

October 2019



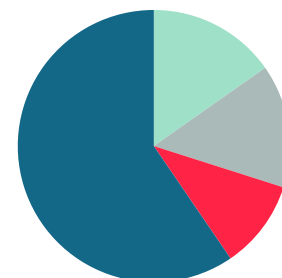
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	47	52	10.64%
Pending Listings	43	50	16.28%
New Listings	86	82	-4.65%
Average List Price	166,648	166,393	-0.15%
Average Sale Price	161,613	160,055	-0.96%
Average Percent of Selling Price to List Price	95.92%	94.08%	-1.91%
Average Days on Market to Sale	76.74	101.62	32.41%
End of Month Inventory	286	203	-29.02%
Months Supply of Inventory	6.65	4.20	-36.85%



■ Closed (15.25%)
■ Pending (14.66%)
■ Other OffMarket (10.56%)
■ Active (59.53%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of October 31, 2019 = **203**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **29.02%** to 203 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **4.20** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.96%** in October 2019 to \$160,055 versus the previous year at \$161,613.

Average Days on Market Lengthens

The average number of **101.62** days that homes spent on the market before selling increased by 24.87 days or **32.41%** in October 2019 compared to last year's same month at **76.74** DOM.

Sales Success for October 2019 is Positive

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

There were 82 New Listings in October 2019, down **4.65%** from last year at 86. Furthermore, there were 52 Closed Listings this month versus last year at 47, a **10.64%** increase.

Closed versus Listed trends yielded a **63.4%** ratio, up from previous year's, October 2018, at **54.7%**, a **16.04%** 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

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

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

October 2019



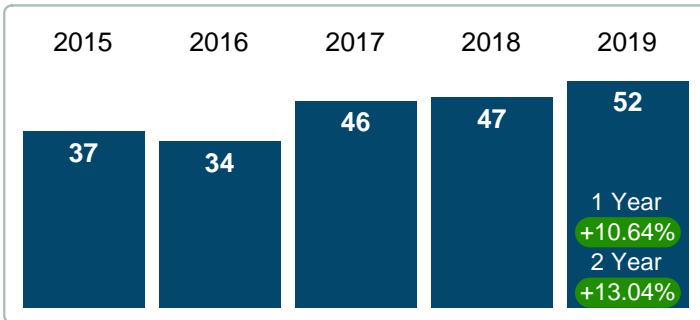
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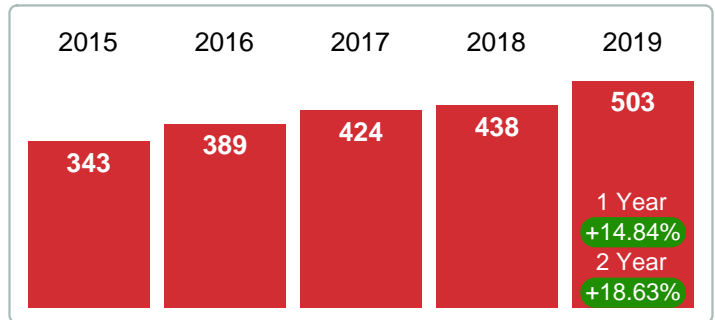
CLOSED LISTINGS

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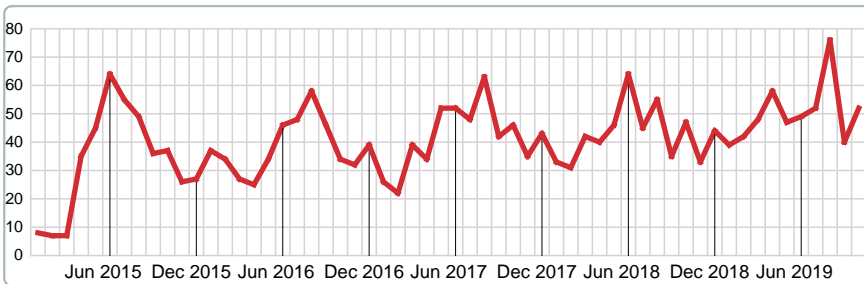
OCTOBER



YEAR TO DATE (YTD)

