

# September 2019



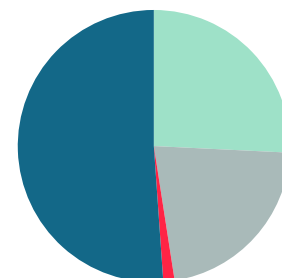
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	142,500	103,450	-27.40%
Median Sale Price	134,500	98,836	-26.52%
Median Percent of Selling Price to List Price	96.43%	95.87%	-0.57%
Median Days on Market to Sale	92.50	108.50	17.30%
End of Month Inventory	163	115	-29.45%
Months Supply of Inventory	3.50	2.22	-36.49%



■ Closed (25.78%)  
■ Pending (21.78%)  
■ Other OffMarket (1.33%)  
■ Active (51.11%)

**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.

#### 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 **26.52%** in September 2019 to \$98,836 versus the previous year at \$134,500.

#### Median Days on Market Lengthens

The median number of **108.50** days that homes spent on the market before selling increased by 16.00 days or **17.30%** in September 2019 compared to last year's same month at **92.50** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median 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 Monthly 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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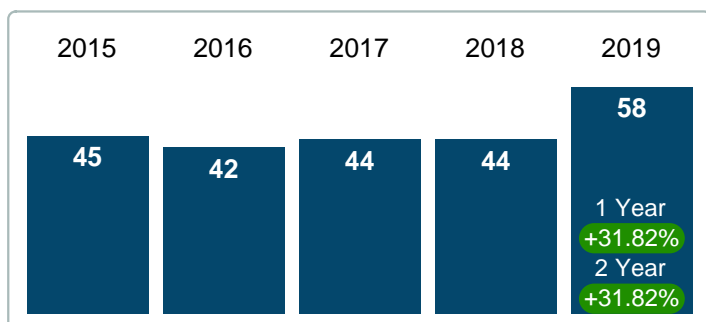
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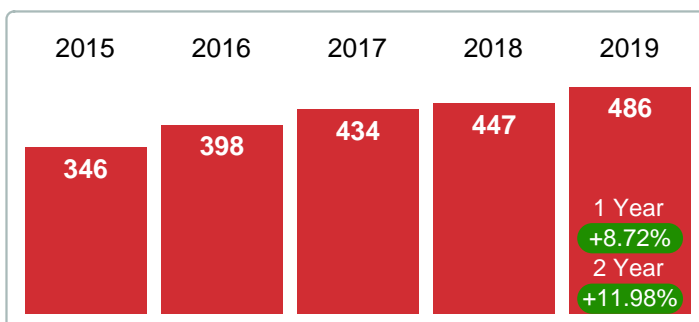
## CLOSED LISTINGS

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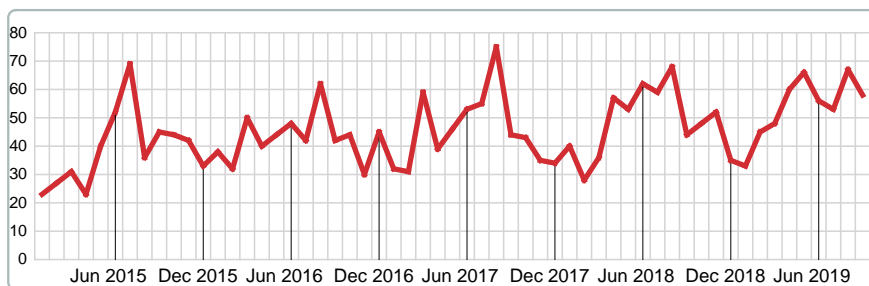
### SEPTEMBER



### YEAR TO DATE (YTD)

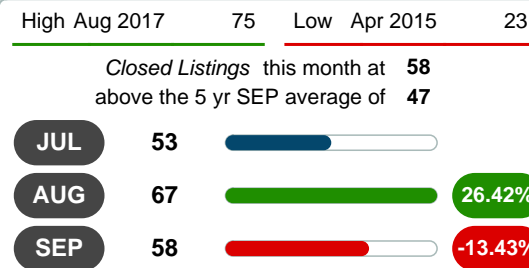


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 47



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	108.0	4	5	0	0
\$50,001 - \$80,000	9	15.52%	137.0	5	4	0	0
\$80,001 - \$120,000	12	20.69%	124.5	4	8	0	0
\$120,001 - \$140,000	8	13.79%	97.5	1	5	2	0
\$140,001 - \$230,000	11	18.97%	67.0	0	8	3	0
\$230,001 and up	5	8.62%	156.0	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>108.5</b>	<b>1.03M</b>	<b>3.84M</b>	<b>1.58M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$98,836</b>			<b>\$58,500</b>	<b>\$110,000</b>	<b>\$199,000</b>	<b>\$0</b>

