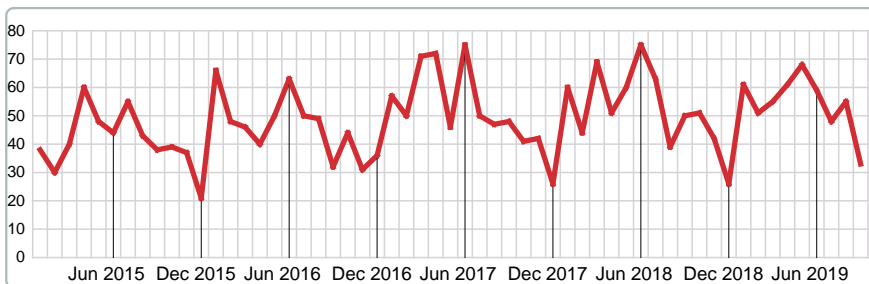
### SEPTEMBER



### YEAR TO DATE (YTD)

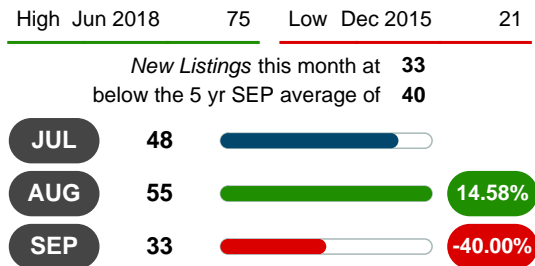


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 40



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	6.06%	2	0	0	0
\$50,001 - \$60,000	2	6.06%	1	1	0	0
\$60,001 - \$90,000	8	24.24%	5	2	0	1
\$90,001 - \$130,000	8	24.24%	2	4	2	0
\$130,001 - \$160,000	5	15.15%	2	0	2	1
\$160,001 - \$230,000	4	12.12%	0	3	1	0
\$230,001 and up	4	12.12%	0	1	3	0
<b>Total New Listed Units</b>	<b>33</b>		<b>12</b>	<b>11</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>4,638,849</b>	<b>100%</b>	<b>976.20K</b>	<b>1.44M</b>	<b>2.00M</b>	<b>228.75K</b>
<b>Average New Listed Listing Price</b>	<b>\$140,571</b>		<b>\$81,350</b>	<b>\$130,773</b>	<b>\$249,425</b>	<b>\$114,375</b>

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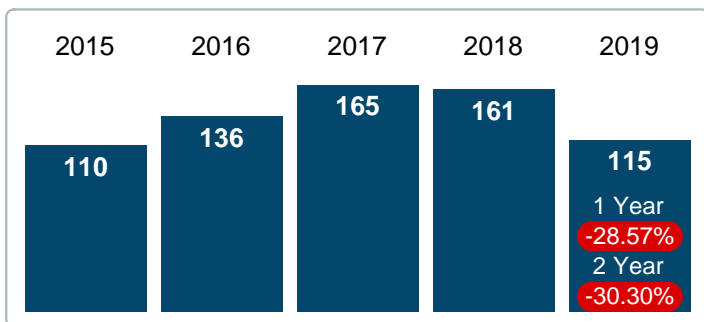
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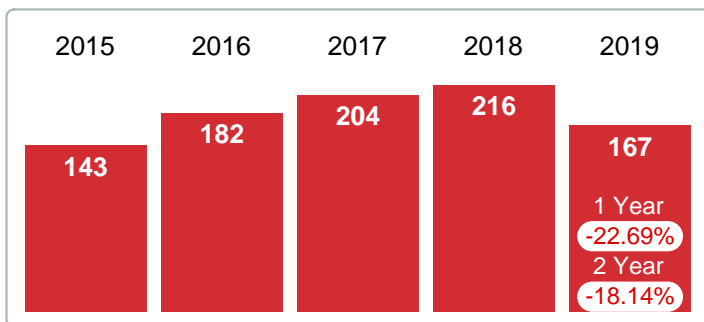
## ACTIVE INVENTORY

