

August 2019



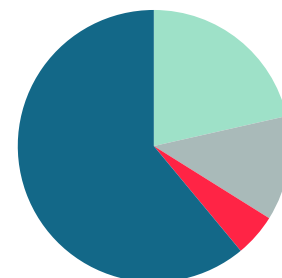
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	127,500	145,000	13.73%
Median Sale Price	115,000	140,000	21.74%
Median Percent of Selling Price to List Price	94.94%	97.84%	3.05%
Median Days on Market to Sale	75.00	15.50	-79.33%
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.

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 **21.74%** in August 2019 to \$140,000 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **15.50** days that homes spent on the market before selling decreased by 59.50 days or **79.33%** in August 2019 compared to last year's same month at **75.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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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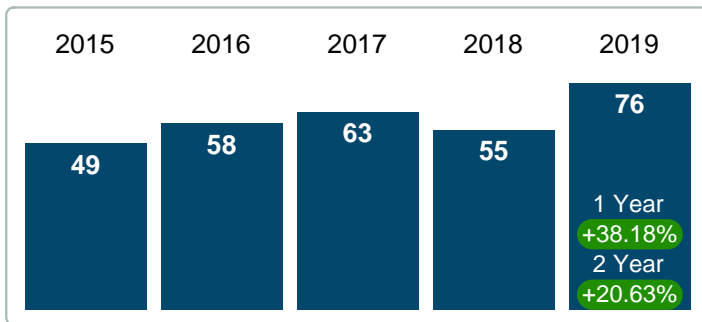
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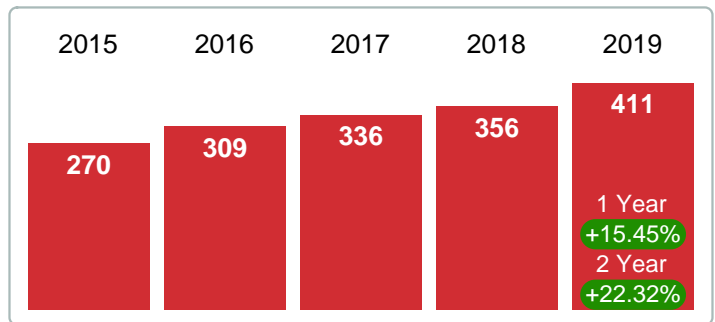
CLOSED LISTINGS

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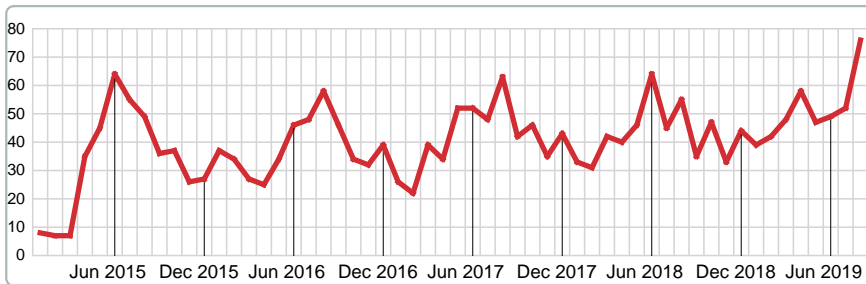
AUGUST



YEAR TO DATE (YTD)

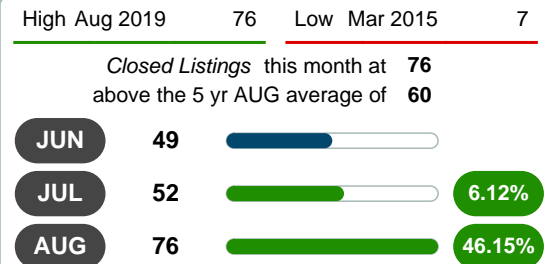


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.26%	31.0	2	2	0	0
\$50,001 - \$80,000	11	14.47%	20.0	3	8	0	0
\$80,001 - \$110,000	13	17.11%	42.0	2	11	0	0
\$110,001 - \$150,000	18	23.68%	16.5	2	12	4	0
\$150,001 - \$180,000	12	15.79%	5.5	1	10	1	0
\$180,001 - \$250,000	10	13.16%	16.5	0	8	2	0
\$250,001 and up	8	10.53%	7.5	0	1	5	2
Total Closed Units	76			10	52	12	2
Total Closed Volume	12,026,592	100%	15.5	920.86K	6.87M	3.14M	1.10M
Median Closed Price	\$140,000			\$89,950	\$137,500	\$206,500	\$547,500

