

October 2018



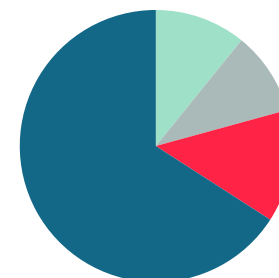
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	46	47	2.17%
Pending Listings	37	43	16.22%
New Listings	81	86	6.17%
Average List Price	121,037	166,648	37.68%
Average Sale Price	115,254	161,613	40.22%
Average Percent of Selling Price to List Price	94.83%	95.92%	1.15%
Average Days on Market to Sale	52.87	76.74	45.16%
End of Month Inventory	259	286	10.42%
Months Supply of Inventory	6.28	6.65	5.93%



■ Closed (10.83%)
■ Pending (9.91%)
■ Other OffMarket (13.36%)
■ Active (65.90%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of October 31, 2018 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2018 rose **10.42%** to 286 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 **6.65** 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 **40.22%** in October 2018 to \$161,613 versus the previous year at \$115,254.

Average Days on Market Lengthens

The average number of **76.74** days that homes spent on the market before selling increased by 23.88 days or **45.16%** in October 2018 compared to last year's same month at **52.87** DOM.

Sales Success for October 2018 is Positive

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

There were 86 New Listings in October 2018, up **6.17%** from last year at 81. Furthermore, there were 47 Closed Listings this month versus last year at 46, a **2.17%** increase.

Closed versus Listed trends yielded a **54.7%** ratio, down from previous year's, October 2017, at **56.8%**, a **3.77%** downswing. This will certainly create pressure on an increasing 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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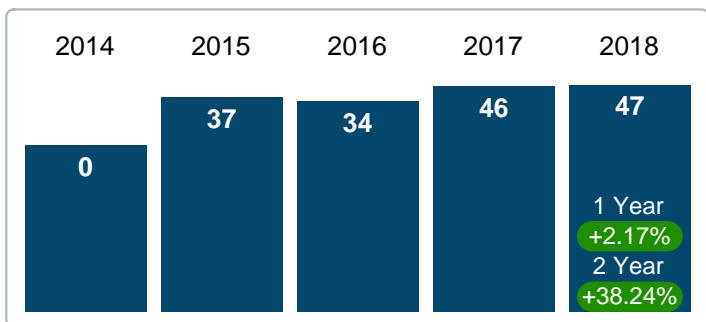
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



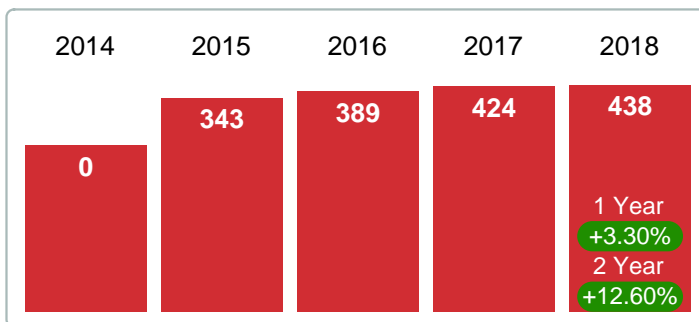
CLOSED LISTINGS

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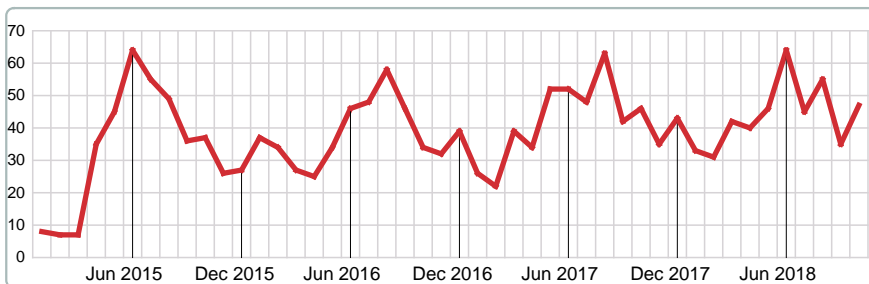
OCTOBER



YEAR TO DATE (YTD)