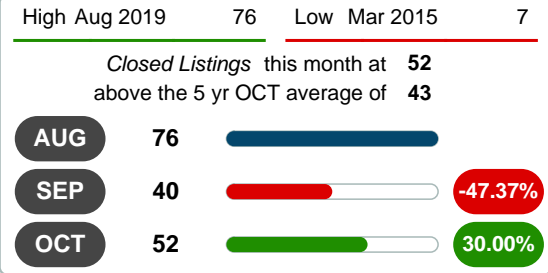


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.77%	44.0	2	1	0	0
\$25,001 - \$50,000	5	9.62%	71.2	3	2	0	0
\$50,001 - \$125,000	12	23.08%	123.3	2	9	1	0
\$125,001 - \$150,000	7	13.46%	43.9	1	4	2	0
\$150,001 - \$200,000	12	23.08%	127.4	1	9	1	1
\$200,001 - \$275,000	7	13.46%	169.1	0	5	2	0
\$275,001 and up	6	11.54%	49.5	0	4	2	0
Total Closed Units	52			9	34	8	1
Total Closed Volume	8,322,840	100%	101.6	609.50K	5.98M	1.58M	155.00K
Average Closed Price	\$160,055			\$67,722	\$175,798	\$197,650	\$155,000

October 2019



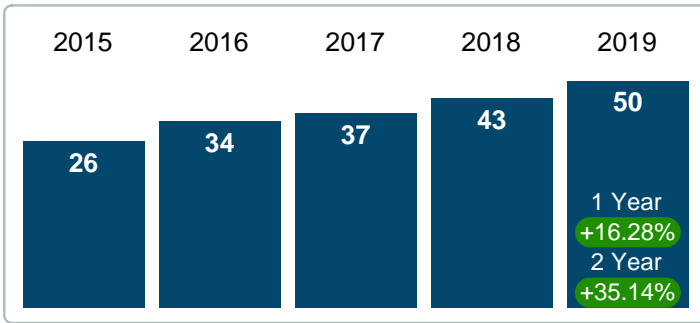
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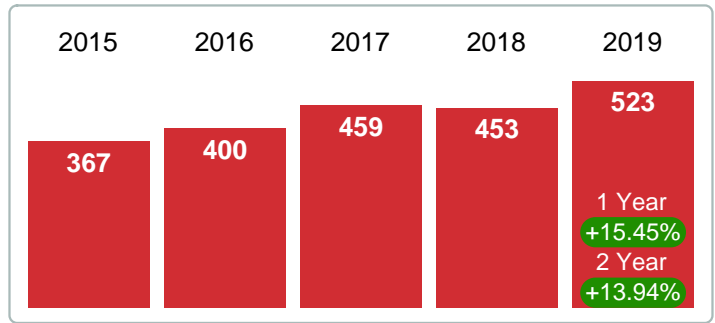
PENDING LISTINGS

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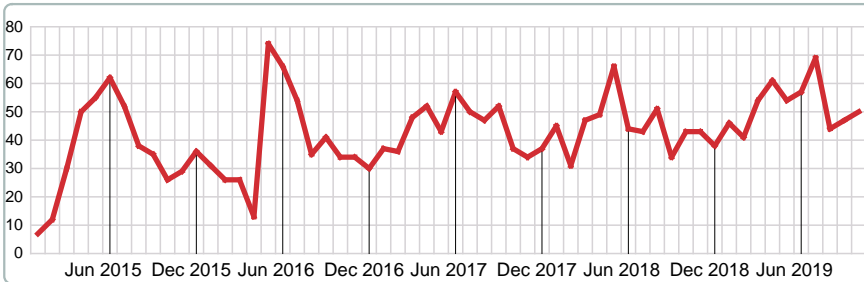
OCTOBER



YEAR TO DATE (YTD)

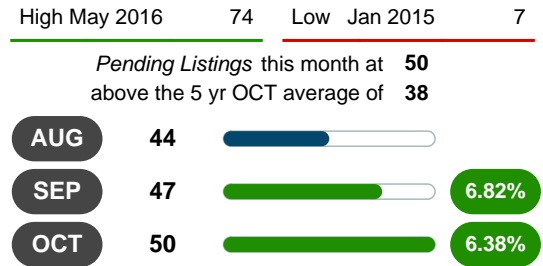


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	2	4.00%	7.0	2	0	0	0
\$50,001 - \$75,000	8	16.00%	59.6	3	4	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	21	42.00%	53.4	5	14	2	0
\$150,001 - \$175,000	5	10.00%	35.4	0	5	0	0
\$175,001 - \$275,000	9	18.00%	20.0	0	7	1	1
\$275,001 and up	5	10.00%	37.4	0	2	3	0
Total Pending Units	50			10	32	7	1
Total Pending Volume	7,587,195	100%	42.3	757.90K	5.25M	1.40M	179.90K
Average Listing Price	\$153,004			\$75,790	\$164,100	\$199,743	\$179,900

