



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

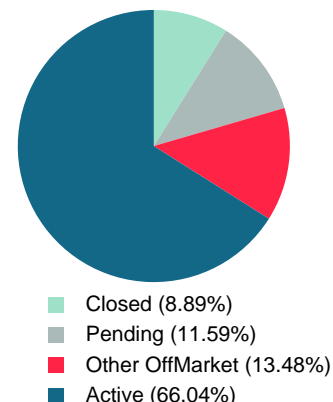


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/- %
Closed Listings	35	33	-5.71%
Pending Listings	34	43	26.47%
New Listings	53	50	-5.66%
Median List Price	119,000	105,000	-11.76%
Median Sale Price	118,000	100,001	-15.25%
Median Percent of Selling Price to List Price	94.95%	96.93%	2.08%
Median Days on Market to Sale	64.00	49.00	-23.44%
End of Month Inventory	258	245	-5.04%
Months Supply of Inventory	6.22	5.72	-7.99%

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.

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 **15.25%** in November 2018 to \$100,001 versus the previous year at \$118,000.

Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 15.00 days or **23.44%** in November 2018 compared to last year's same month at **64.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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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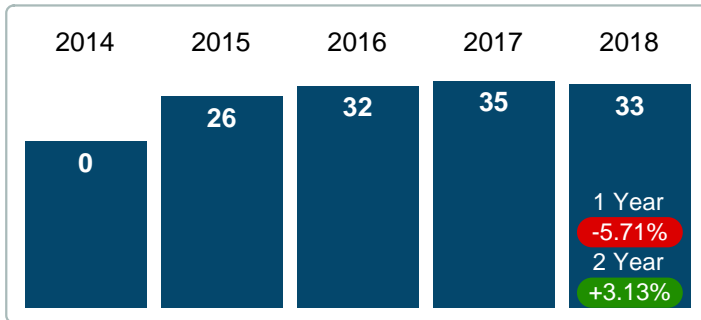


November 2018

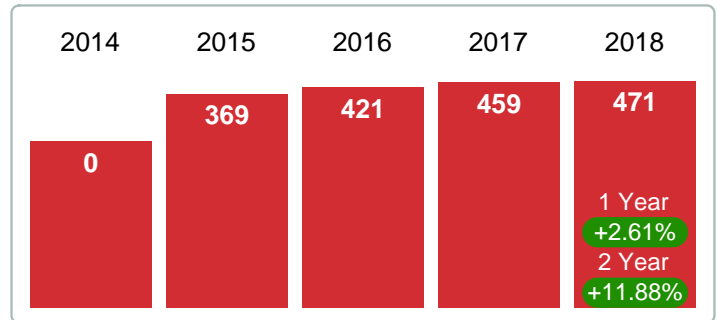
CLOSED LISTINGS

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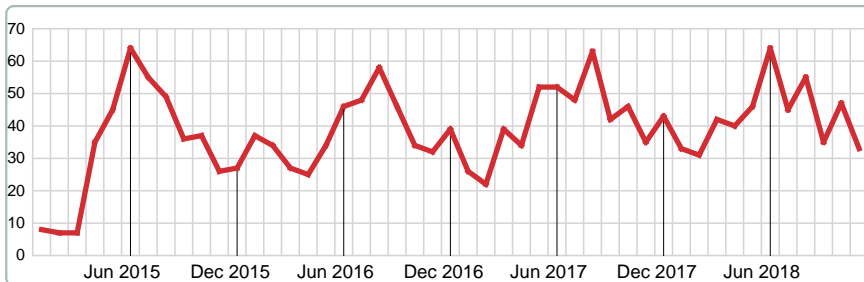
NOVEMBER



YEAR TO DATE (YTD)

