

October 2019



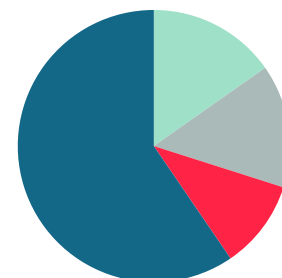
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	164,900	142,500	-13.58%
Median Sale Price	160,500	139,450	-13.12%
Median Percent of Selling Price to List Price	97.00%	96.55%	-0.46%
Median Days on Market to Sale	81.00	58.50	-27.78%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.12%** in October 2019 to \$139,450 versus the previous year at \$160,500.

Median Days on Market Shortens

The median number of **58.50** days that homes spent on the market before selling decreased by 22.50 days or **27.78%** in October 2019 compared to last year's same month at **81.00** DOM.

Sales Success for October 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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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

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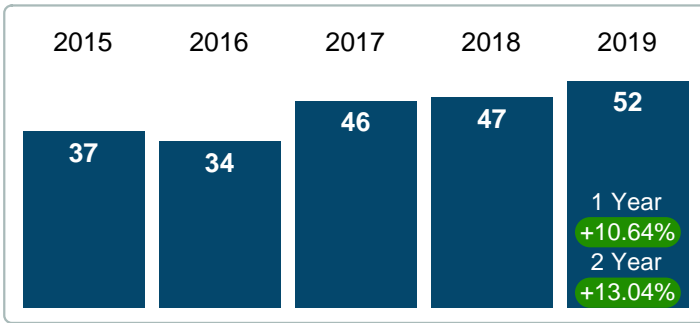
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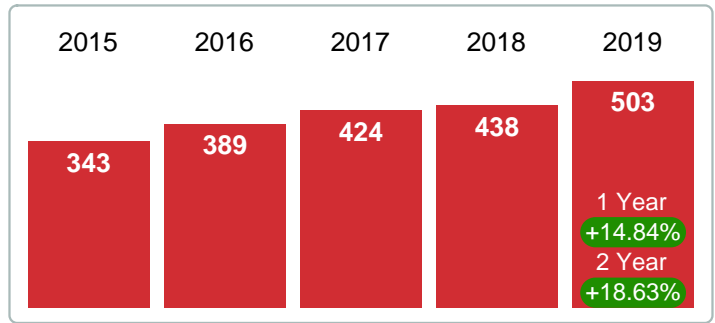
CLOSED LISTINGS

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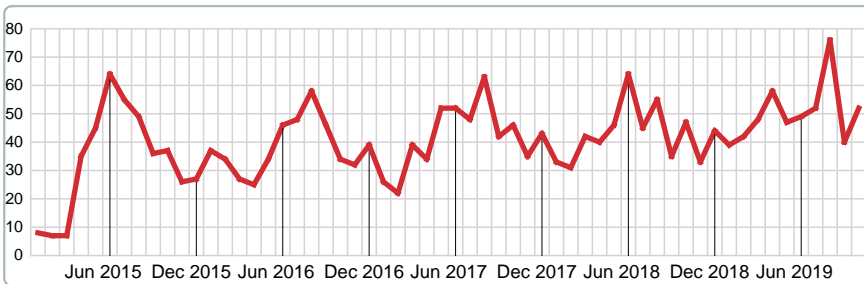
OCTOBER



YEAR TO DATE (YTD)

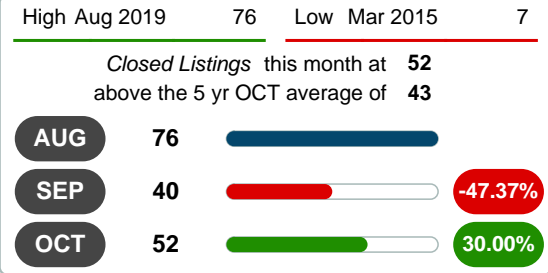


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	9.62%	67.0	4	1	0	0
\$40,001 - \$60,000	4	7.69%	56.5	1	3	0	0
\$60,001 - \$120,000	10	19.23%	127.5	2	7	1	0
\$120,001 - \$170,000	14	26.92%	14.0	1	10	2	1
\$170,001 - \$210,000	7	13.46%	76.0	1	5	1	0
\$210,001 - \$280,000	6	11.54%	70.5	0	4	2	0
\$280,001 and up	6	11.54%	45.5	0	4	2	0
Total Closed Units	52			9	34	8	1
Total Closed Volume	8,322,840	100%	58.5	609.50K	5.98M	1.58M	155.00K
Median Closed Price	\$139,450			\$41,500	\$159,500	\$199,000	\$155,000