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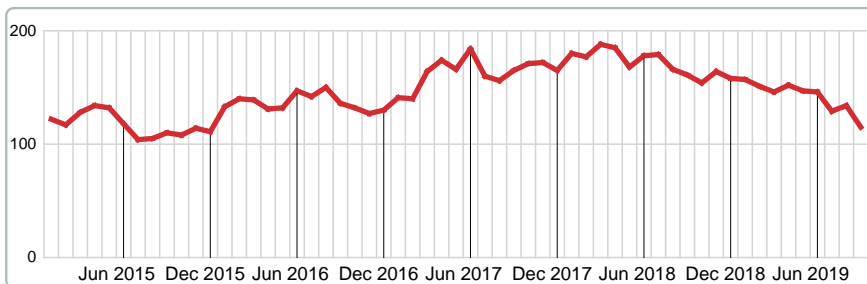
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

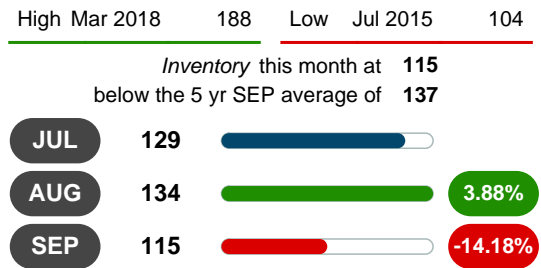


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 137



## 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	6	5.22%	621.0	2	4	0	0
\$30,001 - \$60,000	19	16.52%	148.3	9	9	1	0
\$60,001 - \$80,000	14	12.17%	125.6	4	8	2	0
\$80,001 - \$130,000	27	23.48%	105.1	8	12	6	1
\$130,001 - \$190,000	22	19.13%	109.0	2	15	3	2
\$190,001 - \$270,000	15	13.04%	103.5	2	8	4	1
\$270,001 and up	12	10.43%	89.4	0	4	7	1
<b>Total Active Inventory by Units</b>	<b>115</b>			<b>27</b>	<b>60</b>	<b>23</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>17,072,348</b>	<b>100%</b>	<b>140.5</b>	<b>2.25M</b>	<b>8.25M</b>	<b>5.63M</b>	<b>948.75K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$148,455</b>			<b>\$83,333</b>	<b>\$137,470</b>	<b>\$244,583</b>	<b>\$189,750</b>

# September 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 SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
115	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
JUL	inf		%
AUG	inf		%
SEP	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	5.22%	1.76	0.89	3.69	0.00	0.00
\$30,001 - \$60,000	19	16.52%	2.30	3.00	2.04	1.20	0.00
\$60,001 - \$80,000	14	12.17%	2.47	2.53	2.46	2.67	0.00
\$80,001 - \$130,000	27	23.48%	2.01	2.67	1.32	4.80	12.00
\$130,001 - \$190,000	22	19.13%	1.75	2.40	1.49	1.80	0.00
\$190,001 - \$270,000	15	13.04%	2.65	8.00	2.53	1.92	6.00
\$270,001 and up	12	10.43%	4.36	0.00	4.36	4.67	3.00
Market Supply of Inventory (MSI)		2.22		2.47	1.88	2.82	7.50
Total Active Inventory by Units		115	100%	27	60	23	5

# September 2019



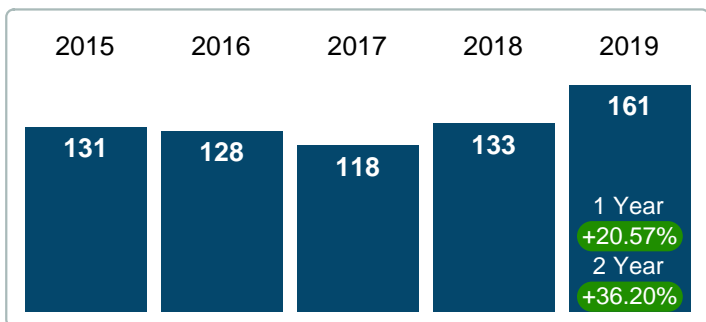
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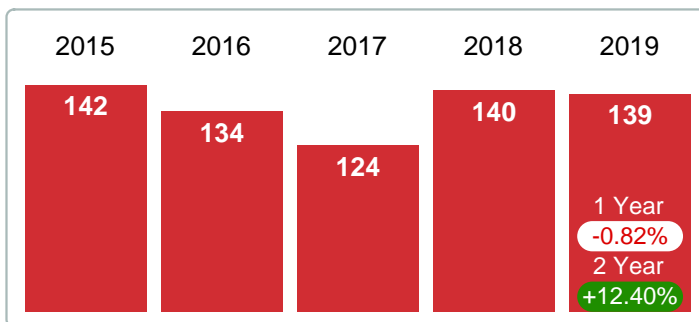
## AVERAGE DAYS ON MARKET TO SALE