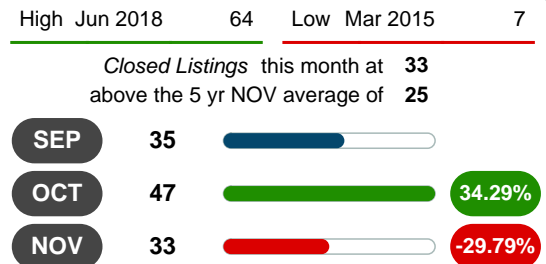


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.09%	13.0	1	2	0	0
\$50,001 - \$70,000	3	9.09%	49.0	0	3	0	0
\$70,001 - \$80,000	5	15.15%	135.0	1	2	2	0
\$80,001 - \$110,000	9	27.27%	18.0	1	8	0	0
\$110,001 - \$140,000	3	9.09%	202.0	0	2	0	1
\$140,001 - \$170,000	6	18.18%	41.5	0	6	0	0
\$170,001 and up	4	12.12%	70.5	0	3	1	0
Total Closed Units		33		3	26	3	1
Total Closed Volume		3,729,973	100%	182.00K	3.10M	330.00K	116.00K
Median Closed Price		\$100,001		\$79,000	\$104,750	\$76,000	\$116,000

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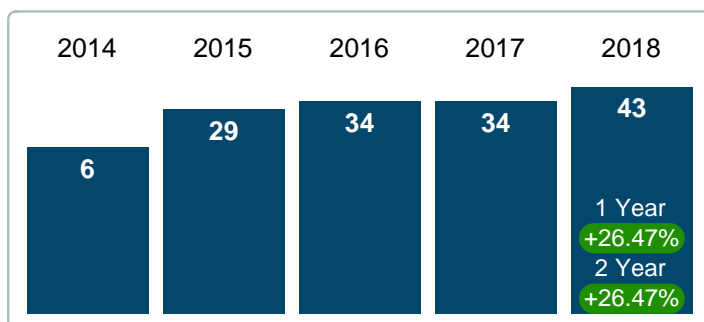


November 2018

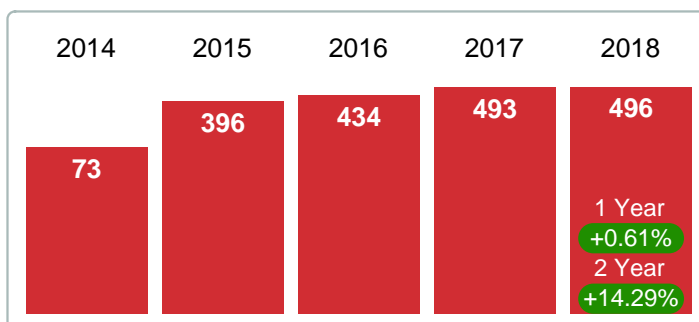
PENDING LISTINGS

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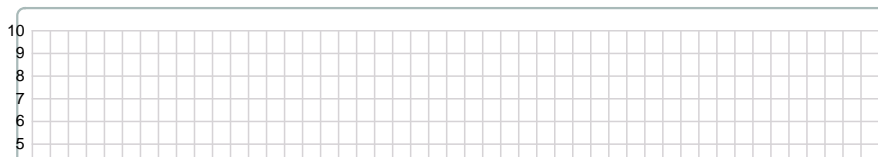
NOVEMBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3		6.98%	12.0	0	2	1	0
\$40,001 - \$70,000	7		16.28%	107.0	2	4	1	0
\$70,001 - \$90,000	6		13.95%	16.5	2	4	0	0
\$90,001 - \$130,000	9		20.93%	78.0	2	4	3	0
\$130,001 - \$180,000	8		18.60%	54.0	0	8	0	0
\$180,001 - \$220,000	5		11.63%	80.0	0	3	2	0
\$220,001 and up	5		11.63%	87.0	0	2	3	0
Total Pending Units			43		6	27	10	0
Total Pending Volume			5,673,488	100%	489.40K	3.33M	1.86M	0.00B
Median Listing Price			\$110,000		\$87,500	\$122,000	\$156,700	\$0

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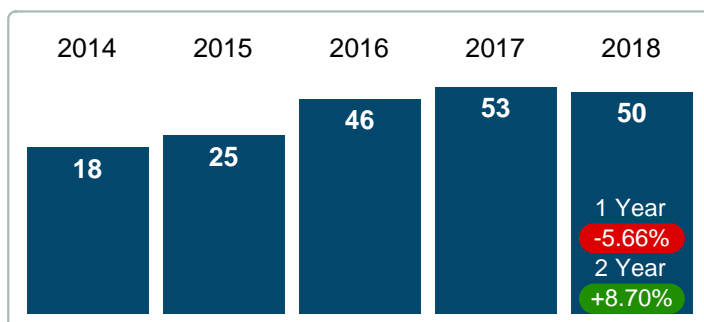


