

# July 2019



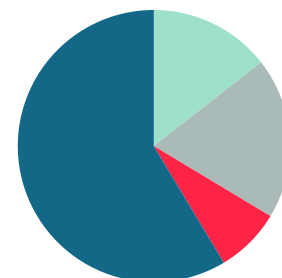
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	45	52	15.56%
Pending Listings	43	69	60.47%
New Listings	107	99	-7.48%
Average List Price	145,608	162,356	11.50%
Average Sale Price	138,815	155,672	12.14%
Average Percent of Selling Price to List Price	94.79%	95.35%	0.59%
Average Days on Market to Sale	43.22	58.62	35.61%
End of Month Inventory	314	211	-32.80%
Months Supply of Inventory	7.11	4.61	-35.13%



■ Closed (14.44%)  
■ Pending (19.17%)  
■ Other OffMarket (7.78%)  
■ Active (58.61%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of July 31, 2019 = **211**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **32.80%** to 211 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.61** 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 **12.14%** in July 2019 to \$155,672 versus the previous year at \$138,815.

#### Average Days on Market Lengthens

The average number of **58.62** days that homes spent on the market before selling increased by 15.39 days or **35.61%** in July 2019 compared to last year's same month at **43.22** DOM.

#### Sales Success for July 2019 is Positive

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

There were 99 New Listings in July 2019, down **7.48%** from last year at 107. Furthermore, there were 52 Closed Listings this month versus last year at 45, a **15.56%** increase.

Closed versus Listed trends yielded a **52.5%** ratio, up from previous year's, July 2018, at **42.1%**, a **24.89%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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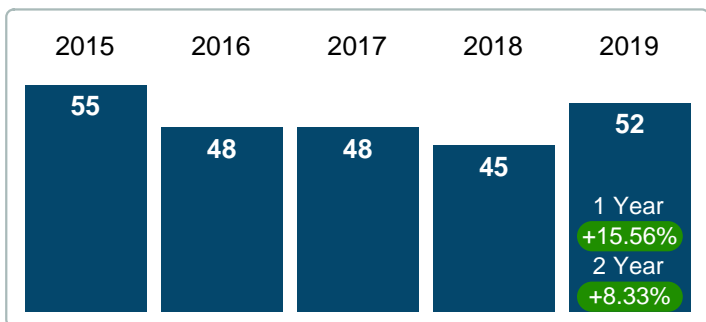
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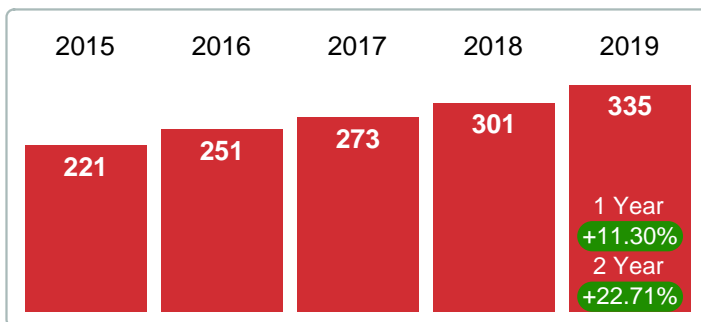
## CLOSED LISTINGS

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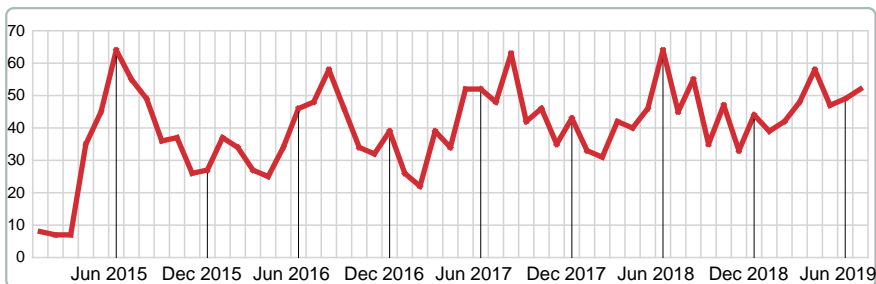
### JULY



