

December 2019



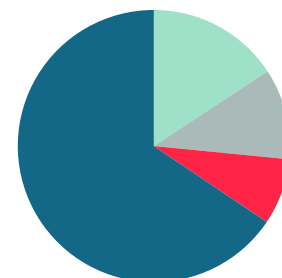
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	125,700	109,250	-13.09%
Median Sale Price	119,000	106,500	-10.50%
Median Percent of Selling Price to List Price	96.30%	96.75%	0.46%
Median Days on Market to Sale	54.50	48.50	-11.01%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **10.50%** in December 2019 to \$106,500 versus the previous year at \$119,000.

Median Days on Market Shortens

The median number of **48.50** days that homes spent on the market before selling decreased by 6.00 days or **11.01%** in December 2019 compared to last year's same month at **54.50** DOM.

Sales Success for December 2019 is Positive

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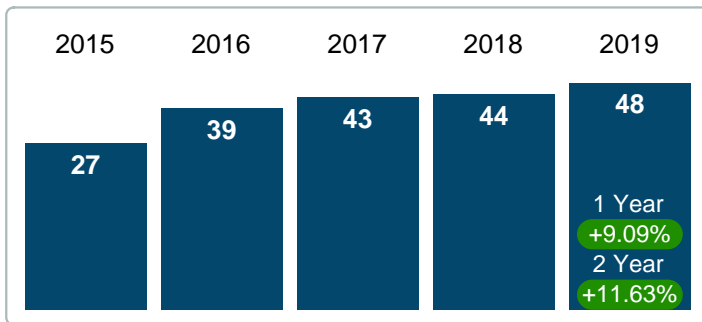
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



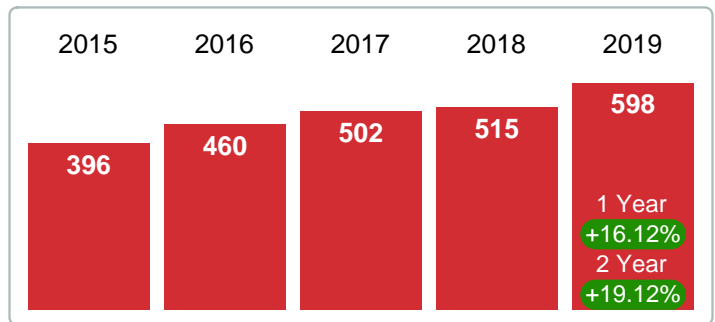
CLOSED LISTINGS

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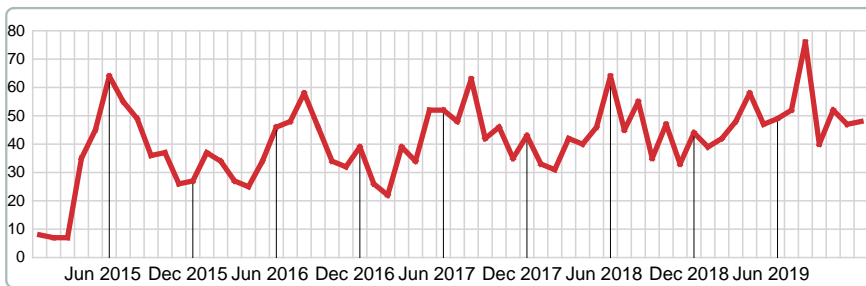
DECEMBER



YEAR TO DATE (YTD)

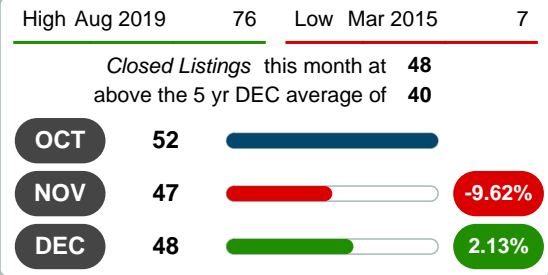


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	42.5	4	3	1	0
\$60,001 - \$70,000	4	8.33%	67.5	0	4	0	0
\$70,001 - \$140,000	16	33.33%	53.0	4	8	3	1
\$140,001 - \$170,000	6	12.50%	51.0	0	6	0	0
\$170,001 - \$250,000	7	14.58%	36.0	1	3	2	1
\$250,001 and up	5	10.42%	48.0	0	2	2	1
Total Closed Units	48			11	26	8	3
Total Closed Volume	6,506,102	100%	48.5	735.70K	3.74M	1.49M	542.50K
Median Closed Price	\$106,500			\$52,500	\$112,250	\$159,250	\$179,000

