

October 2018



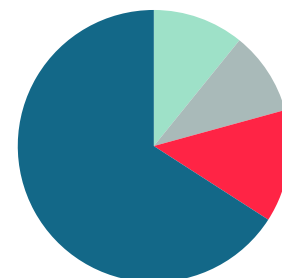
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	115,000	164,900	43.39%
Median Sale Price	107,000	160,500	50.00%
Median Percent of Selling Price to List Price	96.48%	97.00%	0.53%
Median Days on Market to Sale	35.50	81.00	128.17%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **50.00%** in October 2018 to \$160,500 versus the previous year at \$107,000.

Median Days on Market Lengthens

The median number of **81.00** days that homes spent on the market before selling increased by 45.50 days or **128.17%** in October 2018 compared to last year's same month at **35.50** DOM.

Sales Success for October 2018 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2018



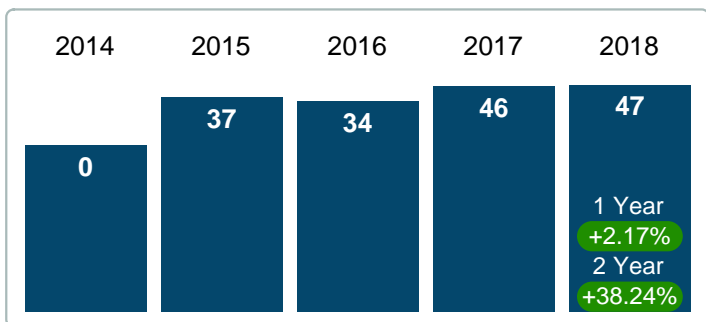
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



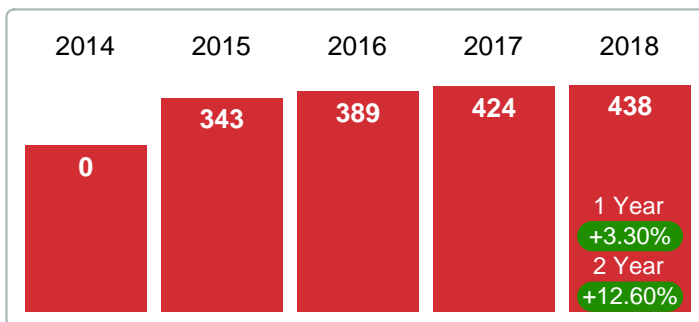
CLOSED LISTINGS

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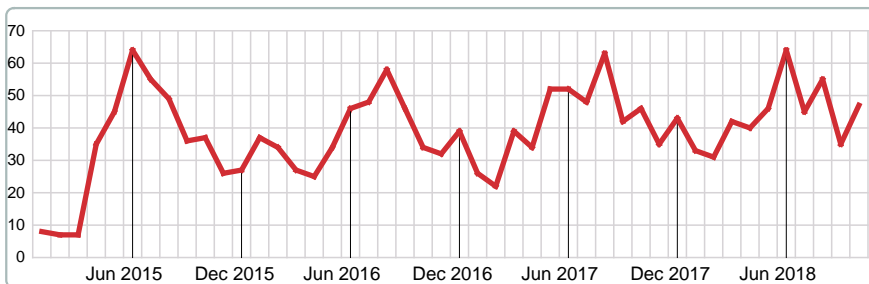
OCTOBER



YEAR TO DATE (YTD)

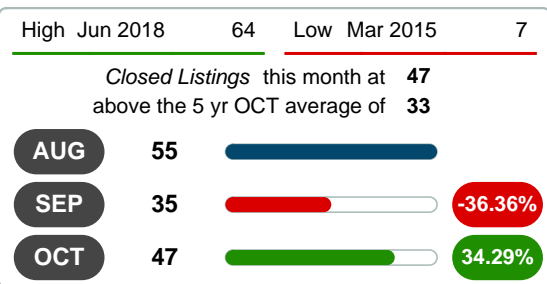


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	112.5	3	3	0	0
\$50,001 - \$125,000	11	23.40%	84.0	4	4	2	1
\$125,001 - \$175,000	8	17.02%	41.0	1	6	1	0
\$175,001 - \$225,000	11	23.40%	94.0	0	7	4	0
\$225,001 - \$275,000	5	10.64%	44.0	0	4	1	0
\$275,001 and up	6	12.77%	10.0	0	1	4	1
Total Closed Units	47			8	25	12	2
Total Closed Volume	7,595,800	100%	81.0	536.00K	3.93M	2.54M	585.00K
Median Closed Price	\$160,500			\$59,250	\$166,000	\$194,950	\$292,500

