



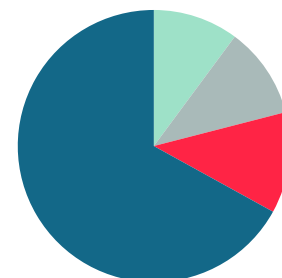
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Median List Price	85,500	125,000	46.20%
Median Sale Price	84,500	125,000	47.93%
Median Percent of Selling Price to List Price	96.90%	96.94%	0.03%
Median Days on Market to Sale	47.00	26.00	-44.68%
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.

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 **47.93%** in November 2019 to \$125,000 versus the previous year at \$84,500.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 21.00 days or **44.68%** in November 2019 compared to last year's same month at **47.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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.

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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



November 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

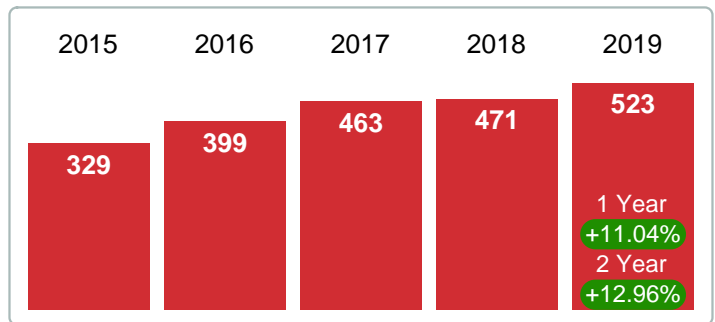
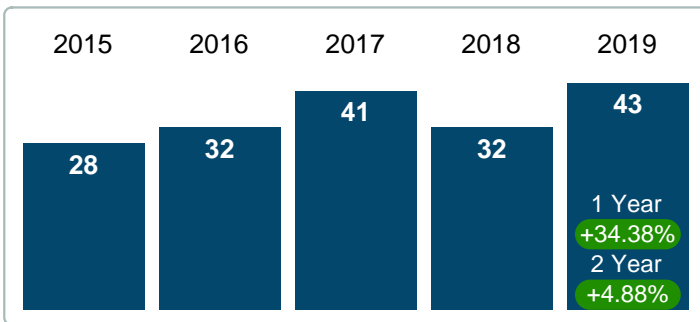


CLOSED LISTINGS

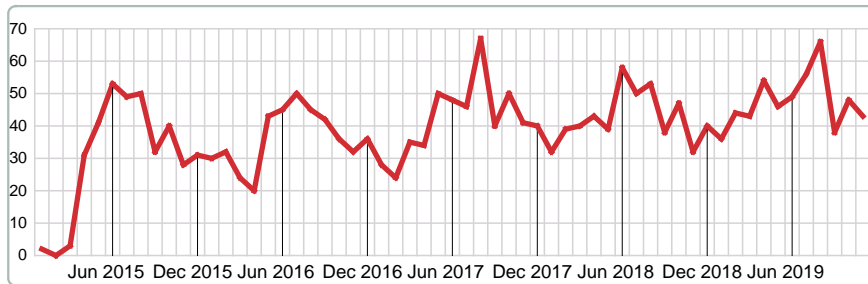
Report produced on Dec 11, 2019 for MLS Technology Inc.

NOVEMBER

YEAR TO DATE (YTD)

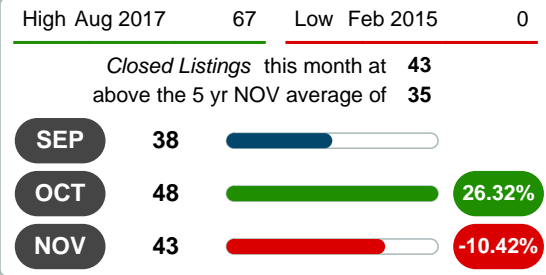


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	9.30%	1.0	4	0	0	0
\$30,001 - \$40,000	2	4.65%	45.5	2	0	0	0
\$40,001 - \$110,000	12	27.91%	25.0	4	8	0	0
\$110,001 - \$150,000	6	13.95%	15.0	1	5	0	0
\$150,001 - \$200,000	9	20.93%	70.0	0	7	2	0
\$200,001 - \$250,000	6	13.95%	4.5	0	4	2	0
\$250,001 and up	4	9.30%	113.5	1	0	3	0
Total Closed Units	43			12	24	7	0
Total Closed Volume	6,492,328	100%	26.0	1.42M	3.35M	1.72M	0.00B
Median Closed Price	\$125,000			\$37,750	\$131,750	\$220,000	\$0