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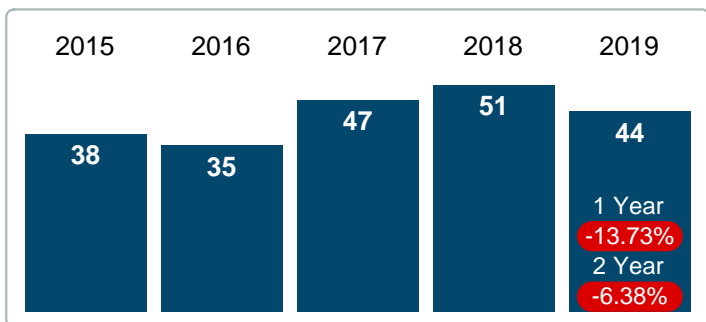
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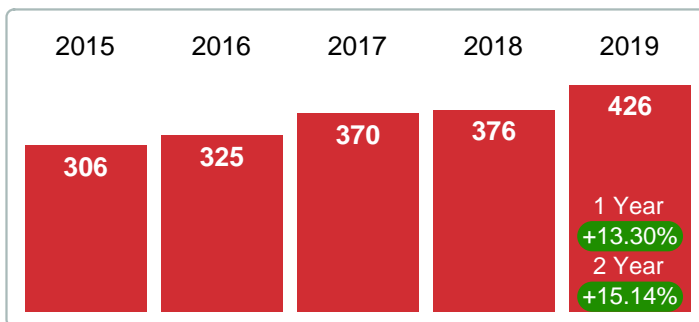
PENDING LISTINGS

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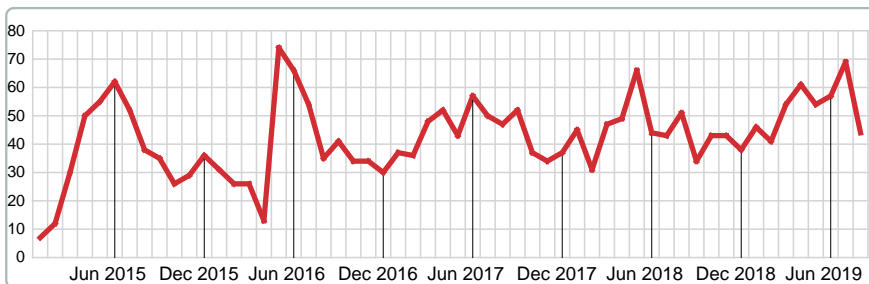
AUGUST



YEAR TO DATE (YTD)

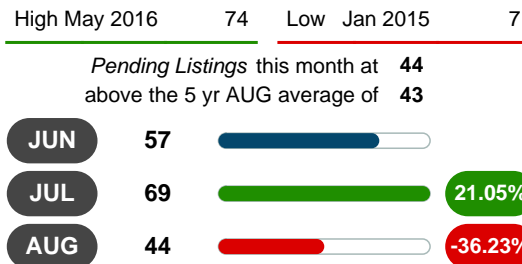


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.09%	6.5	1	3	0	0
\$50,001 - \$75,000	3	6.82%	87.0	1	2	0	0
\$75,001 - \$125,000	8	18.18%	87.0	3	4	1	0
\$125,001 - \$150,000	6	13.64%	37.5	1	5	0	0
\$150,001 - \$225,000	13	29.55%	23.0	0	13	0	0
\$225,001 - \$275,000	4	9.09%	38.5	0	2	2	0
\$275,001 and up	6	13.64%	29.0	0	4	0	2
Total Pending Units	44			6	33	3	2
Total Pending Volume	7,210,595	100%	31.0	542.40K	5.39M	584.90K	694.90K
Median Listing Price	\$161,250			\$93,500	\$168,900	\$239,900	\$347,450

