

November 2018



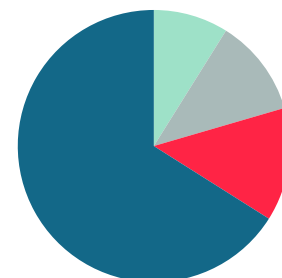
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	35	33	-5.71%
Pending Listings	34	43	26.47%
New Listings	53	50	-5.66%
Average List Price	124,840	117,882	-5.57%
Average Sale Price	118,863	113,029	-4.91%
Average Percent of Selling Price to List Price	100.96%	94.99%	-5.91%
Average Days on Market to Sale	67.23	70.21	4.44%
End of Month Inventory	258	245	-5.04%
Months Supply of Inventory	6.22	5.72	-7.99%



■ Closed (8.89%)
■ Pending (11.59%)
■ Other OffMarket (13.48%)
■ Active (66.04%)

Absorption: Last 12 months, an Average of **43 Sales/Month**
Active Inventory as of November 30, 2018 = **245**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **5.04%** to 245 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 **5.72** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.91%** in November 2018 to \$113,029 versus the previous year at \$118,863.

Average Days on Market Lengthens

The average number of **70.21** days that homes spent on the market before selling increased by 2.98 days or **4.44%** in November 2018 compared to last year's same month at **67.23** DOM.

Sales Success for November 2018 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 50 New Listings in November 2018, down **5.66%** from last year at 53. Furthermore, there were 33 Closed Listings this month versus last year at 35, a **-5.71%** decrease.

Closed versus Listed trends yielded a **66.0%** ratio, down from previous year's, November 2017, at **66.0%**, a **0.06%** downswing. 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

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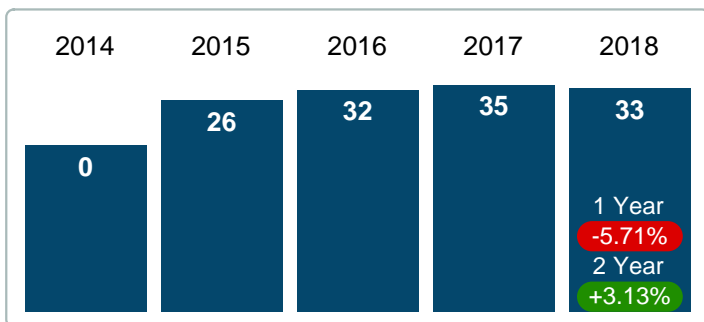
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



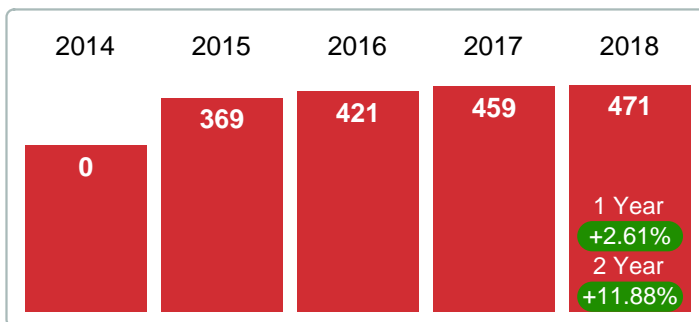
CLOSED LISTINGS

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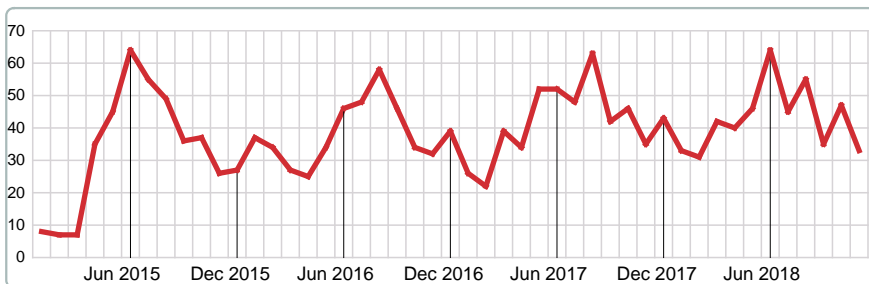
NOVEMBER



YEAR TO DATE (YTD)

