



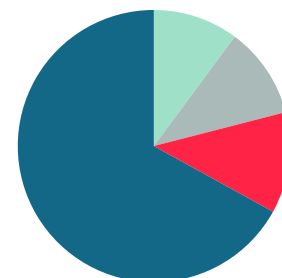
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	32	43	34.38%
Pending Listings	45	46	2.22%
New Listings	67	71	5.97%
Average List Price	106,281	157,033	47.75%
Average Sale Price	101,863	150,984	48.22%
Average Percent of Selling Price to List Price	94.12%	95.04%	0.98%
Average Days on Market to Sale	64.75	46.09	-28.81%
End of Month Inventory	396	284	-28.28%
Months Supply of Inventory	9.30	6.05	-34.91%



■ Closed (10.14%)  
■ Pending (10.85%)  
■ Other OffMarket (12.03%)  
■ Active (66.98%)

**Absorption:** Last 12 months, an Average of **47 Sales/Month Active Inventory** as of November 30, 2019 = **284**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **28.28%** to 284 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **6.05** 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 **48.22%** in November 2019 to \$150,984 versus the previous year at \$101,863.

#### Average Days on Market Shortens

The average number of **46.09** days that homes spent on the market before selling decreased by 18.66 days or **28.81%** in November 2019 compared to last year's same month at **64.75** DOM.

#### Sales Success for November 2019 is Positive

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

There were 71 New Listings in November 2019, up **5.97%** from last year at 67. Furthermore, there were 43 Closed Listings this month versus last year at 32, a **34.38%** increase.

Closed versus Listed trends yielded a **60.6%** ratio, up from previous year's, November 2018, at **47.8%**, a **26.80%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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

# November 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

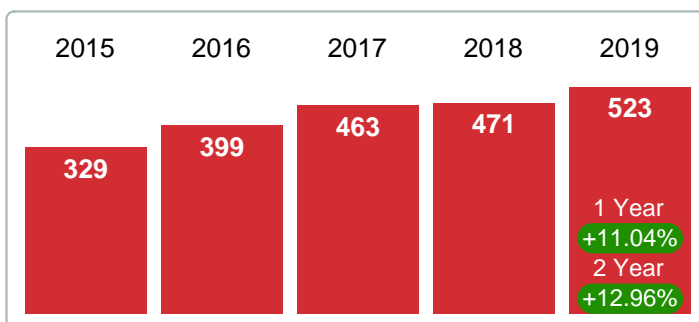
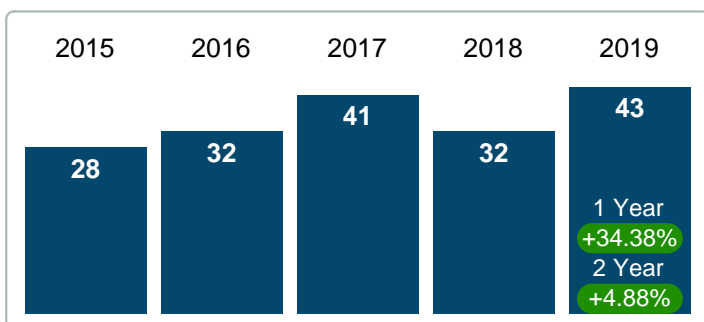


## CLOSED LISTINGS

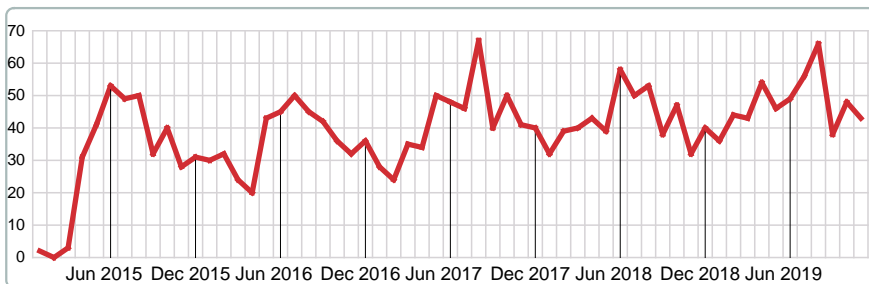
Report produced on Dec 11, 2019 for MLS Technology Inc.

### NOVEMBER

### YEAR TO DATE (YTD)

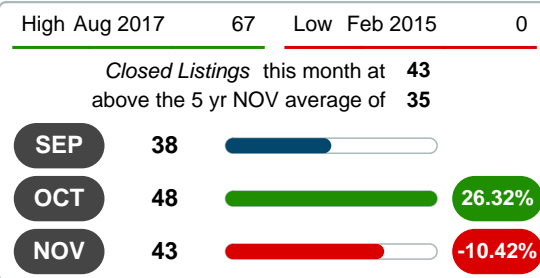


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### 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	4	9.30%	5.8	4	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	12	27.91%	30.4	6	6	0	0
\$100,001 - \$150,000	8	18.60%	49.1	1	7	0	0
\$150,001 - \$200,000	9	20.93%	60.2	0	7	2	0
\$200,001 - \$250,000	6	13.95%	35.0	0	4	2	0
\$250,001 and up	4	9.30%	112.3	1	0	3	0
<b>Total Closed Units</b>	<b>43</b>			<b>12</b>	<b>24</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,492,328</b>	<b>100%</b>	<b>46.1</b>	<b>1.42M</b>	<b>3.35M</b>	<b>1.72M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$150,984</b>			<b>\$118,708</b>	<b>\$139,534</b>	<b>\$245,571</b>	<b>\$0</b>

