

July 2019



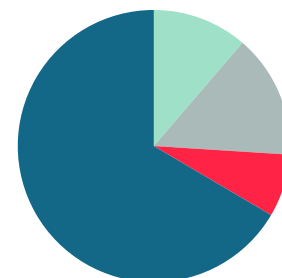
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	50	56	12.00%
Pending Listings	45	73	62.22%
New Listings	136	118	-13.24%
Average List Price	141,695	180,897	27.67%
Average Sale Price	134,743	165,938	23.15%
Average Percent of Selling Price to List Price	94.28%	94.37%	0.09%
Average Days on Market to Sale	41.74	49.95	19.66%
End of Month Inventory	494	330	-33.20%
Months Supply of Inventory	11.02	7.39	-32.95%



■ Closed (11.29%)
■ Pending (14.72%)
■ Other OffMarket (7.46%)
■ Active (66.53%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of July 31, 2019 = **330**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **33.20%** to 330 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **7.39** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **23.15%** in July 2019 to \$165,938 versus the previous year at \$134,743.

Average Days on Market Lengthens

The average number of **49.95** days that homes spent on the market before selling increased by 8.21 days or **19.66%** in July 2019 compared to last year's same month at **41.74** DOM.

Sales Success for July 2019 is Positive

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

There were 118 New Listings in July 2019, down **13.24%** from last year at 136. Furthermore, there were 56 Closed Listings this month versus last year at 50, a **12.00%** increase.

Closed versus Listed trends yielded a **47.5%** ratio, up from previous year's, July 2018, at **36.8%**, a **29.08%** 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

July 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

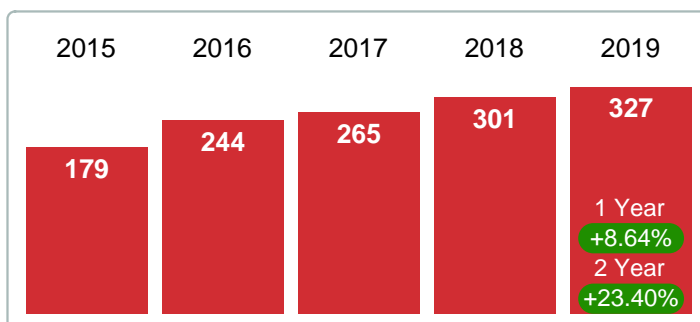
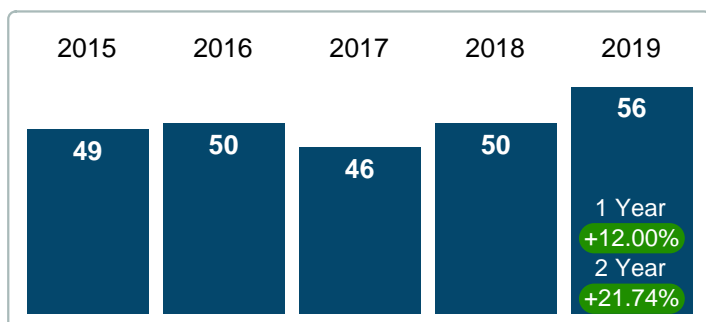


CLOSED LISTINGS

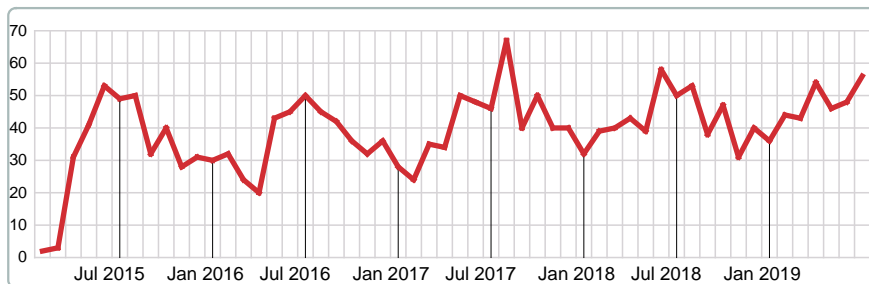
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JULY

YEAR TO DATE (YTD)

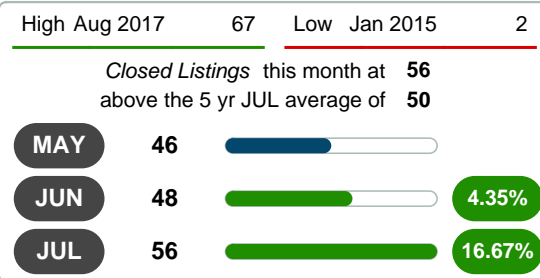


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.36%	6.7	1	2	0	0
\$25,001 - \$75,000	10	17.86%	30.3	7	3	0	0
\$75,001 - \$100,000	7	12.50%	52.3	3	4	0	0
\$100,001 - \$150,000	11	19.64%	55.6	4	5	2	0
\$150,001 - \$175,000	8	14.29%	68.8	0	6	2	0
\$175,001 - \$250,000	9	16.07%	44.3	1	6	2	0
\$250,001 and up	8	14.29%	68.4	2	3	0	3
Total Closed Units	56			18	29	6	3
Total Closed Volume	9,292,550	100%	49.9	3.03M	4.17M	1.02M	1.08M
Average Closed Price	\$165,938			\$168,133	\$143,667	\$170,467	\$359,000