November 2018

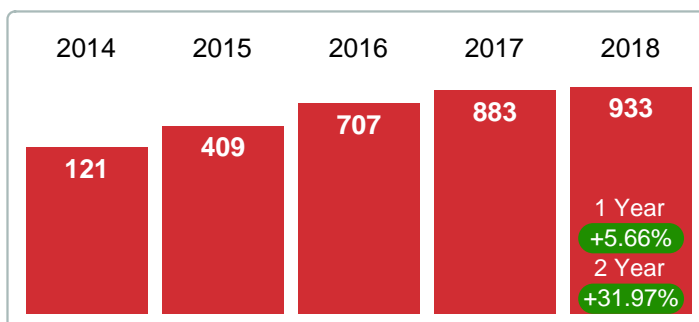
NEW LISTINGS

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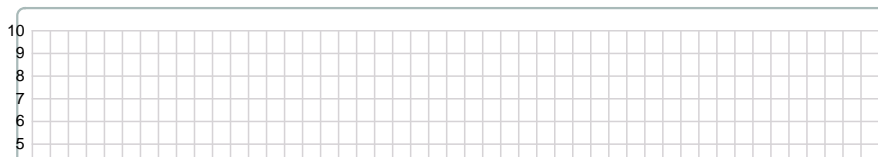
NOVEMBER



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

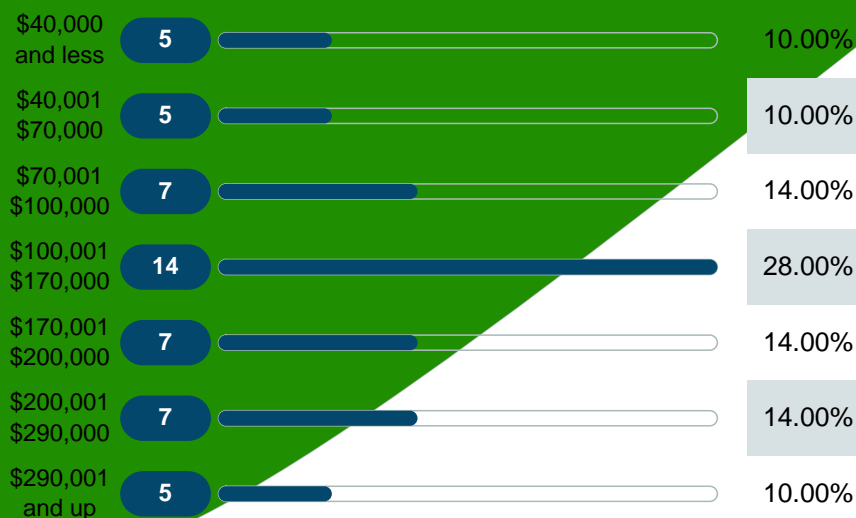
SEP 0
OCT 0
NOV 0

nan%

nan%

Distribution of New Listings by Price Range

%



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%
Median New Listed Listing Price	\$134,900	

5	30	13	2
282.90K	3.81M	3.20M	784.00K
\$61,900	\$122,000	\$200,000	\$392,000

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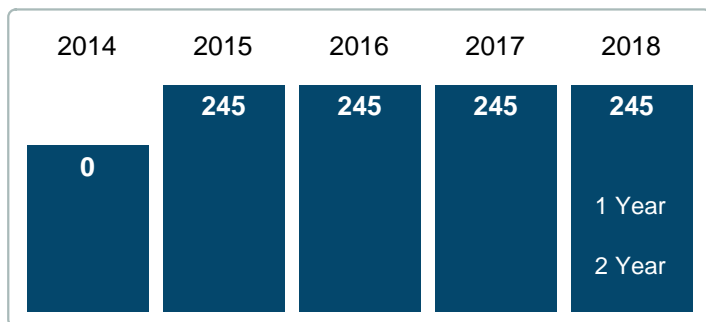


