

August 2019



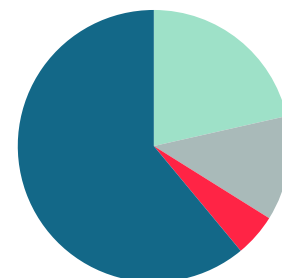
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	55	76	38.18%
Pending Listings	51	44	-13.73%
New Listings	76	67	-11.84%
Average List Price	138,249	163,730	18.43%
Average Sale Price	130,504	158,245	21.26%
Average Percent of Selling Price to List Price	93.18%	96.55%	3.62%
Average Days on Market to Sale	76.31	46.07	-39.63%
End of Month Inventory	312	216	-30.77%
Months Supply of Inventory	7.17	4.55	-36.60%



■ Closed (21.47%)
■ Pending (12.43%)
■ Other OffMarket (5.08%)
■ Active (61.02%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of August 31, 2019 = **216**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **30.77%** to 216 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **4.55** 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 **21.26%** in August 2019 to \$158,245 versus the previous year at \$130,504.

Average Days on Market Shortens

The average number of **46.07** days that homes spent on the market before selling decreased by 30.24 days or **39.63%** in August 2019 compared to last year's same month at **76.31** DOM.

Sales Success for August 2019 is Positive

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

There were 67 New Listings in August 2019, down **11.84%** from last year at 76. Furthermore, there were 76 Closed Listings this month versus last year at 55, a **38.18%** increase.

Closed versus Listed trends yielded a **113.4%** ratio, up from previous year's, August 2018, at **72.4%**, a **56.74%** upswing. 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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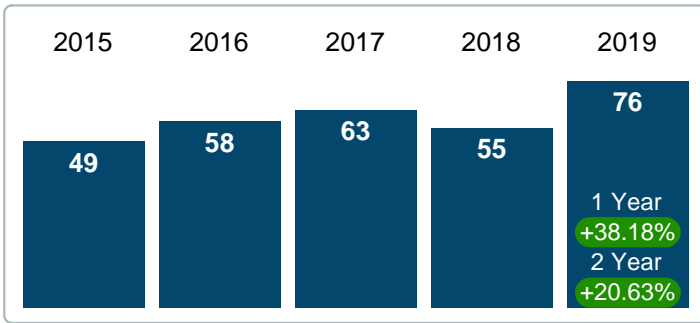
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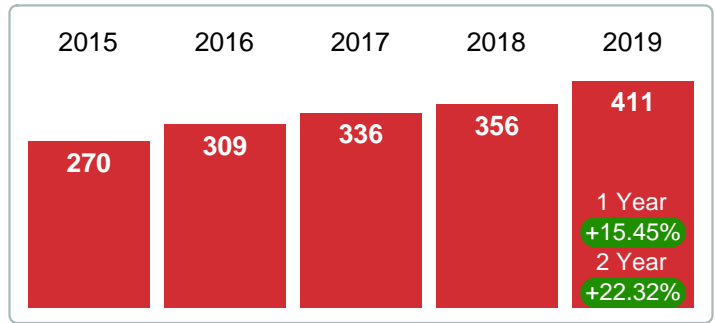
CLOSED LISTINGS

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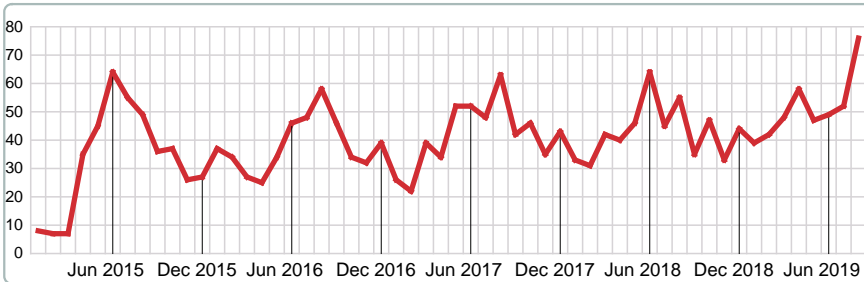
AUGUST



YEAR TO DATE (YTD)