October 2018



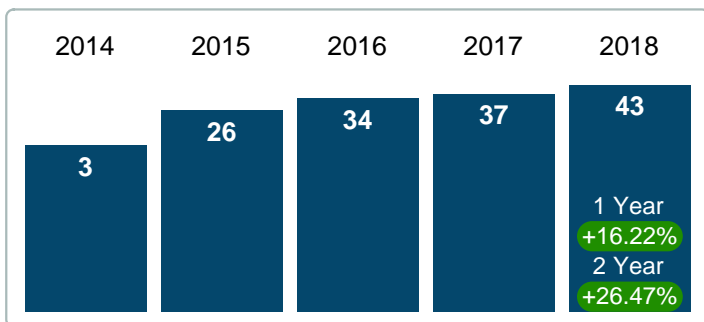
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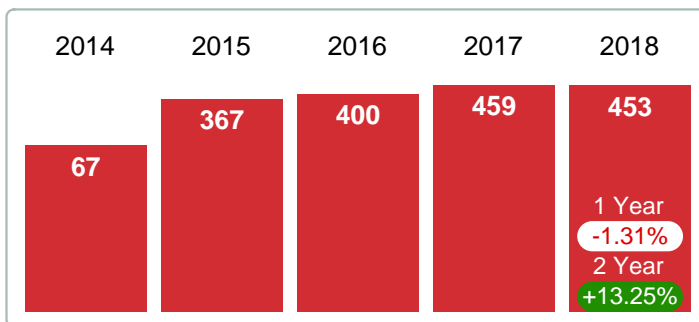
PENDING LISTINGS

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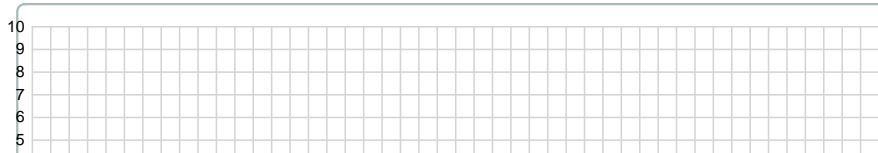
OCTOBER



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

- AUG 0
- SEP 0
- OCT 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	9.30%	68.5	1	3	0	0
\$60,001 - \$80,000	5	11.63%	29.0	0	4	1	0
\$80,001 - \$100,000	4	9.30%	32.0	0	4	0	0
\$100,001 - \$150,000	14	32.56%	35.5	0	14	0	0
\$150,001 - \$170,000	3	6.98%	138.0	1	2	0	0
\$170,001 - \$230,000	8	18.60%	41.5	0	7	1	0
\$230,001 and up	5	11.63%	23.0	0	2	3	0
Total Pending Units	43			2	36	5	0
Total Pending Volume	6,218,500	100%	38.0	197.90K	4.80M	1.22M	0.00B
Median Listing Price	\$123,000			\$98,950	\$119,250	\$249,900	\$0

October 2018



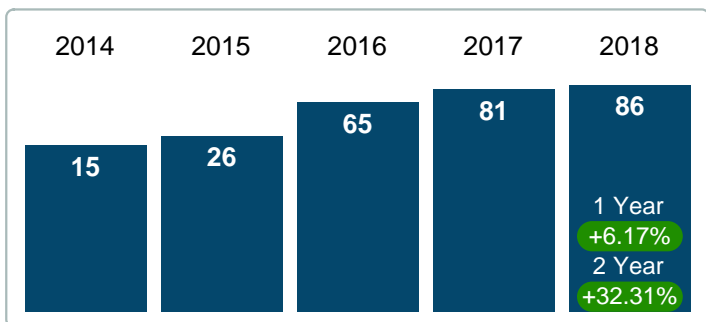
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