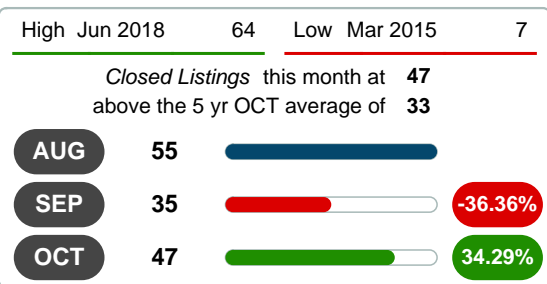


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	6	12.77%	96.8	3	3	0	0
\$50,001 - \$125,000	11	23.40%	82.2	4	4	2	1
\$125,001 - \$175,000	8	17.02%	65.6	1	6	1	0
\$175,001 - \$225,000	11	23.40%	91.5	0	7	4	0
\$225,001 - \$275,000	5	10.64%	72.4	0	4	1	0
\$275,001 and up	6	12.77%	38.0	0	1	4	1
Total Closed Units	47			8	25	12	2
Total Closed Volume	7,595,800	100%	76.7	536.00K	3.93M	2.54M	585.00K
Average Closed Price	\$161,613			\$67,000	\$157,200	\$212,067	\$292,500

October 2018



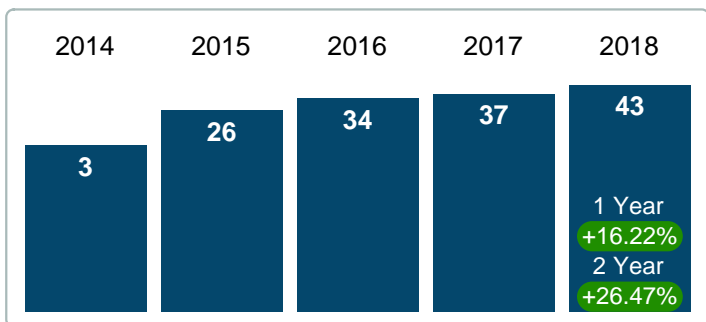
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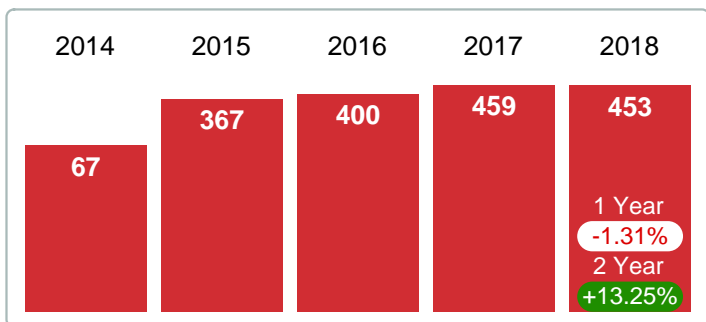
PENDING LISTINGS

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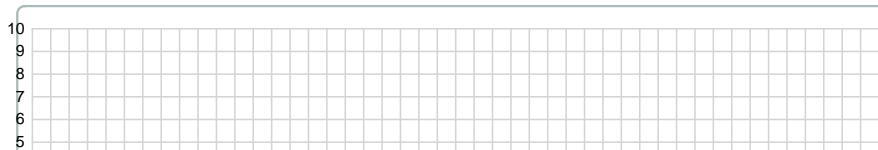
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 29

High Oct 2018 0 Low Oct 2018 0

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



Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	9.30%	75.0	1	3	0	0
\$60,001 - \$80,000	5	11.63%	22.0	0	4	1	0
\$80,001 - \$100,000	4	9.30%	59.3	0	4	0	0
\$100,001 - \$150,000	14	32.56%	77.6	0	14	0	0
\$150,001 - \$170,000	3	6.98%	96.7	1	2	0	0
\$170,001 - \$230,000	8	18.60%	54.0	0	7	1	0
\$230,001 and up	5	11.63%	38.2	0	2	3	0
Total Pending Units	43			2	36	5	0
Total Pending Volume	6,218,500	100%	61.6	197.90K	4.80M	1.22M	0.00B
Average Listing Price	\$144,616			\$98,950	\$133,369	\$243,860	\$0