October 2019



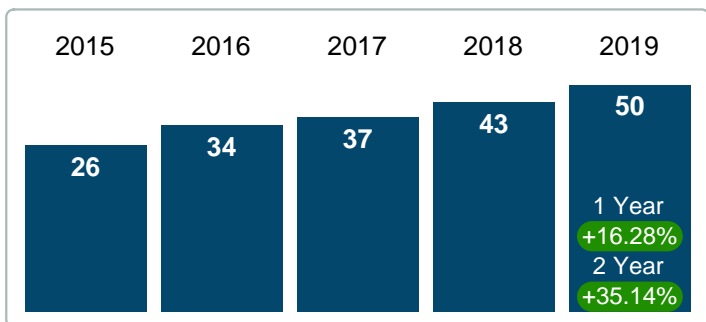
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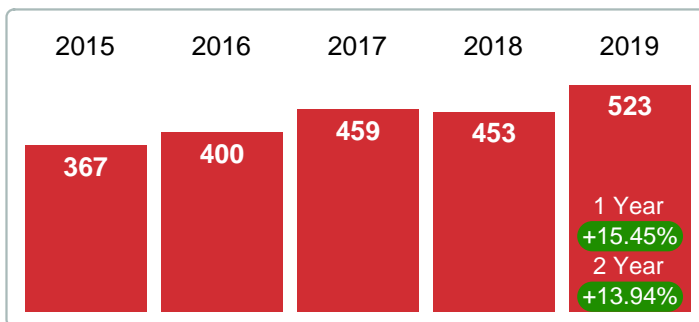
PENDING LISTINGS

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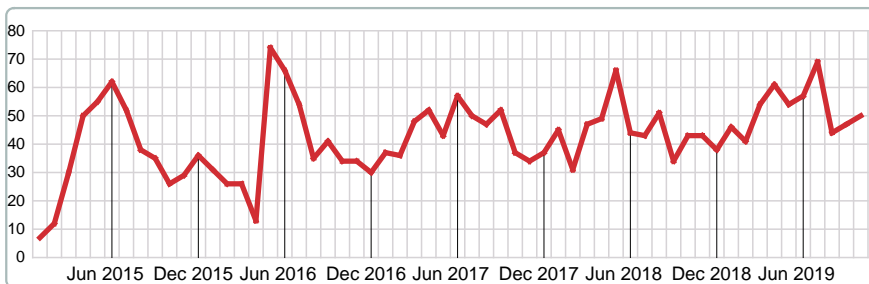
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38

High May 2016 74 Low Jan 2015 7

Pending Listings this month at 50 above the 5 yr OCT average of 38

AUG	44	<div style="width: 80%;"></div>
SEP	47	<div style="width: 90%;"></div> 6.82%
OCT	50	<div style="width: 100%;"></div> 6.38%

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	5	10.00%	19.0	4	1	0	0
\$60,001 - \$70,000	4	8.00%	46.5	1	3	0	0
\$70,001 - \$90,000	8	16.00%	79.0	3	4	1	0
\$90,001 - \$150,000	14	28.00%	32.5	2	10	2	0
\$150,001 - \$170,000	3	6.00%	3.0	0	3	0	0
\$170,001 - \$270,000	11	22.00%	27.0	0	9	1	1
\$270,001 and up	5	10.00%	16.0	0	2	3	0
Total Pending Units	50			10	32	7	1
Total Pending Volume	7,587,195	100%	28.0	757.90K	5.25M	1.40M	179.90K
Median Listing Price	\$132,250			\$74,700	\$149,450	\$219,900	\$179,900

