

December 2018



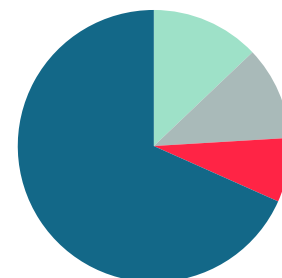
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	135,000	125,700	-6.89%
Median Sale Price	131,500	119,000	-9.51%
Median Percent of Selling Price to List Price	96.23%	96.30%	0.08%
Median Days on Market to Sale	48.00	54.50	13.54%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.51%** in December 2018 to \$119,000 versus the previous year at \$131,500.

Median Days on Market Lengthens

The median number of **54.50** days that homes spent on the market before selling increased by 6.50 days or **13.54%** in December 2018 compared to last year's same month at **48.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median Prices falling 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 Monthly Months 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

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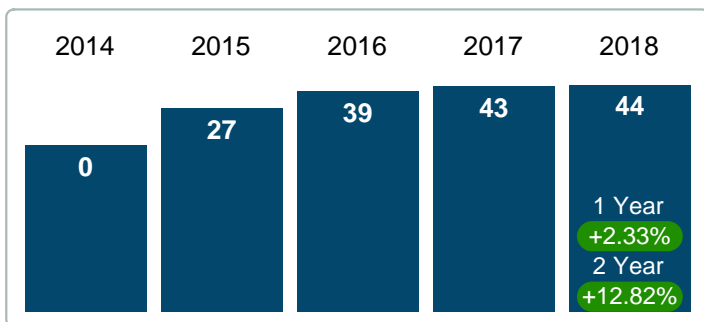
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



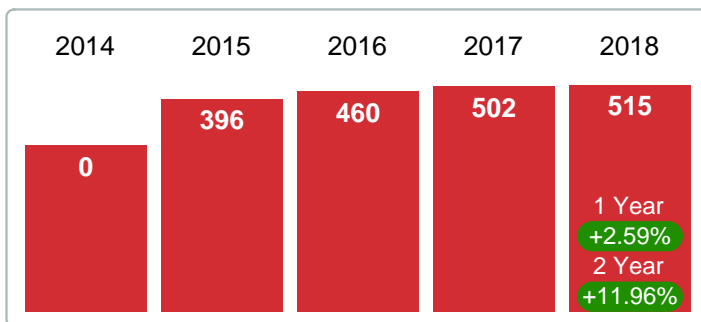
CLOSED LISTINGS

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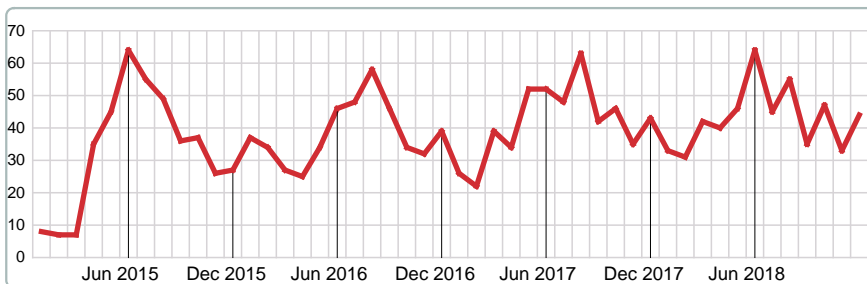
DECEMBER



YEAR TO DATE (YTD)

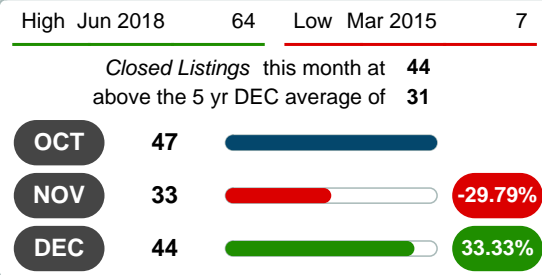


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	11.36%	12.0	0	4	1	0
\$40,001 - \$60,000	4	9.09%	115.0	2	2	0	0
\$60,001 - \$80,000	5	11.36%	33.0	1	4	0	0
\$80,001 - \$140,000	13	29.55%	59.0	1	9	3	0
\$140,001 - \$170,000	3	6.82%	54.0	0	3	0	0
\$170,001 - \$240,000	9	20.45%	59.0	0	6	3	0
\$240,001 and up	5	11.36%	38.0	0	0	4	1
Total Closed Units	44			4	28	11	1
Total Closed Volume	6,037,550	100%	54.5	254.50K	3.09M	2.29M	409.00K
Median Closed Price	\$119,000			\$57,500	\$104,000	\$180,000	\$409,000

