

# November 2019



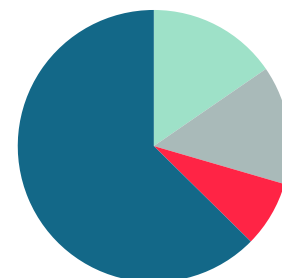
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## 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%
Median List Price	105,000	139,995	33.33%
Median Sale Price	100,001	138,500	38.50%
Median Percent of Selling Price to List Price	96.93%	98.72%	1.85%
Median Days on Market to Sale	49.00	33.00	-32.65%
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.

#### 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 **38.50%** in November 2019 to \$138,500 versus the previous year at \$100,001.

#### Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 16.00 days or **32.65%** in November 2019 compared to last year's same month at **49.00** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# November 2019



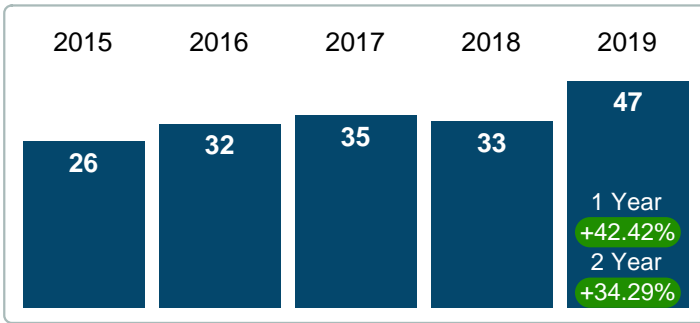
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



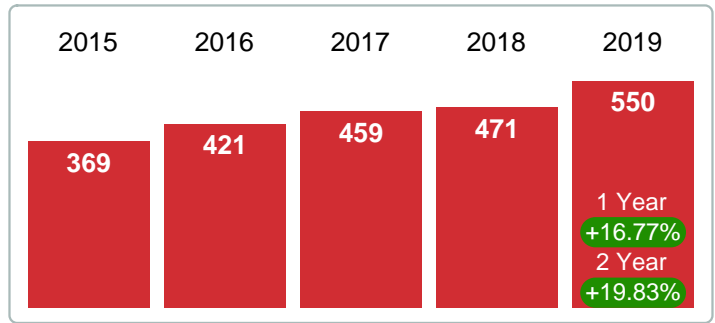
## CLOSED LISTINGS

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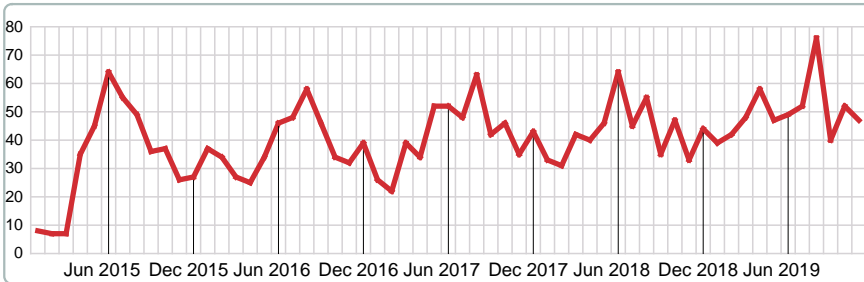
### NOVEMBER



### YEAR TO DATE (YTD)

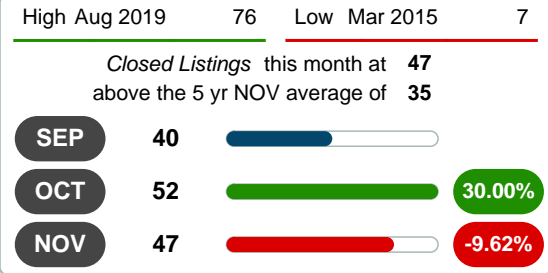


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.38%	1.0	3	0	0	0
\$40,001 - \$80,000	7	14.89%	7.0	3	4	0	0
\$80,001 - \$110,000	7	14.89%	87.0	1	5	1	0
\$110,001 - \$170,000	12	25.53%	15.0	2	10	0	0
\$170,001 - \$200,000	7	14.89%	86.0	0	5	2	0
\$200,001 - \$250,000	8	17.02%	15.0	0	6	2	0
\$250,001 and up	3	6.38%	108.0	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>33.0</b>	<b>572.00K</b>	<b>4.42M</b>	<b>1.80M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$138,500</b>			<b>\$45,000</b>	<b>\$146,500</b>	<b>\$218,000</b>	<b>\$0</b>