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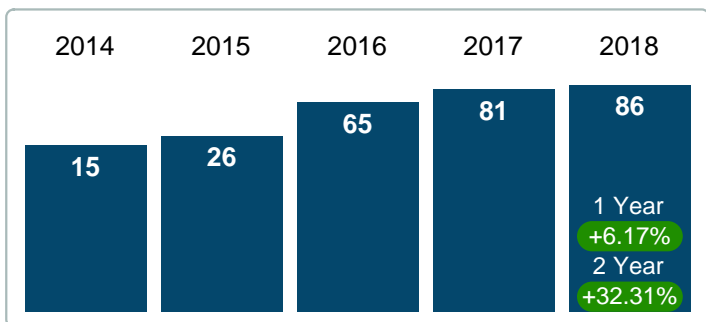
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



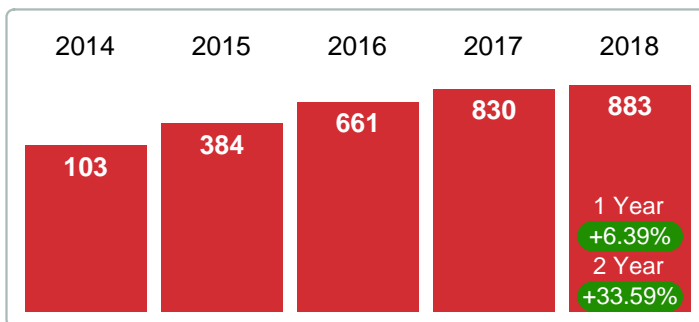
NEW LISTINGS

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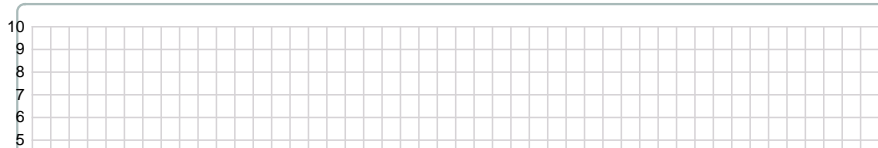
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 55

High Oct 2018 0 Low Oct 2018 0

New Listings this month at **86**
above the 5 yr OCT average of **55**

AUG 0
SEP 0
OCT 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$25,000 and less	5	5.81%
\$25,001 - \$75,000	13	15.12%
\$75,001 - \$75,000	0	0.00%
\$75,001 - \$150,000	35	40.70%
\$150,001 - \$200,000	10	11.63%
\$200,001 - \$275,000	13	15.12%
\$275,001 and up	10	11.63%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	3	2	0	0
	3	10	0	0
	0	0	0	0
	5	23	6	1
	2	6	2	0
	0	6	6	1
	0	3	3	4
Total	13	50	17	6
Total New Listed Volume	997.60K	6.70M	3.71M	2.73M
Average New Listed Listing Price	\$76,738	\$133,902	\$218,500	\$455,167

Total New Listed Units	86	
Total New Listed Volume	14,138,185	100%
Average New Listed Listing Price	\$151,412	

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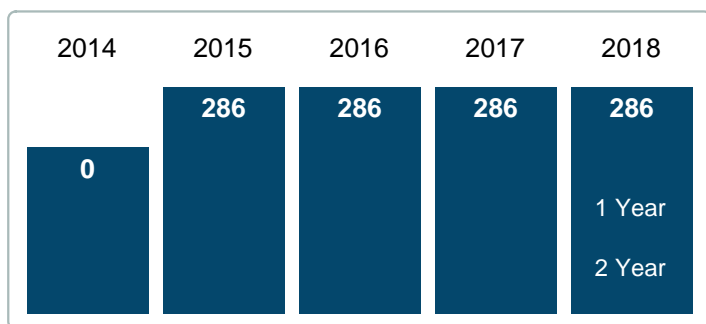
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



