

December 2019



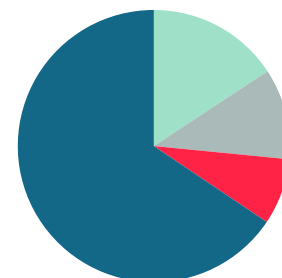
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	44	48	9.09%
Pending Listings	38	33	-13.16%
New Listings	53	65	22.64%
Average List Price	142,741	141,994	-0.52%
Average Sale Price	137,217	135,544	-1.22%
Average Percent of Selling Price to List Price	95.54%	95.20%	-0.35%
Average Days on Market to Sale	74.82	63.06	-15.71%
End of Month Inventory	233	200	-14.16%
Months Supply of Inventory	5.43	4.01	-26.08%



■ Closed (15.74%)
■ Pending (10.82%)
■ Other OffMarket (7.87%)
■ Active (65.57%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of December 31, 2019 = **200**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **14.16%** to 200 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **4.01** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.22%** in December 2019 to \$135,544 versus the previous year at \$137,217.

Average Days on Market Shortens

The average number of **63.06** days that homes spent on the market before selling decreased by 11.76 days or **15.71%** in December 2019 compared to last year's same month at **74.82** DOM.

Sales Success for December 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 65 New Listings in December 2019, up **22.64%** from last year at 53. Furthermore, there were 48 Closed Listings this month versus last year at 44, a **9.09%** increase.

Closed versus Listed trends yielded a **73.8%** ratio, down from previous year's, December 2018, at **83.0%**, a **11.05%** 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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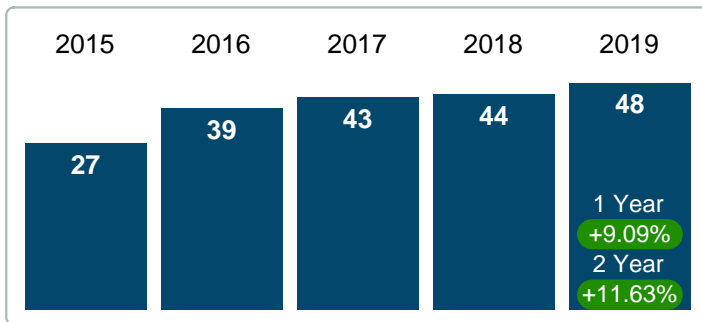
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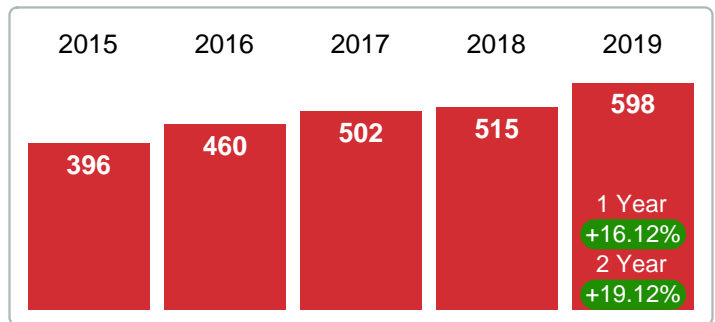
CLOSED LISTINGS

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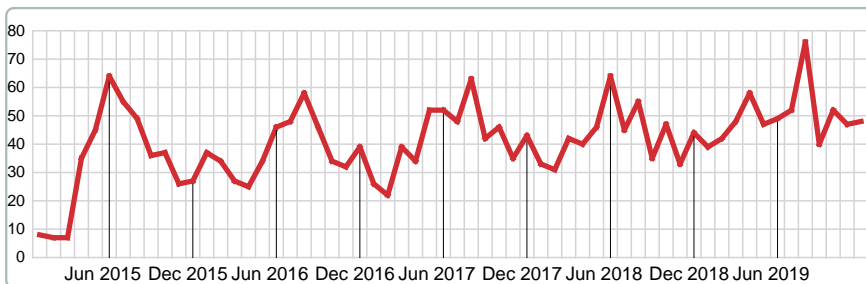
DECEMBER



YEAR TO DATE (YTD)