# November 2019



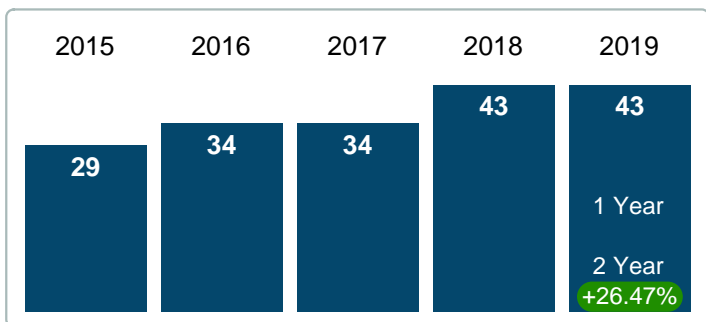
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



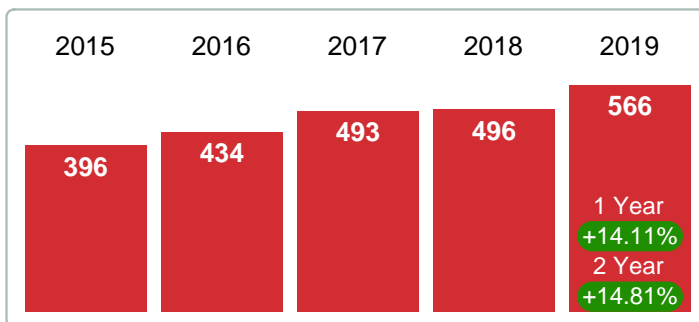
## PENDING LISTINGS

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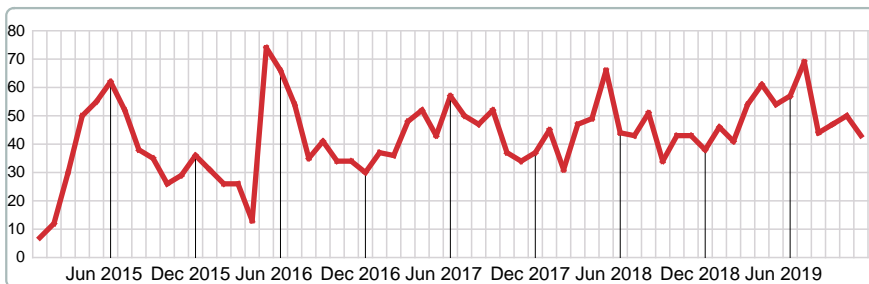
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

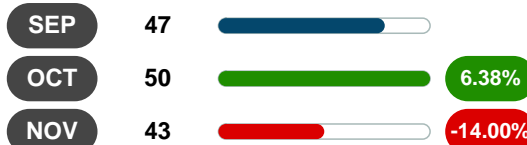


### 3 MONTHS

5 year NOV AVG = 37

High May 2016 74 Low Jan 2015 7

Pending Listings this month at 43 above the 5 yr NOV average of 37



### 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	4	9.30%	0.0	3	1	0	0
\$40,001 - \$50,000	2	4.65%	83.0	1	0	1	0
\$50,001 - \$70,000	8	18.60%	36.5	2	6	0	0
\$70,001 - \$120,000	12	27.91%	65.5	3	7	1	1
\$120,001 - \$160,000	5	11.63%	75.0	0	3	2	0
\$160,001 - \$220,000	7	16.28%	34.0	1	5	1	0
\$220,001 and up	5	11.63%	82.0	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>38.0</b>	<b>640.80K</b>	<b>2.54M</b>	<b>1.54M</b>	<b>373.00K</b>
<b>Median Listing Price</b>	<b>\$85,000</b>			<b>\$60,500</b>	<b>\$91,000</b>	<b>\$177,700</b>	<b>\$186,500</b>