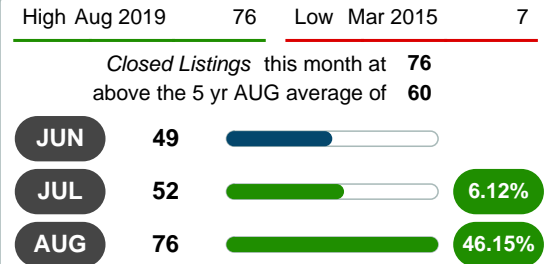


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 60



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	4	5.26%	38.3	2	2	0	0
\$50,001 - \$75,000	10	13.16%	33.4	2	8	0	0
\$75,001 - \$100,000	10	13.16%	49.6	2	8	0	0
\$100,001 - \$150,000	22	28.95%	49.9	3	15	4	0
\$150,001 - \$175,000	10	13.16%	24.5	1	8	1	0
\$175,001 - \$250,000	12	15.79%	88.2	0	10	2	0
\$250,001 and up	8	10.53%	14.8	0	1	5	2
Total Closed Units	76			10	52	12	2
Total Closed Volume	12,026,592	100%	46.1	920.86K	6.87M	3.14M	1.10M
Average Closed Price	\$158,245			\$92,086	\$132,090	\$261,836	\$547,500

August 2019



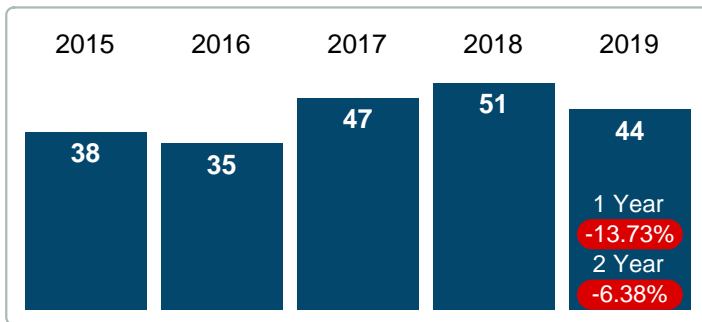
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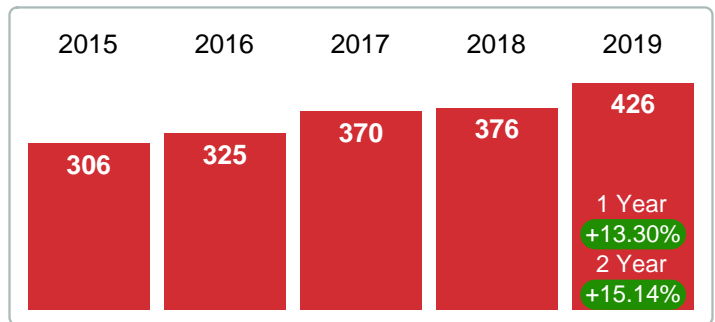
PENDING LISTINGS

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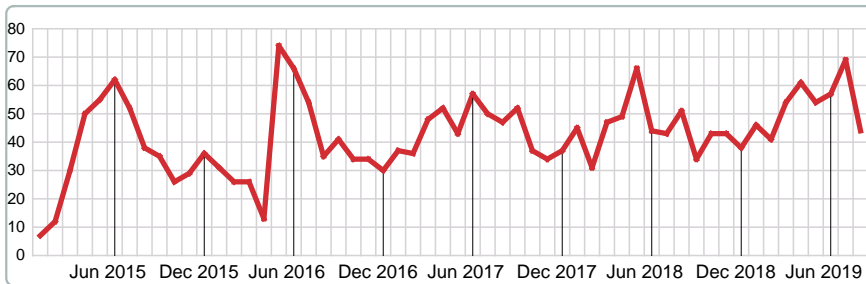
AUGUST



YEAR TO DATE (YTD)

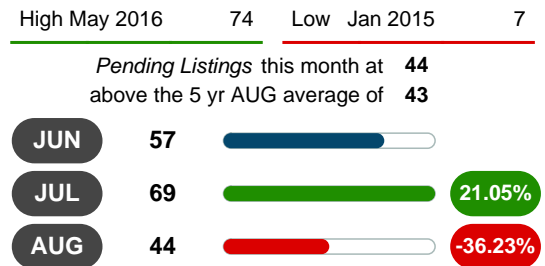


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.09%	37.0	1	3	0	0
\$50,001 - \$75,000	3	6.82%	201.3	1	2	0	0
\$75,001 - \$125,000	8	18.18%	100.5	3	4	1	0
\$125,001 - \$150,000	6	13.64%	67.5	1	5	0	0
\$150,001 - \$225,000	13	29.55%	39.8	0	13	0	0
\$225,001 - \$275,000	4	9.09%	60.8	0	2	2	0
\$275,001 and up	6	13.64%	31.8	0	4	0	2
Total Pending Units	44			6	33	3	2
Total Pending Volume	7,210,595	100%	66.2	542.40K	5.39M	584.90K	694.90K
Average Listing Price	\$163,877			\$90,400	\$163,285	\$194,965	\$347,450