November 2019



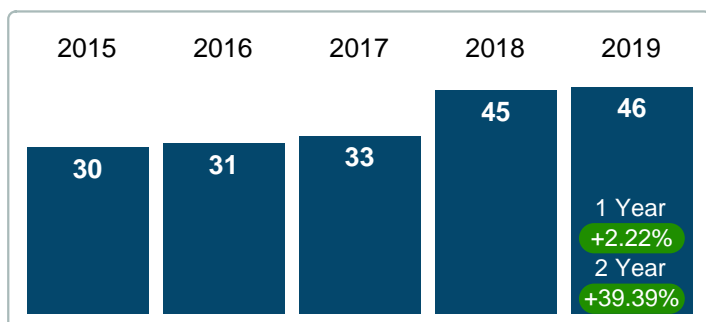
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



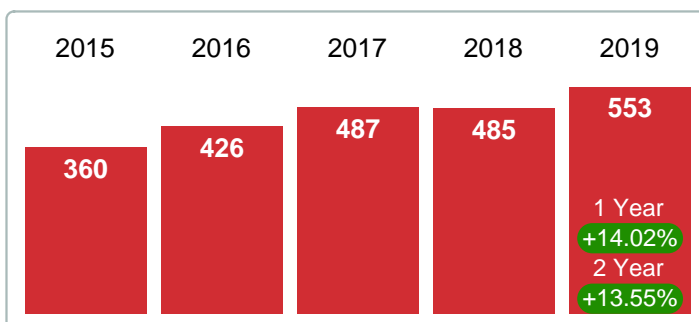
PENDING LISTINGS

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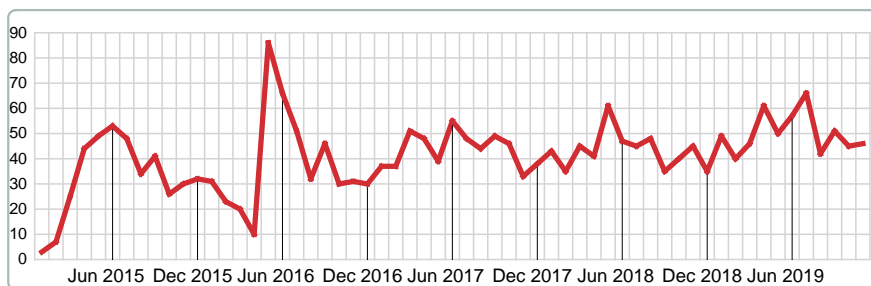
NOVEMBER



YEAR TO DATE (YTD)

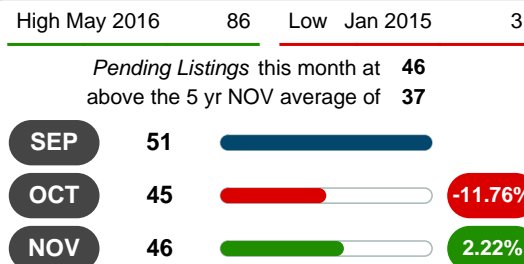


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.70%	0.0	3	1	0	0
\$40,001 - \$50,000	4	8.70%	123.0	3	0	1	0
\$50,001 - \$70,000	8	17.39%	48.0	2	6	0	0
\$70,001 - \$130,000	11	23.91%	64.0	2	7	1	1
\$130,001 - \$170,000	8	17.39%	73.0	2	5	1	0
\$170,001 - \$250,000	7	15.22%	36.0	1	3	3	0
\$250,001 and up	4	8.70%	83.5	1	0	2	1
Total Pending Units	46			14	22	8	2
Total Pending Volume	5,798,500	100%	56.5	1.40M	2.44M	1.59M	373.00K
Median Listing Price	\$92,000			\$61,750	\$91,000	\$194,950	\$186,500



