**RE DATUM**

## June 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## MONTHLY INVENTORY ANALYSIS

### Report produced on Jul 11, 2018 for MLS Technology Inc.

| Compared | June | | |
|---|---|---|---|
| Metrics | 2017 | 2018 | +/-% |
| Closed Listings | 47 | 55 | 17.02% |
| Pending Listings | 55 | 50 | -9.09% |
| New Listings | 107 | 101 | -5.61% |
| Median List Price | 129,900 | 144,900 | 11.55% |
| Median Sale Price | 122,000 | 135,000 | 10.66% |
| Median Percent of List Price to Selling Price | 97.58% | 95.16% | -2.48% |
| Median Days on Market to Sale | 31.00 | 21.00 | -32.26% |
| End of Month Inventory | 280 | 353 | 26.07% |
| Months Supply of Inventory | 7.58 | 8.49 | 11.92% |

**MARKET ACTIVITY**

- ☐ Closed (11.09%)
- ☐ Pending (10.08%)
- ☐ Other OffMarket (7.66%)
- ☐ Active (71.17%)
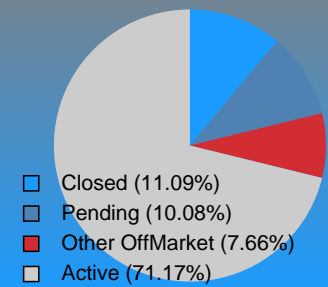
**Absorption:** Last 12 months, an Average of **42** Sales/Month
**Active Inventory** as of June 30, 2018 = **353**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2018 rose **26.07%** to 353 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **8.49** 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 **10.66%** in June 2018 to $135,000 versus the previous year at $122,000.

#### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 10.00 days or **32.26%** in June 2018 compared to last year's same month at **31.00** DOM.

#### Sales Success for June 2018 is Positive

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

There were 101 New Listings in June 2018, down **5.61%** from last year at 107. Furthermore, there were 55 Closed Listings this month versus last year at 47, a **17.02%** increase.

Closed versus Listed trends yielded a **54.5%** ratio, up from previous year's, June 2017, at **43.9%**, a **23.97%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

### 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®
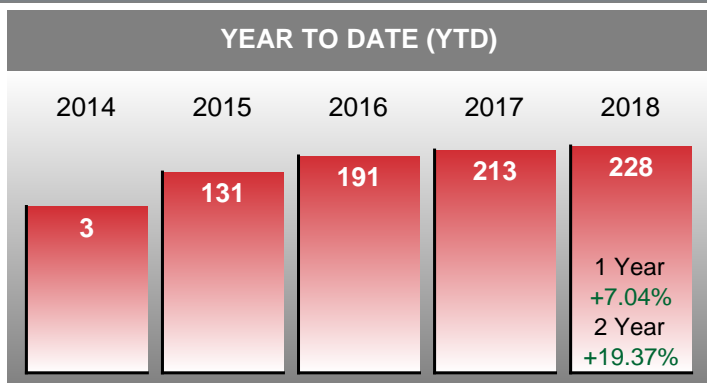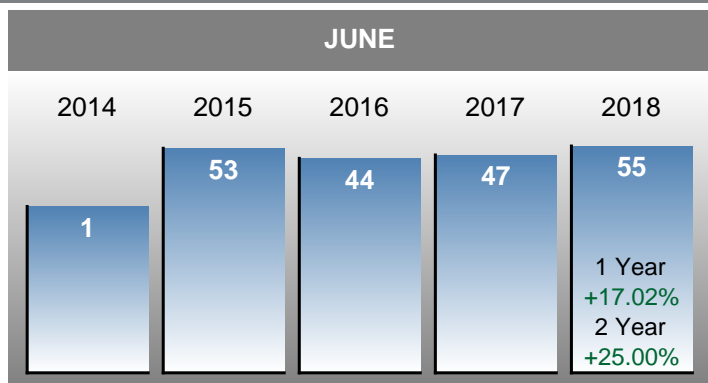
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**RE DATUM**

# June 2018
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## CLOSED LISTINGS

Report produced on Jul 11, 2018 for MLS Technology Inc.

### JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|
| 1 | 53 | 44 | 47 | 55 |

1 Year +17.02%
2 Year +25.00%

### YEAR TO DATE (YTD)

| 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|
| 3 | 131 | 191 | 213 | 228 |

1 Year +7.04%
2 Year +19.37%

### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JUN AVG = 40**

**3 MONTHS**
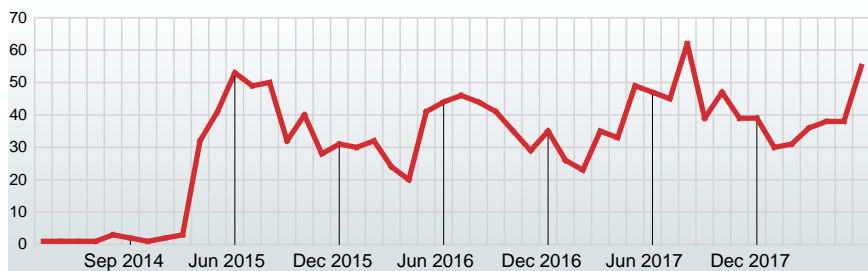
**High**
Aug 2017 = 62
**Low**
Oct 2014 = 1

*Closed Listings*
this month at **55,**
above the 5 yr JUN
average of **40**

| | | |
|---|---|---|
| APR | 38 | |
| MAY | 38 | 0.00% |
| JUN | 55 | 44.74% |

### 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 | 5 | 9.09% | 2.0 | 4 | 1 | 0 | 0 |
| $30,001 $70,000 | 7 | 12.73% | 51.0 | 5 | 2 | 0 | 0 |
| $70,001 $90,000 | 6 | 10.91% | 14.0 | 3 | 3 | 0 | 0 |
| $90,001 $150,000 | 14 | 25.45% | 22.0 | 1 | 10 | 3 | 0 |
| $150,001 $180,000 | 9 | 16.36% | 30.0 | 0 | 7 | 2 | 0 |
| $180,001 $250,000 | 7 | 12.73% | 22.0 | 0 | 6 | 1 | 0 |
| $250,001 and up | 7 | 12.73% | 39.0 | 1 | 1 | 4 | 1 |
| Total Closed Units | 55 | | | 14 | 30 | 10 | 1 |
| Total Closed Volume | 8,028,895 | 100% | 21.0 | 923.15K | 4.28M | 2.14M | 685.00K |
| Median Closed Price | $135,000 | | | $58,500 | $141,250 | $190,500 | $685,000 |