August 2019



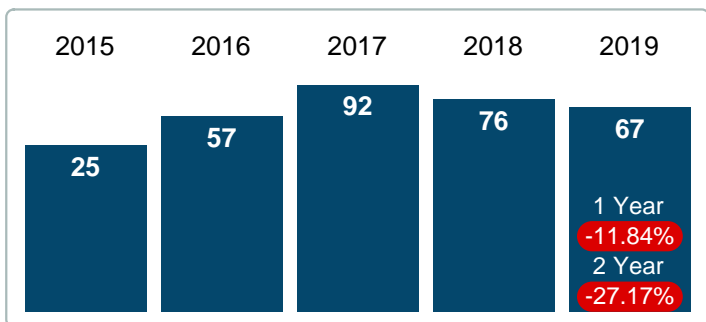
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



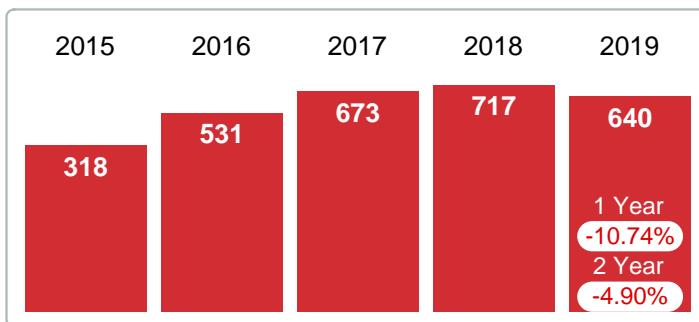
NEW LISTINGS

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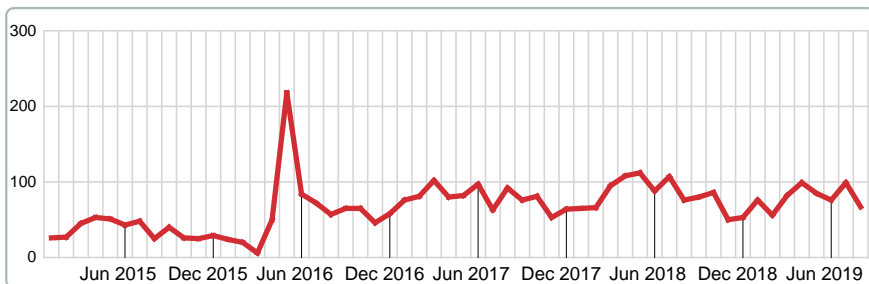
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 63

High May 2016 218 Low Mar 2016 6

New Listings this month at **67**
above the 5 yr AUG average of **63**

Month	New Listings	% Change
JUN	76	
JUL	99	30.26%
AUG	67	-32.32%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.49%	0	1	0	0
\$25,001 - \$75,000	15	22.39%	8	7	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	22	32.84%	5	16	1	0
\$150,001 - \$200,000	10	14.93%	1	8	1	0
\$200,001 - \$350,000	12	17.91%	0	8	2	2
\$350,001 and up	7	10.45%	0	6	1	0
Total New Listed Units	67		14	46	5	2
Total New Listed Volume	10,946,000	100%	1.04M	8.17M	1.16M	578.90K
Average New Listed Listing Price	\$152,143		\$74,436	\$177,559	\$231,460	\$289,450

August 2019



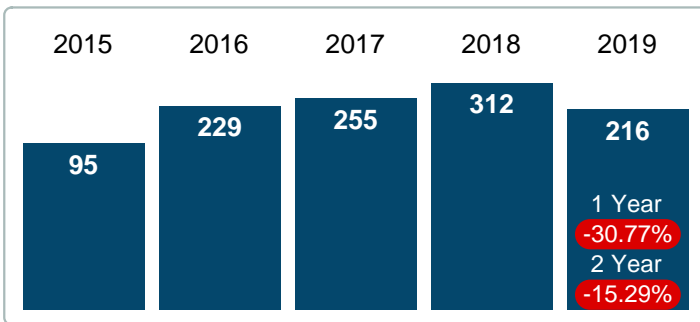
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