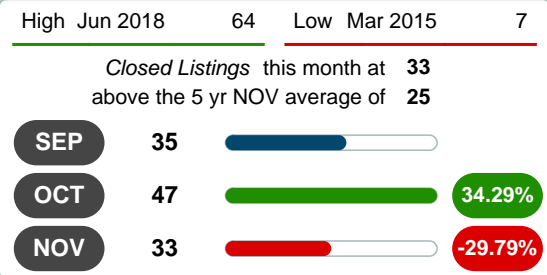


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.09%	58.7	1	2	0	0
\$50,001 - \$70,000	3	9.09%	53.0	0	3	0	0
\$70,001 - \$80,000	5	15.15%	94.0	1	2	2	0
\$80,001 - \$110,000	9	27.27%	37.7	1	8	0	0
\$110,001 - \$140,000	3	9.09%	215.0	0	2	0	1
\$140,001 - \$170,000	6	18.18%	47.8	0	6	0	0
\$170,001 and up	4	12.12%	60.3	0	3	1	0
Total Closed Units	33			3	26	3	1
Total Closed Volume	3,729,973	100%	70.2	182.00K	3.10M	330.00K	116.00K
Average Closed Price	\$113,029			\$60,667	\$119,307	\$110,000	\$116,000

November 2018



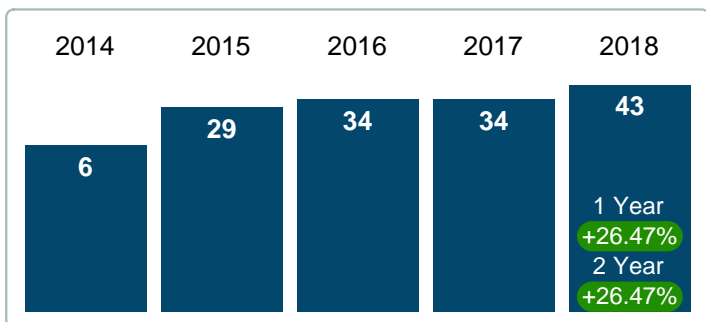
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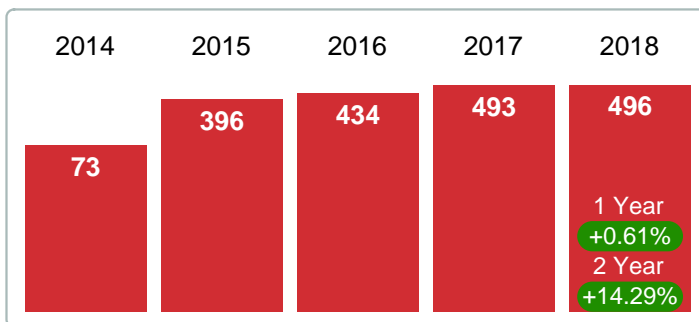
PENDING LISTINGS

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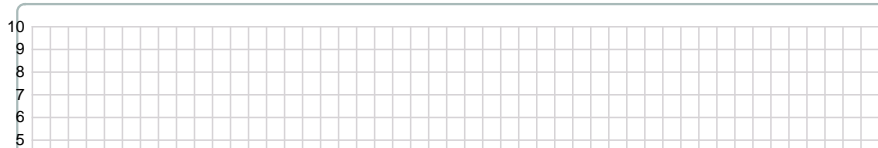
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 43 above the 5 yr NOV average of 29

SEP 0
OCT 0
NOV 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.98%	10.0	0	2	1	0
\$40,001 - \$70,000	7	16.28%	87.7	2	4	1	0
\$70,001 - \$90,000	6	13.95%	38.7	2	4	0	0
\$90,001 - \$130,000	9	20.93%	105.1	2	4	3	0
\$130,001 - \$180,000	8	18.60%	63.9	0	8	0	0
\$180,001 - \$220,000	5	11.63%	83.4	0	3	2	0
\$220,001 and up	5	11.63%	119.0	0	2	3	0
Total Pending Units	43			6	27	10	0
Total Pending Volume	5,673,488	100%	77.4	489.40K	3.33M	1.86M	0.00B
Average Listing Price	\$130,964			\$81,567	\$123,278	\$185,559	\$0