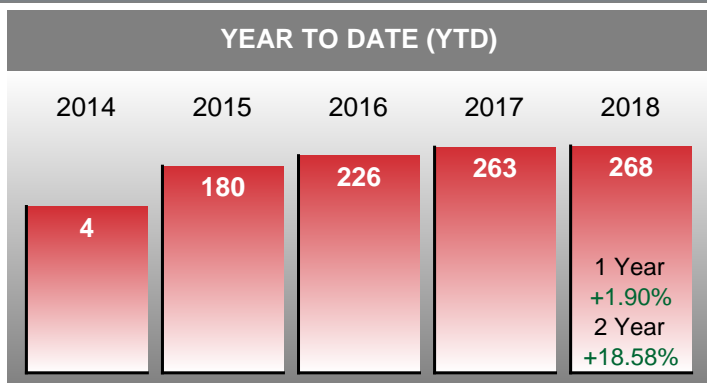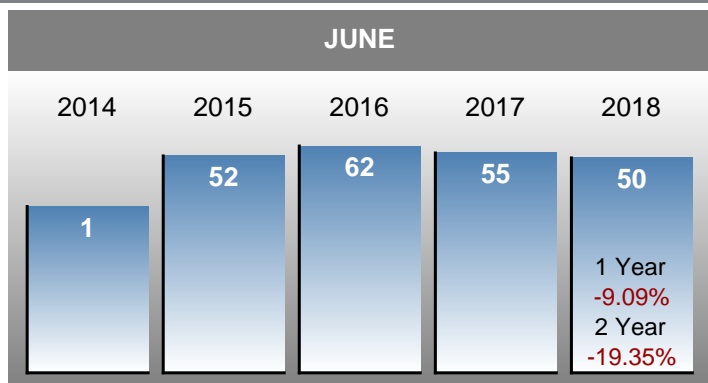*Ready to Buy or Sell Real Estate?*

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**Contact: MLS Technology Inc.**          **Phone: 918-663-7500**          **Email: support@mlstechnology.com**

**RE DATUM**

# June 2018
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## PENDING LISTINGS

Report produced on Jul 11, 2018 for MLS Technology Inc.

### JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 1 | 52 | 62 | 55 | 50 |

2018:
1 Year -9.09%
2 Year -19.35%

### YEAR TO DATE (YTD)

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 4 | 180 | 226 | 263 | 268 |

2018:
1 Year +1.90%
2 Year +18.58%

### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 44**          **3 MONTHS**
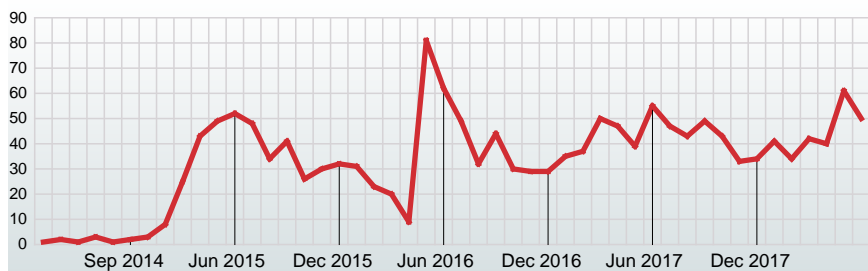
**High**
May 2016 = 81
**Low**
Aug 2014 = 1

*Pending Listings* this month at **50,** above the 5 yr JUN average of **44**

| | 3 Months | |
|---|---|---|
| APR | 40 | |
| MAY | 61 | 52.50% |
| JUN | 50 | -18.03% |

## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|---|---|---|---|---|---|
| $30,000 and less | 5 | 10.00% | 57.0 | 3 | 2 | 0 | 0 |
| $30,001 $50,000 | 5 | 10.00% | 51.0 | 2 | 3 | 0 | 0 |
| $50,001 $80,000 | 4 | 8.00% | 16.5 | 3 | 1 | 0 | 0 |
| $80,001 $140,000 | 16 | 32.00% | 28.0 | 4 | 10 | 2 | 0 |
| $140,001 $170,000 | 6 | 12.00% | 27.0 | 1 | 4 | 1 | 0 |
| $170,001 $260,000 | 9 | 18.00% | 43.0 | 1 | 8 | 0 | 0 |
| $260,001 and up | 5 | 10.00% | 65.0 | 0 | 2 | 3 | 0 |
| Total Pending Units | 50 | | | 14 | 30 | 6 | 0 |
| Total Pending Volume | 6,617,800 | 100% | 36.0 | 1.05M | 4.24M | 1.33M | 0.00B |
| Median Listing Price | $119,700 | | | $64,750 | $133,500 | $217,500 | $0 |

