

# May 2019



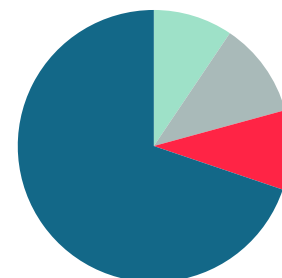
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	May 2019	+/-%
Closed Listings	39	45	15.38%
Pending Listings	61	54	-11.48%
New Listings	132	112	-15.15%
Median List Price	129,000	135,900	5.35%
Median Sale Price	125,000	130,000	4.00%
Median Percent of Selling Price to List Price	96.97%	97.94%	1.00%
Median Days on Market to Sale	28.00	40.00	42.86%
End of Month Inventory	486	333	-31.48%
Months Supply of Inventory	11.13	7.41	-33.39%



■ Closed (9.43%)  
■ Pending (11.32%)  
■ Other OffMarket (9.43%)  
■ Active (69.81%)

**Absorption:** Last 12 months, an Average of **45** Sales/Month  
**Active Inventory** as of May 31, 2019 = **333**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2019 decreased **31.48%** to 333 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 **7.41** 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 **4.00%** in May 2019 to \$130,000 versus the previous year at \$125,000.

#### Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 12.00 days or **42.86%** in May 2019 compared to last year's same month at **28.00** DOM.

#### Sales Success for May 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 112 New Listings in May 2019, down **15.15%** from last year at 132. Furthermore, there were 45 Closed Listings this month versus last year at 39, a **15.38%** increase.

Closed versus Listed trends yielded a **40.2%** ratio, up from previous year's, May 2018, at **29.5%**, a **35.99%** 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>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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

# May 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

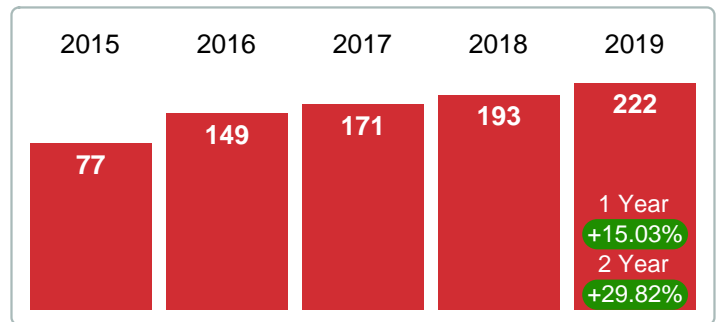
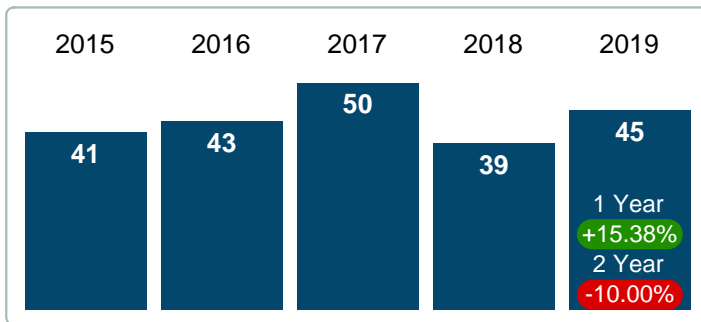


## CLOSED LISTINGS

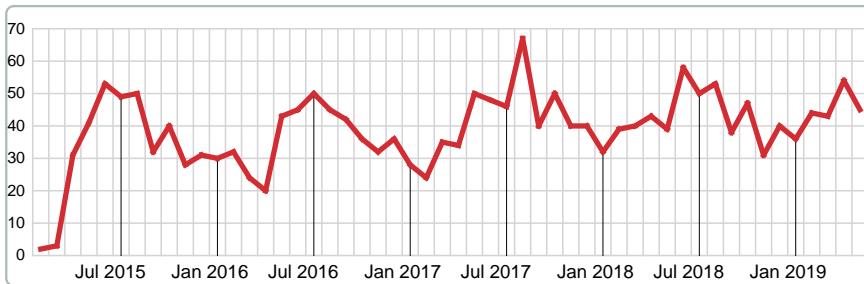
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### MAY

### YEAR TO DATE (YTD)

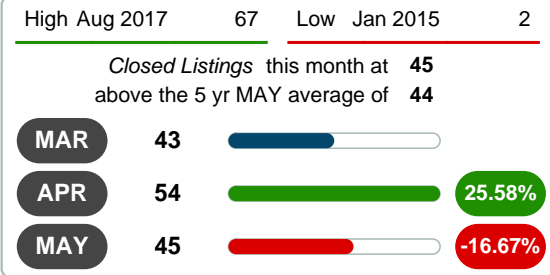


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 44



### 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	8.89%	32.5	3	1	0	0
\$20,001 - \$80,000	6	13.33%	39.0	3	3	0	0
\$80,001 - \$90,000	3	6.67%	77.0	1	2	0	0
\$90,001 - \$140,000	15	33.33%	37.0	1	14	0	0
\$140,001 - \$160,000	4	8.89%	84.5	0	3	1	0
\$160,001 - \$280,000	8	17.78%	76.0	2	4	2	0
\$280,001 and up	5	11.11%	2.0	1	2	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>11</b>	<b>29</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,521,181</b>	<b>100%</b>	<b>40.0</b>	<b>1.41M</b>	<b>3.88M</b>	<b>1.23M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$130,000</b>			<b>\$74,000</b>	<b>\$130,000</b>	<b>\$207,000</b>	<b>\$0</b>