# November 2019



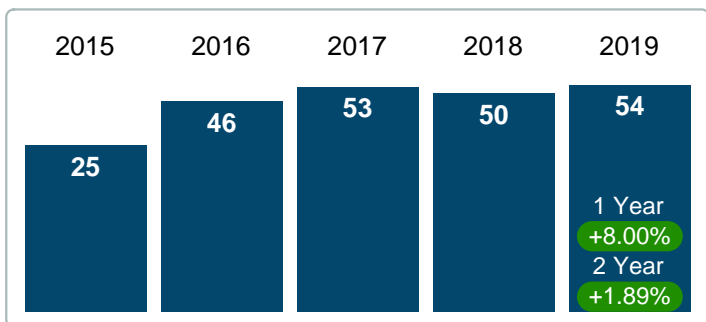
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



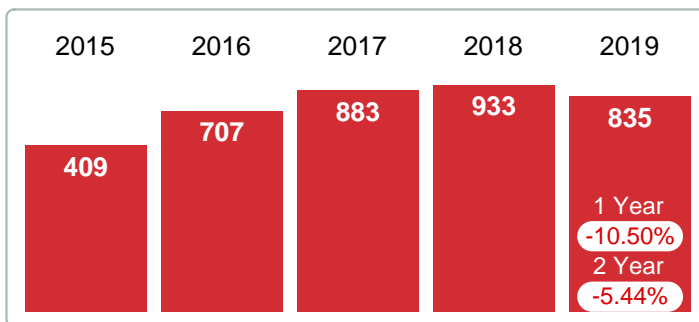
## NEW LISTINGS

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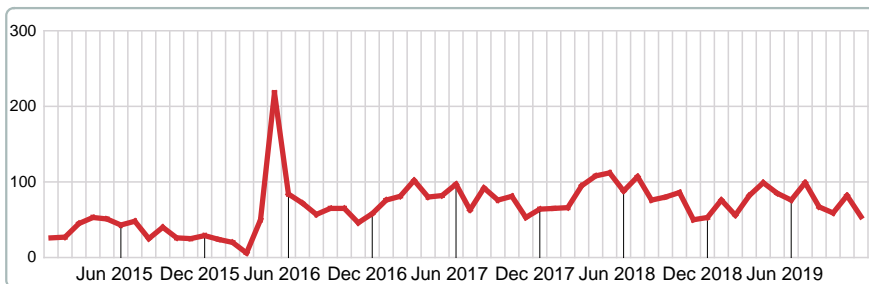
### NOVEMBER



### 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>Median New Listed Listing Price</b>	<b>\$119,250</b>		<b>\$61,250</b>	<b>\$117,000</b>	<b>\$193,250</b>	<b>\$187,050</b>

# November 2019



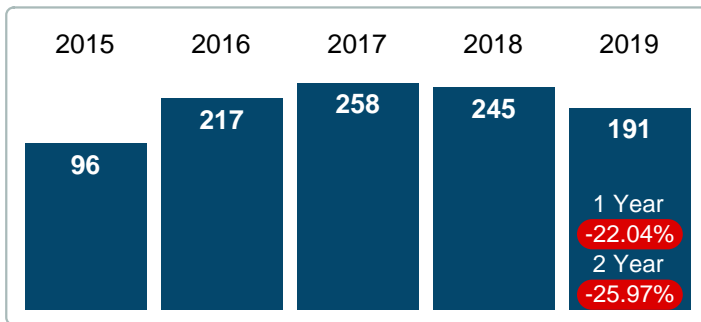
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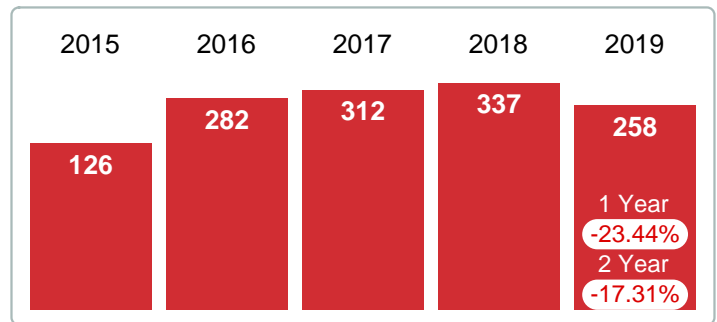
## ACTIVE INVENTORY