November 2018



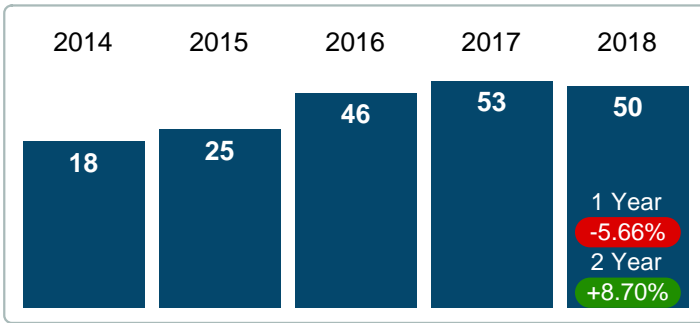
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



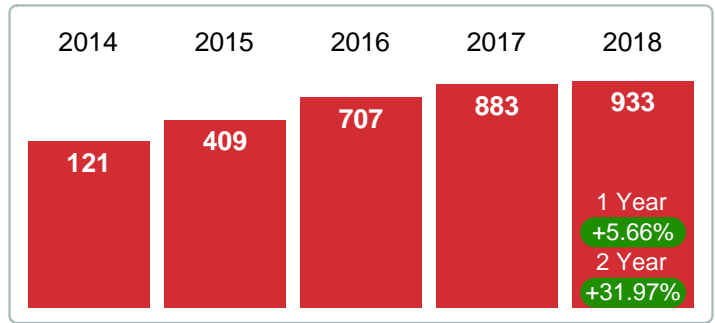
NEW LISTINGS

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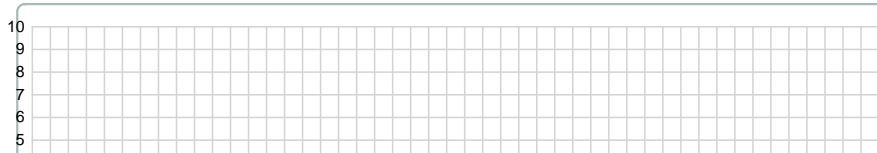
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 38

High Nov 2018: 0 | Low Nov 2018: 0

New Listings this month at **50**
above the 5 yr NOV average of **38**

SEP: 0
OCT: 0
NOV: 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$40,000 and less	5	10.00%
\$40,001 - \$70,000	5	10.00%
\$70,001 - \$100,000	7	14.00%
\$100,001 - \$170,000	14	28.00%
\$170,001 - \$200,000	7	14.00%
\$200,001 - \$290,000	7	14.00%
\$290,001 and up	5	10.00%

1-2 Beds | 3 Beds | 4 Beds | 5+ Beds

2	2	1	0
1	4	0	0
2	4	1	0
0	13	1	0
0	3	4	0
0	4	2	1
0	0	4	1

Total New Listed Units	50	
Total New Listed Volume	8,085,200	100%
Average New Listed Listing Price	\$115,307	

5	30	13	2
282.90K	3.81M	3.20M	784.00K
\$56,580	\$127,127	\$246,500	\$392,000

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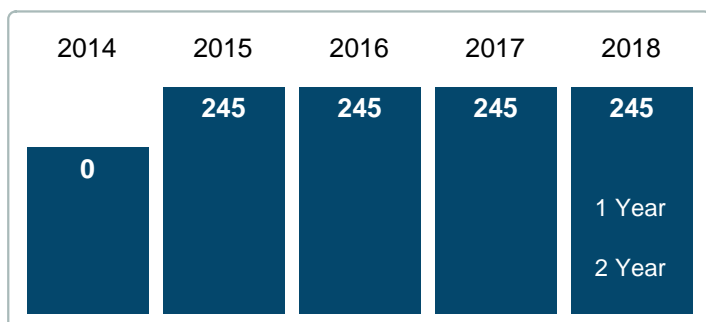
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



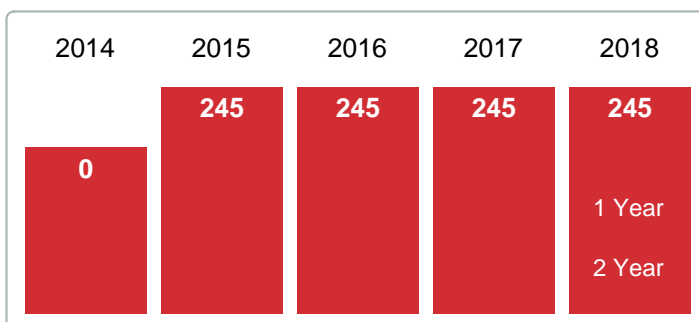
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 196