December 2018



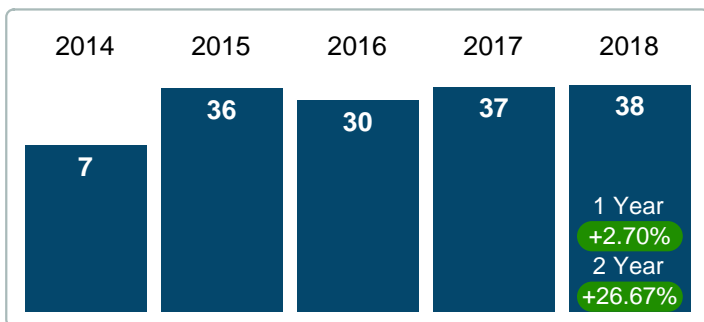
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



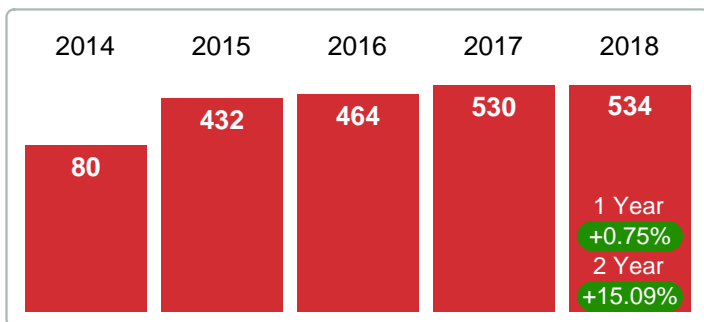
PENDING LISTINGS

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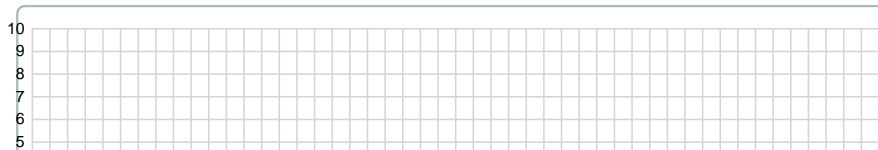
DECEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	10.53%	54.0	2	2	0	0
\$40,001 - \$70,000	2	5.26%	34.5	0	2	0	0
\$70,001 - \$120,000	8	21.05%	62.0	2	5	0	1
\$120,001 - \$160,000	9	23.68%	55.0	0	7	2	0
\$160,001 - \$190,000	6	15.79%	91.0	0	3	3	0
\$190,001 - \$240,000	4	10.53%	50.5	0	2	2	0
\$240,001 and up	5	13.16%	51.0	0	1	4	0
Total Pending Units	38			4	22	11	1
Total Pending Volume	5,626,105	100%	55.0	248.50K	2.79M	2.50M	92.50K
Median Listing Price	\$141,950			\$62,000	\$129,700	\$195,000	\$92,500

December 2018



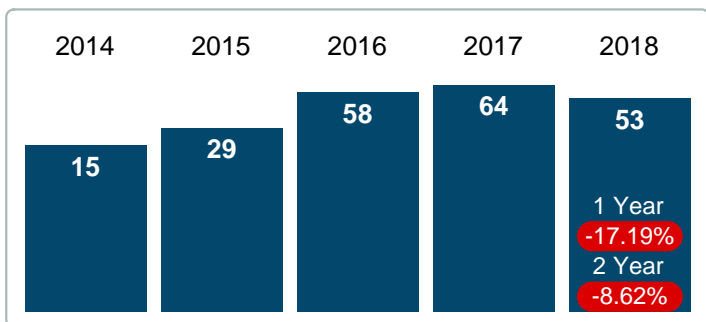
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



