

# December 2018



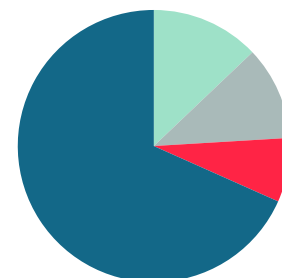
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	43	44	2.33%
Pending Listings	37	38	2.70%
New Listings	64	53	-17.19%
Average List Price	134,746	142,741	5.93%
Average Sale Price	128,390	137,217	6.88%
Average Percent of Selling Price to List Price	93.93%	95.54%	1.72%
Average Days on Market to Sale	70.56	74.82	6.04%
End of Month Inventory	246	233	-5.28%
Months Supply of Inventory	5.88	5.43	-7.68%



■ Closed (12.90%)  
■ Pending (11.14%)  
■ Other OffMarket (7.62%)  
■ Active (68.33%)

**Absorption:** Last 12 months, an Average of **43 Sales/Month**  
**Active Inventory** as of December 31, 2018 = **233**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2018 decreased **5.28%** to 233 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **5.43** 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 **6.88%** in December 2018 to \$137,217 versus the previous year at \$128,390.

#### Average Days on Market Lengthens

The average number of **74.82** days that homes spent on the market before selling increased by 4.26 days or **6.04%** in December 2018 compared to last year's same month at **70.56** DOM.

#### Sales Success for December 2018 is Positive

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

There were 53 New Listings in December 2018, down **17.19%** from last year at 64. Furthermore, there were 44 Closed Listings this month versus last year at 43, a **2.33%** increase.

Closed versus Listed trends yielded a **83.0%** ratio, up from previous year's, December 2017, at **67.2%**, a **23.56%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

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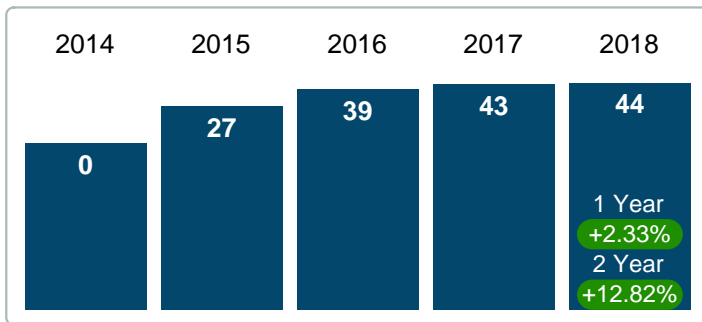
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



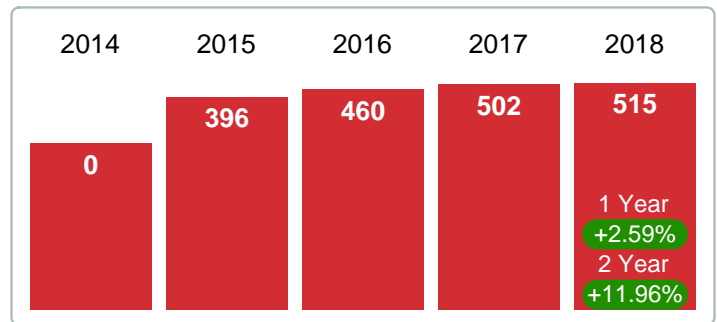
## CLOSED LISTINGS

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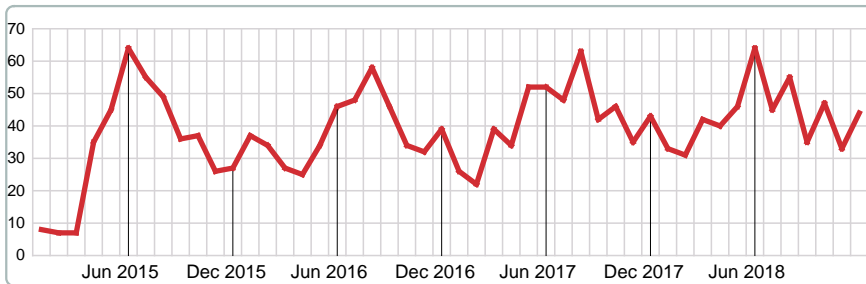
### DECEMBER



