

July 2019



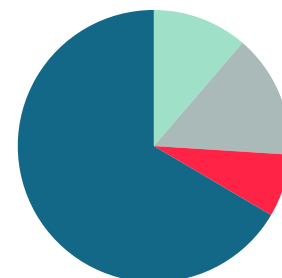
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Median List Price	119,950	135,500	12.96%
Median Sale Price	117,500	136,500	16.17%
Median Percent of Selling Price to List Price	96.28%	96.79%	0.53%
Median Days on Market to Sale	28.50	31.50	10.53%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **16.17%** in July 2019 to \$136,500 versus the previous year at \$117,500.

Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 3.00 days or **10.53%** in July 2019 compared to last year's same month at **28.50** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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

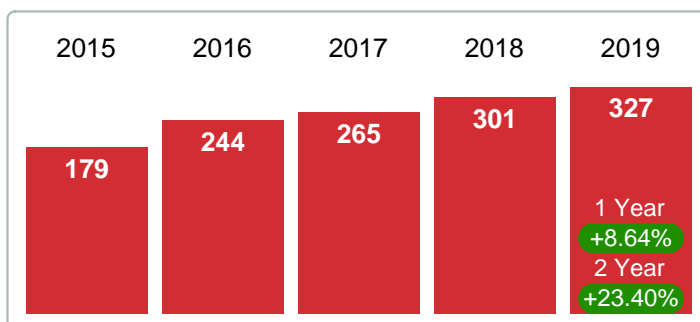
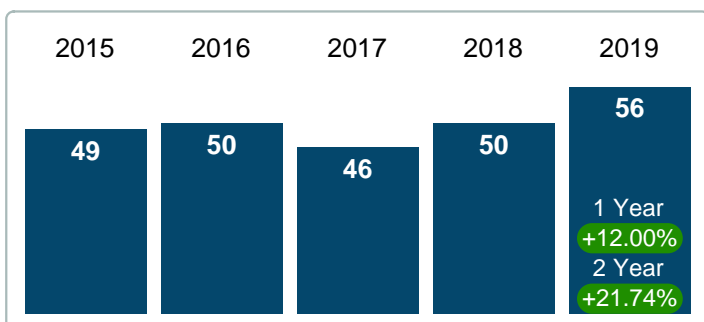


CLOSED LISTINGS

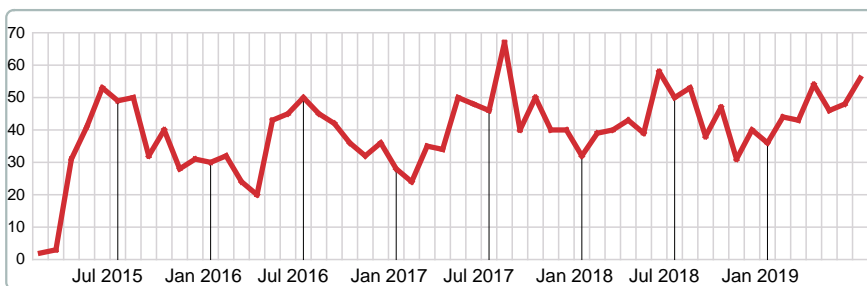
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JULY

YEAR TO DATE (YTD)

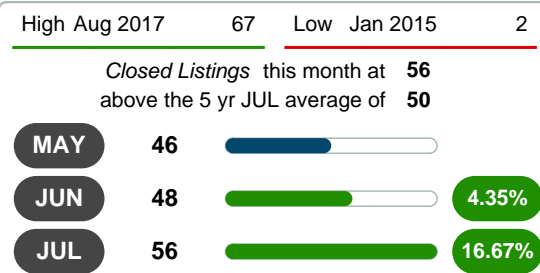


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	10.71%	8.5	4	2	0	0
\$40,001 - \$70,000	6	10.71%	27.5	3	3	0	0
\$70,001 - \$110,000	11	19.64%	24.0	6	5	0	0
\$110,001 - \$160,000	12	21.43%	56.0	2	7	3	0
\$160,001 - \$190,000	8	14.29%	52.0	0	6	2	0
\$190,001 - \$260,000	8	14.29%	10.5	1	5	1	1
\$260,001 and up	5	8.93%	45.0	2	1	0	2
Total Closed Units	56			18	29	6	3
Total Closed Volume	9,292,550	100%	31.5	3.03M	4.17M	1.02M	1.08M
Median Closed Price	\$136,500			\$88,250	\$152,500	\$160,450	\$365,000