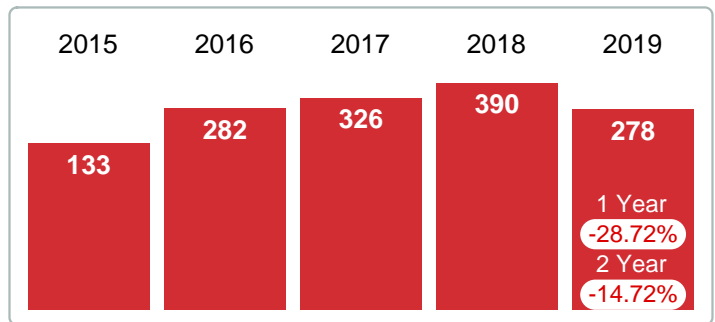
ACTIVE INVENTORY

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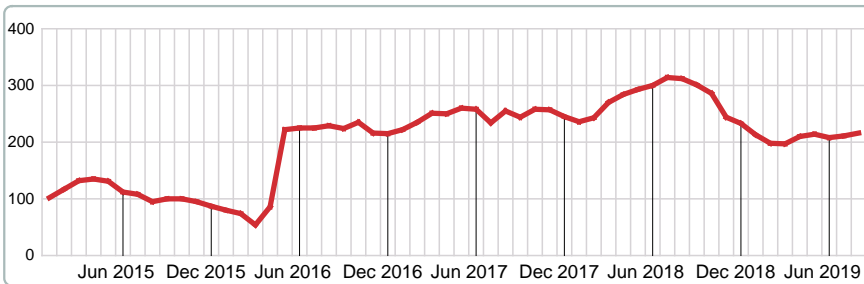
END OF AUGUST



ACTIVE DURING AUGUST

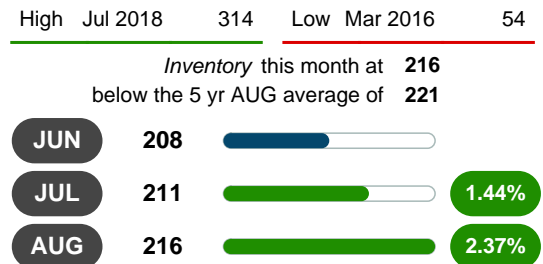


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 221



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	9.26%	125.7	15	5	0	0
\$50,001 - \$75,000	25	11.57%	72.7	11	12	1	1
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$175,000	87	40.28%	74.4	14	57	12	4
\$175,001 - \$225,000	26	12.04%	90.2	3	16	7	0
\$225,001 - \$325,000	35	16.20%	76.6	2	18	13	2
\$325,001 and up	23	10.65%	74.7	0	12	9	2
Total Active Inventory by Units	216			45	120	42	9
Total Active Inventory by Volume	39,099,545	100%	81.2	3.78M	21.42M	10.32M	3.58M
Average Active Inventory Listing Price	\$181,016			\$83,918	\$178,466	\$245,824	\$398,078

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



MONTHS SUPPLY of INVENTORY (MSI)

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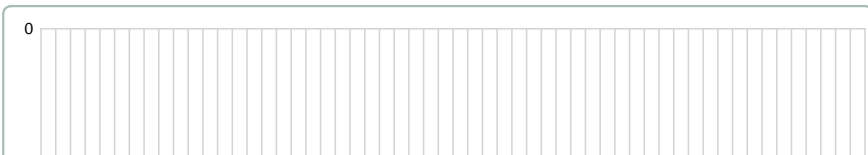
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
216	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20		9.26%	4.14	7.50	1.82	0.00	0.00	
\$50,001 - \$70,000	21		9.72%	4.42	7.50	3.57	0.00	0.00	
\$70,001 - \$90,000	29		13.43%	4.97	5.60	4.43	4.50	24.00	
\$90,001 - \$170,000	57		26.39%	3.10	3.36	2.63	4.80	18.00	
\$170,001 - \$240,000	37		17.13%	4.83	48.00	4.72	3.72	0.00	
\$240,001 - \$340,000	30		13.89%	7.50	0.00	7.64	6.55	6.00	
\$340,001 and up	22		10.19%	11.00	0.00	48.00	6.40	4.00	
Market Supply of Inventory (MSI)		4.55			6.67	3.88	4.85	7.71	
Total Active Inventory by Units		216	100%	4.55	45	120	42	9	

