

July 2019



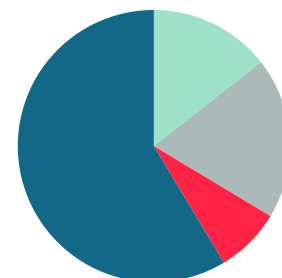
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	125,000	149,654	19.72%
Median Sale Price	121,000	144,500	19.42%
Median Percent of Selling Price to List Price	96.55%	97.04%	0.50%
Median Days on Market to Sale	30.00	42.00	40.00%
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.

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 **19.42%** in July 2019 to \$144,500 versus the previous year at \$121,000.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 12.00 days or **40.00%** in July 2019 compared to last year's same month at **30.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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.

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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

July 2019



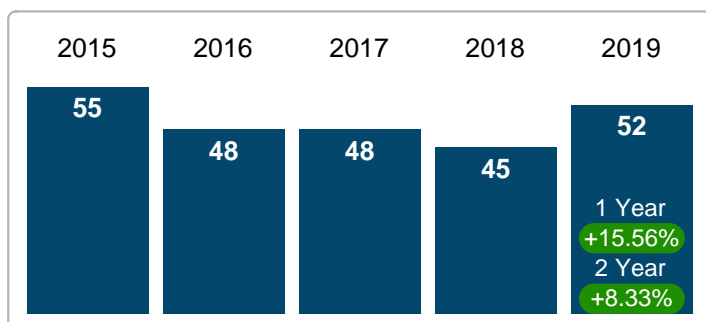
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



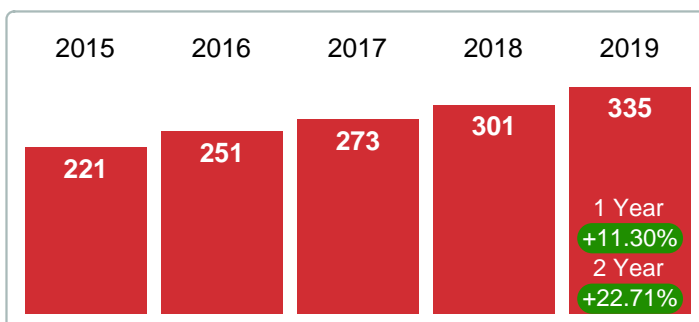
CLOSED LISTINGS

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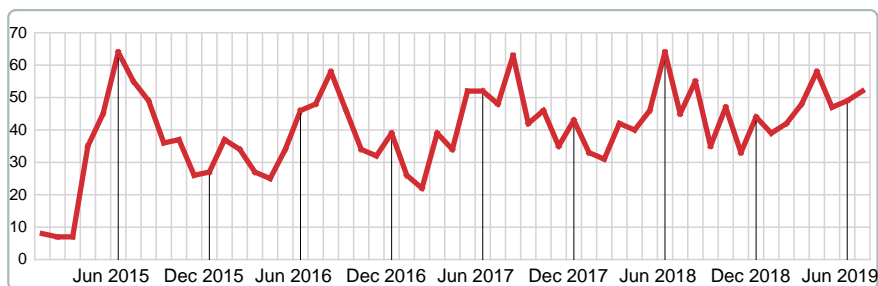
JULY



YEAR TO DATE (YTD)

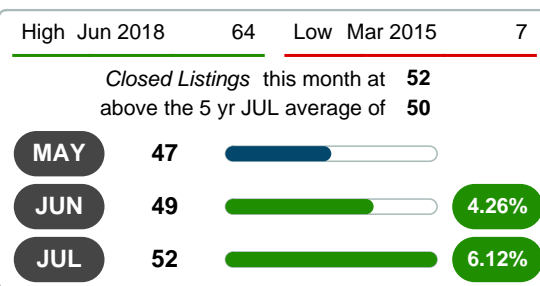


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	10.0	2	3	0	0
\$50,001 - \$90,000	6	11.54%	39.5	1	5	0	0
\$90,001 - \$130,000	9	17.31%	79.0	3	6	0	0
\$130,001 - \$160,000	11	21.15%	47.0	3	5	3	0
\$160,001 - \$190,000	9	17.31%	53.0	0	7	2	0
\$190,001 - \$260,000	8	15.38%	53.5	0	6	1	1
\$260,001 and up	4	7.69%	29.5	0	2	0	2
Total Closed Units	52			9	34	6	3
Total Closed Volume	8,094,950	100%	42.0	898.30K	5.10M	1.02M	1.08M
Median Closed Price	\$144,500			\$100,000	\$153,750	\$160,450	\$365,000