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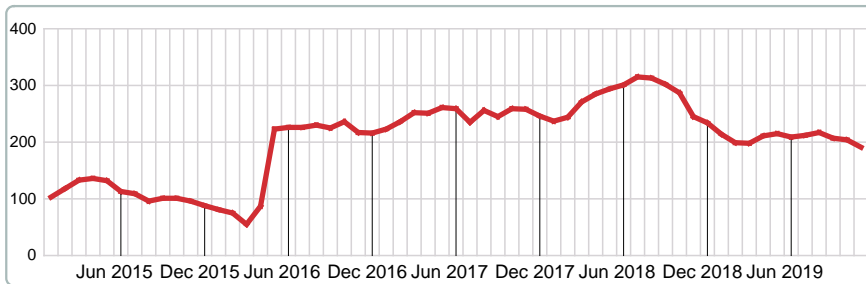
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

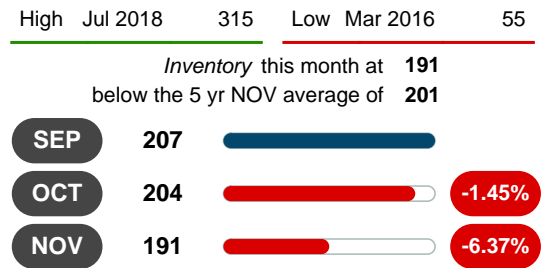


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 201



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	6.81%	61.0	10	3	0	0
\$40,001 - \$70,000	27	14.14%	58.0	18	9	0	0
\$70,001 - \$100,000	30	15.71%	66.0	8	18	3	1
\$100,001 - \$180,000	49	25.65%	60.0	6	32	10	1
\$180,001 - \$250,000	28	14.66%	59.0	3	15	8	2
\$250,001 - \$340,000	23	12.04%	76.0	1	13	9	0
\$340,001 and up	21	10.99%	95.0	0	11	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>61.0</b>	<b>3.51M</b>	<b>18.49M</b>	<b>9.98M</b>	<b>1.99M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$139,000</b>			<b>\$55,000</b>	<b>\$149,900</b>	<b>\$225,000</b>	<b>\$224,600</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	inf	Low Nov 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr NOV average of <b>inf</b>			
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	<b>13</b>		6.81%	3.71	5.00	2.12	0.00	0.00	
\$40,001 - \$70,000	<b>27</b>		14.14%	4.15	9.39	2.16	0.00	0.00	
\$70,001 - \$100,000	<b>30</b>		15.71%	3.60	4.36	3.18	4.00	12.00	
\$100,001 - \$180,000	<b>49</b>		25.65%	2.58	3.43	2.22	3.75	6.00	
\$180,001 - \$250,000	<b>28</b>		14.66%	4.05	36.00	3.40	3.43	24.00	
\$250,001 - \$340,000	<b>23</b>		12.04%	7.08	0.00	7.80	7.20	0.00	
\$340,001 and up	<b>21</b>		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		191	100%	3.86	46	101	39	5	

# November 2019



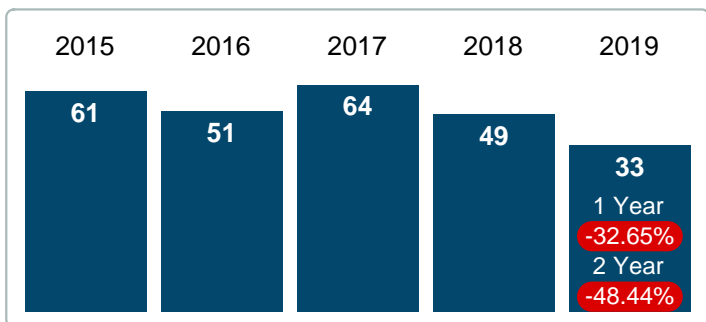
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