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

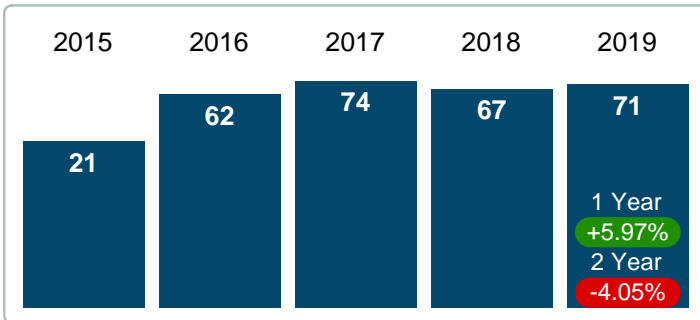


November 2019

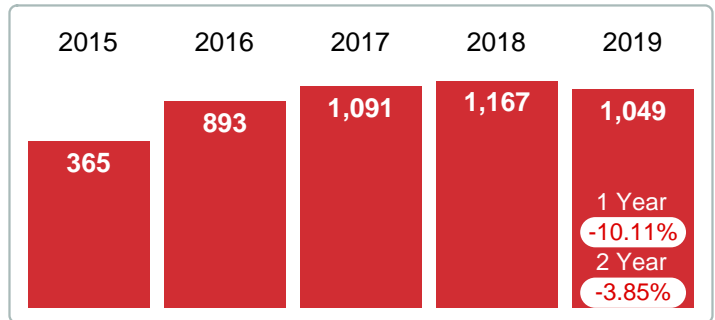
NEW LISTINGS

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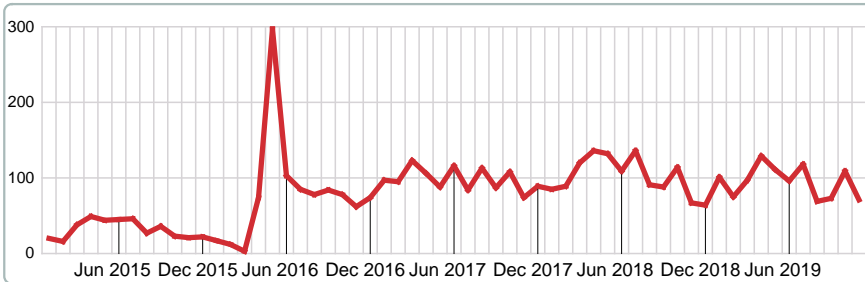
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

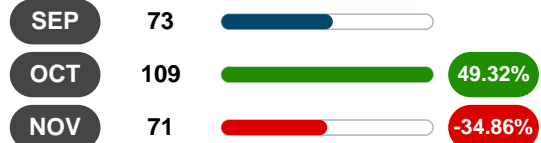


3 MONTHS

5 year NOV AVG = 59

High May 2016 297 Low Mar 2016 3

New Listings this month at 71
above the 5 yr NOV average of 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
Total New Listed Units	71		30	28	9	4
Total New Listed Volume	11,414,900	100%	3.86M	3.87M	1.93M	1.76M
Median New Listed Listing Price	\$126,000		\$55,000	\$125,500	\$197,000	\$192,050

November 2019



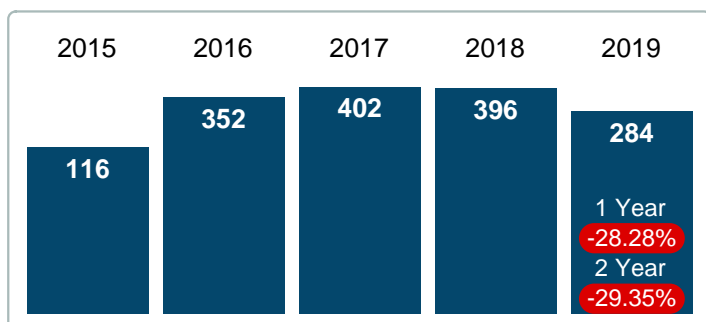
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



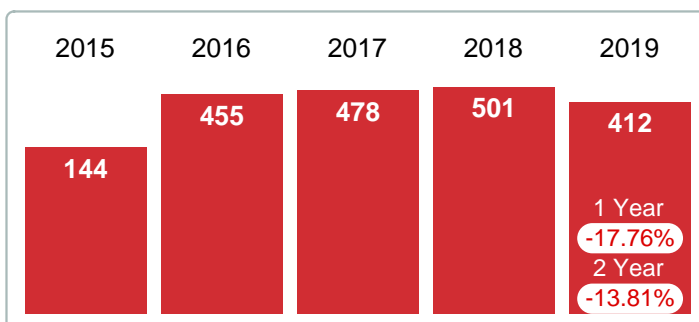
ACTIVE INVENTORY

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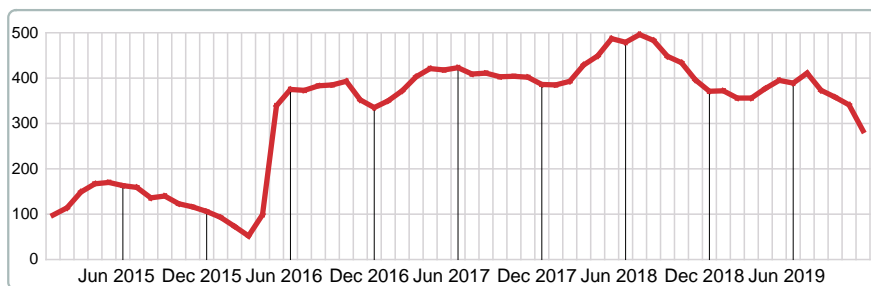
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 310