October 2019



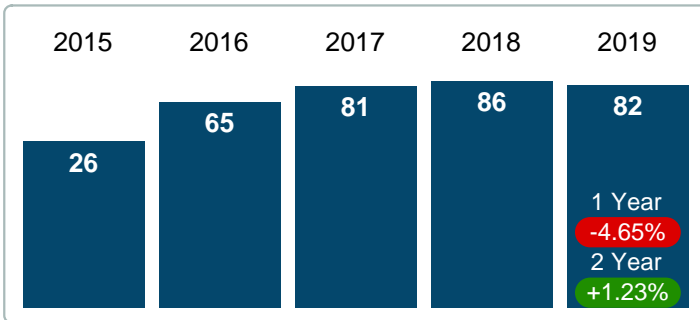
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



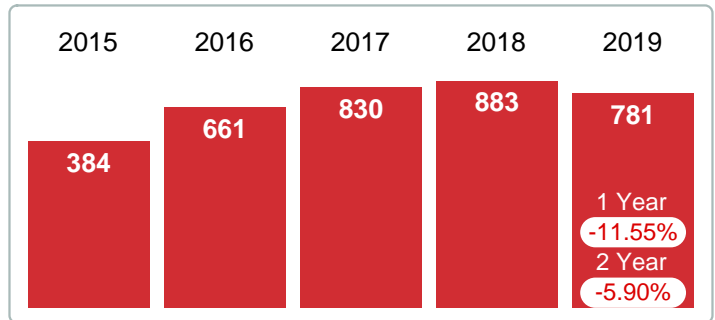
NEW LISTINGS

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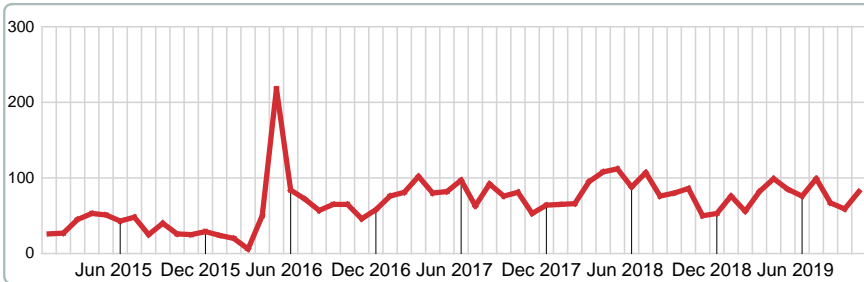
OCTOBER



YEAR TO DATE (YTD)

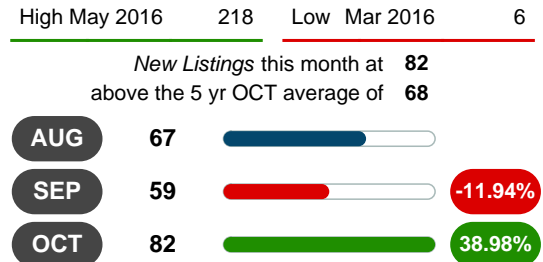


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	4.88%	4	0	0	0
\$40,001 - \$70,000	14	17.07%	11	3	0	0
\$70,001 - \$100,000	12	14.63%	3	7	2	0
\$100,001 - \$170,000	19	23.17%	3	12	3	1
\$170,001 - \$230,000	14	17.07%	0	10	4	0
\$230,001 - \$340,000	10	12.20%	1	5	4	0
\$340,001 and up	9	10.98%	1	4	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
Median New Listed Listing Price	\$148,500		\$55,000	\$170,000	\$225,000	\$104,000

October 2019



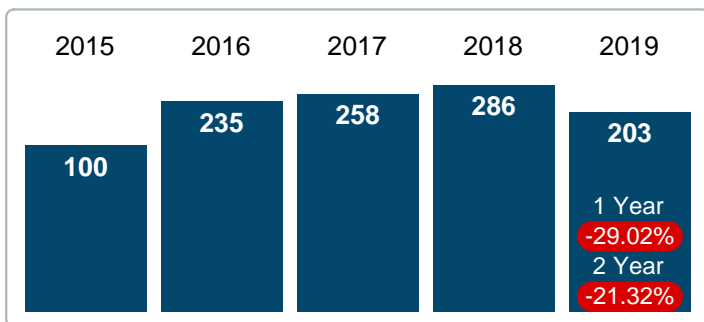
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