July 2019



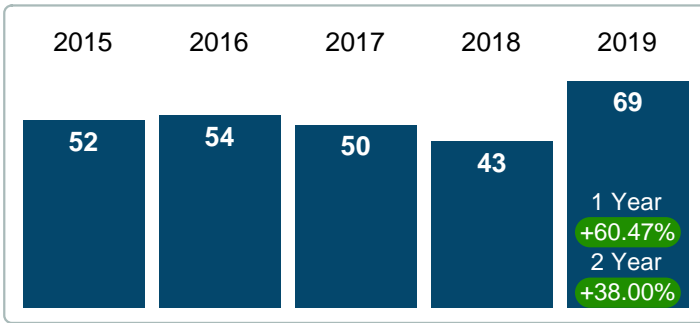
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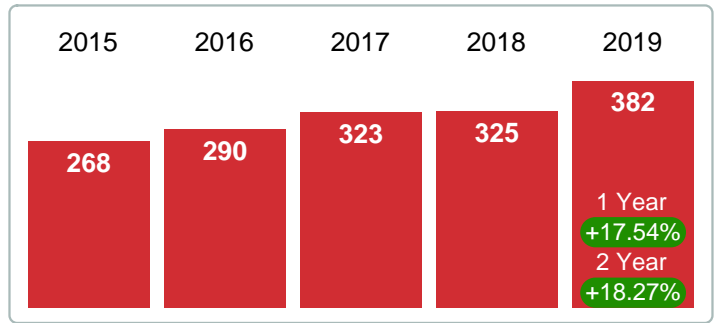
PENDING LISTINGS

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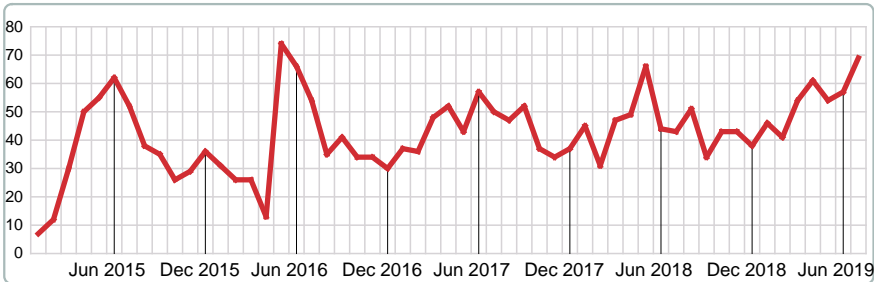
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.70%	5.5	2	4	0	0
\$60,001 - \$80,000	9	13.04%	43.0	3	6	0	0
\$80,001 - \$100,000	8	11.59%	48.5	2	6	0	0
\$100,001 - \$140,000	16	23.19%	15.5	2	11	3	0
\$140,001 - \$170,000	13	18.84%	7.0	3	9	1	0
\$170,001 - \$270,000	10	14.49%	17.0	0	6	4	0
\$270,001 and up	7	10.14%	3.0	0	3	2	2
Total Pending Units	69			12	45	10	2
Total Pending Volume	10,976,608	100%	14.0	1.19M	6.07M	2.47M	1.25M
Median Listing Price	\$136,000			\$94,950	\$129,900	\$177,500	\$624,750

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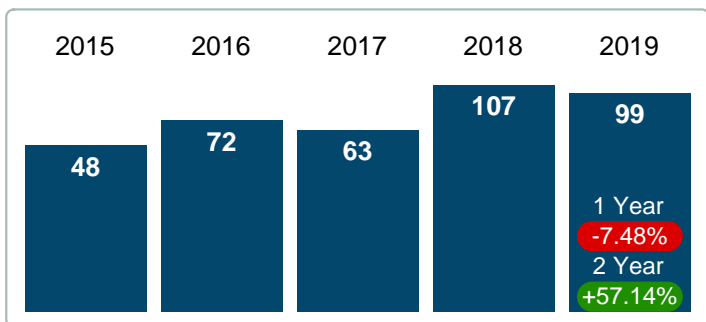
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