### YEAR TO DATE (YTD)

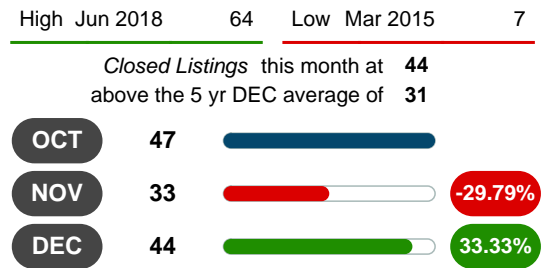


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 31



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	11.36%	33.6	0	4	1	0
\$40,001 - \$60,000	4	9.09%	134.3	2	2	0	0
\$60,001 - \$80,000	5	11.36%	32.6	1	4	0	0
\$80,001 - \$140,000	13	29.55%	85.8	1	9	3	0
\$140,001 - \$170,000	3	6.82%	102.0	0	3	0	0
\$170,001 - \$240,000	9	20.45%	76.1	0	6	3	0
\$240,001 and up	5	11.36%	63.4	0	0	4	1
<b>Total Closed Units</b>	<b>44</b>			<b>4</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,037,550</b>	<b>100%</b>	<b>74.8</b>	<b>254.50K</b>	<b>3.09M</b>	<b>2.29M</b>	<b>409.00K</b>
<b>Average Closed Price</b>	<b>\$137,217</b>			<b>\$63,625</b>	<b>\$110,216</b>	<b>\$208,000</b>	<b>\$409,000</b>

# December 2018



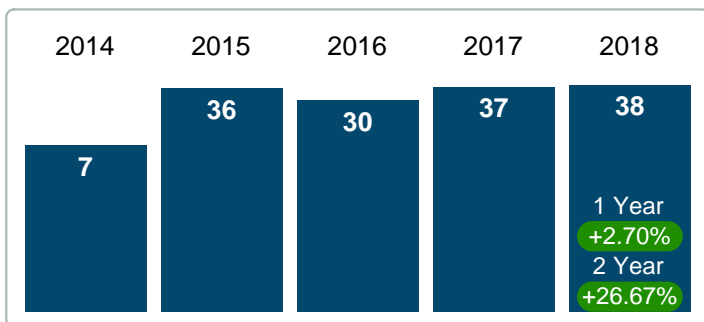
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



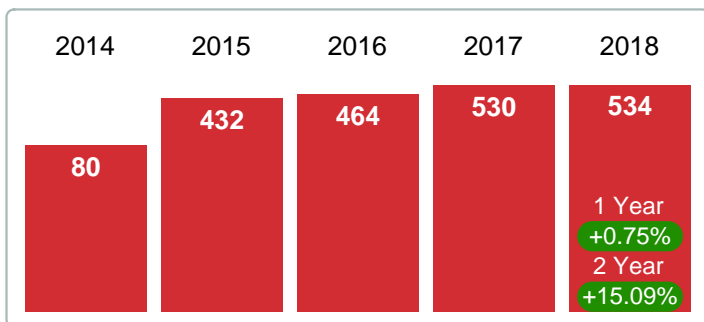
## PENDING LISTINGS

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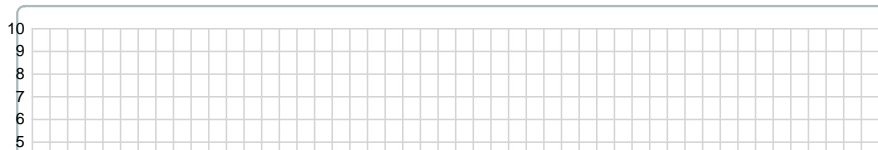
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 30

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at 38  
above the 5 yr DEC average of 30

OCT 0  
NOV 0  
DEC 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	10.53%	63.8	2	2	0	0
\$40,001 - \$70,000	2	5.26%	34.5	0	2	0	0
\$70,001 - \$120,000	8	21.05%	88.9	2	5	0	1
\$120,001 - \$160,000	9	23.68%	50.2	0	7	2	0
\$160,001 - \$190,000	6	15.79%	75.5	0	3	3	0
\$190,001 - \$240,000	4	10.53%	67.0	0	2	2	0
\$240,001 and up	5	13.16%	68.2	0	1	4	0
<b>Total Pending Units</b>	<b>38</b>			<b>4</b>	<b>22</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,626,105</b>	<b>100%</b>	<b>67.1</b>	<b>248.50K</b>	<b>2.79M</b>	<b>2.50M</b>	<b>92.50K</b>
<b>Average Listing Price</b>	<b>\$148,055</b>			<b>\$62,125</b>	<b>\$126,818</b>	<b>\$226,827</b>	<b>\$92,500</b>