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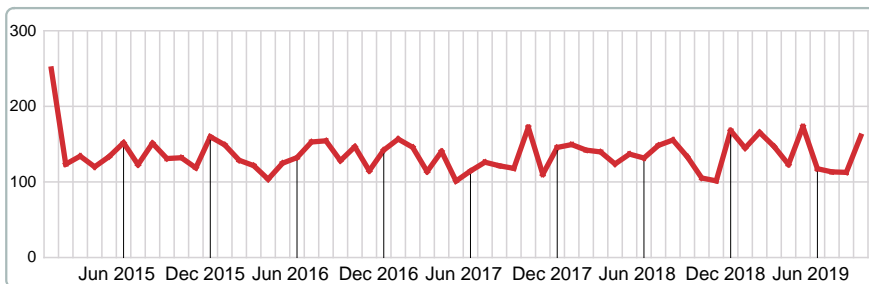
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 134

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 161 above the 5 yr SEP average of 134



### 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	4	6.90%	102	117	55	0	
\$20,001 - \$50,000	9	15.52%	165	186	149	0	
\$50,001 - \$80,000	9	15.52%	172	243	84	0	
\$80,001 - \$120,000	12	20.69%	232	342	178	0	
\$120,001 - \$140,000	8	13.79%	128	46	113	207	
\$140,001 - \$230,000	11	18.97%	128	0	92	224	
\$230,001 and up	5	8.62%	130	0	123	135	
Average Closed DOM		161		219	124	187	0
Total Closed Units		58	100%	161	17	33	8
Total Closed Volume		6,443,407		1.03M	3.84M	1.58M	0.00B

# September 2019



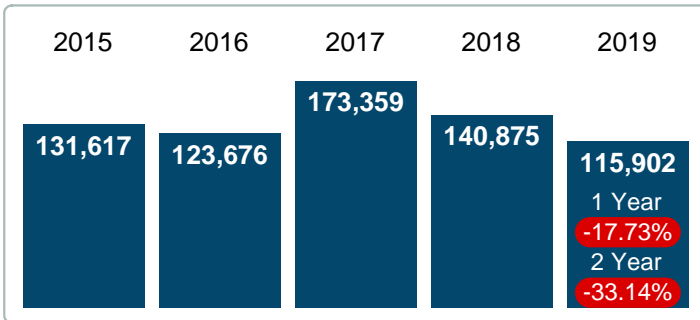
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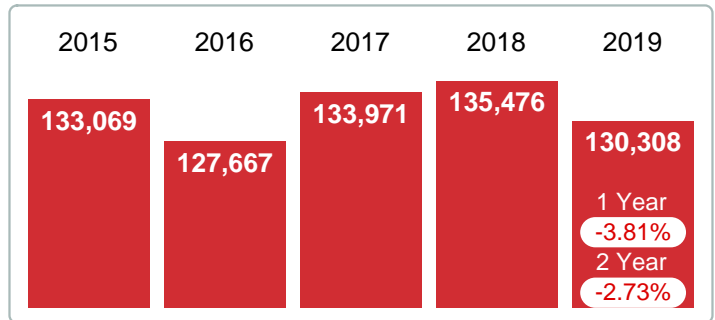
## AVERAGE LIST PRICE AT CLOSING

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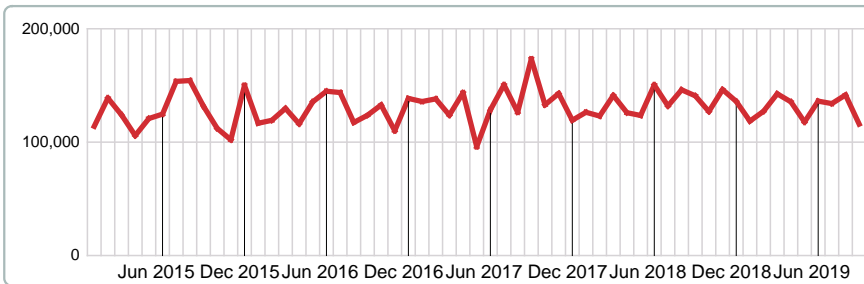
### SEPTEMBER