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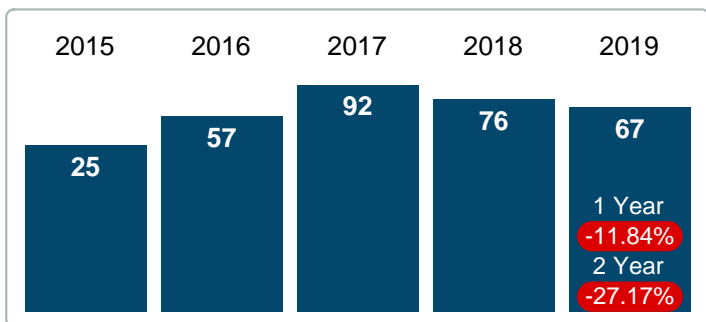
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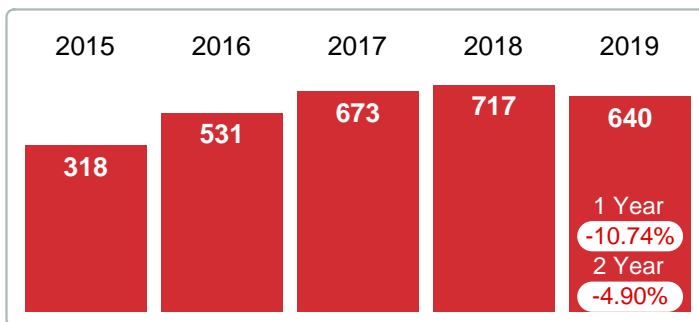
NEW LISTINGS

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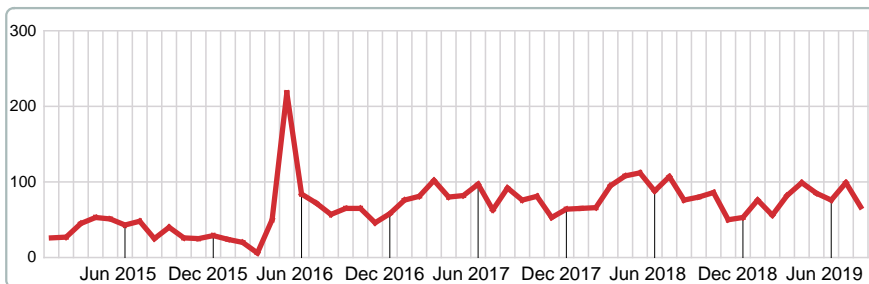
AUGUST



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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.96%	4	2	0	0
\$40,001 - \$70,000	9	13.43%	3	6	0	0
\$70,001 - \$90,000	10	14.93%	4	6	0	0
\$90,001 - \$160,000	15	22.39%	2	11	2	0
\$160,001 - \$210,000	10	14.93%	1	8	1	0
\$210,001 - \$350,000	10	14.93%	0	7	1	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
Median New Listed Listing Price	\$129,500		\$71,500	\$147,450	\$204,900	\$289,450

August 2019



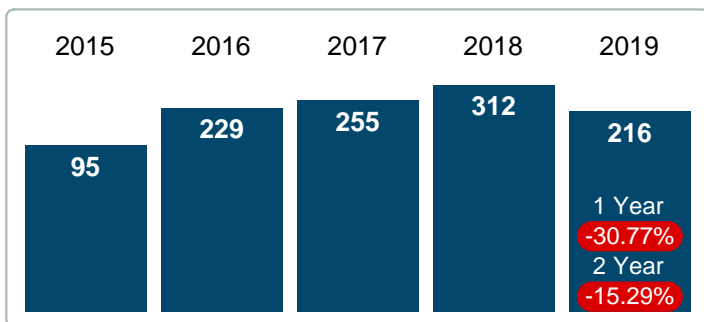
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