# November 2019



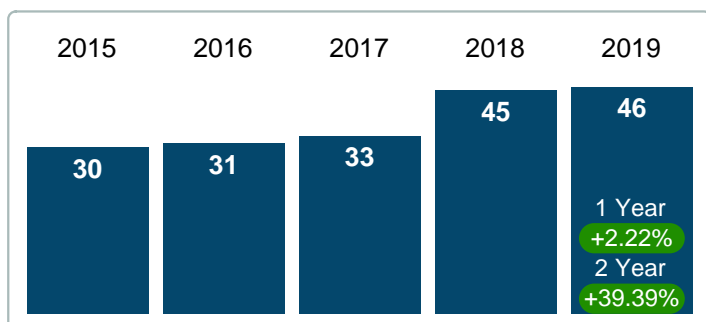
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



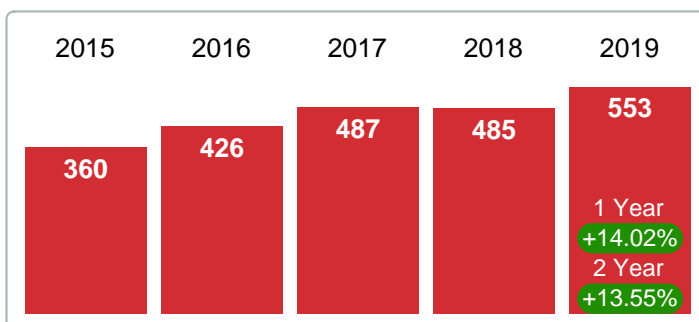
## PENDING LISTINGS

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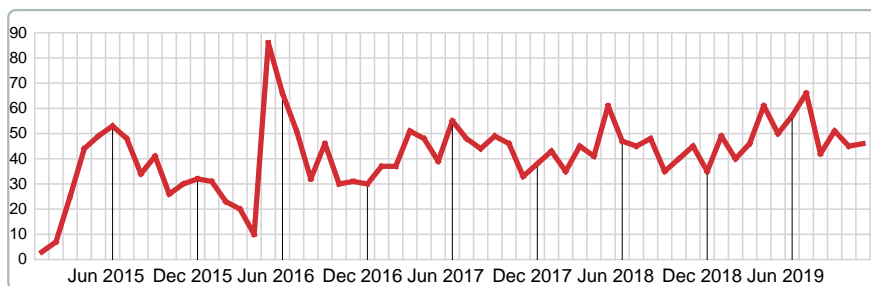
### NOVEMBER



### YEAR TO DATE (YTD)

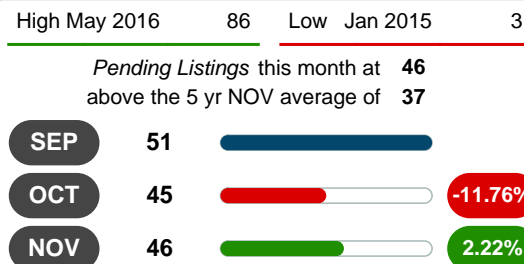


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 37



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.70%	1.5	3	1	0	0
\$40,001 - \$50,000	4	8.70%	103.0	3	0	1	0
\$50,001 - \$70,000	8	17.39%	53.6	2	6	0	0
\$70,001 - \$130,000	11	23.91%	63.9	2	7	1	1
\$130,001 - \$170,000	8	17.39%	75.4	2	5	1	0
\$170,001 - \$250,000	7	15.22%	49.0	1	3	3	0
\$250,001 and up	4	8.70%	106.5	1	0	2	1
<b>Total Pending Units</b>	<b>46</b>			<b>14</b>	<b>22</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>5,798,500</b>	<b>100%</b>	<b>17.5</b>	<b>1.40M</b>	<b>2.44M</b>	<b>1.59M</b>	<b>373.00K</b>
<b>Average Listing Price</b>	<b>\$114,063</b>			<b>\$99,657</b>	<b>\$111,114</b>	<b>\$198,225</b>	<b>\$186,500</b>

# November 2019



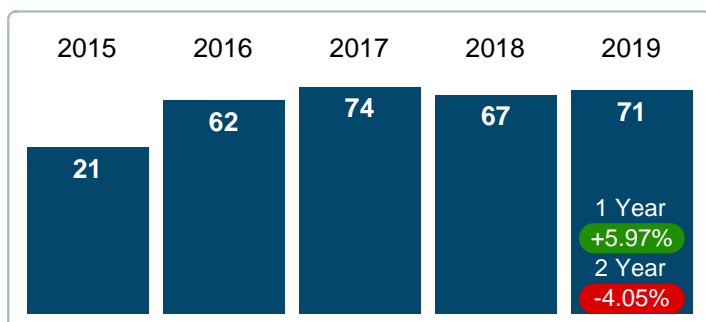
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