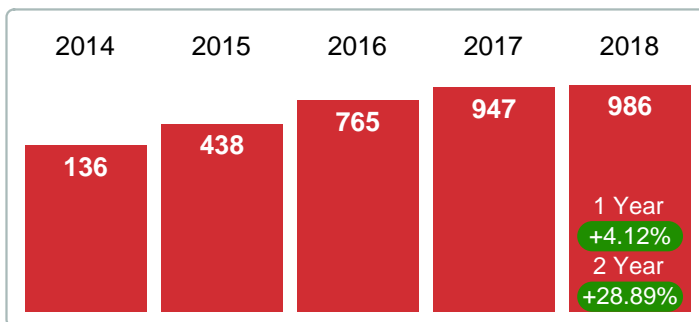
NEW LISTINGS

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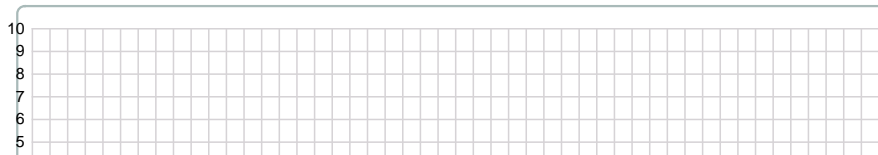
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 44

High Dec 2018: 0 Low Dec 2018: 0

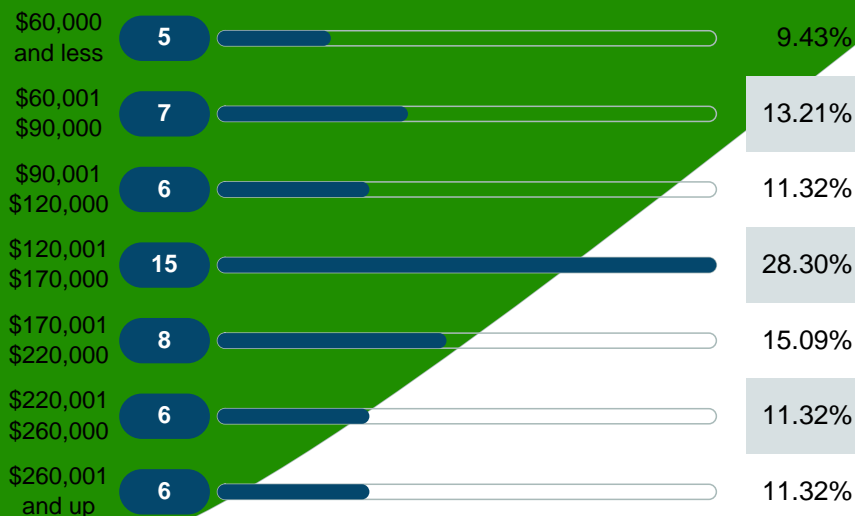
New Listings this month at **53**
above the 5 yr DEC average of **44**

OCT: 0
NOV: 0
DEC: 0

nan%
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
Total	3	31	14	5
Total New Listed Volume	370.90K	4.83M	2.77M	1.32M
Median New Listed Listing Price	\$126,500	\$138,500	\$142,450	\$102,000

Total New Listed Units	53	
Total New Listed Volume	9,293,050	100%
Median New Listed Listing Price	\$139,900	

December 2018



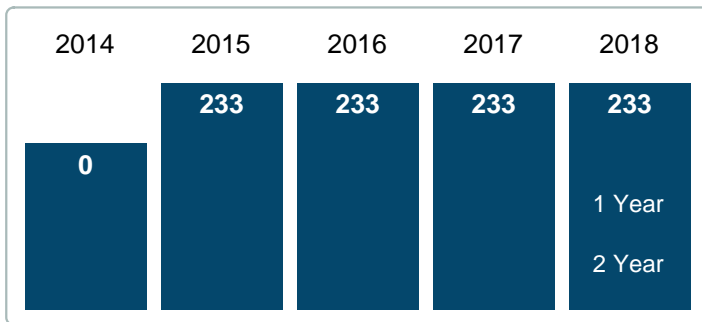
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