November 2018

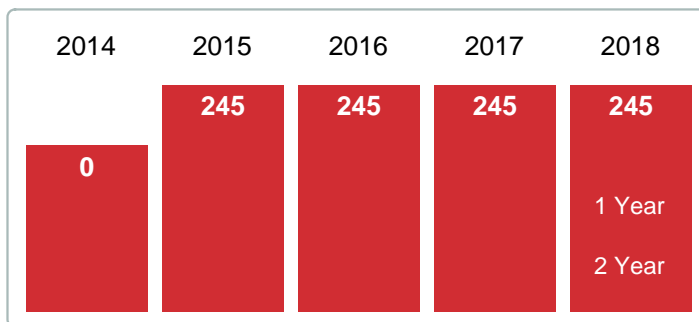
ACTIVE INVENTORY

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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	20		8.16%	99.0	14	6	0	0
\$40,001 \$70,000	26		10.61%	124.0	8	18	0	0
\$70,001 \$90,000	36		14.69%	84.0	9	23	2	2
\$90,001 \$160,000	66		26.94%	77.0	5	48	12	1
\$160,001 \$210,000	40		16.33%	71.5	2	22	16	0
\$210,001 \$290,000	31		12.65%	80.0	0	15	12	4
\$290,001 and up	26		10.61%	72.5	0	10	12	4
Total Active Inventory by Units			245		38	142	54	11
Total Active Inventory by Volume			43,817,585	100%	2.53M	24.06M	13.24M	3.98M
Median Active Inventory Listing Price			\$130,000		\$59,950	\$125,250	\$198,750	\$285,000

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November 2018



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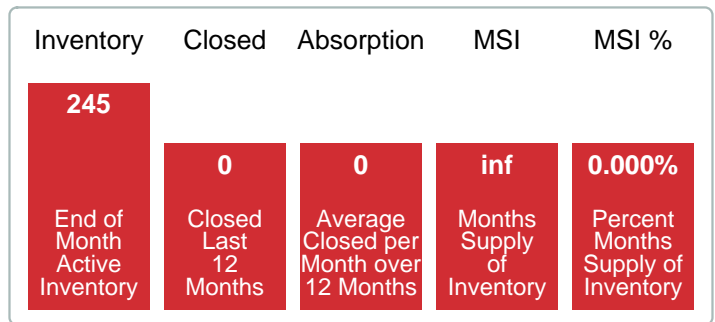
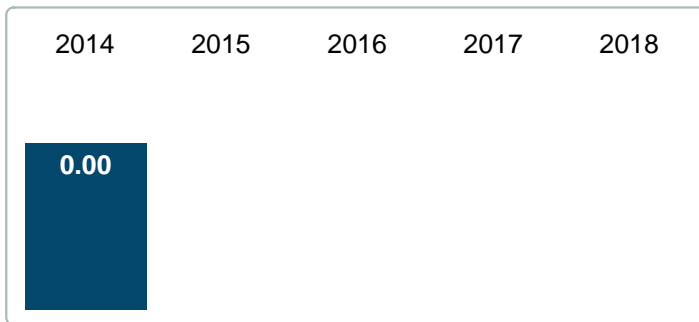


MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER

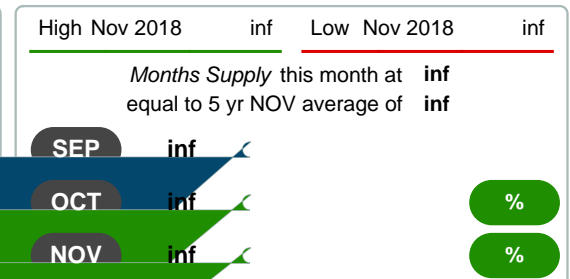
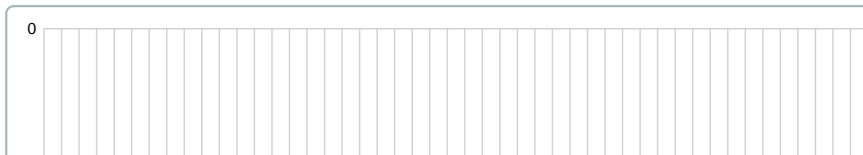
INDICATORS FOR NOVEMBER 2018



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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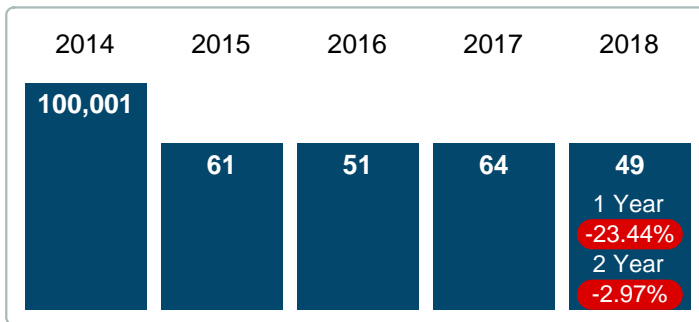