October 2019



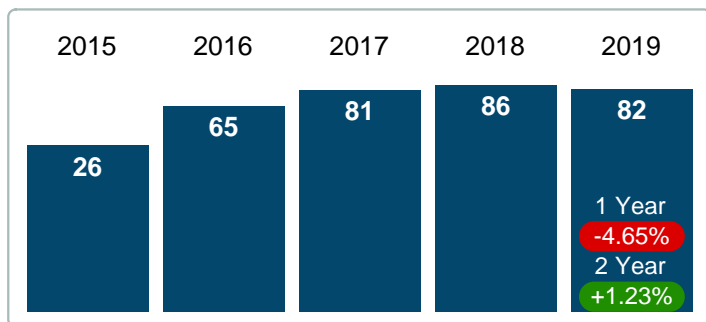
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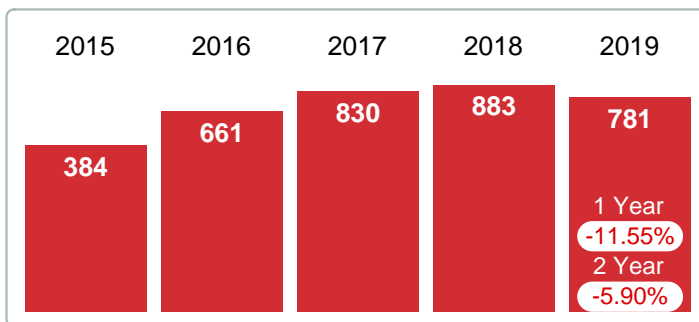
NEW LISTINGS

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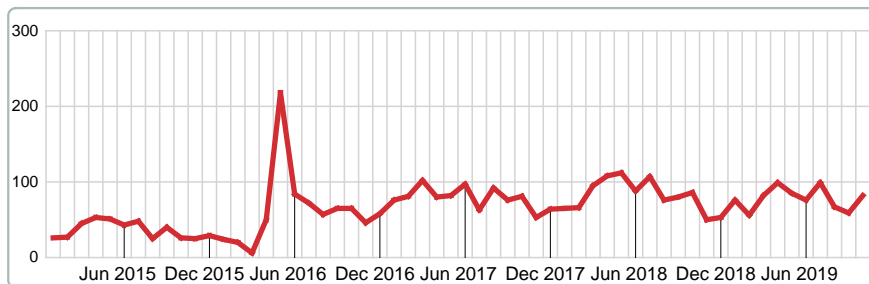
OCTOBER



YEAR TO DATE (YTD)

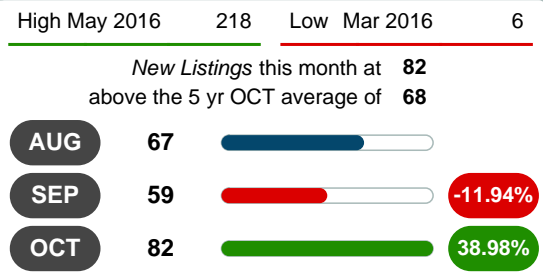


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.22%	1	0	0	0
\$25,001 - \$50,000	8	9.76%	8	0	0	0
\$50,001 - \$100,000	21	25.61%	9	10	2	0
\$100,001 - \$175,000	21	25.61%	3	14	3	1
\$175,001 - \$225,000	11	13.41%	0	7	4	0
\$225,001 - \$325,000	10	12.20%	1	5	4	0
\$325,001 and up	10	12.20%	1	5	4	0
Total New Listed Units	82		23	41	17	1
Total New Listed Volume	14,606,295	100%	2.51M	7.83M	4.17M	104.00K
Average New Listed Listing Price	\$184,583		\$108,991	\$190,854	\$245,324	\$104,000

October 2019



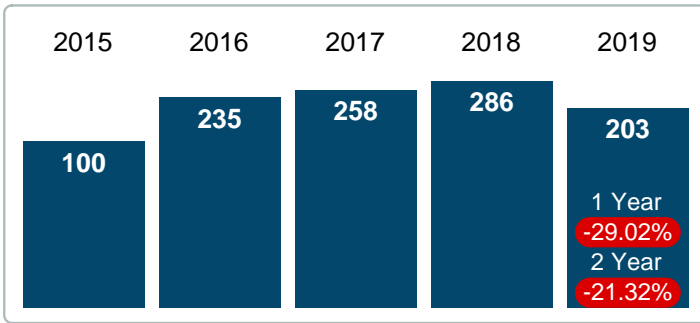
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