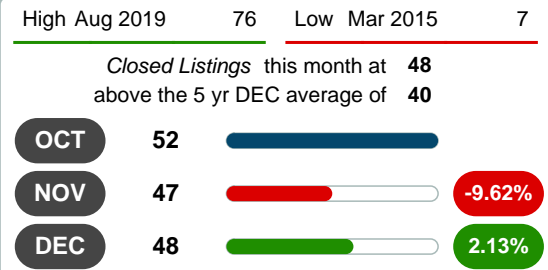


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	4.17%	6.0	2	0	0	0
\$40,001 - \$60,000	8	16.67%	50.8	4	3	1	0
\$60,001 - \$70,000	4	8.33%	83.3	0	4	0	0
\$70,001 - \$140,000	16	33.33%	68.8	4	8	3	1
\$140,001 - \$170,000	6	12.50%	59.2	0	6	0	0
\$170,001 - \$250,000	7	14.58%	82.7	1	3	2	1
\$250,001 and up	5	10.42%	48.4	0	2	2	1
Total Closed Units	48			11	26	8	3
Total Closed Volume	6,506,102	100%	63.1	735.70K	3.74M	1.49M	542.50K
Average Closed Price	\$135,544			\$66,882	\$143,942	\$185,675	\$180,833

December 2019



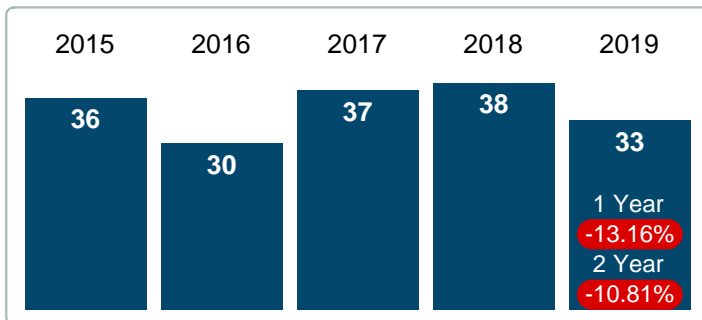
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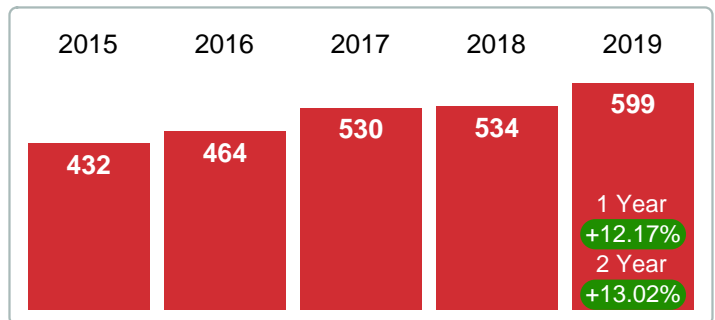
PENDING LISTINGS

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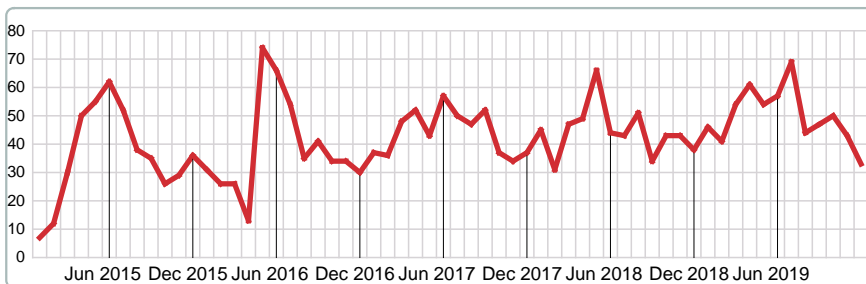
DECEMBER



YEAR TO DATE (YTD)

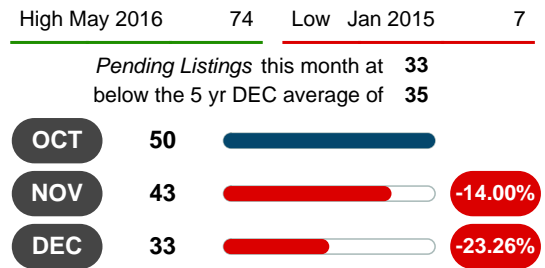


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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	4	12.12%	51.5	2	2	0	0
\$50,001 - \$75,000	7	21.21%	34.7	2	4	0	1
\$75,001 - \$150,000	9	27.27%	46.4	3	5	1	0
\$150,001 - \$200,000	5	15.15%	85.6	0	2	3	0
\$200,001 - \$325,000	4	12.12%	5.5	0	2	1	1
\$325,001 and up	4	12.12%	57.8	0	2	2	0
Total Pending Units	33			7	17	7	2
Total Pending Volume	4,912,800	100%	47.5	498.10K	2.44M	1.59M	389.80K
Average Listing Price	\$150,639			\$71,157	\$143,247	\$227,100	\$194,900