High Nov 2018 245 Low Nov 2018 245

Inventory this month at 245
above the 5 yr NOV average of 196

SEP 245
OCT 245
NOV 245

0.00%

0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	1.63%	45.0	4	0	0	0
\$25,001 - \$75,000	46	18.78%	108.3	19	27	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	93	37.96%	87.2	13	65	12	3
\$150,001 - \$200,000	40	16.33%	97.5	2	21	17	0
\$200,001 - \$275,000	33	13.47%	101.9	0	18	13	2
\$275,001 and up	29	11.84%	74.0	0	11	12	6
Total Active Inventory by Units	245			38	142	54	11
Total Active Inventory by Volume	43,817,585	100%	92.6	2.53M	24.06M	13.24M	3.98M
Average Active Inventory Listing Price	\$178,847			\$66,545	\$169,452	\$245,272	\$362,000

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



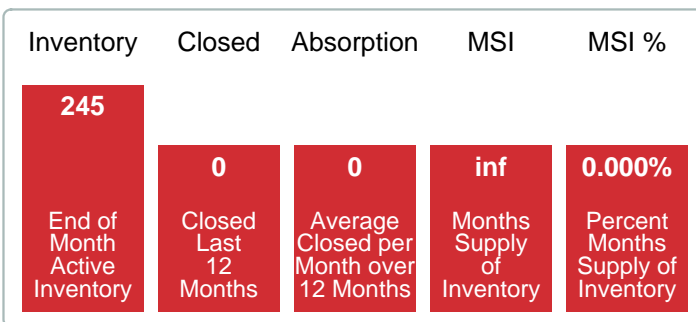
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

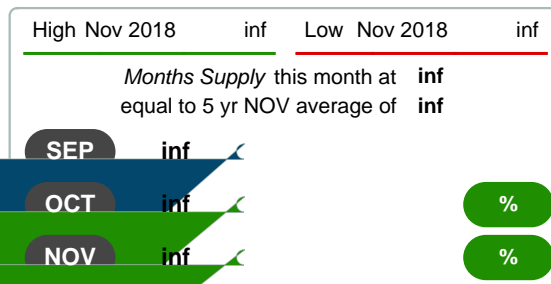


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	20	8.16%	4.44	5.79	3.13	0.00	0.00
\$40,001 - \$70,000	26	10.61%	4.33	3.43	5.68	0.00	0.00
\$70,001 - \$90,000	36	14.69%	6.55	5.14	8.12	2.40	24.00
\$90,001 - \$160,000	66	26.94%	4.55	4.62	4.00	10.29	4.00
\$160,001 - \$210,000	40	16.33%	6.58	12.00	5.39	10.11	0.00
\$210,001 - \$290,000	31	12.65%	6.64	0.00	5.00	7.58	0.00
\$290,001 and up	26	10.61%	16.42	0.00	20.00	14.40	16.00
Market Supply of Inventory (MSI)			5.72	4.85	5.16	8.10	13.20
Total Active Inventory by Units		100%	5.72	38	142	54	11

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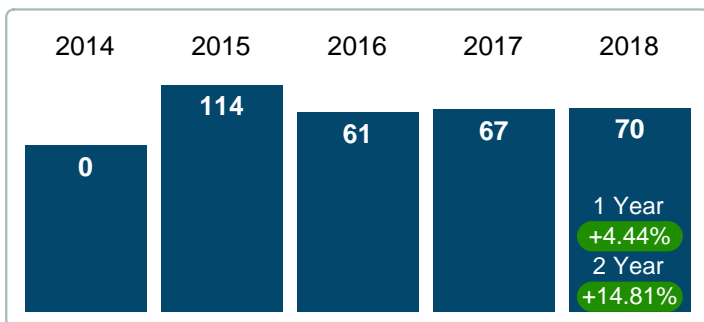
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