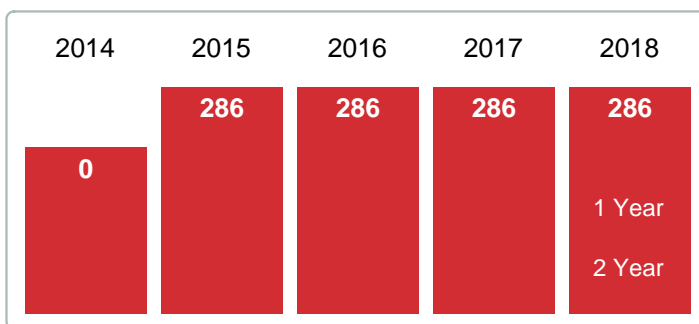
ACTIVE INVENTORY

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

END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 229

Month	High	Low
High Oct 2018	286	286
Low Oct 2018	286	286
Inventory this month at 286		
above the 5 yr OCT average of 229		
AUG	286	
SEP	286	0.00%
OCT	286	0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	1.75%	50.0	4	1	0	0
\$25,001 - \$75,000	52	18.18%	100.4	20	30	2	0
\$75,001 - \$100,000	50	17.48%	76.2	11	30	7	2
\$100,001 - \$175,000	74	25.87%	97.8	10	48	15	1
\$175,001 - \$200,000	28	9.79%	93.4	1	16	10	1
\$200,001 - \$300,000	48	16.78%	92.6	0	25	17	6
\$300,001 and up	29	10.14%	104.1	2	9	13	5
Total Active Inventory by Units	286			48	159	64	15
Total Active Inventory by Volume	52,019,173	100%	93.0	4.50M	26.87M	15.41M	5.24M
Average Active Inventory Listing Price	\$181,885			\$93,760	\$168,982	\$240,769	\$349,420

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



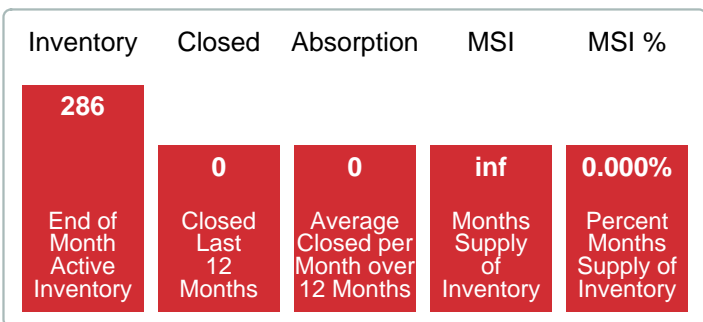
MONTHS SUPPLY of INVENTORY (MSI)

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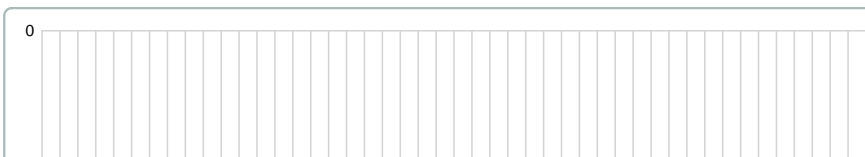
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

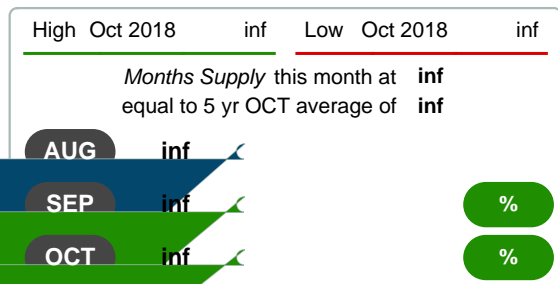


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	19	6.64%	4.30	5.38	3.43	0.00	0.00		
\$40,001 - \$70,000	35	12.24%	5.32	3.87	6.73	3.43	0.00		
\$70,001 - \$100,000	53	18.53%	7.15	6.55	7.11	8.40	8.00		
\$100,001 - \$170,000	68	23.78%	5.07	8.31	3.97	10.59	12.00		
\$170,001 - \$220,000	46	16.08%	7.89	24.00	7.91	7.20	6.00		
\$220,001 - \$310,000	37	12.94%	9.06	0.00	6.19	10.00	0.00		
\$310,001 and up	28	9.79%	22.40	0.00	32.00	17.33	20.00		
Market Supply of Inventory (MSI)		6.65		6.00	5.83	9.14	20.00		
Total Active Inventory by Units		286	100%	48	159	64	15		

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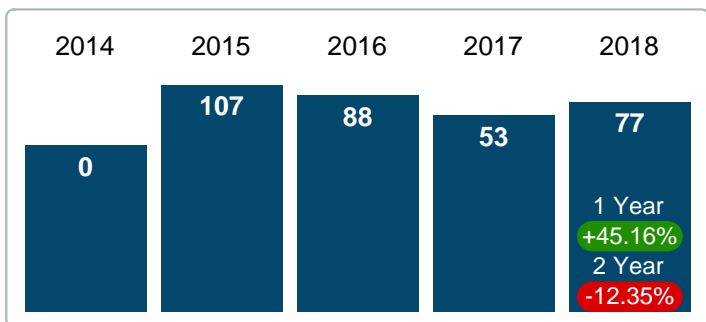
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



