

# November 2019



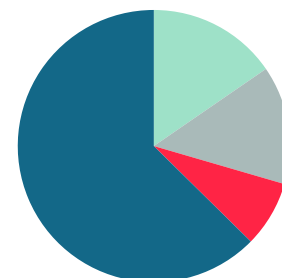
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	33	47	42.42%
Pending Listings	43	43	0.00%
New Listings	50	54	8.00%
Average List Price	117,882	149,000	26.40%
Average Sale Price	113,029	144,550	27.89%
Average Percent of Selling Price to List Price	94.99%	96.09%	1.16%
Average Days on Market to Sale	70.21	49.64	-29.30%
End of Month Inventory	245	191	-22.04%
Months Supply of Inventory	5.72	3.86	-32.54%



■ Closed (15.41%)  
■ Pending (14.10%)  
■ Other OffMarket (7.87%)  
■ Active (62.62%)

**Absorption:** Last 12 months, an Average of **50** Sales/Month  
**Active Inventory** as of November 30, 2019 = **191**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **22.04%** to 191 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 **3.86** 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 **27.89%** in November 2019 to \$144,550 versus the previous year at \$113,029.

#### Average Days on Market Shortens

The average number of **49.64** days that homes spent on the market before selling decreased by 20.57 days or **29.30%** in November 2019 compared to last year's same month at **70.21** DOM.

#### Sales Success for November 2019 is Positive

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

There were 54 New Listings in November 2019, up **8.00%** from last year at 50. Furthermore, there were 47 Closed Listings this month versus last year at 33, a **42.42%** increase.

Closed versus Listed trends yielded a **87.0%** ratio, up from previous year's, November 2018, at **66.0%**, a **31.87%** 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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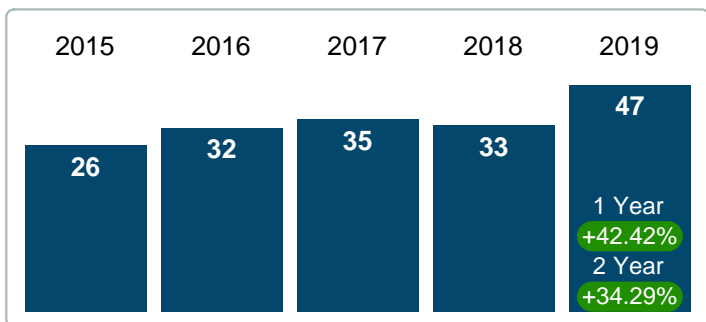
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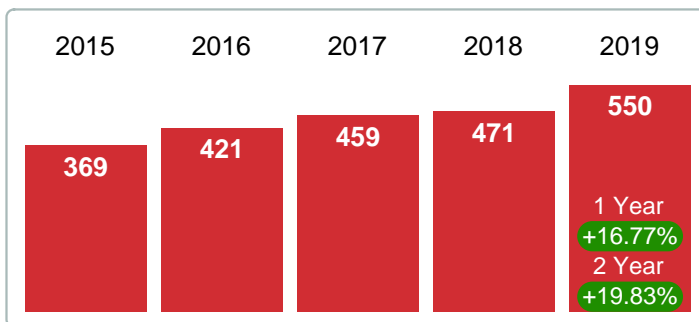
## CLOSED LISTINGS

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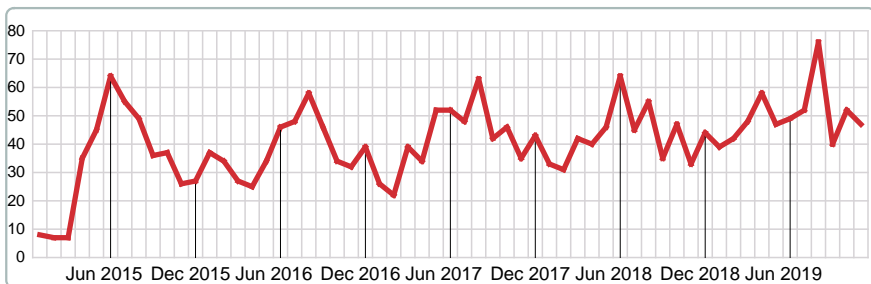
### NOVEMBER