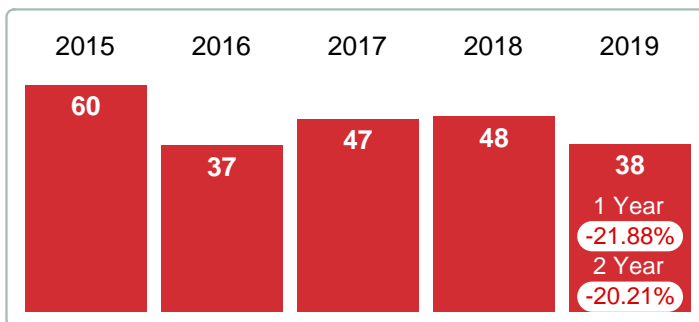
## MEDIAN DAYS ON MARKET TO SALE

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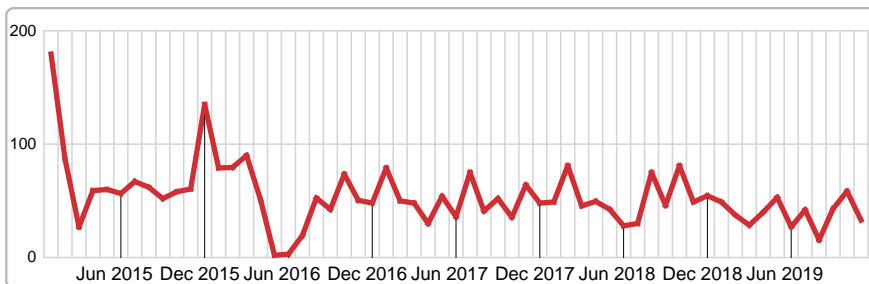
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 51

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 33 below the 5 yr NOV average of 51



### 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	6.38%	1	1	0	0	0
\$40,001 - \$80,000	14.89%	7	39	4	0	0
\$80,001 - \$110,000	14.89%	87	54	87	97	0
\$110,001 - \$170,000	25.53%	15	4	20	0	0
\$170,001 - \$200,000	14.89%	86	0	86	61	0
\$200,001 - \$250,000	17.02%	15	0	15	20	0
\$250,001 and up	6.38%	108	0	0	108	0
Median Closed DOM		33	7	30	73	0
Total Closed Units	100%	47	9	30	8	
Total Closed Volume		6,793,827	572.00K	4.42M	1.80M	0.00B



# November 2019



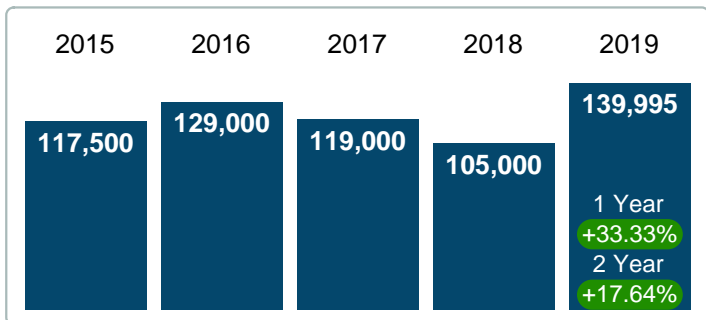
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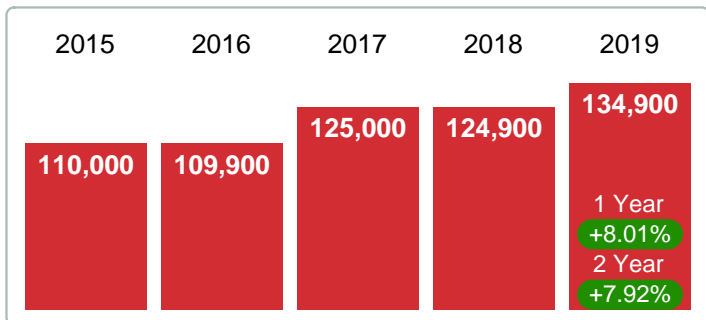
## MEDIAN LIST PRICE AT CLOSING