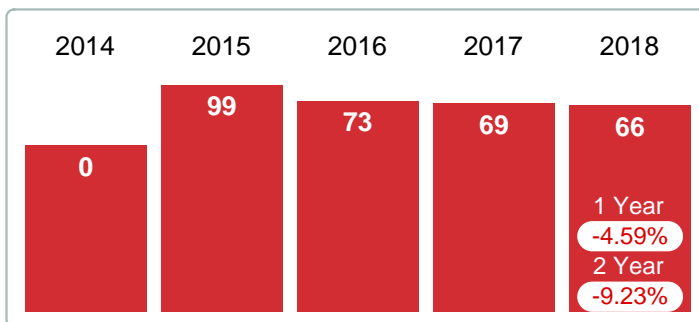
AVERAGE DAYS ON MARKET TO SALE

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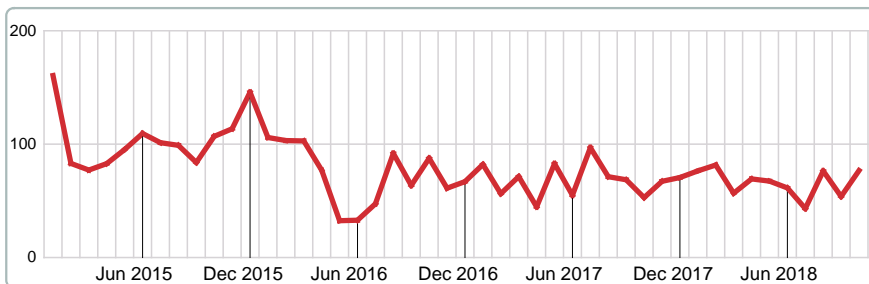
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 65

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 77 above the 5 yr OCT average of 65



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	12.77%	97	113	80	0	0
\$50,001 - \$125,000	23.40%	82	104	74	29	137
\$125,001 - \$175,000	17.02%	66	138	63	9	0
\$175,001 - \$225,000	23.40%	92	0	83	107	0
\$225,001 - \$275,000	10.64%	72	0	87	14	0
\$275,001 and up	12.77%	38	0	13	53	3
Average Closed DOM		77				
Total Closed Units	100%	77	8	25	12	2
Total Closed Volume		7,595,800	536.00K	3.93M	2.54M	585.00K

October 2018



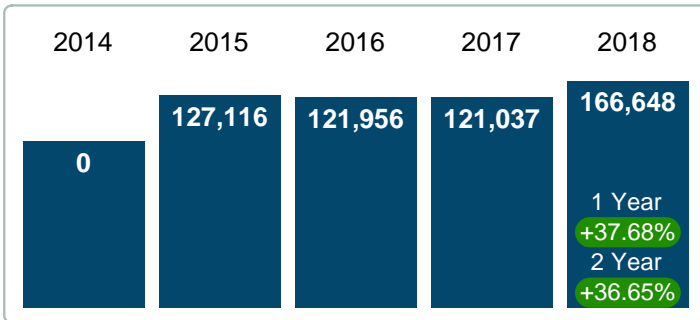
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