### YEAR TO DATE (YTD)

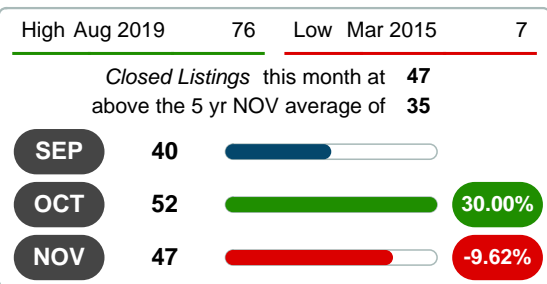


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### 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	3	6.38%	7.3	3	0	0	0
\$40,001 - \$80,000	7	14.89%	18.3	3	4	0	0
\$80,001 - \$110,000	7	14.89%	82.6	1	5	1	0
\$110,001 - \$170,000	12	25.53%	39.1	2	10	0	0
\$170,001 - \$200,000	7	14.89%	76.0	0	5	2	0
\$200,001 - \$250,000	8	17.02%	41.0	0	6	2	0
\$250,001 and up	3	6.38%	92.0	0	0	3	0
<b>Total Closed Units</b>	<b>47</b>			<b>9</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,793,827</b>	<b>100%</b>	<b>49.6</b>	<b>572.00K</b>	<b>4.42M</b>	<b>1.80M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$144,550</b>			<b>\$63,556</b>	<b>\$147,261</b>	<b>\$225,500</b>	<b>\$0</b>

# November 2019



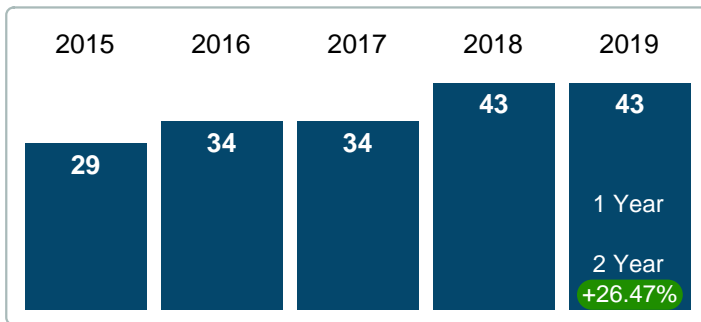
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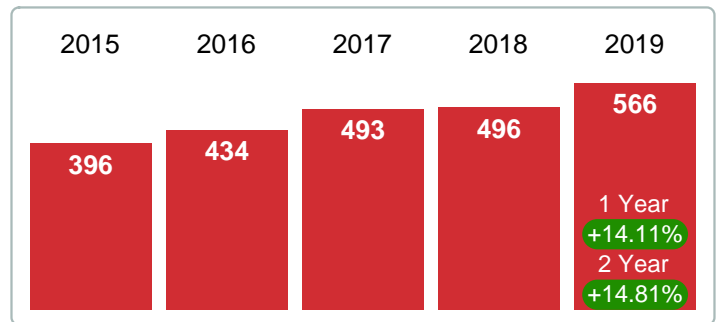
## PENDING LISTINGS

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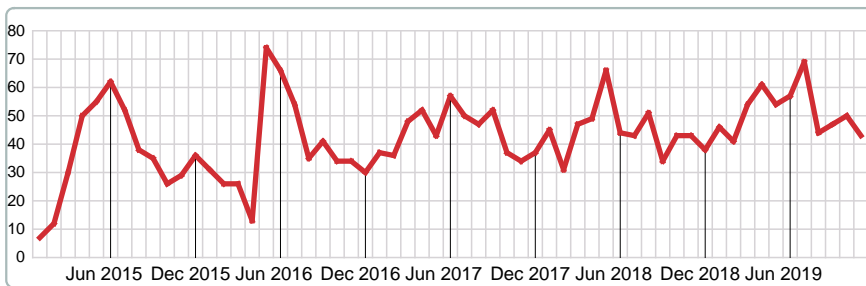
### NOVEMBER



### YEAR TO DATE (YTD)

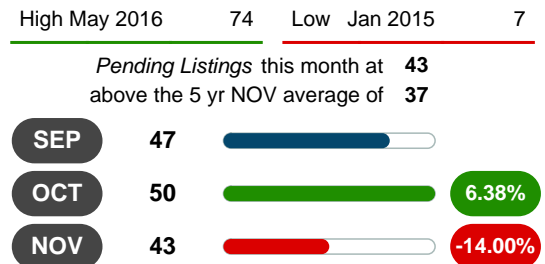


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 37



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.30%	1.5	3	1	0	0
\$40,001 - \$50,000	2	4.65%	83.0	1	0	1	0
\$50,001 - \$70,000	8	18.60%	41.6	2	6	0	0
\$70,001 - \$120,000	12	27.91%	61.1	3	7	1	1
\$120,001 - \$160,000	5	11.63%	66.4	0	3	2	0
\$160,001 - \$220,000	7	16.28%	48.4	1	5	1	0
\$220,001 and up	5	11.63%	84.0	0	1	3	1
<b>Total Pending Units</b>	<b>43</b>			<b>10</b>	<b>23</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>5,089,100</b>	<b>100%</b>	<b>54.2</b>	<b>640.80K</b>	<b>2.54M</b>	<b>1.54M</b>	<b>373.00K</b>
<b>Average Listing Price</b>	<b>\$118,351</b>			<b>\$64,080</b>	<b>\$110,239</b>	<b>\$192,475</b>	<b>\$186,500</b>