### YEAR TO DATE (YTD)

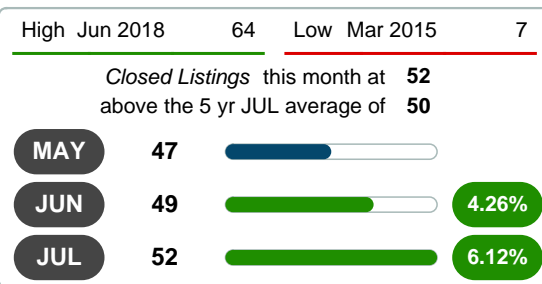


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 50



### 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	5	9.62%	13.2	2	3	0	0
\$50,001 - \$75,000	2	3.85%	48.5	0	2	0	0
\$75,001 - \$125,000	9	17.31%	61.1	4	5	0	0
\$125,001 - \$150,000	11	21.15%	71.2	3	6	2	0
\$150,001 - \$175,000	8	15.38%	68.8	0	6	2	0
\$175,001 - \$250,000	10	19.23%	61.5	0	8	2	0
\$250,001 and up	7	13.46%	55.3	0	4	0	3
<b>Total Closed Units</b>	<b>52</b>			<b>9</b>	<b>34</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>8,094,950</b>	<b>100%</b>	<b>58.6</b>	<b>898.30K</b>	<b>5.10M</b>	<b>1.02M</b>	<b>1.08M</b>
<b>Average Closed Price</b>	<b>\$155,672</b>			<b>\$99,811</b>	<b>\$149,907</b>	<b>\$170,467</b>	<b>\$359,000</b>

# July 2019



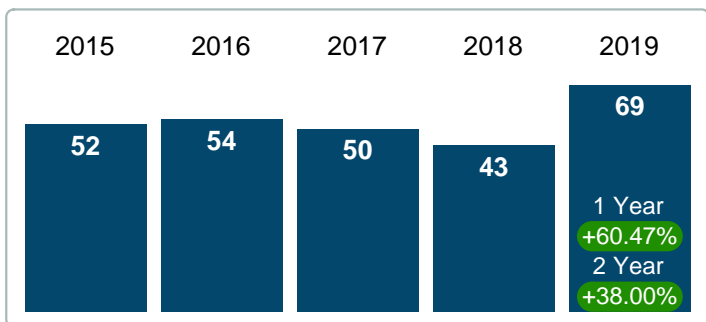
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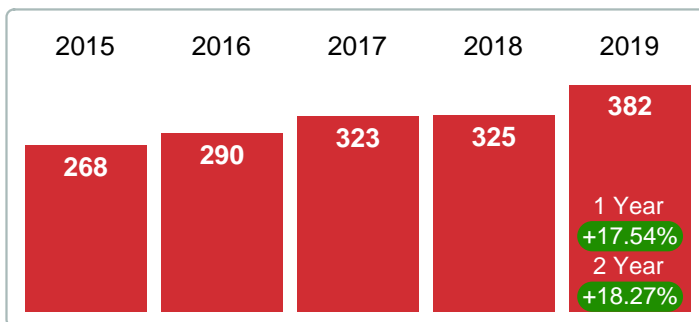
## PENDING LISTINGS

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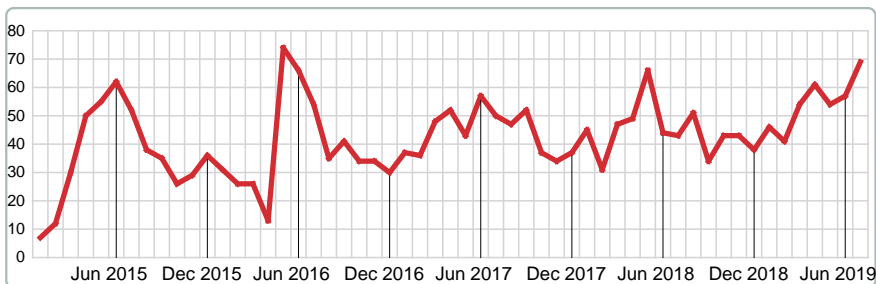
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 54

High May 2016 74 Low Jan 2015 7

Pending Listings this month at **69**  
above the 5 yr JUL average of **54**

- MAY 54
- JUN 57 (+5.56%)
- JUL 69 (+21.05%)

### 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	5	7.25%	16.2	2	3	0	0
\$50,001 - \$75,000	5	7.25%	53.8	1	4	0	0
\$75,001 - \$100,000	13	18.84%	56.0	4	9	0	0
\$100,001 - \$125,000	7	10.14%	21.0	1	6	0	0
\$125,001 - \$175,000	23	33.33%	36.5	4	14	5	0
\$175,001 - \$275,000	10	14.49%	93.0	0	7	3	0
\$275,001 and up	6	8.70%	21.5	0	2	2	2
<b>Total Pending Units</b>	<b>69</b>			<b>12</b>	<b>45</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,976,608</b>	<b>100%</b>	<b>45.9</b>	<b>1.19M</b>	<b>6.07M</b>	<b>2.47M</b>	<b>1.25M</b>
<b>Average Listing Price</b>	<b>\$156,790</b>			<b>\$99,134</b>	<b>\$134,842</b>	<b>\$246,960</b>	<b>\$624,750</b>