July 2019



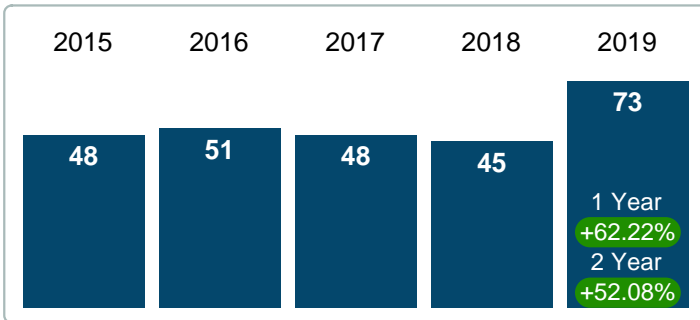
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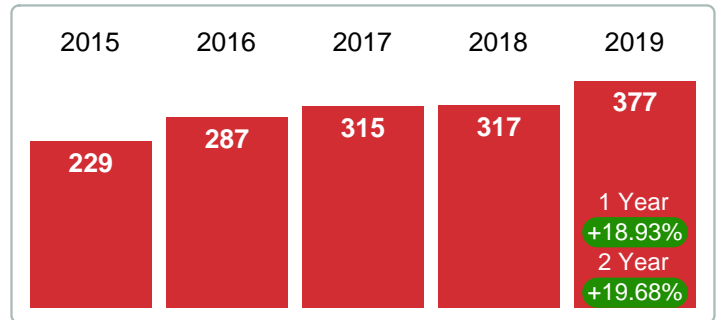
PENDING LISTINGS

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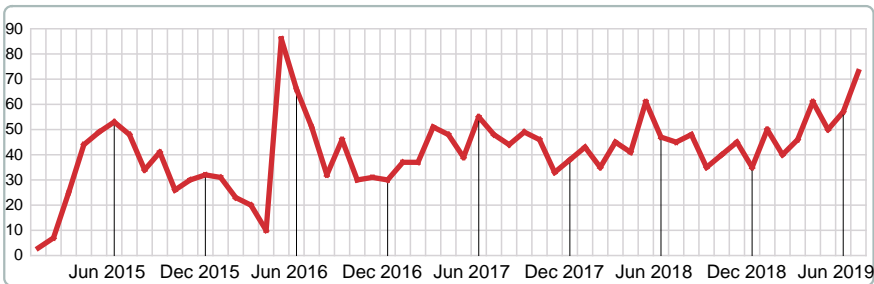
JULY



YEAR TO DATE (YTD)

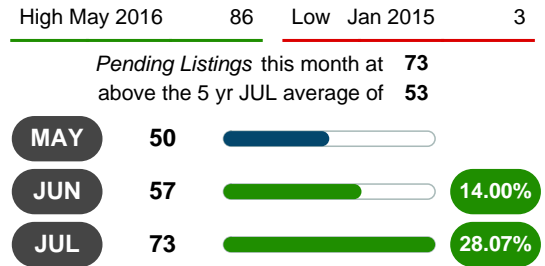


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.22%	17.5	4	2	0	0
\$40,001 - \$70,000	8	10.96%	11.5	4	4	0	0
\$70,001 - \$100,000	11	15.07%	51.0	4	7	0	0
\$100,001 - \$140,000	19	26.03%	17.0	4	12	3	0
\$140,001 - \$170,000	12	16.44%	5.5	3	8	1	0
\$170,001 - \$220,000	5	6.85%	16.0	0	2	3	0
\$220,001 and up	12	16.44%	5.5	2	5	3	2
Total Pending Units	73			21	40	10	2
Total Pending Volume	12,731,118	100%	14.0	3.80M	5.22M	2.46M	1.25M
Median Listing Price	\$130,000			\$96,000	\$129,900	\$177,500	\$624,750

July 2019



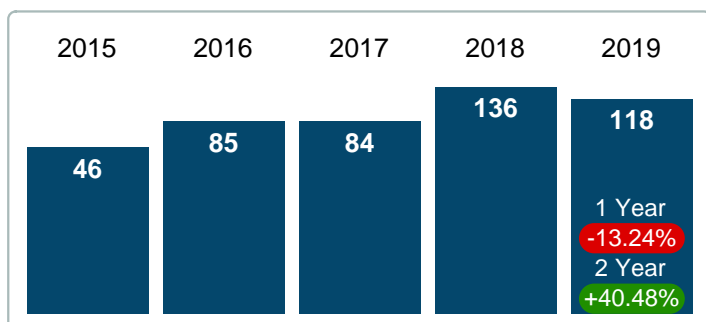
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