High Jul 2018 496 Low Mar 2016 52

Inventory this month at **284**
below the 5 yr NOV average of **310**



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	25	8.80%	99.0	25	0	0	0
\$30,001 - \$50,000	35	12.32%	39.0	30	4	1	0
\$50,001 - \$80,000	36	12.68%	46.0	23	12	0	1
\$80,001 - \$180,000	78	27.46%	68.0	25	42	10	1
\$180,001 - \$280,000	44	15.49%	63.5	11	18	13	2
\$280,001 - \$390,000	37	13.03%	76.0	15	11	11	0
\$390,001 and up	29	10.21%	69.0	17	7	4	1
Total Active Inventory by Units	284			146	94	39	5
Total Active Inventory by Volume	55,916,543	100%	61.0	25.39M	17.80M	10.69M	2.04M
Median Active Inventory Listing Price	\$142,450			\$75,000	\$158,650	\$245,000	\$234,600

November 2019



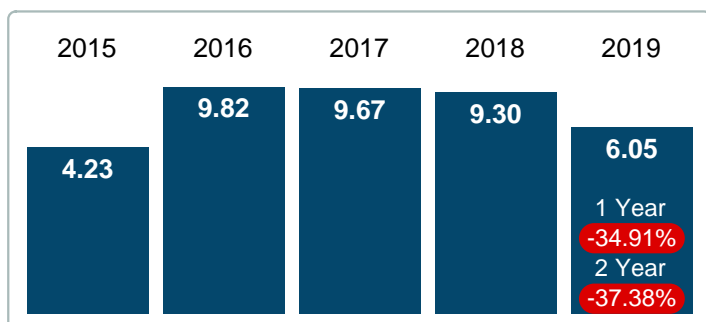
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



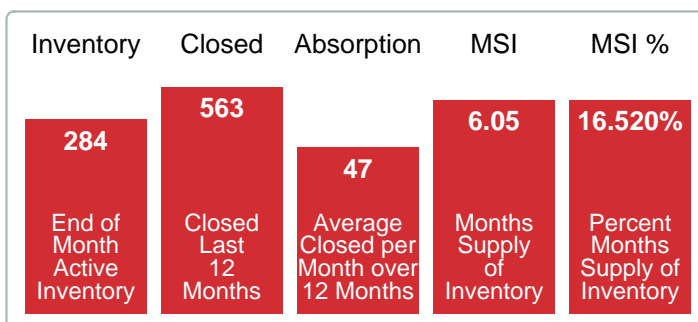
MONTHS SUPPLY of INVENTORY (MSI)

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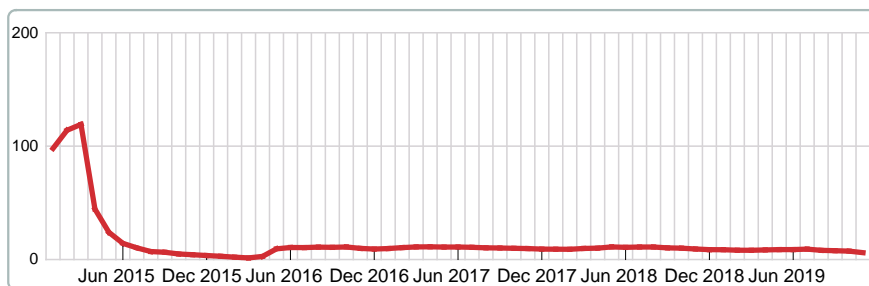
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