# December 2018



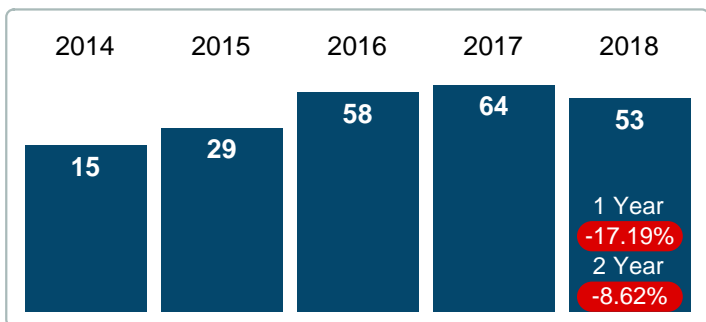
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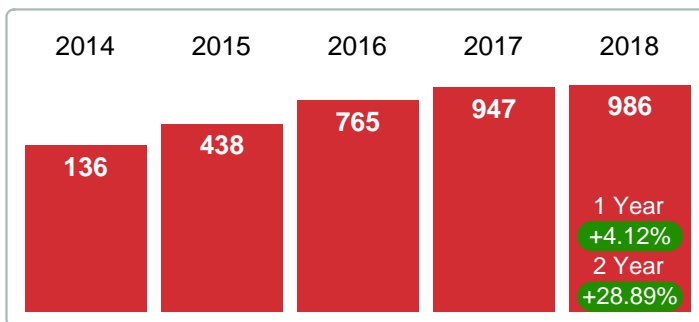
## NEW LISTINGS

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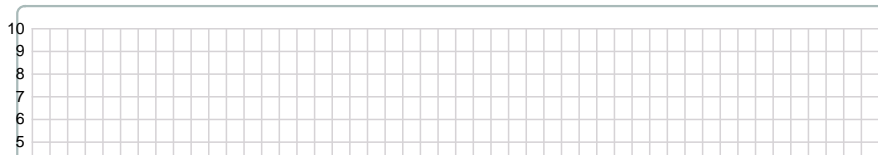
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



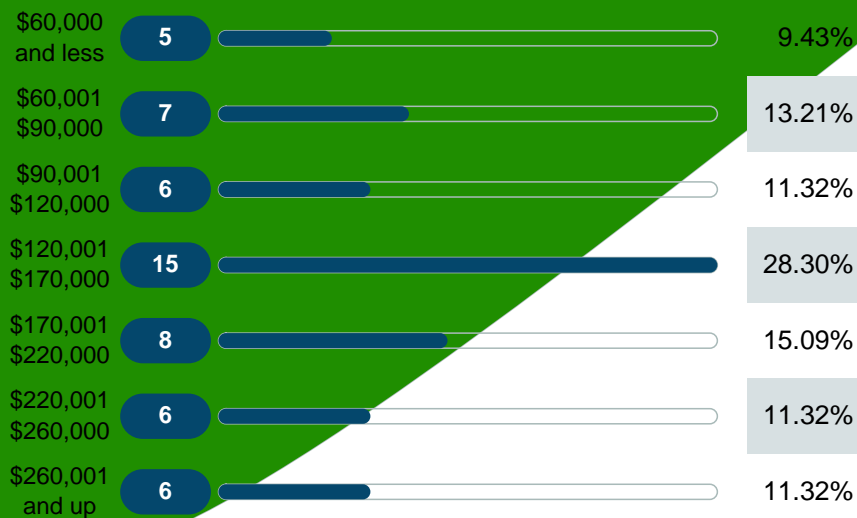
### 3 MONTHS

5 year DEC AVG = 44

High Dec 2018	0	Low Dec 2018	0
New Listings this month at <b>53</b> above the 5 yr DEC average of <b>44</b>			
OCT	0		
NOV	0		nan%
DEC	0		nan%

### Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	1	2	1	1
\$60,001 - \$90,000	0	5	2	0
\$90,001 - \$120,000	0	3	1	2
\$120,001 - \$170,000	1	10	4	0
\$170,001 - \$220,000	1	4	2	1
\$220,001 - \$260,000	0	5	1	0
\$260,001 and up	0	2	3	1
<b>Total</b>	<b>3</b>	<b>31</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>370.90K</b>	<b>4.83M</b>	<b>2.77M</b>	<b>1.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$123,633</b>	<b>\$155,706</b>	<b>\$198,204</b>	<b>\$264,080</b>

Total New Listed Units	53	
Total New Listed Volume	9,293,050	100%
Average New Listed Listing Price	\$149,459	

# December 2018



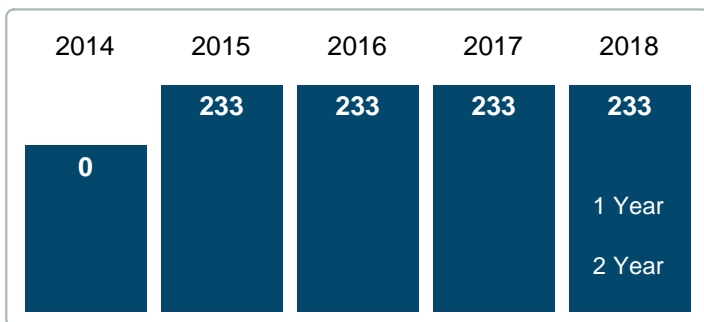
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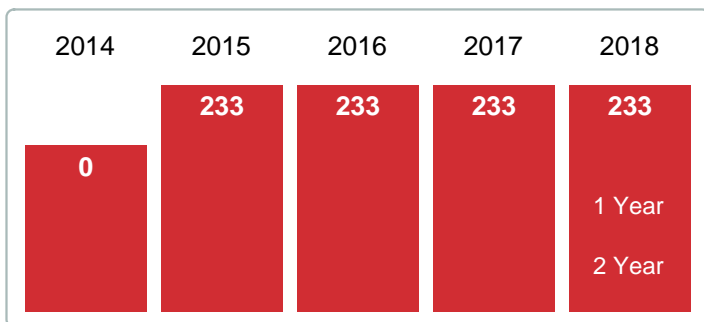
## ACTIVE INVENTORY