July 2019



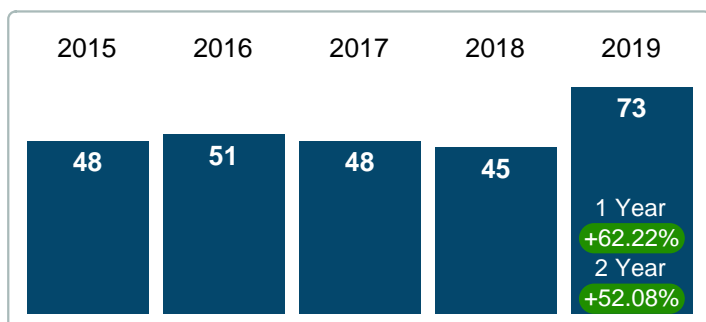
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



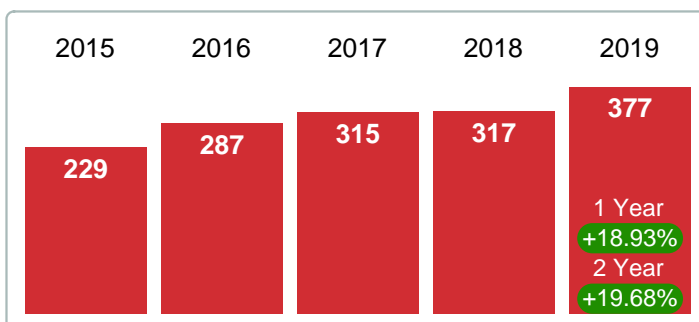
PENDING LISTINGS

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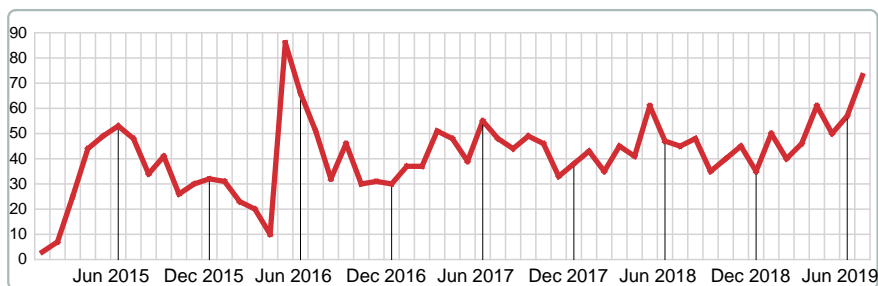
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53

High May 2016: 86 | Low Jan 2015: 3

Pending Listings this month at **73**
above the 5 yr JUL average of **53**

- MAY: 50
- JUN: 57
- JUL: 73

Percentage increases for current month vs 5-year average:
JUN: 14.00%
JUL: 28.07%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.37%	3.0	0	1	0	0
\$25,001 - \$75,000	16	21.92%	49.1	9	7	0	0
\$75,001 - \$100,000	8	10.96%	41.4	3	5	0	0
\$100,001 - \$125,000	8	10.96%	25.6	2	6	0	0
\$125,001 - \$150,000	17	23.29%	38.9	5	8	4	0
\$150,001 - \$225,000	12	16.44%	12.1	0	9	3	0
\$225,001 and up	11	15.07%	39.8	2	4	3	2
Total Pending Units	73			21	40	10	2
Total Pending Volume	12,731,118	100%	38.3	3.80M	5.22M	2.46M	1.25M
Average Listing Price	\$258,641			\$181,020	\$130,390	\$246,460	\$624,750

July 2019



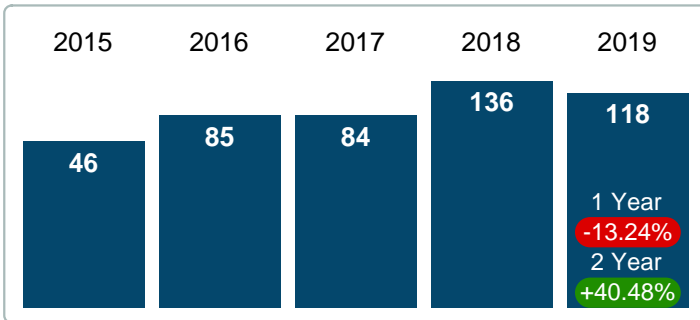
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