# September 2019



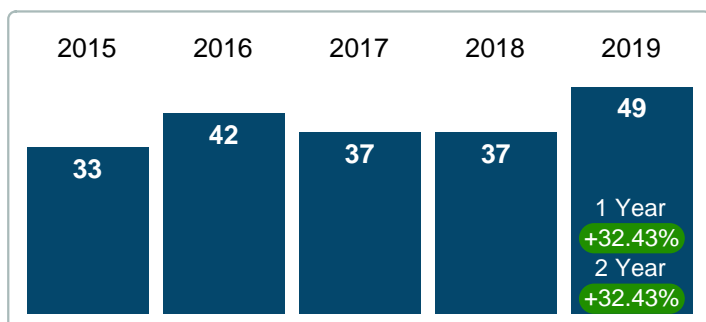
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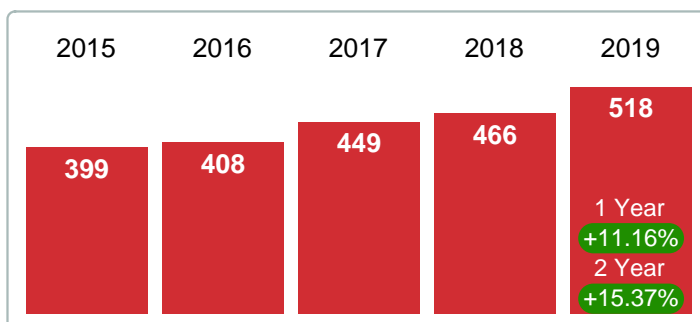
## PENDING LISTINGS

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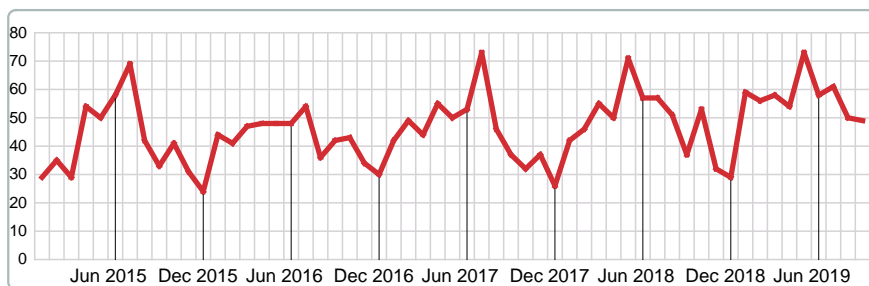
### SEPTEMBER



### YEAR TO DATE (YTD)

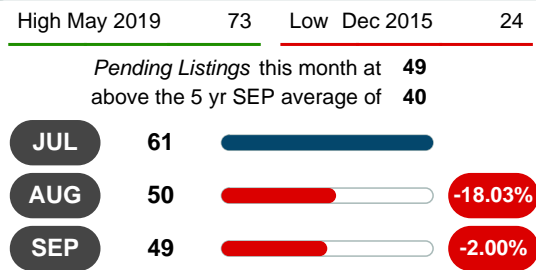


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 40



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	4.08%	202.0	1	1	0	0
\$30,001 - \$50,000	7	14.29%	101.0	5	2	0	0
\$50,001 - \$60,000	6	12.24%	25.0	2	4	0	0
\$60,001 - \$110,000	15	30.61%	33.0	7	8	0	0
\$110,001 - \$150,000	7	14.29%	11.0	1	3	3	0
\$150,001 - \$230,000	7	14.29%	61.0	1	6	0	0
\$230,001 and up	5	10.20%	50.0	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>53.0</b>	<b>1.20M</b>	<b>3.65M</b>	<b>924.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$89,900</b>			<b>\$66,000</b>	<b>\$102,450</b>	<b>\$140,000</b>	<b>\$0</b>