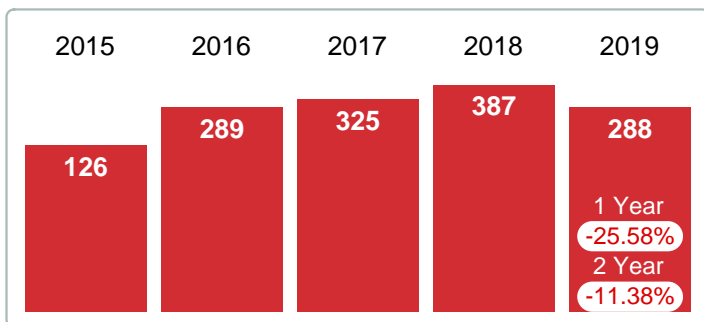
ACTIVE INVENTORY

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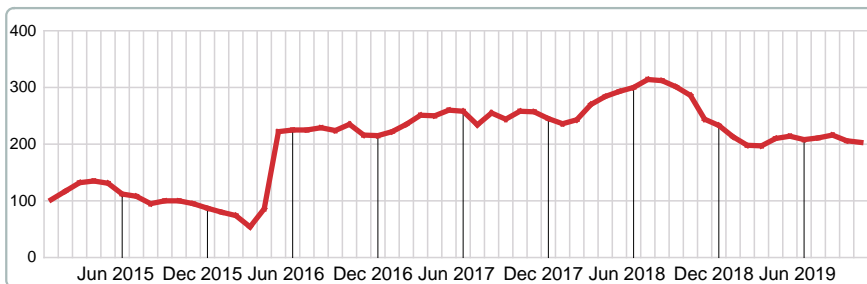
END OF OCTOBER



ACTIVE DURING OCTOBER

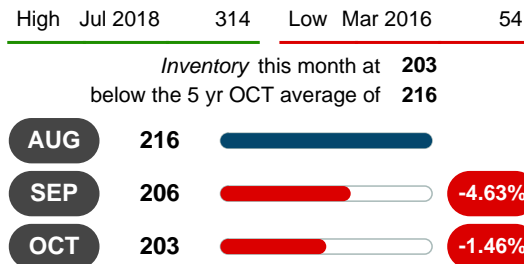


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 216



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	6.40%	52.0	10	3	0	0
\$40,001 - \$70,000	29	14.29%	71.0	19	10	0	0
\$70,001 - \$90,000	28	13.79%	68.5	8	18	2	0
\$90,001 - \$170,000	56	27.59%	51.0	8	33	13	2
\$170,001 - \$240,000	29	14.29%	41.0	2	18	9	0
\$240,001 - \$340,000	27	13.30%	95.0	2	12	11	2
\$340,001 and up	21	10.34%	71.0	1	10	9	1
Total Active Inventory by Units	203			50	104	44	5
Total Active Inventory by Volume	35,927,945	100%	64.0	4.73M	18.29M	10.85M	2.06M
Median Active Inventory Listing Price	\$139,000			\$57,250	\$149,450	\$221,950	\$250,000

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	

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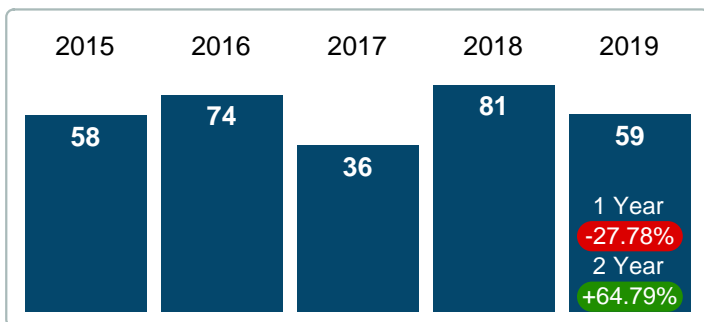
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