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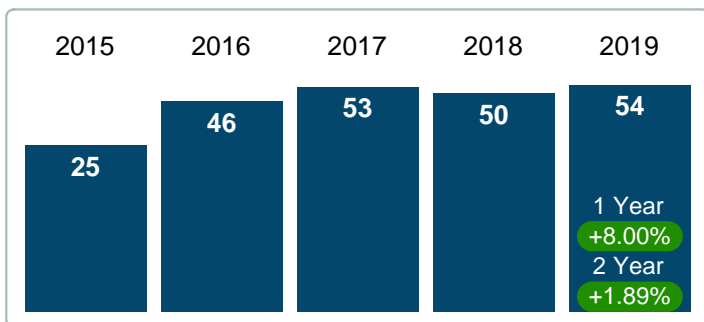
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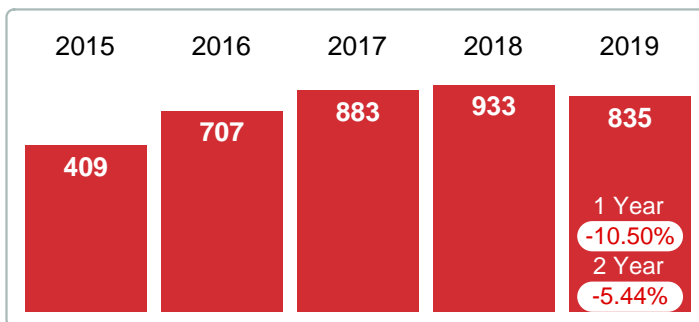
## NEW LISTINGS

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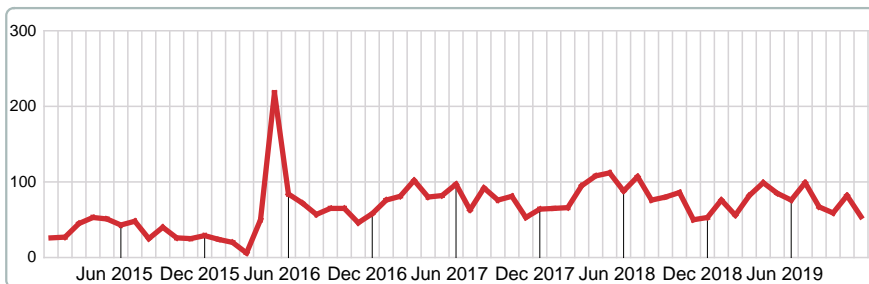
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46

High May 2016 218 Low Mar 2016 6

New Listings this month at 54 above the 5 yr NOV average of 46



### 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	6	11.11%	3	3	0	0
\$40,001 - \$60,000	3	5.56%	1	1	1	0
\$60,001 - \$70,000	8	14.81%	1	7	0	0
\$70,001 - \$130,000	15	27.78%	3	11	0	1
\$130,001 - \$190,000	9	16.67%	0	5	3	1
\$190,001 - \$280,000	6	11.11%	0	4	1	1
\$280,001 and up	7	12.96%	0	3	3	1
<b>Total New Listed Units</b>	<b>54</b>		<b>8</b>	<b>34</b>	<b>8</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>8,389,900</b>	<b>100%</b>	<b>469.90K</b>	<b>4.44M</b>	<b>1.73M</b>	<b>1.75M</b>
<b>Average New Listed Listing Price</b>	<b>\$118,097</b>		<b>\$58,738</b>	<b>\$130,606</b>	<b>\$216,300</b>	<b>\$437,250</b>