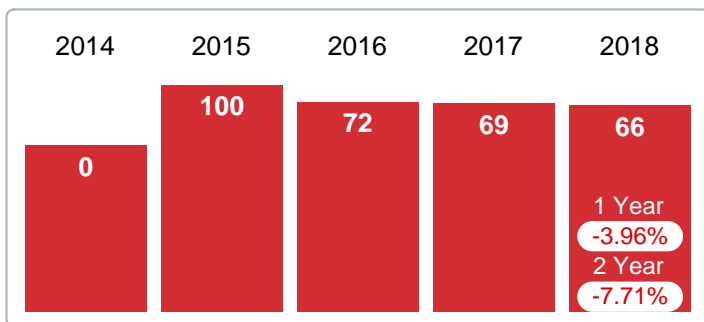
AVERAGE DAYS ON MARKET TO SALE

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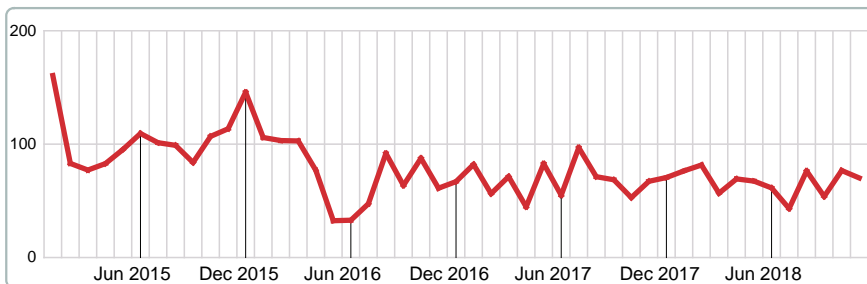
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 62

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 70 above the 5 yr NOV average of 62



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
\$50,000 and less	9.09%	59	162	7	0	0
\$50,001 - \$70,000	9.09%	53	0	53	0	0
\$70,001 - \$80,000	15.15%	94	178	70	77	0
\$80,001 - \$110,000	27.27%	38	1	42	0	0
\$110,001 - \$140,000	9.09%	215	0	222	0	202
\$140,001 - \$170,000	18.18%	48	0	48	0	0
\$170,001 and up	12.12%	60	0	62	56	0
Average Closed DOM		70	114	60	70	202
Total Closed Units	100%	70	3	26	3	1
Total Closed Volume		3,729,973	182.00K	3.10M	330.00K	116.00K

November 2018



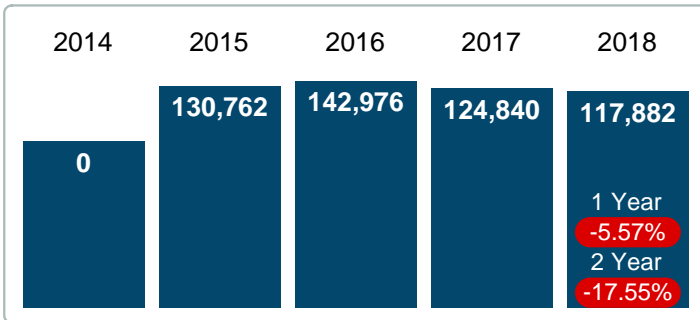
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



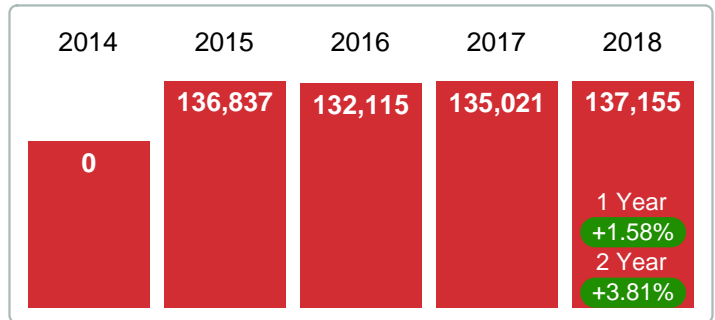
AVERAGE LIST PRICE AT CLOSING

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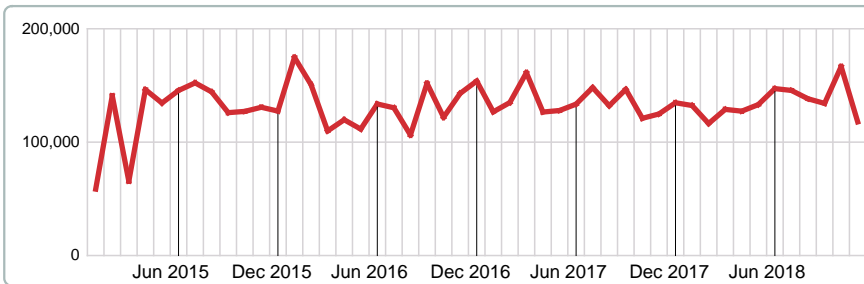
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