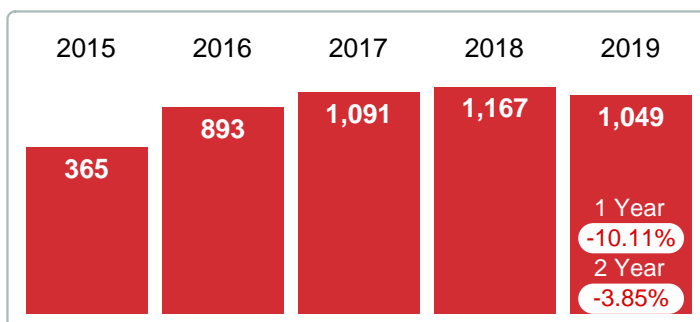
## NEW LISTINGS

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

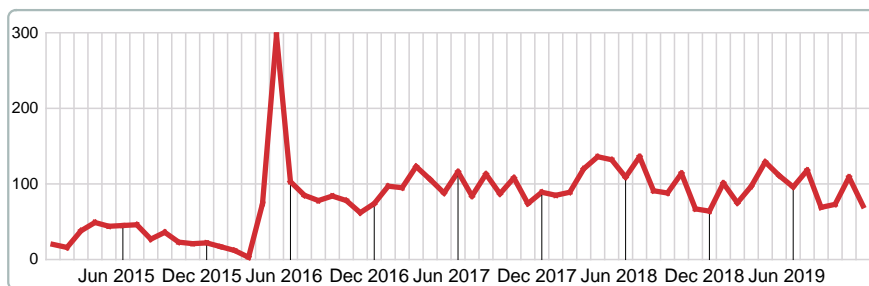
### NOVEMBER



### YEAR TO DATE (YTD)

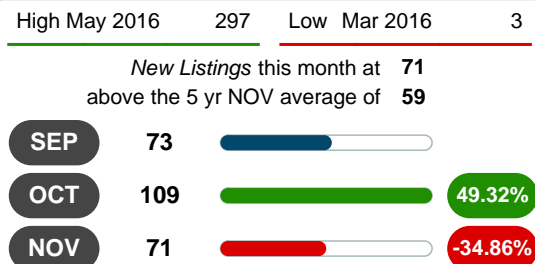


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 59



### 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	7	9.86%	6	1	0	0
\$30,001 - \$40,000	9	12.68%	8	1	0	0
\$40,001 - \$70,000	9	12.68%	3	5	1	0
\$70,001 - \$150,000	19	26.76%	4	13	0	2
\$150,001 - \$220,000	11	15.49%	3	3	5	0
\$220,001 - \$330,000	8	11.27%	1	4	2	1
\$330,001 and up	8	11.27%	5	1	1	1
<b>Total New Listed Units</b>	<b>71</b>		<b>30</b>	<b>28</b>	<b>9</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>11,414,900</b>	<b>100%</b>	<b>3.86M</b>	<b>3.87M</b>	<b>1.93M</b>	<b>1.76M</b>
<b>Average New Listed Listing Price</b>	<b>\$89,500</b>		<b>\$128,613</b>	<b>\$138,289</b>	<b>\$213,933</b>	<b>\$439,750</b>

# November 2019



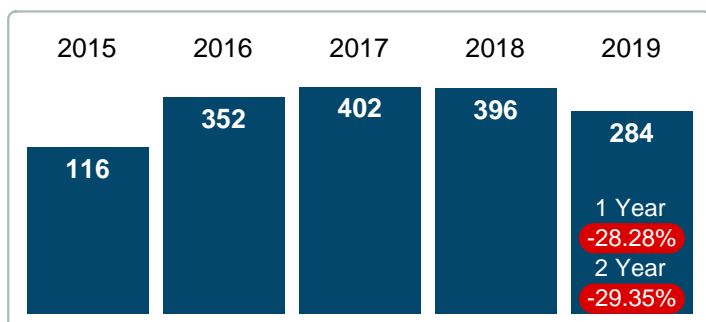
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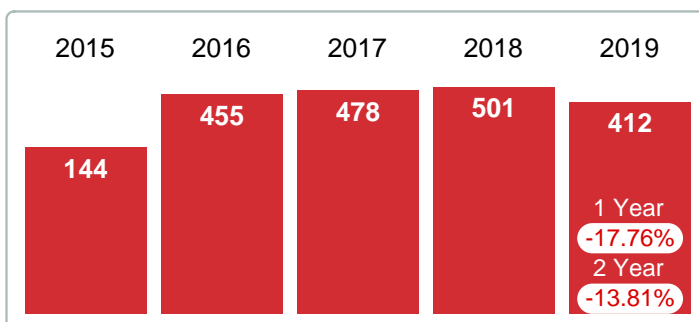
## ACTIVE INVENTORY