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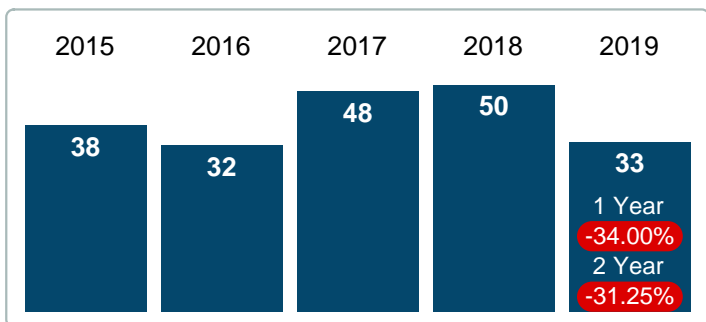
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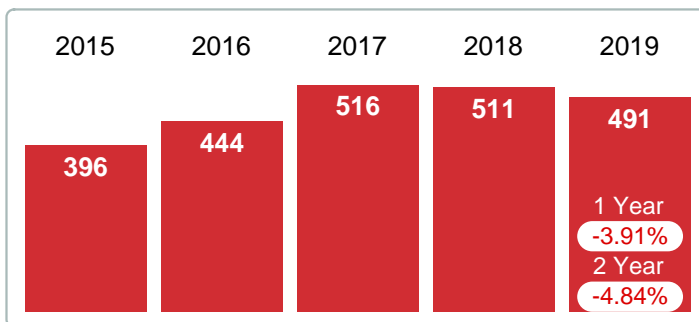
## NEW LISTINGS

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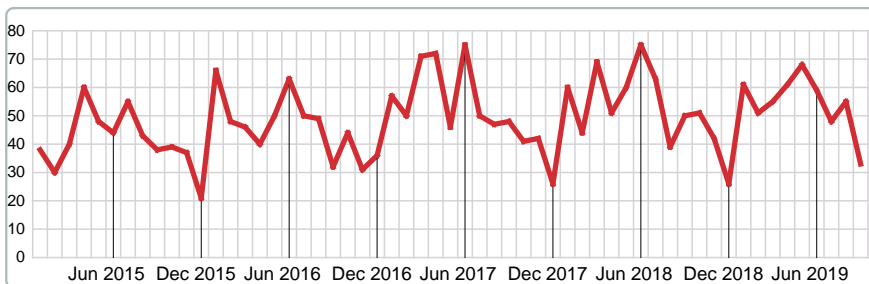
### SEPTEMBER



### YEAR TO DATE (YTD)

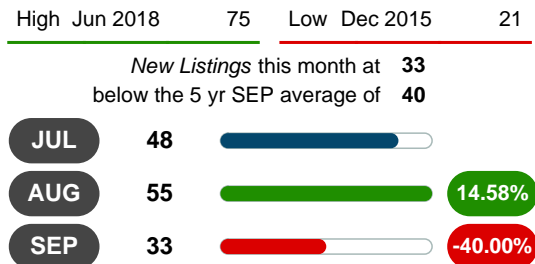


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$117,000</b>		<b>\$74,450</b>	<b>\$119,900</b>	<b>\$177,500</b>	<b>\$114,375</b>

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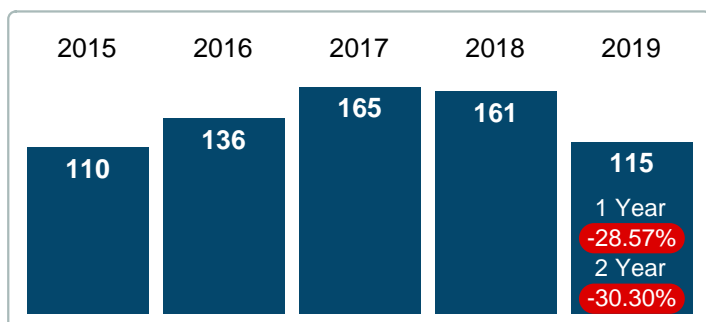
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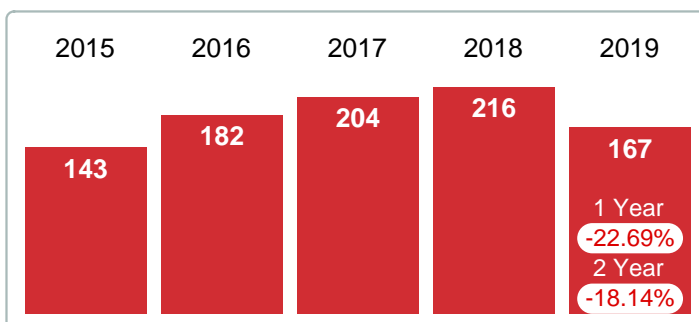
## ACTIVE INVENTORY