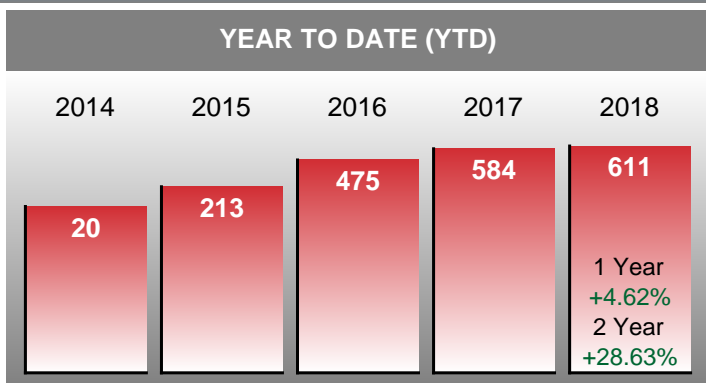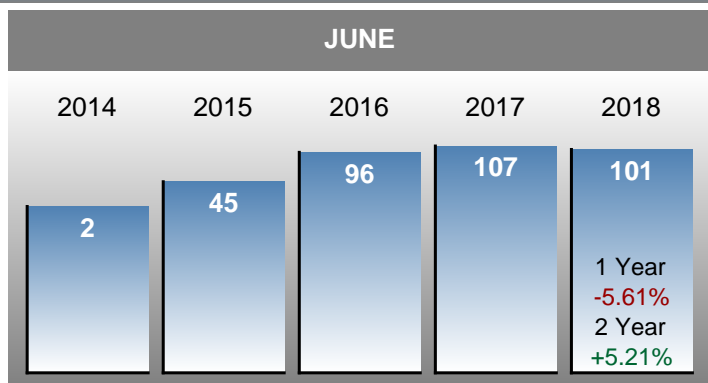*Ready to Buy or Sell Real Estate?*

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**RE DATUM**

# June 2018
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## NEW LISTINGS

Report produced on Jul 11, 2018 for MLS Technology Inc.

### JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 2 | 45 | 96 | 107 | 101 |

2018
1 Year
-5.61%
2 Year
+5.21%

### YEAR TO DATE (YTD)

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 20 | 213 | 475 | 584 | 611 |

2018
1 Year
+4.62%
2 Year
+28.63%

### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 70**          **3 MONTHS**
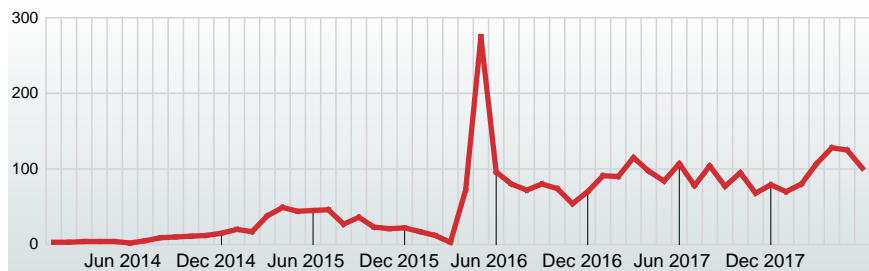


**High**
May 2016 = 275
**Low**
Jun 2014 = 2

*New Listings*
this month at **101,**
above the 5 yr JUN
average of **70**

| | |
|---|---|
| APR | 128 |
| MAY | 125  -2.34% |
| JUN | 101  -19.20% |

### 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 | 6 | 5.94% | 6 | 0 | 0 | 0 |
| $30,001 $60,000 | 14 | 13.86% | 10 | 4 | 0 | 0 |
| $60,001 $110,000 | 18 | 17.82% | 6 | 10 | 2 | 0 |
| $110,001 $170,000 | 22 | 21.78% | 6 | 12 | 4 | 0 |
| $170,001 $240,000 | 18 | 17.82% | 1 | 11 | 6 | 0 |
| $240,001 $350,000 | 12 | 11.88% | 3 | 5 | 4 | 0 |
| $350,001 and up | 11 | 10.89% | 3 | 2 | 4 | 2 |
| Total New Listed Units | 101 | | 35 | 44 | 20 | 2 |
| Total New Listed Volume | 21,107,148 | 100% | 6.40M | 7.10M | 5.31M | 2.30M |
| Median New Listed Listing Price | $140,000 | | $67,000 | $144,000 | $204,000 | $1,150,000 |

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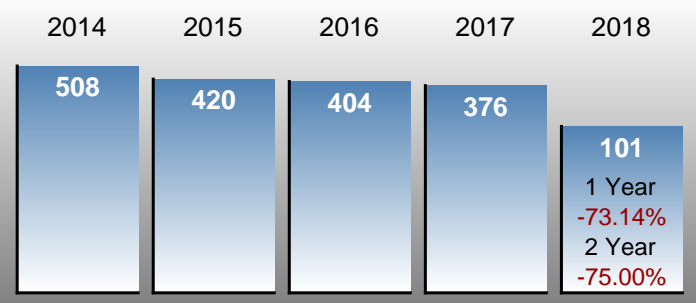
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**RE DATUM**

# June 2018
### Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## ACTIVE INVENTORY

Report produced on Jul 11, 2018 for MLS Technology Inc.

### END OF JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 508 | 420 | 404 | 376 | 101 |

2018:
1 Year -73.14%
2 Year -75.00%

### ACTIVE DURING JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 509 | 451 | 492 | 438 | 223 |

2018:
1 Year -49.09%
2 Year -54.67%

### 5 YEAR MARKET ACTIVITY TRENDS



(Line chart, Sep 2014 – Jun 2018, values ranging 0–600)
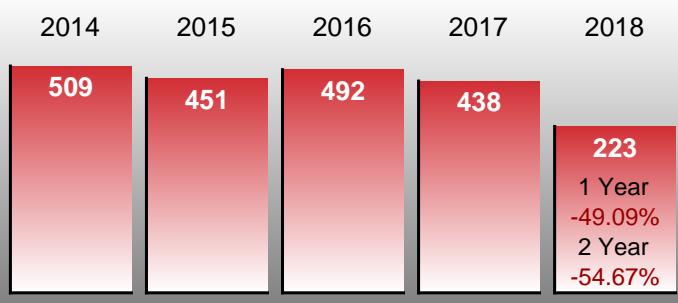
**5yr JUN AVG = 362**
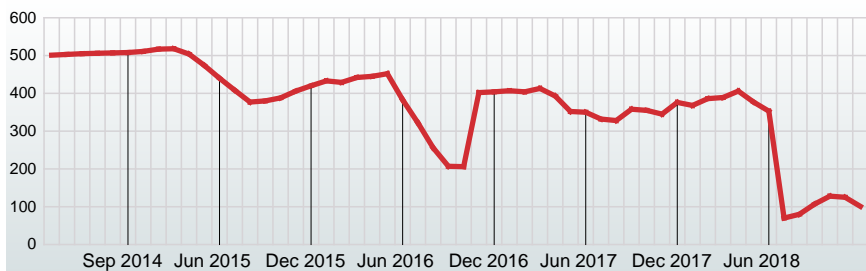
**High**
Mar 2015 = 518
**Low**
Jan 2018 = 70