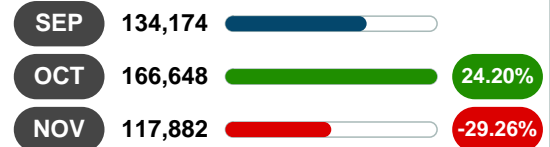


3 MONTHS

5 year NOV AVG = 103,292

High Jan 2016 174,776 Low Jan 2015 58,588

Average List Price at Closing this month at 117,882 above the 5 yr NOV average of 103,292



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
\$50,000 and less	9.09%	25,933	29,900	23,950	0	0
\$50,001 - \$70,000	6.06%	61,950	0	67,933	0	0
\$70,001 - \$80,000	9.09%	76,300	85,000	79,000	80,450	0
\$80,001 - \$110,000	36.36%	96,742	86,000	102,500	0	0
\$110,001 - \$140,000	12.12%	125,475	0	123,950	0	119,000
\$140,001 - \$170,000	12.12%	153,500	0	154,817	0	0
\$170,001 and up	15.15%	236,540	0	267,933	199,000	0
Average List Price		117,882	66,967	123,473	119,967	119,000
Total Closed Units	100%	117,882	3	26	3	1
Total Closed Volume		3,890,100	200.90K	3.21M	359.90K	119.00K

November 2018



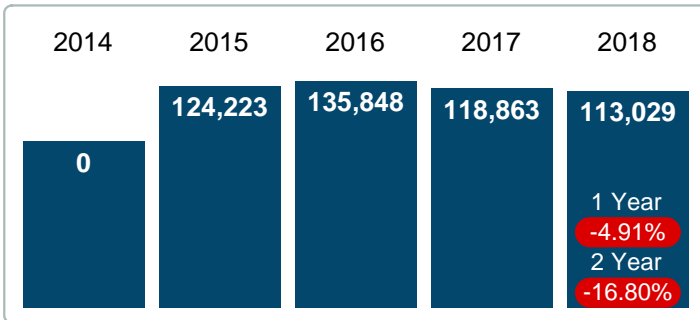
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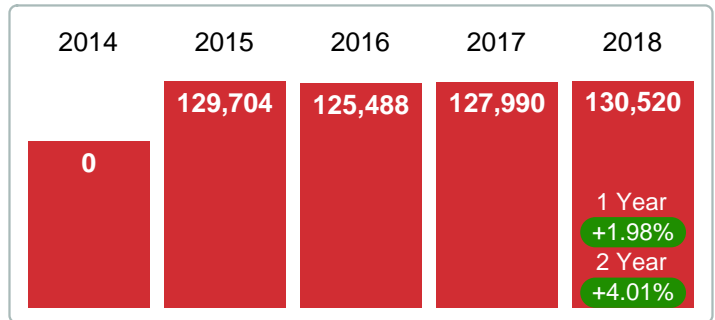
AVERAGE SOLD PRICE AT CLOSING

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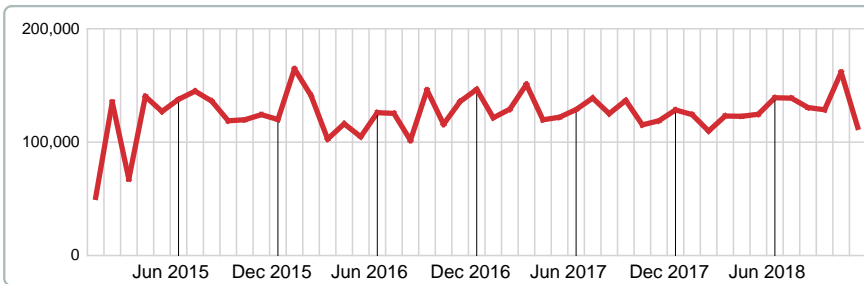
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