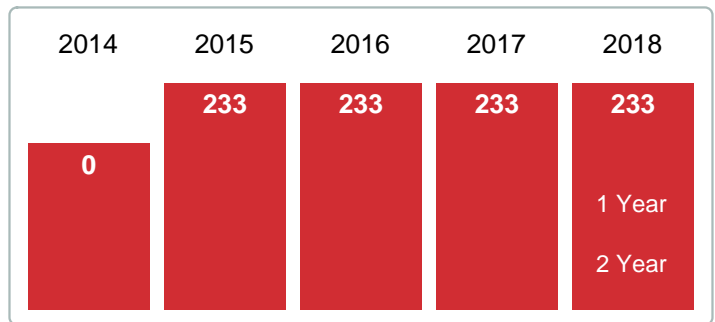
ACTIVE INVENTORY

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

END OF DECEMBER



ACTIVE DURING DECEMBER

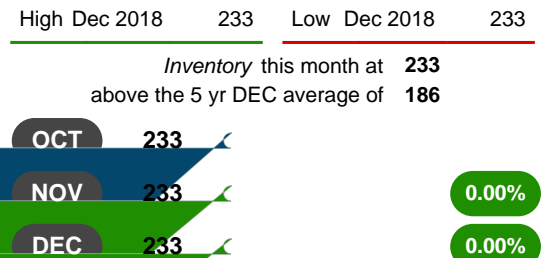


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 186



Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	6.01%	110.0	10	4	0	0
\$40,001 - \$70,000	31	13.30%	108.0	9	20	1	1
\$70,001 - \$90,000	34	14.59%	108.5	7	21	4	2
\$90,001 - \$160,000	64	27.47%	91.0	5	44	13	2
\$160,001 - \$210,000	34	14.59%	63.5	2	21	10	1
\$210,001 - \$290,000	30	12.88%	73.5	0	15	11	4
\$290,001 and up	26	11.16%	87.0	0	11	10	5
Total Active Inventory by Units	233			33	136	49	15
Total Active Inventory by Volume	42,679,630	100%	88.0	2.30M	23.62M	11.55M	5.21M
Median Active Inventory Listing Price	\$129,900			\$60,000	\$125,000	\$179,900	\$250,000

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



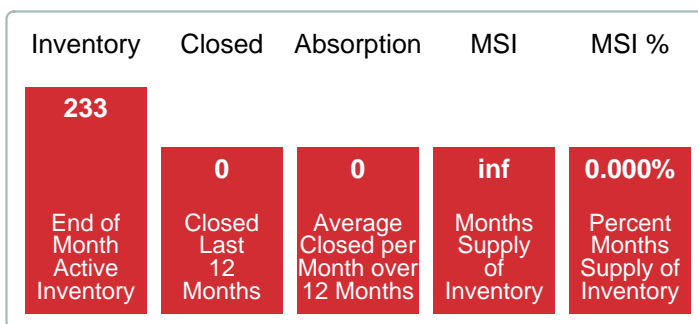
MONTHS SUPPLY of INVENTORY (MSI)

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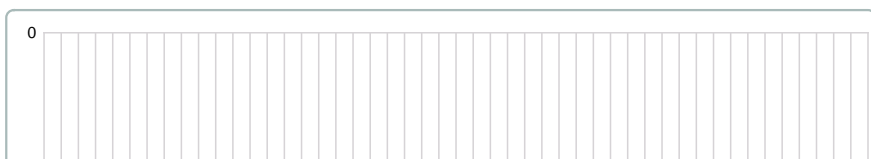
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

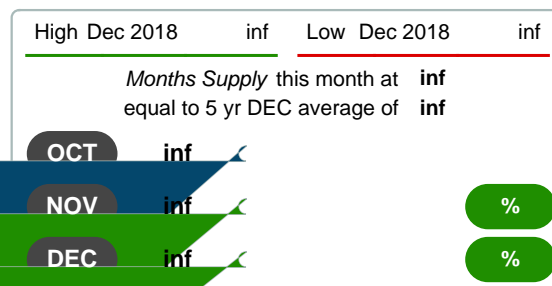


5 YEAR MARKET ACTIVITY TRENDS



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	

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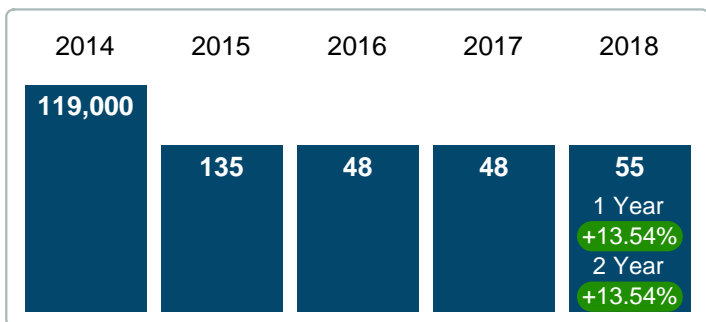
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