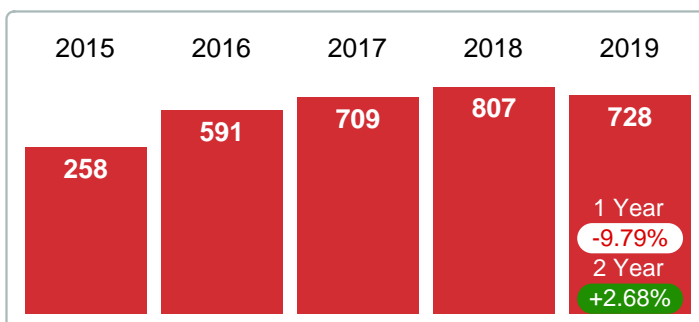
NEW LISTINGS

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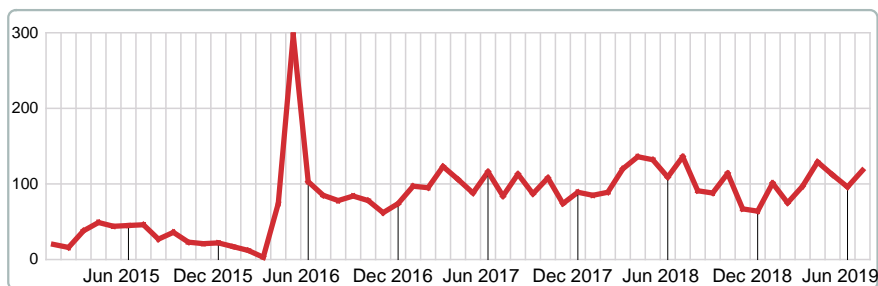
JULY



YEAR TO DATE (YTD)

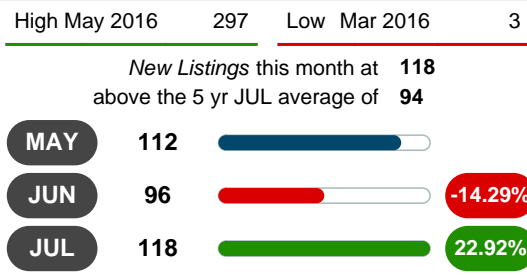


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$136,750		\$69,950	\$149,900	\$275,000	\$340,000

July 2019



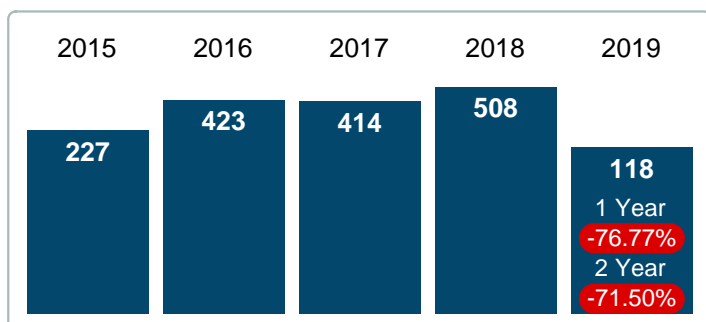
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



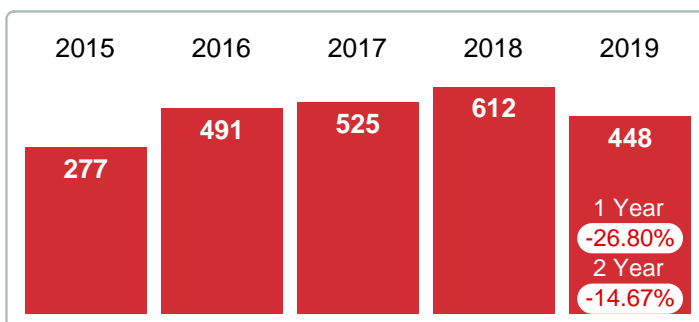
ACTIVE INVENTORY

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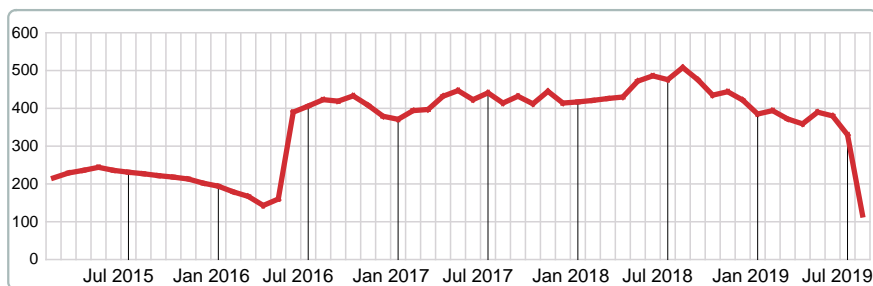
END OF JULY