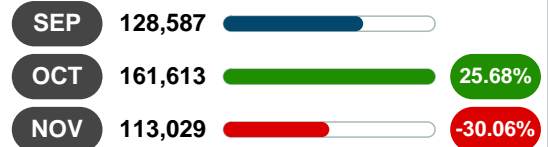


3 MONTHS

5 year NOV AVG = 98,393

High Jan 2016 164,586 Low Jan 2015 51,263

Average Sold Price at Closing this month at 113,029 above the 5 yr NOV average of 98,393



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
\$50,000 and less	9.09%	21,633	17,000	23,950	0	0
\$50,001 - \$70,000	9.09%	62,074	0	62,074	0	0
\$70,001 - \$80,000	15.15%	75,000	79,000	72,500	75,500	0
\$80,001 - \$110,000	27.27%	97,872	86,000	99,356	0	0
\$110,001 - \$140,000	9.09%	119,000	0	120,500	0	116,000
\$140,001 - \$170,000	18.18%	151,167	0	151,167	0	0
\$170,001 and up	12.12%	239,750	0	260,000	179,000	0
Average Sold Price		113,029	60,667	119,307	110,000	116,000
Total Closed Units	100%	113,029	3	26	3	1
Total Closed Volume		3,729,973	182.00K	3.10M	330.00K	116.00K

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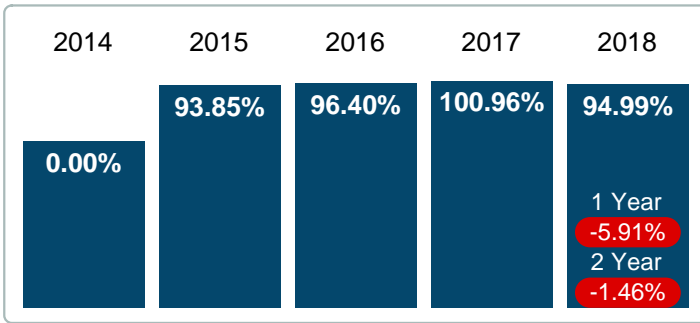
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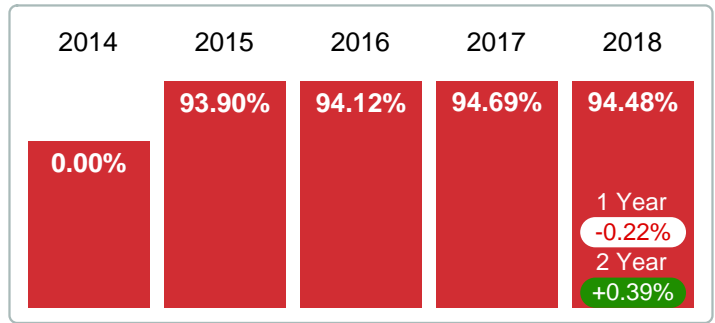
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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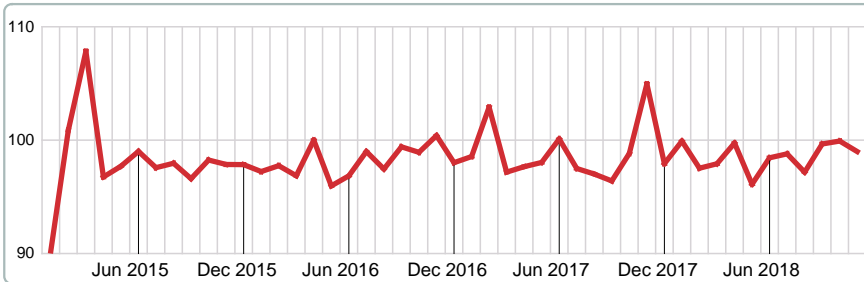
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

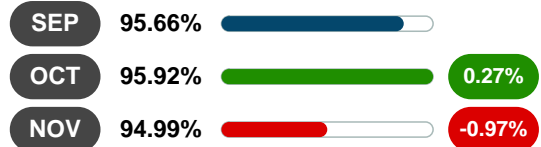


3 MONTHS

5 year NOV AVG = 77.24%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **94.99%** above the 5 yr NOV average of **77.24%**