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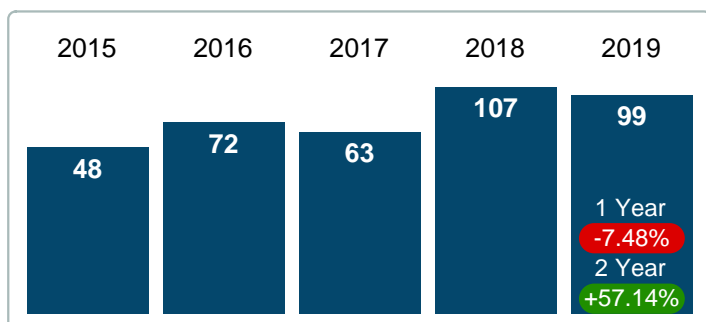
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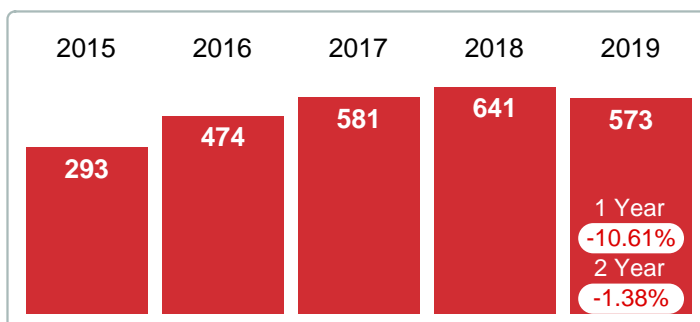
## NEW LISTINGS

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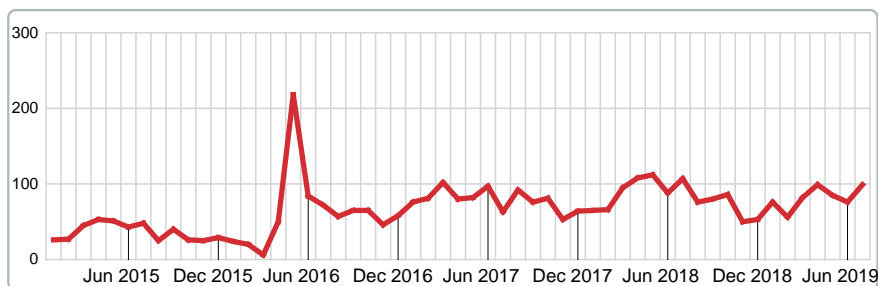
### JULY



### YEAR TO DATE (YTD)

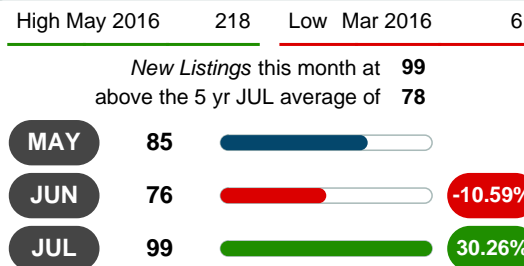


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 78



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.06%	2	4	0	0
\$50,001 - \$75,000	9	9.09%	5	4	0	0
\$75,001 - \$100,000	15	15.15%	6	8	0	1
\$100,001 - \$150,000	25	25.25%	3	18	4	0
\$150,001 - \$225,000	19	19.19%	1	17	1	0
\$225,001 - \$300,000	15	15.15%	1	8	5	1
\$300,001 and up	10	10.10%	0	3	5	2
<b>Total New Listed Units</b>	<b>99</b>		<b>18</b>	<b>62</b>	<b>15</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>17,806,950</b>	<b>100%</b>	<b>1.72M</b>	<b>9.90M</b>	<b>4.63M</b>	<b>1.56M</b>
<b>Average New Listed Listing Price</b>	<b>\$164,957</b>		<b>\$95,289</b>	<b>\$159,659</b>	<b>\$308,533</b>	<b>\$391,225</b>