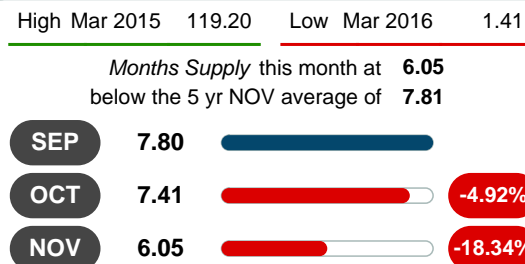


5 YEAR MARKET ACTIVITY TRENDS



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

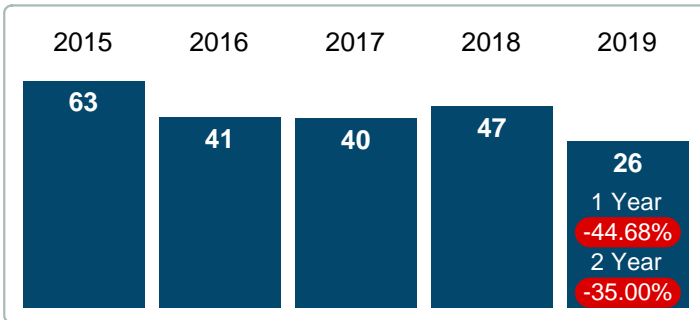
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



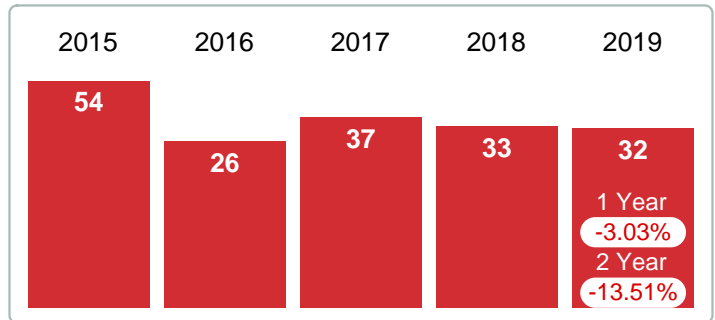
MEDIAN DAYS ON MARKET TO SALE

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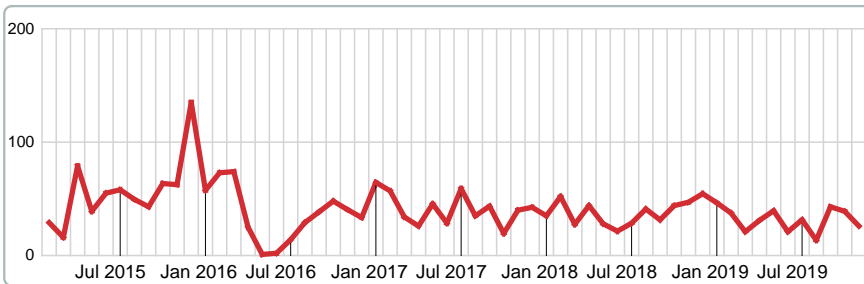
NOVEMBER



YEAR TO DATE (YTD)

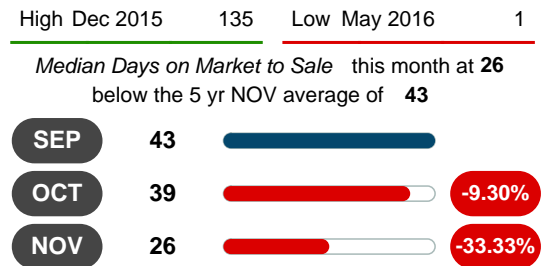


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43



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
\$30,000 and less	9.30%	1	1	0	0	0
\$30,001 - \$40,000	4.65%	46	46	0	0	0
\$40,001 - \$110,000	27.91%	25	28	25	0	0
\$110,001 - \$150,000	13.95%	15	7	19	0	0
\$150,001 - \$200,000	20.93%	70	0	70	61	0
\$200,001 - \$250,000	13.95%	5	0	5	20	0
\$250,001 and up	9.30%	114	173	0	108	0
Median Closed DOM		26	14	25	49	0
Total Closed Units	100%	43	12	24	7	
Total Closed Volume		6,492,328	1.42M	3.35M	1.72M	0.00B

November 2019



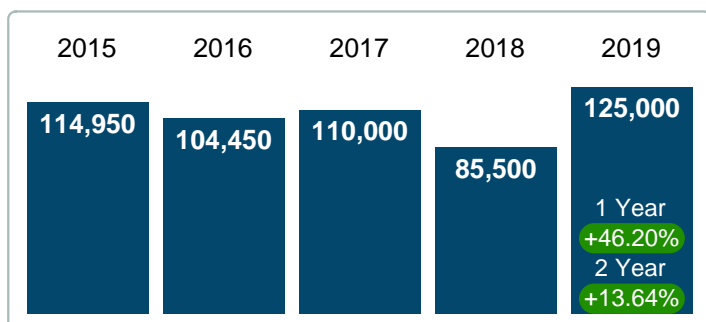
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