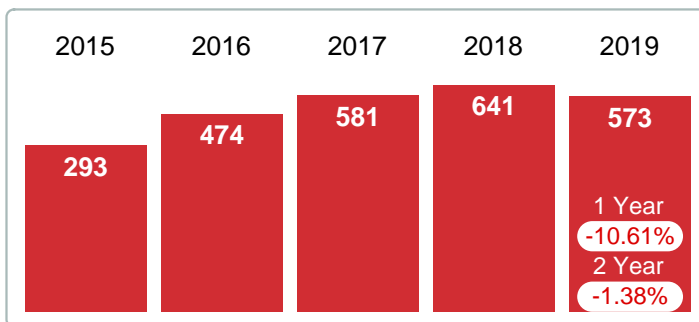
NEW LISTINGS

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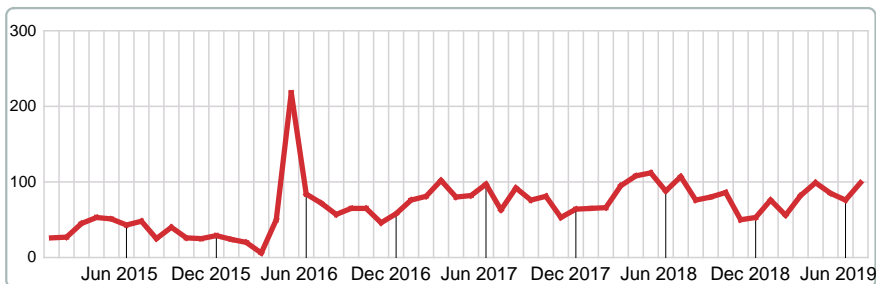
JULY



YEAR TO DATE (YTD)

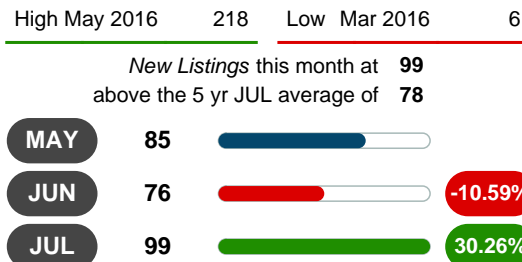


5 YEAR MARKET ACTIVITY TRENDS



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 - \$80,000	15	15.15%	6	8	0	1
\$80,001 - \$110,000	15	15.15%	7	8	0	0
\$110,001 - \$160,000	23	23.23%	1	17	5	0
\$160,001 - \$230,000	17	17.17%	1	15	1	0
\$230,001 - \$310,000	13	13.13%	1	7	4	1
\$310,001 and up	10	10.10%	0	3	5	2
Total New Listed Units	99		18	62	15	4
Total New Listed Volume	17,806,950	100%	1.72M	9.90M	4.63M	1.56M
Median New Listed Listing Price	\$139,900		\$85,500	\$144,450	\$275,000	\$317,500

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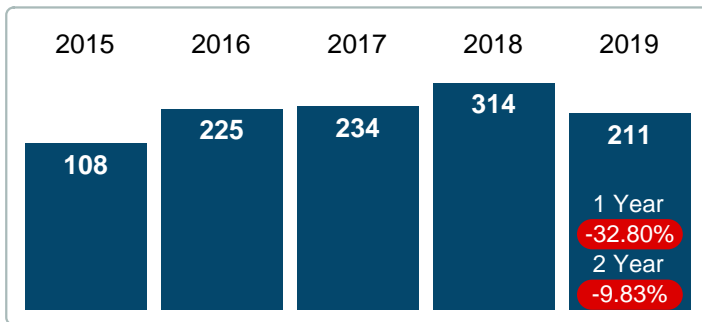
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