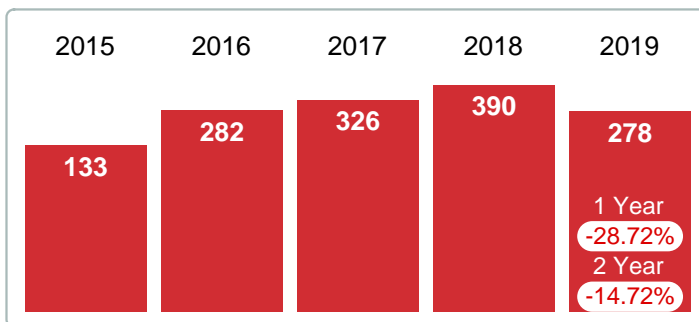
ACTIVE INVENTORY

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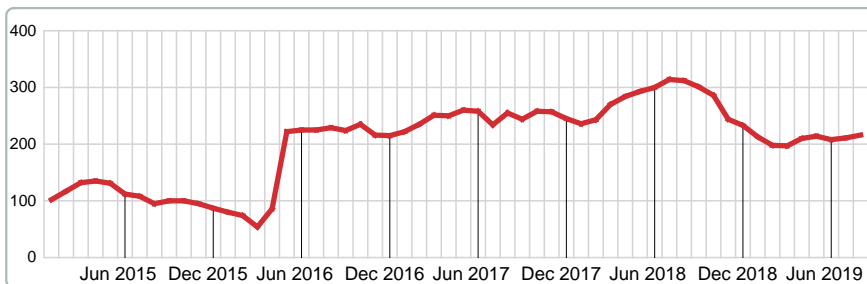
END OF AUGUST



ACTIVE DURING AUGUST

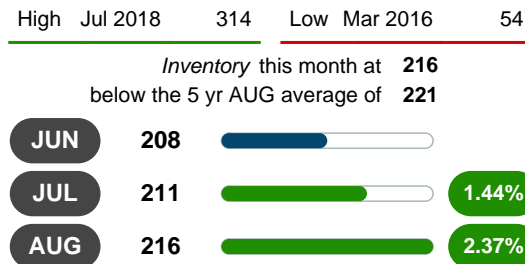


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 221



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	9.26%	83.5	15	5	0	0
\$50,001 - \$70,000	21	9.72%	51.0	10	11	0	0
\$70,001 - \$90,000	29	13.43%	54.0	7	17	3	2
\$90,001 - \$170,000	57	26.39%	73.0	7	37	10	3
\$170,001 - \$240,000	37	17.13%	74.0	4	24	9	0
\$240,001 - \$340,000	30	13.89%	65.0	2	14	12	2
\$340,001 and up	22	10.19%	56.0	0	12	8	2
Total Active Inventory by Units	216			45	120	42	9
Total Active Inventory by Volume	39,099,545	100%	68.0	3.78M	21.42M	10.32M	3.58M
Median Active Inventory Listing Price	\$140,950			\$68,000	\$147,000	\$231,750	\$164,900

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



MONTHS SUPPLY of INVENTORY (MSI)

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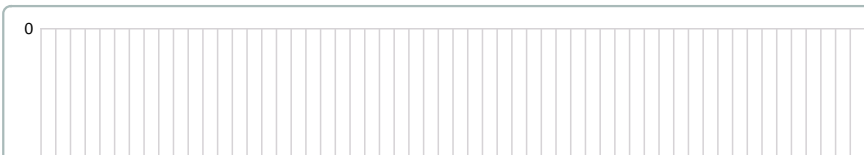
MSI FOR AUGUST

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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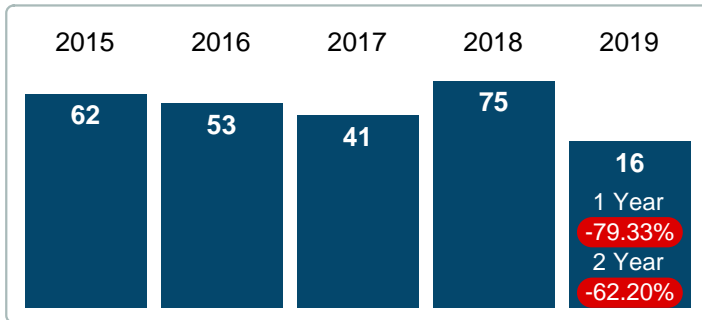
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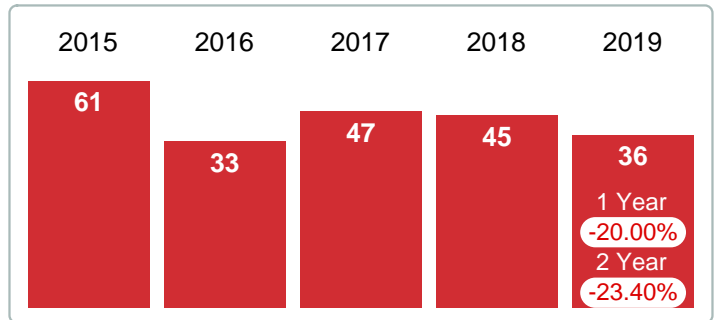
MEDIAN DAYS ON MARKET TO SALE