December 2019



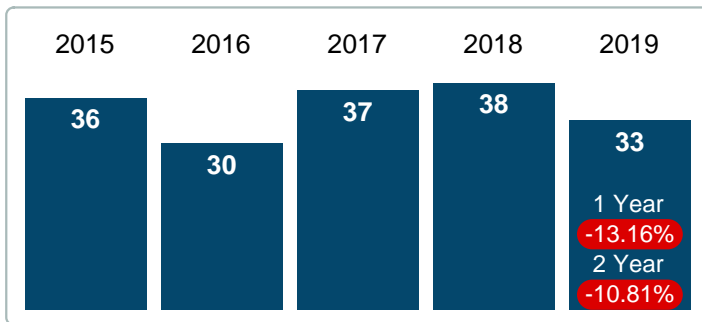
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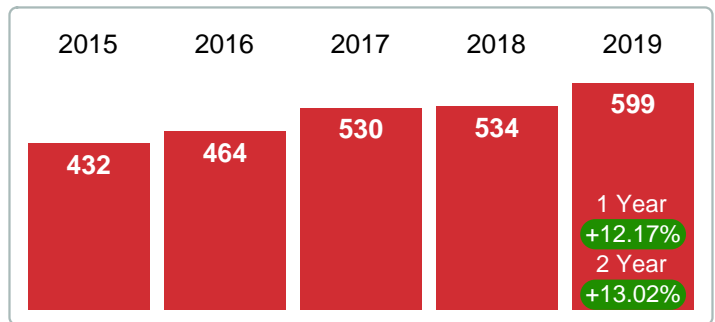
PENDING LISTINGS

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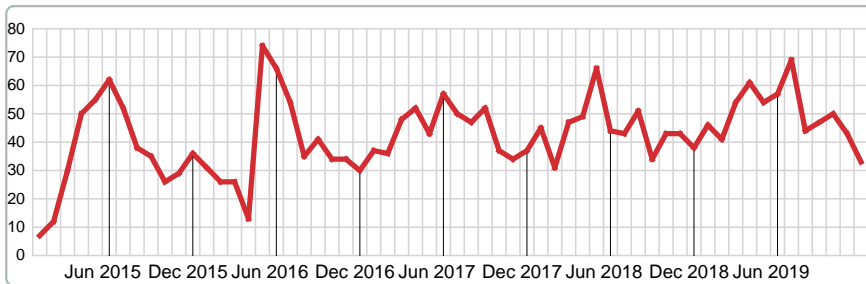
DECEMBER



YEAR TO DATE (YTD)

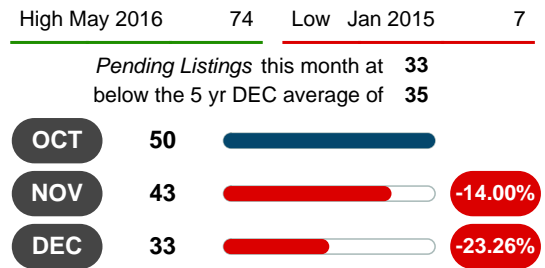


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	6.06%	88.0	2	0	0	0
\$40,001 - \$50,000	2	6.06%	15.0	0	2	0	0
\$50,001 - \$90,000	8	24.24%	16.5	2	5	0	1
\$90,001 - \$150,000	8	24.24%	24.5	3	4	1	0
\$150,001 - \$200,000	5	15.15%	76.0	0	2	3	0
\$200,001 - \$340,000	4	12.12%	5.0	0	2	1	1
\$340,001 and up	4	12.12%	46.5	0	2	2	0
Total Pending Units	33			7	17	7	2
Total Pending Volume	4,912,800	100%	29.0	498.10K	2.44M	1.59M	389.80K
Median Listing Price	\$132,500			\$59,900	\$132,500	\$187,000	\$194,900