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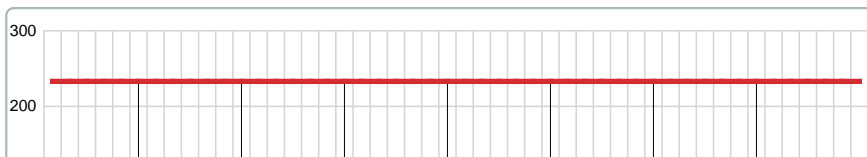
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 186

High Dec 2018 233 Low Dec 2018 233

Inventory this month at 233 above the 5 yr DEC average of 186

- OCT 233
- NOV 233 0.00%
- DEC 233 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.29%	71.0	3	0	0	0
\$25,001 - \$75,000	46	19.74%	123.1	17	27	1	1
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	90	38.63%	96.0	11	60	15	4
\$150,001 - \$200,000	32	13.73%	100.7	2	18	11	1
\$200,001 - \$275,000	33	14.16%	101.2	0	19	12	2
\$275,001 and up	29	12.45%	86.0	0	12	10	7
<b>Total Active Inventory by Units</b>	<b>233</b>			<b>33</b>	<b>136</b>	<b>49</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>42,679,630</b>	<b>100%</b>	<b>101.2</b>	<b>2.30M</b>	<b>23.62M</b>	<b>11.55M</b>	<b>5.21M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$183,174</b>			<b>\$69,739</b>	<b>\$173,693</b>	<b>\$235,636</b>	<b>\$347,327</b>

# December 2018



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



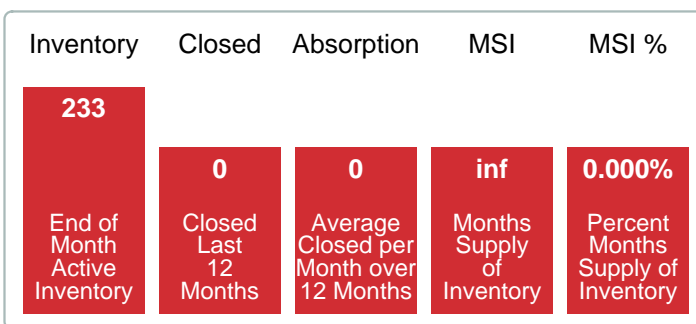
## MONTHS SUPPLY of INVENTORY (MSI)

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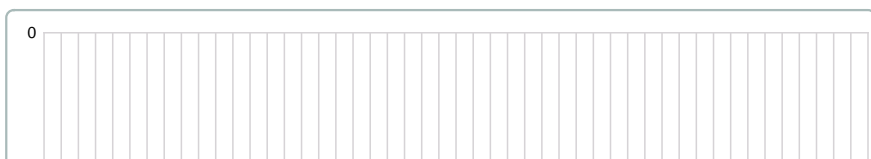
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2018

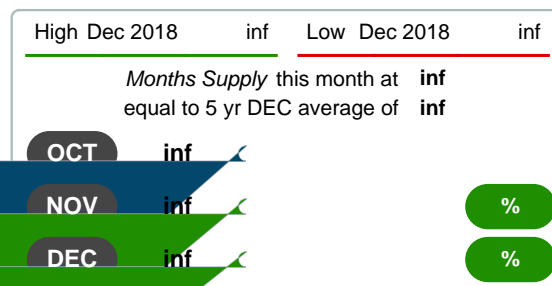


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14		6.01%	3.11	4.62	1.85	0.00	0.00	
\$40,001 - \$70,000	31		13.30%	5.10	3.60	6.32	2.40	0.00	
\$70,001 - \$90,000	34		14.59%	6.09	4.20	7.20	4.36	24.00	
\$90,001 - \$160,000	64		27.47%	4.39	4.29	3.69	10.40	8.00	
\$160,001 - \$210,000	34		14.59%	5.75	24.00	4.94	7.06	6.00	
\$210,001 - \$290,000	30		12.88%	6.79	0.00	5.63	6.60	0.00	
\$290,001 and up	26		11.16%	14.18	0.00	22.00	10.00	15.00	
Market Supply of Inventory (MSI)		5.43			4.30	4.93	7.17	18.00	
Total Active Inventory by Units		233	100%	5.43	33	136	49	15	