November 2018

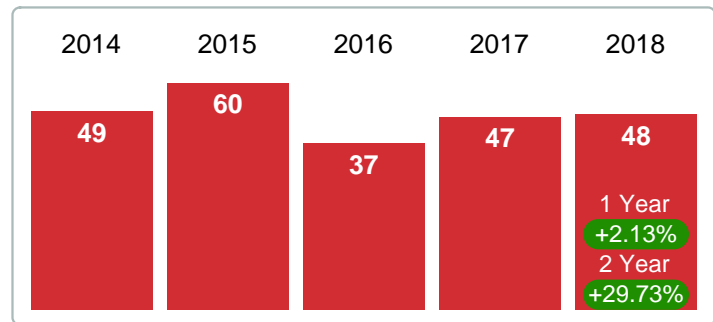
MEDIAN DAYS ON MARKET TO SALE

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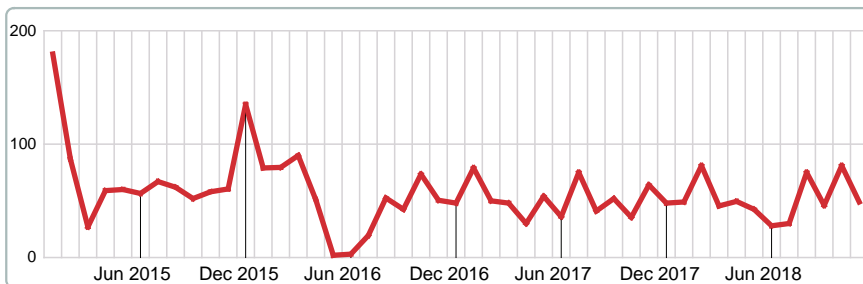
NOVEMBER



YEAR TO DATE (YTD)

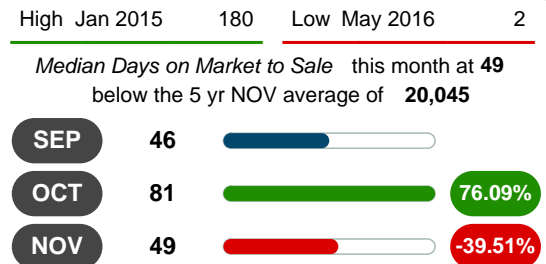


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 20,045



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
\$50,000 and less	3		9.09%	13	162	7	0	0
\$50,001 - \$70,000	3		9.09%	49	0	49	0	0
\$70,001 - \$80,000	5		15.15%	135	178	70	77	0
\$80,001 - \$110,000	9		27.27%	18	1	40	0	0
\$110,001 - \$140,000	3		9.09%	202	0	222	0	202
\$140,001 - \$170,000	6		18.18%	42	0	42	0	0
\$170,001 and up	4		12.12%	71	0	85	56	0
Median Closed DOM		49			162	42	56	202
Total Closed Units		33	100%	49.0	3	26	3	1
Total Closed Volume		3,729,973			182.00K	3.10M	330.00K	116.00K



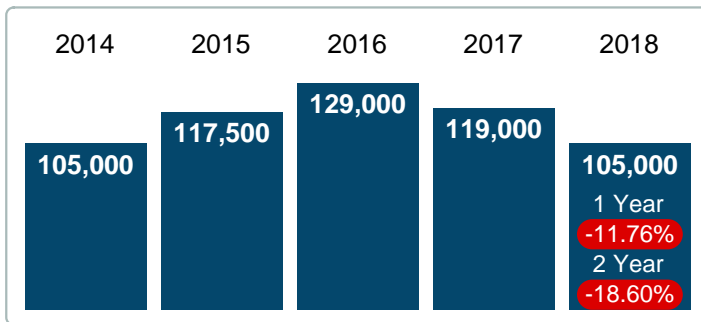
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
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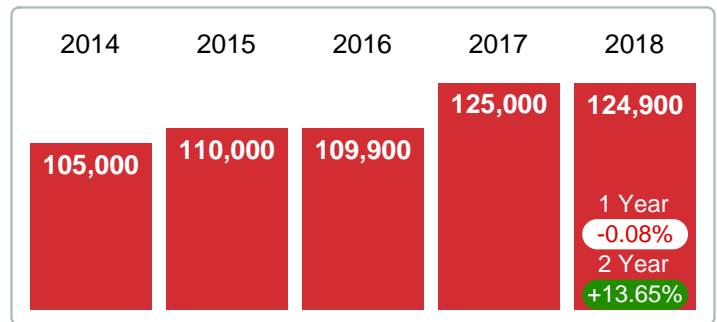
MEDIAN LIST PRICE AT CLOSING