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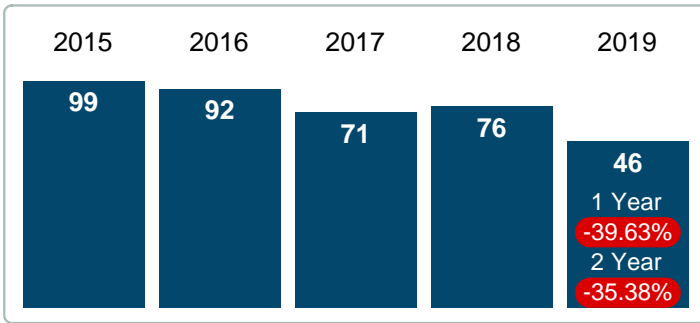
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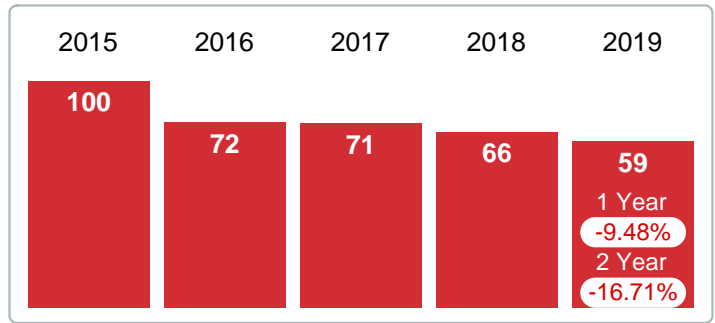
AVERAGE DAYS ON MARKET TO SALE

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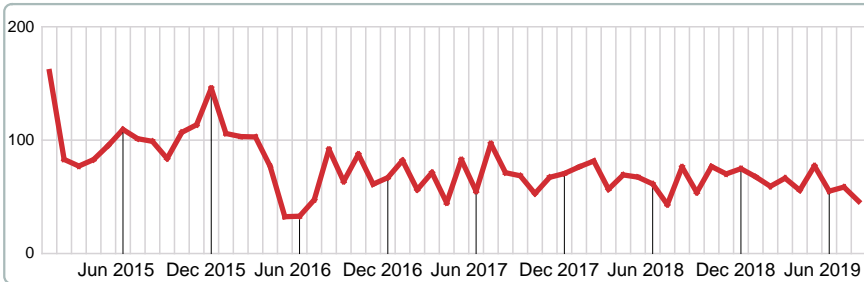
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

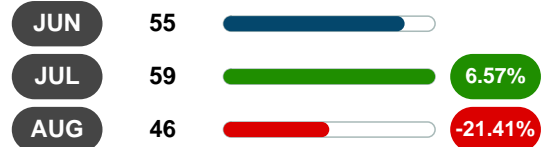


3 MONTHS

5 year AUG AVG = 77

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 46 below the 5 yr AUG average of 77



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	4	5.26%	38	75	2	0		
\$50,001 - \$75,000	10	13.16%	33	18	37	0		
\$75,001 - \$100,000	10	13.16%	50	37	53	0		
\$100,001 - \$150,000	22	28.95%	50	24	64	15		
\$150,001 - \$175,000	10	13.16%	25	78	19	13		
\$175,001 - \$250,000	12	15.79%	88	0	95	56		
\$250,001 and up	8	10.53%	15	0	5	16		
Average Closed DOM		46		41	54	22	16	
Total Closed Units		76	100%	46	10	52	12	2
Total Closed Volume		12,026,592		920.86K	6.87M	3.14M	1.10M	

August 2019



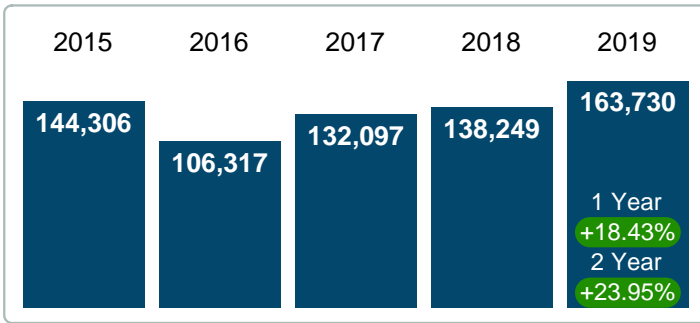
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