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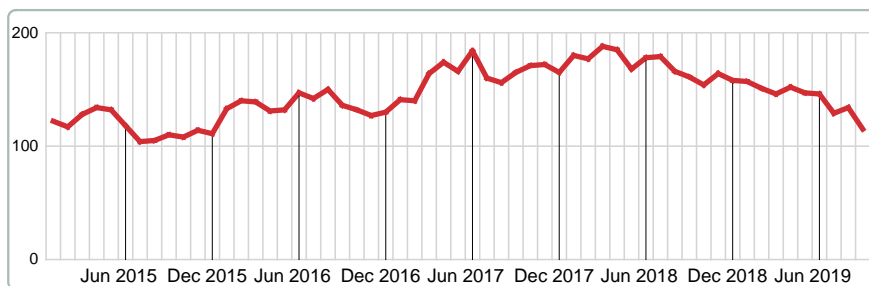
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

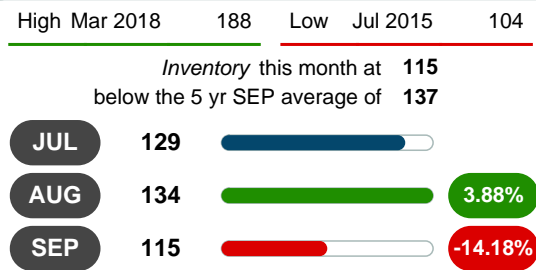


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 137



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	5.22%	227.5	2	4	0	0
\$30,001 - \$60,000	19	16.52%	109.0	9	9	1	0
\$60,001 - \$80,000	14	12.17%	102.0	4	8	2	0
\$80,001 - \$130,000	27	23.48%	49.0	8	12	6	1
\$130,001 - \$190,000	22	19.13%	83.5	2	15	3	2
\$190,001 - \$270,000	15	13.04%	104.0	2	8	4	1
\$270,001 and up	12	10.43%	48.5	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>74.0</b>	<b>2.25M</b>	<b>8.25M</b>	<b>5.63M</b>	<b>948.75K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$117,000</b>			<b>\$79,900</b>	<b>\$122,000</b>	<b>\$155,000</b>	<b>\$139,000</b>

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



## MONTHS SUPPLY of INVENTORY (MSI)

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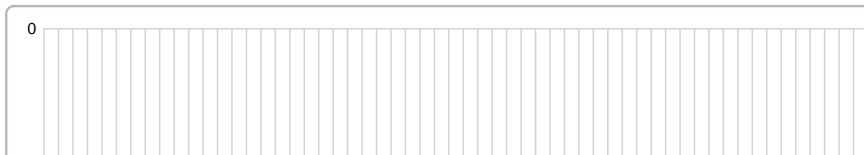
### MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>115</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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%	2.22	27	60	23	5	

# September 2019



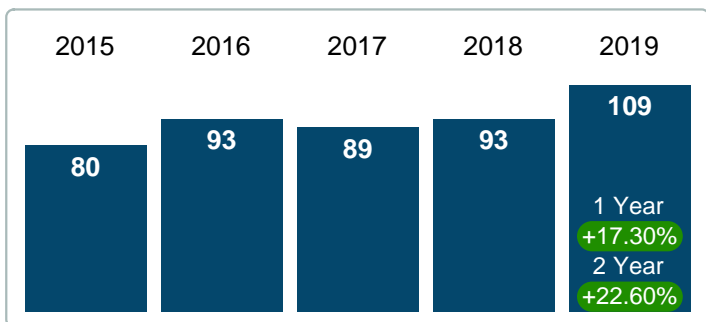
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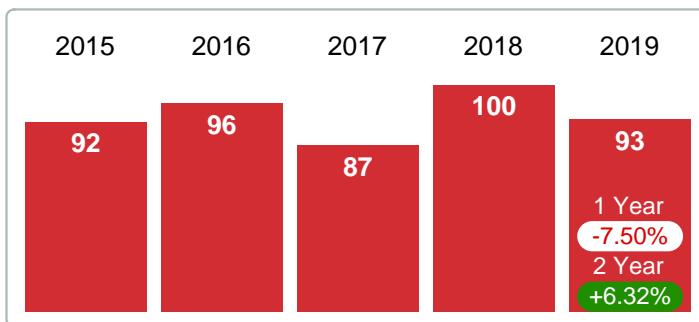
## MEDIAN DAYS ON MARKET TO SALE