ACTIVE DURING JULY

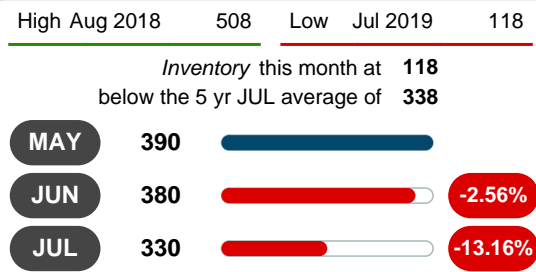


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 338



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	36	10.91%	63.0	36	0	0	0
\$30,001 - \$60,000	38	11.52%	67.0	33	5	0	0
\$60,001 - \$90,000	44	13.33%	71.0	23	19	0	2
\$90,001 - \$180,000	85	25.76%	63.0	27	46	10	2
\$180,001 - \$260,000	49	14.85%	68.0	14	22	13	0
\$260,001 - \$370,000	42	12.73%	65.5	13	13	14	2
\$370,001 and up	36	10.91%	80.5	20	7	6	3
Total Active Inventory by Units	330			166	112	43	9
Total Active Inventory by Volume	63,382,193	100%	66.5	28.00M	20.19M	11.32M	3.88M
Median Active Inventory Listing Price	\$139,950			\$75,000	\$159,000	\$249,500	\$269,000

July 2019



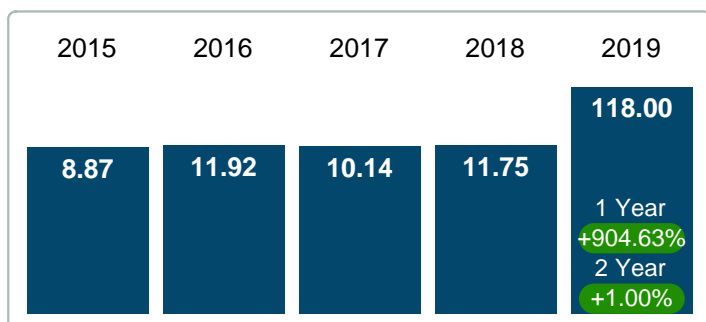
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



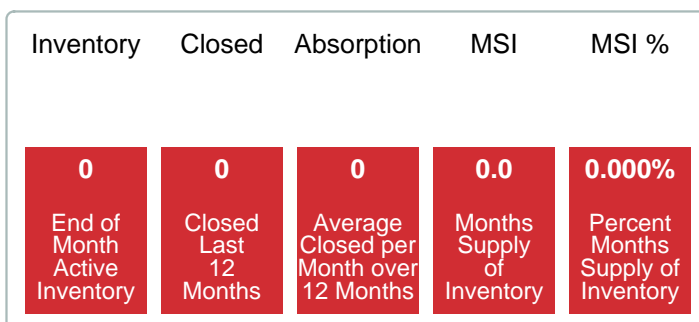
MONTHS SUPPLY of INVENTORY (MSI)

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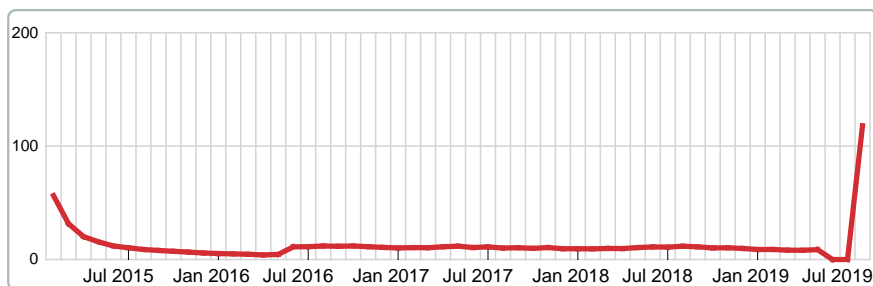
MSI FOR JULY



INDICATORS FOR JULY 2019

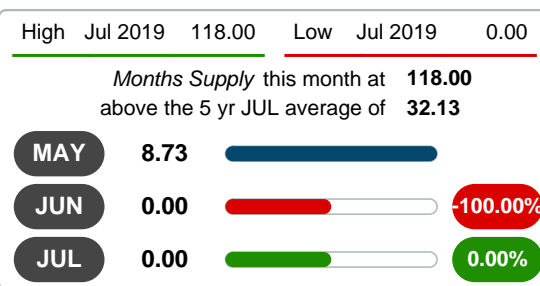


5 YEAR MARKET ACTIVITY TRENDS



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
Total Active Inventory by Units		330	100%	166	112	43	9