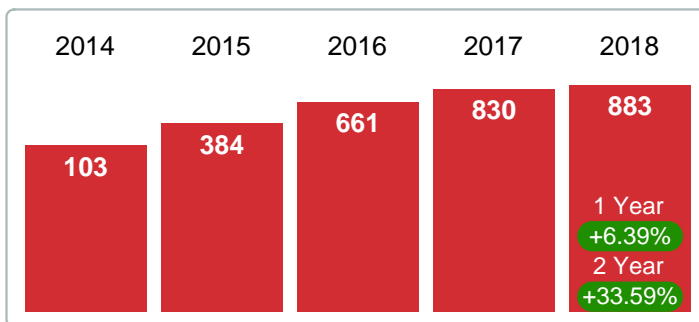
NEW LISTINGS

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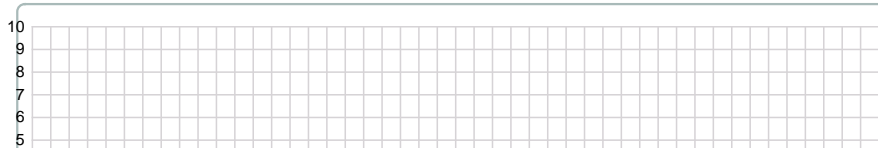
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 55

High Oct 2018 0 Low Oct 2018 0

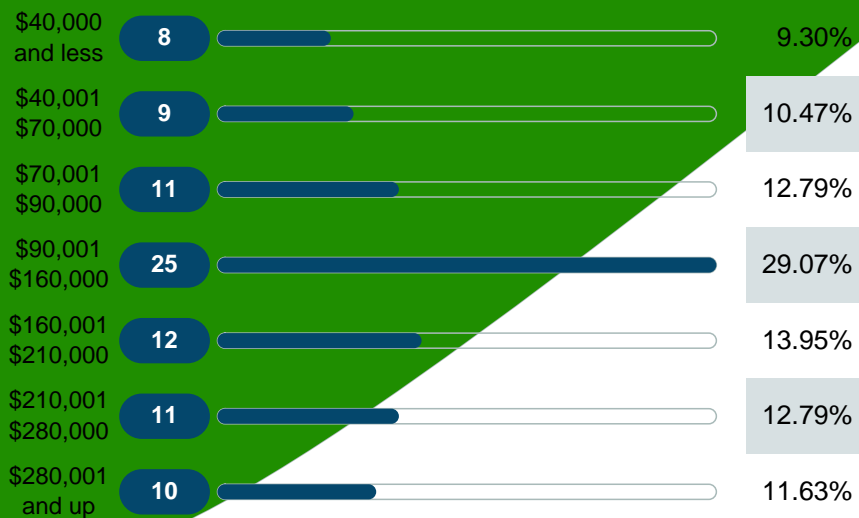
New Listings this month at **86**
above the 5 yr OCT average of **55**

AUG 0
SEP 0
OCT 0

nan%
nan%

Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	2	0	0
\$40,001 - \$70,000	0	9	0	0
\$70,001 - \$90,000	2	8	0	1
\$90,001 - \$160,000	3	16	6	0
\$160,001 - \$210,000	2	7	3	0
\$210,001 - \$280,000	0	5	5	1
\$280,001 and up	0	3	3	4
Total	13	50	17	6
Total New Listed Volume	997.60K	6.70M	3.71M	2.73M
Median New Listed Listing Price	\$79,900	\$115,000	\$209,900	\$290,000

Total New Listed Units	86	
Total New Listed Volume	14,138,185	100%
Median New Listed Listing Price	\$124,900	

October 2018



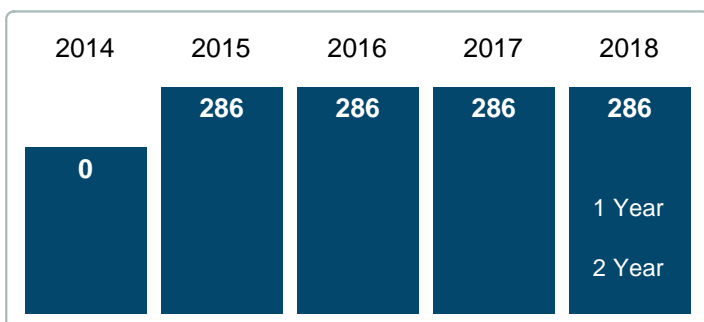
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