### YEAR TO DATE (YTD)

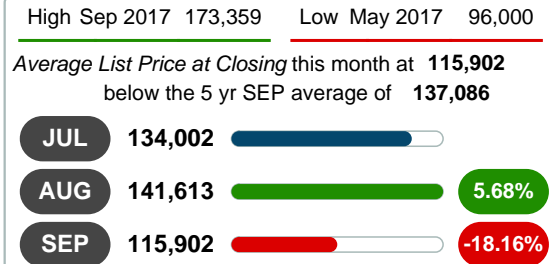


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 137,086



### 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	3.45%	12,250	16,233	26,500	0	0
\$20,001 - \$50,000	17.24%	34,360	41,250	39,080	0	0
\$50,001 - \$80,000	15.52%	64,067	67,240	66,725	0	0
\$80,001 - \$120,000	22.41%	100,723	106,450	99,213	0	0
\$120,001 - \$140,000	10.34%	134,800	119,900	140,960	137,450	0
\$140,001 - \$230,000	18.97%	162,855	0	177,075	183,300	0
\$230,001 and up	12.07%	266,857	0	292,500	271,000	0
<b>Average List Price</b>		<b>115,902</b>	<b>64,447</b>	<b>120,876</b>	<b>204,725</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>115,902</b>	<b>17</b>	<b>33</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,722,299</b>	<b>1.10M</b>	<b>3.99M</b>	<b>1.64M</b>	<b>0.00B</b>



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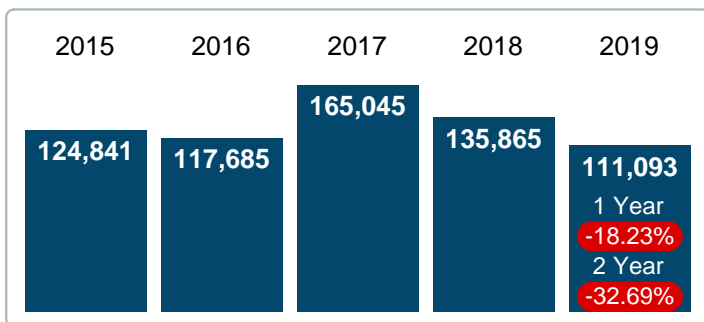
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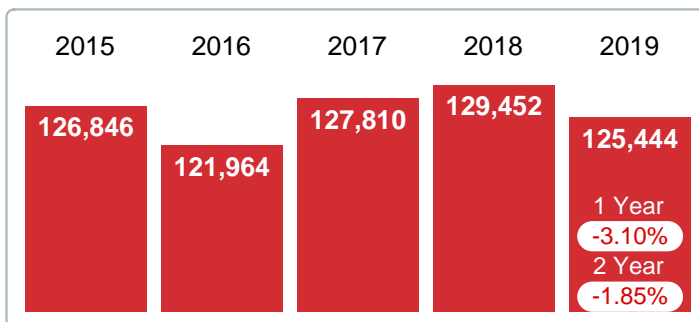
## AVERAGE SOLD PRICE AT CLOSING

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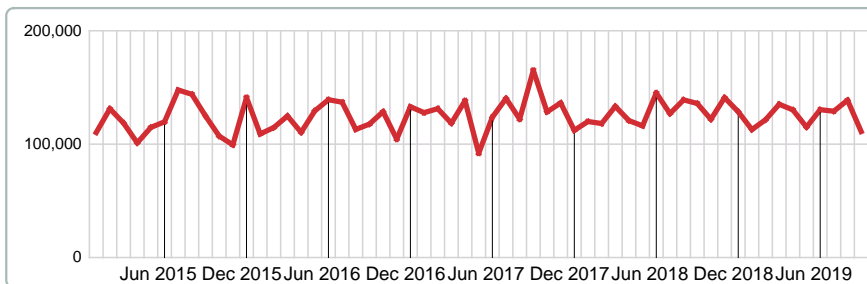
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