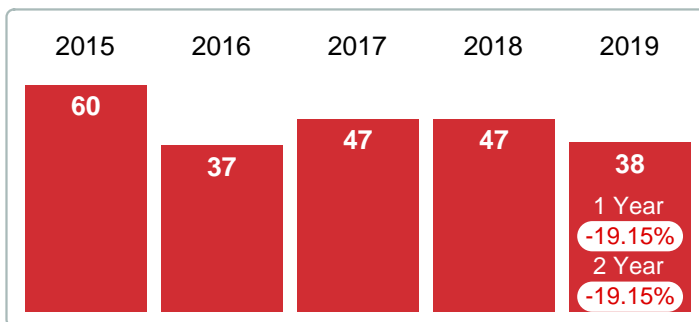
MEDIAN DAYS ON MARKET TO SALE

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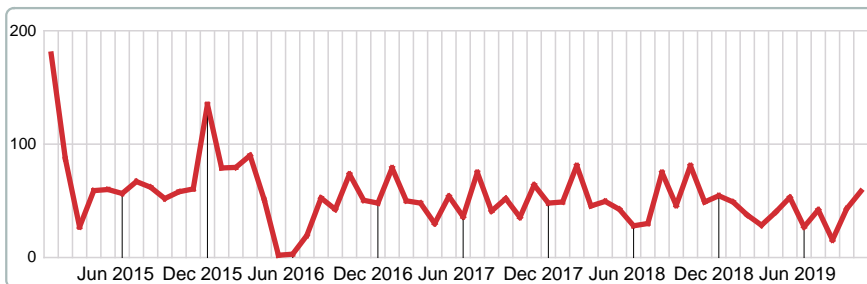
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

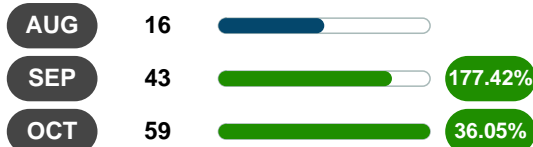


3 MONTHS

5 year OCT AVG = 61

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 59 below the 5 yr OCT average of 61



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	9.62%	67	57	72	0	0
\$40,001 - \$60,000	7.69%	57	32	72	0	0
\$60,001 - \$120,000	19.23%	128	172	103	199	0
\$120,001 - \$170,000	26.92%	14	199	9	12	119
\$170,001 - \$210,000	13.46%	76	76	68	910	0
\$210,001 - \$280,000	11.54%	71	0	46	472	0
\$280,001 and up	11.54%	46	0	46	55	0
Median Closed DOM		59	76	33	85	119
Total Closed Units	100%	58.5	9	34	8	1
Total Closed Volume		8,322,840	609.50K	5.98M	1.58M	155.00K

October 2019



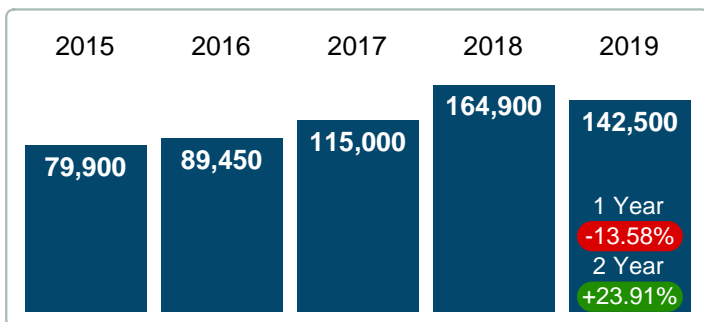
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