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

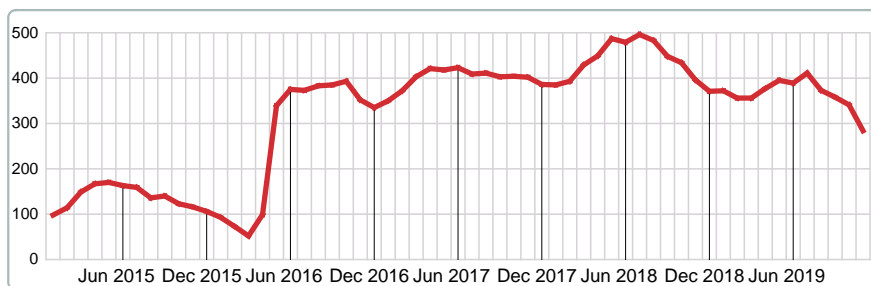
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

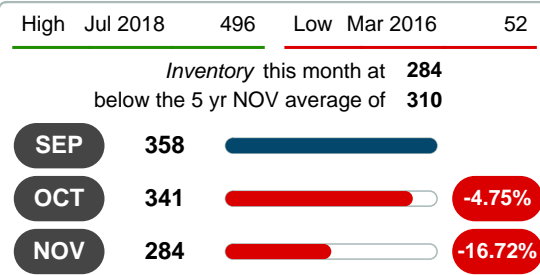


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 310



### 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	17	5.99%	100.5	17	0	0	0
\$25,001 - \$50,000	43	15.14%	77.6	38	4	1	0
\$50,001 - \$75,000	27	9.51%	68.1	20	6	0	1
\$75,001 - \$175,000	81	28.52%	78.5	25	47	9	0
\$175,001 - \$275,000	48	16.90%	82.2	13	19	13	3
\$275,001 - \$375,000	37	13.03%	83.4	15	10	12	0
\$375,001 and up	31	10.92%	77.2	18	8	4	1
<b>Total Active Inventory by Units</b>	<b>284</b>			<b>146</b>	<b>94</b>	<b>39</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>55,916,543</b>	<b>100%</b>	<b>79.8</b>	<b>25.39M</b>	<b>17.80M</b>	<b>10.69M</b>	<b>2.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$196,889</b>			<b>\$173,888</b>	<b>\$189,355</b>	<b>\$274,105</b>	<b>\$407,880</b>



# November 2019

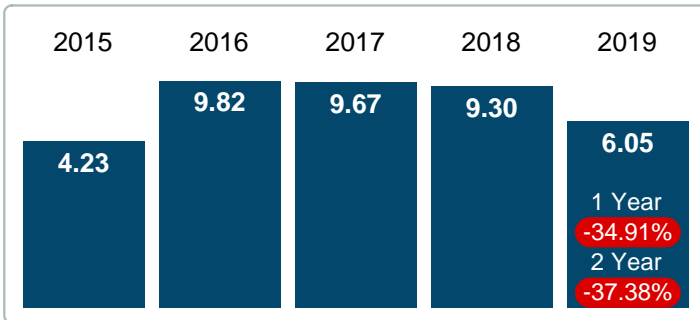
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



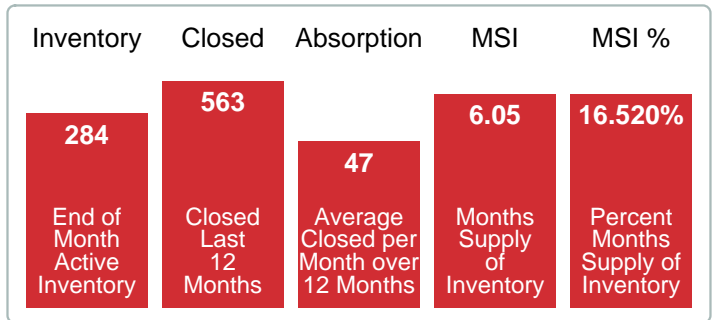
## MONTHS SUPPLY of INVENTORY (MSI)

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

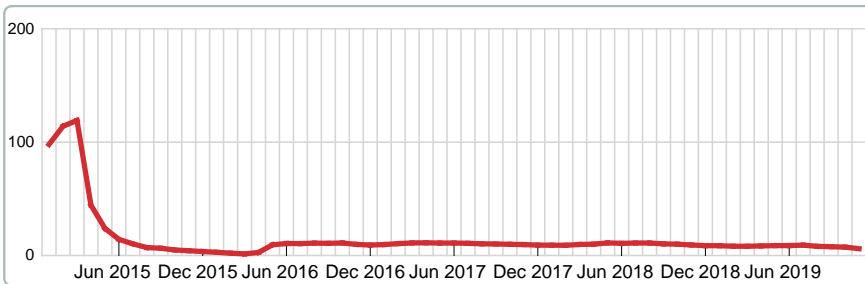
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