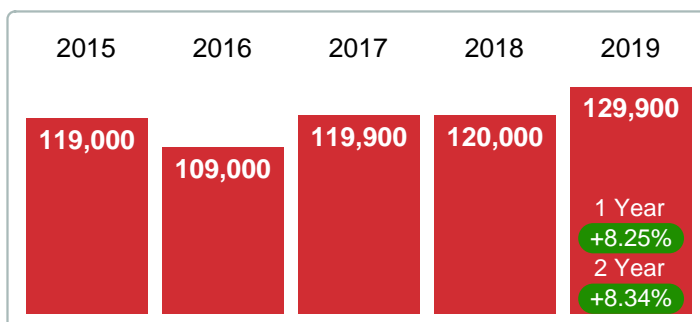
MEDIAN LIST PRICE AT CLOSING

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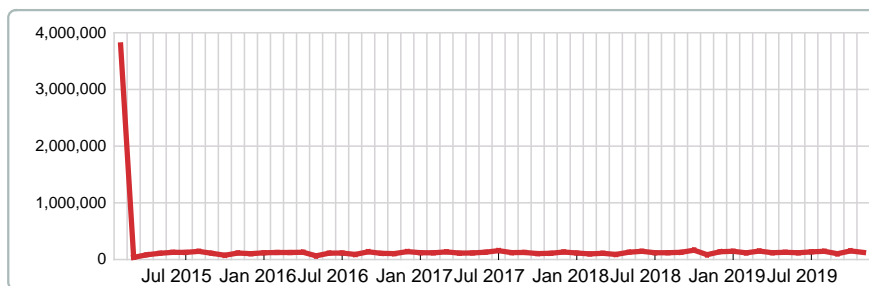
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 107,980

High Jan 2015 3,784,950 Low Mar 2015 38,000

Median List Price at Closing this month at **125,000**
above the 5 yr NOV average of **107,980**

- SEP 102,450
- OCT 152,000 (+48.37%)
- NOV 125,000 (-17.76%)

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
\$30,000 and less	4	9.30%	26,200	26,200	0	0	0
\$30,001 - \$40,000	2	4.65%	37,000	37,000	0	0	0
\$40,001 - \$110,000	11	25.58%	69,900	69,900	69,950	0	0
\$110,001 - \$150,000	7	16.28%	125,000	0	125,000	0	0
\$150,001 - \$200,000	8	18.60%	175,700	0	173,500	193,000	0
\$200,001 - \$250,000	7	16.28%	219,900	0	218,700	219,900	0
\$250,001 and up	4	9.30%	317,000	975,000	0	309,000	0
Median List Price			125,000	43,000	134,700	249,500	0
Total Closed Units		100%	125,000	12	24	7	
Total Closed Volume			6,752,400	1.54M	3.43M	1.79M	0.00B



November 2019

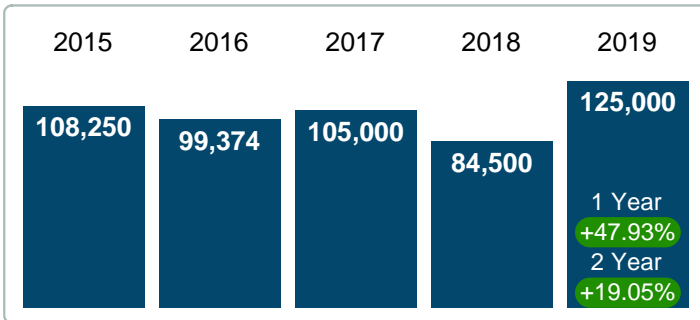
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