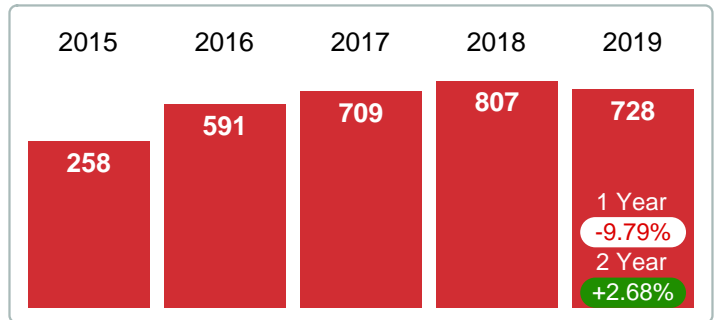
NEW LISTINGS

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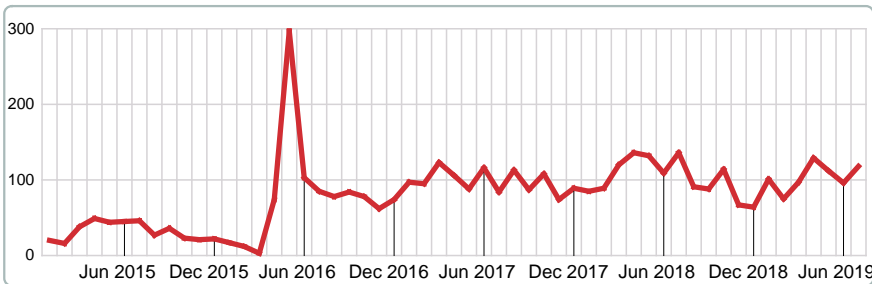
JULY



YEAR TO DATE (YTD)

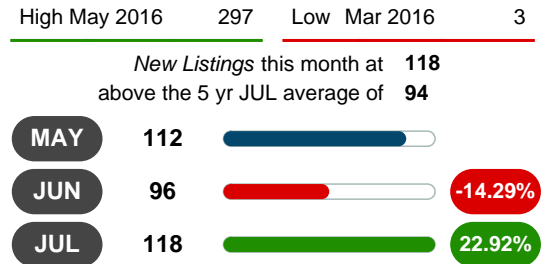


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 94



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	10	8.47%	8	2	0	0
\$30,001 - \$70,000	17	14.41%	12	5	0	0
\$70,001 - \$100,000	15	12.71%	7	7	0	1
\$100,001 - \$160,000	29	24.58%	4	20	5	0
\$160,001 - \$240,000	20	16.95%	1	17	2	0
\$240,001 - \$370,000	15	12.71%	3	7	4	1
\$370,001 and up	12	10.17%	3	3	4	2
Total New Listed Units	118		38	61	15	4
Total New Listed Volume	21,686,500	100%	5.39M	10.02M	4.67M	1.61M
Average New Listed Listing Price	\$141,756		\$141,805	\$164,270	\$311,167	\$402,475

July 2019



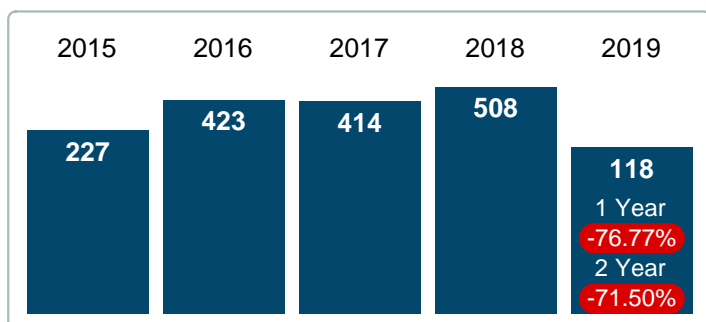
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



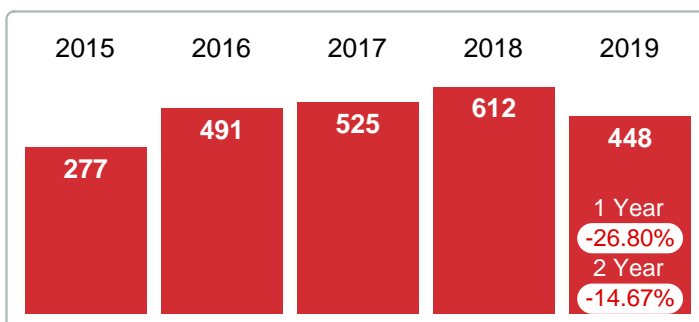
ACTIVE INVENTORY

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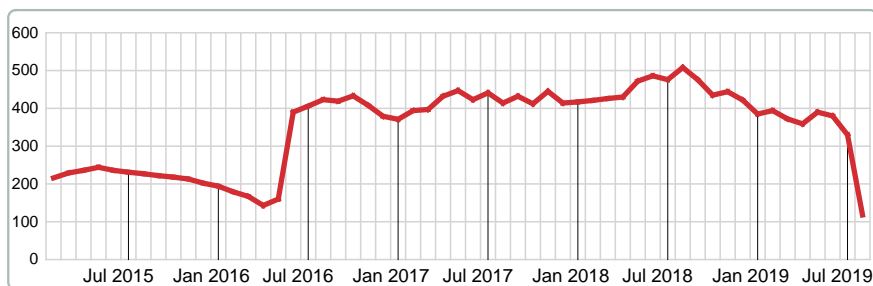
END OF JULY