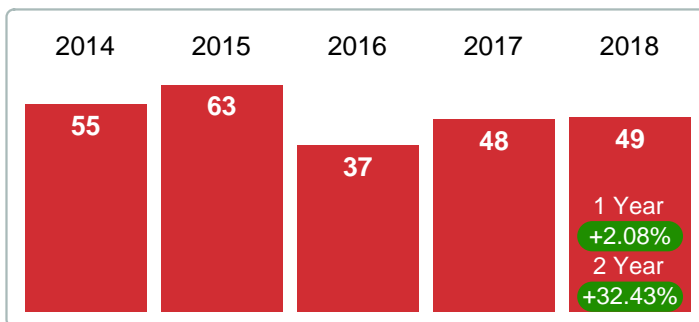
MEDIAN DAYS ON MARKET TO SALE

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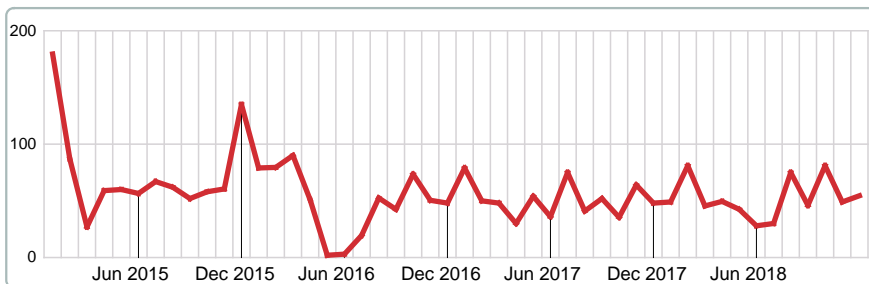
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23,857

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 55 below the 5 yr DEC average of 23,857



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
\$40,000 and less	5	11.36%	12	0	28	5	0
\$40,001 - \$60,000	4	9.09%	115	162	107	0	0
\$60,001 - \$80,000	5	11.36%	33	64	21	0	0
\$80,001 - \$140,000	13	29.55%	59	390	54	64	0
\$140,001 - \$170,000	3	6.82%	54	0	54	0	0
\$170,001 - \$240,000	9	20.45%	59	0	73	50	0
\$240,001 and up	5	11.36%	38	0	0	31	104
Median Closed DOM			55				
Total Closed Units		100%	54.5	4	28	11	1
Total Closed Volume			6,037,550	254.50K	3.09M	2.29M	409.00K

December 2018



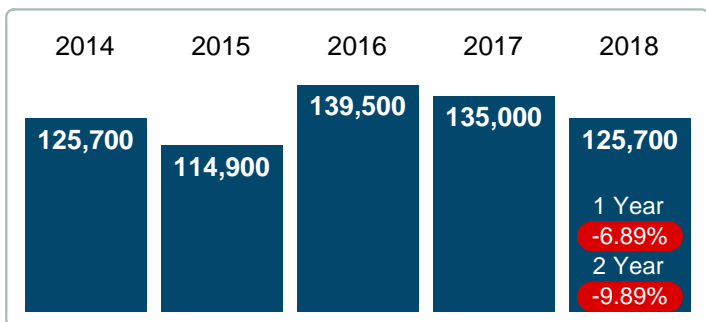
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