# December 2018



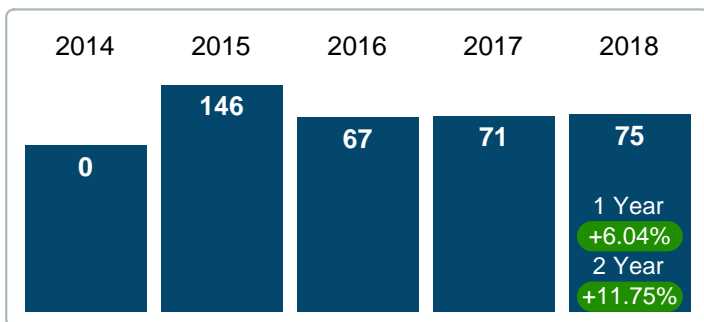
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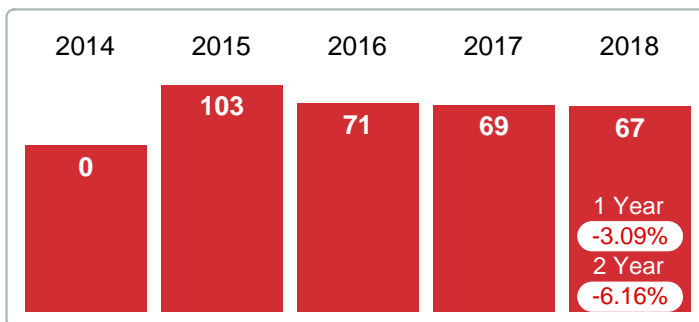
## AVERAGE DAYS ON MARKET TO SALE

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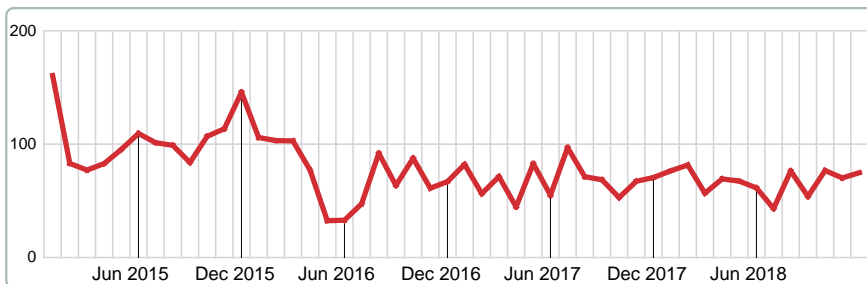
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

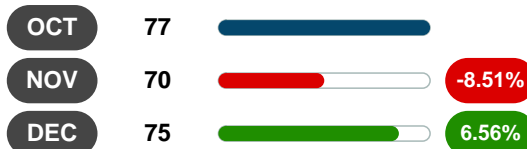


### 3 MONTHS

5 year DEC AVG = 72

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 75 above the 5 yr DEC average of 72



### 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
\$40,000 and less	11.36%	34	0	41	5	0
\$40,001 - \$60,000	9.09%	134	162	107	0	0
\$60,001 - \$80,000	11.36%	33	64	25	0	0
\$80,001 - \$140,000	29.55%	86	390	54	79	0
\$140,001 - \$170,000	6.82%	102	0	102	0	0
\$170,001 - \$240,000	20.45%	76	0	80	69	0
\$240,001 and up	11.36%	63	0	0	53	104
<b>Average Closed DOM</b>		<b>75</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>75</b>	<b>194</b>	<b>62</b>	<b>60</b>	<b>104</b>
<b>Total Closed Volume</b>		<b>6,037,550</b>	<b>254.50K</b>	<b>3.09M</b>	<b>2.29M</b>	<b>409.00K</b>

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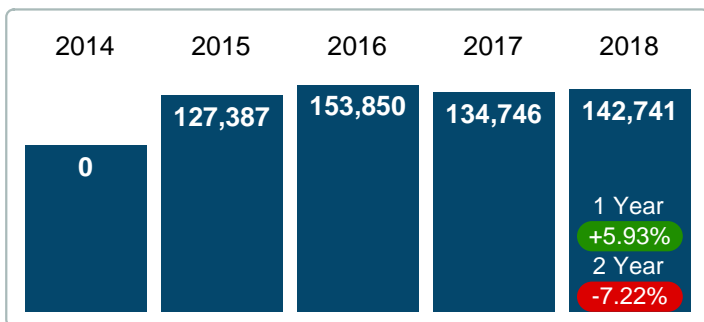
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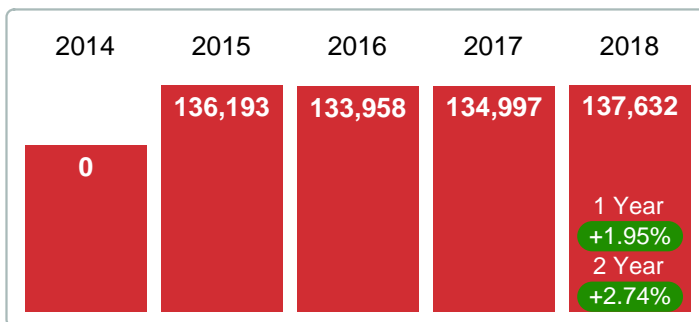
## AVERAGE LIST PRICE AT CLOSING