# November 2019



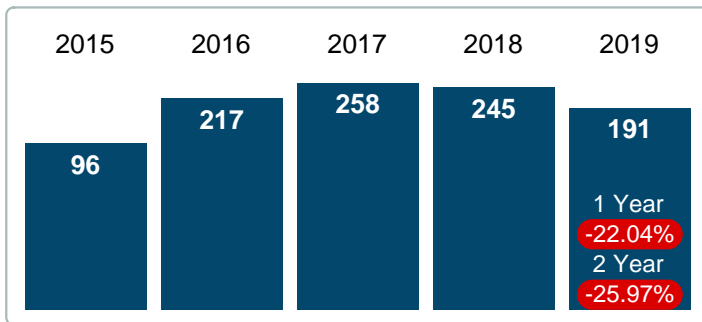
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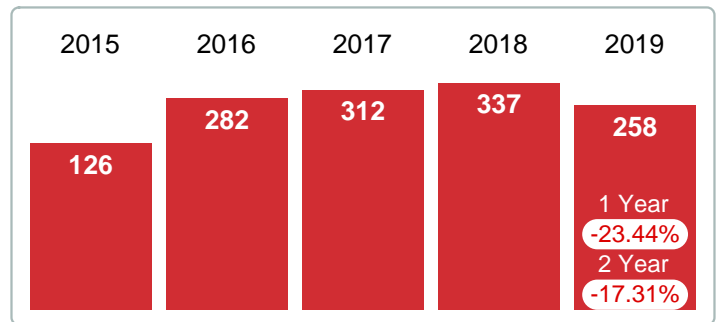
## ACTIVE INVENTORY

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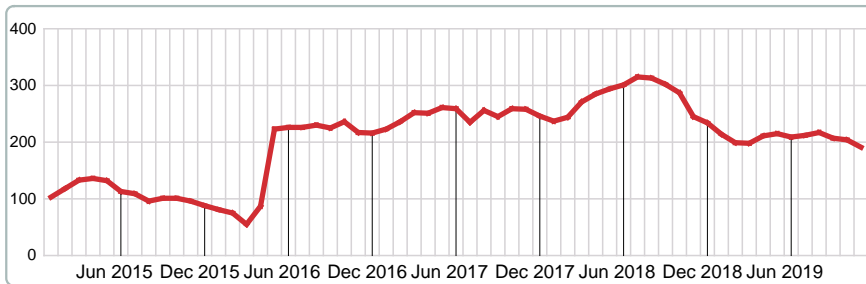
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

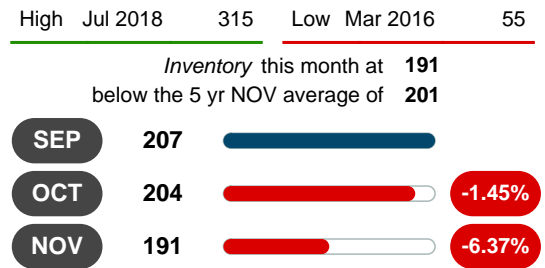


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 201



### 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	1.05%	27.5	1	1	0	0
\$25,001 - \$50,000	21	10.99%	129.2	17	4	0	0
\$50,001 - \$100,000	47	24.61%	79.7	18	25	3	1
\$100,001 - \$175,000	47	24.61%	73.3	6	31	9	1
\$175,001 - \$250,000	30	15.71%	82.6	3	16	9	2
\$250,001 - \$325,000	22	11.52%	84.6	1	12	9	0
\$325,001 and up	22	11.52%	81.1	0	12	9	1
<b>Total Active Inventory by Units</b>	<b>191</b>			<b>46</b>	<b>101</b>	<b>39</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>33,963,745</b>	<b>100%</b>	<b>84.2</b>	<b>3.51M</b>	<b>18.49M</b>	<b>9.98M</b>	<b>1.99M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$177,821</b>			<b>\$76,317</b>	<b>\$183,049</b>	<b>\$255,851</b>	<b>\$397,400</b>

# November 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR NOVEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>191</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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	6.81%	3.71	5.00	2.12	0.00	0.00
\$40,001 - \$70,000	27	14.14%	4.15	9.39	2.16	0.00	0.00
\$70,001 - \$100,000	30	15.71%	3.60	4.36	3.18	4.00	12.00
\$100,001 - \$180,000	49	25.65%	2.58	3.43	2.22	3.75	6.00
\$180,001 - \$250,000	28	14.66%	4.05	36.00	3.40	3.43	24.00
\$250,001 - \$340,000	23	12.04%	7.08	0.00	7.80	7.20	0.00
\$340,001 and up	21	10.99%	10.50	0.00	26.40	7.71	2.40
Market Supply of Inventory (MSI)			3.86	6.07	3.14	4.50	4.62
Total Active Inventory by Units		100%	3.86	46	101	39	5