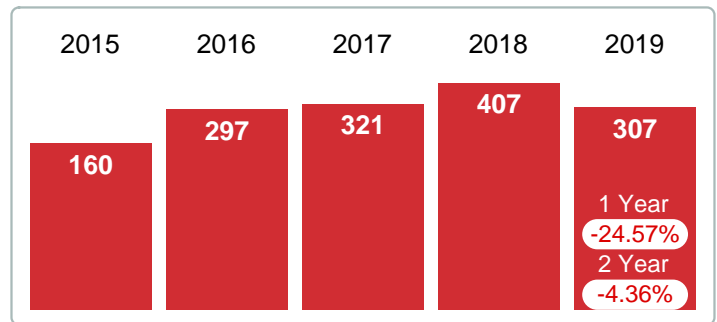
ACTIVE INVENTORY

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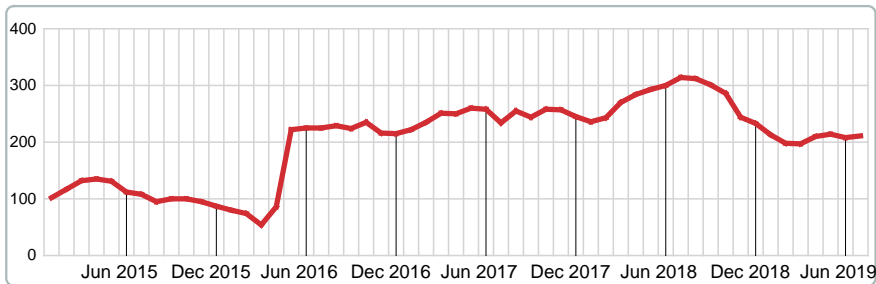
END OF JULY



ACTIVE DURING JULY

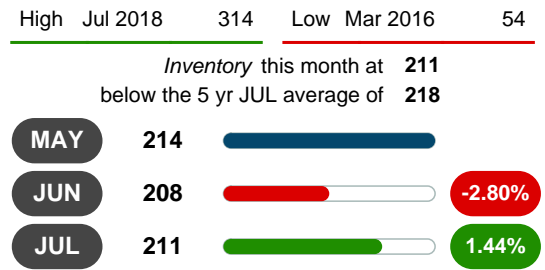


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 218



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	8.06%	99.0	12	5	0	0
\$50,001 - \$80,000	31	14.69%	51.0	11	17	1	2
\$80,001 - \$110,000	27	12.80%	58.0	8	15	4	0
\$110,001 - \$180,000	56	26.54%	63.0	5	40	8	3
\$180,001 - \$240,000	30	14.22%	56.0	1	18	11	0
\$240,001 - \$300,000	28	13.27%	35.5	2	14	10	2
\$300,001 and up	22	10.43%	65.0	0	10	9	3
Total Active Inventory by Units	211			39	119	43	10
Total Active Inventory by Volume	38,242,340	100%	60.0	3.34M	20.65M	10.29M	3.97M
Median Active Inventory Listing Price	\$146,000			\$64,900	\$149,900	\$229,000	\$207,450

July 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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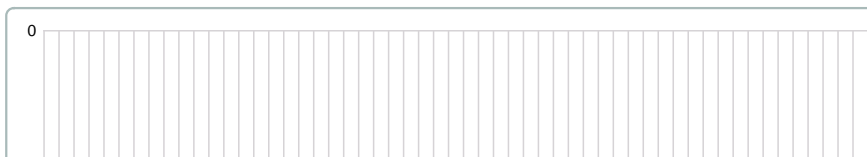
MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
211	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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
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



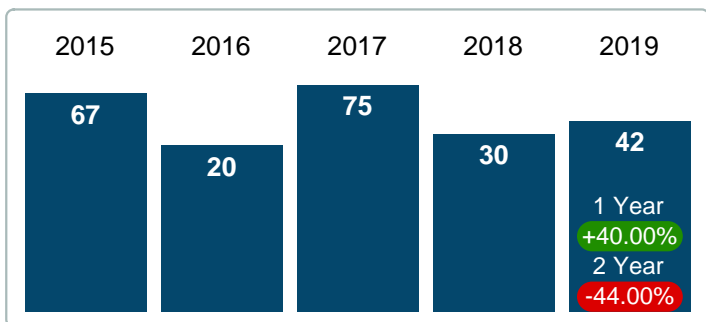
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