ACTIVE DURING JULY

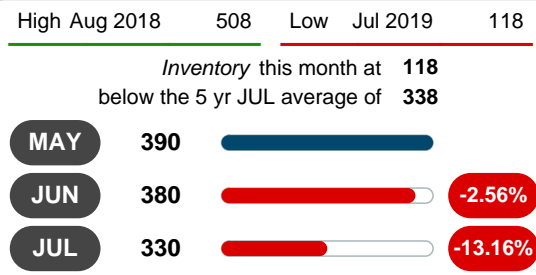


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 338



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	25	7.58%	81.0	25	0	0	0
\$25,001 - \$50,000	42	12.73%	82.8	38	4	0	0
\$50,001 - \$75,000	30	9.09%	75.5	22	7	0	1
\$75,001 - \$175,000	101	30.61%	70.0	32	56	10	3
\$175,001 - \$250,000	53	16.06%	67.8	16	24	13	0
\$250,001 - \$375,000	45	13.64%	65.3	14	15	14	2
\$375,001 and up	34	10.30%	87.9	19	6	6	3
Total Active Inventory by Units	330			166	112	43	9
Total Active Inventory by Volume	63,382,193	100%	73.8	28.00M	20.19M	11.32M	3.88M
Average Active Inventory Listing Price	\$192,067			\$168,698	\$180,234	\$263,186	\$430,578

July 2019



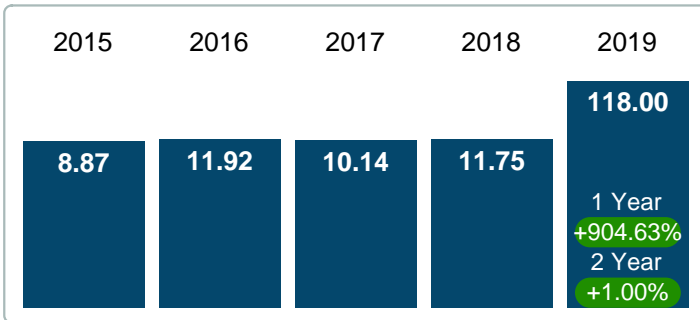
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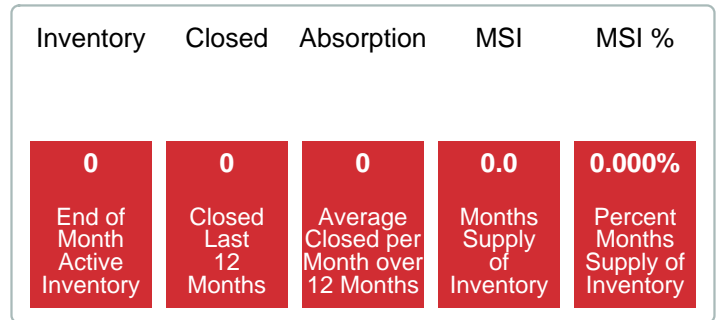
MONTHS SUPPLY of INVENTORY (MSI)

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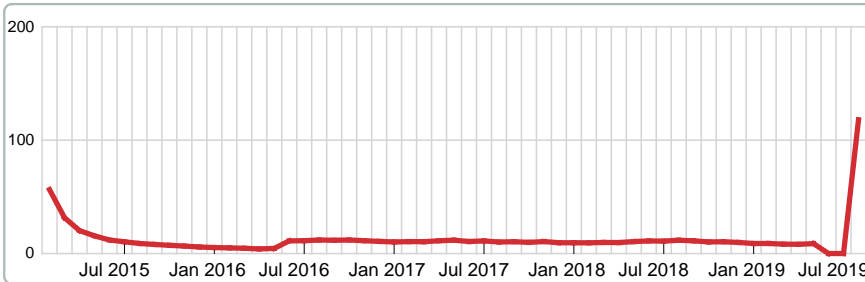
MSI FOR JULY