# November 2019



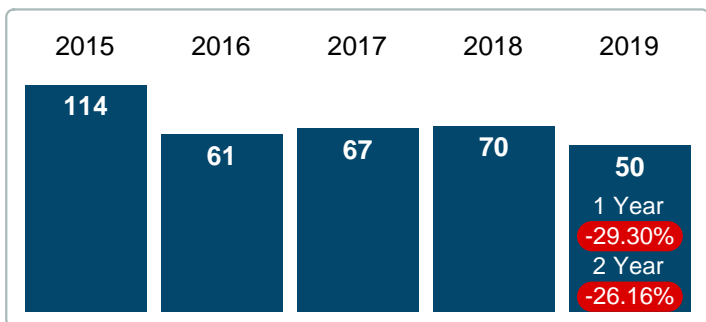
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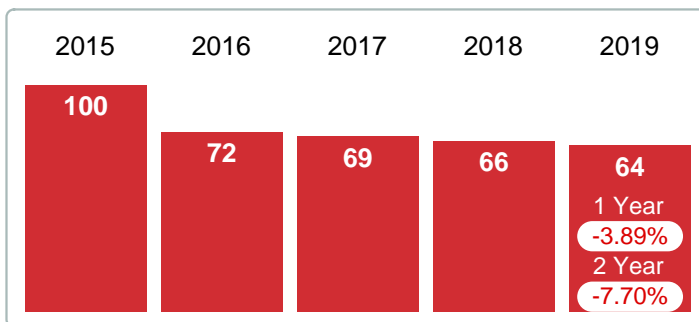
## AVERAGE DAYS ON MARKET TO SALE

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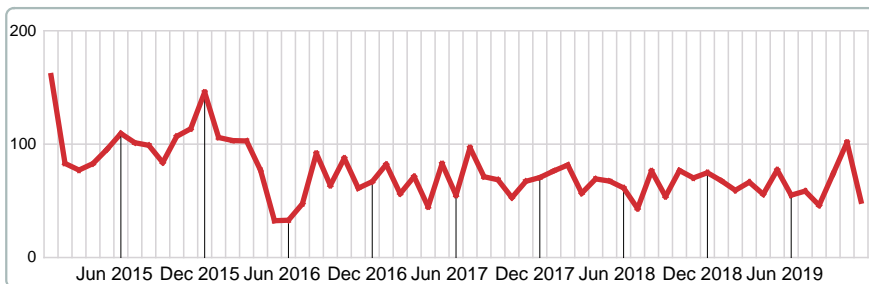
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

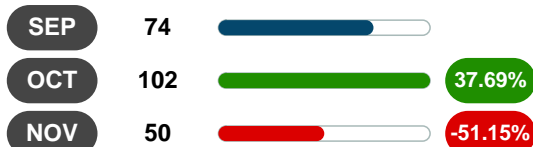


### 3 MONTHS

5 year NOV AVG = 72

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 50 below the 5 yr NOV average of 72



### 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	6.38%	7	7	0	0	0
\$40,001 - \$80,000	14.89%	18	31	9	0	0
\$80,001 - \$110,000	14.89%	83	54	85	97	0
\$110,001 - \$170,000	25.53%	39	4	46	0	0
\$170,001 - \$200,000	14.89%	76	0	82	61	0
\$200,001 - \$250,000	17.02%	41	0	48	20	0
\$250,001 and up	6.38%	92	0	0	92	0
<b>Average Closed DOM</b>		<b>50</b>	<b>20</b>	<b>54</b>	<b>67</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>50</b>	<b>9</b>	<b>30</b>	<b>8</b>	<b></b>
<b>Total Closed Volume</b>		<b>6,793,827</b>	<b>572.00K</b>	<b>4.42M</b>	<b>1.80M</b>	<b>0.00B</b>



# November 2019



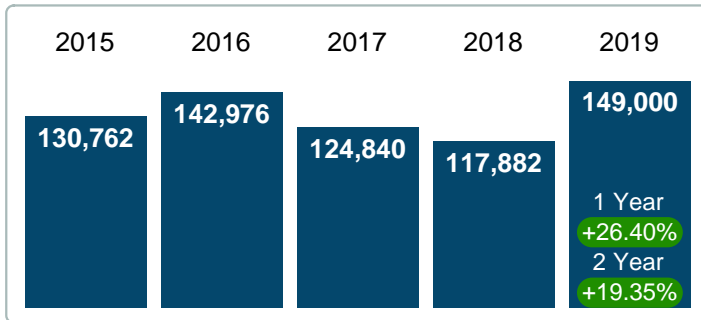
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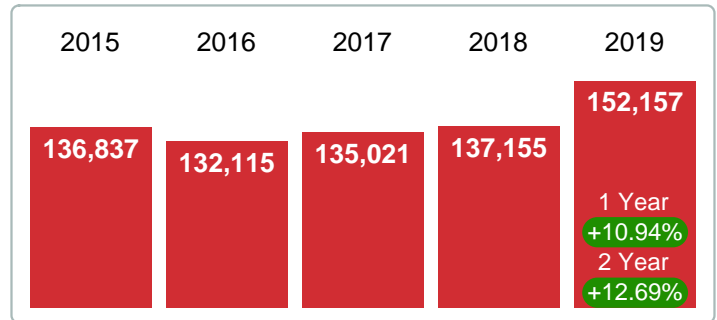
## AVERAGE LIST PRICE AT CLOSING