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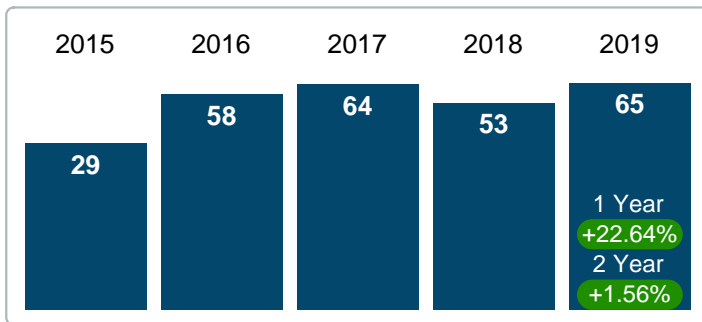
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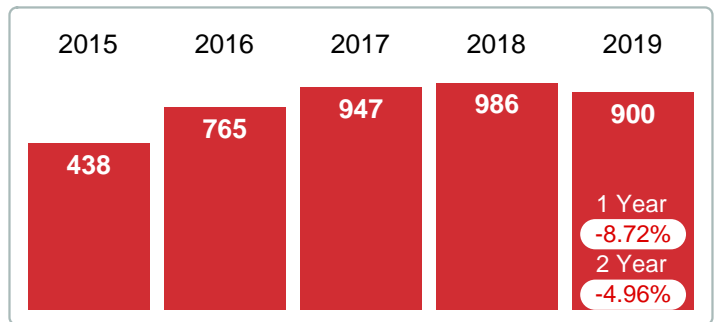
NEW LISTINGS

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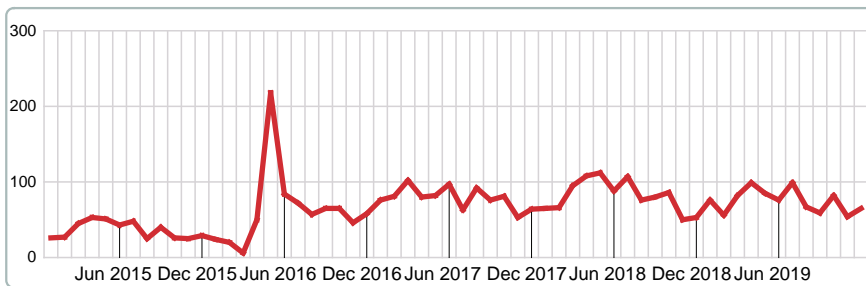
DECEMBER



YEAR TO DATE (YTD)

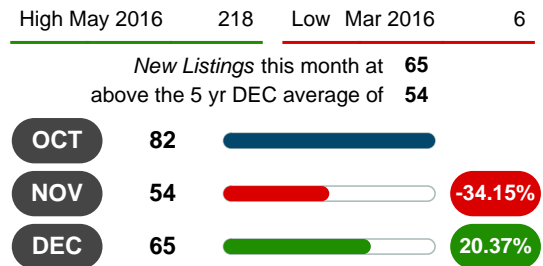


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	10.77%	6	1	0	0
\$40,001 - \$50,000	3	4.62%	1	2	0	0
\$50,001 - \$90,000	13	20.00%	2	9	1	1
\$90,001 - \$130,000	13	20.00%	2	8	3	0
\$130,001 - \$210,000	14	21.54%	0	10	4	0
\$210,001 - \$270,000	8	12.31%	0	4	4	0
\$270,001 and up	7	10.77%	0	2	4	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
Median New Listed Listing Price	\$120,000		\$40,000	\$114,950	\$205,200	\$194,950

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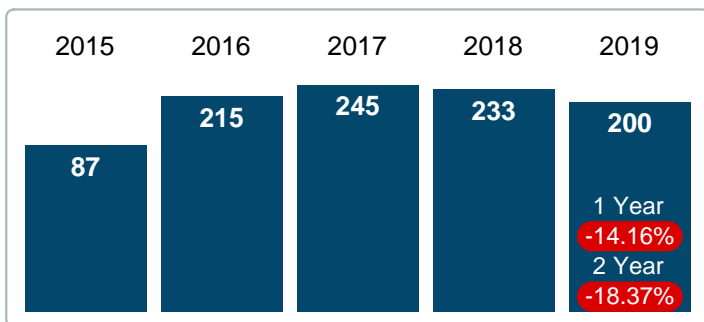
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