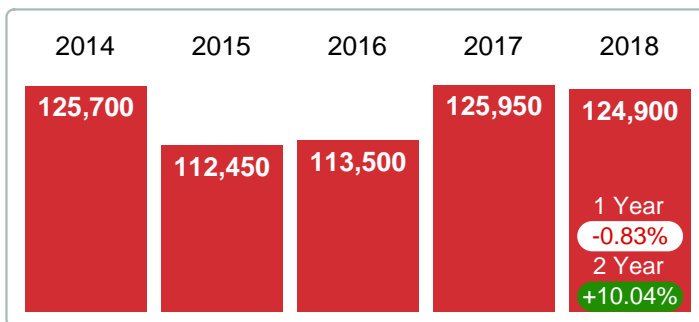
MEDIAN LIST PRICE AT CLOSING

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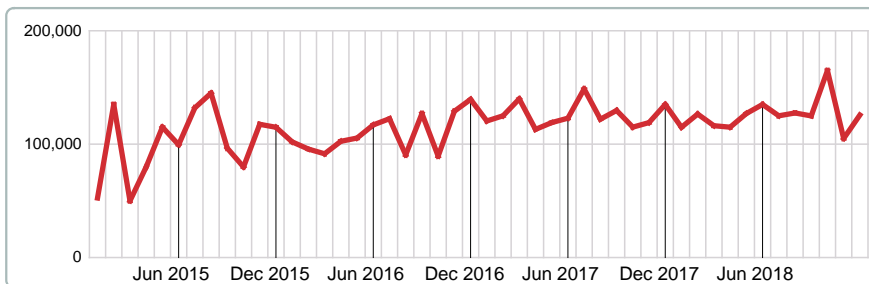
DECEMBER



YEAR TO DATE (YTD)

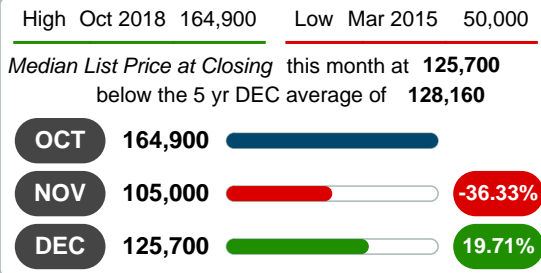


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 128,160



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
\$40,000 and less	4	36,250	0	39,000	33,500	0
\$40,001 - \$60,000	5	59,000	52,000	59,900	0	0
\$60,001 - \$80,000	5	69,500	64,900	69,750	0	0
\$80,001 - \$140,000	12	112,000	105,000	107,000	123,900	0
\$140,001 - \$170,000	3	149,500	0	149,500	0	0
\$170,001 - \$240,000	10	183,200	0	181,500	189,500	0
\$240,001 and up	5	339,500	0	0	319,000	425,000
Median List Price		125,700	61,950	107,000	189,500	425,000
Total Closed Units		44	4	28	11	1
Total Closed Volume		6,280,600	273.90K	3.23M	2.36M	425.00K

December 2018



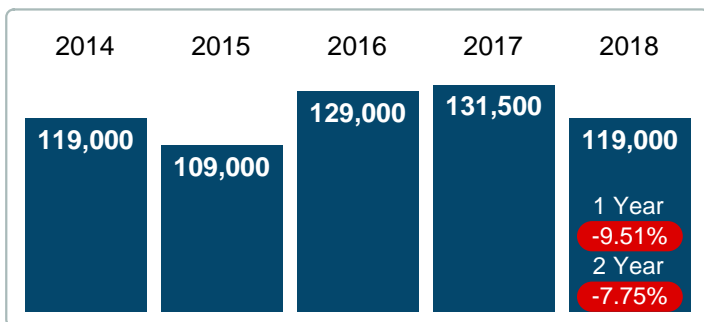
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



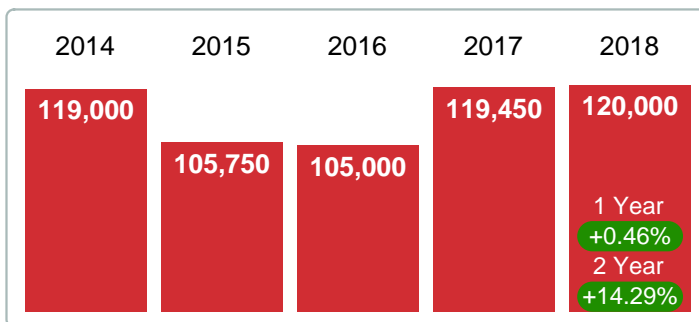
MEDIAN SOLD PRICE AT CLOSING

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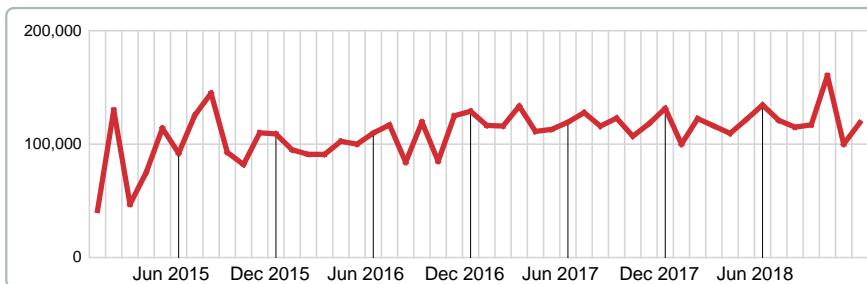
DECEMBER