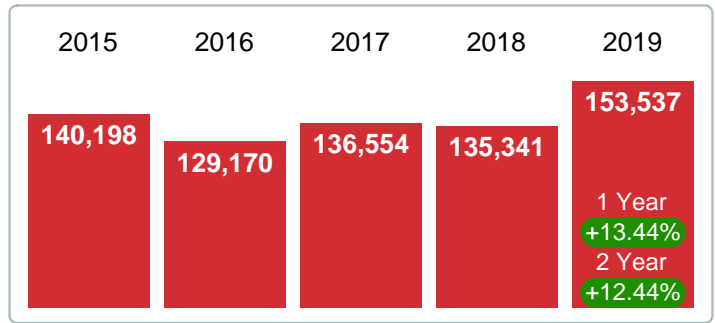
AVERAGE LIST PRICE AT CLOSING

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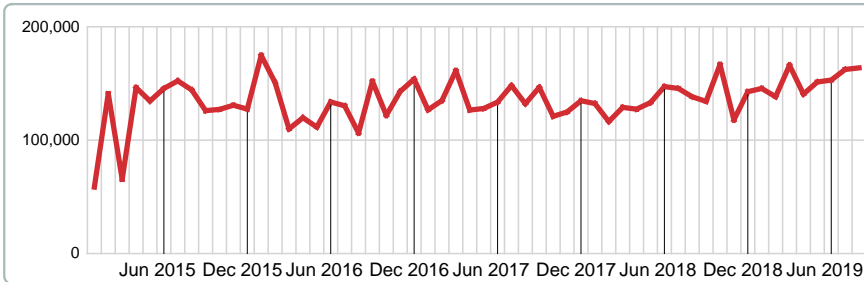
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

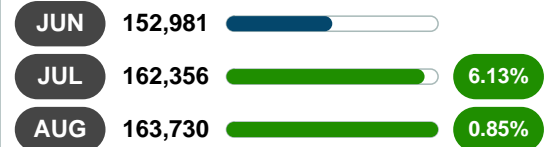


3 MONTHS

5 year AUG AVG = 136,940

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

Average List Price at Closing this month at **163,730**
above the 5 yr AUG average of **136,940**



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	4	5.26%	37,249	39,248	35,250	0	0
\$50,001 - \$75,000	6	7.89%	64,183	56,450	74,875	0	0
\$75,001 - \$100,000	13	17.11%	85,923	94,900	92,238	0	0
\$100,001 - \$150,000	20	26.32%	129,865	134,200	132,360	133,675	0
\$150,001 - \$175,000	13	17.11%	164,546	159,000	168,775	172,500	0
\$175,001 - \$250,000	12	15.79%	204,772	0	202,177	215,000	0
\$250,001 and up	8	10.53%	449,838	0	300,000	427,760	579,950
Average List Price			163,730	94,280	135,861	273,000	579,950
Total Closed Units		100%	163,730	10	52	12	2
Total Closed Volume			12,443,463	942.80K	7.06M	3.28M	1.16M

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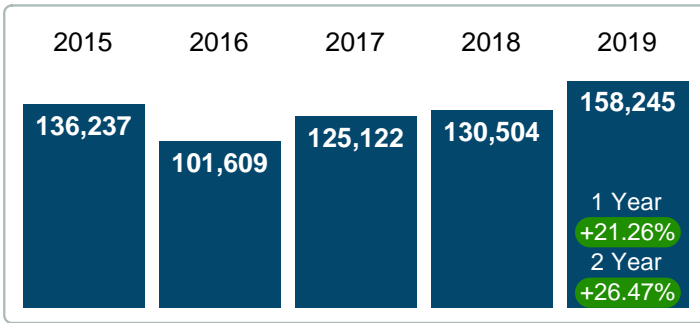
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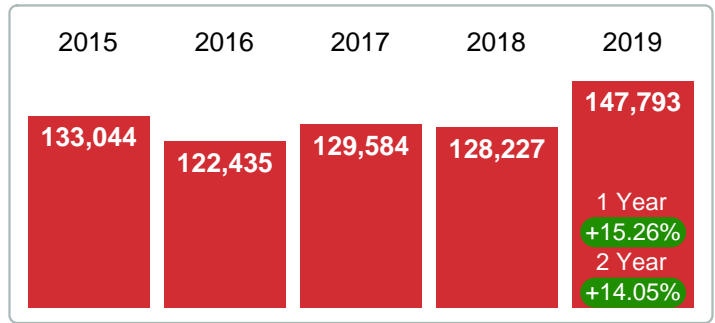
AVERAGE SOLD PRICE AT CLOSING