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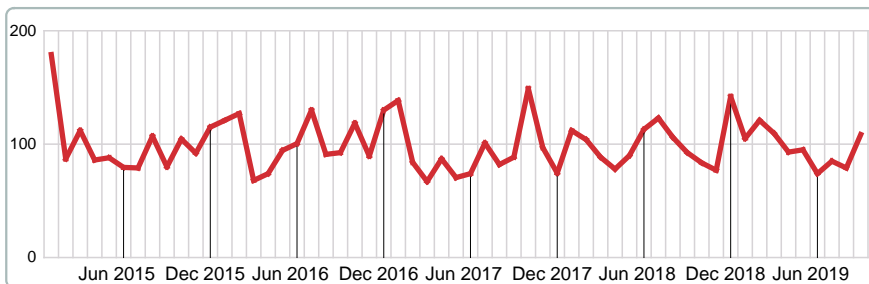
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

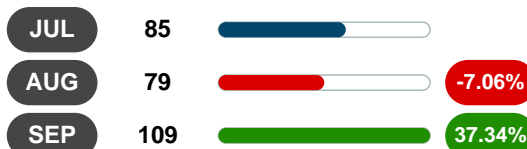


### 3 MONTHS

5 year SEP AVG = 92

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 109 above the 5 yr SEP average of 92



## 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	4	6.90%	102	148	55	0	
\$20,001 - \$50,000	9	15.52%	108	173	91	0	
\$50,001 - \$80,000	9	15.52%	137	157	82	0	
\$80,001 - \$120,000	12	20.69%	125	175	106	0	
\$120,001 - \$140,000	8	13.79%	98	46	88	207	
\$140,001 - \$230,000	11	18.97%	67	0	55	165	
\$230,001 and up	5	8.62%	156	0	123	164	
Median Closed DOM		109		153	90	165	0
Total Closed Units		58	100%	108.5	17	33	8
Total Closed Volume		6,443,407		1.03M	3.84M	1.58M	0.00B

# September 2019



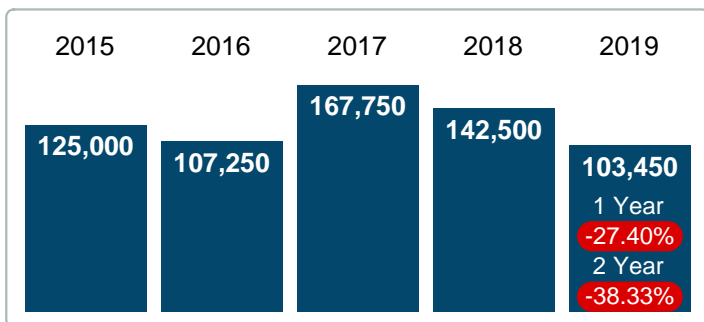
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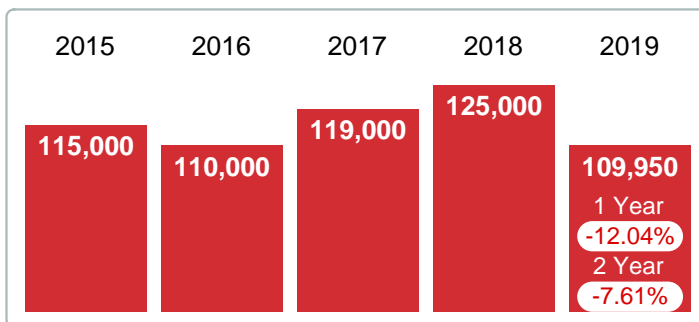
## MEDIAN LIST PRICE AT CLOSING