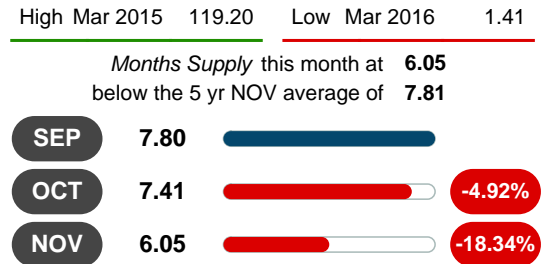


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 7.81



### 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	25	8.80%	6.52	8.82	0.00	0.00	0.00
\$30,001 - \$50,000	35	12.32%	10.50	16.36	2.82	12.00	0.00
\$50,001 - \$80,000	36	12.68%	5.61	9.20	3.35	0.00	0.00
\$80,001 - \$180,000	78	27.46%	3.64	7.69	2.78	3.53	4.00
\$180,001 - \$280,000	44	15.49%	5.44	33.00	3.86	4.73	6.00
\$280,001 - \$390,000	37	13.03%	15.86	60.00	13.20	10.15	0.00
\$390,001 and up	29	10.21%	19.33	40.80	42.00	6.86	3.00
Market Supply of Inventory (MSI)	6.05			12.79	3.51	5.09	4.62
Total Active Inventory by Units	284	100%	6.05	146	94	39	5



# November 2019

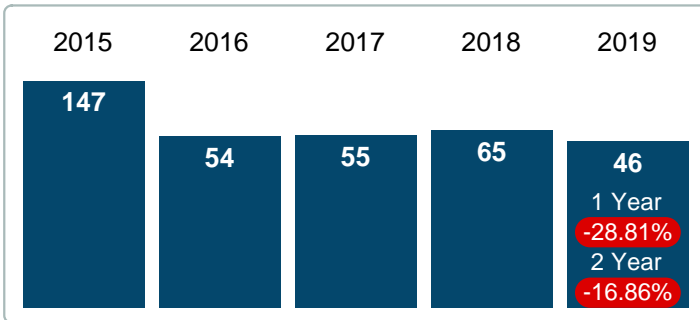
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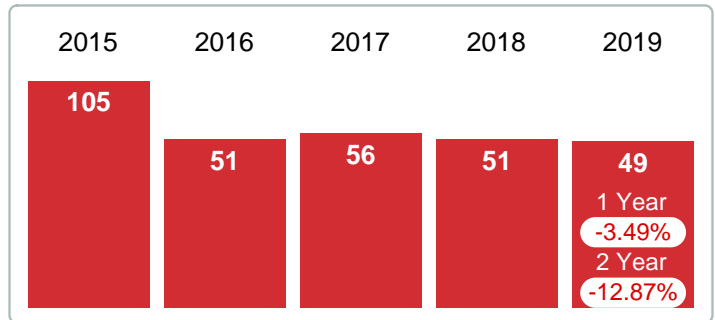
## AVERAGE DAYS ON MARKET TO SALE

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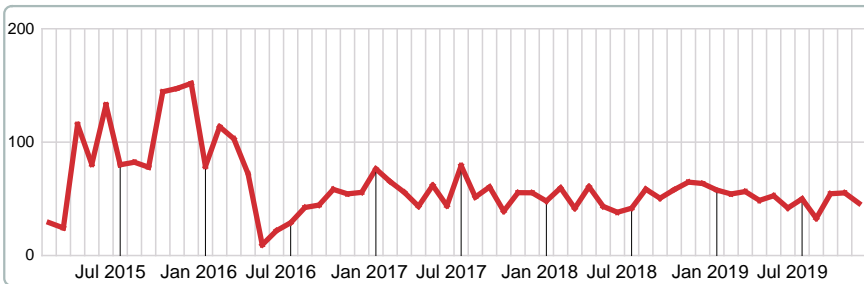
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

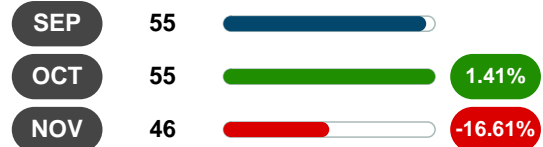


### 3 MONTHS

5 year NOV AVG = 74

High Dec 2015 152 Low May 2016 9

Average Days on Market to Sale this month at 46 below the 5 yr NOV average of 74



### 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	9.30%	6	6	0	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$100,000	27.91%	30	37	24	0	0
\$100,001 - \$150,000	18.60%	49	7	55	0	0
\$150,001 - \$200,000	20.93%	60	0	60	61	0
\$200,001 - \$250,000	13.95%	35	0	43	20	0
\$250,001 and up	9.30%	112	173	0	92	0
<b>Average Closed DOM</b>		<b>46</b>	<b>35</b>	<b>47</b>	<b>62</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>46</b>	<b>12</b>	<b>24</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,492,328</b>	<b>1.42M</b>	<b>3.35M</b>	<b>1.72M</b>	<b>0.00B</b>