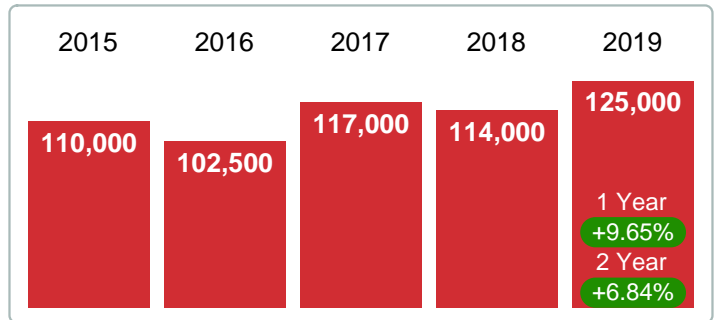
MEDIAN SOLD PRICE AT CLOSING

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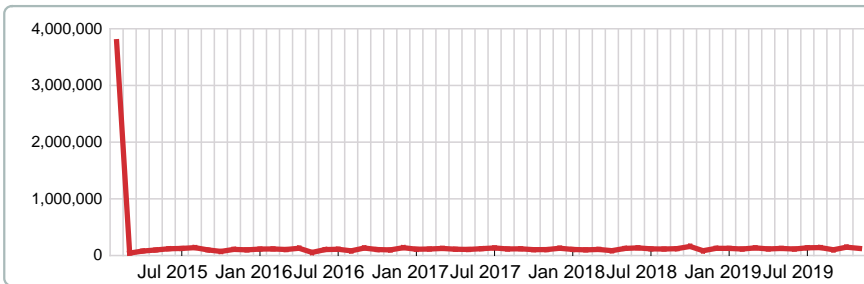
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

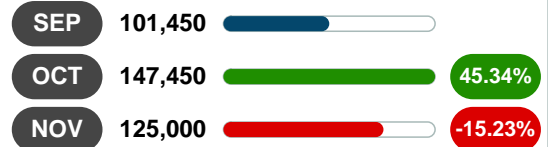


3 MONTHS

5 year NOV AVG = 104,425

High Jan 2015 3,772,020 Low Mar 2015 42,999

Median Sold Price at Closing this month at 125,000 above the 5 yr NOV average of 104,425



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
\$30,000 and less	9.30%	22,500	22,500	0	0	0
\$30,001 - \$40,000	4.65%	32,500	32,500	0	0	0
\$40,001 - \$110,000	27.91%	68,500	55,000	81,439	0	0
\$110,001 - \$150,000	13.95%	122,900	114,000	125,000	0	0
\$150,001 - \$200,000	20.93%	180,000	0	171,000	196,500	0
\$200,001 - \$250,000	13.95%	218,000	0	218,700	218,000	0
\$250,001 and up	9.30%	310,000	905,000	0	295,000	0
Median Sold Price		125,000	37,750	131,750	220,000	0
Total Closed Units	100%	43	12	24	7	
Total Closed Volume		6,492,328	1.42M	3.35M	1.72M	0.00B

November 2019



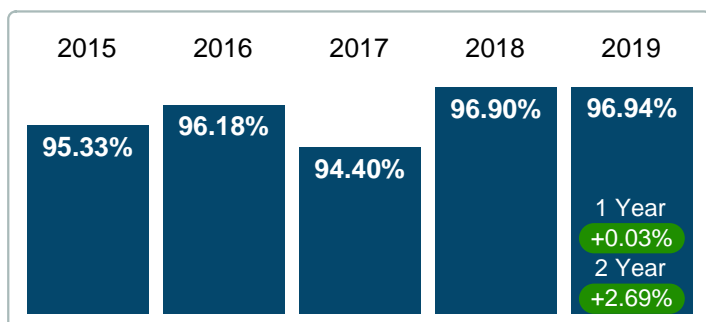
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



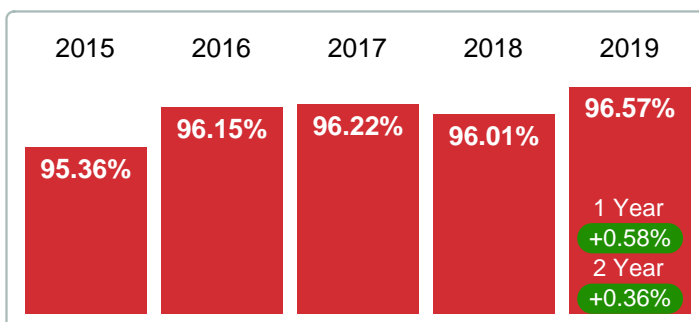
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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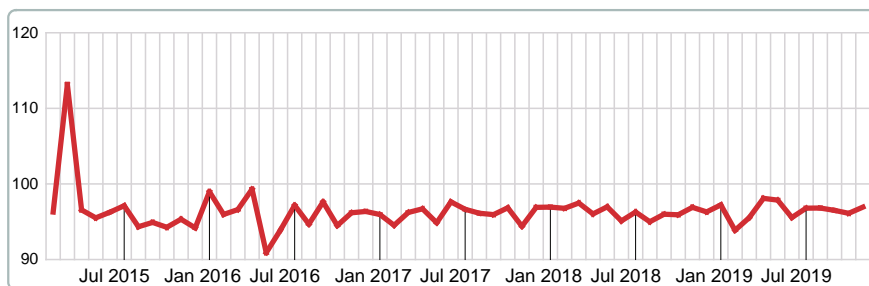
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