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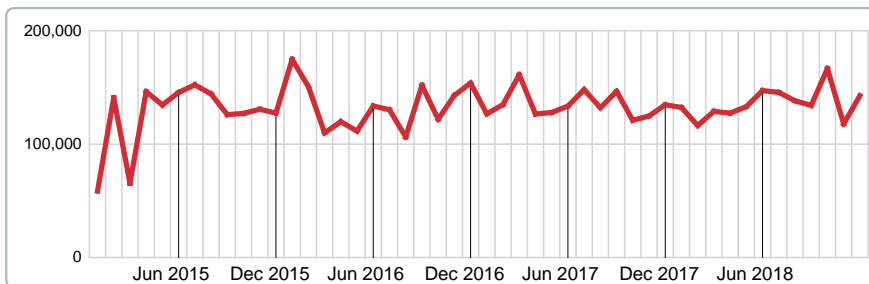
### DECEMBER



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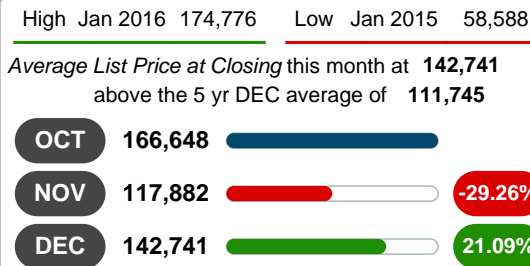


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 111,745



### 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		
\$40,000 and less	4	9.09%	32,550	0	34,800	33,500	0	
\$40,001 - \$60,000	5	11.36%	53,260	52,000	59,900	0	0	
\$60,001 - \$80,000	5	11.36%	68,440	64,900	69,325	0	0	
\$80,001 - \$140,000	12	27.27%	111,892	105,000	113,711	118,933	0	
\$140,001 - \$170,000	3	6.82%	154,000	0	166,167	0	0	
\$170,001 - \$240,000	10	22.73%	190,020	0	194,467	184,800	0	
\$240,001 and up	5	11.36%	367,400	0	0	353,000	425,000	
<b>Average List Price</b>		<b>142,741</b>		<b>68,475</b>	<b>115,179</b>	<b>214,245</b>	<b>425,000</b>	
<b>Total Closed Units</b>		<b>44</b>	<b>100%</b>	<b>142,741</b>	<b>4</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,280,600</b>			<b>273.90K</b>	<b>3.23M</b>	<b>2.36M</b>	<b>425.00K</b>



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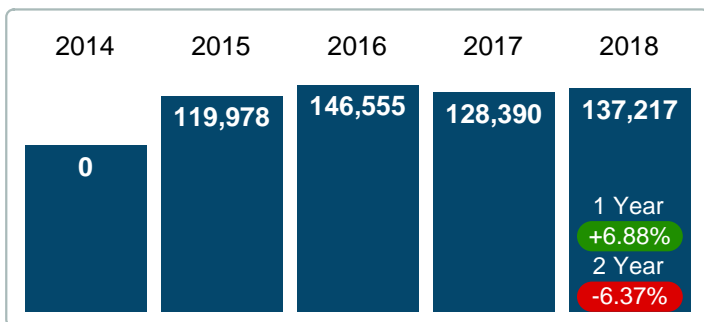
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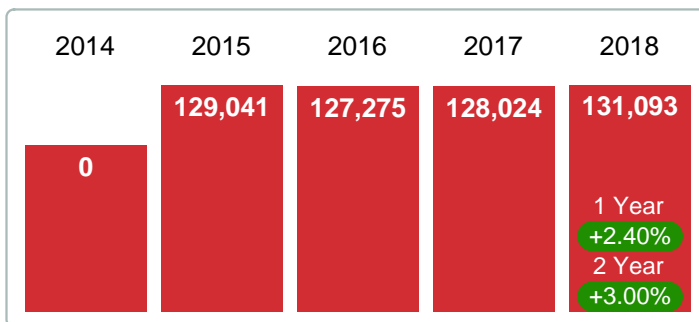
## AVERAGE SOLD PRICE AT CLOSING