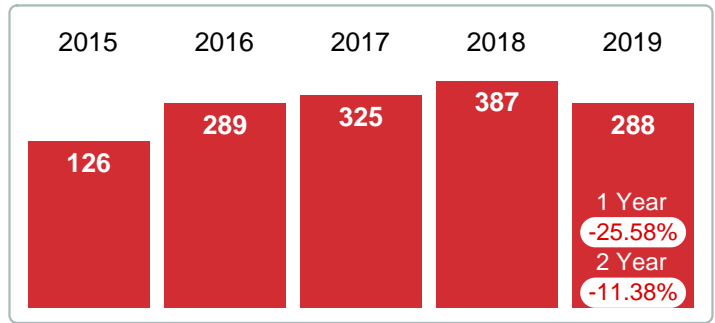
ACTIVE INVENTORY

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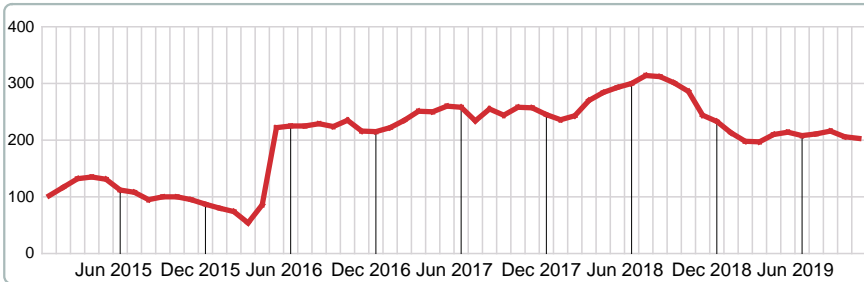
END OF OCTOBER



ACTIVE DURING OCTOBER

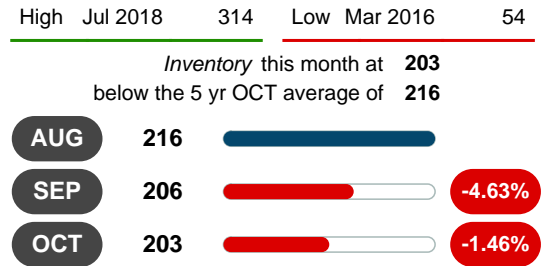


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 216



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	0.99%	123.5	1	1	0	0
\$25,001 - \$75,000	44	21.67%	91.3	29	15	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	65	32.02%	77.7	14	37	12	2
\$150,001 - \$225,000	40	19.70%	68.7	3	26	11	0
\$225,001 - \$325,000	29	14.29%	83.4	2	14	11	2
\$325,001 and up	23	11.33%	68.0	1	11	10	1
Total Active Inventory by Units	203			50	104	44	5
Total Active Inventory by Volume	35,927,945	100%	79.0	4.73M	18.29M	10.85M	2.06M
Average Active Inventory Listing Price	\$176,985			\$94,528	\$175,828	\$246,702	\$412,100

October 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 OCTOBER

2015	2016	2017	2018	2019
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INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
203	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	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		6.40%	3.71	5.45	1.89	0.00	0.00	
\$40,001 - \$70,000	29		14.29%	4.64	10.86	2.45	0.00	0.00	
\$70,001 - \$90,000	28		13.79%	4.67	5.65	4.50	4.00	0.00	
\$90,001 - \$170,000	56		27.59%	2.93	4.17	2.26	5.38	12.00	
\$170,001 - \$240,000	29		14.29%	3.74	12.00	3.48	3.86	0.00	
\$240,001 - \$340,000	27		13.30%	7.36	0.00	6.26	8.25	4.80	
\$340,001 and up	21		10.34%	10.08	0.00	20.00	7.71	2.40	
Market Supply of Inventory (MSI)		4.20			7.06	3.27	5.33	4.29	
Total Active Inventory by Units		203	100%	4.20	50	104	44	5	

October 2019



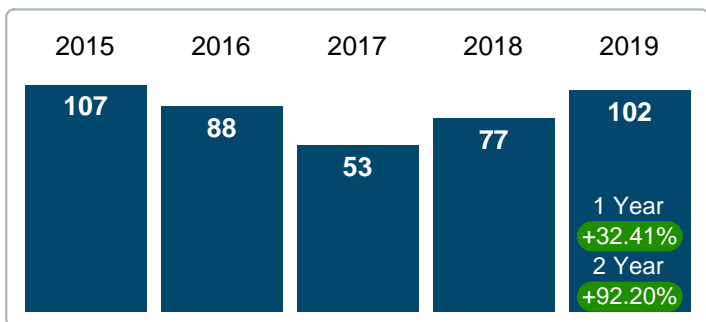
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