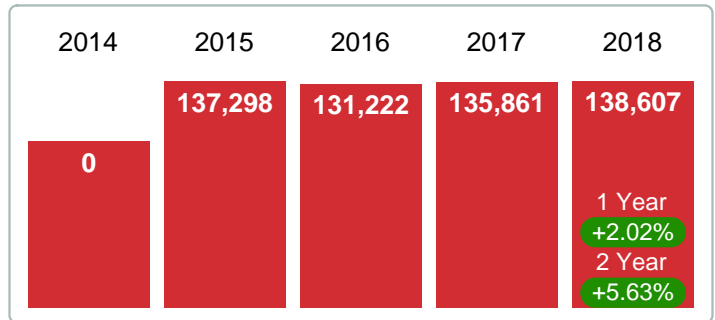
AVERAGE LIST PRICE AT CLOSING

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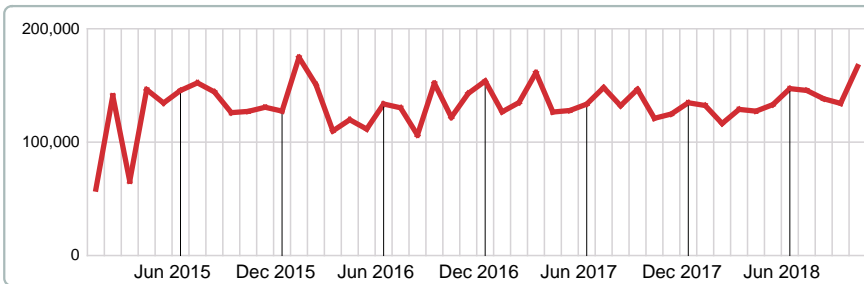
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

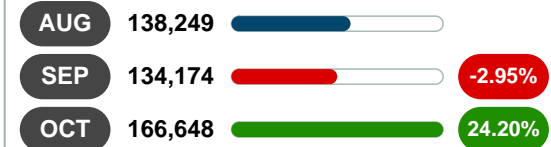


3 MONTHS

5 year OCT AVG = 107,351

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

Average List Price at Closing this month at **166,648** above the 5 yr OCT average of **107,351**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	7	14.89%	46,207	48,000	43,167	0	0
\$50,001 - \$125,000	10	21.28%	82,340	68,000	78,488	83,700	120,000
\$125,001 - \$175,000	8	17.02%	145,888	168,000	144,867	129,900	0
\$175,001 - \$225,000	8	17.02%	200,850	0	214,129	200,475	0
\$225,001 - \$275,000	9	19.15%	239,778	0	246,000	250,000	0
\$275,001 and up	5	10.64%	350,740	0	299,000	296,200	499,900
Average List Price			166,648	73,000	163,782	211,167	309,950
Total Closed Units		100%	166,648	8	25	12	2
Total Closed Volume			7,832,450	584.00K	4.09M	2.53M	619.90K

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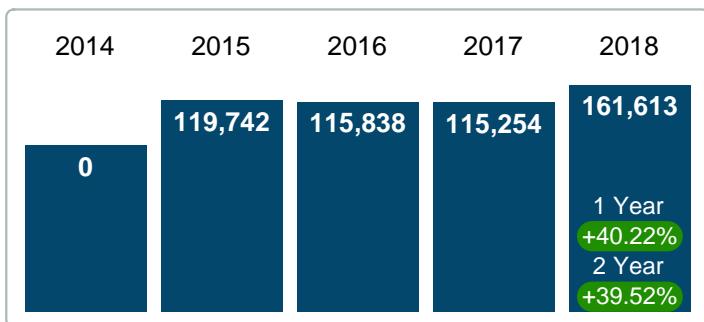
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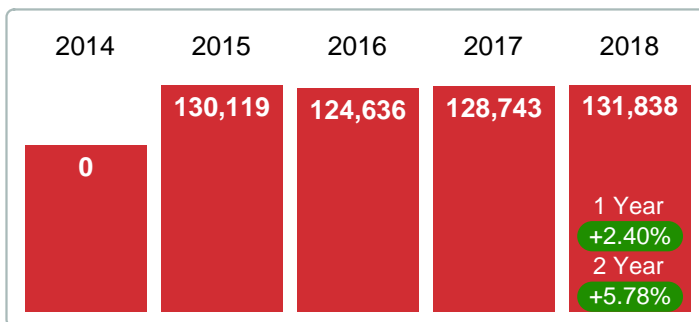
AVERAGE SOLD PRICE AT CLOSING

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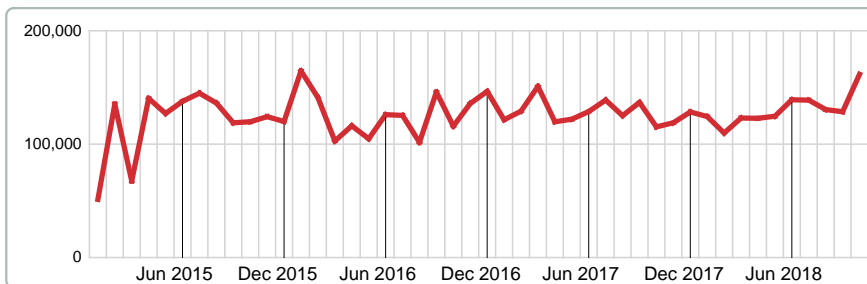
OCTOBER