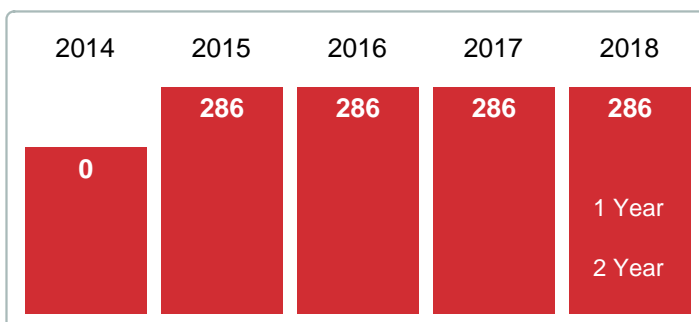
ACTIVE INVENTORY

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

END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 229

High Oct 2018	286	Low Oct 2018	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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	19	6.64%	106.0	13	6	0	0
\$40,001 - \$70,000	35	12.24%	110.0	10	23	2	0
\$70,001 - \$100,000	53	18.53%	64.0	12	32	7	2
\$100,001 - \$170,000	68	23.78%	59.5	9	43	15	1
\$170,001 - \$220,000	46	16.08%	95.0	2	31	12	1
\$220,001 - \$310,000	37	12.94%	62.0	0	16	15	6
\$310,001 and up	28	9.79%	91.0	2	8	13	5
Total Active Inventory by Units			286	48	159	64	15
Total Active Inventory by Volume			52,019,173	4.50M	26.87M	15.41M	5.24M
Median Active Inventory Listing Price			\$137,200	\$77,000	\$129,900	\$196,500	\$250,000

October 2018



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



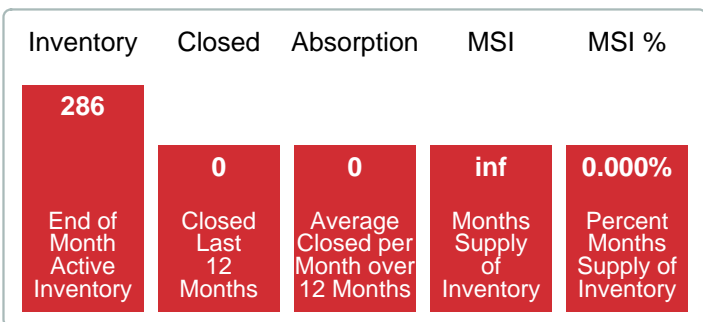
MONTHS SUPPLY of INVENTORY (MSI)

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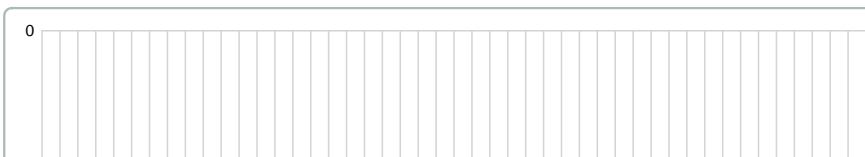
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

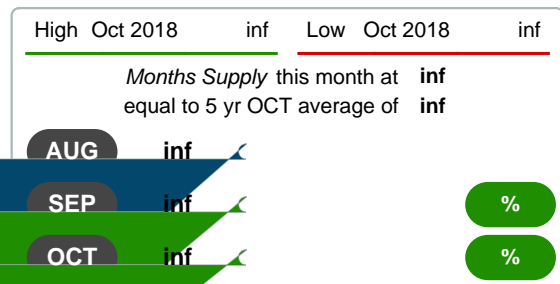


5 YEAR MARKET ACTIVITY TRENDS



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		

October 2018



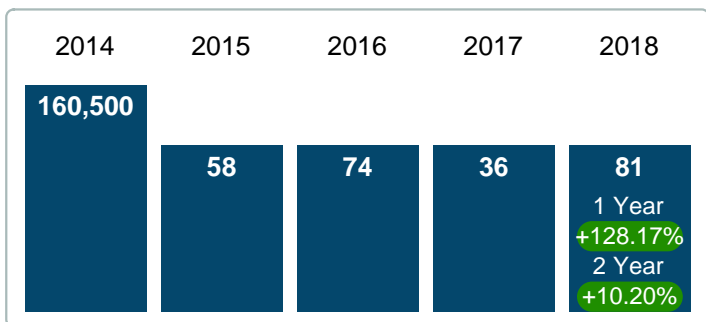
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