# May 2019



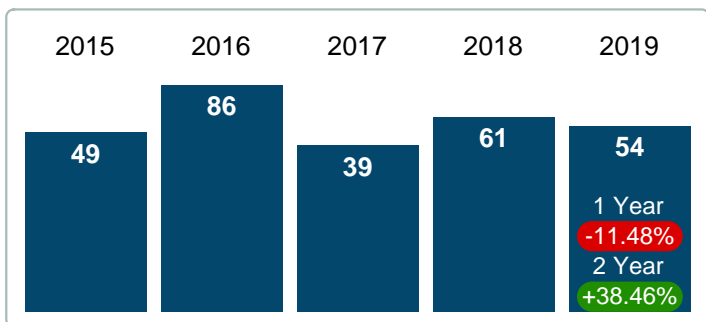
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



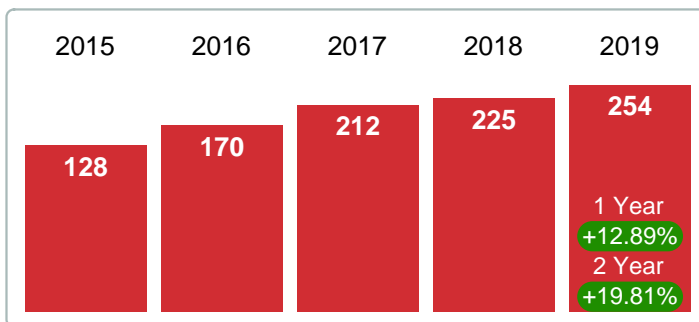
## PENDING LISTINGS

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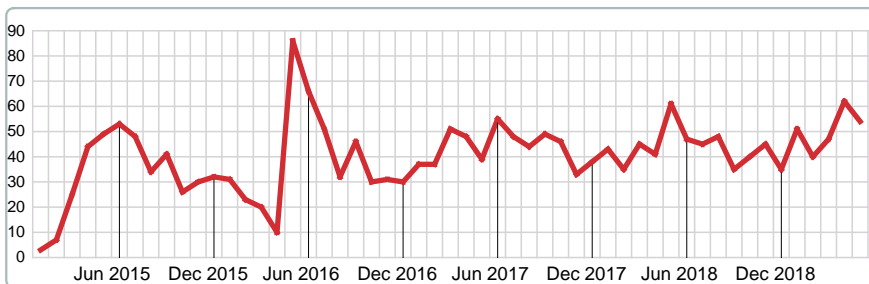
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 58

High May 2016: 86 | Low Jan 2015: 3

Pending Listings this month at 54  
below the 5 yr MAY average of 58



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.41%	54.5	4	0	0	0
\$20,001 - \$50,000	7	12.96%	26.0	3	4	0	0
\$50,001 - \$90,000	6	11.11%	53.0	1	5	0	0
\$90,001 - \$140,000	14	25.93%	2.0	3	10	1	0
\$140,001 - \$180,000	10	18.52%	39.0	1	7	2	0
\$180,001 - \$220,000	6	11.11%	47.0	0	4	2	0
\$220,001 and up	7	12.96%	72.0	0	5	2	0
<b>Total Pending Units</b>	<b>54</b>			<b>12</b>	<b>35</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,068,100</b>	<b>100%</b>	<b>36.5</b>	<b>689.90K</b>	<b>4.98M</b>	<b>1.40M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$126,750</b>			<b>\$35,000</b>	<b>\$139,900</b>	<b>\$199,900</b>	<b>\$0</b>

# May 2019



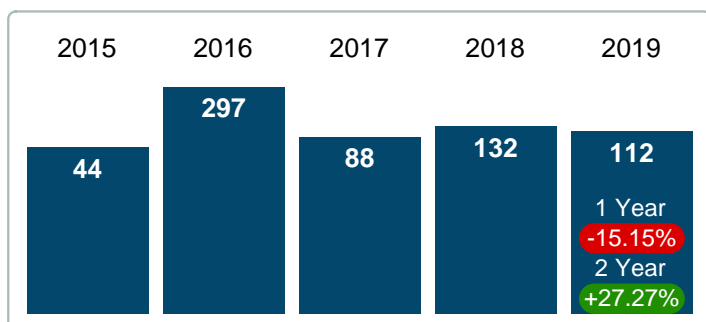
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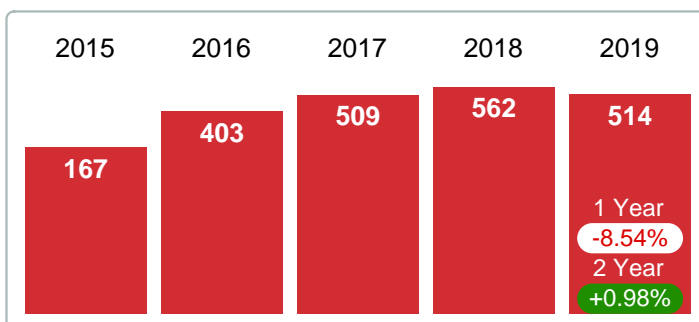
## NEW LISTINGS