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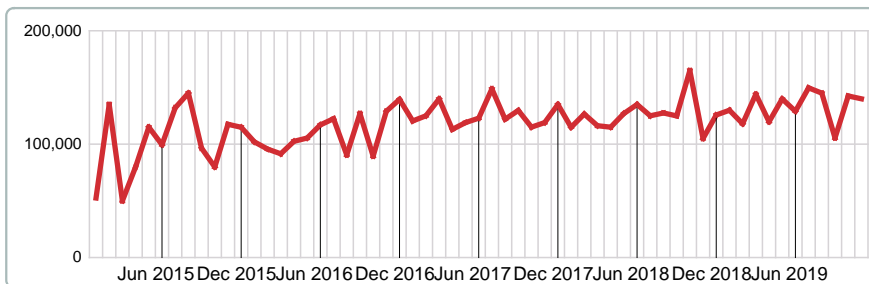
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

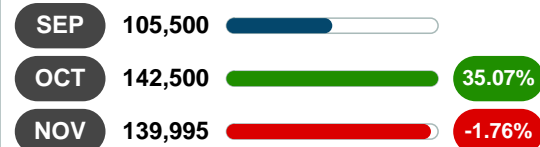


### 3 MONTHS

5 year NOV AVG = 122,099

High Oct 2018 164,900 Low Mar 2015 50,000

Median List Price at Closing this month at **139,995** above the 5 yr NOV average of **122,099**



### 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	6.38%	22,500	22,500	0	0	0
\$40,001 - \$80,000	12.77%	54,000	47,750	64,700	0	0
\$80,001 - \$110,000	14.89%	98,500	93,500	107,500	98,500	0
\$110,001 - \$170,000	27.66%	139,900	139,995	134,700	0	0
\$170,001 - \$200,000	12.77%	185,450	0	177,900	193,000	0
\$200,001 - \$250,000	19.15%	229,900	0	236,200	219,900	0
\$250,001 and up	6.38%	309,000	0	0	309,000	0
<b>Median List Price</b>		<b>139,995</b>	<b>48,500</b>	<b>153,000</b>	<b>234,700</b>	<b>0</b>
<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>7,002,995</b>	<b>595.90K</b>	<b>4.52M</b>	<b>1.89M</b>	<b>0.00B</b>



# November 2019



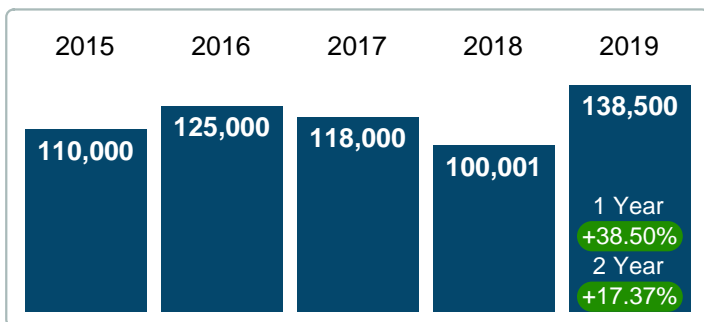
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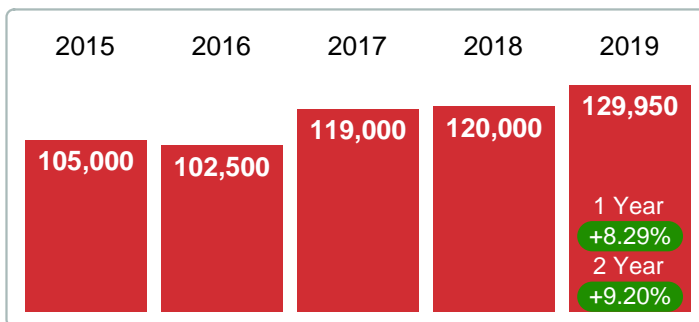
## MEDIAN SOLD PRICE AT CLOSING