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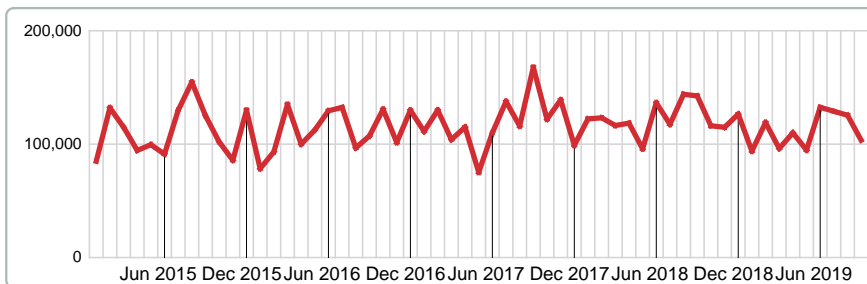
### SEPTEMBER



### YEAR TO DATE (YTD)

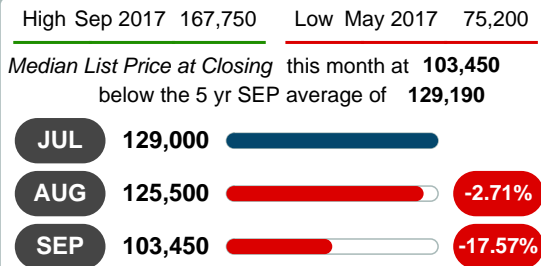


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 129,190



### 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	3.45%	12,250	12,250	0	0	0
\$20,001 - \$50,000	17.24%	35,000	35,000	32,450	0	0
\$50,001 - \$80,000	15.52%	60,000	59,500	65,200	0	0
\$80,001 - \$120,000	22.41%	99,000	103,450	93,000	0	0
\$120,001 - \$140,000	10.34%	135,500	0	135,500	137,450	0
\$140,001 - \$230,000	18.97%	159,000	0	159,000	157,450	0
\$230,001 and up	12.07%	259,000	0	245,000	262,000	0
<b>Median List Price</b>		<b>103,450</b>	<b>59,500</b>	<b>114,900</b>	<b>202,450</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>103,450</b>	<b>17</b>	<b>33</b>	<b>8</b>	
<b>Total Closed Volume</b>			<b>1.10M</b>	<b>3.99M</b>	<b>1.64M</b>	<b>0.00B</b>



# September 2019



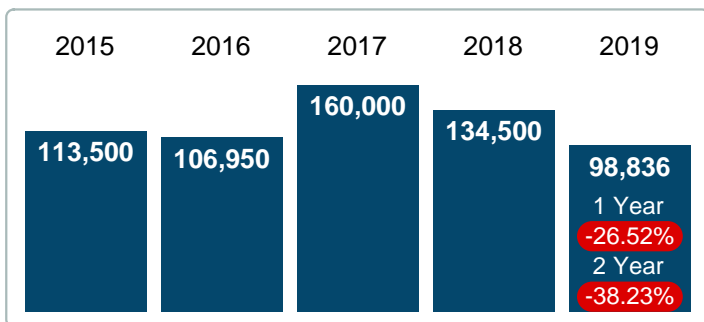
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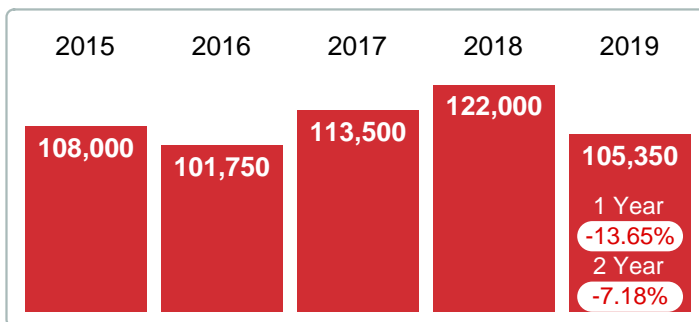
## MEDIAN SOLD PRICE AT CLOSING