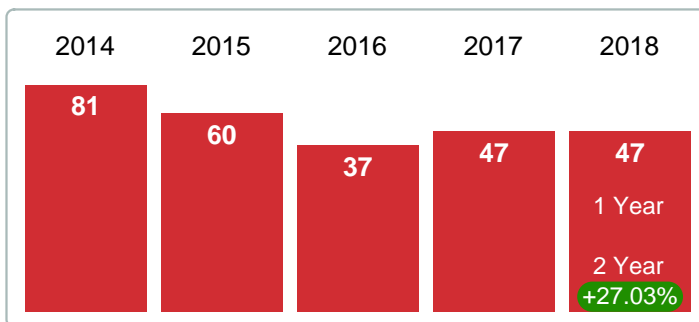
MEDIAN DAYS ON MARKET TO SALE

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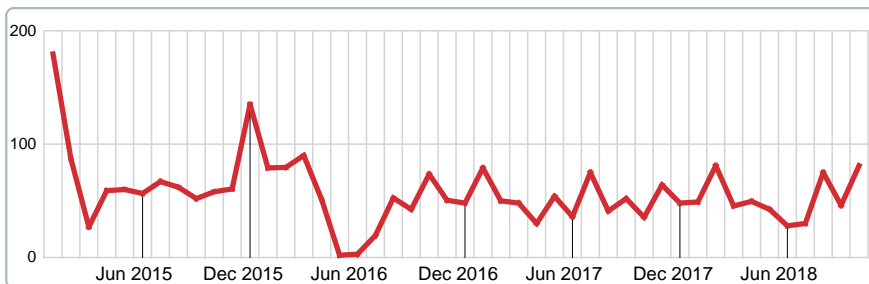
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 32,150

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 81 below the 5 yr OCT average of 32,150



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
\$25,000 and less	0	0.00%	91	0	0	0	0
\$25,001 - \$50,000	6	12.77%	113	120	105	0	0
\$50,001 - \$125,000	11	23.40%	84	112	79	29	137
\$125,001 - \$175,000	8	17.02%	41	138	41	9	0
\$175,001 - \$225,000	11	23.40%	94	0	94	113	0
\$225,001 - \$275,000	5	10.64%	44	0	92	14	0
\$275,001 and up	6	12.77%	10	0	13	48	3
Median Closed DOM			81	125	74	34	70
Total Closed Units		100%	81.0	8	25	12	2
Total Closed Volume			7,595,800	536.00K	3.93M	2.54M	585.00K

October 2018



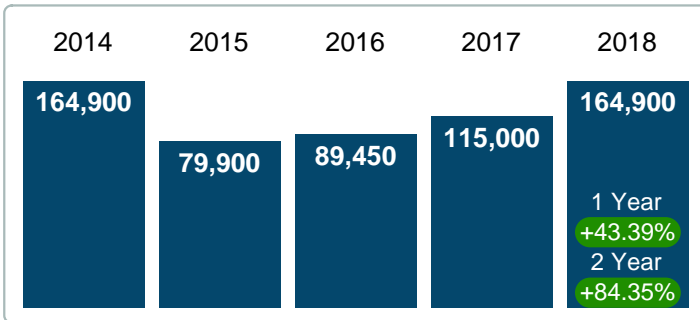
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