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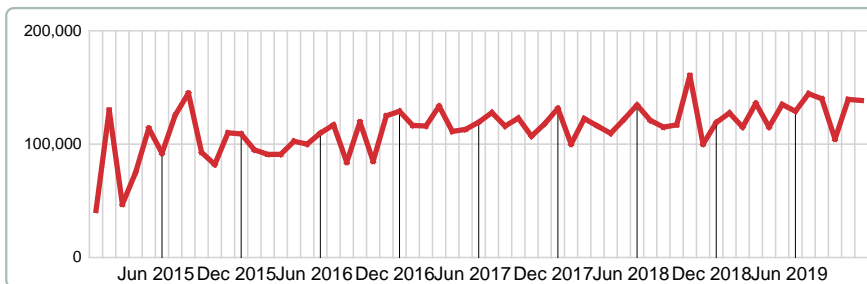
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 118,300

High Oct 2018 160,500 Low Jan 2015 41,500  
 Median Sold Price at Closing this month at **138,500**  
 above the 5 yr NOV average of **118,300**

SEP	104,500	
OCT	139,450	33.44%
NOV	138,500	-0.68%

### 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	6.38%	22,500	22,500	0	0	0
\$40,001 - \$80,000	14.89%	45,000	45,000	56,000	0	0
\$80,001 - \$110,000	14.89%	96,500	96,500	108,000	85,000	0
\$110,001 - \$170,000	25.53%	136,000	123,750	138,750	0	0
\$170,001 - \$200,000	14.89%	181,500	0	180,000	196,500	0
\$200,001 - \$250,000	17.02%	224,950	0	231,700	218,000	0
\$250,001 and up	6.38%	295,000	0	0	295,000	0
Median Sold Price		138,500	45,000	146,500	218,000	0
Total Closed Units	100%	138,500	9	30	8	
Total Closed Volume		6,793,827	572.00K	4.42M	1.80M	0.00B

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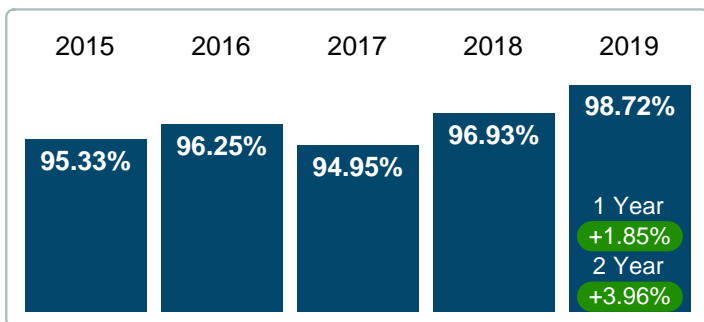
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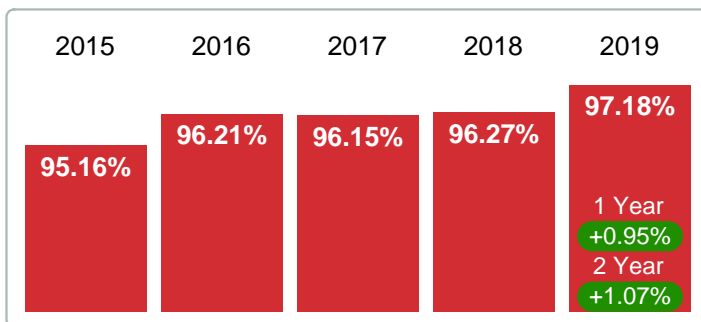
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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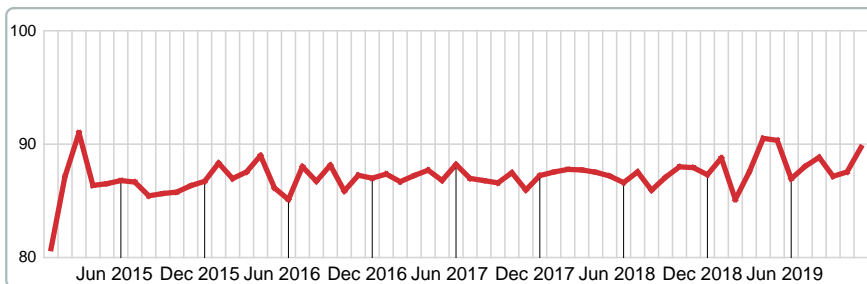
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