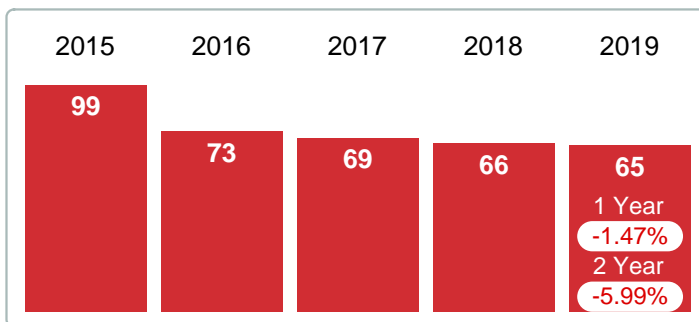
AVERAGE DAYS ON MARKET TO SALE

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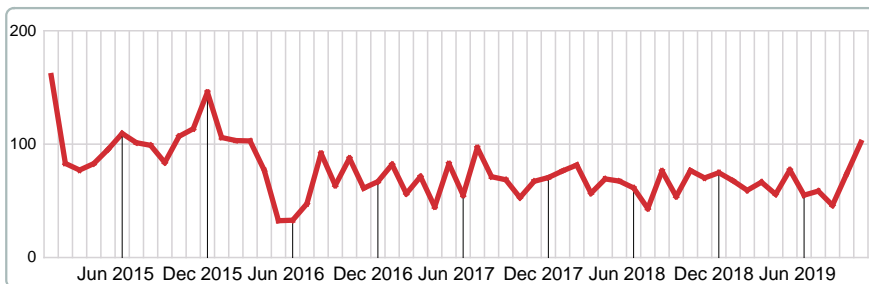
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

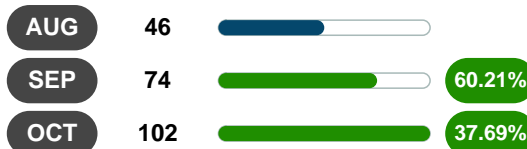


3 MONTHS

5 year OCT AVG = 85

High Jan 2015 161 Low May 2016 32

Average Days on Market to Sale this month at 102 above the 5 yr OCT average of 85



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
\$25,000 and less	5.77%	44	30	72	0	0
\$25,001 - \$50,000	9.62%	71	81	57	0	0
\$50,001 - \$125,000	23.08%	123	172	104	199	0
\$125,001 - \$150,000	13.46%	44	199	21	12	0
\$150,001 - \$200,000	23.08%	127	76	47	910	119
\$200,001 - \$275,000	13.46%	169	0	48	472	0
\$275,001 and up	11.54%	50	0	47	55	0
Average Closed DOM		102	102	61	273	119
Total Closed Units	100%	102	9	34	8	1
Total Closed Volume		8,322,840	609.50K	5.98M	1.58M	155.00K

October 2019



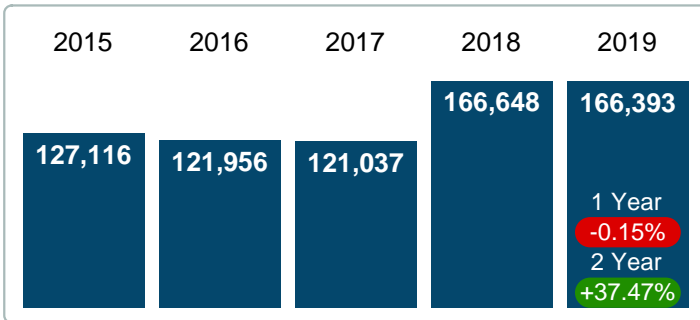
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