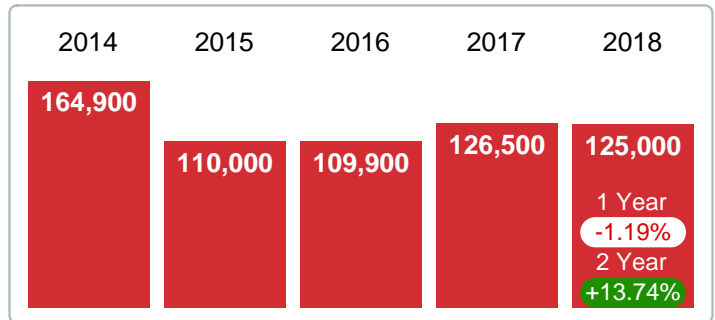
MEDIAN LIST PRICE AT CLOSING

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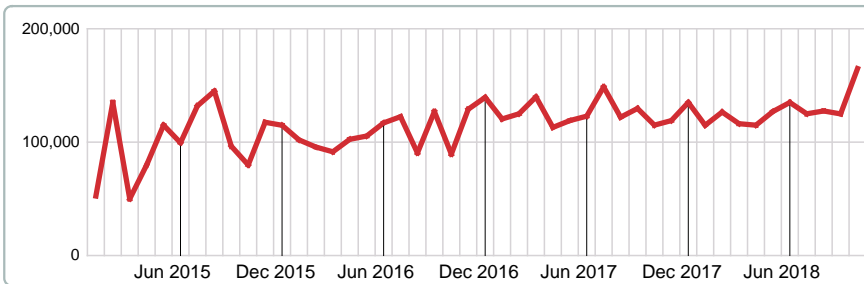
OCTOBER



YEAR TO DATE (YTD)

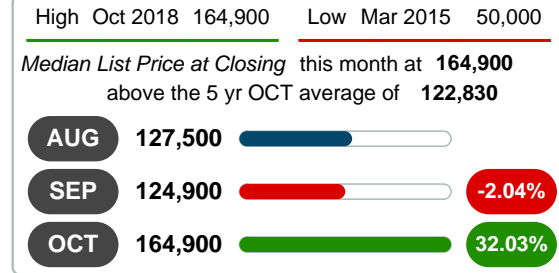


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 122,830



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
\$25,000 and less	0	0.00%	10	0	0	0	0
\$25,001 - \$50,000	7	14.89%	48,000	48,000	47,475	0	0
\$50,001 - \$125,000	10	21.28%	77,700	69,000	94,000	83,700	120,000
\$125,001 - \$175,000	8	17.02%	141,400	168,000	141,400	129,900	0
\$175,001 - \$225,000	8	17.02%	200,000	0	210,000	188,000	0
\$225,001 - \$275,000	9	19.15%	235,000	0	237,000	230,000	0
\$275,001 and up	5	10.64%	299,900	0	299,000	299,900	499,900
Median List Price			164,900	63,500	164,900	217,000	309,950
Total Closed Units		100%	164,900	8	25	12	2
Total Closed Volume			7,832,450	584.00K	4.09M	2.53M	619.90K

October 2018



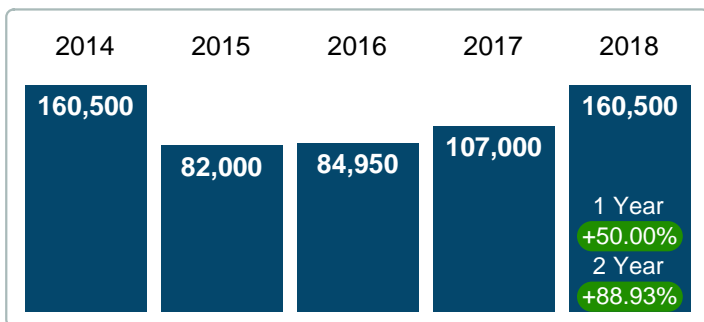
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



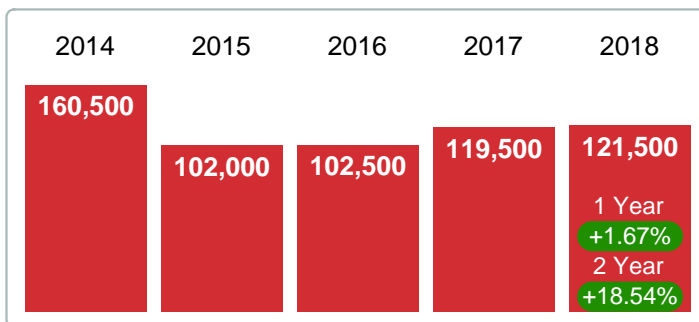
MEDIAN SOLD PRICE AT CLOSING

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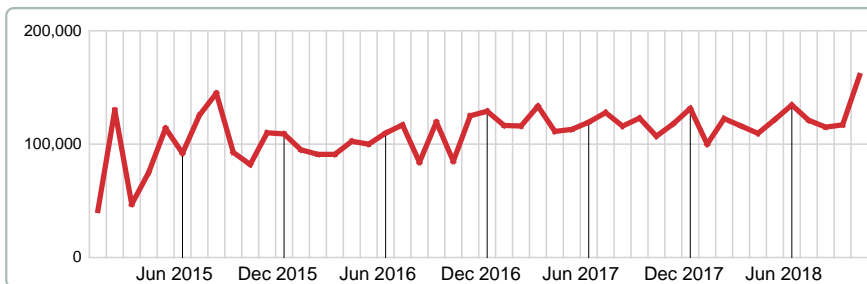
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 118,990