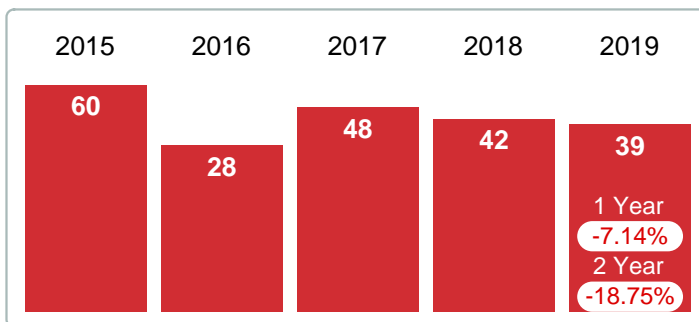
MEDIAN DAYS ON MARKET TO SALE

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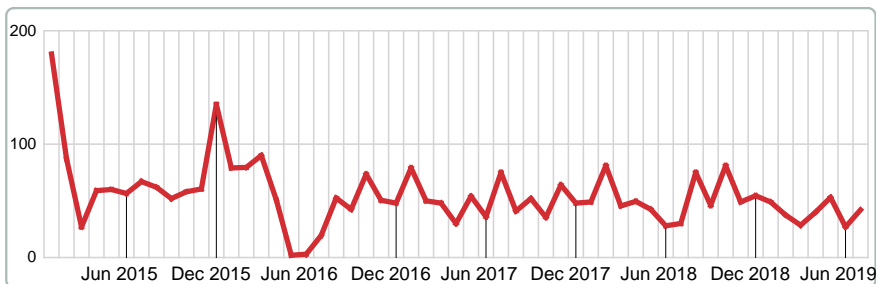
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 47

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 42 below the 5 yr JUL average of 47



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	9.62%	10	19	5	0	0
\$50,001 - \$90,000	11.54%	40	317	35	0	0
\$90,001 - \$130,000	17.31%	79	1	94	0	0
\$130,001 - \$160,000	21.15%	47	9	40	91	0
\$160,001 - \$190,000	17.31%	53	0	69	52	0
\$190,001 - \$260,000	15.38%	54	0	101	1	8
\$260,001 and up	7.69%	30	0	24	0	65
Median Closed DOM		42	10	42	63	14
Total Closed Units	100%	42.0	9	34	6	3
Total Closed Volume		8,094,950	898.30K	5.10M	1.02M	1.08M

July 2019



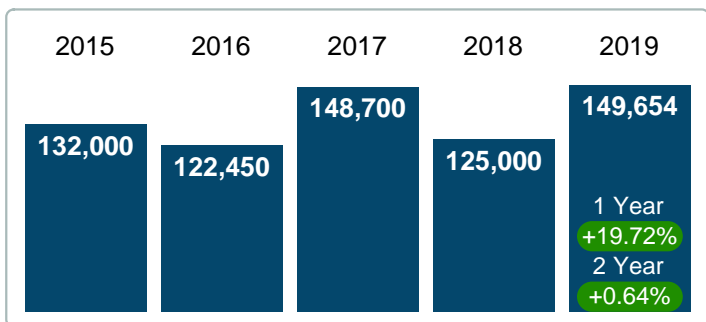
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