# November 2019



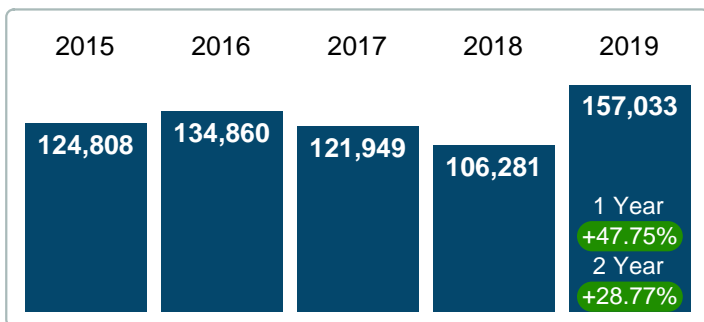
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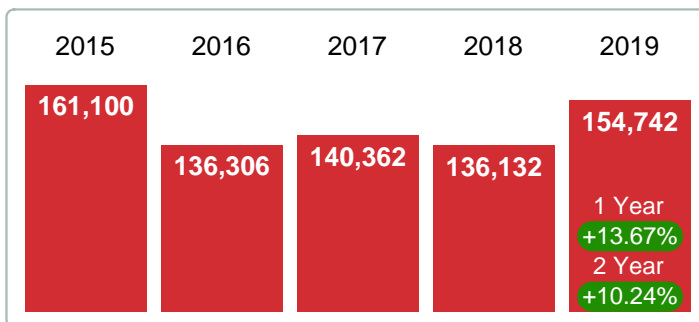
## AVERAGE LIST PRICE AT CLOSING

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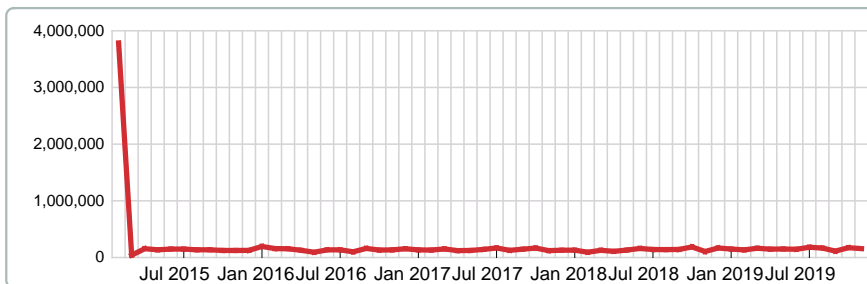
### NOVEMBER



### YEAR TO DATE (YTD)

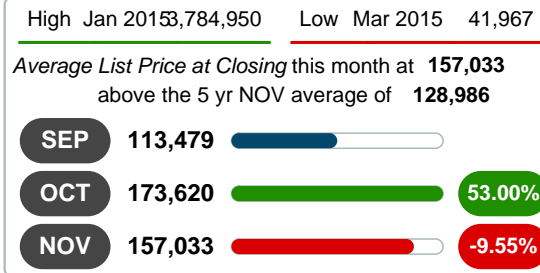


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 128,986



### 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	2	4.65%	22,500	26,225	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0	0
\$25,001 - \$100,000	12	27.91%	52,767	57,567	73,400	0	0
\$100,001 - \$150,000	10	23.26%	119,770	110,000	125,029	0	0
\$150,001 - \$200,000	8	18.60%	176,725	0	174,400	202,500	0
\$200,001 - \$250,000	7	16.28%	224,829	0	223,100	234,700	0
\$250,001 and up	4	9.30%	472,225	975,000	0	304,633	0
Average List Price			157,033	127,942	142,867	255,471	0
Total Closed Units		100%	157,033	12	24	7	
Total Closed Volume			6,752,400	1.54M	3.43M	1.79M	0.00B





# November 2019

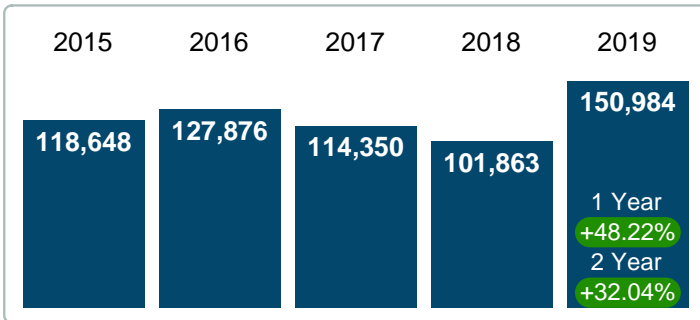
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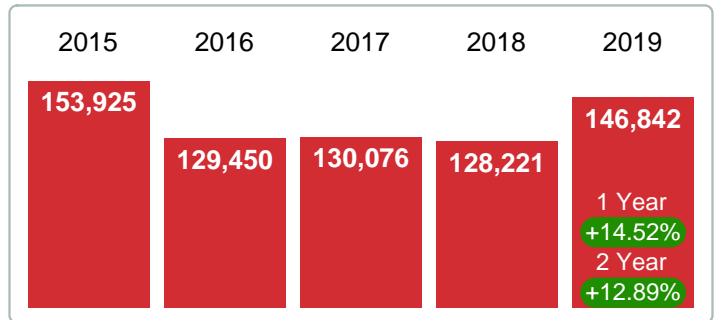
## AVERAGE SOLD PRICE AT CLOSING