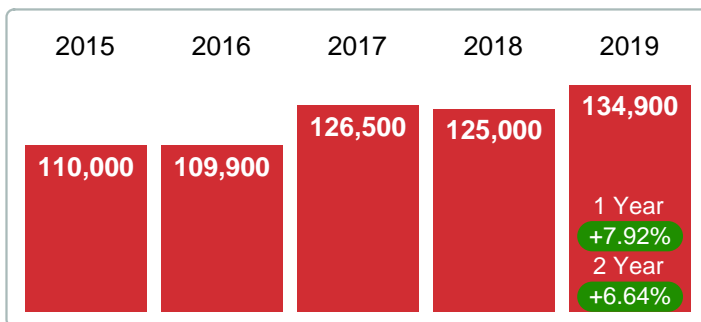
MEDIAN LIST PRICE AT CLOSING

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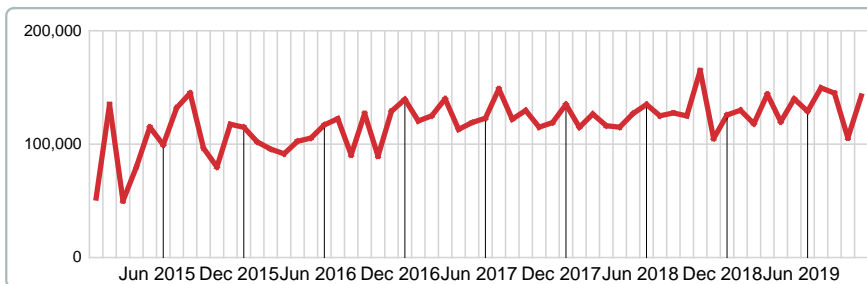
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

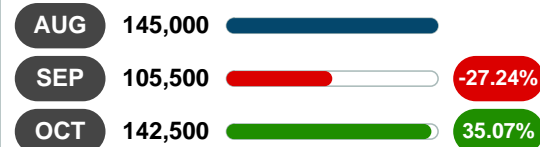


3 MONTHS

5 year OCT AVG = 118,350

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

Median List Price at Closing this month at 142,500 above the 5 yr OCT average of 118,350



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	4	7.69%	31,450	33,000	29,900	0	0
\$40,001 - \$60,000	5	9.62%	58,000	54,450	58,000	0	0
\$60,001 - \$120,000	9	17.31%	89,900	75,750	96,750	74,900	0
\$120,001 - \$170,000	15	28.85%	140,000	138,000	142,500	139,900	164,900
\$170,001 - \$210,000	6	11.54%	179,900	179,900	179,900	0	0
\$210,001 - \$280,000	6	11.54%	234,900	0	227,400	244,450	0
\$280,001 and up	7	13.46%	349,000	0	349,000	324,950	0
Median List Price			142,500	59,000	159,500	204,450	164,900
Total Closed Units		100%	142,500	9	34	8	1
Total Closed Volume			8,652,450	666.25K	6.16M	1.66M	164.90K

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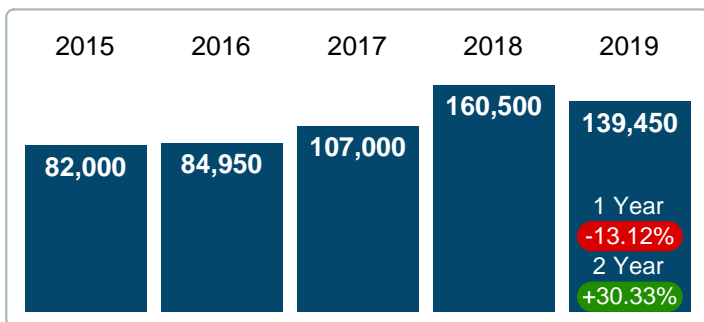
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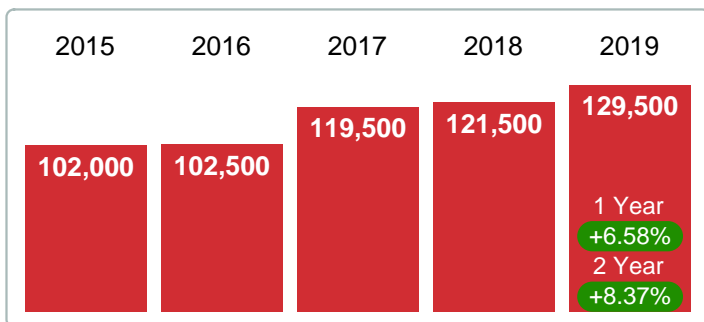
MEDIAN SOLD PRICE AT CLOSING