July 2019



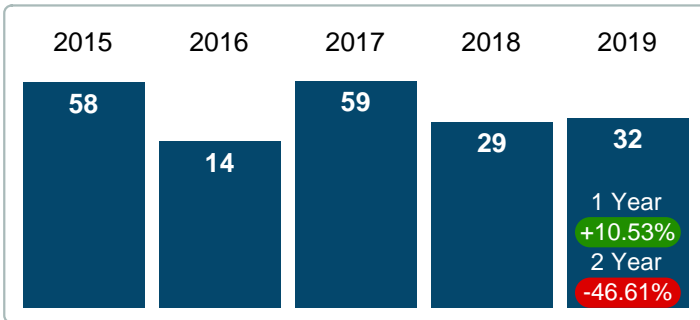
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



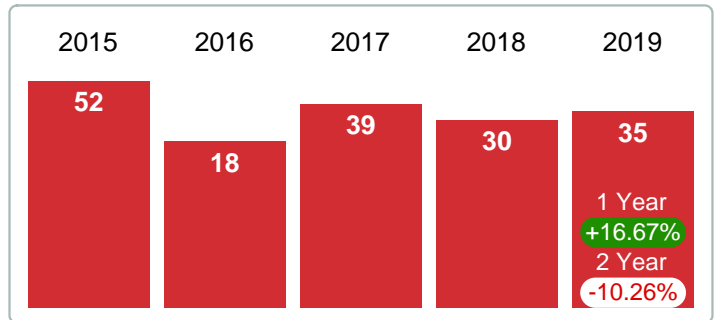
MEDIAN DAYS ON MARKET TO SALE

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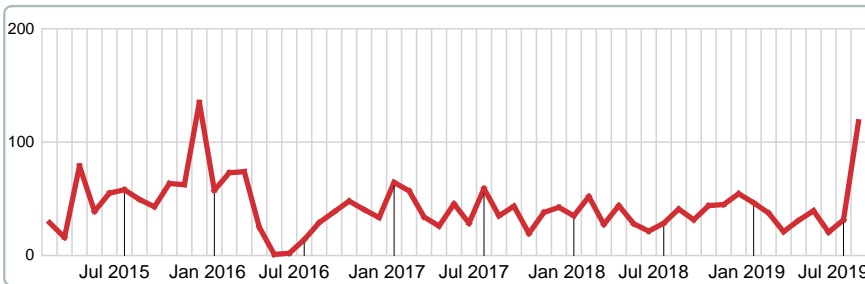
JULY



YEAR TO DATE (YTD)

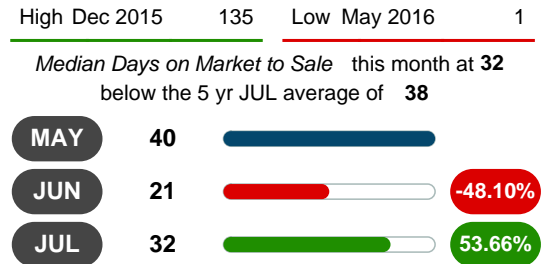


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38



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
\$40,000 and less	10.71%	9	20	4	0	0
\$40,001 - \$70,000	10.71%	28	16	35	0	0
\$70,001 - \$110,000	19.64%	24	26	24	0	0
\$110,001 - \$160,000	21.43%	56	5	40	91	0
\$160,001 - \$190,000	14.29%	52	0	54	52	0
\$190,001 - \$260,000	14.29%	11	1	94	1	8
\$260,001 and up	8.93%	45	82	45	0	65
Median Closed DOM		32				
Total Closed Units	100%	31.5	11	39	63	14
Total Closed Volume			3.03M	4.17M	1.02M	1.08M

July 2019



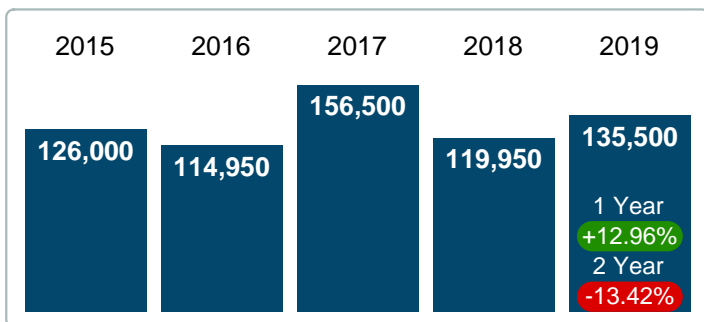
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