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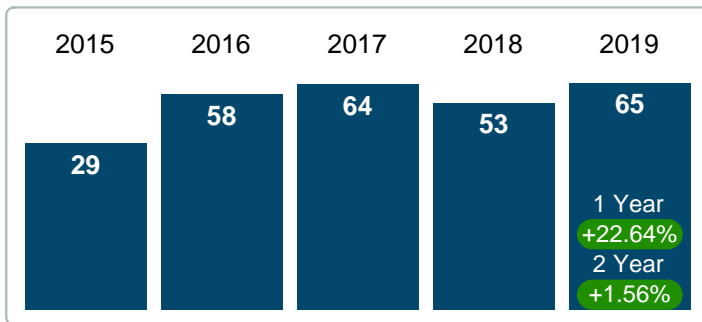
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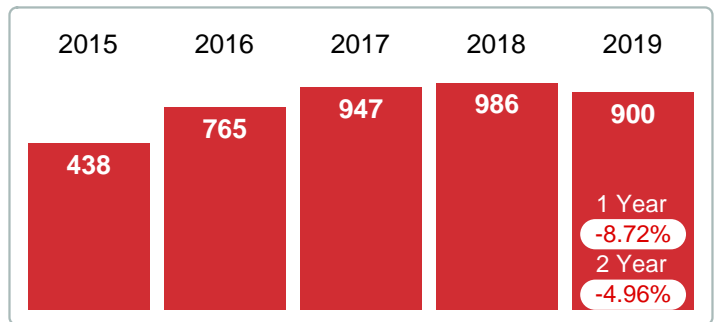
NEW LISTINGS

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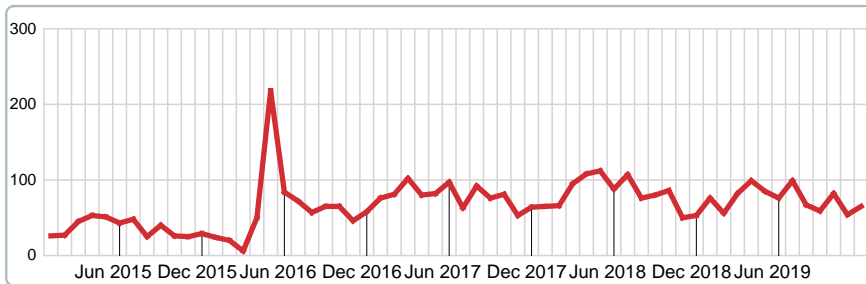
DECEMBER



YEAR TO DATE (YTD)

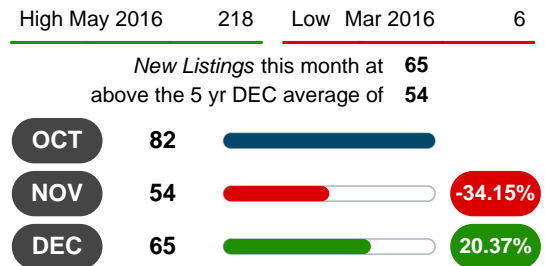


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



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
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$50,000	10	15.38%	7	3	0	0
\$50,001 - \$75,000	8	12.31%	2	5	0	1
\$75,001 - \$125,000	16	24.62%	2	11	3	0
\$125,001 - \$200,000	15	23.08%	0	10	5	0
\$200,001 - \$275,000	10	15.38%	0	5	5	0
\$275,001 and up	6	9.23%	0	2	3	1
Total New Listed Units	65		11	36	16	2
Total New Listed Volume	9,243,050	100%	579.80K	4.84M	3.44M	389.90K
Average New Listed Listing Price	\$153,813		\$52,709	\$134,308	\$214,891	\$194,950

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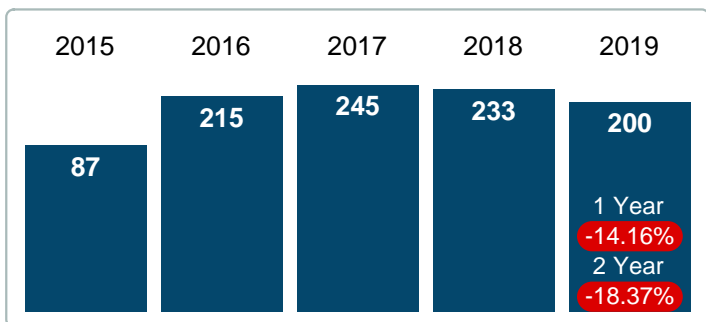
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