YEAR TO DATE (YTD)

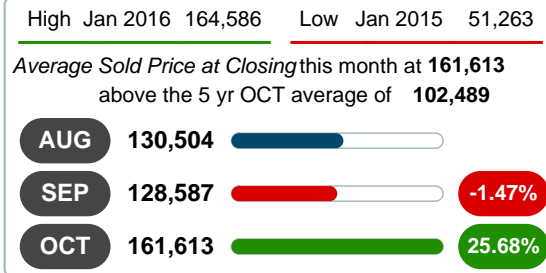


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102,489



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	6	12.77%	40,500	40,000	41,000	0	0
\$50,001 - \$125,000	11	23.40%	72,636	63,875	71,625	78,500	100,000
\$125,001 - \$175,000	8	17.02%	144,375	160,500	144,750	126,000	0
\$175,001 - \$225,000	11	23.40%	196,618	0	201,143	188,700	0
\$225,001 - \$275,000	5	10.64%	242,800	0	241,000	250,000	0
\$275,001 and up	6	12.77%	337,000	0	280,000	314,250	485,000
Average Sold Price			161,613	67,000	157,200	212,067	292,500
Total Closed Units		100%	161,613	8	25	12	2
Total Closed Volume			7,595,800	536.00K	3.93M	2.54M	585.00K

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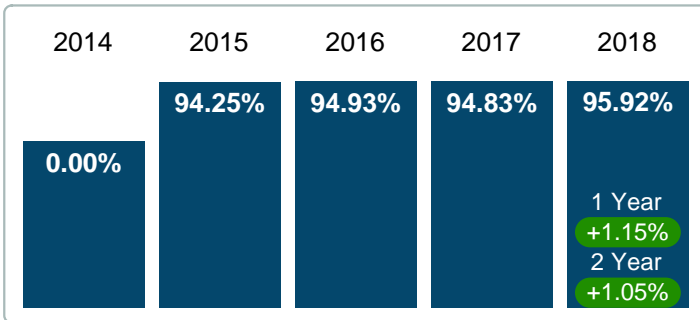
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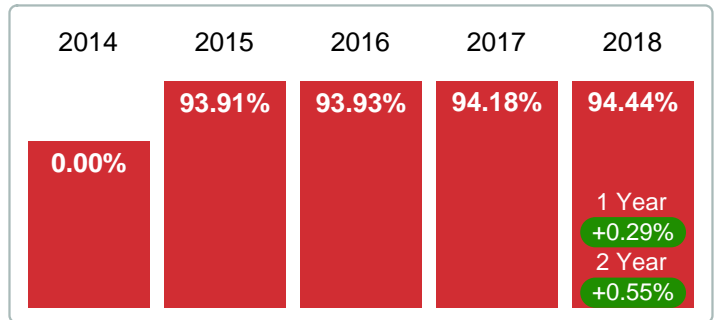
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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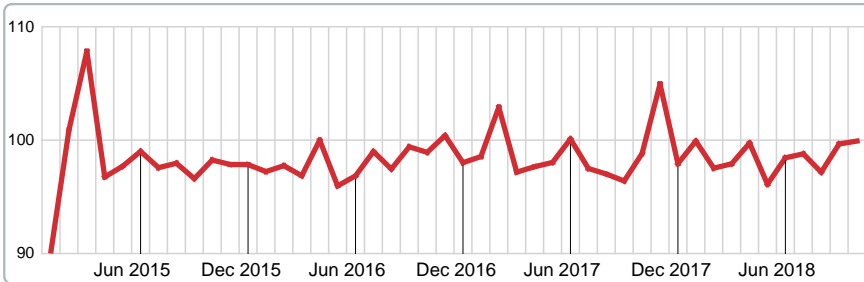
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