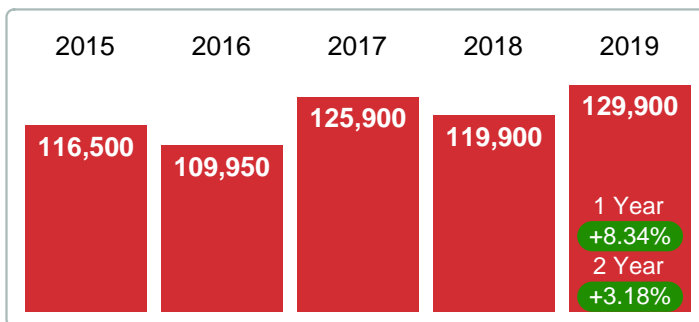
MEDIAN LIST PRICE AT CLOSING

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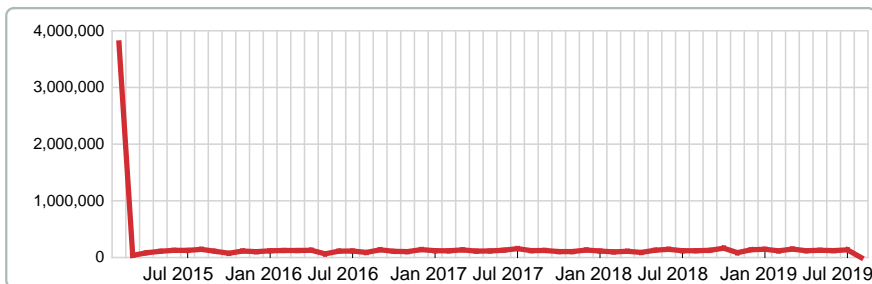
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

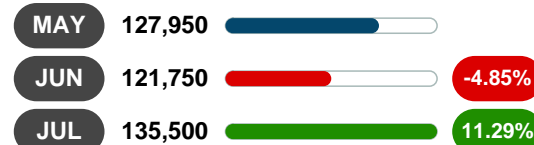


3 MONTHS

5 year JUL AVG = 130,580

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

Median List Price at Closing this month at 135,500 above the 5 yr JUL average of 130,580



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
\$40,000 and less	3	5.36%	22,500	20,500	22,500	0	0
\$40,001 - \$70,000	10	17.86%	53,000	53,500	53,000	0	0
\$70,001 - \$110,000	7	12.50%	99,000	102,500	85,000	0	0
\$110,001 - \$160,000	14	25.00%	134,950	136,000	132,400	135,000	0
\$160,001 - \$190,000	7	12.50%	174,900	0	172,450	174,900	0
\$190,001 - \$260,000	8	14.29%	231,200	232,500	239,000	214,900	0
\$260,001 and up	7	12.50%	399,500	1,075,000	276,250	0	399,500
Median List Price			135,500	99,500	159,900	162,400	399,500
Total Closed Units		100%	135,500	18	29	6	3
Total Closed Volume			10,130,207	3.59M	4.37M	1.02M	1.15M

July 2019



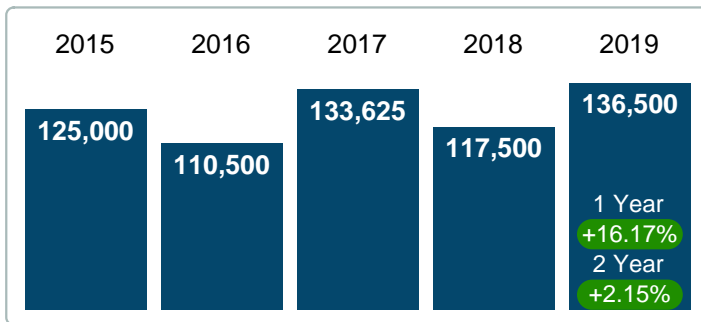
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