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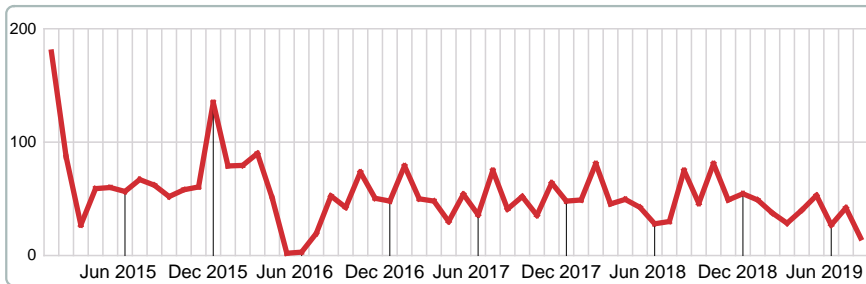
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

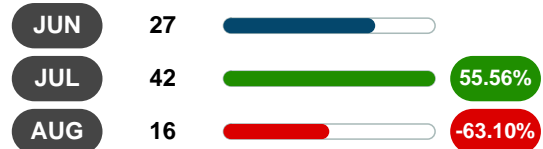


3 MONTHS

5 year AUG AVG = 49

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 16 below the 5 yr AUG average of 49



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	5.26%	31	75	2	0	0
\$50,001 - \$80,000	14.47%	20	20	25	0	0
\$80,001 - \$110,000	17.11%	42	34	42	0	0
\$110,001 - \$150,000	23.68%	17	29	23	10	0
\$150,001 - \$180,000	15.79%	6	78	3	13	0
\$180,001 - \$250,000	13.16%	17	0	15	56	0
\$250,001 and up	10.53%	8	0	5	4	16
Median Closed DOM		16	36	14	13	16
Total Closed Units	100%	76	10	52	12	2
Total Closed Volume		12,026,592	920.86K	6.87M	3.14M	1.10M

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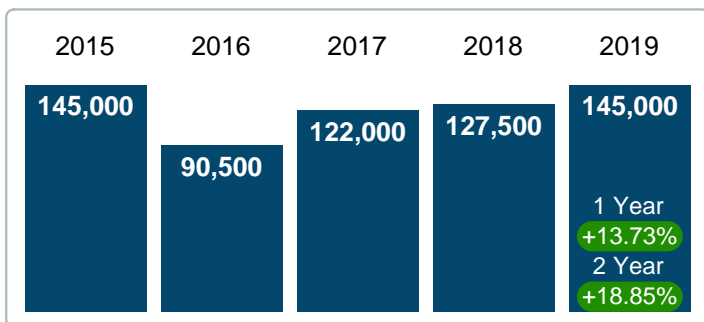
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