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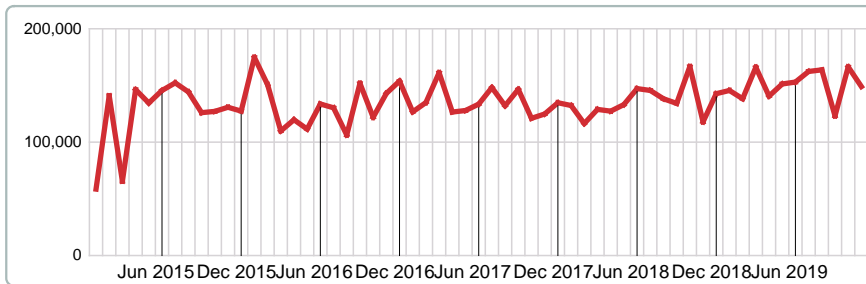
### NOVEMBER



### YEAR TO DATE (YTD)

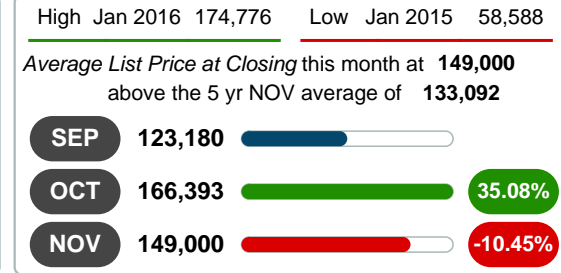


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 133,092



### 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	6.38%	24,967	24,967	0	0	0
\$40,001 - \$80,000	12.77%	55,983	59,167	60,100	0	0
\$80,001 - \$110,000	14.89%	99,000	93,500	108,980	98,500	0
\$110,001 - \$170,000	27.66%	138,853	124,998	142,920	0	0
\$170,001 - \$200,000	12.77%	185,650	0	184,180	202,500	0
\$200,001 - \$250,000	19.15%	229,589	0	230,817	234,700	0
\$250,001 and up	6.38%	304,633	0	0	304,633	0
<b>Average List Price</b>		<b>149,000</b>	<b>66,211</b>	<b>150,677</b>	<b>235,850</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,000</b>	<b>9</b>	<b>30</b>	<b>8</b>	
<b>Total Closed Volume</b>		<b>7,002,995</b>	<b>595.90K</b>	<b>4.52M</b>	<b>1.89M</b>	<b>0.00B</b>



# November 2019



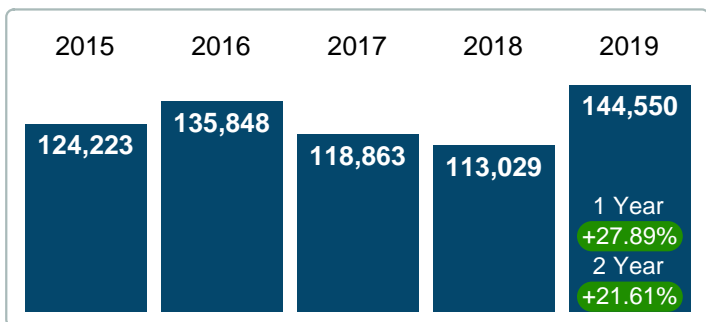
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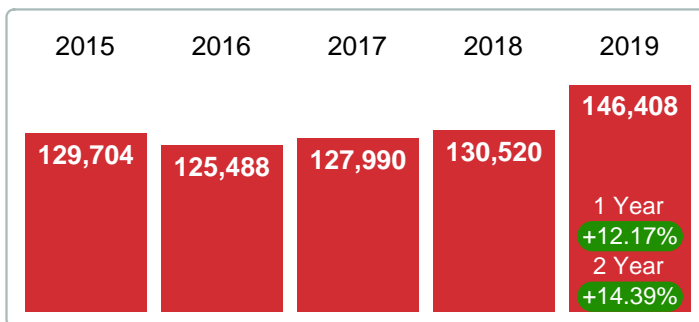
## AVERAGE SOLD PRICE AT CLOSING