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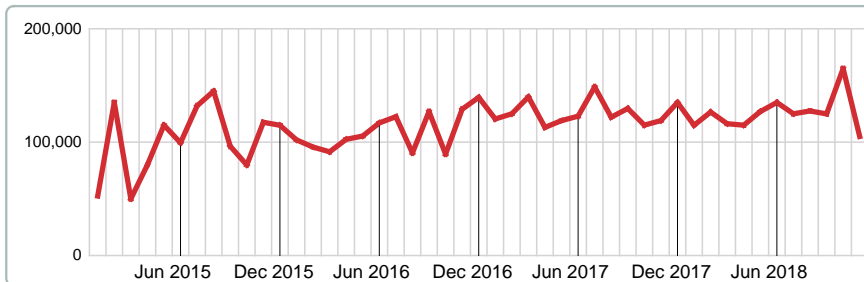
NOVEMBER



YEAR TO DATE (YTD)

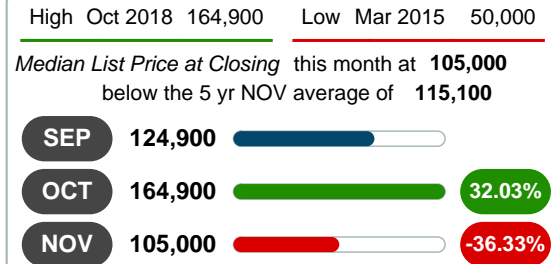


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 115,100



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
\$50,000 and less	3	9.09%	24,900	29,900	23,950	0	0
\$50,001 - \$70,000	2	6.06%	61,950	0	61,950	0	0
\$70,001 - \$80,000	3	9.09%	76,000	0	76,450	76,000	0
\$80,001 - \$110,000	12	36.36%	99,250	85,500	103,500	84,900	0
\$110,001 - \$140,000	4	12.12%	123,950	0	124,900	0	119,000
\$140,001 - \$170,000	4	12.12%	151,250	0	151,250	0	0
\$170,001 and up	5	15.15%	199,000	0	209,900	199,000	0
Median List Price			105,000	85,000	109,500	84,900	119,000
Total Closed Units		100%	105,000	3	26	3	1
Total Closed Volume			3,890,100	200.90K	3.21M	359.90K	119.00K



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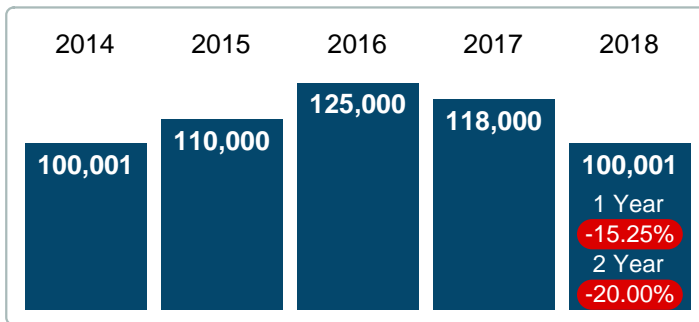