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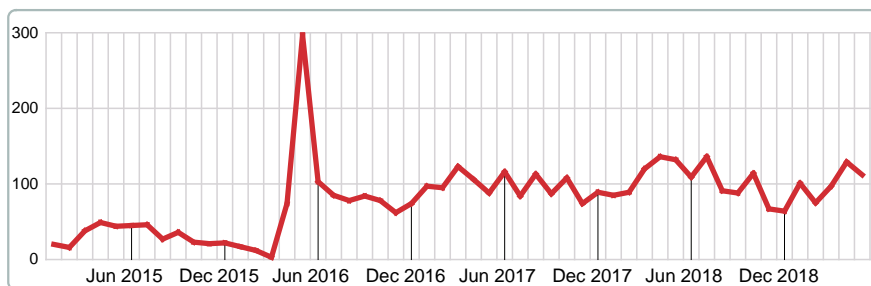
### MAY



### YEAR TO DATE (YTD)

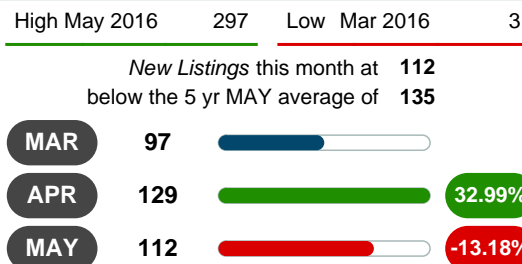


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 135



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	10.71%	12	0	0	0
\$40,001 - \$80,000	14	12.50%	6	8	0	0
\$80,001 - \$120,000	17	15.18%	5	11	1	0
\$120,001 - \$200,000	27	24.11%	5	18	3	1
\$200,001 - \$260,000	14	12.50%	5	5	4	0
\$260,001 - \$360,000	16	14.29%	5	5	4	2
\$360,001 and up	12	10.71%	7	1	2	2
<b>Total New Listed Units</b>	<b>112</b>		<b>45</b>	<b>48</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>21,865,694</b>	<b>100%</b>	<b>8.74M</b>	<b>7.23M</b>	<b>3.42M</b>	<b>2.48M</b>
<b>Median New Listed Listing Price</b>	<b>\$139,450</b>		<b>\$119,900</b>	<b>\$129,500</b>	<b>\$213,500</b>	<b>\$269,000</b>

# May 2019



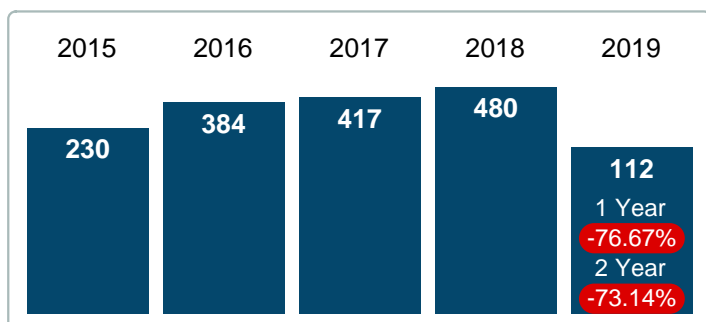
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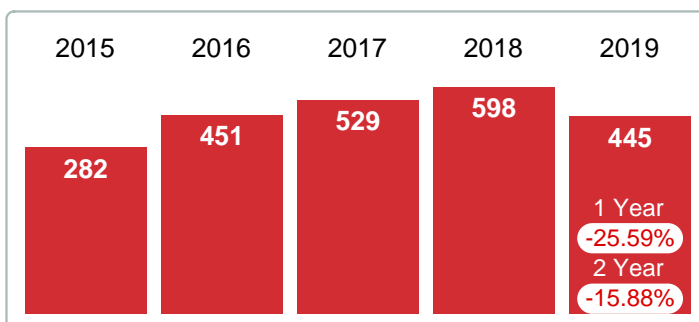
## ACTIVE INVENTORY