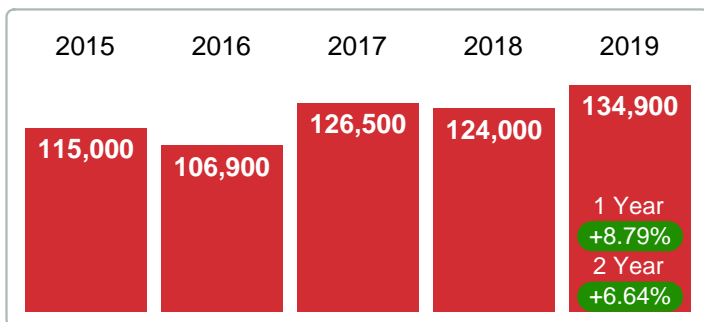
MEDIAN LIST PRICE AT CLOSING

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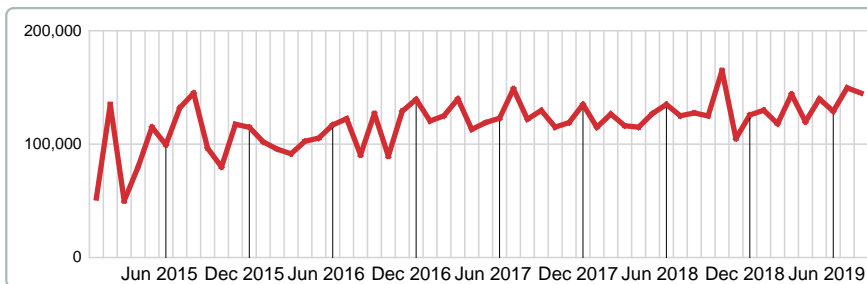
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

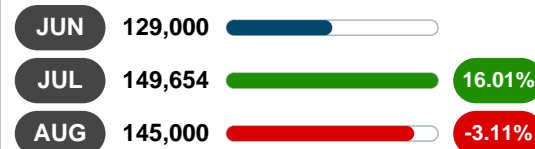


3 MONTHS

5 year AUG AVG = 126,000

High Oct 2018 164,900 Low Mar 2015 50,000

Median List Price at Closing this month at **145,000**
above the 5 yr AUG average of **126,000**



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	4	39,248	39,248	35,250	0	0
\$50,001 - \$80,000	11	72,500	58,000	75,750	0	0
\$80,001 - \$110,000	11	89,900	108,950	89,900	0	0
\$110,001 - \$150,000	17	134,900	147,300	129,000	134,900	0
\$150,001 - \$180,000	15	168,900	159,000	168,900	172,500	0
\$180,001 - \$250,000	10	212,500	0	203,784	215,000	0
\$250,001 and up	8	379,950	0	300,000	450,000	579,950
Median List Price		145,000	93,950	137,500	215,000	579,950
Total Closed Units		76	10	52	12	2
Total Closed Volume		12,443,463	942.80K	7.06M	3.28M	1.16M

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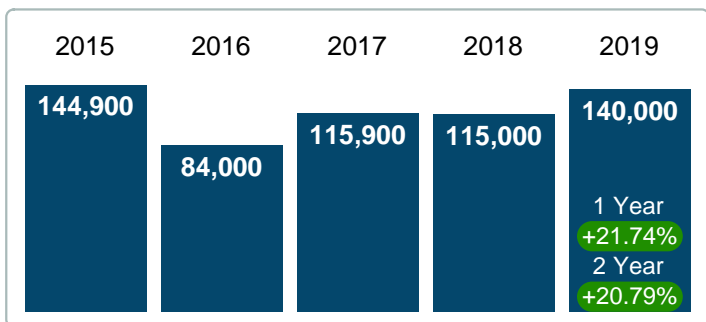
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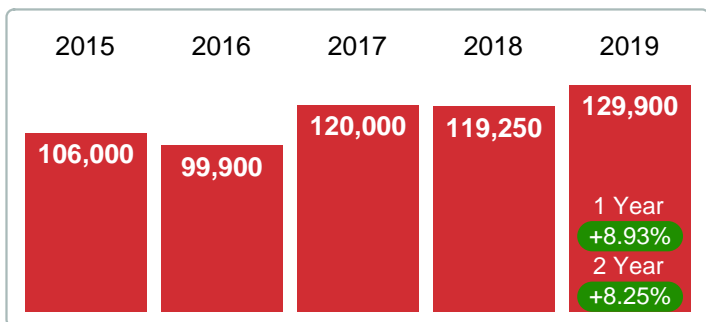
MEDIAN SOLD PRICE AT CLOSING