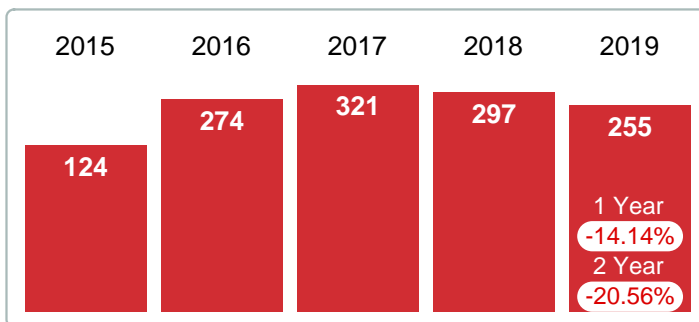
ACTIVE INVENTORY

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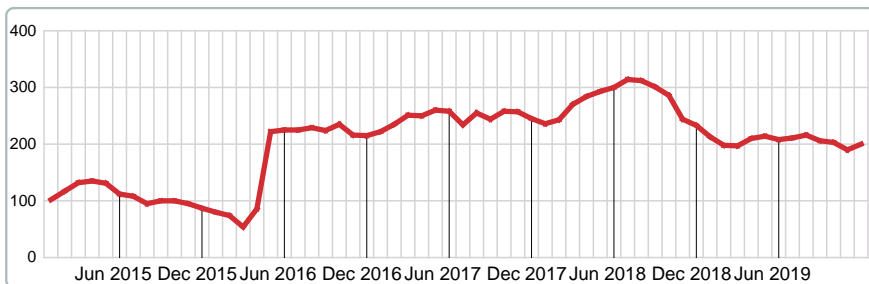
END OF DECEMBER



ACTIVE DURING DECEMBER

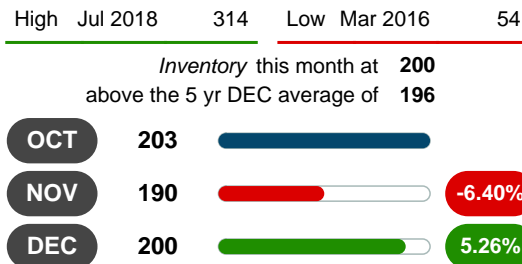


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 196



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.00%	58.5	1	1	0	0
\$25,001 - \$75,000	45	22.50%	87.8	29	15	0	1
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	70	35.00%	83.4	10	48	11	1
\$150,001 - \$225,000	39	19.50%	76.0	1	24	13	1
\$225,001 - \$300,000	22	11.00%	89.5	2	11	8	1
\$300,001 and up	22	11.00%	96.9	0	11	10	1
Total Active Inventory by Units	200			43	110	42	5
Total Active Inventory by Volume	33,225,500	100%	84.9	3.02M	18.10M	10.12M	1.99M
Average Active Inventory Listing Price	\$166,128			\$70,216	\$164,570	\$240,865	\$397,420

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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 DECEMBER

2015	2016	2017	2018	2019

INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
200	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16		8.00%	4.92	5.54	3.69	0.00	0.00	
\$40,001 - \$70,000	27		13.50%	3.95	8.50	2.31	0.00	0.00	
\$70,001 - \$90,000	26		13.00%	4.59	3.60	4.74	6.00	12.00	
\$90,001 - \$160,000	55		27.50%	3.24	2.61	3.04	4.80	6.00	
\$160,001 - \$220,000	27		13.50%	2.84	2.40	2.49	4.00	0.00	
\$220,001 - \$310,000	28		14.00%	5.51	0.00	4.22	6.95	4.80	
\$310,001 and up	21		10.50%	8.40	0.00	16.50	6.35	2.40	
Market Supply of Inventory (MSI)		4.01			5.27	3.44	4.99	4.00	
Total Active Inventory by Units		200	100%	4.01	43	110	42	5	

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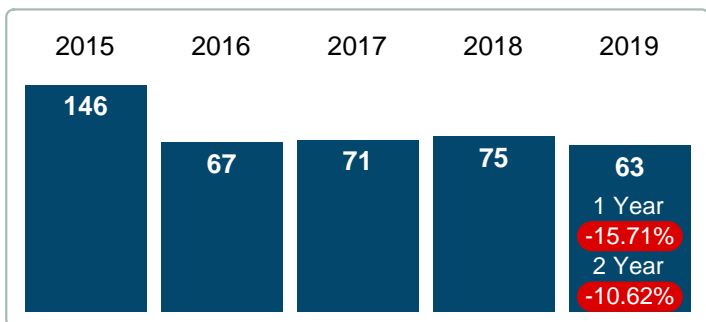
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