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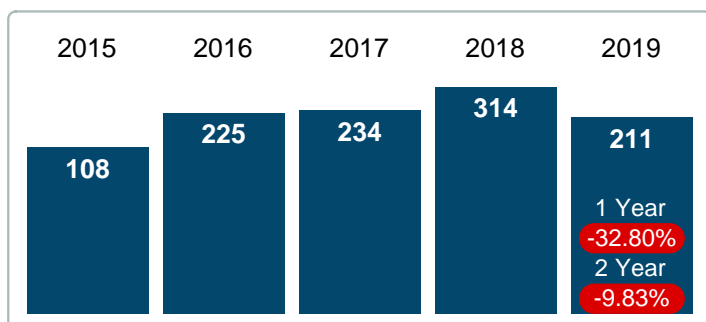
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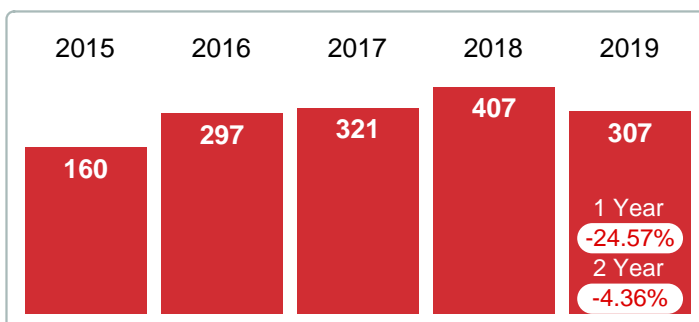
## ACTIVE INVENTORY

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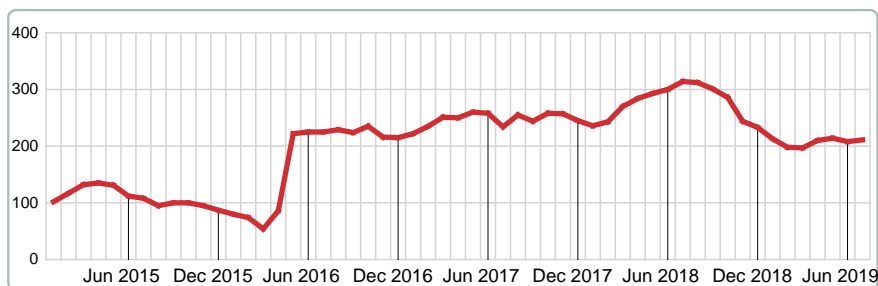
### END OF JULY



### ACTIVE DURING JULY

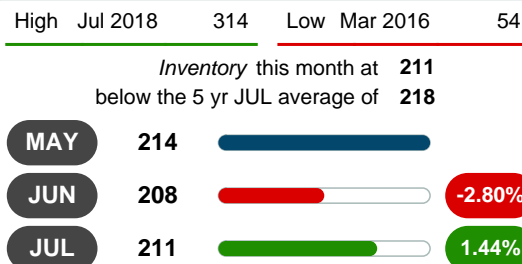


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 218



### 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	17	8.06%	141.6	12	5	0	0
\$50,001 - \$75,000	22	10.43%	80.1	10	10	1	1
\$75,001 - \$100,000	32	15.17%	79.1	7	20	4	1
\$100,001 - \$175,000	56	26.54%	61.0	6	39	8	3
\$175,001 - \$225,000	28	13.27%	73.1	2	18	8	0
\$225,001 - \$300,000	34	16.11%	55.4	2	17	13	2
\$300,001 and up	22	10.43%	66.9	0	10	9	3
<b>Total Active Inventory by Units</b>	<b>211</b>			<b>39</b>	<b>119</b>	<b>43</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>38,242,340</b>	<b>100%</b>	<b>73.5</b>	<b>3.34M</b>	<b>20.65M</b>	<b>10.29M</b>	<b>3.97M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$181,243</b>			<b>\$85,549</b>	<b>\$173,505</b>	<b>\$239,330</b>	<b>\$396,770</b>

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



## MONTHS SUPPLY of INVENTORY (MSI)

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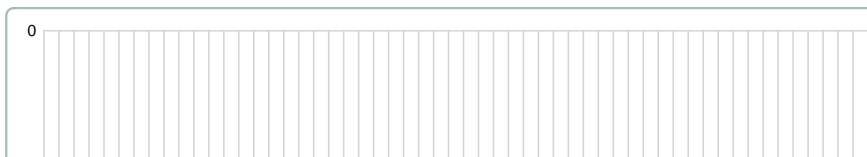
### MSI FOR JULY

2015	2016	2017	2018	2019

### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>211</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	inf
Months Supply this month at <b>inf</b> equal to 5 yr JUL average of <b>inf</b>			
MAY	inf		%
JUN	inf		%
JUL	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17		8.06%	3.19	5.33	1.71	0.00	0.00	
\$50,001 - \$80,000	31		14.69%	4.18	5.50	3.78	1.09	0.00	
\$80,001 - \$110,000	27		12.80%	3.77	5.65	3.05	6.86	0.00	
\$110,001 - \$180,000	56		26.54%	3.78	4.62	3.53	3.56	18.00	
\$180,001 - \$240,000	30		14.22%	5.90	12.00	5.27	6.95	0.00	
\$240,001 - \$300,000	28		13.27%	8.00	0.00	8.40	6.32	8.00	
\$300,001 and up	22		10.43%	9.10	0.00	20.00	6.35	6.00	
Market Supply of Inventory (MSI)		4.61			5.71	4.07	5.06	8.57	
Total Active Inventory by Units		211	100%	4.61	39	119	43	10	