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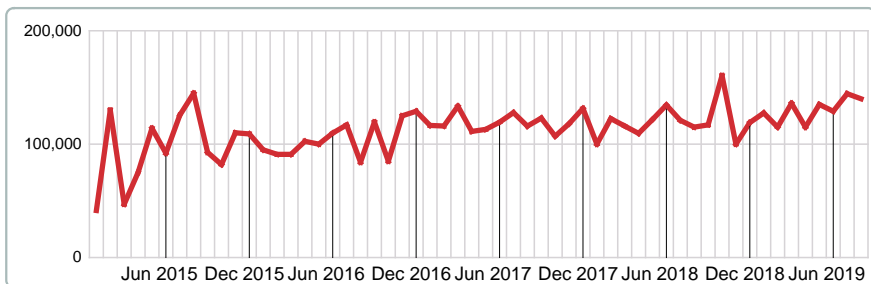
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

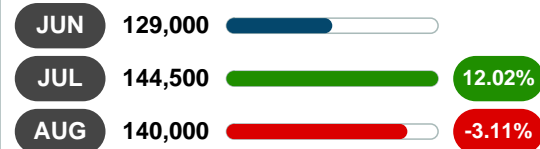


3 MONTHS

5 year AUG AVG = 119,960

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

Median Sold Price at Closing this month at 140,000 above the 5 yr AUG average of 119,960



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	5.26%	34,500	34,500	34,000	0	0
\$50,001 - \$80,000	14.47%	60,000	57,960	64,000	0	0
\$80,001 - \$110,000	17.11%	93,000	103,250	92,500	0	0
\$110,001 - \$150,000	23.68%	137,750	142,250	139,750	134,900	0
\$150,001 - \$180,000	15.79%	167,750	167,000	167,750	175,000	0
\$180,001 - \$250,000	13.16%	204,000	0	199,000	206,500	0
\$250,001 and up	10.53%	370,000	0	300,000	440,000	547,500
Median Sold Price		140,000	89,950	137,500	206,500	547,500
Total Closed Units		76	10	52	12	2
Total Closed Volume		12,026,592	920.86K	6.87M	3.14M	1.10M

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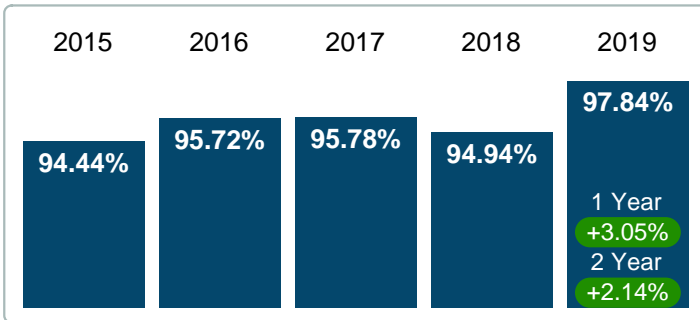
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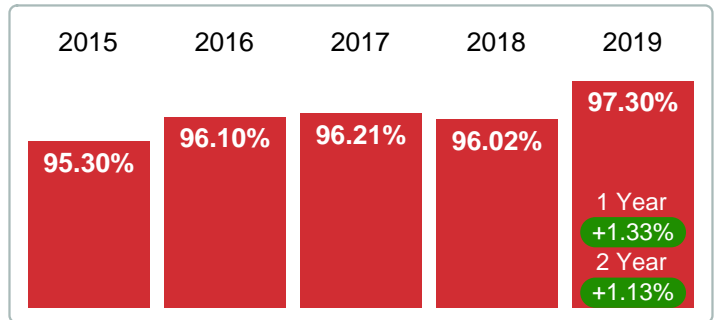
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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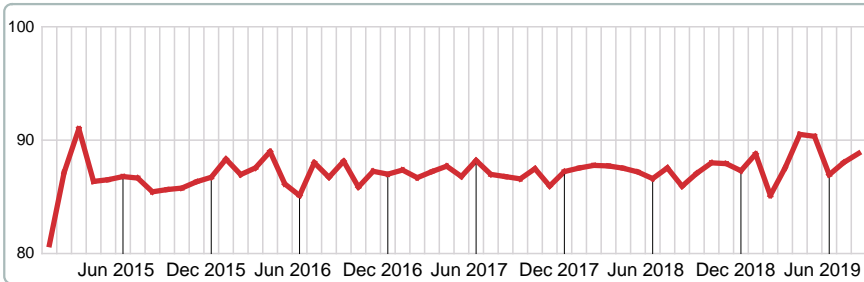
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