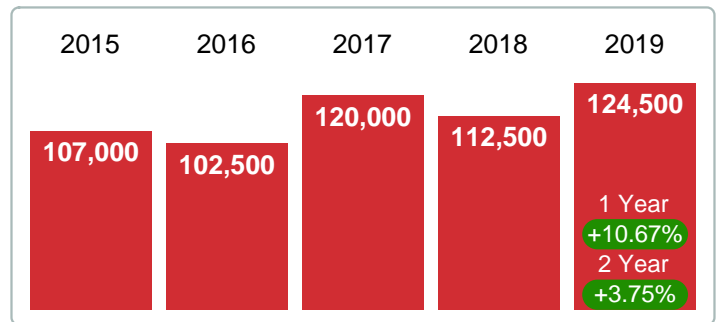
MEDIAN SOLD PRICE AT CLOSING

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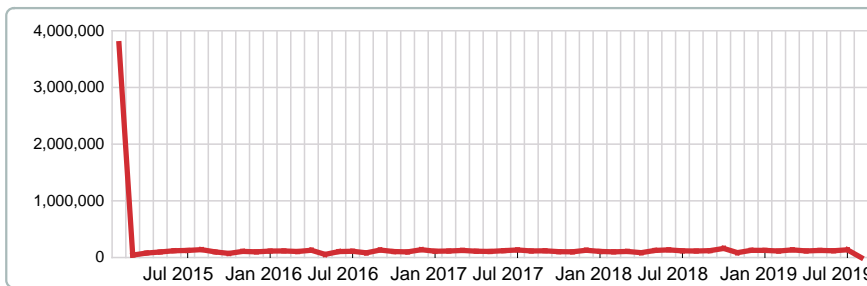
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

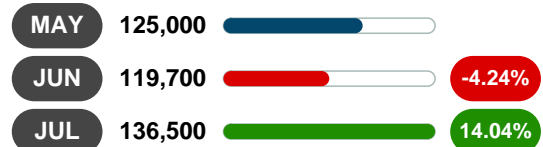


3 MONTHS

5 year JUL AVG = 124,625

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

Median Sold Price at Closing this month at 136,500 above the 5 yr JUL average of 124,625



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
\$40,000 and less	10.71%	26,500	32,750	23,750	0	0
\$40,001 - \$70,000	10.71%	49,650	47,000	52,300	0	0
\$70,001 - \$110,000	19.64%	99,000	99,500	82,000	0	0
\$110,001 - \$160,000	21.43%	138,500	136,500	140,000	144,000	0
\$160,001 - \$190,000	14.29%	178,500	0	178,500	179,450	0
\$190,001 - \$260,000	14.29%	241,950	232,500	244,900	237,000	260,000
\$260,001 and up	8.93%	400,000	837,500	265,000	0	408,500
Median Sold Price		136,500	88,250	152,500	160,450	365,000
Total Closed Units	100%	136,500	18	29	6	3
Total Closed Volume		9,292,550	3.03M	4.17M	1.02M	1.08M

July 2019



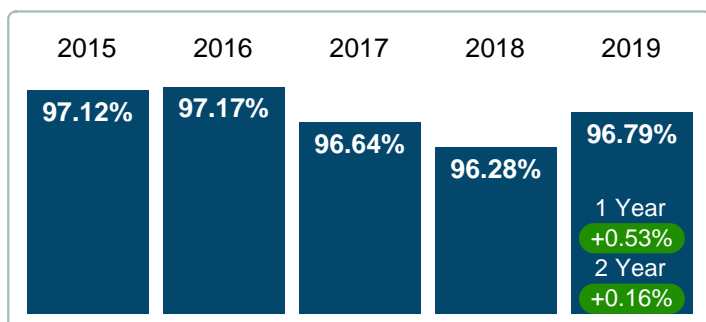
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



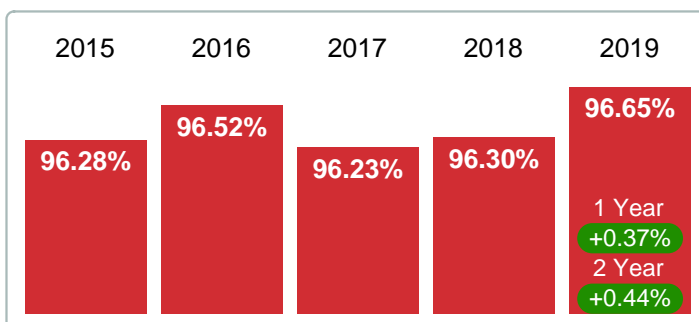
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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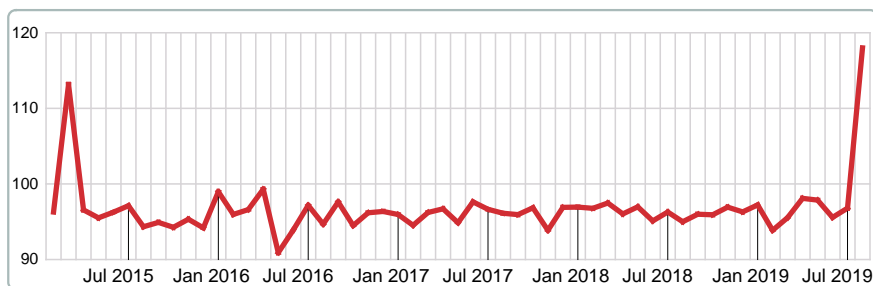
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