*Inventory*
this month at **101,**
below the 5 yr JUN
average of **362**

### 3 MONTHS

| | |
|---|---|
| APR | 406 |
| MAY | 377 / -7.14% |
| JUN | 353 / -6.37% |

### 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 | 31 | 8.78% | 72.0 | 29 | 2 | 0 | 0 |
| $30,001 $60,000 | 44 | 12.46% | 65.5 | 31 | 12 | 1 | 0 |
| $60,001 $90,000 | 44 | 12.46% | 85.5 | 20 | 20 | 4 | 0 |
| $90,001 $160,000 | 90 | 25.50% | 63.0 | 24 | 53 | 11 | 2 |
| $160,001 $240,000 | 64 | 18.13% | 53.0 | 14 | 34 | 14 | 2 |
| $240,001 $350,000 | 45 | 12.75% | 64.0 | 8 | 19 | 15 | 3 |
| $350,001 and up | 35 | 9.92% | 54.0 | 8 | 11 | 8 | 8 |
| Total Active Inventory by Units | 353 | | | 134 | 151 | 53 | 15 |
| Total Active Inventory by Volume | 66,883,948 | 100% | 65.0 | 18.87M | 27.26M | 13.94M | 6.81M |
| Median Active Inventory Listing Price | $140,000 | | | $70,950 | $150,000 | $198,500 | $425,000 |

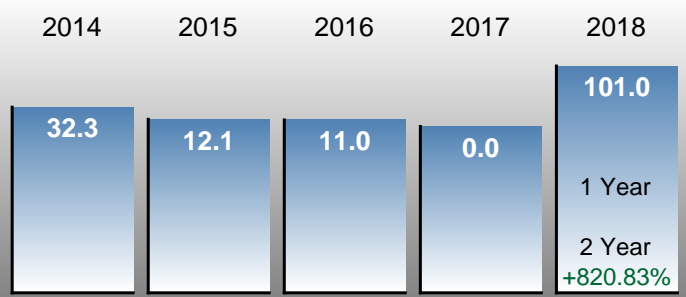*Ready to Buy or Sell Real Estate?*

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# June 2018
### Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## MONTHS SUPPLY of INVENTORY (MSI)

### Report produced on Jul 11, 2018 for MLS Technology Inc.

### MSI FOR JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 32.3 | 12.1 | 11.0 | 0.0 | 101.0 |

2018: 1 Year / 2 Year +820.83%

### INDICATORS FOR JUNE 2018

| Inventory | Closed | Absorption | MSI | MSI % |
|-----------|--------|------------|-----|-------|
| 0 | 0 | 0 | 0.0 | 0.000% |
| End of Month Active Inventory | Closed Last 12 Months | Average Closed per Month over 12 Months | Months Supply of Inventory | Percent Months Supply of Inventory |

### 5 YEAR MARKET ACTIVITY TRENDS

| 5yr JUN AVG = 31.3 | 3 MONTHS |
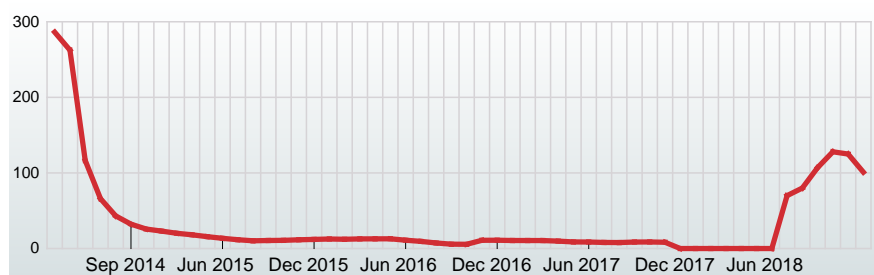


**High**
Apr 2014 = 286.3
**Low**
Jun 2018 = 0.0

*Months Supply*
this month at **101.0,**
above the 5 yr JUN
average of **31.3**

| APR | 0.0 |
| MAY | 0.0 / 0.00% |
| JUN | 0.0 / 0.00% |

### 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 | 31 | 8.78% | 7.8 | 8.9 | 2.7 | 0.0 | 0.0 |
| $30,001 $60,000 | 44 | 12.46% | 7.1 | 10.3 | 4.4 | 2.4 | 0.0 |
| $60,001 $90,000 | 44 | 12.46% | 6.4 | 10.4 | 5.2 | 4.4 | 0.0 |
| $90,001 $160,000 | 90 | 25.50% | 6.8 | 13.7 | 5.2 | 8.8 | 0.0 |
| $160,001 $240,000 | 64 | 18.13% | 8.3 | 21.0 | 7.0 | 6.7 | 12.0 |
| $240,001 $350,000 | 45 | 12.75% | 14.6 | 96.0 | 11.4 | 11.3 | 0.0 |
| $350,001 and up | 35 | 9.92% | 60.0 | 48.0 | 132.0 | 32.0 | 96.0 |
| Market Supply of Inventory (MSI) | 8.5 | 100% | 8.5 | 12.4 | 6.3 | 8.5 | 36.0 |
| Total Active Inventory by Units | 353 | | | 134 | 151 | 53 | 15 |

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# June 2018
### Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS technology | INC**