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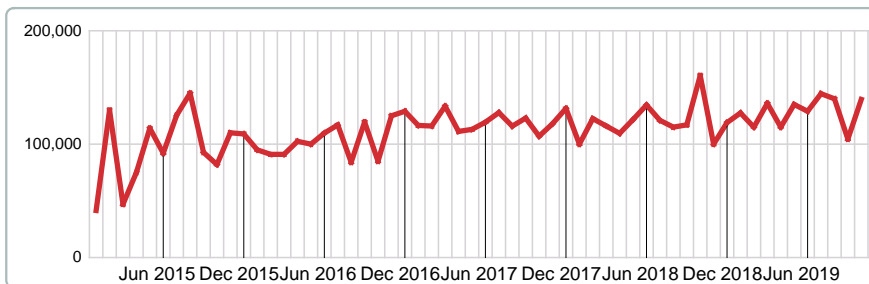
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

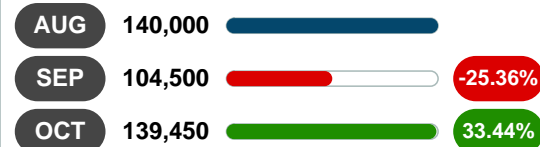


3 MONTHS

5 year OCT AVG = 114,780

High Oct 2018 160,500 Low Jan 2015 41,500

Median Sold Price at Closing this month at 139,450 above the 5 yr OCT average of 114,780



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	9.62%	24,000	28,500	22,000	0	0
\$40,001 - \$60,000	7.69%	48,950	41,500	50,000	0	0
\$60,001 - \$120,000	19.23%	82,100	72,500	92,000	63,000	0
\$120,001 - \$170,000	26.92%	139,450	138,000	149,450	136,600	155,000
\$170,001 - \$210,000	13.46%	180,000	173,000	189,900	180,000	0
\$210,001 - \$280,000	11.54%	228,750	0	237,500	224,000	0
\$280,001 and up	11.54%	341,570	0	352,070	308,500	0
Median Sold Price		139,450	41,500	159,500	199,000	155,000
Total Closed Units	100%	139,450	9	34	8	1
Total Closed Volume		8,322,840	609.50K	5.98M	1.58M	155.00K

October 2019



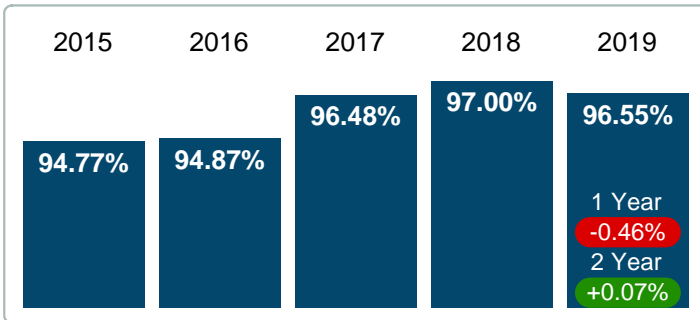
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



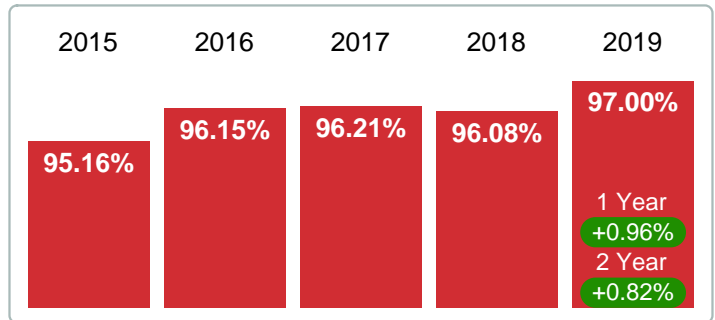
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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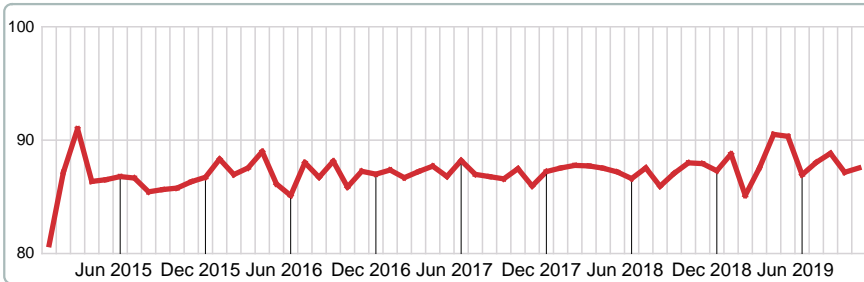
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 95.93%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **96.55%** above the 5 yr OCT average of **95.93%**