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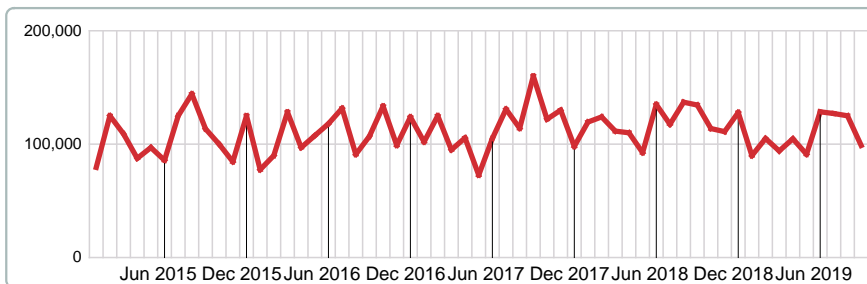
### SEPTEMBER



### YEAR TO DATE (YTD)

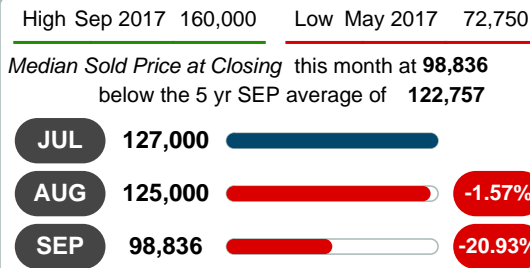


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 122,757



### 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	6.90%	15,500	12,000	19,200	0	0
\$20,001 - \$50,000	15.52%	35,000	34,000	35,000	0	0
\$50,001 - \$80,000	15.52%	67,835	59,500	70,550	0	0
\$80,001 - \$120,000	20.69%	94,750	101,450	91,500	0	0
\$120,001 - \$140,000	13.79%	128,750	120,400	135,000	128,750	0
\$140,001 - \$230,000	18.97%	168,000	0	168,500	168,000	0
\$230,001 and up	8.62%	258,000	0	283,500	258,000	0
<b>Median Sold Price</b>		<b>98,836</b>	<b>58,500</b>	<b>110,000</b>	<b>199,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>98,836</b>	<b>17</b>	<b>33</b>	<b>8</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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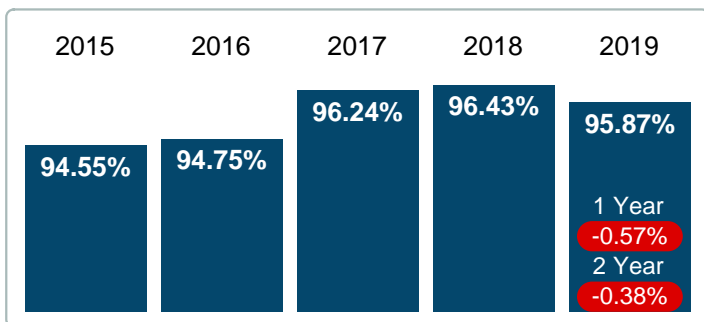
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



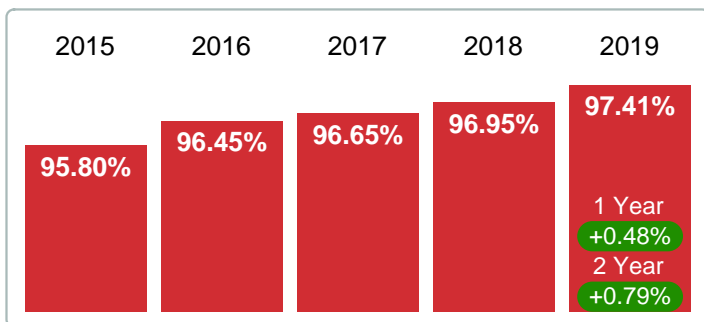
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

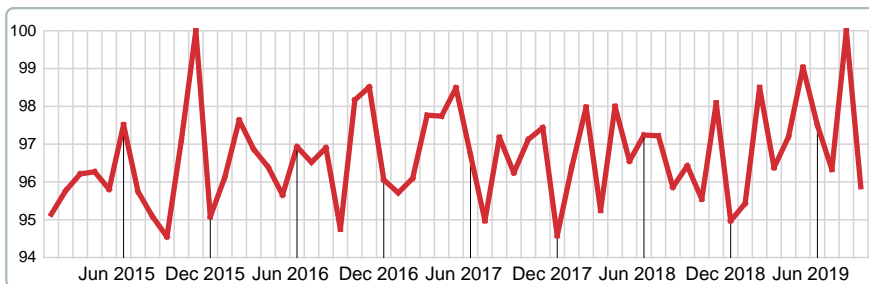
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