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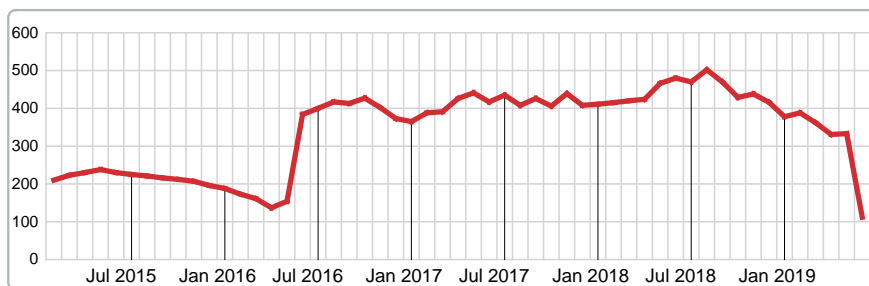
### END OF MAY



### ACTIVE DURING MAY

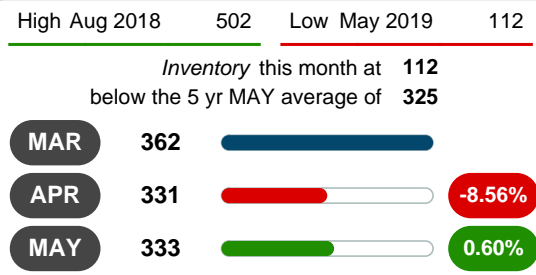


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 325



## 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	28	8.41%	66.0	26	2	0	0
\$30,001 - \$70,000	47	14.11%	60.0	38	7	1	1
\$70,001 - \$90,000	39	11.71%	53.0	18	19	1	1
\$90,001 - \$180,000	91	27.33%	57.0	31	48	9	3
\$180,001 - \$260,000	53	15.92%	50.0	16	24	13	0
\$260,001 - \$390,000	41	12.31%	31.0	15	11	12	3
\$390,001 and up	34	10.21%	83.5	20	3	6	5
<b>Total Active Inventory by Units</b>	<b>333</b>			<b>164</b>	<b>114</b>	<b>42</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>70,049,093</b>	<b>100%</b>	<b>58.0</b>	<b>32.10M</b>	<b>20.93M</b>	<b>11.38M</b>	<b>5.64M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$133,000</b>			<b>\$90,000</b>	<b>\$139,950</b>	<b>\$234,250</b>	<b>\$269,000</b>

# May 2019



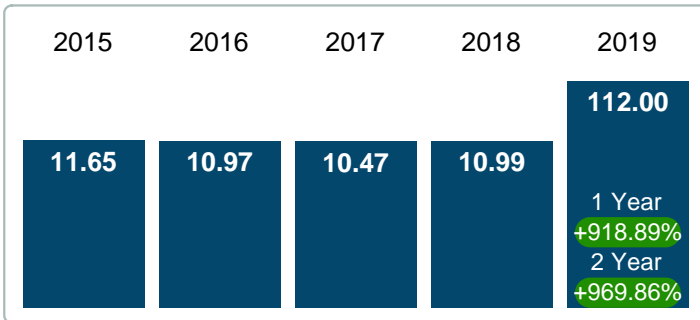
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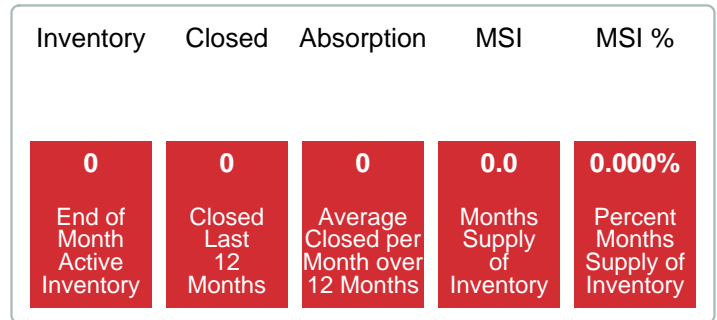
## MONTHS SUPPLY of INVENTORY (MSI)

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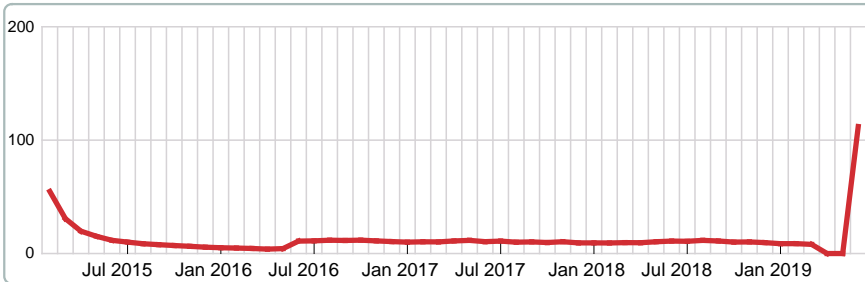
### MSI FOR MAY