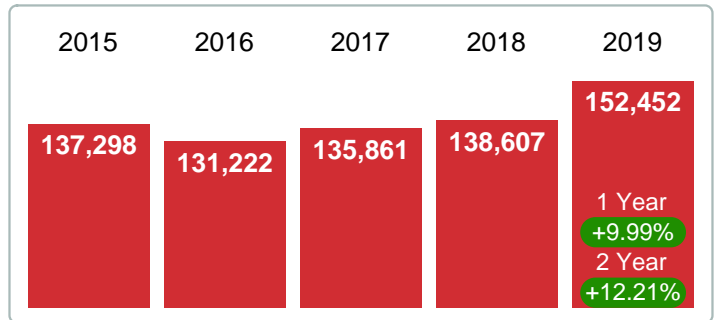
AVERAGE LIST PRICE AT CLOSING

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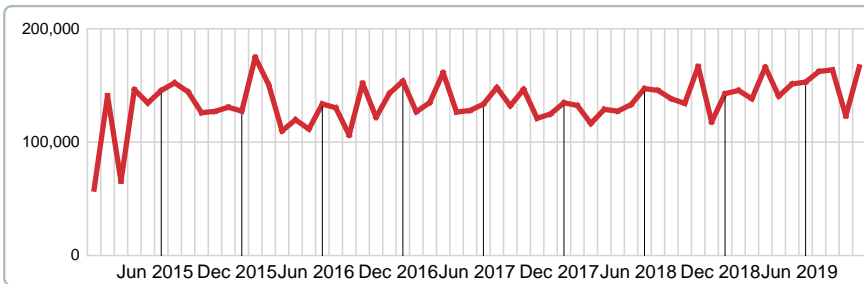
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

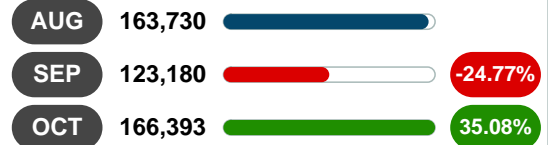


3 MONTHS

5 year OCT AVG = 140,630

High Jan 2016 174,776 Low Jan 2015 58,588

Average List Price at Closing this month at **166,393** above the 5 yr OCT average of **140,630**



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
\$25,000 and less	1	1.92%	19,950	27,475	29,900	0	0
\$25,001 - \$50,000	4	7.69%	36,950	47,300	57,750	0	0
\$50,001 - \$125,000	13	25.00%	80,015	75,750	99,900	74,900	0
\$125,001 - \$150,000	9	17.31%	136,378	138,000	138,700	137,400	0
\$150,001 - \$200,000	12	23.08%	174,542	179,900	175,633	169,000	164,900
\$200,001 - \$275,000	6	11.54%	235,200	0	242,260	244,450	0
\$275,001 and up	7	13.46%	387,343	0	443,125	324,950	0
Average List Price			166,393	74,028	181,288	207,188	164,900
Total Closed Units		100%	166,393	9	34	8	1
Total Closed Volume			8,652,450	666.25K	6.16M	1.66M	164.90K

October 2019



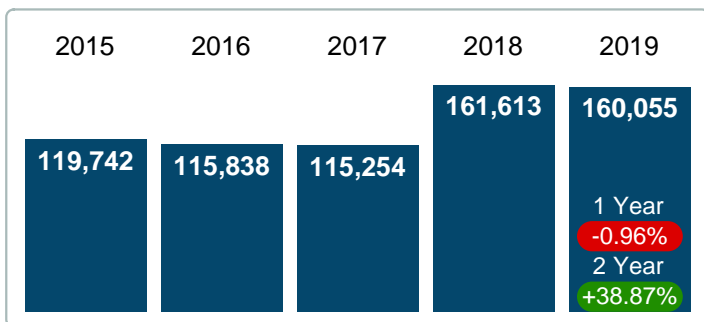
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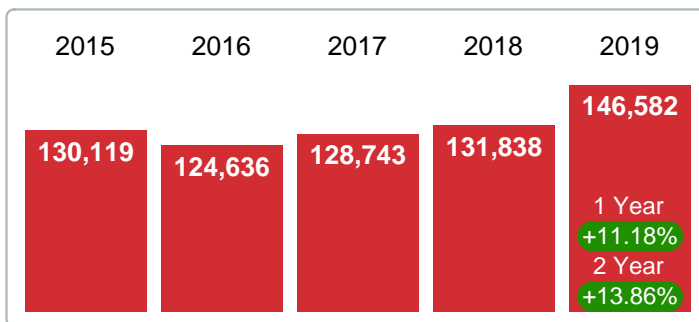
AVERAGE SOLD PRICE AT CLOSING

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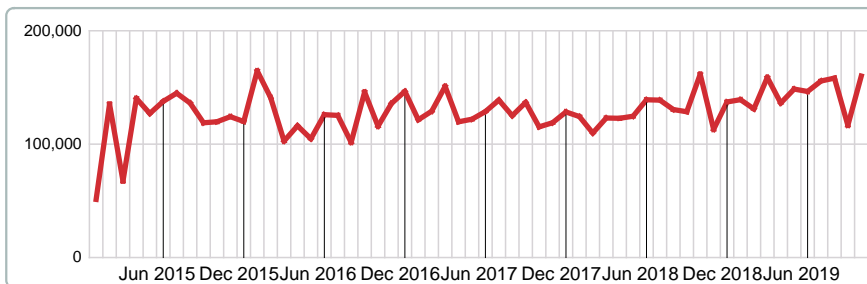
OCTOBER