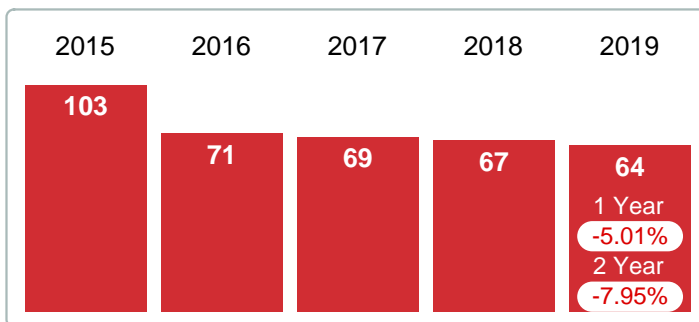
AVERAGE DAYS ON MARKET TO SALE

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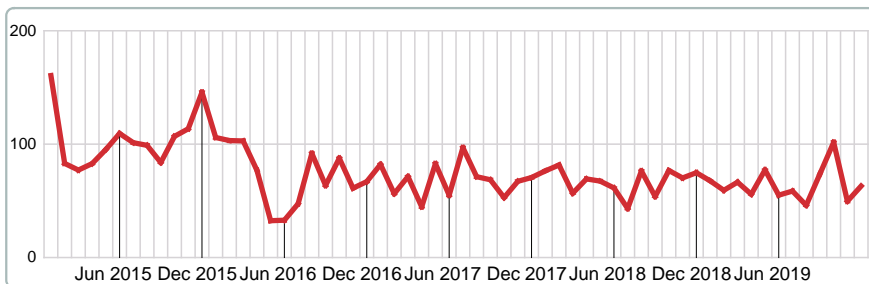
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

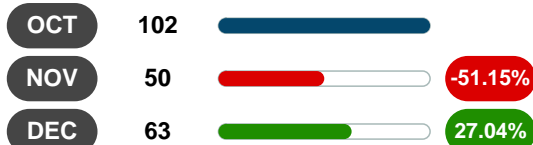


3 MONTHS

5 year DEC AVG = 84

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 63 below the 5 yr DEC average of 84



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
\$40,000 and less	4.17%	6	6	0	0	0
\$40,001 - \$60,000	16.67%	51	62	52	1	0
\$60,001 - \$70,000	8.33%	83	0	83	0	0
\$70,001 - \$140,000	33.33%	69	70	51	130	27
\$140,001 - \$170,000	12.50%	59	0	59	0	0
\$170,001 - \$250,000	14.58%	83	24	76	150	27
\$250,001 and up	10.42%	48	0	14	67	82
Average Closed DOM		63	51	58	103	45
Total Closed Units	100%	63	11	26	8	3
Total Closed Volume		6,506,102	735.70K	3.74M	1.49M	542.50K

December 2019



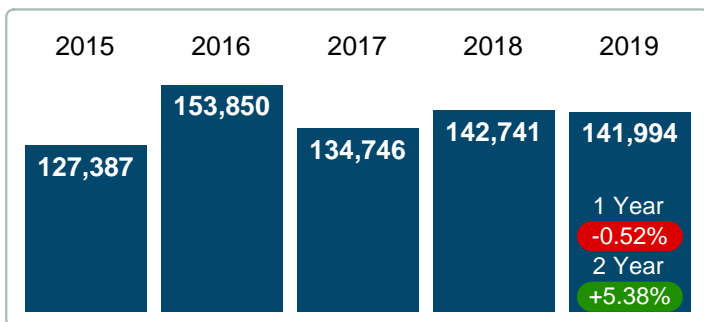
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