# July 2019



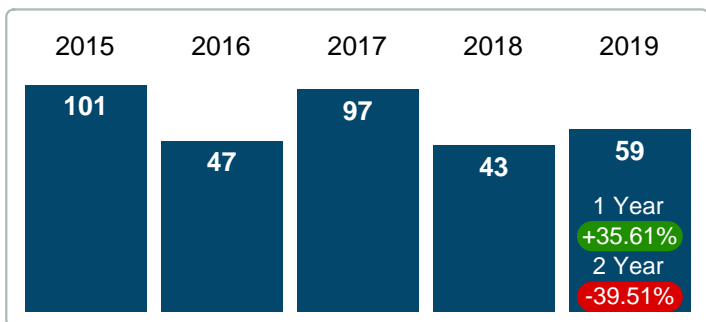
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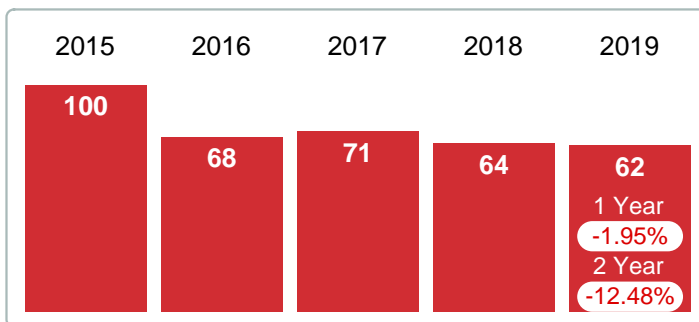
## AVERAGE DAYS ON MARKET TO SALE

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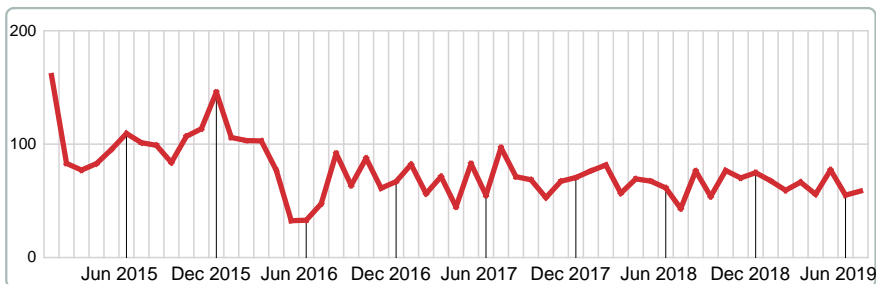
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 69

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 59 below the 5 yr JUL average of 69



### 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	9.62%	13	19	9	0	0
\$50,001 - \$75,000	3.85%	49	0	49	0	0
\$75,001 - \$125,000	17.31%	61	100	30	0	0
\$125,001 - \$150,000	21.15%	71	19	77	133	0
\$150,001 - \$175,000	15.38%	69	0	71	63	0
\$175,001 - \$250,000	19.23%	62	0	70	26	0
\$250,001 and up	13.46%	55	0	63	0	46
<b>Average Closed DOM</b>		<b>59</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>52</b>	<b>9</b>	<b>34</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>8,094,950</b>	<b>898.30K</b>	<b>5.10M</b>	<b>1.02M</b>	<b>1.08M</b>



# July 2019



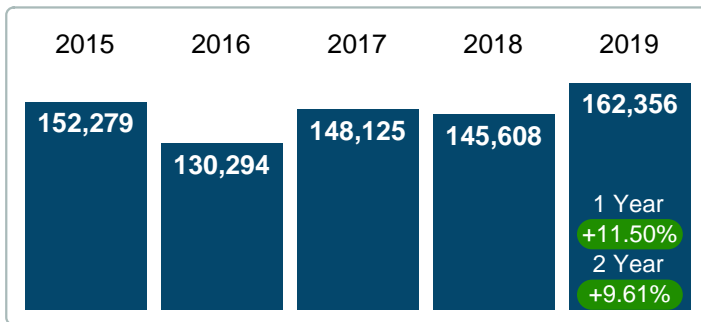
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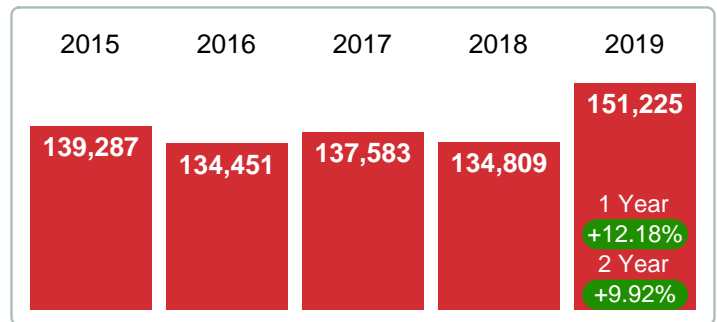
## AVERAGE LIST PRICE AT CLOSING