YEAR TO DATE (YTD)

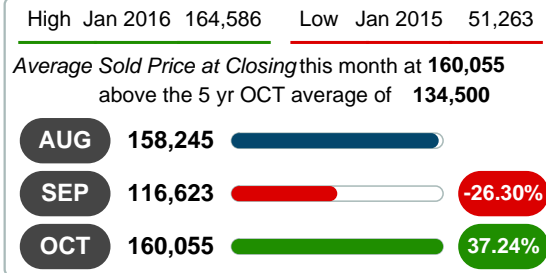


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 134,500



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		
\$25,000 and less	3	5.77%	20,667	20,000	22,000	0		
\$25,001 - \$50,000	5	9.62%	42,280	37,833	48,950	0		
\$50,001 - \$125,000	12	23.08%	87,433	72,500	93,467	63,000		
\$125,001 - \$150,000	7	13.46%	136,286	138,000	135,700	136,600		
\$150,001 - \$200,000	12	23.08%	172,767	173,000	173,911	180,000		
\$200,001 - \$275,000	7	13.46%	233,271	0	236,980	224,000		
\$275,001 and up	6	11.54%	390,023	0	430,785	308,500		
Average Sold Price		160,055		67,722	175,798	197,650	155,000	
Total Closed Units		52	100%	160,055	9	34	8	1
Total Closed Volume		8,322,840			609.50K	5.98M	1.58M	155.00K

October 2019



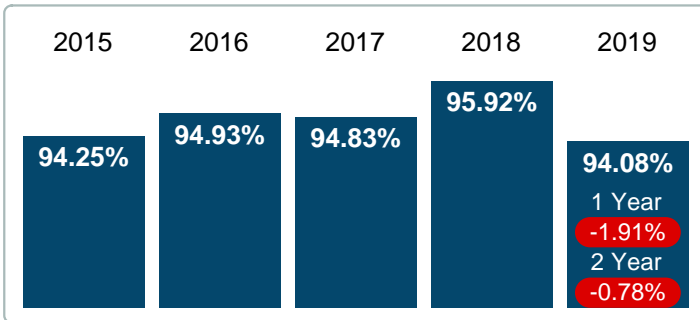
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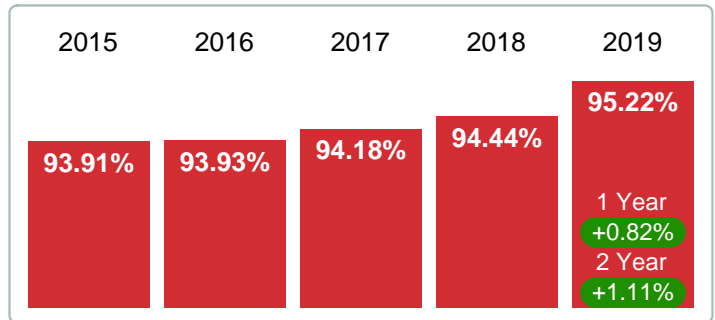
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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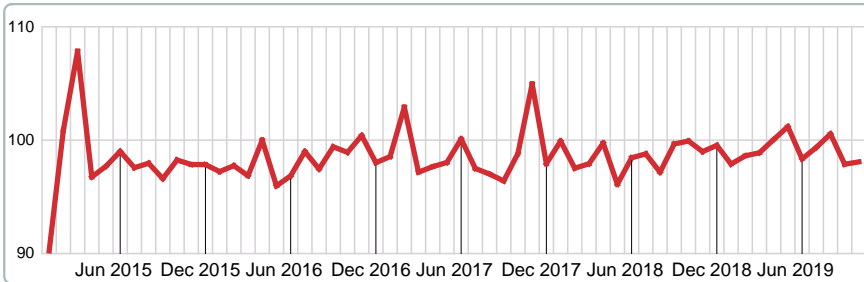
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

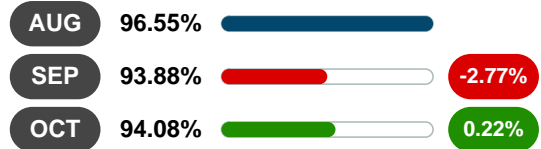


3 MONTHS

5 year OCT AVG = 94.80%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **94.08%**
below the 5 yr OCT average of **94.80%**