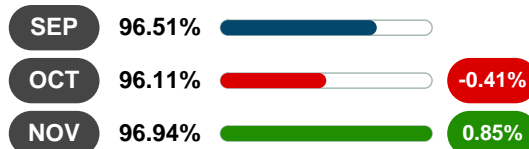


3 MONTHS

5 year NOV AVG = 95.95%

High Mar 2015 113.16% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.94%**
above the 5 yr NOV average of **95.95%**



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
\$30,000 and less	4	9.30%	91.67%	91.67%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	2	4.65%	88.17%	88.17%	0.00%	0.00%	0.00%
\$40,001 - \$110,000	12	27.91%	95.07%	94.11%	95.38%	0.00%	0.00%
\$110,001 - \$150,000	6	13.95%	99.50%	103.64%	99.00%	0.00%	0.00%
\$150,001 - \$200,000	9	20.93%	98.56%	0.00%	98.56%	97.17%	0.00%
\$200,001 - \$250,000	6	13.95%	100.00%	0.00%	100.00%	93.31%	0.00%
\$250,001 and up	4	9.30%	95.97%	92.82%	0.00%	96.46%	0.00%
Median Sold/List Ratio		96.94%		93.64%	98.86%	96.46%	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



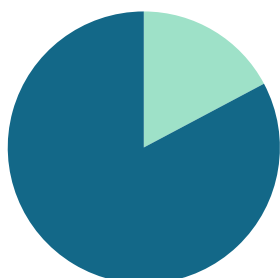
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

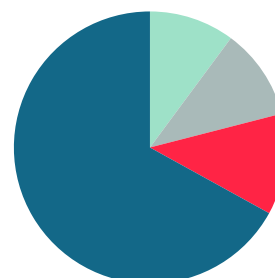


Inventory
 New Listings
71 = 17.23%
 Start Inventory
341
 Total Inventory Units
412
 Volume
\$77,526,043

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%
Median List Price	85,500	125,000	46.20%	120,000	129,900	8.25%
Median Sale Price	84,500	125,000	47.93%	114,000	125,000	9.65%
Median Percent of Selling Price to List Price	96.90%	96.94%	0.03%	96.01%	96.57%	0.58%
Median Days on Market to Sale	47.00	26.00	-44.68%	33.00	32.00	-3.03%
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

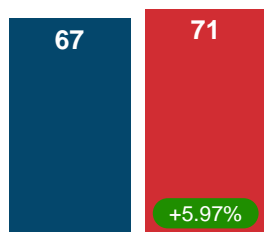
Inventory on November 30, 2019 = **284**

2018 **2019**

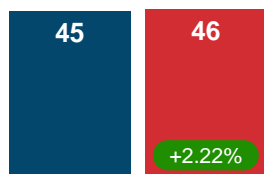
NOVEMBER MARKET

MEDIAN PRICES

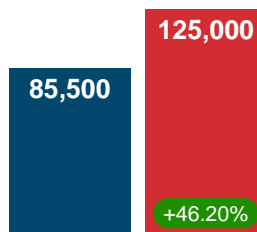
New Listings



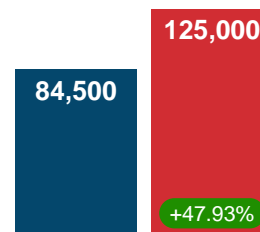
Pending Listings



List Price



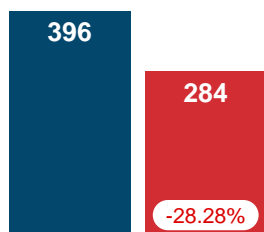
Sale Price



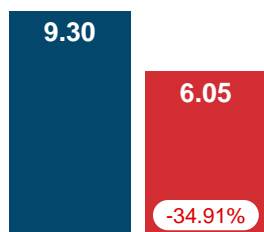
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

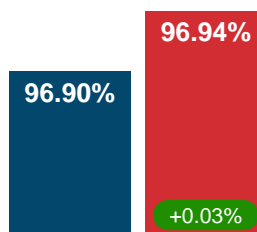
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