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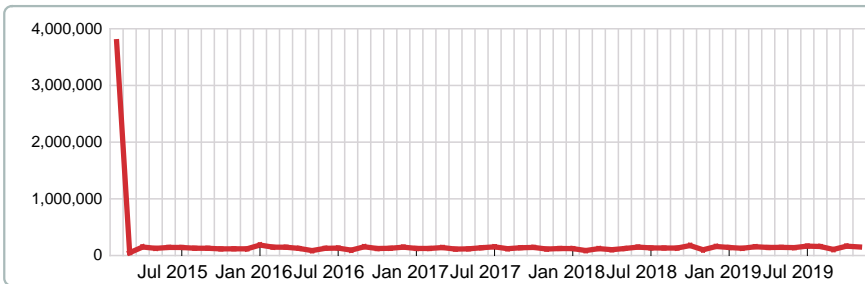
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

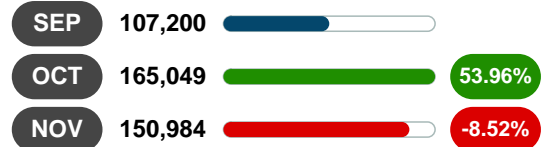


### 3 MONTHS

5 year NOV AVG = 122,744

High Jan 2015 3,772,020 Low Mar 2015 50,050

Average Sold Price at Closing this month at **150,984**  
above the 5 yr NOV average of **122,744**



### 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	9.30%	22,000	22,000	0	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$100,000	27.91%	60,906	52,917	68,896	0	0
\$100,001 - \$150,000	18.60%	120,288	114,000	121,186	0	0
\$150,001 - \$200,000	20.93%	176,417	0	170,679	196,500	0
\$200,001 - \$250,000	13.95%	221,400	0	223,100	218,000	0
\$250,001 and up	9.30%	448,750	905,000	0	296,667	0
<b>Average Sold Price</b>		<b>150,984</b>	<b>118,708</b>	<b>139,534</b>	<b>245,571</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>150,984</b>	<b>12</b>	<b>24</b>	<b>7</b>	
<b>Total Closed Volume</b>		<b>6,492,328</b>	<b>1.42M</b>	<b>3.35M</b>	<b>1.72M</b>	<b>0.00B</b>

# November 2019



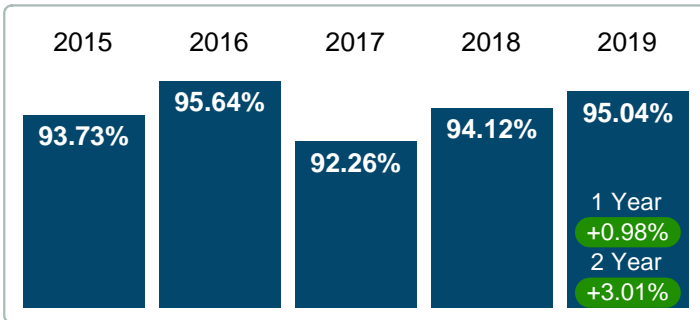
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



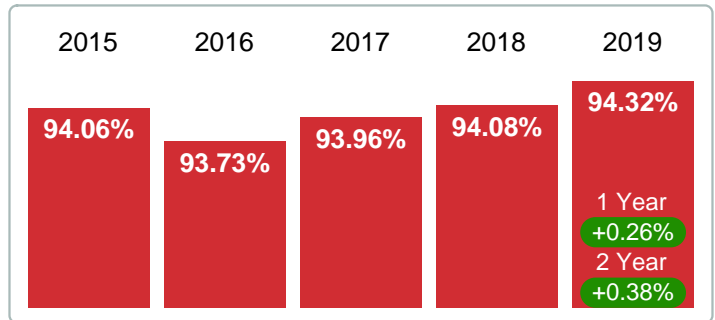
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

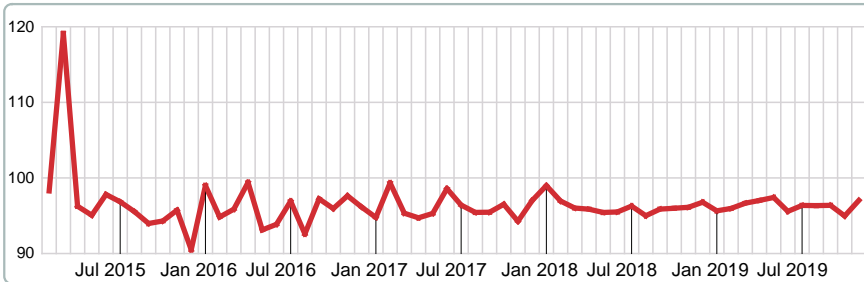
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