YEAR TO DATE (YTD)

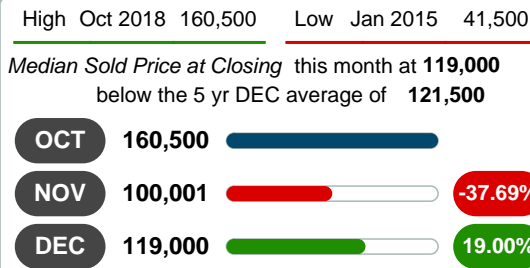


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121,500



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
\$40,000 and less	5	11.36%	33,500	0	33,525	33,500	0
\$40,001 - \$60,000	4	9.09%	53,250	49,250	57,000	0	0
\$60,001 - \$80,000	5	11.36%	63,900	63,500	66,950	0	0
\$80,001 - \$140,000	13	29.55%	118,000	92,500	118,000	119,000	0
\$140,001 - \$170,000	3	6.82%	155,000	0	155,000	0	0
\$170,001 - \$240,000	9	20.45%	175,000	0	174,450	180,000	0
\$240,001 and up	5	11.36%	365,000	0	0	321,250	409,000
Median Sold Price			119,000	57,500	104,000	180,000	409,000
Total Closed Units		100%	119,000	4	28	11	1
Total Closed Volume			6,037,550	254.50K	3.09M	2.29M	409.00K

December 2018



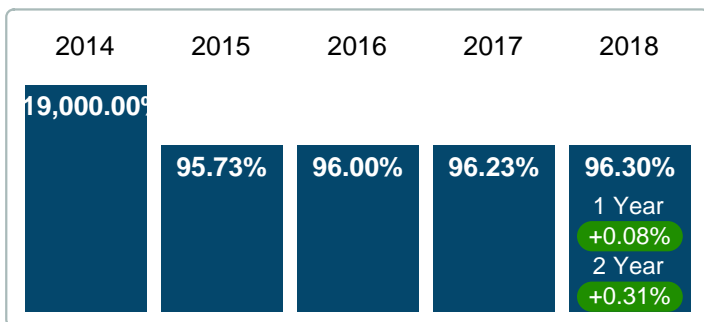
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



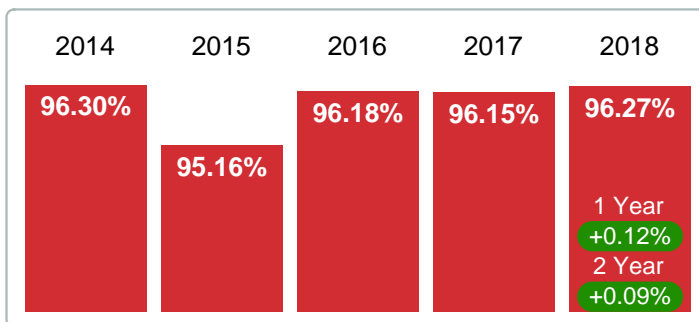
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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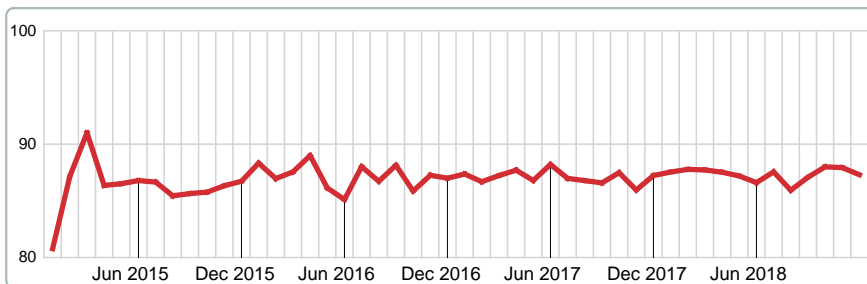
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