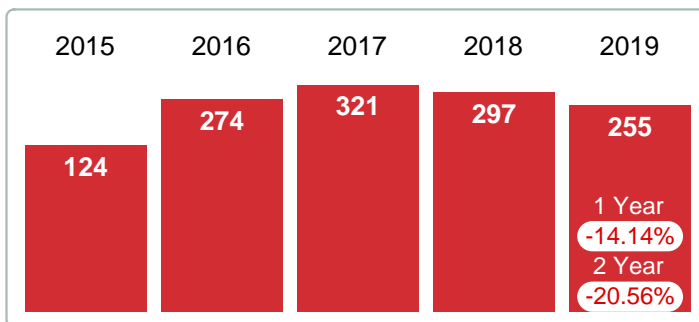
ACTIVE INVENTORY

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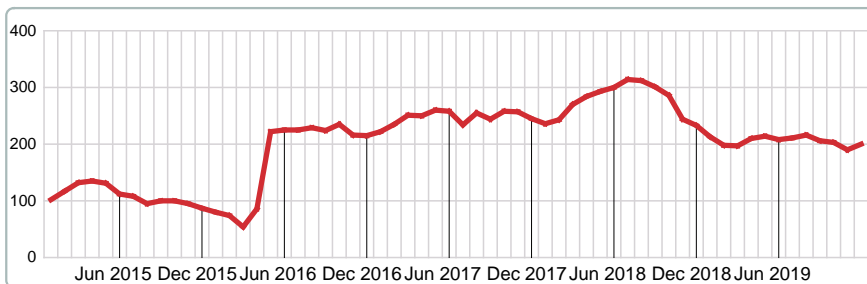
END OF DECEMBER



ACTIVE DURING DECEMBER

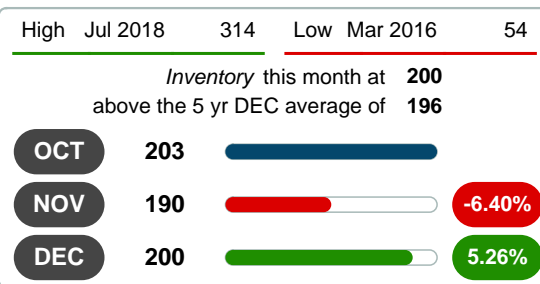


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 196



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	8.00%	56.5	12	4	0	0
\$40,001 - \$70,000	27	13.50%	63.0	17	10	0	0
\$70,001 - \$90,000	26	13.00%	80.0	6	17	2	1
\$90,001 - \$160,000	55	27.50%	68.0	5	39	10	1
\$160,001 - \$220,000	27	13.50%	63.0	1	16	10	0
\$220,001 - \$310,000	28	14.00%	58.0	2	13	11	2
\$310,001 and up	21	10.50%	113.0	0	11	9	1
Total Active Inventory by Units	200			43	110	42	5
Total Active Inventory by Volume	33,225,500	100%	65.5	3.02M	18.10M	10.12M	1.99M
Median Active Inventory Listing Price	\$130,000			\$53,000	\$135,500	\$206,250	\$224,600

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



MONTHS SUPPLY of INVENTORY (MSI)

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

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	Low Dec 2019
inf	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		100%	4.01	43	110	42	5

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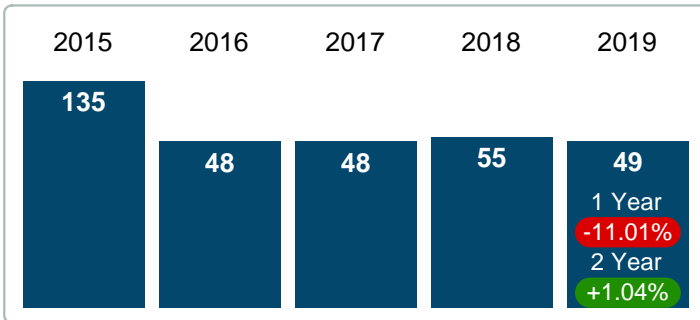
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