## MEDIAN DAYS ON MARKET TO SALE

### Report produced on Jul 11, 2018 for MLS Technology Inc.

| JUNE | | | | |
|---|---|---|---|---|
| 2014 | 2015 | 2016 | 2017 | 2018 |
| 51 | 55 | 2 | 31 | 21 |

**2018:** 1 Year -32.26%  2 Year +950.00%

| YEAR TO DATE (YTD) | | | | |
|---|---|---|---|---|
| 2014 | 2015 | 2016 | 2017 | 2018 |
| 40 | 51 | 20 | 39 | 32 |

**2018:** 1 Year -17.95%  2 Year +60.00%
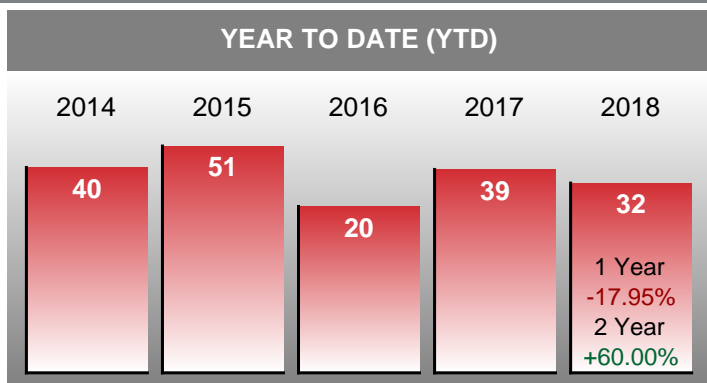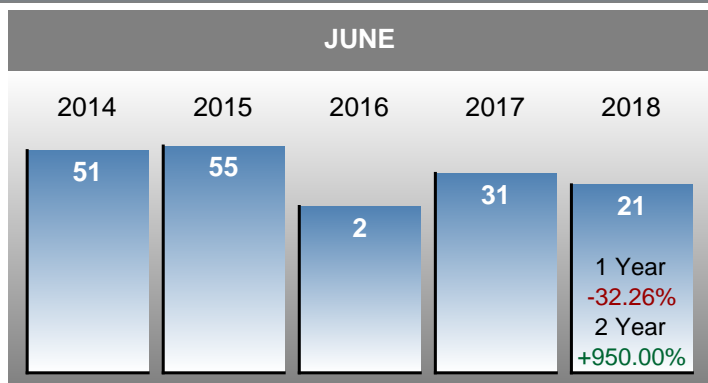
## 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 32**          **3 MONTHS**



Sep 2014   Jun 2015   Dec 2015   Jun 2016   Dec 2016   Jun 2017   Dec 2017   Jun 2018
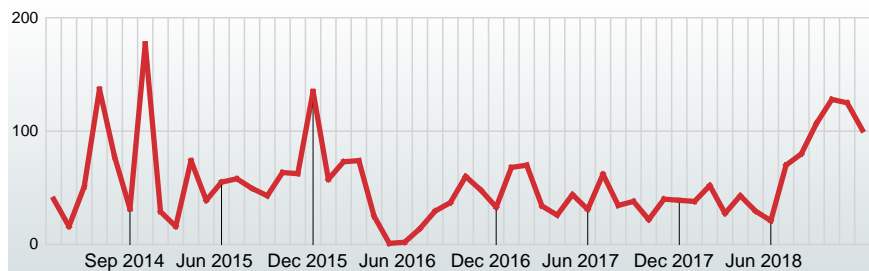
**High**
Oct 2014 = 177
**Low**
May 2016 = 1

*Median Days on Market* this month at **21,** below the 5 yr JUN average of **32**

| 3 MONTHS | | |
|---|---|---|
| APR | 43 | |
| MAY | 30 | -31.40% |
| JUN | 21 | -28.81% |

## 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 | 5 | 9.09% | 2.0 | 22.0 | 1.0 | 0.0 | 0.0 |
| $30,001 $70,000 | 7 | 12.73% | 51.0 | 1.0 | 81.5 | 0.0 | 0.0 |
| $70,001 $90,000 | 6 | 10.91% | 14.0 | 14.0 | 14.0 | 0.0 | 0.0 |
| $90,001 $150,000 | 14 | 25.45% | 22.0 | 45.0 | 12.5 | 58.0 | 0.0 |
| $150,001 $180,000 | 9 | 16.36% | 30.0 | 0.0 | 30.0 | 41.5 | 0.0 |
| $180,001 $250,000 | 7 | 12.73% | 22.0 | 0.0 | 13.5 | 153.0 | 0.0 |
| $250,001 and up | 7 | 12.73% | 39.0 | 39.0 | 6.0 | 39.5 | 134.0 |
| Median Closed DOM | 21.0 | | | 17.5 | 15.0 | 64.0 | 134.0 |
| Total Closed Units | 55 | 100% | 21.0 | 14 | 30 | 10 | 1 |
| Total Closed Volume | 8,028,895 | | | 923.15K | 4.28M | 2.14M | 685.00K |

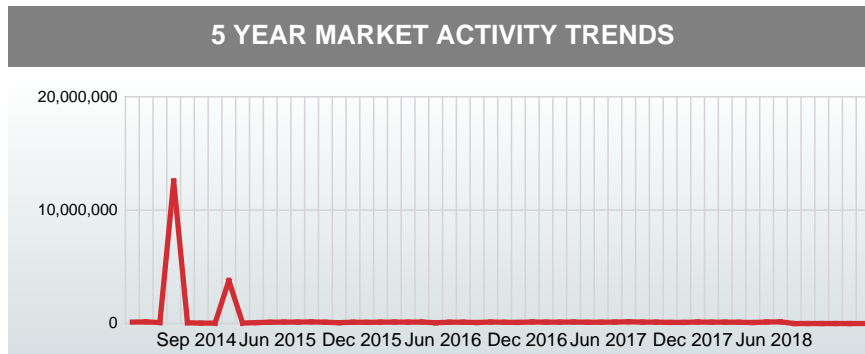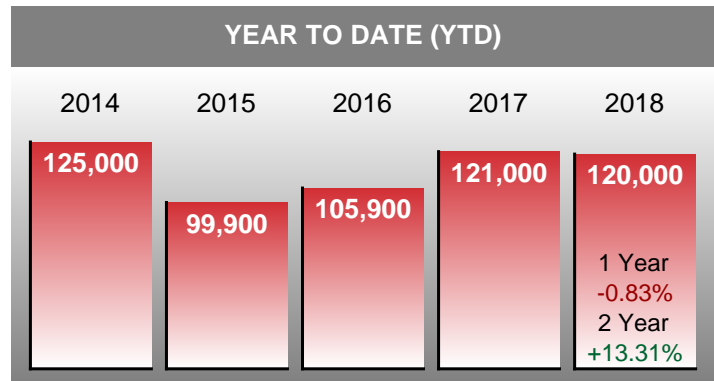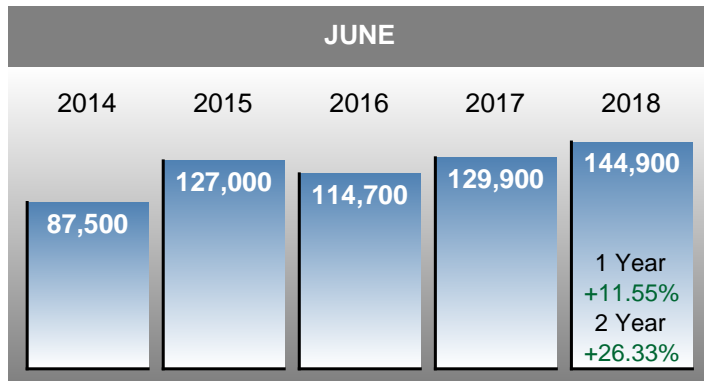*Ready to Buy or Sell Real Estate?*