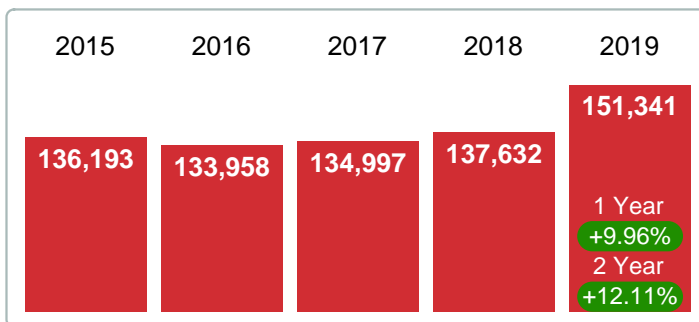
AVERAGE LIST PRICE AT CLOSING

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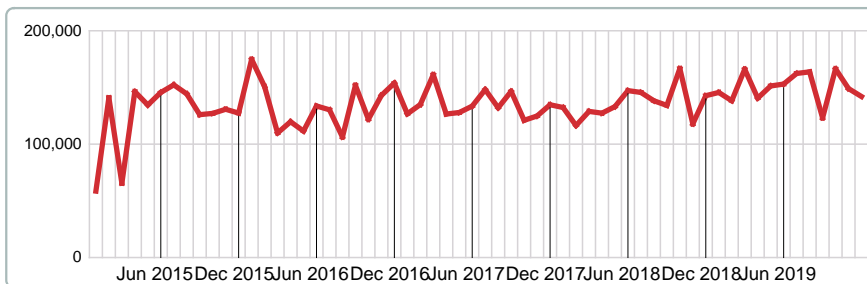
DECEMBER



YEAR TO DATE (YTD)

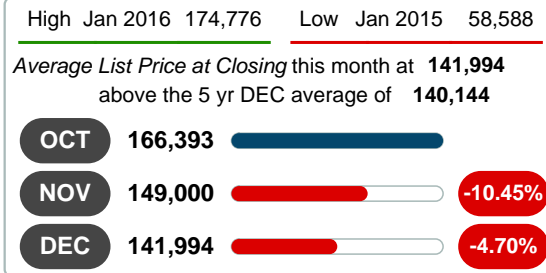


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 140,144



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
\$40,000 and less	4.17%	23,500	23,500	0	0	0
\$40,001 - \$60,000	14.58%	52,829	53,975	55,467	50,000	0
\$60,001 - \$70,000	4.17%	65,750	0	74,500	0	0
\$70,001 - \$140,000	39.58%	96,858	79,325	100,563	128,500	104,000
\$140,001 - \$170,000	10.42%	161,560	0	164,133	0	0
\$170,001 - \$250,000	16.67%	203,938	169,900	212,933	232,950	179,900
\$250,001 and up	10.42%	397,560	0	509,500	349,900	269,000
Average List Price		141,994	68,191	150,442	200,150	184,300
Total Closed Units	100%	141,994	11	26	8	3
Total Closed Volume		6,815,700	750.10K	3.91M	1.60M	552.90K

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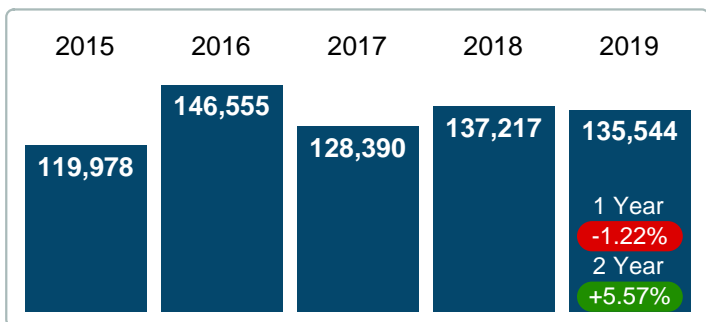
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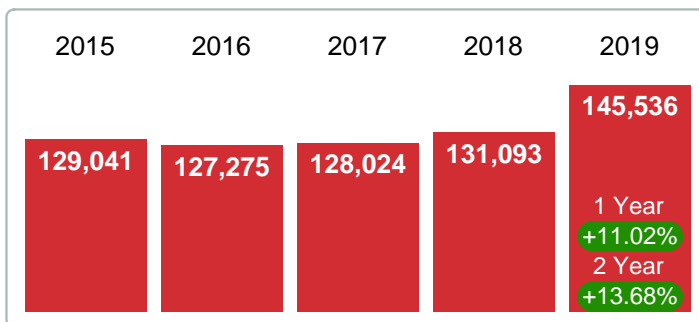
AVERAGE SOLD PRICE AT CLOSING

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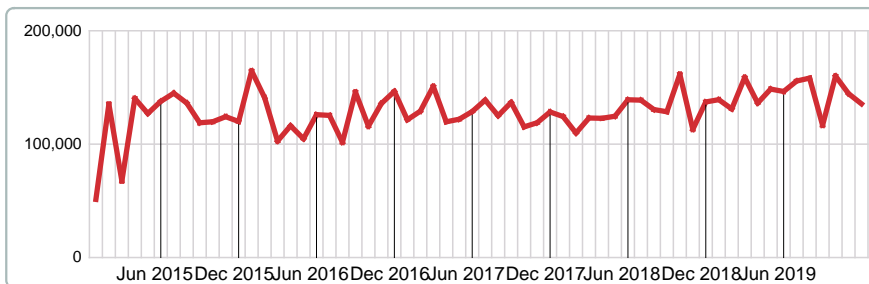
DECEMBER