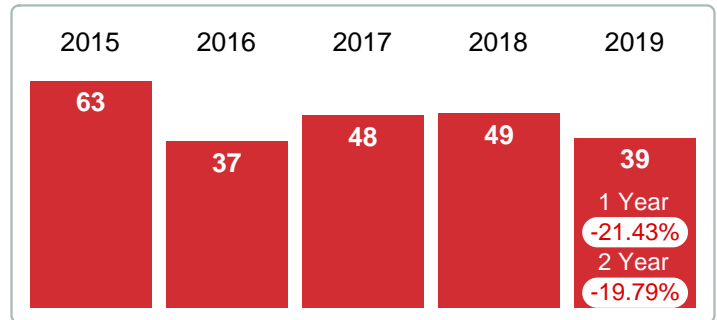
MEDIAN DAYS ON MARKET TO SALE

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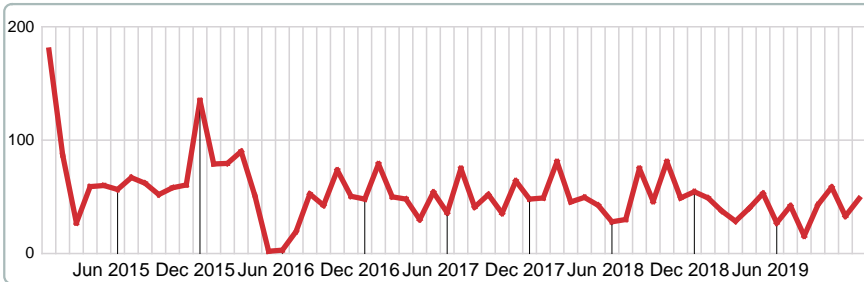
DECEMBER



YEAR TO DATE (YTD)

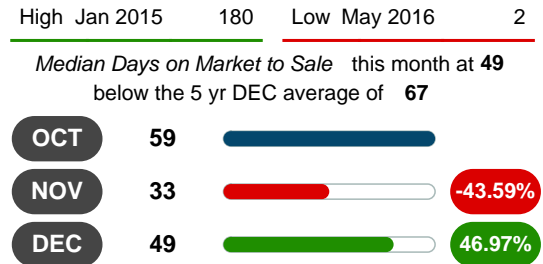


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 67



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
\$40,000 and less	4.17%	6	6	0	0	0
\$40,001 - \$60,000	16.67%	43	61	49	1	0
\$60,001 - \$70,000	8.33%	68	0	68	0	0
\$70,001 - \$140,000	33.33%	53	76	34	122	27
\$140,001 - \$170,000	12.50%	51	0	51	0	0
\$170,001 - \$250,000	14.58%	36	24	36	150	27
\$250,001 and up	10.42%	48	0	14	67	82
Median Closed DOM		49	24	41	104	27
Total Closed Units	100%	48.5	11	26	8	3
Total Closed Volume		6,506,102	735.70K	3.74M	1.49M	542.50K

December 2019



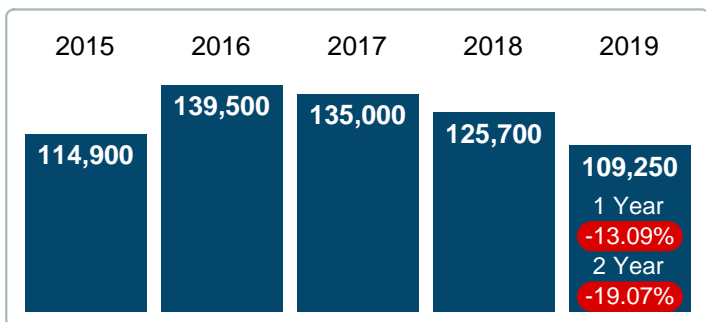
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