INDICATORS FOR JULY 2019

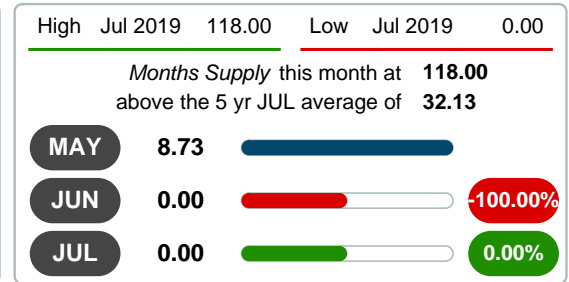


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 32.13



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	36	10.91%	10.29	16.00	0.00	0.00	0.00
\$30,001 \$60,000	38	11.52%	7.48	15.84	1.82	0.00	0.00
\$60,001 \$90,000	44	13.33%	5.80	7.67	5.30	0.00	24.00
\$90,001 \$180,000	85	25.76%	4.93	9.00	3.94	4.14	12.00
\$180,001 \$260,000	49	14.85%	7.74	33.60	6.00	6.24	0.00
\$260,001 \$370,000	42	12.73%	12.92	39.00	12.00	8.84	8.00
\$370,001 and up	36	10.91%	21.60	48.00	28.00	9.00	9.00
Market Supply of Inventory (MSI)		7.39		14.43	4.63	5.38	9.00
		100%	7.39				
Total Active Inventory by Units		330		166	112	43	9

July 2019



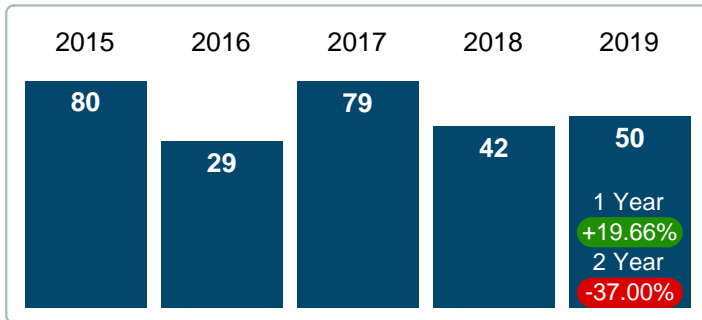
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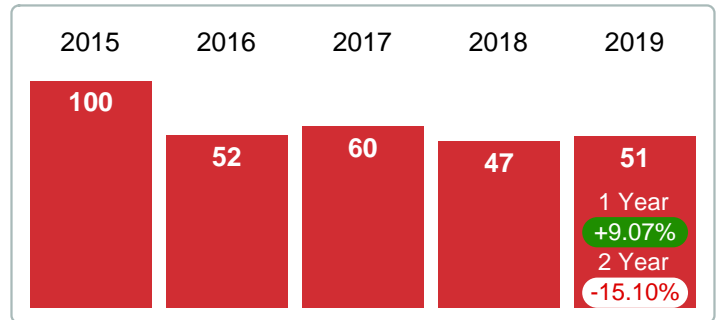
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 12, 2019 for MLS Technology Inc.

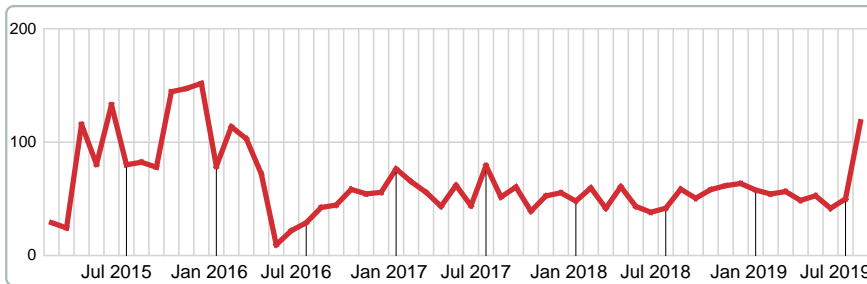
JULY



YEAR TO DATE (YTD)

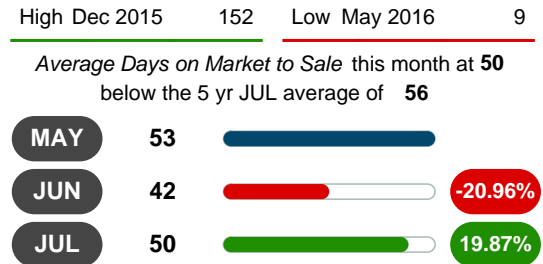


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 56



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
\$25,000 and less	5.36%	7	12	4	0	0
\$25,001 - \$75,000	17.86%	30	27	39	0	0
\$75,001 - \$100,000	12.50%	52	98	18	0	0
\$100,001 - \$150,000	19.64%	56	16	57	133	0
\$150,001 - \$175,000	14.29%	69	0	71	63	0
\$175,001 - \$250,000	16.07%	44	1	58	26	0
\$250,001 and up	14.29%	68	82	82	0	46
Average Closed DOM		50	40	52	74	46
Total Closed Units	100%	49.9	18	29	6	3
Total Closed Volume		9,292,550	3.03M	4.17M	1.02M	1.08M