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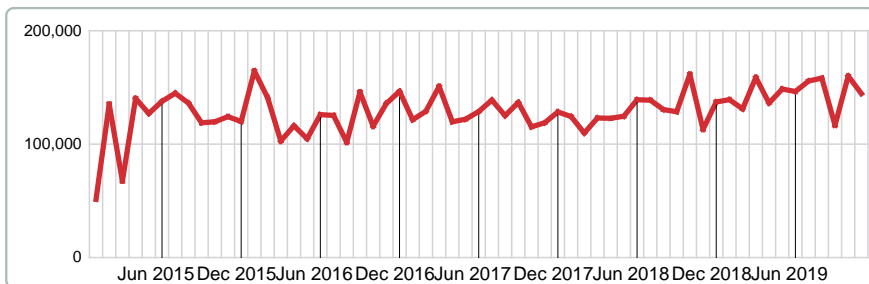
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

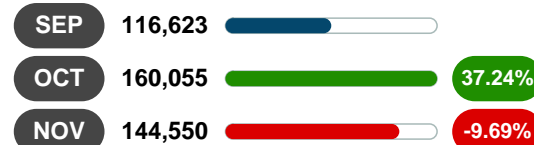


### 3 MONTHS

5 year NOV AVG = 127,303

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

Average Sold Price at Closing this month at **144,550** above the 5 yr NOV average of **127,303**



### 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	6.38%	21,000	21,000	0	0	0
\$40,001 - \$80,000	14.89%	55,571	55,000	56,000	0	0
\$80,001 - \$110,000	14.89%	99,840	96,500	103,475	85,000	0
\$110,001 - \$170,000	25.53%	136,983	123,750	139,630	0	0
\$170,001 - \$200,000	14.89%	185,321	0	180,850	196,500	0
\$200,001 - \$250,000	17.02%	226,488	0	229,317	218,000	0
\$250,001 and up	6.38%	296,667	0	0	296,667	0
<b>Average Sold Price</b>		<b>144,550</b>	<b>63,556</b>	<b>147,261</b>	<b>225,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>144,550</b>	<b>9</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,793,827</b>	<b>572.00K</b>	<b>4.42M</b>	<b>1.80M</b>	<b>0.00B</b>

# November 2019



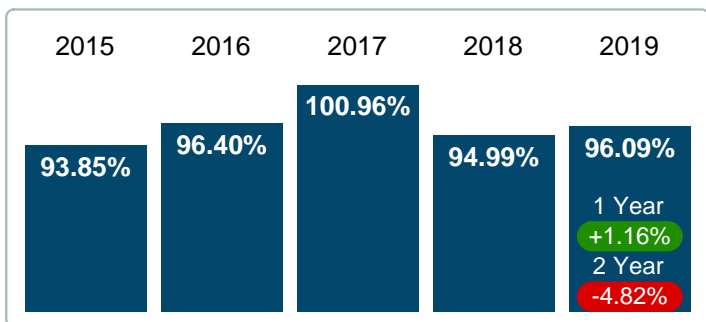
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



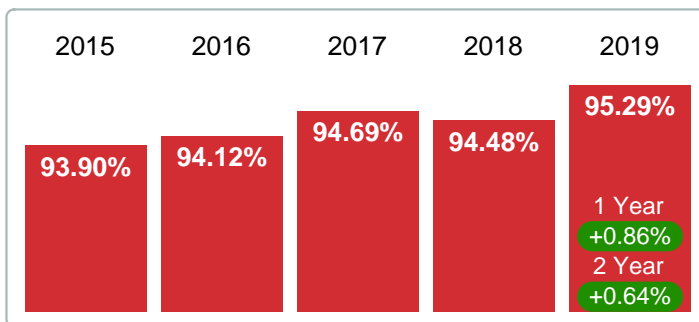
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

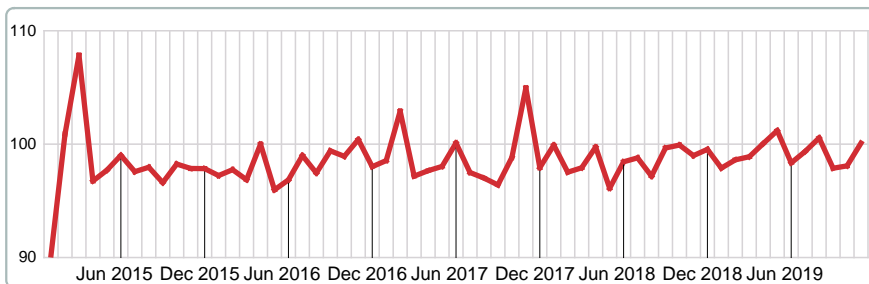
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

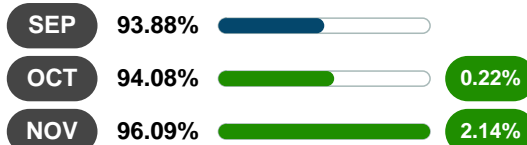


### 3 MONTHS

5 year NOV AVG = 96.46%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **96.09%** equal to 5 yr NOV average of **96.46%**