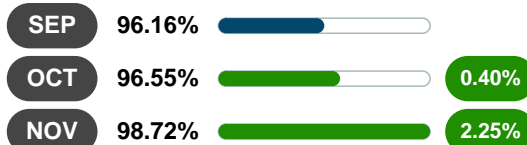


### 3 MONTHS

5 year NOV AVG = 96.44%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **98.72%** above the 5 yr NOV average of **96.44%**



## 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	3	6.38%	100.00%	100.00%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	7	14.89%	95.74%	92.78%	97.93%	0.00%	0.00%
\$80,001 - \$110,000	7	14.89%	94.91%	103.21%	94.91%	86.29%	0.00%
\$110,001 - \$170,000	12	25.53%	98.10%	99.50%	98.10%	0.00%	0.00%
\$170,001 - \$200,000	7	14.89%	99.14%	0.00%	99.14%	97.17%	0.00%
\$200,001 - \$250,000	8	17.02%	100.00%	0.00%	100.00%	93.31%	0.00%
\$250,001 and up	3	6.38%	96.46%	0.00%	0.00%	96.46%	0.00%
Median Sold/List Ratio		98.72%		95.74%	99.04%	95.97%	0.00%
Total Closed Units		47	100%	9	30	8	
Total Closed Volume		6,793,827		572.00K	4.42M	1.80M	0.00B

# November 2019



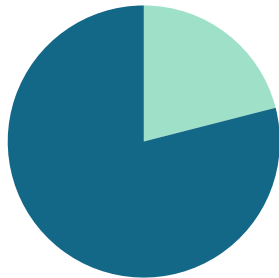
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

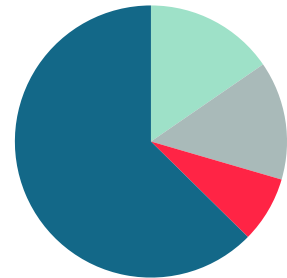


**Inventory**  
 New Listings  
**54 = 21.01%**  
 Start Inventory  
**203**  
 Total Inventory Units  
**257**  
 Volume  
**\$44,317,845**

### 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%
Median List Price	105,000	139,995	33.33%	124,900	134,900	8.01%
Median Sale Price	100,001	138,500	38.50%	120,000	129,950	8.29%
Median Percent of Selling Price to List Price	96.93%	98.72%	1.85%	96.27%	97.18%	0.95%
Median Days on Market to Sale	49.00	33.00	-32.65%	48.00	37.50	-21.88%
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

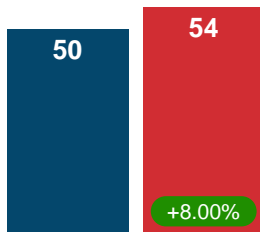
**Inventory** on November 30, 2019 = **191**

**2018** **2019**

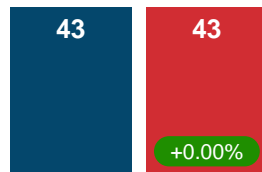
### NOVEMBER MARKET

### MEDIAN PRICES

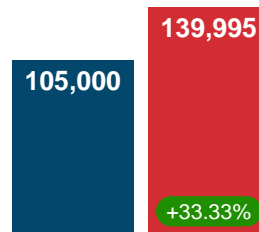
#### New Listings



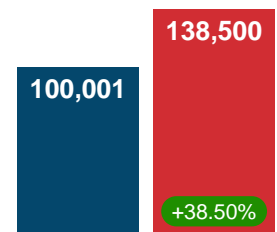
#### Pending Listings



#### List Price



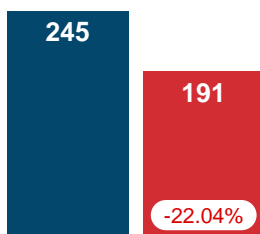
#### Sale Price



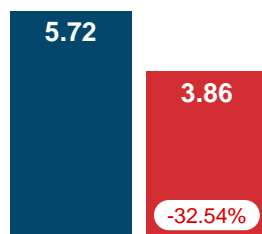
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

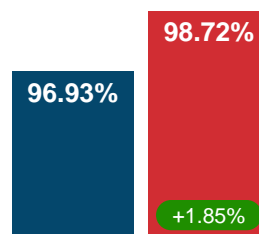
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