### INDICATORS FOR MAY 2019

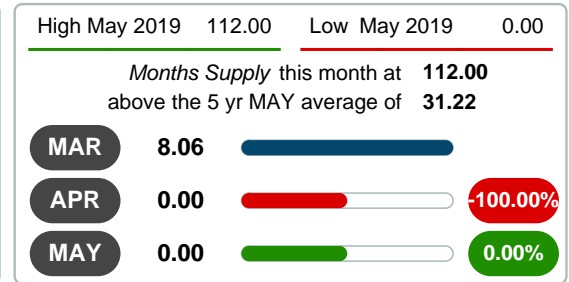


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 31.22



### 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	28	8.41%	7.64	12.00	1.41	0.00	0.00
\$30,001 - \$70,000	47	14.11%	6.34	11.12	1.95	2.40	0.00
\$70,001 - \$90,000	39	11.71%	7.43	10.29	7.35	1.20	12.00
\$90,001 - \$180,000	91	27.33%	5.20	12.00	3.87	3.86	18.00
\$180,001 - \$260,000	53	15.92%	8.59	27.43	7.02	6.24	0.00
\$260,001 - \$390,000	41	12.31%	10.70	25.71	8.25	6.86	18.00
\$390,001 and up	34	10.21%	31.38	80.00	36.00	14.40	15.00
Market Supply of Inventory (MSI)		7.41		14.47	4.59	5.31	15.60
Total Active Inventory by Units		333	100%	164	114	42	13

# May 2019



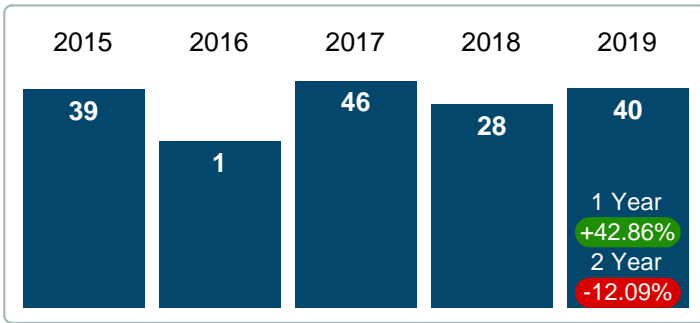
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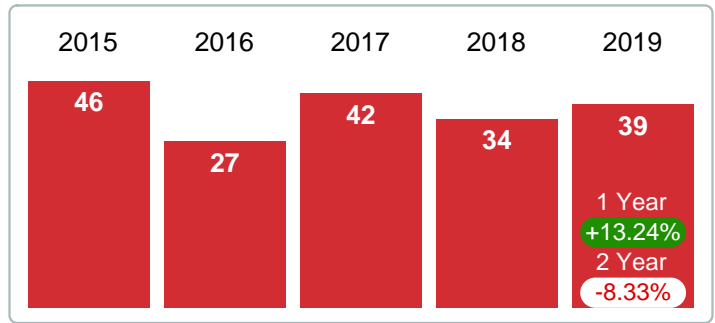
## MEDIAN DAYS ON MARKET TO SALE

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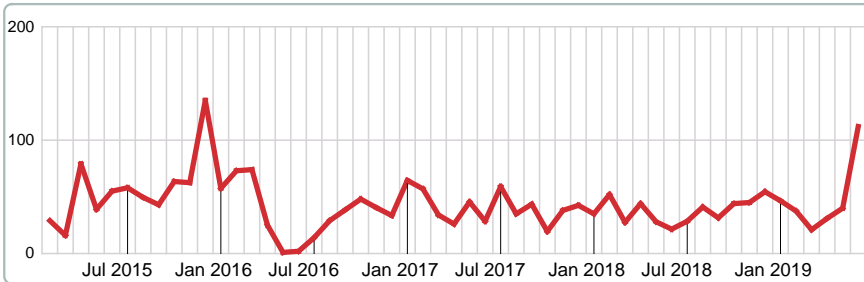
### MAY



### YEAR TO DATE (YTD)

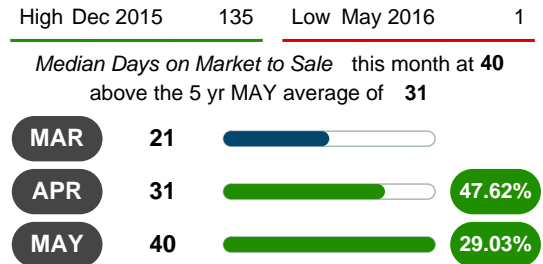


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 31



### 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	8.89%	33	25	40	0	0
\$20,001 - \$80,000	13.33%	39	44	39	0	0
\$80,001 - \$90,000	6.67%	77	126	47	0	0
\$90,001 - \$140,000	33.33%	37	63	22	0	0
\$140,001 - \$160,000	8.89%	85	0	82	106	0
\$160,001 - \$280,000	17.78%	76	99	48	67	0
\$280,001 and up	11.11%	2	82	4	2	0
Median Closed DOM		40	63	39	10	0
Total Closed Units	100%	45	11	29	5	
Total Closed Volume		6,521,181	1.41M	3.88M	1.23M	0.00B