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**RE DATUM**

# June 2018
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## MEDIAN LIST PRICE AT CLOSING

Report produced on Jul 11, 2018 for MLS Technology Inc.

### JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|
| 87,500 | 127,000 | 114,700 | 129,900 | 144,900 |

2018:
1 Year +11.55%
2 Year +26.33%

### YEAR TO DATE (YTD)

| 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|
| 125,000 | 99,900 | 105,900 | 121,000 | 120,000 |

2018:
1 Year -0.83%
2 Year +13.31%

### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 120,800**       **3 MONTHS**



Sep 2014  Jun 2015  Dec 2015  Jun 2016  Dec 2016  Jun 2017  Dec 2017  Jun 2018

**High**
Jul 2014 = 12,565,000
**Low**
Jan 2018 = 70

*Median List Price*
this month at **144,900**,
above the 5 yr JUN
average of **120,800**

APR 89,900
MAY 134,450  **49.56%**
JUN 144,900  **7.77%**

## 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 | 7.27% | 24,750 | 24,500 | 29,500 | 0 | 0 |
| $30,001 $70,000 | 7 | 12.73% | 45,000 | 44,000 | 52,450 | 0 | 0 |
| $70,001 $90,000 | 7 | 12.73% | 78,500 | 77,450 | 81,000 | 0 | 0 |
| $90,001 $150,000 | 13 | 23.64% | 135,000 | 109,900 | 135,000 | 144,900 | 0 |
| $150,001 $180,000 | 8 | 14.55% | 162,750 | 0 | 159,500 | 166,000 | 0 |
| $180,001 $250,000 | 8 | 14.55% | 204,900 | 0 | 204,900 | 202,400 | 0 |
| $250,001 and up | 8 | 14.55% | 329,700 | 360,000 | 259,450 | 329,700 | 849,000 |
| Median List Price | 144,900 | | | 58,500 | 151,950 | 202,400 | 849,000 |
| Total Closed Units | 55 | 100% | 144,900 | 14 | 30 | 10 | 1 |
| Total Closed Volume | 8,616,099 | | | 1.08M | 4.42M | 2.26M | 849.00K |

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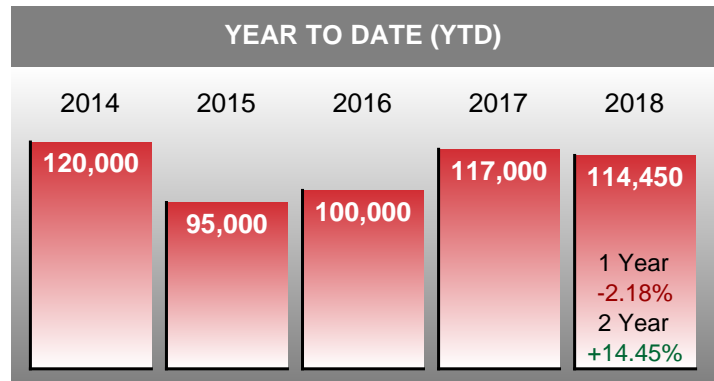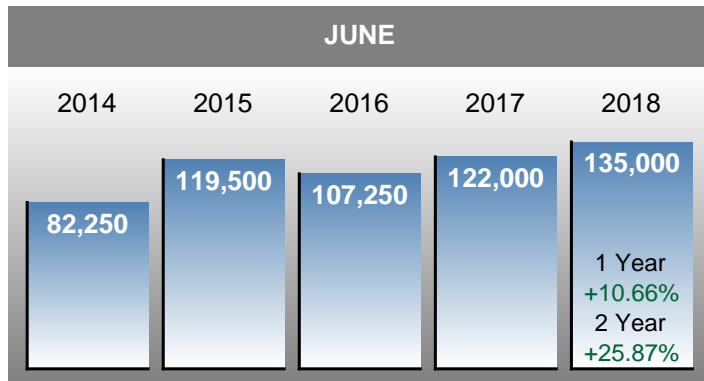
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**RE DATUM**

# June 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## MEDIAN SOLD PRICE AT CLOSING

Report produced on Jul 11, 2018 for MLS Technology Inc.

### JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|
| 82,250 | 119,500 | 107,250 | 122,000 | 135,000 |

2018:
1 Year +10.66%
2 Year +25.87%

### YEAR TO DATE (YTD)

| 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|
| 120,000 | 95,000 | 100,000 | 117,000 | 114,450 |

2018:
1 Year -2.18%
2 Year +14.45%

### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 113,200**     **3 MONTHS**
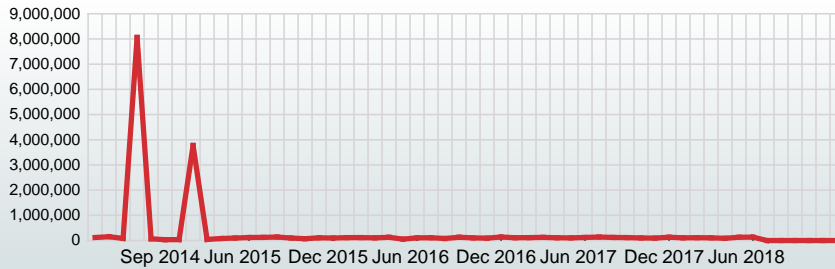


**High**
Jul 2014 = 8,060,000
**Low**
Jan 2018 = 70

*Median Sold Price*
this month at **135,000**,
above the 5 yr JUN
average of **113,200**

APR **88,550**

MAY **130,000** **46.81%**

JUN **135,000** **3.85%**

### 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 | 5 | 9.09% | 22,000 | 21,000 | 22,000 | 0 | 0 |
| $30,001 $70,000 | 7 | 12.73% | 50,000 | 50,000 | 46,000 | 0 | 0 |
| $70,001 $90,000 | 6 | 10.91% | 76,250 | 75,000 | 77,500 | 0 | 0 |
| $90,001 $150,000 | 14 | 25.45% | 130,000 | 95,000 | 132,500 | 128,000 | 0 |
| $150,001 $180,000 | 9 | 16.36% | 168,000 | 0 | 168,000 | 173,000 | 0 |
| $180,001 $250,000 | 7 | 12.73% | 201,000 | 0 | 205,500 | 201,000 | 0 |
| $250,001 and up | 7 | 12.73% | 285,000 | 251,250 | 259,000 | 312,500 | 685,000 |
| Median Sold Price | 135,000 | | | 58,500 | 141,250 | 190,500 | 685,000 |
| Total Closed Units | 55 | 100% | 135,000 | 14 | 30 | 10 | 1 |
| Total Closed Volume | 8,028,895 | | | 923.15K | 4.28M | 2.14M | 685.00K |

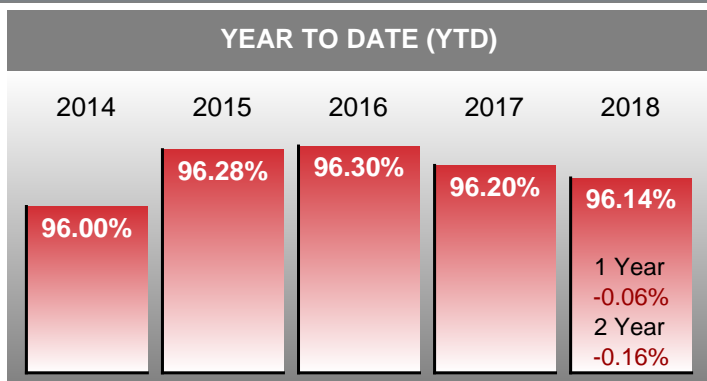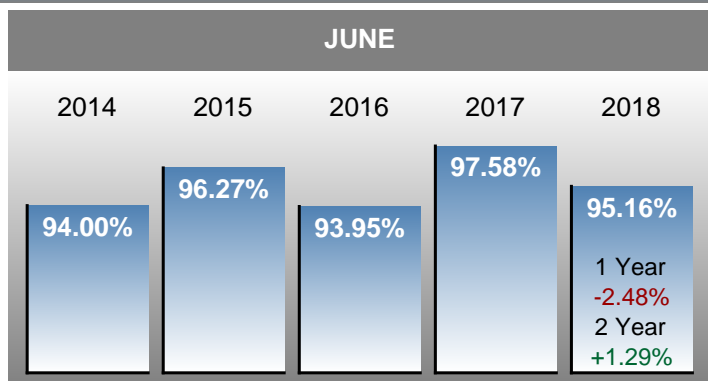*Ready to Buy or Sell Real Estate?*

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**RE DATUM**

# June 2018
### Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC
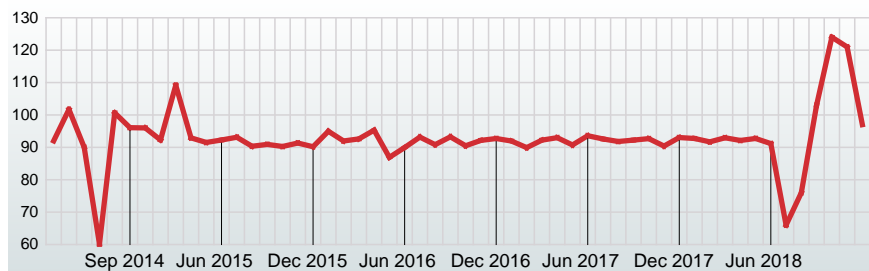
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

### Report produced on Jul 11, 2018 for MLS Technology Inc.

### JUNE

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 94.00% | 96.27% | 93.95% | 97.58% | 95.16% |

**2018**
1 Year -2.48%
2 Year +1.29%

### YEAR TO DATE (YTD)

| 2014 | 2015 | 2016 | 2017 | 2018 |
|------|------|------|------|------|
| 96.00% | 96.28% | 96.30% | 96.20% | 96.14% |

**2018**
1 Year -0.06%
2 Year -0.16%

### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 95.39%**          **3 MONTHS**



Sep 2014   Jun 2015   Dec 2015   Jun 2016   Dec 2016   Jun 2017   Dec 2017   Jun 2018