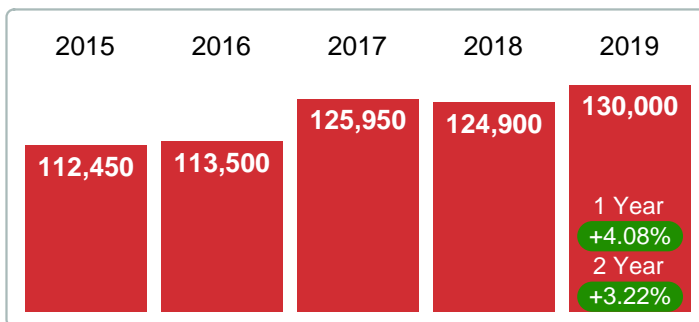
MEDIAN LIST PRICE AT CLOSING

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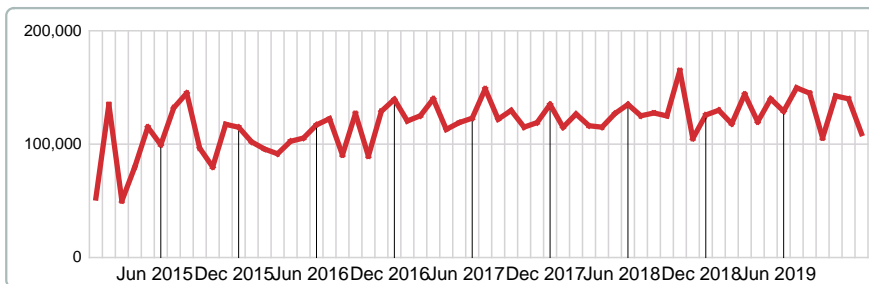
DECEMBER



YEAR TO DATE (YTD)

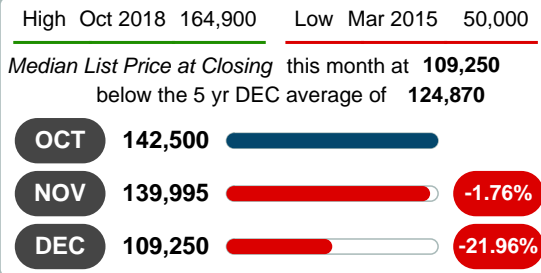


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 124,870



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
\$40,000 and less	4.17%	23,500	23,500	0	0	0
\$40,001 - \$60,000	14.58%	53,500	54,200	51,950	50,000	0
\$60,001 - \$70,000	4.17%	65,750	0	65,750	0	0
\$70,001 - \$140,000	39.58%	83,000	79,900	83,000	128,000	104,000
\$140,001 - \$170,000	10.42%	169,000	169,900	159,450	0	0
\$170,001 - \$250,000	16.67%	197,900	0	179,900	232,950	179,900
\$250,001 and up	10.42%	345,000	0	509,500	349,900	269,000
Median List Price		109,250	55,000	116,750	177,700	179,900
Total Closed Units	100%	109,250	11	26	8	3
Total Closed Volume		6,815,700	750.10K	3.91M	1.60M	552.90K

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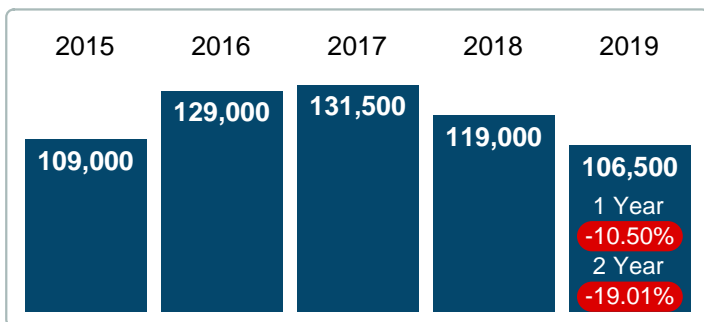
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



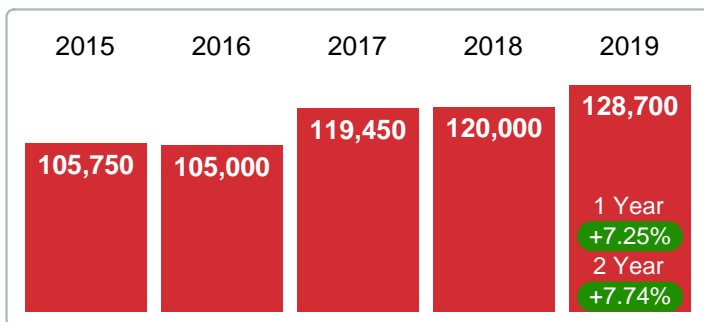
MEDIAN SOLD PRICE AT CLOSING

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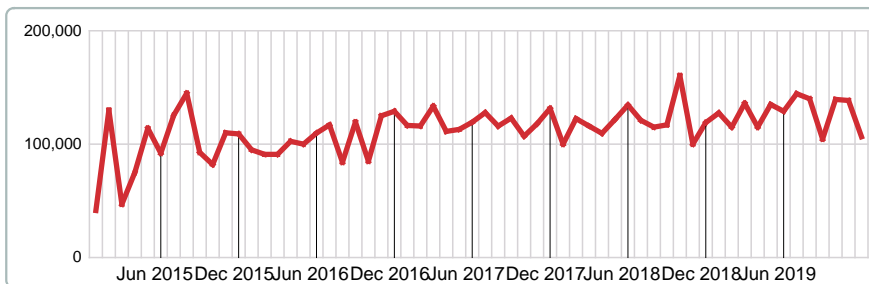
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