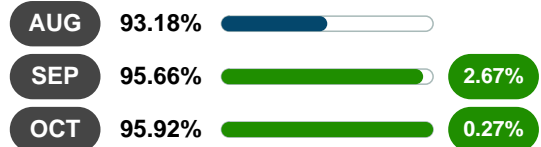


3 MONTHS

5 year OCT AVG = 75.98%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **95.92%** above the 5 yr OCT average of **75.98%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	12.77%	89.38%	83.29%	95.48%	0.00%	0.00%
\$50,001 - \$125,000	11	23.40%	93.31%	94.25%	94.57%	93.90%	83.33%
\$125,001 - \$175,000	8	17.02%	98.99%	95.54%	99.90%	97.00%	0.00%
\$175,001 - \$225,000	11	23.40%	94.22%	0.00%	94.00%	94.59%	0.00%
\$225,001 - \$275,000	5	10.64%	98.38%	0.00%	97.97%	100.00%	0.00%
\$275,001 and up	6	12.77%	104.22%	0.00%	93.65%	108.67%	97.02%
Average Sold/List Ratio		95.90%		90.30%	96.31%	99.82%	90.18%
Total Closed Units		47	100%	8	25	12	2
Total Closed Volume		7,595,800		536.00K	3.93M	2.54M	585.00K

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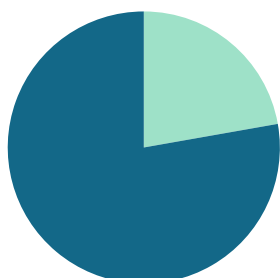
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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INVENTORY

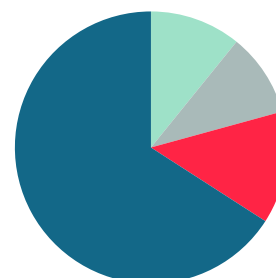


Inventory
 New Listings **86 = 22.22%**
 Start Inventory **301**
 Total Inventory Units **387**
 Volume **\$71,050,052**

Market Activity

Closed Sales **47 = 10.83%**
 Pending Sales **43 = 9.91%**
 Other Off Market **58 = 13.36%**
 Active Inventory **286 = 65.90%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	46	47	2.17%	424	438	3.30%
Pending Sales	37	43	16.22%	459	453	-1.31%
New Listings	81	86	6.17%	830	883	6.39%
Average List Price	121,037	166,648	37.68%	135,861	138,607	2.02%
Average Sale Price	115,254	161,613	40.22%	128,743	131,838	2.40%
Average Percent of Selling Price to List Price	94.83%	95.92%	1.15%	94.18%	94.44%	0.29%
Average Days on Market to Sale	52.87	76.74	45.16%	69.09	65.91	-4.59%
Monthly Inventory	259	286	10.42%	259	286	10.42%
Months Supply of Inventory	6.28	6.65	5.93%	6.28	6.65	5.93%

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

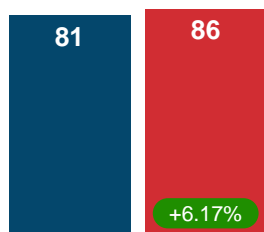
Inventory on October 31, 2018 = **286**

2017 **2018**

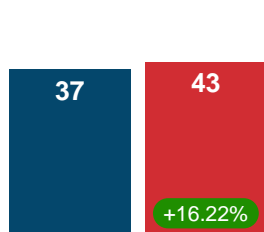
OCTOBER MARKET

AVERAGE PRICES

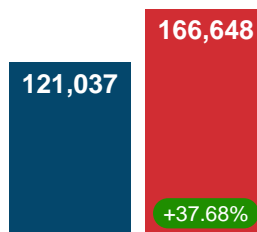
New Listings



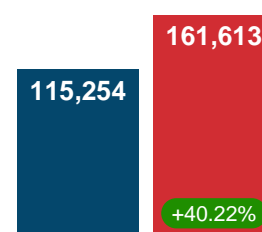
Pending Listings



List Price



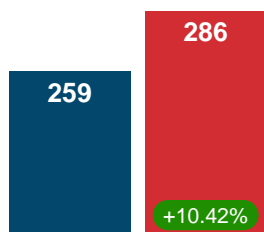
Sale Price



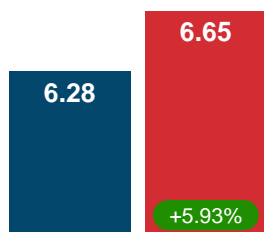
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

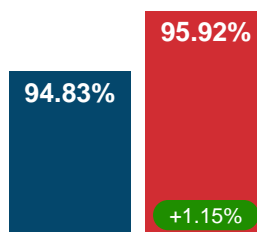
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