**High**
Apr 2018 = 128.00%
**Low**
Jul 2014 = 64.15%

*Median Sold/List Ratio* this month at **95.16%**, equal to 5 yr JUN average of **95.39%**

| | | |
|---|---|---|
| APR | 96.13% | |
| MAY | 96.73% | 0.63% |
| JUN | 95.16% | -1.63% |

## 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 | 5 | 9.09% | 80.00% | 82.98% | 74.58% | 0.00% | 0.00% |
| $30,001 $70,000 | 7 | 12.73% | 90.79% | 100.00% | 87.30% | 0.00% | 0.00% |
| $70,001 $90,000 | 6 | 10.91% | 96.16% | 96.77% | 95.54% | 0.00% | 0.00% |
| $90,001 $150,000 | 14 | 25.45% | 95.03% | 86.44% | 95.42% | 93.17% | 0.00% |
| $150,001 $180,000 | 9 | 16.36% | 97.49% | 0.00% | 97.49% | 95.02% | 0.00% |
| $180,001 $250,000 | 7 | 12.73% | 97.61% | 0.00% | 95.94% | 98.10% | 0.00% |
| $250,001 and up | 7 | 12.73% | 94.55% | 69.79% | 100.00% | 94.85% | 80.68% |
| Median Sold/List Ratio | 95.16% | | | 90.29% | 95.80% | 94.85% | 80.68% |
| Total Closed Units | 55 | 100% | 95.16% | 14 | 30 | 10 | 1 |
| Total Closed Volume | 8,028,895 | | | 923.15K | 4.28M | 2.14M | 685.00K |

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**RE DATUM**

# June 2018
### Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

**MLS** technology | INC

## MARKET SUMMARY

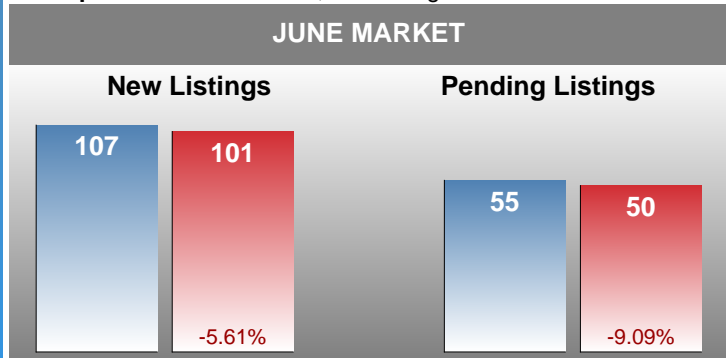### Report produced on Jul 11, 2018 for MLS Technology Inc.

**INVENTORY**

**Inventory**

New Listings
**101 = 22.75%**

Start Inventory
**343**

Total Inventory Units
**444**

Volume
**$82,559,998**

**Market Activity**

Closed Sales
**55 = 11.09%**

Pending Sales
**50 = 10.08%**

Other Off Market
**38 = 7.66%**

Active Inventory
**353 = 71.17%**

**MARKET ACTIVITY**
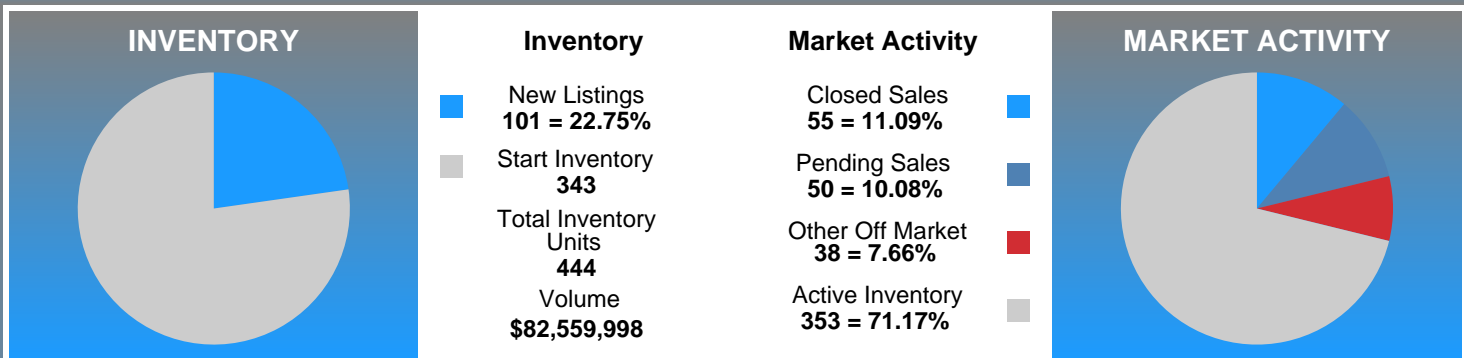
| Compared | June | | | Year to Date | | |
|---|---|---|---|---|---|---|
| Metrics | 2017 | 2018 | +/-% | 2017 | 2018 | +/-% |
| Closed Sales | 47 | 55 | 17.02% | 213 | 228 | 7.04% |
| Pending Sales | 55 | 50 | -9.09% | 263 | 268 | 1.90% |
| New Listings | 107 | 101 | -5.61% | 584 | 611 | 4.62% |
| Median List Price | 129,900 | 144,900 | 11.55% | 121,000 | 120,000 | -0.83% |
| Median Sale Price | 122,000 | 135,000 | 10.66% | 117,000 | 114,450 | -2.18% |
| Median Percent of Selling Price to List Price | 97.58% | 95.16% | -2.48% | 96.20% | 96.14% | -0.06% |
| Median Days on Market to Sale | 31.00 | 21.00 | -32.26% | 39.00 | 32.00 | -17.95% |
| Monthly Inventory | 280 | 353 | 26.07% | 280 | 353 | 26.07% |
| Months Supply of Inventory | 7.58 | 8.49 | 11.92% | 7.58 | 8.49 | 11.92% |

**Absorption:** Last 12 months, an Average of **42** Sales/Month     **Inventory** on June 30, 2018 = **353**     | 2017 | 2018 |

### JUNE MARKET

**New Listings**
107 | 101 | -5.61%

**Pending Listings**
55 | 50 | -9.09%

### MEDIAN PRICES

**List Price**
129,900 | 144,900 | +11.55%

**Sale Price**
122,000 | 135,000 | +10.66%

### INVENTORY

**Active Inventory**
280 | 353 | +26.07%

**Monthly Supply of Inventory**
7.58 | 8.49 | +11.92%

### MEDIAN SOLD/LIST RATIO & DOM

**Sale/List Ratio**
97.58% | 95.16% | -2.48%

**Days on Market**
31.00 | 21.00 | -32.26%

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