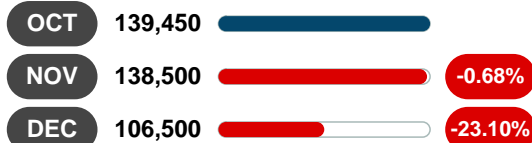


3 MONTHS

5 year DEC AVG = 119,000

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

Median Sold Price at Closing this month at **106,500** below the 5 yr DEC average of **119,000**



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
\$40,000 and less	4.17%	22,000	22,000	0	0	0
\$40,001 - \$60,000	16.67%	51,400	51,400	58,000	40,902	0
\$60,001 - \$70,000	8.33%	66,250	0	66,250	0	0
\$70,001 - \$140,000	33.33%	91,750	78,250	91,750	128,000	106,000
\$140,001 - \$170,000	12.50%	165,000	0	165,000	0	0
\$170,001 - \$250,000	14.58%	179,000	174,000	174,000	202,500	179,000
\$250,001 and up	10.42%	335,000	0	504,500	332,500	257,500
Median Sold Price		106,500	52,500	112,250	159,250	179,000
Total Closed Units	100%	106,500	11	26	8	3
Total Closed Volume		6,506,102	735.70K	3.74M	1.49M	542.50K

December 2019



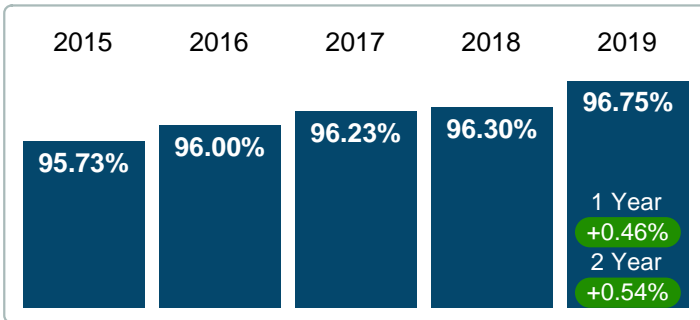
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



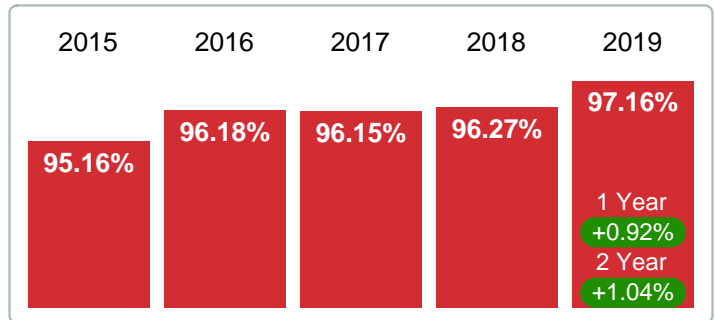
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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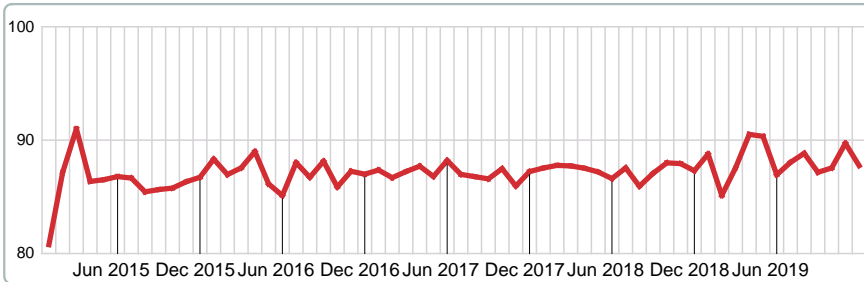
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