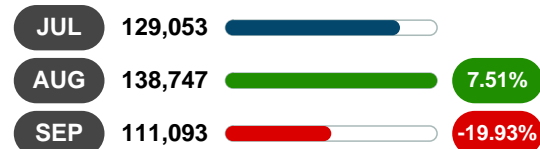


### 3 MONTHS

5 year SEP AVG = 130,906

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at 111,093 below the 5 yr SEP average of 130,906



### 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	6.90%	15,050	13,667	19,200	0	0
\$20,001 - \$50,000	15.52%	35,278	35,125	35,400	0	0
\$50,001 - \$80,000	15.52%	65,771	63,367	68,775	0	0
\$80,001 - \$120,000	20.69%	97,781	102,475	95,434	0	0
\$120,001 - \$140,000	13.79%	129,175	120,400	131,100	128,750	0
\$140,001 - \$230,000	18.97%	174,636	0	172,250	181,000	0
\$230,001 and up	8.62%	269,200	0	283,500	259,667	0
<b>Average Sold Price</b>		<b>111,093</b>	<b>60,508</b>	<b>116,220</b>	<b>197,438</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>111,093</b>	<b>17</b>	<b>33</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,443,407</b>	<b>1.03M</b>	<b>3.84M</b>	<b>1.58M</b>	<b>0.00B</b>

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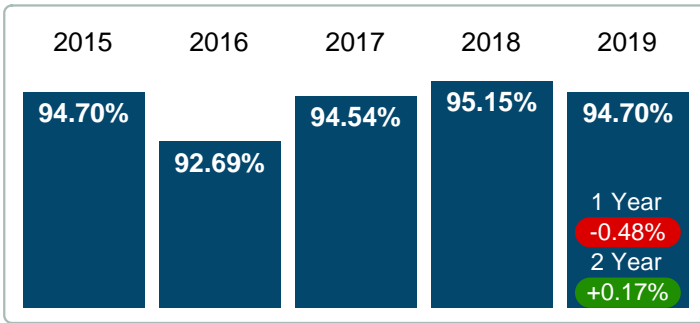
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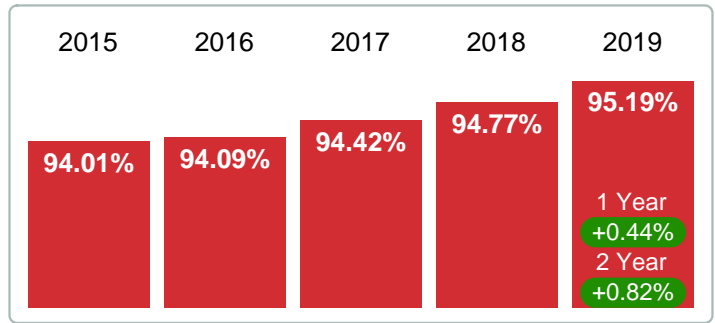
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

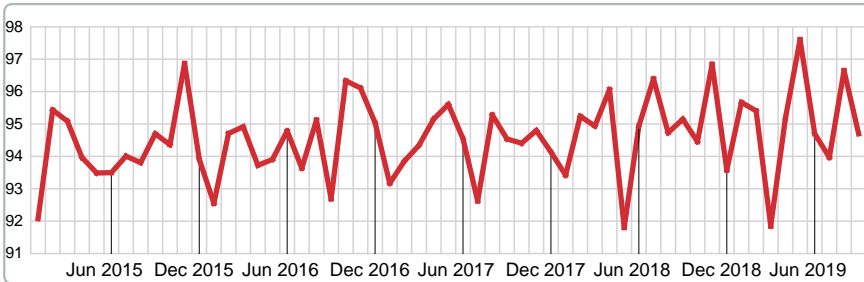
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

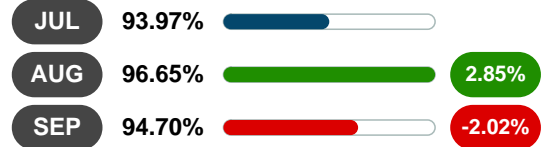


### 3 MONTHS

5 year SEP AVG = 94.35%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **94.70%**  
above the 5 yr SEP average of **94.35%**