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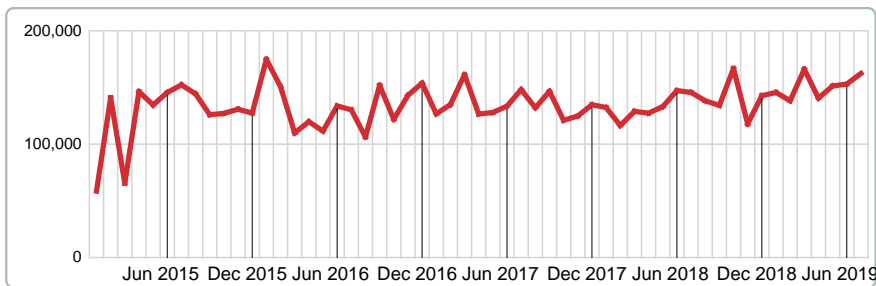
### JULY



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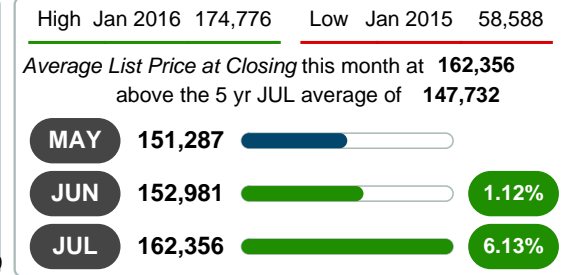


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 147,732



### 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	5	9.62%	41,620	45,000	39,367	0	0
\$50,001 - \$75,000	2	3.85%	57,500	0	57,500	0	0
\$75,001 - \$125,000	9	17.31%	101,022	101,200	101,860	0	0
\$125,001 - \$150,000	11	21.15%	137,155	148,136	133,100	134,950	0
\$150,001 - \$175,000	8	15.38%	165,513	0	165,033	162,400	0
\$175,001 - \$250,000	10	19.23%	213,660	0	213,350	214,900	0
\$250,001 and up	7	13.46%	320,114	0	273,075	0	382,833
Average List Price			162,356	104,356	156,774	170,750	382,833
Total Closed Units		100%	162,356	9	34	6	3
Total Closed Volume			8,442,507	939.21K	5.33M	1.02M	1.15M



# July 2019



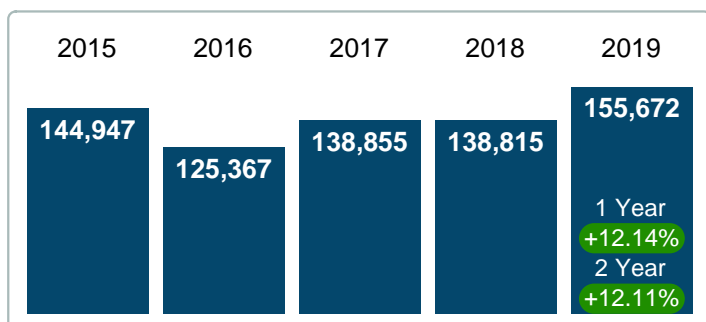
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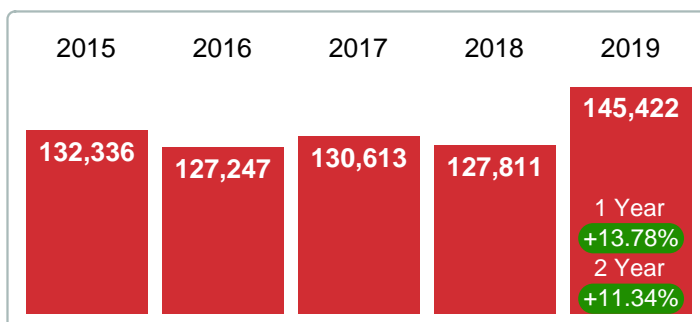
## AVERAGE SOLD PRICE AT CLOSING