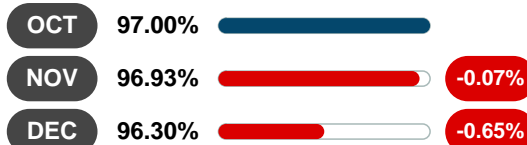


3 MONTHS

5 year DEC AVG = 23,876.85%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **96.30%**
 below the 5 yr DEC average of **23,876.85%**



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
\$40,000 and less	5	11.36%	100.00%	0.00%	100.00%	100.00%	0.00%
\$40,001 - \$60,000	4	9.09%	95.16%	95.87%	95.16%	0.00%	0.00%
\$60,001 - \$80,000	5	11.36%	97.84%	97.84%	98.49%	0.00%	0.00%
\$80,001 - \$140,000	13	29.55%	94.55%	88.10%	94.89%	92.21%	0.00%
\$140,001 - \$170,000	3	6.82%	91.18%	0.00%	91.18%	0.00%	0.00%
\$170,001 - \$240,000	9	20.45%	98.35%	0.00%	98.38%	96.37%	0.00%
\$240,001 and up	5	11.36%	96.24%	0.00%	0.00%	97.14%	96.24%
Median Sold/List Ratio		96.30%		92.97%	96.98%	96.05%	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

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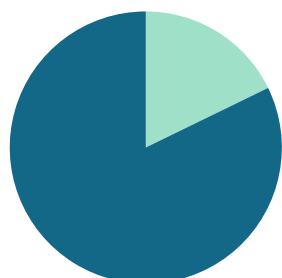
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

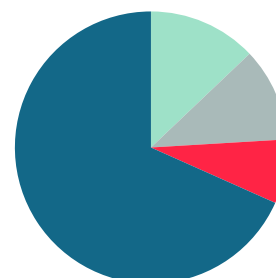


Inventory
 New Listings
53 = 17.79%
 Start Inventory
245
 Total Inventory Units
298
 Volume
\$53,110,635

Market Activity

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%
Median List Price	135,000	125,700	-6.89%	125,950	124,900	-0.83%
Median Sale Price	131,500	119,000	-9.51%	119,450	120,000	0.46%
Median Percent of Selling Price to List Price	96.23%	96.30%	0.08%	96.15%	96.27%	0.12%
Median Days on Market to Sale	48.00	54.50	13.54%	48.00	49.00	2.08%
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

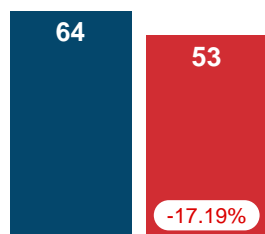
Inventory on December 31, 2018 = **233**

2017 **2018**

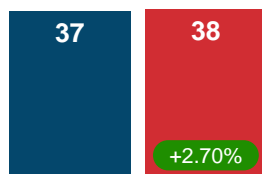
DECEMBER MARKET

MEDIAN PRICES

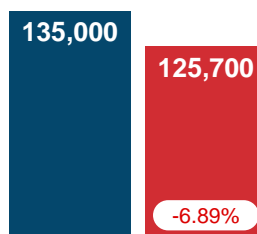
New Listings



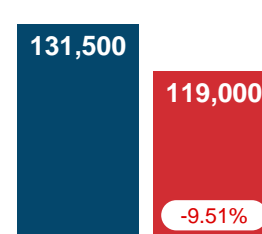
Pending Listings



List Price



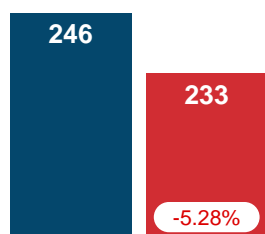
Sale Price



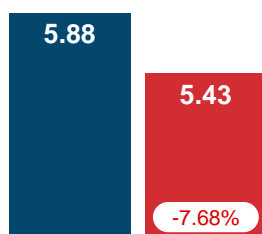
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

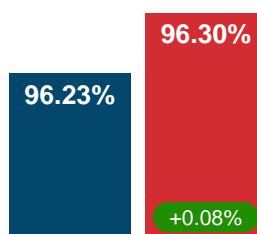
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