YEAR TO DATE (YTD)

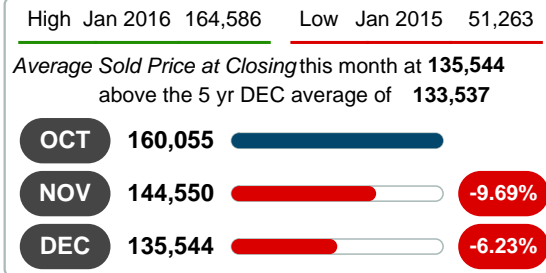


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 133,537



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
\$40,000 and less	2	4.17%	22,000	22,000	0	0	0
\$40,001 - \$60,000	8	16.67%	51,013	51,050	54,333	40,902	0
\$60,001 - \$70,000	4	8.33%	65,875	0	65,875	0	0
\$70,001 - \$140,000	16	33.33%	97,969	78,375	96,688	124,833	106,000
\$140,001 - \$170,000	6	12.50%	161,083	0	161,083	0	0
\$170,001 - \$250,000	7	14.58%	189,286	174,000	189,000	202,500	179,000
\$250,001 and up	5	10.42%	386,300	0	504,500	332,500	257,500
Average Sold Price			135,544	66,882	143,942	185,675	180,833
Total Closed Units		100%	135,544	11	26	8	3
Total Closed Volume			6,506,102	735.70K	3.74M	1.49M	542.50K

December 2019



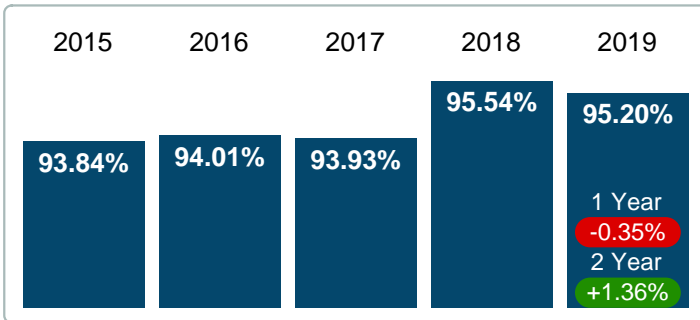
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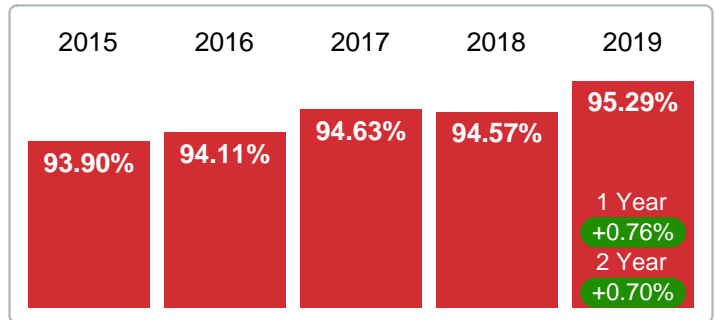
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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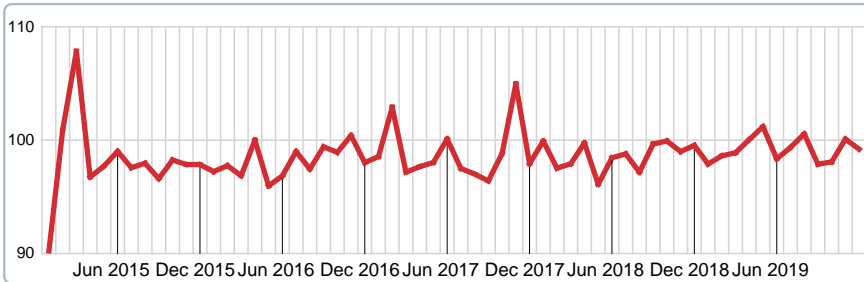
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

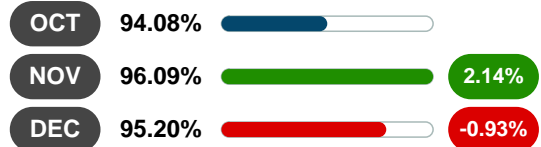


3 MONTHS

5 year DEC AVG = 94.51%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **95.20%** equal to 5 yr DEC average of **94.51%**