High Oct 2018 160,500 Low Jan 2015 41,500
 Median Sold Price at Closing this month at **160,500**
 above the 5 yr OCT average of **118,990**

- AUG** 115,000
- SEP** 117,000 1.74%
- OCT** 160,500 37.18%

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
\$25,000 and less	0	0.00%	299,900	0	0	0	0
\$25,001 - \$50,000	6	12.77%	41,250	40,000	42,500	0	0
\$50,001 - \$125,000	11	23.40%	69,000	64,000	70,500	78,500	100,000
\$125,001 - \$175,000	8	17.02%	141,000	160,500	141,000	126,000	0
\$175,001 - \$225,000	11	23.40%	195,000	0	212,000	187,450	0
\$225,001 - \$275,000	5	10.64%	237,500	0	236,250	250,000	0
\$275,001 and up	6	12.77%	309,000	0	280,000	309,000	485,000
Median Sold Price			160,500	59,250	166,000	194,950	292,500
Total Closed Units		100%	160,500	8	25	12	2
Total Closed Volume			7,595,800	536.00K	3.93M	2.54M	585.00K

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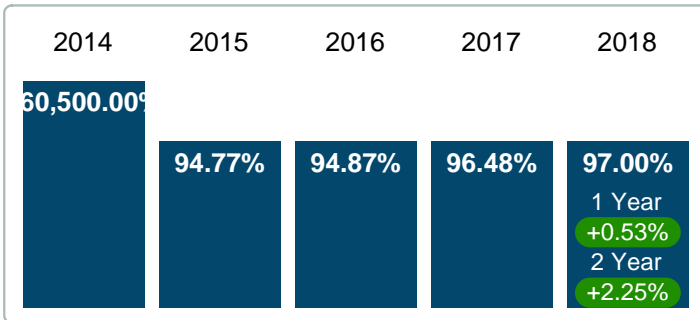
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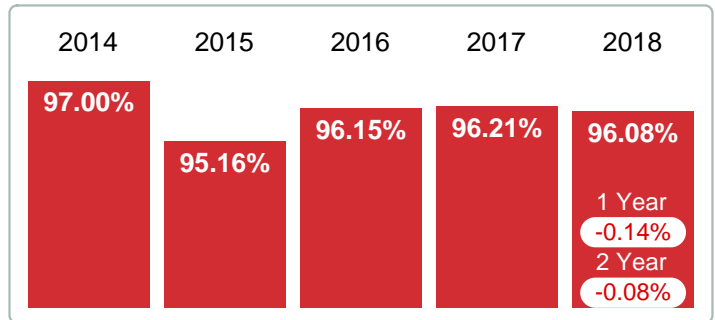
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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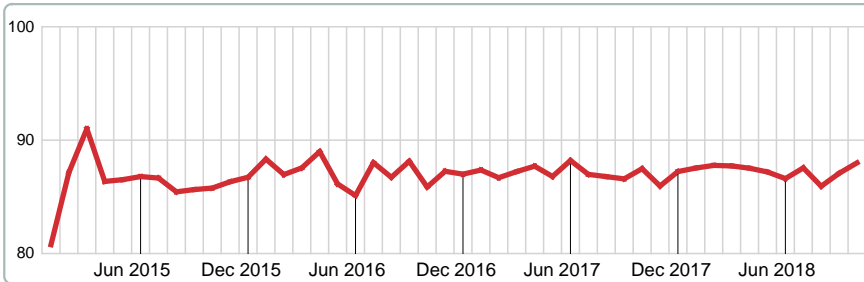
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