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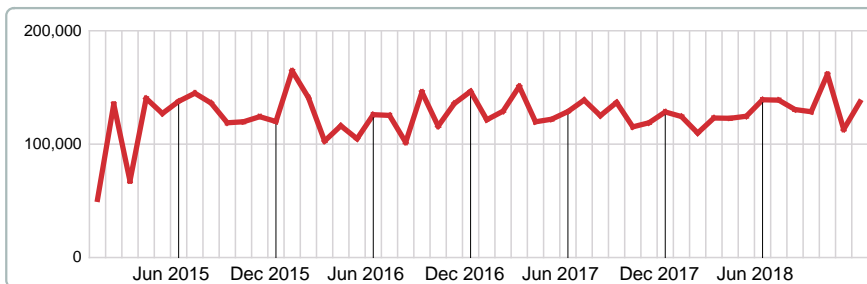
### DECEMBER



### YEAR TO DATE (YTD)

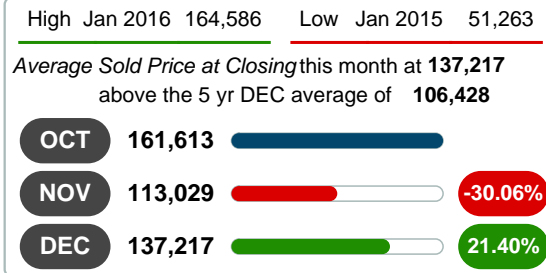


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 106,428



### 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
\$40,000 and less	11.36%	31,650	0	31,188	33,500	0
\$40,001 - \$60,000	9.09%	53,125	49,250	57,000	0	0
\$60,001 - \$80,000	11.36%	66,660	63,500	67,450	0	0
\$80,001 - \$140,000	29.55%	107,338	92,500	108,100	110,000	0
\$140,001 - \$170,000	6.82%	154,333	0	154,333	0	0
\$170,001 - \$240,000	20.45%	186,622	0	190,267	179,333	0
\$240,001 and up	11.36%	359,100	0	0	346,625	409,000
<b>Average Sold Price</b>		<b>137,217</b>	<b>63,625</b>	<b>110,216</b>	<b>208,000</b>	<b>409,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>137,217</b>	<b>4</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,037,550</b>	<b>254.50K</b>	<b>3.09M</b>	<b>2.29M</b>	<b>409.00K</b>

# December 2018



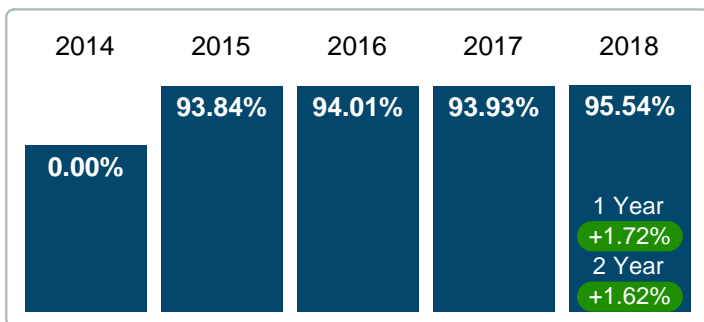
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



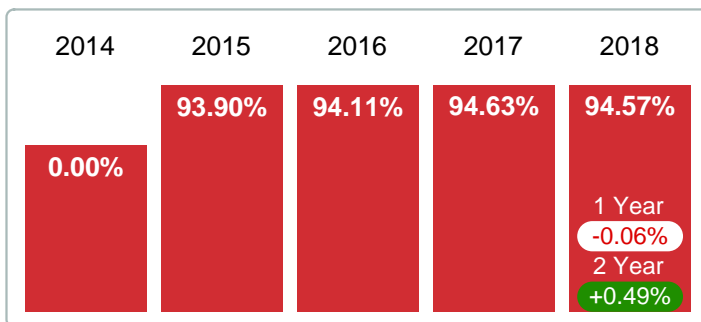
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 19, 2023 for MLS Technology Inc.

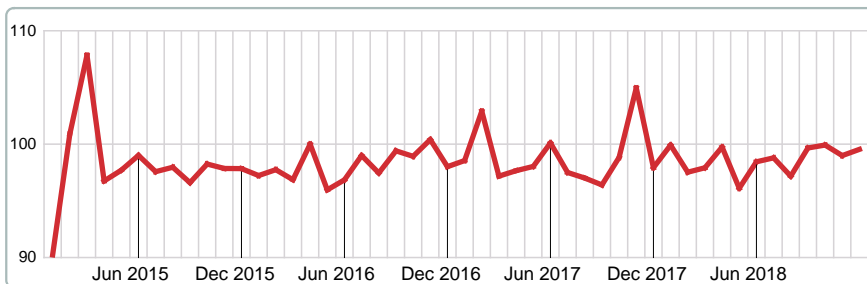
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