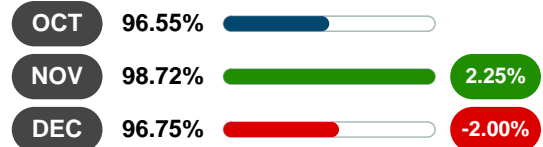


3 MONTHS

5 year DEC AVG = 96.20%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **96.75%**
above the 5 yr DEC average of **96.20%**



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	
\$40,000 and less	2	4.17%	91.67%	91.67%	0.00%	0.00%	0.00%	
\$40,001 - \$60,000	8	16.67%	95.36%	93.54%	98.47%	81.80%	0.00%	
\$60,001 - \$70,000	4	8.33%	89.14%	0.00%	89.14%	0.00%	0.00%	
\$70,001 - \$140,000	16	33.33%	98.47%	99.43%	95.87%	100.00%	101.92%	
\$140,001 - \$170,000	6	12.50%	99.42%	0.00%	99.42%	0.00%	0.00%	
\$170,001 - \$250,000	7	14.58%	95.26%	102.41%	95.26%	87.00%	99.50%	
\$250,001 and up	5	10.42%	98.55%	0.00%	98.90%	95.38%	95.72%	
Median Sold/List Ratio		96.75%		98.19%	96.75%	90.66%	99.50%	
Total Closed Units		48	100%	96.75%	11	26	8	3
Total Closed Volume		6,506,102			735.70K	3.74M	1.49M	542.50K

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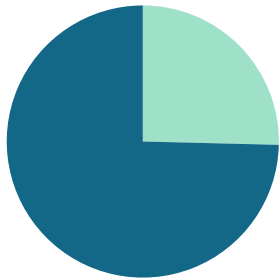
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

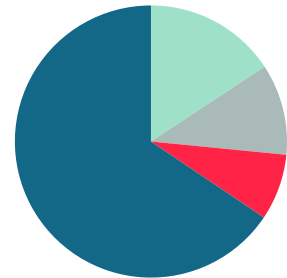


Inventory
 New Listings
65 = 25.39%
 Start Inventory
191
 Total Inventory Units
256
 Volume
\$43,206,795

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%
Median List Price	125,700	109,250	-13.09%	124,900	130,000	4.08%
Median Sale Price	119,000	106,500	-10.50%	120,000	128,700	7.25%
Median Percent of Selling Price to List Price	96.30%	96.75%	0.46%	96.27%	97.16%	0.92%
Median Days on Market to Sale	54.50	48.50	-11.01%	49.00	38.50	-21.43%
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

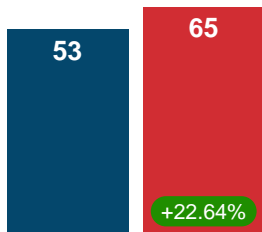
Inventory on December 31, 2019 = **200**

2018 **2019**

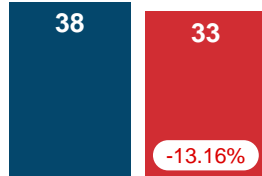
DECEMBER MARKET

MEDIAN PRICES

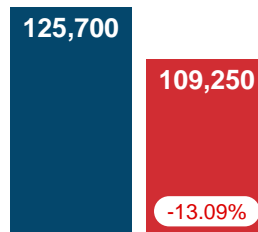
New Listings



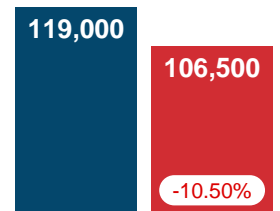
Pending Listings



List Price



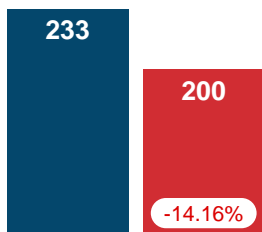
Sale Price



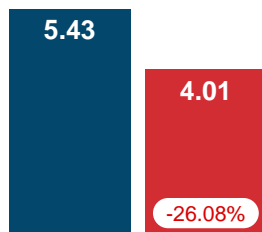
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

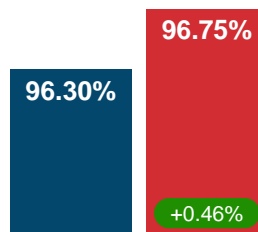
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