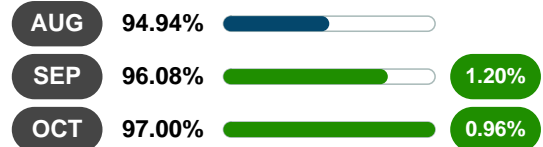


3 MONTHS

5 year OCT AVG = 32,176.62%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **97.00%**
 below the 5 yr OCT average of **32,176.62%**



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	
\$25,000 and less	0	0.00%	99.00%	0.00%	0.00%	0.00%	0.00%	
\$25,001 - \$50,000	6	12.77%	91.92%	85.11%	94.44%	0.00%	0.00%	
\$50,001 - \$125,000	11	23.40%	94.68%	95.33%	97.34%	93.90%	83.33%	
\$125,001 - \$175,000	8	17.02%	99.69%	95.54%	100.00%	97.00%	0.00%	
\$175,001 - \$225,000	11	23.40%	93.73%	0.00%	93.73%	95.52%	0.00%	
\$225,001 - \$275,000	5	10.64%	98.30%	0.00%	98.30%	100.00%	0.00%	
\$275,001 and up	6	12.77%	97.36%	0.00%	93.65%	98.69%	97.02%	
Median Sold/List Ratio		97.00%		91.61%	98.30%	97.35%	90.18%	
Total Closed Units		47	100%	97.00%	8	25	12	2
Total Closed Volume		7,595,800			536.00K	3.93M	2.54M	585.00K

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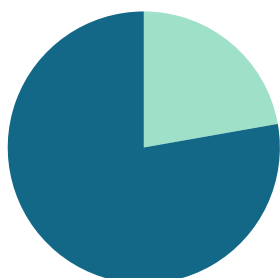
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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INVENTORY

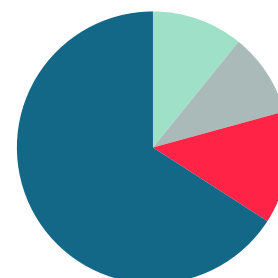


Inventory
 New Listings **86 = 22.22%**
 Start Inventory **301**
 Total Inventory Units **387**
 Volume **\$71,050,052**

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%
Median List Price	115,000	164,900	43.39%	126,500	125,000	-1.19%
Median Sale Price	107,000	160,500	50.00%	119,500	121,500	1.67%
Median Percent of Selling Price to List Price	96.48%	97.00%	0.53%	96.21%	96.08%	-0.14%
Median Days on Market to Sale	35.50	81.00	128.17%	47.00	47.00	0.00%
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

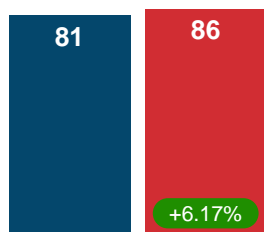
Inventory on October 31, 2018 = **286**

2017 **2018**

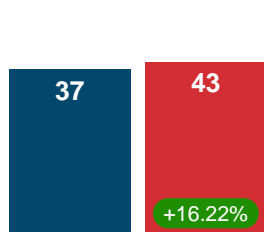
OCTOBER MARKET

MEDIAN PRICES

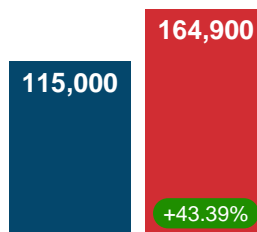
New Listings



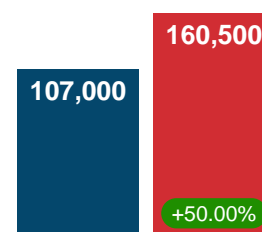
Pending Listings



List Price



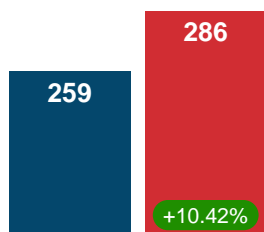
Sale Price



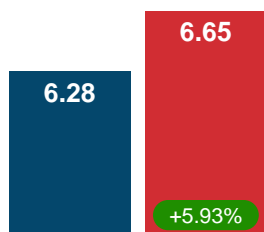
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

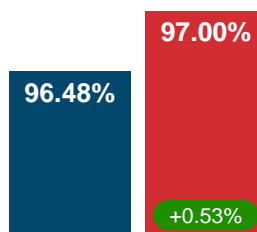
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