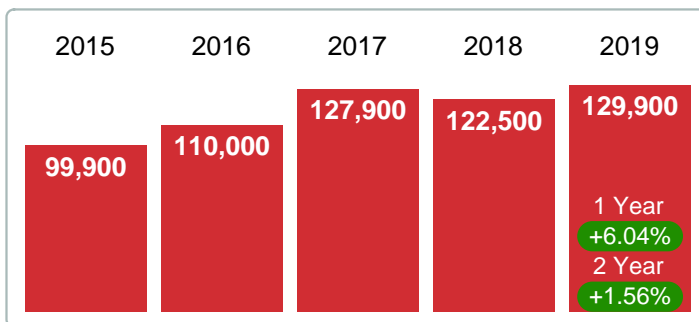
MEDIAN LIST PRICE AT CLOSING

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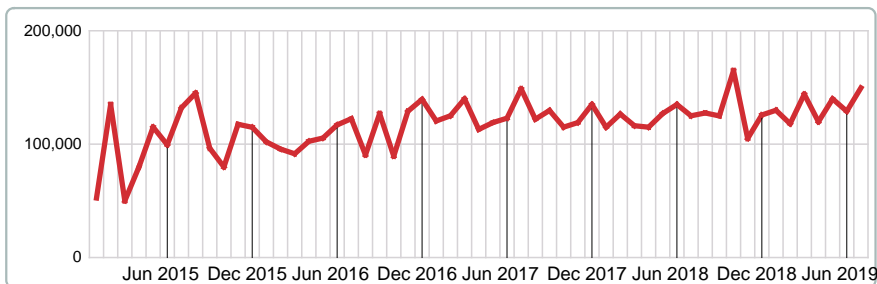
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 135,561

High Oct 2018 164,900 Low Mar 2015 50,000
 Median List Price at Closing this month at **149,654**
 above the 5 yr JUL average of **135,561**

- MAY 139,900
- JUN 129,000 -7.79%
- JUL 149,654 16.01%

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	9.62%	45,600	45,000	45,600	0	0
\$50,001 - \$90,000	11.54%	82,250	89,900	79,500	0	0
\$90,001 - \$130,000	17.31%	125,000	105,000	129,900	0	0
\$130,001 - \$160,000	19.23%	149,154	149,408	154,400	135,000	0
\$160,001 - \$190,000	15.38%	174,950	0	175,000	174,900	0
\$190,001 - \$260,000	15.38%	232,450	0	237,000	214,900	0
\$260,001 and up	11.54%	278,700	0	277,500	0	399,500
Median List Price		149,654	105,000	159,900	162,400	399,500
Total Closed Units	100%	149,654	9	34	6	3
Total Closed Volume		8,442,507	939.21K	5.33M	1.02M	1.15M

July 2019



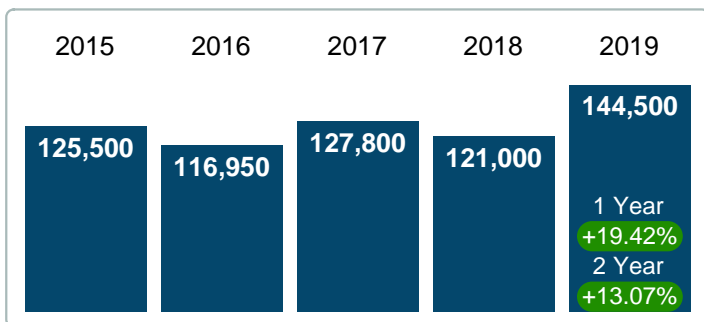
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



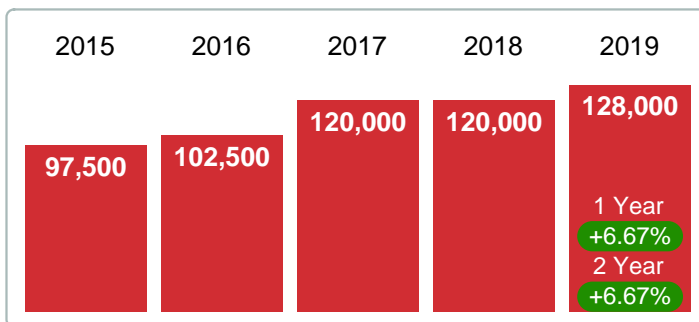
MEDIAN SOLD PRICE AT CLOSING

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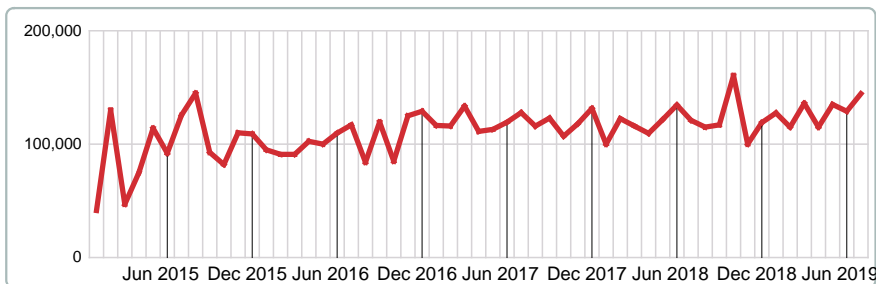
JULY