July 2019



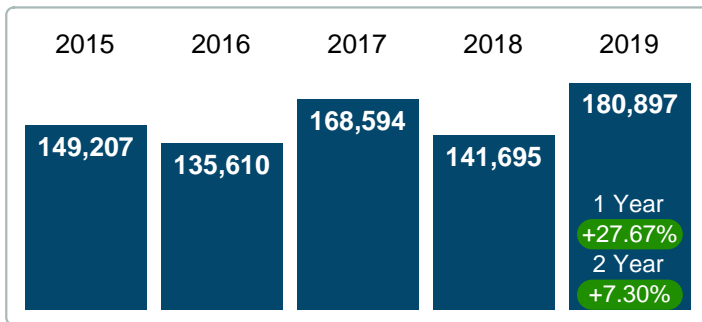
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



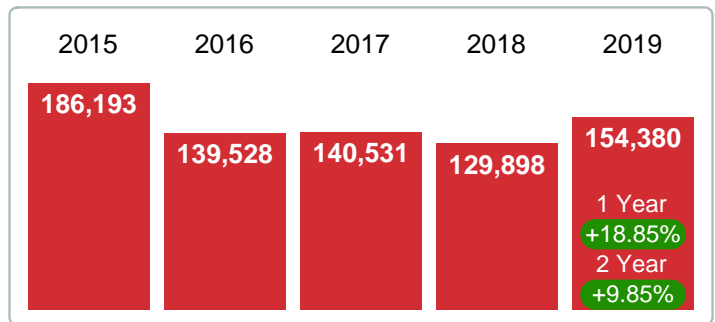
AVERAGE LIST PRICE AT CLOSING

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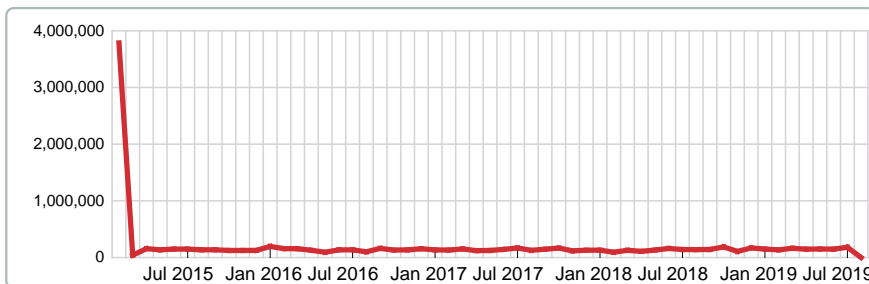
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

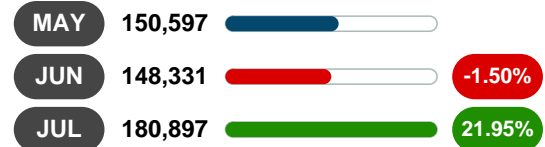


3 MONTHS

5 year JUL AVG = 155,201

High Jan 2015 3,784,950 Low Jul 2019 118

Average List Price at Closing this month at **180,897** above the 5 yr JUL average of **155,201**



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
\$25,000 and less	3.57%	17,750	13,000	36,250	0	0
\$25,001 - \$75,000	19.64%	52,045	51,700	53,533	0	0
\$75,001 - \$100,000	8.93%	90,680	101,333	96,075	0	0
\$100,001 - \$150,000	25.00%	131,693	131,327	132,740	134,950	0
\$150,001 - \$175,000	12.50%	166,443	0	165,033	162,400	0
\$175,001 - \$250,000	16.07%	216,567	232,500	214,467	214,900	0
\$250,001 and up	14.29%	513,863	1,075,000	270,800	0	382,833
Average List Price		180,897	199,262	150,707	170,750	382,833
Total Closed Units	100%	180,897	18	29	6	3
Total Closed Volume		10,130,207	3.59M	4.37M	1.02M	1.15M

July 2019



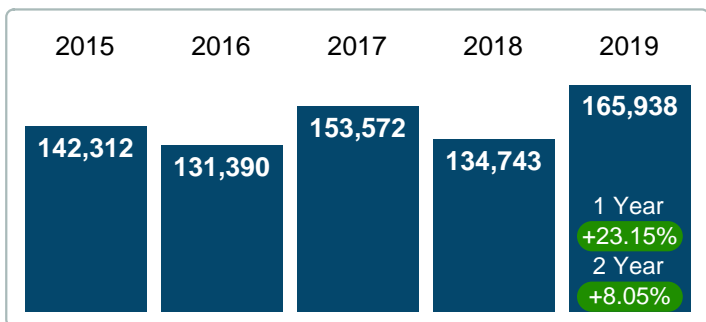
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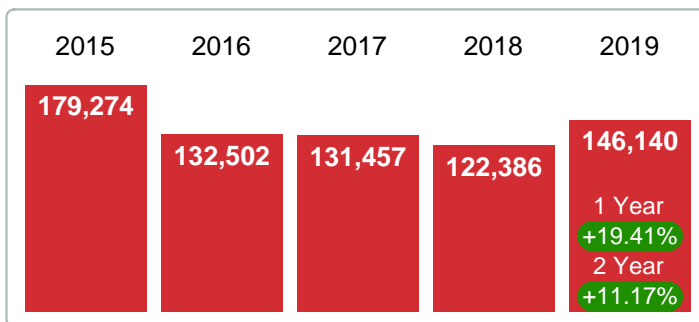
AVERAGE SOLD PRICE AT CLOSING