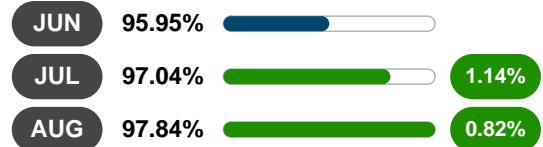


3 MONTHS

5 year AUG AVG = 95.74%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **97.84%**
above the 5 yr AUG average of **95.74%**



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	4	5.26%	91.34%	87.55%	94.94%	0.00%	0.00%
\$50,001 - \$80,000	11	14.47%	93.79%	100.00%	87.51%	0.00%	0.00%
\$80,001 - \$110,000	13	17.11%	97.89%	94.80%	97.89%	0.00%	0.00%
\$110,001 - \$150,000	18	23.68%	100.00%	96.58%	98.97%	100.00%	0.00%
\$150,001 - \$180,000	12	15.79%	100.00%	105.03%	99.15%	101.45%	0.00%
\$180,001 - \$250,000	10	13.16%	97.61%	0.00%	97.61%	96.05%	0.00%
\$250,001 and up	8	10.53%	95.34%	0.00%	100.00%	94.80%	93.12%
Median Sold/List Ratio		97.84%		99.14%	97.52%	98.48%	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



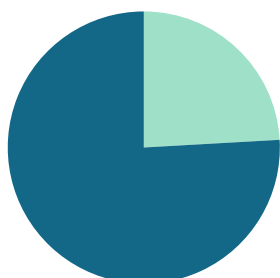
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

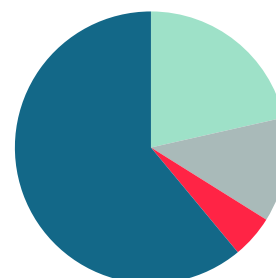


Inventory
 New Listings
67 = 24.10%
 Start Inventory
211
 Total Inventory Units
278
 Volume
\$49,188,340

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%
Median List Price	127,500	145,000	13.73%	124,000	134,900	8.79%
Median Sale Price	115,000	140,000	21.74%	119,250	129,900	8.93%
Median Percent of Selling Price to List Price	94.94%	97.84%	3.05%	96.02%	97.30%	1.33%
Median Days on Market to Sale	75.00	15.50	-79.33%	45.00	36.00	-20.00%
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

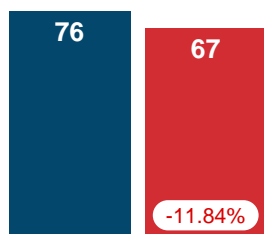
Inventory on August 31, 2019 = **216**

2018 **2019**

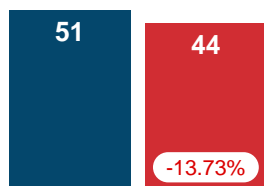
AUGUST MARKET

MEDIAN PRICES

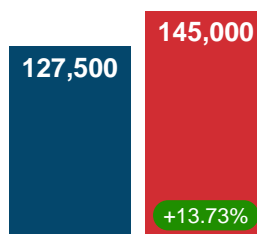
New Listings



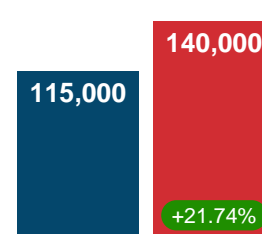
Pending Listings



List Price



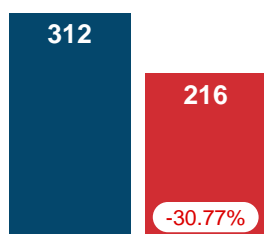
Sale Price



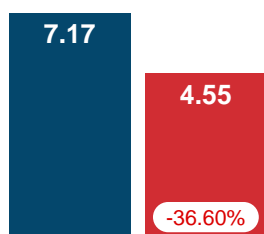
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

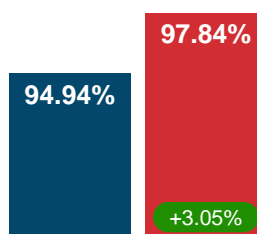
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