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	
\$40,000 and less	2	4.17%	91.67%	91.67%	0.00%	0.00%	0.00%	
\$40,001 - \$60,000	8	16.67%	94.34%	94.62%	98.16%	81.80%	0.00%	
\$60,001 - \$70,000	4	8.33%	88.97%	0.00%	88.97%	0.00%	0.00%	
\$70,001 - \$140,000	16	33.33%	97.40%	98.84%	96.12%	97.37%	101.92%	
\$140,001 - \$170,000	6	12.50%	98.22%	0.00%	98.22%	0.00%	0.00%	
\$170,001 - \$250,000	7	14.58%	91.98%	102.41%	89.32%	87.00%	99.50%	
\$250,001 and up	5	10.42%	96.86%	0.00%	98.90%	95.38%	95.72%	
Average Sold/List Ratio		95.20%		96.33%	95.17%	92.34%	99.05%	
Total Closed Units		48	100%	95.20%	11	26	8	3
Total Closed Volume		6,506,102			735.70K	3.74M	1.49M	542.50K

December 2019



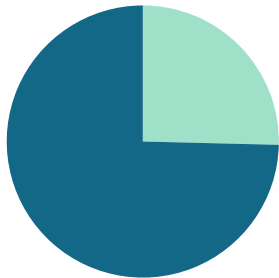
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

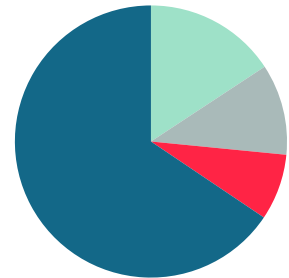


Inventory
 New Listings
65 = 25.39%
 Start Inventory
191
 Total Inventory Units
256
 Volume
\$43,206,795

Market Activity

Closed Sales
48 = 15.74%
 Pending Sales
33 = 10.82%
 Other Off Market
24 = 7.87%
 Active Inventory
200 = 65.57%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	44	48	9.09%	515	598	16.12%
Pending Sales	38	33	-13.16%	534	599	12.17%
New Listings	53	65	22.64%	986	900	-8.72%
Average List Price	142,741	141,994	-0.52%	137,632	151,341	9.96%
Average Sale Price	137,217	135,544	-1.22%	131,093	145,536	11.02%
Average Percent of Selling Price to List Price	95.54%	95.20%	-0.35%	94.57%	95.29%	0.76%
Average Days on Market to Sale	74.82	63.06	-15.71%	66.95	63.59	-5.01%
Monthly Inventory	233	200	-14.16%	233	200	-14.16%
Months Supply of Inventory	5.43	4.01	-26.08%	5.43	4.01	-26.08%

Absorption: Last 12 months, an Average of **50** Sales/Month

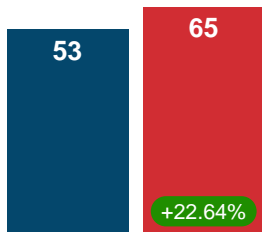
Inventory on December 31, 2019 = **200**

2018 **2019**

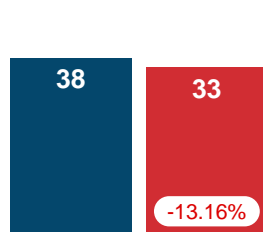
DECEMBER MARKET

AVERAGE PRICES

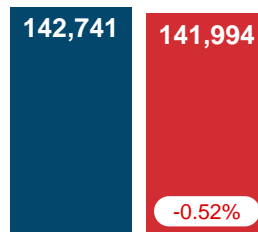
New Listings



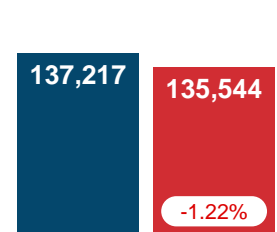
Pending Listings



List Price



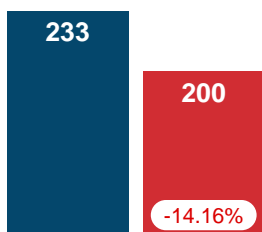
Sale Price



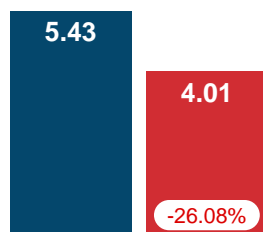
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

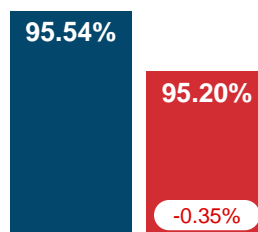
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