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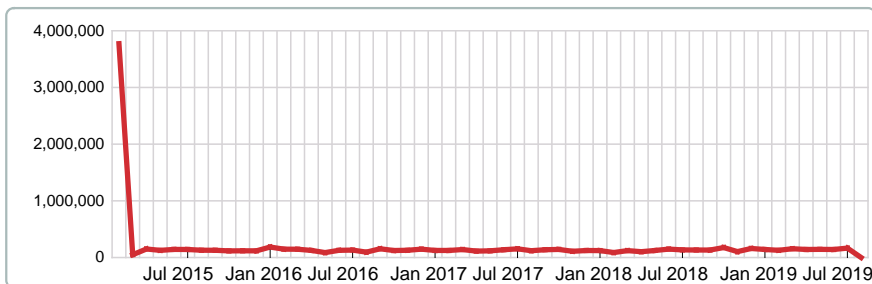
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

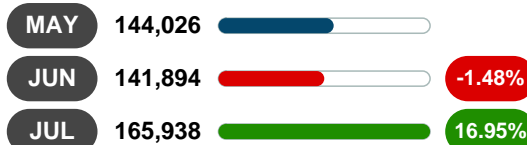


3 MONTHS

5 year JUL AVG = 145,591

High Jan 2015 3,772,020 Low Jul 2019 118

Average Sold Price at Closing this month at **165,938** above the 5 yr JUL average of **145,591**



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
\$25,000 and less	3	5.36%	20,167	13,000	23,750	0	0
\$25,001 - \$75,000	10	17.86%	49,055	48,071	51,350	0	0
\$75,001 - \$100,000	7	12.50%	88,071	92,167	85,000	0	0
\$100,001 - \$150,000	11	19.64%	127,973	123,225	127,780	137,950	0
\$150,001 - \$175,000	8	14.29%	160,738	0	160,833	160,450	0
\$175,001 - \$250,000	9	16.07%	211,211	232,500	207,067	213,000	0
\$250,001 and up	8	14.29%	441,313	837,500	259,500	0	359,000
Average Sold Price			165,938	168,133	143,667	170,467	359,000
Total Closed Units		100%	165,938	18	29	6	3
Total Closed Volume			9,292,550	3.03M	4.17M	1.02M	1.08M

July 2019



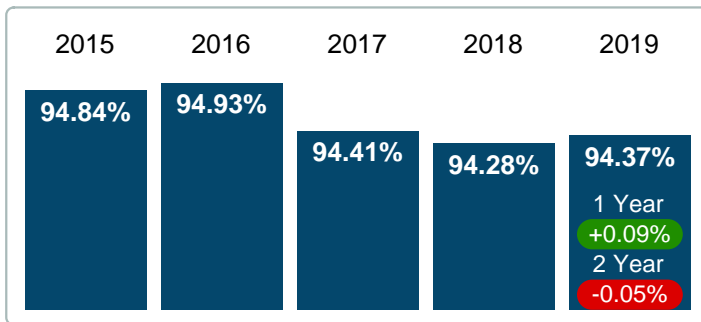
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



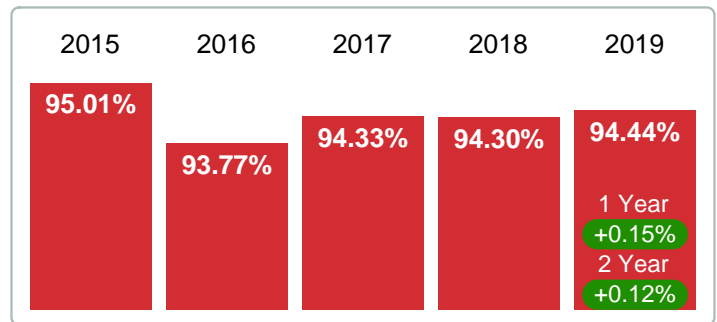
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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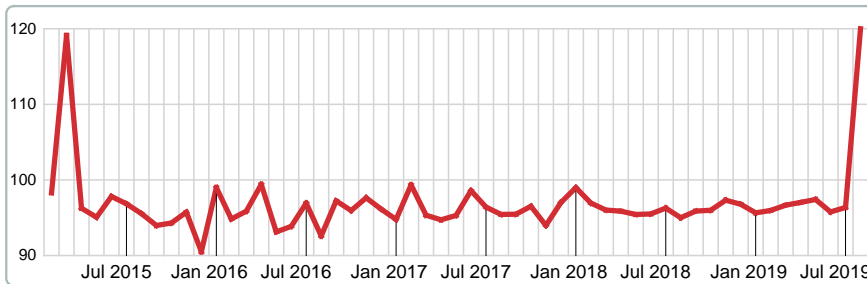
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