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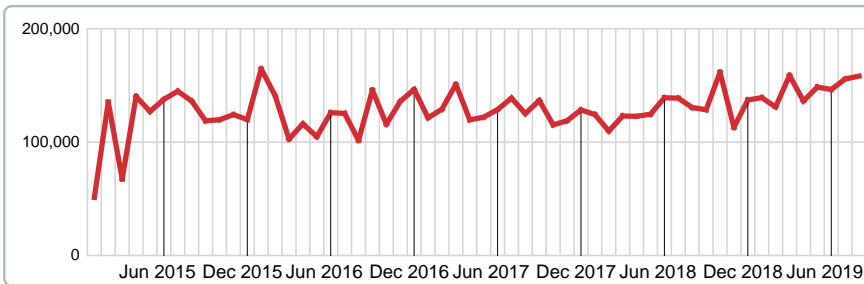
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

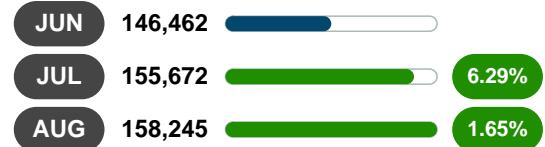


3 MONTHS

5 year AUG AVG = 130,343

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

Average Sold Price at Closing this month at **158,245** above the 5 yr AUG average of **130,343**



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	4	5.26%	34,250	34,500	34,000	0	
\$50,001 - \$75,000	10	13.16%	63,146	56,980	64,688	0	
\$75,001 - \$100,000	10	13.16%	89,450	89,950	89,325	0	
\$100,001 - \$150,000	22	28.95%	131,151	130,333	130,620	133,758	
\$150,001 - \$175,000	10	13.16%	166,250	167,000	165,063	175,000	
\$175,001 - \$250,000	12	15.79%	200,150	0	198,880	206,500	
\$250,001 and up	8	10.53%	426,750	0	300,000	403,800	
Average Sold Price		158,245		92,086	132,090	261,836	547,500
Total Closed Units		76	100%	158,245	10	52	12
Total Closed Volume		12,026,592			920.86K	6.87M	3.14M

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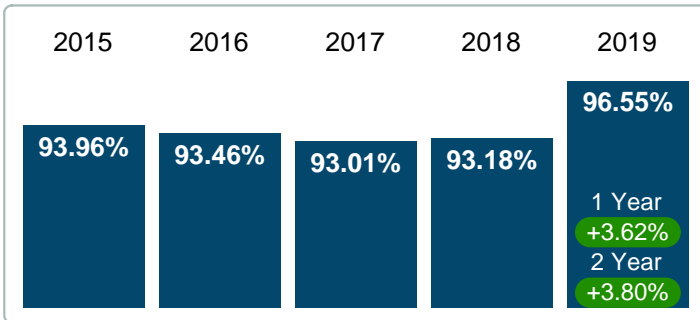
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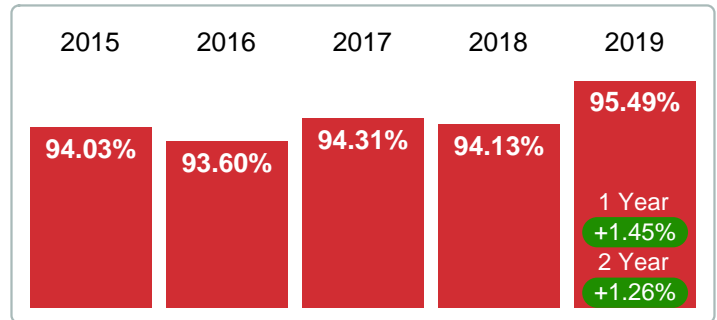
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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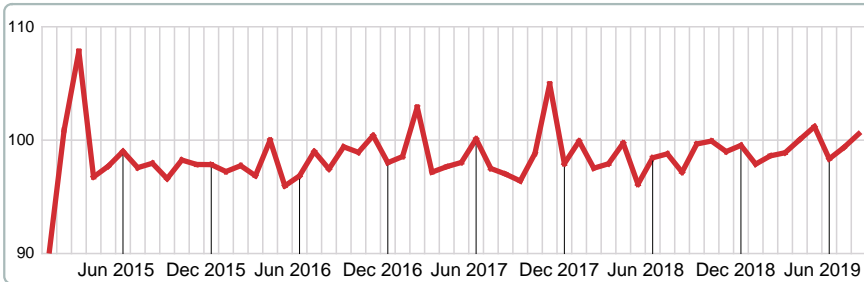
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

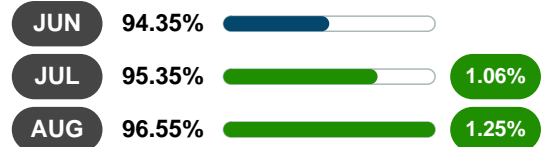


3 MONTHS

5 year AUG AVG = 94.03%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **96.55%** above the 5 yr AUG average of **94.03%**