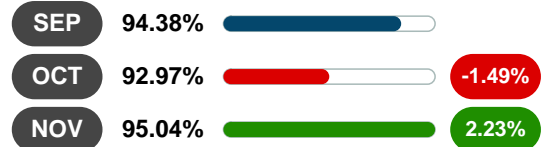


### 3 MONTHS

5 year NOV AVG = 94.16%

High Mar 2015 117.11% Low Dec 2015 88.50%

Average Sold/List Ratio this month at **95.04%** above the 5 yr NOV average of **94.16%**



## 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	4	9.30%	85.88%	85.88%	0.00%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	12	27.91%	92.52%	91.03%	94.02%	0.00%	0.00%
\$100,001 - \$150,000	8	18.60%	97.71%	103.64%	96.86%	0.00%	0.00%
\$150,001 - \$200,000	9	20.93%	97.76%	0.00%	97.92%	97.17%	0.00%
\$200,001 - \$250,000	6	13.95%	97.77%	0.00%	100.00%	93.31%	0.00%
\$250,001 and up	4	9.30%	96.19%	92.82%	0.00%	97.31%	0.00%
Average Sold/List Ratio		95.00%		90.51%	96.98%	96.13%	0.00%
Total Closed Units		43	100%	12	24	7	
Total Closed Volume		6,492,328		1.42M	3.35M	1.72M	0.00B

# November 2019



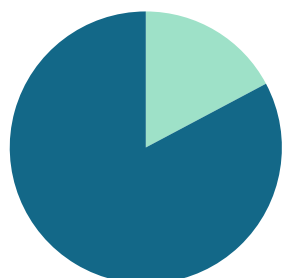
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

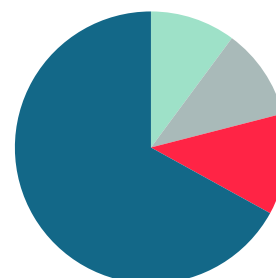


**Inventory**  
 New Listings  
**71 = 17.23%**  
 Start Inventory  
**341**  
 Total Inventory Units  
**412**  
 Volume  
**\$77,526,043**

### Market Activity

Closed Sales  
**43 = 10.14%**  
 Pending Sales  
**46 = 10.85%**  
 Other Off Market  
**51 = 12.03%**  
 Active Inventory  
**284 = 66.98%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	32	43	34.38%	471	523	11.04%
Pending Sales	45	46	2.22%	485	553	14.02%
New Listings	67	71	5.97%	1,167	1,049	-10.11%
Average List Price	106,281	157,033	47.75%	136,132	154,742	13.67%
Average Sale Price	101,863	150,984	48.22%	128,221	146,842	14.52%
Average Percent of Selling Price to List Price	94.12%	95.04%	0.98%	94.08%	94.32%	0.26%
Average Days on Market to Sale	64.75	46.09	-28.81%	50.85	49.08	-3.49%
Monthly Inventory	396	284	-28.28%	396	284	-28.28%
Months Supply of Inventory	9.30	6.05	-34.91%	9.30	6.05	-34.91%

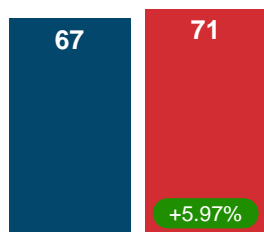
**Absorption:** Last 12 months, an Average of **47** Sales/Month

**Inventory** on November 30, 2019 = **284** 2018 2019

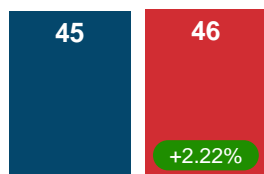
### NOVEMBER MARKET

### AVERAGE PRICES

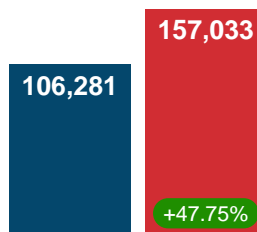
#### New Listings



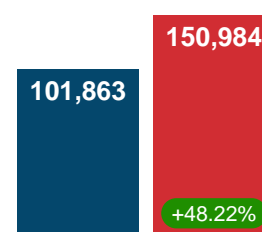
#### Pending Listings



#### List Price



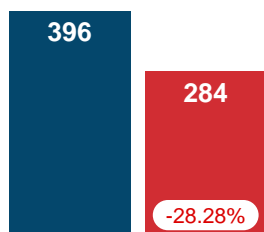
#### Sale Price



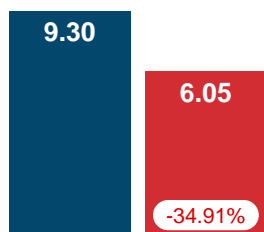
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

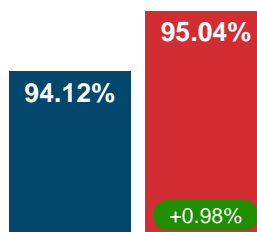
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