# May 2019



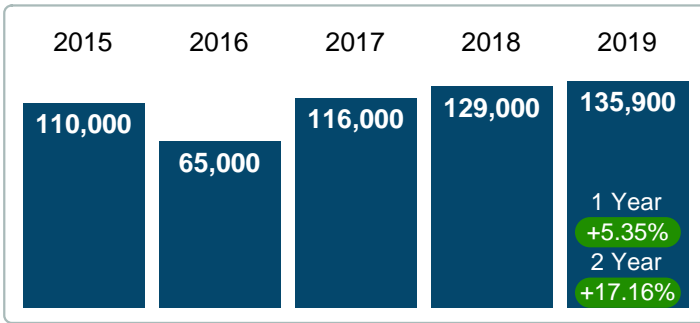
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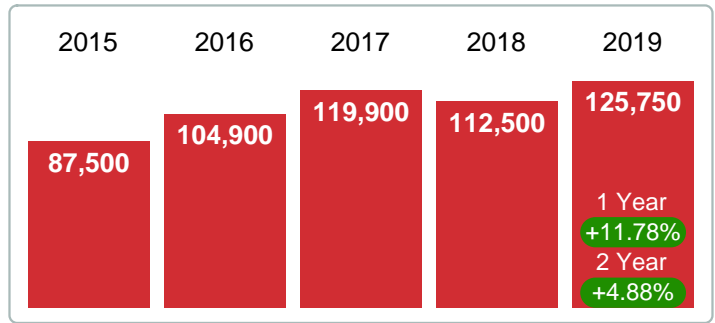
## MEDIAN LIST PRICE AT CLOSING

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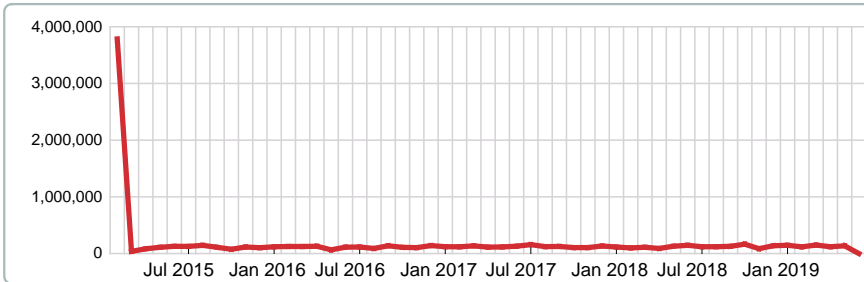
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 111,180

High Jan 2015 3,784,950 Low May 2019 112

Median List Price at Closing this month at **135,900**  
above the 5 yr MAY average of **111,180**



### 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	4	8.89%	5,650	9,500	1,800	0	0
\$20,001 - \$80,000	6	13.33%	44,950	39,900	45,000	0	0
\$80,001 - \$90,000	3	6.67%	89,500	89,500	86,450	0	0
\$90,001 - \$140,000	13	28.89%	115,000	115,000	116,950	0	0
\$140,001 - \$160,000	6	13.33%	147,500	0	149,999	145,000	0
\$160,001 - \$280,000	8	17.78%	187,450	205,000	179,900	199,450	0
\$280,001 and up	5	11.11%	375,000	850,000	354,950	344,700	0
Median List Price			135,900	70,000	135,900	219,000	0
Total Closed Units		100%	135,900	11	29	5	
Total Closed Volume			6,808,474	1.62M	3.95M	1.23M	0.00B



# May 2019



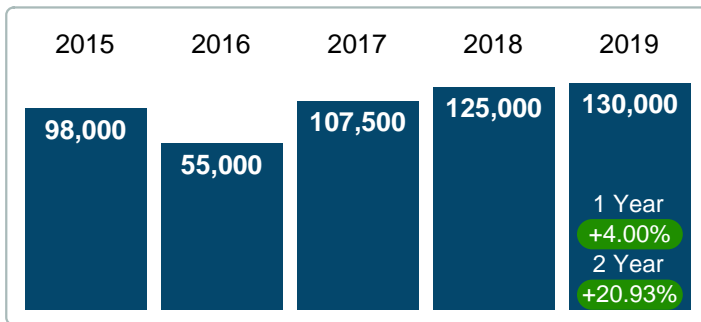
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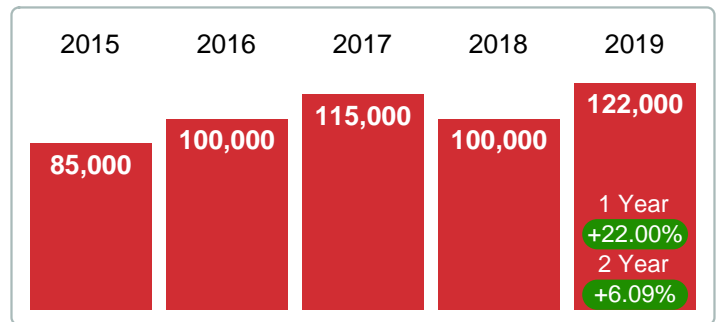
## MEDIAN SOLD PRICE AT CLOSING