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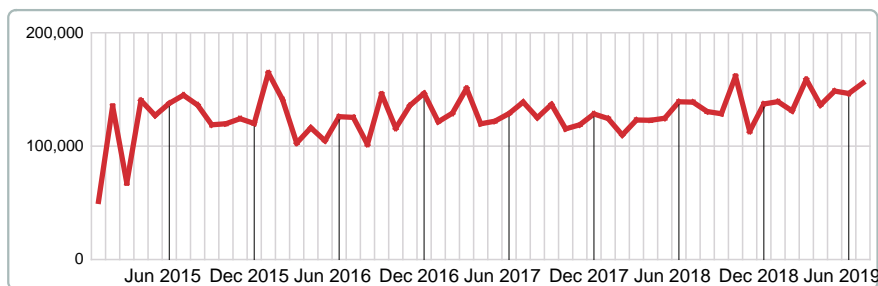
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

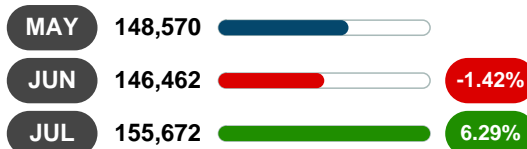


### 3 MONTHS

5 year JUL AVG = 140,731

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

Average Sold Price at Closing this month at **155,672** above the 5 yr JUL average of **140,731**



### 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	9.62%	34,350	40,750	30,083	0	0
\$50,001 - \$75,000	3.85%	55,650	0	55,650	0	0
\$75,001 - \$125,000	17.31%	94,311	99,700	90,000	0	0
\$125,001 - \$150,000	21.15%	134,618	139,333	131,150	137,950	0
\$150,001 - \$175,000	15.38%	160,738	0	160,833	160,450	0
\$175,001 - \$250,000	19.23%	207,590	0	206,238	213,000	0
\$250,001 and up	13.46%	302,929	0	260,875	0	359,000
<b>Average Sold Price</b>		<b>155,672</b>	<b>99,811</b>	<b>149,907</b>	<b>170,467</b>	<b>359,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>155,672</b>	<b>9</b>	<b>34</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>8,094,950</b>	<b>898.30K</b>	<b>5.10M</b>	<b>1.02M</b>	<b>1.08M</b>

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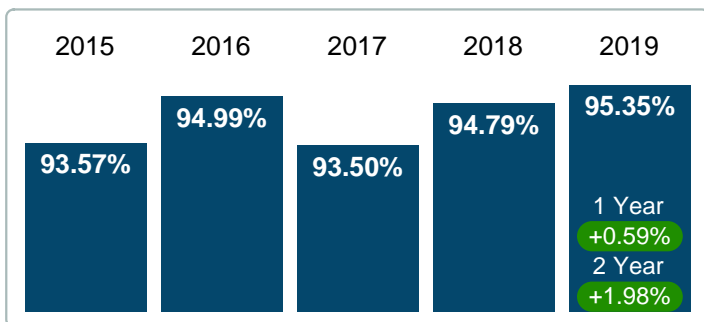
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



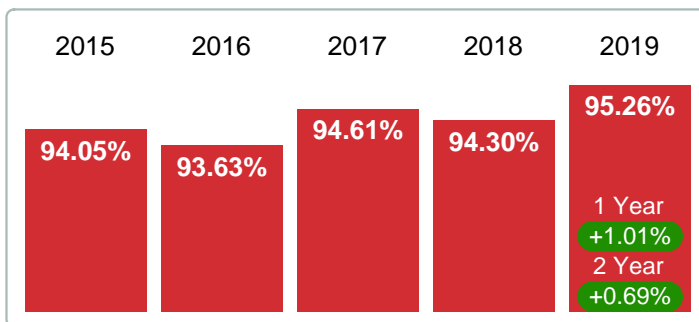
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

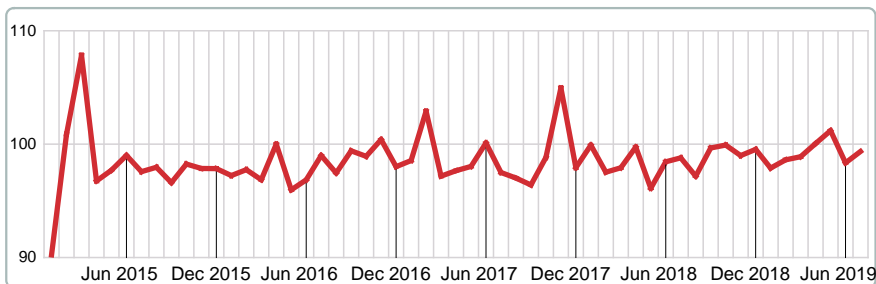
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

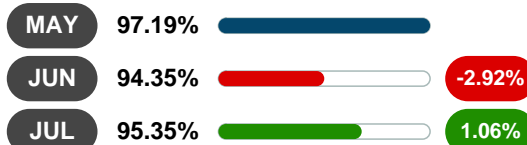


### 3 MONTHS

5 year JUL AVG = 94.44%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **95.35%** above the 5 yr JUL average of **94.44%**