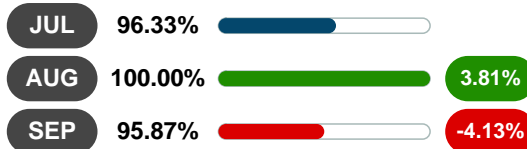


### 3 MONTHS

5 year SEP AVG = 95.57%

High Aug 2019 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **95.87%**  
equal to 5 yr SEP average of **95.57%**



### 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	4	6.90%	80.64%	82.76%	72.45%	0.00%	0.00%
\$20,001 - \$50,000	9	15.52%	90.00%	88.18%	90.30%	0.00%	0.00%
\$50,001 - \$80,000	9	15.52%	99.15%	93.05%	104.07%	0.00%	0.00%
\$80,001 - \$120,000	12	20.69%	96.12%	96.79%	95.99%	0.00%	0.00%
\$120,001 - \$140,000	8	13.79%	93.78%	100.42%	92.73%	93.78%	0.00%
\$140,001 - \$230,000	11	18.97%	98.74%	0.00%	98.21%	98.88%	0.00%
\$230,001 and up	5	8.62%	95.59%	0.00%	97.18%	94.34%	0.00%
Median Sold/List Ratio		95.87%		93.05%	96.24%	98.38%	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



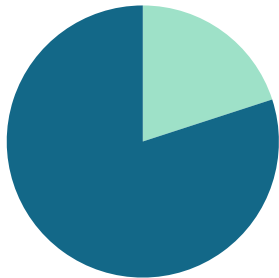
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

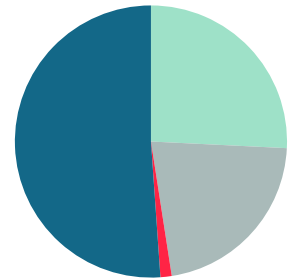


**Inventory**  
 New Listings  
**33 = 20.00%**  
 Start Inventory  
**132**  
 Total Inventory Units  
**165**  
 Volume  
**\$23,028,097**

### 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%
Median List Price	142,500	103,450	-27.40%	125,000	109,950	-12.04%
Median Sale Price	134,500	98,836	-26.52%	122,000	105,350	-13.65%
Median Percent of Selling Price to List Price	96.43%	95.87%	-0.57%	96.95%	97.41%	0.48%
Median Days on Market to Sale	92.50	108.50	17.30%	100.00	92.50	-7.50%
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%

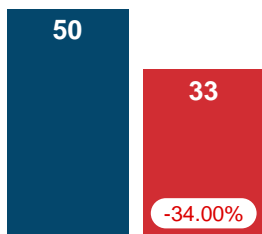
**Absorption:** Last 12 months, an Average of **52** Sales/Month

**Inventory** on September 30, 2019 = **115** 2018 2019

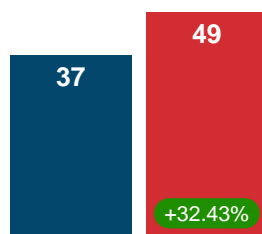
### SEPTEMBER MARKET

### MEDIAN PRICES

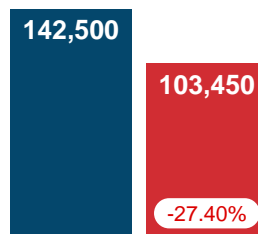
#### New Listings



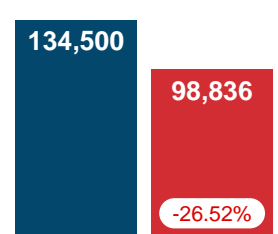
#### Pending Listings



#### List Price



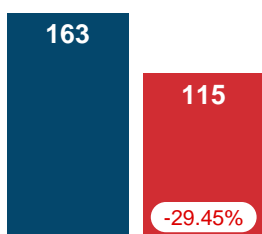
#### Sale Price



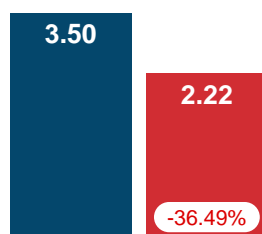
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

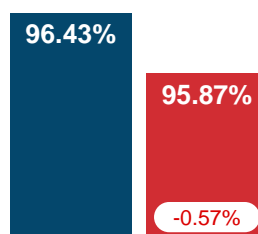
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