### 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	4	6.90%	83.43%	87.09%	72.45%	0.00%	0.00%
\$20,001 - \$50,000	9	15.52%	88.76%	84.81%	91.92%	0.00%	0.00%
\$50,001 - \$80,000	9	15.52%	99.10%	94.41%	104.97%	0.00%	0.00%
\$80,001 - \$120,000	12	20.69%	96.33%	96.12%	96.44%	0.00%	0.00%
\$120,001 - \$140,000	8	13.79%	94.10%	100.42%	92.96%	93.78%	0.00%
\$140,001 - \$230,000	11	18.97%	97.91%	0.00%	97.53%	98.92%	0.00%
\$230,001 and up	5	8.62%	96.42%	0.00%	97.18%	95.91%	0.00%
Average Sold/List Ratio		94.70%		91.62%	95.84%	96.51%	0.00%
Total Closed Units		58	100%	17	33	8	
Total Closed Volume		6,443,407		1.03M	3.84M	1.58M	0.00B

# September 2019



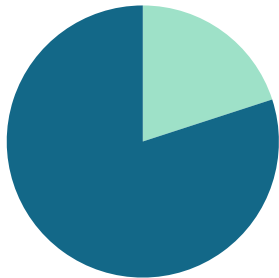
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

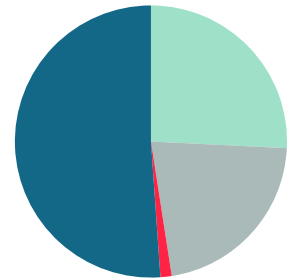


**Inventory**  
 New Listings  
**33 = 20.00%**  
 Start Inventory  
**132**  
 Total Inventory Units  
**165**  
 Volume  
**\$23,028,097**

### Market Activity

Closed Sales  
**58 = 25.78%**  
 Pending Sales  
**49 = 21.78%**  
 Other Off Market  
**3 = 1.33%**  
 Active Inventory  
**115 = 51.11%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	44	58	31.82%	447	486	8.72%
Pending Sales	37	49	32.43%	466	518	11.16%
New Listings	50	33	-34.00%	511	491	-3.91%
Average List Price	140,875	115,902	-17.73%	135,476	130,308	-3.81%
Average Sale Price	135,865	111,093	-18.23%	129,452	125,444	-3.10%
Average Percent of Selling Price to List Price	95.15%	94.70%	-0.48%	94.77%	95.19%	0.44%
Average Days on Market to Sale	133.27	160.69	20.57%	140.13	138.99	-0.82%
Monthly Inventory	163	115	-29.45%	163	115	-29.45%
Months Supply of Inventory	3.50	2.22	-36.49%	3.50	2.22	-36.49%

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

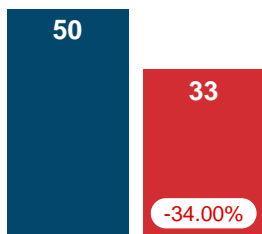
**Inventory** on September 30, 2019 = **115**

**2018** **2019**

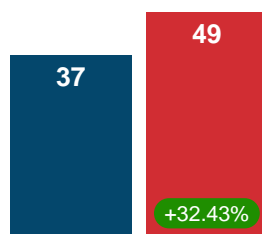
### SEPTEMBER MARKET

### AVERAGE PRICES

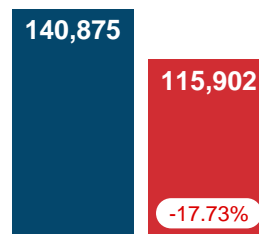
#### New Listings



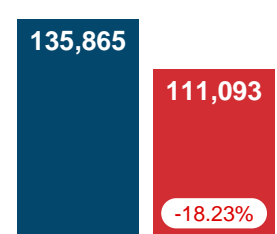
#### Pending Listings



#### List Price



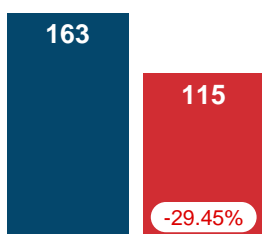
#### Sale Price



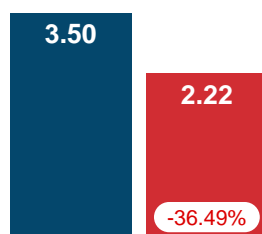
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

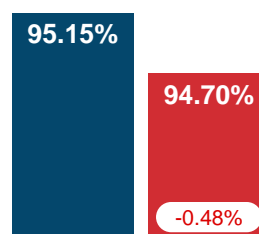
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