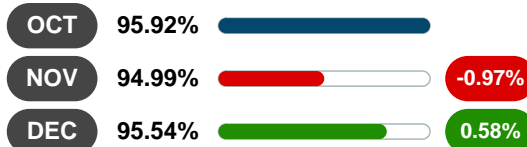


### 3 MONTHS

5 year DEC AVG = 75.46%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **95.54%** above the 5 yr DEC average of **75.46%**



### 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
\$40,000 and less	5	11.36%	93.20%	0.00%	91.50%	100.00%	0.00%
\$40,001 - \$60,000	4	9.09%	95.51%	95.87%	95.16%	0.00%	0.00%
\$60,001 - \$80,000	5	11.36%	97.35%	97.84%	97.23%	0.00%	0.00%
\$80,001 - \$140,000	13	29.55%	93.93%	88.10%	95.18%	92.14%	0.00%
\$140,001 - \$170,000	3	6.82%	93.08%	0.00%	93.08%	0.00%	0.00%
\$170,001 - \$240,000	9	20.45%	97.51%	0.00%	97.71%	97.12%	0.00%
\$240,001 and up	5	11.36%	98.20%	0.00%	0.00%	98.69%	96.24%
Average Sold/List Ratio		95.50%		94.42%	95.26%	96.59%	96.24%
Total Closed Units		44	100%	4	28	11	1
Total Closed Volume		6,037,550		254.50K	3.09M	2.29M	409.00K

# December 2018



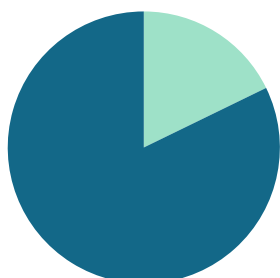
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

### INVENTORY



**Inventory**

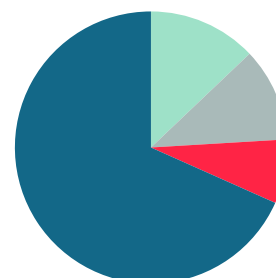
- New Listings **53 = 17.79%**
- Start Inventory **245**
- Total Inventory Units **298**
- Volume **\$53,110,635**

### Market Activity

**Market Activity**

- Closed Sales **44 = 12.90%**
- Pending Sales **38 = 11.14%**
- Other Off Market **26 = 7.62%**
- Active Inventory **233 = 68.33%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	43	44	2.33%	502	515	2.59%
Pending Sales	37	38	2.70%	530	534	0.75%
New Listings	64	53	-17.19%	947	986	4.12%
Average List Price	134,746	142,741	5.93%	134,997	137,632	1.95%
Average Sale Price	128,390	137,217	6.88%	128,024	131,093	2.40%
Average Percent of Selling Price to List Price	93.93%	95.54%	1.72%	94.63%	94.57%	-0.06%
Average Days on Market to Sale	70.56	74.82	6.04%	69.08	66.95	-3.09%
Monthly Inventory	246	233	-5.28%	246	233	-5.28%
Months Supply of Inventory	5.88	5.43	-7.68%	5.88	5.43	-7.68%

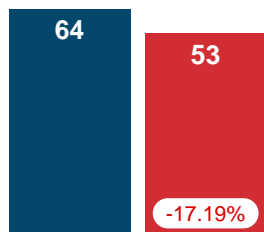
**Absorption:** Last 12 months, an Average of **43** Sales/Month

**Inventory** on December 31, 2018 = **233** 2017 2018

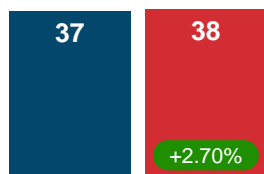
### DECEMBER MARKET

### AVERAGE PRICES

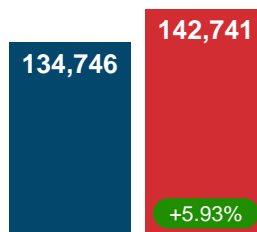
#### New Listings



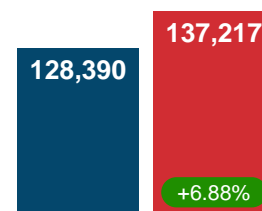
#### Pending Listings



#### List Price



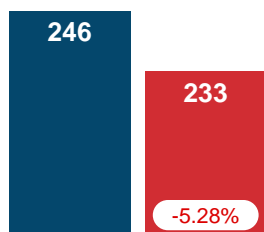
#### Sale Price



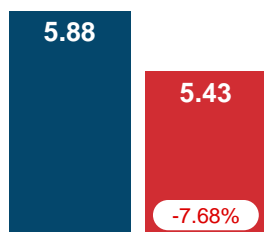
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

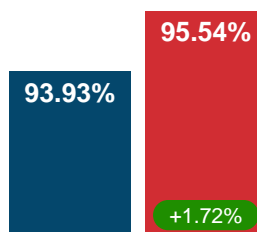
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