### 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	3	6.38%	86.73%	86.73%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	7	14.89%	93.42%	93.33%	93.48%	0.00%	0.00%
\$80,001 - \$110,000	7	14.89%	95.05%	103.21%	95.17%	86.29%	0.00%
\$110,001 - \$170,000	12	25.53%	98.02%	99.50%	97.73%	0.00%	0.00%
\$170,001 - \$200,000	7	14.89%	97.97%	0.00%	98.30%	97.17%	0.00%
\$200,001 - \$250,000	8	17.02%	97.86%	0.00%	99.38%	93.31%	0.00%
\$250,001 and up	3	6.38%	97.31%	0.00%	0.00%	97.31%	0.00%
Average Sold/List Ratio		96.10%		93.60%	97.16%	94.90%	0.00%
Total Closed Units		47	100%	96.10%	9	30	8
Total Closed Volume		6,793,827			572.00K	4.42M	1.80M

# November 2019



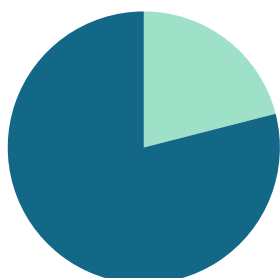
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

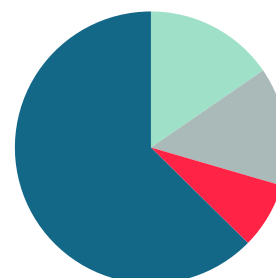


**Inventory**  
 New Listings  
**54 = 21.01%**  
 Start Inventory  
**203**  
 Total Inventory Units  
**257**  
 Volume  
**\$44,317,845**

### Market Activity

Closed Sales  
**47 = 15.41%**  
 Pending Sales  
**43 = 14.10%**  
 Other Off Market  
**24 = 7.87%**  
 Active Inventory  
**191 = 62.62%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	33	47	42.42%	471	550	16.77%
Pending Sales	43	43	0.00%	496	566	14.11%
New Listings	50	54	8.00%	933	835	-10.50%
Average List Price	117,882	149,000	26.40%	137,155	152,157	10.94%
Average Sale Price	113,029	144,550	27.89%	130,520	146,408	12.17%
Average Percent of Selling Price to List Price	94.99%	96.09%	1.16%	94.48%	95.29%	0.86%
Average Days on Market to Sale	70.21	49.64	-29.30%	66.21	63.64	-3.89%
Monthly Inventory	245	191	-22.04%	245	191	-22.04%
Months Supply of Inventory	5.72	3.86	-32.54%	5.72	3.86	-32.54%

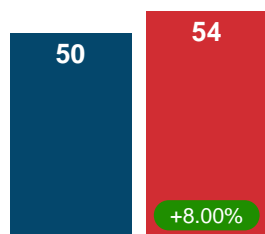
**Absorption:** Last 12 months, an Average of **50** Sales/Month

**Inventory** on November 30, 2019 = **191** 2018 2019

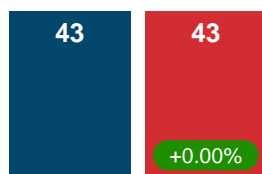
### NOVEMBER MARKET

### AVERAGE PRICES

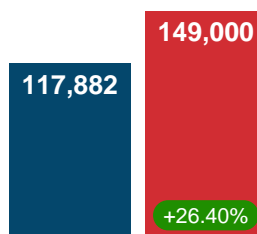
#### New Listings



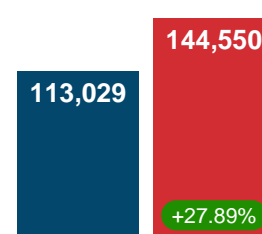
#### Pending Listings



#### List Price



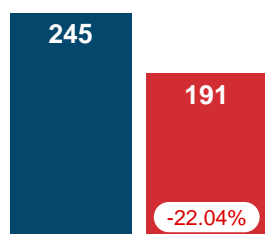
#### Sale Price



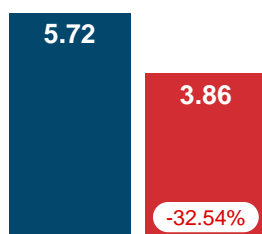
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

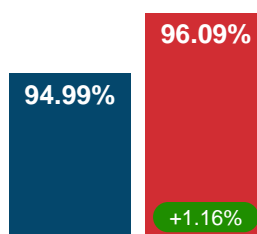
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