YEAR TO DATE (YTD)

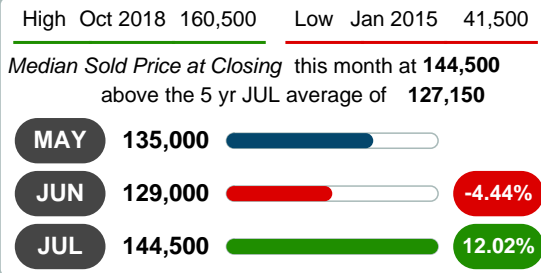


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 127,150



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	9.62%	37,500	40,750	25,000	0	0
\$50,001 - \$90,000	11.54%	79,000	89,900	78,500	0	0
\$90,001 - \$130,000	17.31%	110,000	100,000	127,000	0	0
\$130,001 - \$160,000	21.15%	144,000	137,000	152,500	144,000	0
\$160,001 - \$190,000	17.31%	180,000	0	180,000	179,450	0
\$190,001 - \$260,000	15.38%	241,950	0	241,950	237,000	260,000
\$260,001 and up	7.69%	315,000	0	265,000	0	408,500
Median Sold Price		144,500	100,000	153,750	160,450	365,000
Total Closed Units	100%	144,500	9	34	6	3
Total Closed Volume		8,094,950	898.30K	5.10M	1.02M	1.08M

July 2019



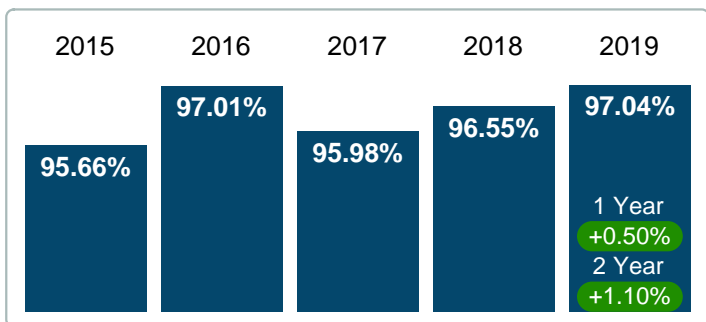
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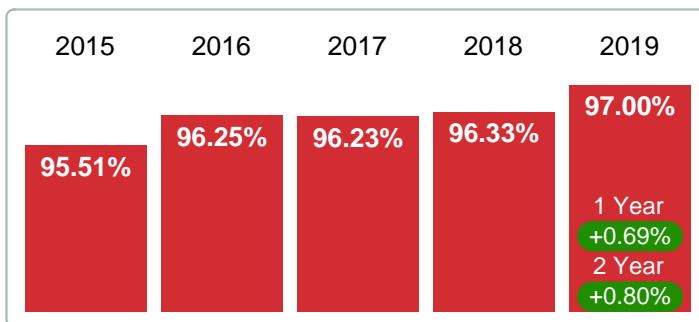
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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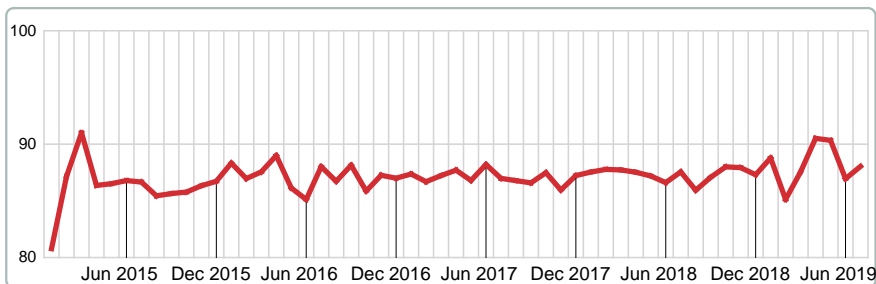
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