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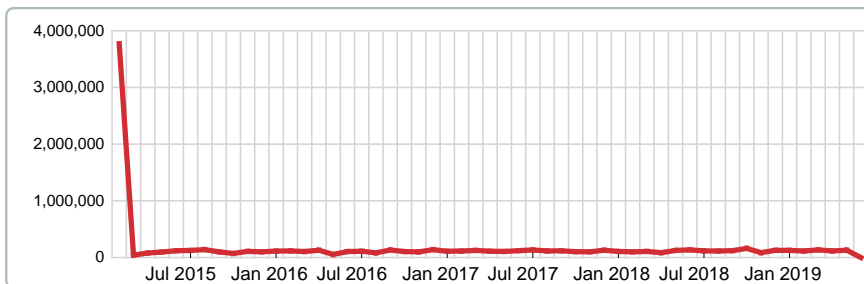
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

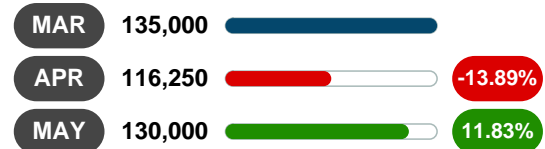


### 3 MONTHS

5 year MAY AVG = 103,100

High Jan 2015 3,772,020 Low May 2019 112

Median Sold Price at Closing this month at 130,000 above the 5 yr MAY average of 103,100



### 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	8.89%	4,650	7,500	1,800	0	0
\$20,001 - \$80,000	13.33%	34,500	38,000	31,000	0	0
\$80,001 - \$90,000	6.67%	85,000	85,000	85,450	0	0
\$90,001 - \$140,000	33.33%	118,900	105,000	119,450	0	0
\$140,001 - \$160,000	8.89%	149,000	0	149,000	145,000	0
\$160,001 - \$280,000	17.78%	191,200	182,250	189,500	193,450	0
\$280,001 and up	11.11%	375,000	700,000	351,500	349,103	0
<b>Median Sold Price</b>		<b>130,000</b>	<b>74,000</b>	<b>130,000</b>	<b>207,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>45</b>	<b>11</b>	<b>29</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,521,181</b>	<b>1.41M</b>	<b>3.88M</b>	<b>1.23M</b>	<b>0.00B</b>

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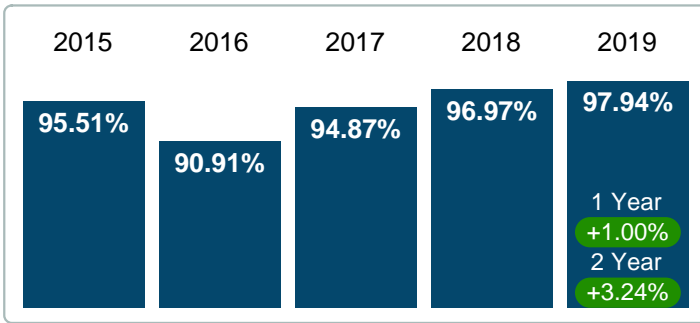
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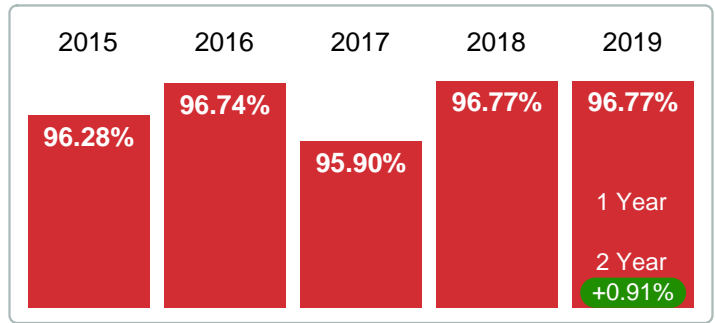
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 11, 2019 for MLS Technology Inc.

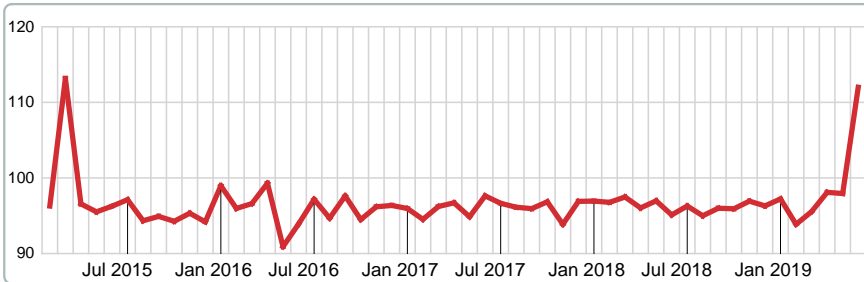
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