November 2018

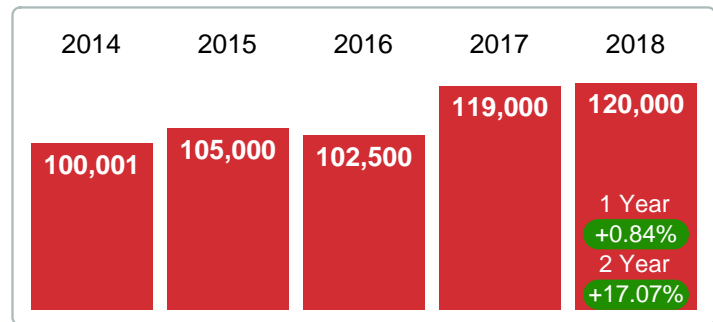
MEDIAN SOLD PRICE AT CLOSING

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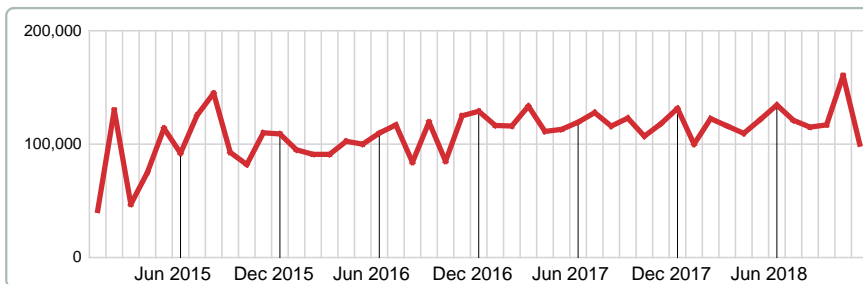
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 110,600

High Oct 2018 160,500 Low Jan 2015 41,500

Median Sold Price at Closing this month at **100,001**
below the 5 yr NOV average of **110,600**

SEP	117,000	
OCT	160,500	37.18%
NOV	100,001	-37.69%

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
\$50,000 and less	3	9.09%	23,000	17,000	23,950	0	0
\$50,001 \$70,000	3	9.09%	62,222	0	62,222	0	0
\$70,001 \$80,000	5	15.15%	75,000	79,000	72,500	75,500	0
\$80,001 \$110,000	9	27.27%	100,000	86,000	100,001	0	0
\$110,001 \$140,000	3	9.09%	120,000	0	120,500	0	116,000
\$140,001 \$170,000	6	18.18%	148,750	0	148,750	0	0
\$170,001 and up	4	12.12%	200,000	0	220,000	179,000	0
Median Sold Price			100,001	79,000	104,750	76,000	116,000
Total Closed Units		100%	100,001	3	26	3	1
Total Closed Volume			3,729,973	182.00K	3.10M	330.00K	116.00K

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November 2018



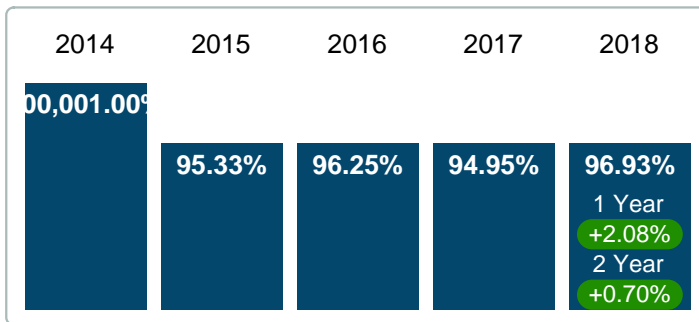
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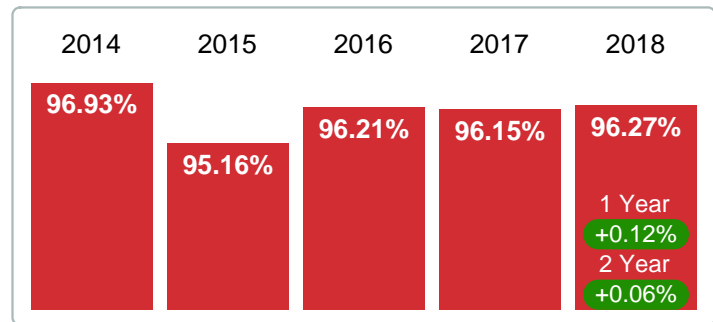
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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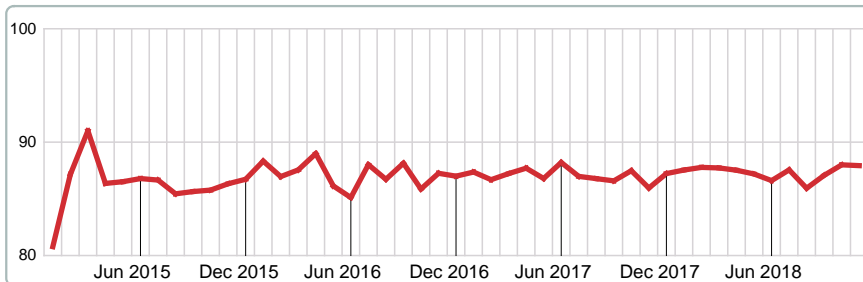
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 20,076.89%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **96.93%**
below the 5 yr NOV average of **20,076.89%**