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	4	5.26%	91.25%	87.55%	94.94%	0.00%	0.00%
\$50,001 - \$75,000	10	13.16%	89.29%	100.97%	86.37%	0.00%	0.00%
\$75,001 - \$100,000	10	13.16%	97.29%	95.50%	97.74%	0.00%	0.00%
\$100,001 - \$150,000	22	28.95%	99.21%	97.26%	99.38%	100.06%	0.00%
\$150,001 - \$175,000	10	13.16%	98.93%	105.03%	97.85%	101.45%	0.00%
\$175,001 - \$250,000	12	15.79%	98.08%	0.00%	98.49%	96.05%	0.00%
\$250,001 and up	8	10.53%	94.74%	0.00%	100.00%	94.33%	93.12%
Average Sold/List Ratio		96.50%		96.48%	96.56%	97.12%	93.12%
Total Closed Units		76	100%	10	52	12	2
Total Closed Volume		12,026,592		920.86K	6.87M	3.14M	1.10M

August 2019



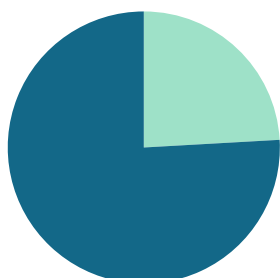
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

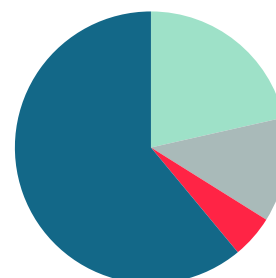


Inventory
 New Listings
67 = 24.10%
 Start Inventory
211
 Total Inventory Units
278
 Volume
\$49,188,340

Market Activity

Closed Sales
76 = 21.47%
 Pending Sales
44 = 12.43%
 Other Off Market
18 = 5.08%
 Active Inventory
216 = 61.02%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	55	76	38.18%	356	411	15.45%
Pending Sales	51	44	-13.73%	376	426	13.30%
New Listings	76	67	-11.84%	717	640	-10.74%
Average List Price	138,249	163,730	18.43%	135,341	153,537	13.44%
Average Sale Price	130,504	158,245	21.26%	128,227	147,793	15.26%
Average Percent of Selling Price to List Price	93.18%	96.55%	3.62%	94.13%	95.49%	1.45%
Average Days on Market to Sale	76.31	46.07	-39.63%	65.67	59.45	-9.48%
Monthly Inventory	312	216	-30.77%	312	216	-30.77%
Months Supply of Inventory	7.17	4.55	-36.60%	7.17	4.55	-36.60%

Absorption: Last 12 months, an Average of **48** Sales/Month

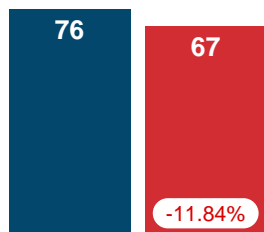
Inventory on August 31, 2019 = **216**

2018 **2019**

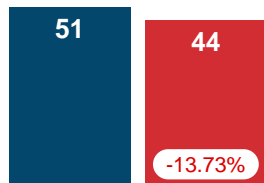
AUGUST MARKET

AVERAGE PRICES

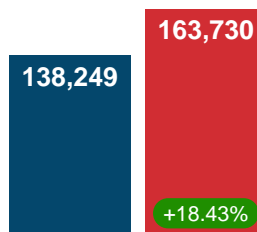
New Listings



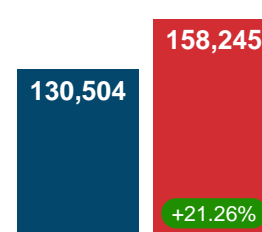
Pending Listings



List Price



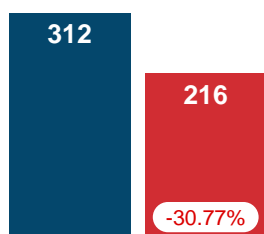
Sale Price



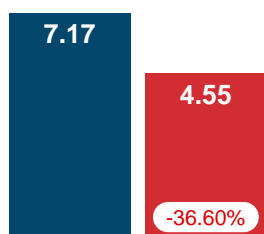
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

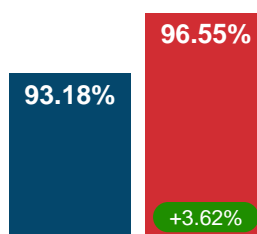
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