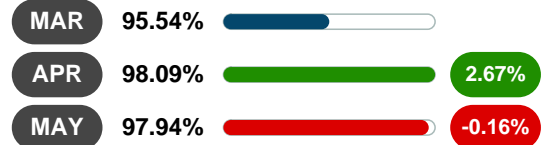


### 3 MONTHS

5 year MAY AVG = 95.24%

High Mar 2015 113.16% Low May 2016 90.91%

Median Sold/List Ratio this month at **97.94%**  
above the 5 yr MAY average of **95.24%**



## 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	8.89%	94.74%	89.47%	100.00%	0.00%	0.00%
\$20,001 \$80,000	6	13.33%	95.80%	96.36%	69.04%	0.00%	0.00%
\$80,001 \$90,000	3	6.67%	97.78%	94.97%	98.89%	0.00%	0.00%
\$90,001 \$140,000	15	33.33%	97.35%	91.30%	98.52%	0.00%	0.00%
\$140,001 \$160,000	4	8.89%	98.13%	0.00%	96.94%	100.00%	0.00%
\$160,001 \$280,000	8	17.78%	99.41%	88.78%	101.90%	97.26%	0.00%
\$280,001 and up	5	11.11%	97.96%	82.35%	98.97%	100.82%	0.00%
Median Sold/List Ratio		97.94%		91.30%	99.33%	100.00%	0.00%
Total Closed Units		45	100%	11	29	5	
Total Closed Volume		6,521,181		1.41M	3.88M	1.23M	0.00B

# May 2019



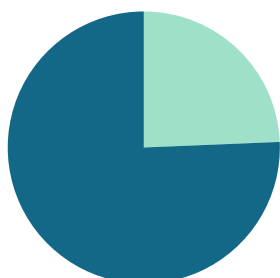
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

Report produced on Jun 11, 2019 for MLS Technology Inc.

### INVENTORY

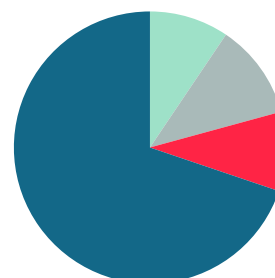


**Inventory**  
 New Listings  
**112 = 24.35%**  
 Start Inventory  
**348**  
 Total Inventory Units  
**460**  
 Volume  
**\$90,042,167**

### Market Activity

Closed Sales  
**45 = 9.43%**  
 Pending Sales  
**54 = 11.32%**  
 Other Off Market  
**45 = 9.43%**  
 Active Inventory  
**333 = 69.81%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	39	45	15.38%	193	222	15.03%
Pending Sales	61	54	-11.48%	225	254	12.89%
New Listings	132	112	-15.15%	562	514	-8.54%
Median List Price	129,000	135,900	5.35%	112,500	125,750	11.78%
Median Sale Price	125,000	130,000	4.00%	100,000	122,000	22.00%
Median Percent of Selling Price to List Price	96.97%	97.94%	1.00%	96.77%	96.77%	0.00%
Median Days on Market to Sale	28.00	40.00	42.86%	34.00	38.50	13.24%
Monthly Inventory	486	333	-31.48%	486	333	-31.48%
Months Supply of Inventory	11.13	7.41	-33.39%	11.13	7.41	-33.39%

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

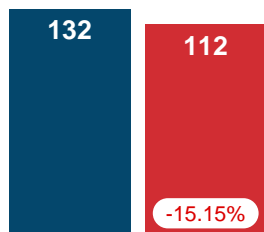
**Inventory** on May 31, 2019 = **333**

**2018** **2019**

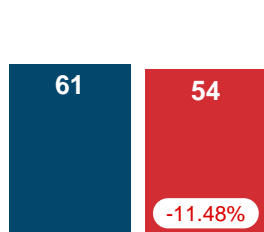
### MAY MARKET

### MEDIAN PRICES

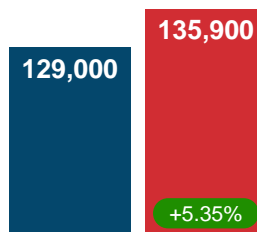
#### New Listings



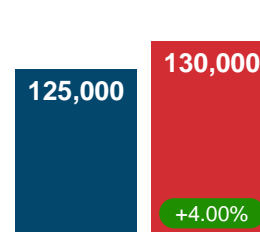
#### Pending Listings



#### List Price



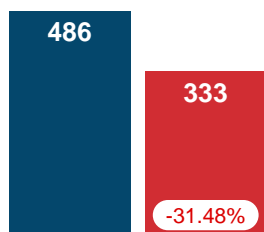
#### Sale Price



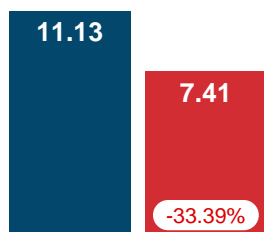
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

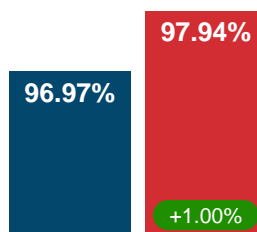
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