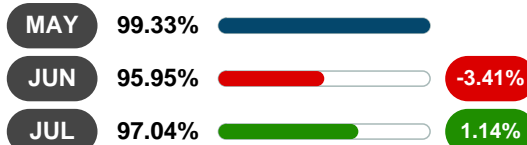


3 MONTHS

5 year JUL AVG = 96.45%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **97.04%** above the 5 yr JUL average of **96.45%**



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	5	9.62%	93.62%	90.41%	93.75%	0.00%	0.00%	
\$50,001 - \$90,000	6	11.54%	96.70%	100.00%	93.39%	0.00%	0.00%	
\$90,001 - \$130,000	9	17.31%	98.54%	100.00%	98.54%	0.00%	0.00%	
\$130,001 - \$160,000	11	21.15%	96.94%	91.70%	95.37%	100.73%	0.00%	
\$160,001 - \$190,000	9	17.31%	97.88%	0.00%	98.29%	95.84%	0.00%	
\$190,001 - \$260,000	8	15.38%	97.17%	0.00%	97.17%	103.09%	96.65%	
\$260,001 and up	4	7.69%	94.42%	0.00%	95.09%	0.00%	92.77%	
Median Sold/List Ratio		97.04%		94.29%	97.12%	99.25%	94.17%	
Total Closed Units		52	100%	97.04%	9	34	6	3
Total Closed Volume		8,094,950			898.30K	5.10M	1.02M	1.08M

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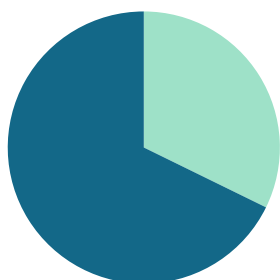
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

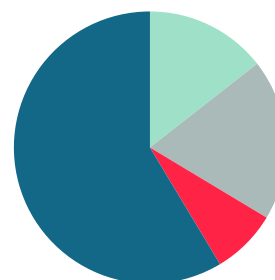


Inventory
 New Listings
99 = 32.25%
 Start Inventory
208
 Total Inventory Units
307
 Volume
\$54,416,048

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%
Median List Price	125,000	149,654	19.72%	122,500	129,900	6.04%
Median Sale Price	121,000	144,500	19.42%	120,000	128,000	6.67%
Median Percent of Selling Price to List Price	96.55%	97.04%	0.50%	96.33%	97.00%	0.69%
Median Days on Market to Sale	30.00	42.00	40.00%	42.00	39.00	-7.14%
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

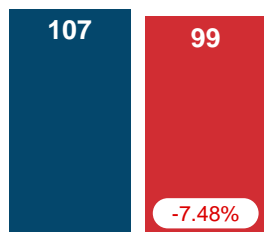
Inventory on July 31, 2019 = **211**

2018 **2019**

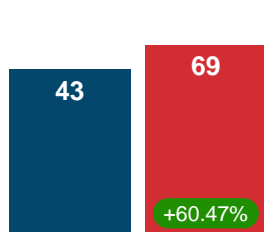
JULY MARKET

MEDIAN PRICES

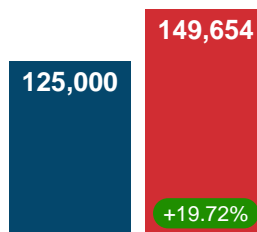
New Listings



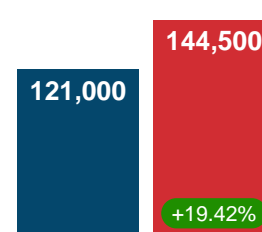
Pending Listings



List Price



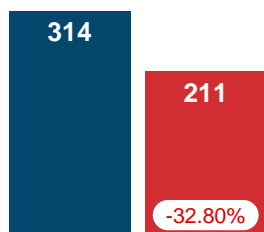
Sale Price



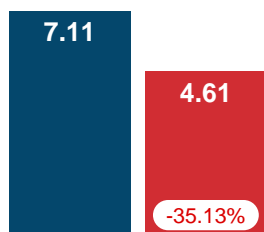
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

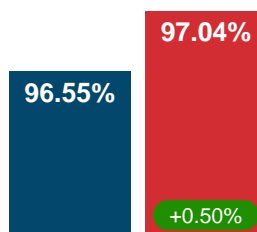
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