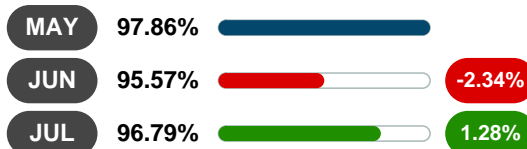


3 MONTHS

5 year JUL AVG = 96.80%

High Jul 2019 118.00% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.79%**
equal to 5 yr JUL average of **96.80%**



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
\$40,000 and less	6	10.71%	94.44%	94.44%	75.00%	0.00%	0.00%
\$40,001 - \$70,000	6	10.71%	93.50%	92.99%	93.75%	0.00%	0.00%
\$70,001 - \$110,000	11	19.64%	92.35%	97.14%	91.21%	0.00%	0.00%
\$110,001 - \$160,000	12	21.43%	98.16%	95.85%	96.94%	100.73%	0.00%
\$160,001 - \$190,000	8	14.29%	98.08%	0.00%	99.01%	95.84%	0.00%
\$190,001 - \$260,000	8	14.29%	97.77%	100.00%	97.54%	103.09%	96.65%
\$260,001 and up	5	8.93%	94.17%	86.43%	95.50%	0.00%	92.77%
Median Sold/List Ratio		96.79%		93.95%	96.94%	99.25%	94.17%
Total Closed Units		56	100%	18	29	6	3
Total Closed Volume		9,292,550		3.03M	4.17M	1.02M	1.08M

July 2019



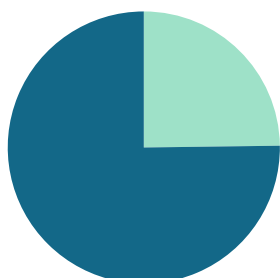
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

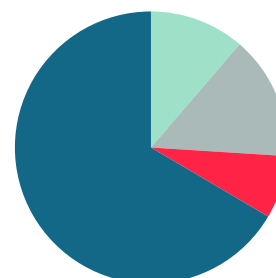


Inventory
 New Listings
118 = 24.79%
 Start Inventory
358
 Total Inventory Units
476
 Volume
\$88,566,409

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%
Median List Price	119,950	135,500	12.96%	119,900	129,900	8.34%
Median Sale Price	117,500	136,500	16.17%	112,500	124,500	10.67%
Median Percent of Selling Price to List Price	96.28%	96.79%	0.53%	96.30%	96.65%	0.37%
Median Days on Market to Sale	28.50	31.50	10.53%	30.00	35.00	16.67%
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

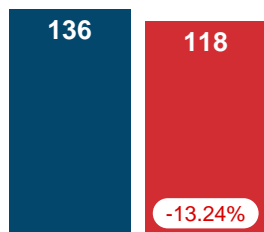
Inventory on July 31, 2019 = **330**

2018 **2019**

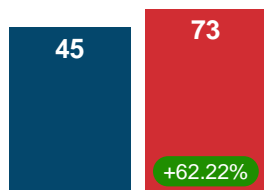
JULY MARKET

MEDIAN PRICES

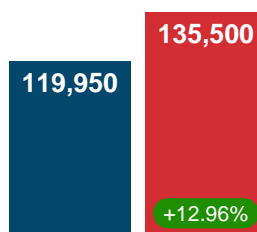
New Listings



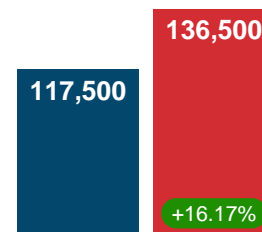
Pending Listings



List Price



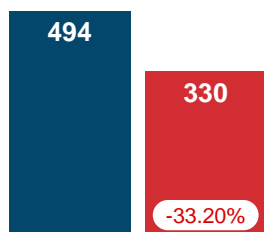
Sale Price



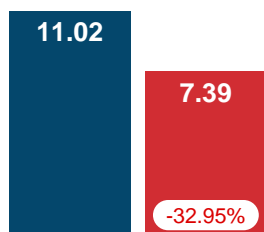
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

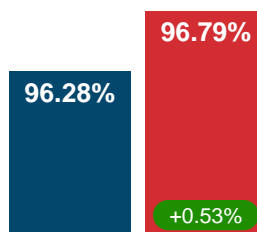
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