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	5	9.62%	73.58%	74.39%	73.58%	0.00%	0.00%	
\$40,001 - \$60,000	4	7.69%	83.60%	83.17%	84.04%	0.00%	0.00%	
\$60,001 - \$120,000	10	19.23%	95.54%	95.54%	97.87%	84.11%	0.00%	
\$120,001 - \$170,000	14	26.92%	99.62%	100.00%	99.62%	99.43%	94.00%	
\$170,001 - \$210,000	7	13.46%	100.00%	96.16%	100.00%	106.51%	0.00%	
\$210,001 - \$280,000	6	11.54%	97.06%	0.00%	99.48%	91.62%	0.00%	
\$280,001 and up	6	11.54%	97.91%	0.00%	97.91%	95.53%	0.00%	
Median Sold/List Ratio		96.55%		93.53%	98.10%	95.58%	94.00%	
Total Closed Units		52	100%	96.55%	9	34	8	1
Total Closed Volume		8,322,840			609.50K	5.98M	1.58M	155.00K

October 2019



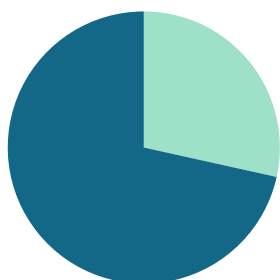
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

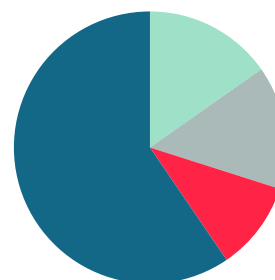


Inventory
 New Listings **82 = 28.47%**
 Start Inventory **206**
 Total Inventory Units **288**
 Volume **\$50,589,840**

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%
Median List Price	164,900	142,500	-13.58%	125,000	134,900	7.92%
Median Sale Price	160,500	139,450	-13.12%	121,500	129,500	6.58%
Median Percent of Selling Price to List Price	97.00%	96.55%	-0.46%	96.08%	97.00%	0.96%
Median Days on Market to Sale	81.00	58.50	-27.78%	47.00	38.00	-19.15%
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

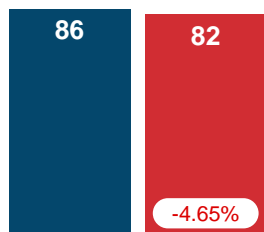
Inventory on October 31, 2019 = **203**

2018 **2019**

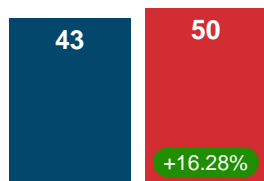
OCTOBER MARKET

MEDIAN PRICES

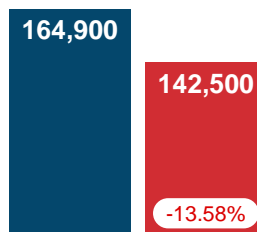
New Listings



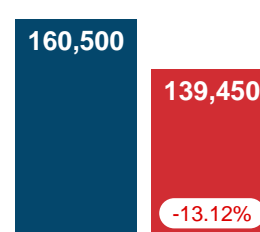
Pending Listings



List Price



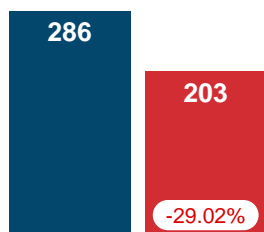
Sale Price



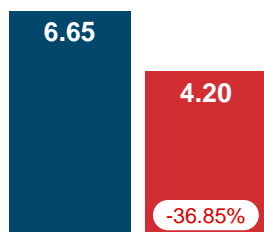
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

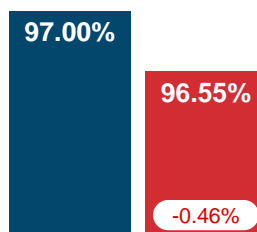
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