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
\$25,000 and less	3	5.77%	74.12%	74.39%	73.58%	0.00%	0.00%
\$25,001 - \$50,000	5	9.62%	83.75%	83.09%	84.75%	0.00%	0.00%
\$50,001 - \$125,000	12	23.08%	93.18%	95.54%	93.67%	84.11%	0.00%
\$125,001 - \$150,000	7	13.46%	98.63%	100.00%	97.88%	99.43%	0.00%
\$150,001 - \$200,000	12	23.08%	99.00%	96.16%	99.04%	106.51%	94.00%
\$200,001 - \$275,000	7	13.46%	96.12%	0.00%	97.91%	91.62%	0.00%
\$275,001 and up	6	11.54%	96.97%	0.00%	97.69%	95.53%	0.00%
Average Sold/List Ratio		94.10%		87.25%	95.57%	95.47%	94.00%
Total Closed Units		52	100%	9	34	8	1
Total Closed Volume		8,322,840		609.50K	5.98M	1.58M	155.00K

October 2019



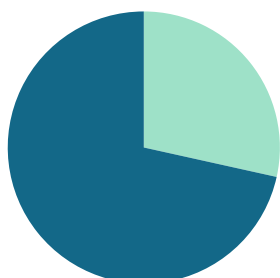
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

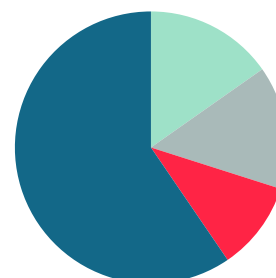


Inventory
 New Listings **82 = 28.47%**
 Start Inventory **206**
 Total Inventory Units **288**
 Volume **\$50,589,840**

Market Activity

Closed Sales **52 = 15.25%**
 Pending Sales **50 = 14.66%**
 Other Off Market **36 = 10.56%**
 Active Inventory **203 = 59.53%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	47	52	10.64%	438	503	14.84%
Pending Sales	43	50	16.28%	453	523	15.45%
New Listings	86	82	-4.65%	883	781	-11.55%
Average List Price	166,648	166,393	-0.15%	138,607	152,452	9.99%
Average Sale Price	161,613	160,055	-0.96%	131,838	146,582	11.18%
Average Percent of Selling Price to List Price	95.92%	94.08%	-1.91%	94.44%	95.22%	0.82%
Average Days on Market to Sale	76.74	101.62	32.41%	65.91	64.95	-1.47%
Monthly Inventory	286	203	-29.02%	286	203	-29.02%
Months Supply of Inventory	6.65	4.20	-36.85%	6.65	4.20	-36.85%

Absorption: Last 12 months, an Average of **48** Sales/Month

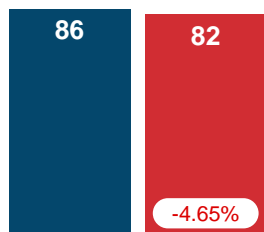
Inventory on October 31, 2019 = **203**

2018 **2019**

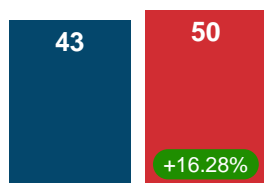
OCTOBER MARKET

AVERAGE PRICES

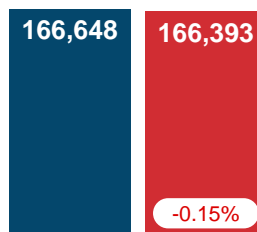
New Listings



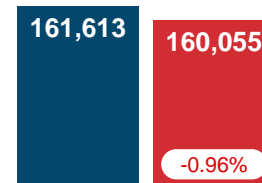
Pending Listings



List Price



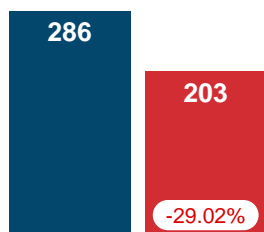
Sale Price



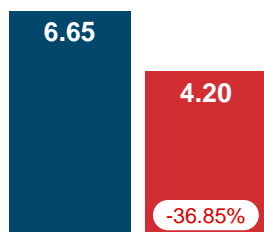
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

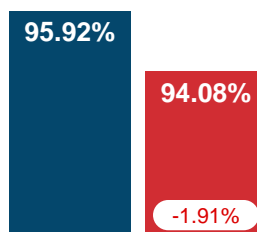
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