### 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	5	9.62%	84.92%	90.41%	81.25%	0.00%	0.00%
\$50,001 - \$75,000	2	3.85%	96.70%	0.00%	96.70%	0.00%	0.00%
\$75,001 - \$125,000	9	17.31%	93.65%	98.57%	89.71%	0.00%	0.00%
\$125,001 - \$150,000	11	21.15%	98.11%	94.30%	98.65%	102.22%	0.00%
\$150,001 - \$175,000	8	15.38%	97.83%	0.00%	97.46%	98.94%	0.00%
\$175,001 - \$250,000	10	19.23%	97.12%	0.00%	96.70%	98.82%	0.00%
\$250,001 and up	7	13.46%	94.92%	0.00%	95.56%	0.00%	94.06%
Average Sold/List Ratio		95.40%		95.33%	94.65%	99.99%	94.06%
Total Closed Units		52	100%	9	34	6	3
Total Closed Volume		8,094,950		898.30K	5.10M	1.02M	1.08M

# July 2019



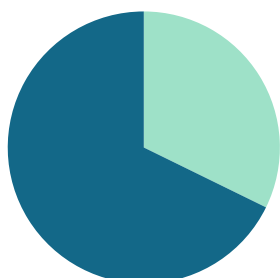
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

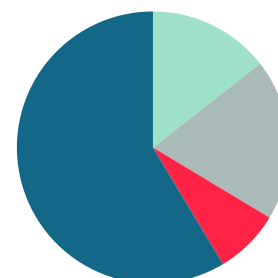


**Inventory**  
 New Listings  
**99 = 32.25%**  
 Start Inventory  
**208**  
 Total Inventory Units  
**307**  
 Volume  
**\$54,416,048**

### Market Activity

Closed Sales  
**52 = 14.44%**  
 Pending Sales  
**69 = 19.17%**  
 Other Off Market  
**28 = 7.78%**  
 Active Inventory  
**211 = 58.61%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	45	52	15.56%	301	335	11.30%
Pending Sales	43	69	60.47%	325	382	17.54%
New Listings	107	99	-7.48%	641	573	-10.61%
Average List Price	145,608	162,356	11.50%	134,809	151,225	12.18%
Average Sale Price	138,815	155,672	12.14%	127,811	145,422	13.78%
Average Percent of Selling Price to List Price	94.79%	95.35%	0.59%	94.30%	95.26%	1.01%
Average Days on Market to Sale	43.22	58.62	35.61%	63.72	62.48	-1.95%
Monthly Inventory	314	211	-32.80%	314	211	-32.80%
Months Supply of Inventory	7.11	4.61	-35.13%	7.11	4.61	-35.13%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

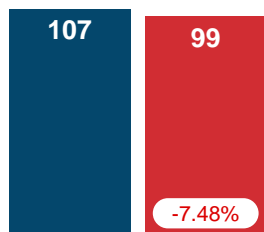
**Inventory** on July 31, 2019 = **211**

**2018** **2019**

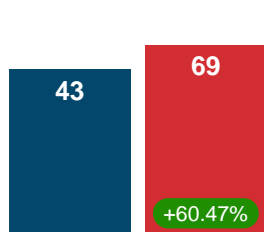
### JULY MARKET

### AVERAGE PRICES

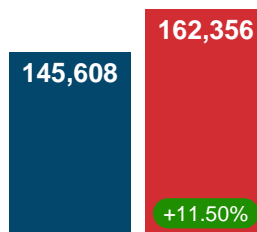
#### New Listings



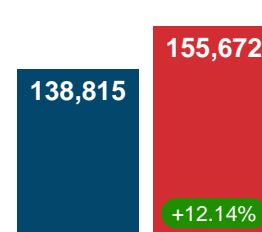
#### Pending Listings



#### List Price



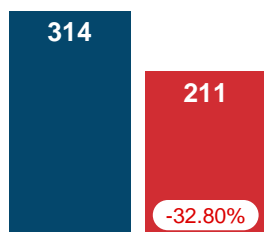
#### Sale Price



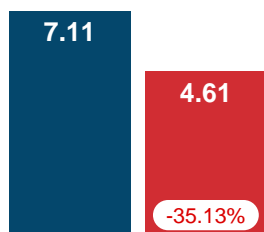
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

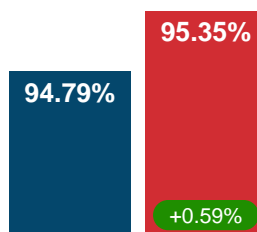
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