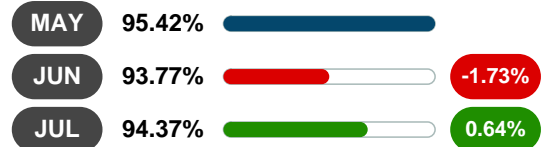


3 MONTHS

5 year JUL AVG = 94.57%

High Jul 2019 118.00% Low Dec 2015 88.50%

Average Sold/List Ratio this month at **94.37%**
below the 5 yr JUL average of **94.57%**



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	
\$25,000 and less	3	5.36%	83.33%	100.00%	75.00%	0.00%	0.00%	
\$25,001 - \$75,000	10	17.86%	93.69%	92.82%	95.71%	0.00%	0.00%	
\$75,001 - \$100,000	7	12.50%	90.45%	90.86%	90.14%	0.00%	0.00%	
\$100,001 - \$150,000	11	19.64%	96.56%	94.08%	96.27%	102.22%	0.00%	
\$150,001 - \$175,000	8	14.29%	97.83%	0.00%	97.46%	98.94%	0.00%	
\$175,001 - \$250,000	9	16.07%	97.46%	100.00%	96.58%	98.82%	0.00%	
\$250,001 and up	8	14.29%	92.83%	86.43%	95.86%	0.00%	94.06%	
Average Sold/List Ratio		94.40%		92.86%	94.17%	99.99%	94.06%	
Total Closed Units		56	100%	94.40%	18	29	6	3
Total Closed Volume		9,292,550			3.03M	4.17M	1.02M	1.08M

July 2019



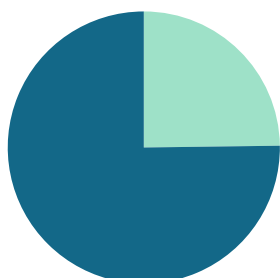
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

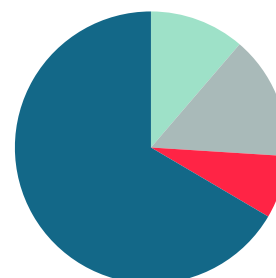


Inventory
 New Listings
118 = 24.79%
 Start Inventory
358
 Total Inventory Units
476
 Volume
\$88,566,409

Market Activity

Closed Sales
56 = 11.29%
 Pending Sales
73 = 14.72%
 Other Off Market
37 = 7.46%
 Active Inventory
330 = 66.53%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	50	56	12.00%	301	327	8.64%
Pending Sales	45	73	62.22%	317	377	18.93%
New Listings	136	118	-13.24%	807	728	-9.79%
Average List Price	141,695	180,897	27.67%	129,898	154,380	18.85%
Average Sale Price	134,743	165,938	23.15%	122,386	146,140	19.41%
Average Percent of Selling Price to List Price	94.28%	94.37%	0.09%	94.30%	94.44%	0.15%
Average Days on Market to Sale	41.74	49.95	19.66%	46.94	51.20	9.07%
Monthly Inventory	494	330	-33.20%	494	330	-33.20%
Months Supply of Inventory	11.02	7.39	-32.95%	11.02	7.39	-32.95%

Absorption: Last 12 months, an Average of **45** Sales/Month

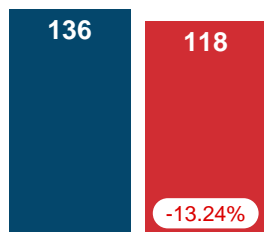
Inventory on July 31, 2019 = **330**

2018 **2019**

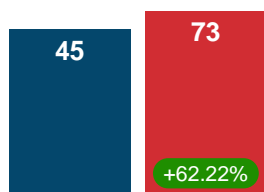
JULY MARKET

AVERAGE PRICES

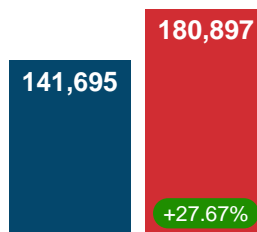
New Listings



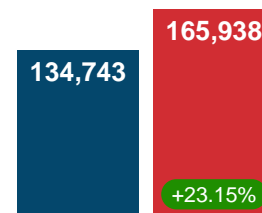
Pending Listings



List Price



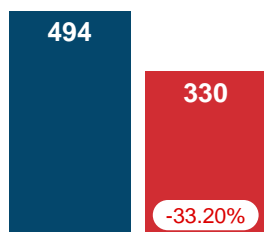
Sale Price



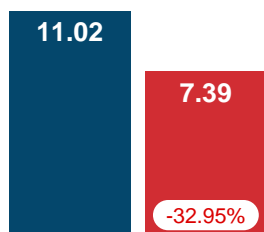
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

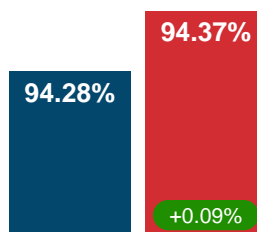
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