SEP	96.08%	
OCT	97.00%	0.96%
NOV	96.93%	-0.07%

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
\$50,000 and less	3	9.09%	100.00%	56.86%	100.00%	0.00%	0.00%
\$50,001 \$70,000	3	9.09%	89.02%	0.00%	89.02%	0.00%	0.00%
\$70,001 \$80,000	5	15.15%	92.94%	92.94%	92.35%	94.17%	0.00%
\$80,001 \$110,000	9	27.27%	98.81%	100.00%	98.42%	0.00%	0.00%
\$110,001 \$140,000	3	9.09%	97.48%	0.00%	97.22%	0.00%	97.48%
\$140,001 \$170,000	6	18.18%	96.80%	0.00%	96.80%	0.00%	0.00%
\$170,001 and up	4	12.12%	95.24%	0.00%	95.69%	89.95%	0.00%
Median Sold/List Ratio		96.93%		92.94%	97.24%	89.95%	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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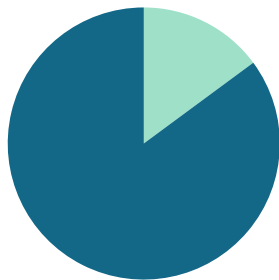
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MARKET SUMMARY

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

INVENTORY



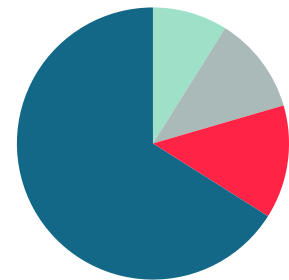
Inventory

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%
Median List Price	119,000	105,000	-11.76%	125,000	124,900	-0.08%
Median Sale Price	118,000	100,001	-15.25%	119,000	120,000	0.84%
Median Percent of Selling Price to List Price	94.95%	96.93%	2.08%	96.15%	96.27%	0.12%
Median Days on Market to Sale	64.00	49.00	-23.44%	47.00	48.00	2.13%
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

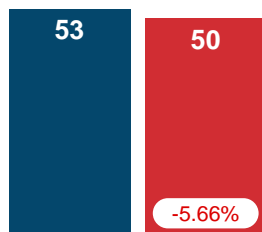
Inventory on November 30, 2018 = **245**

2017 **2018**

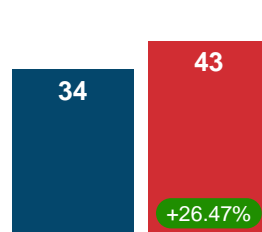
NOVEMBER MARKET

MEDIAN PRICES

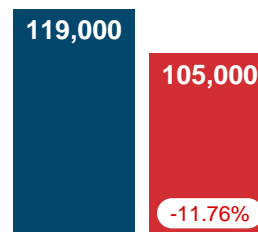
New Listings



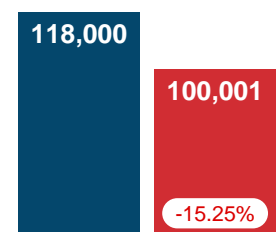
Pending Listings



List Price



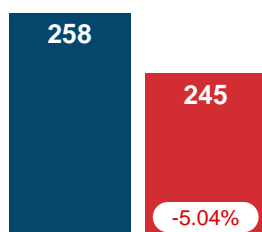
Sale Price



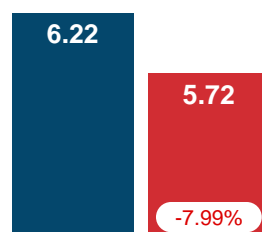
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

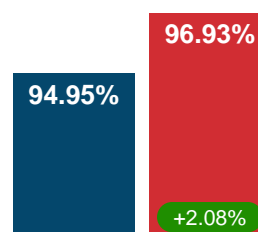
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