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
\$50,000 and less	3	9.09%	85.62%	56.86%	100.00%	0.00%	0.00%
\$50,001 - \$70,000	3	9.09%	92.21%	0.00%	92.21%	0.00%	0.00%
\$70,001 - \$80,000	5	15.15%	93.20%	92.94%	92.35%	94.17%	0.00%
\$80,001 - \$110,000	9	27.27%	97.40%	100.00%	97.08%	0.00%	0.00%
\$110,001 - \$140,000	3	9.09%	97.31%	0.00%	97.22%	0.00%	97.48%
\$140,001 - \$170,000	6	18.18%	97.89%	0.00%	97.89%	0.00%	0.00%
\$170,001 and up	4	12.12%	94.85%	0.00%	96.48%	89.95%	0.00%
Average Sold/List Ratio		95.00%		83.27%	96.51%	92.76%	97.48%
Total Closed Units		33	100%	3	26	3	1
Total Closed Volume		3,729,973		182.00K	3.10M	330.00K	116.00K

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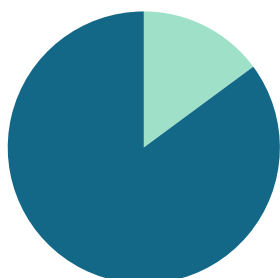
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MARKET SUMMARY

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INVENTORY

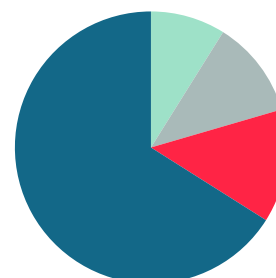


Inventory
 New Listings
50 = 14.88%
 Start Inventory
286
 Total Inventory Units
336
 Volume
\$60,104,373

Market Activity

Closed Sales
33 = 8.89%
 Pending Sales
43 = 11.59%
 Other Off Market
50 = 13.48%
 Active Inventory
245 = 66.04%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	35	33	-5.71%	459	471	2.61%
Pending Sales	34	43	26.47%	493	496	0.61%
New Listings	53	50	-5.66%	883	933	5.66%
Average List Price	124,840	117,882	-5.57%	135,021	137,155	1.58%
Average Sale Price	118,863	113,029	-4.91%	127,990	130,520	1.98%
Average Percent of Selling Price to List Price	100.96%	94.99%	-5.91%	94.69%	94.48%	-0.22%
Average Days on Market to Sale	67.23	70.21	4.44%	68.95	66.21	-3.96%
Monthly Inventory	258	245	-5.04%	258	245	-5.04%
Months Supply of Inventory	6.22	5.72	-7.99%	6.22	5.72	-7.99%

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

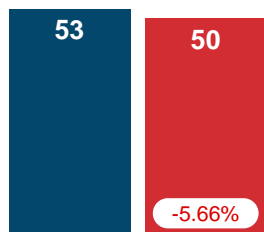
Inventory on November 30, 2018 = **245**

2017 **2018**

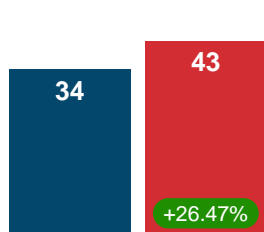
NOVEMBER MARKET

AVERAGE PRICES

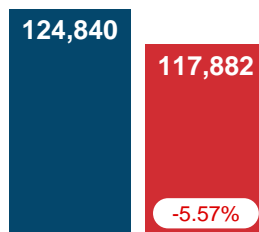
New Listings



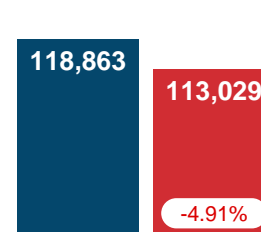
Pending Listings



List Price



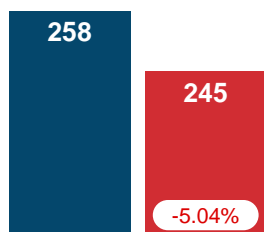
Sale Price



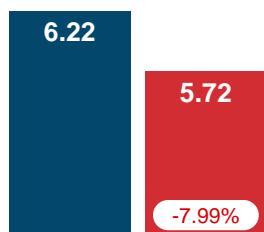
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

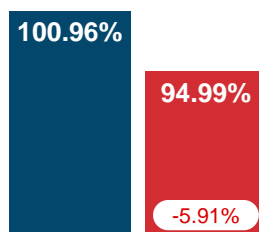
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

