

# September 2019



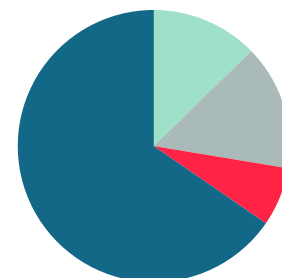
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	35	40	14.29%
Pending Listings	34	47	38.24%
New Listings	80	59	-26.25%
Average List Price	134,174	123,180	-8.19%
Average Sale Price	128,587	116,623	-9.30%
Average Percent of Selling Price to List Price	95.66%	93.88%	-1.87%
Average Days on Market to Sale	53.86	73.80	37.03%
End of Month Inventory	301	206	-31.56%
Months Supply of Inventory	7.01	4.30	-38.70%



■ Closed (12.70%)  
■ Pending (14.92%)  
■ Other OffMarket (6.98%)  
■ Active (65.40%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of September 30, 2019 = **206**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **31.56%** to 206 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 **4.30** 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 **9.30%** in September 2019 to \$116,623 versus the previous year at \$128,587.

#### Average Days on Market Lengthens

The average number of **73.80** days that homes spent on the market before selling increased by 19.94 days or **37.03%** in September 2019 compared to last year's same month at **53.86** DOM.

#### Sales Success for September 2019 is Positive

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

There were 59 New Listings in September 2019, down **26.25%** from last year at 80. Furthermore, there were 40 Closed Listings this month versus last year at 35, a **14.29%** increase.

Closed versus Listed trends yielded a **67.8%** ratio, up from previous year's, September 2018, at **43.8%**, a **54.96%** 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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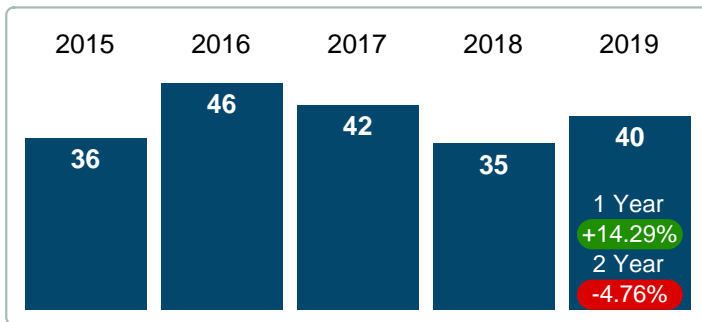
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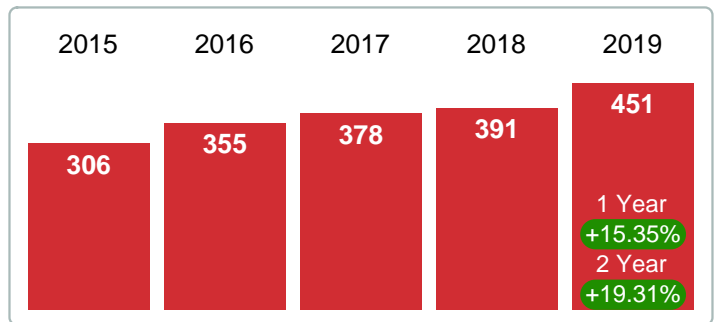
## CLOSED LISTINGS

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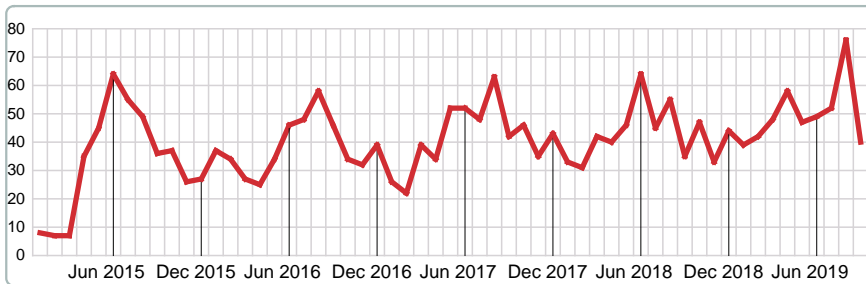
### SEPTEMBER



### YEAR TO DATE (YTD)

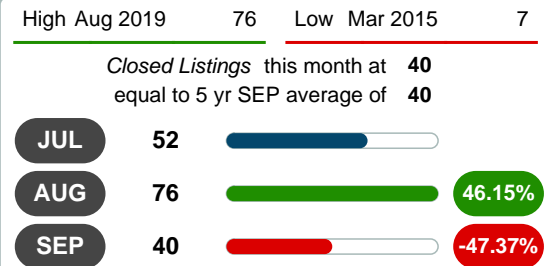


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	10.00%	75.8	2	2	0	0
\$30,001 - \$60,000	3	7.50%	182.0	3	0	0	0
\$60,001 - \$80,000	7	17.50%	58.1	4	3	0	0
\$80,001 - \$120,000	9	22.50%	58.4	2	6	1	0
\$120,001 - \$160,000	8	20.00%	91.0	0	5	3	0
\$160,001 - \$220,000	5	12.50%	64.0	0	5	0	0
\$220,001 and up	4	10.00%	30.5	0	3	0	1
<b>Total Closed Units</b>	<b>40</b>			<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,664,900</b>	<b>100%</b>	<b>73.8</b>	<b>686.10K</b>	<b>3.15M</b>	<b>508.50K</b>	<b>325.00K</b>
<b>Average Closed Price</b>	<b>\$116,623</b>			<b>\$62,373</b>	<b>\$131,054</b>	<b>\$127,125</b>	<b>\$325,000</b>

# September 2019



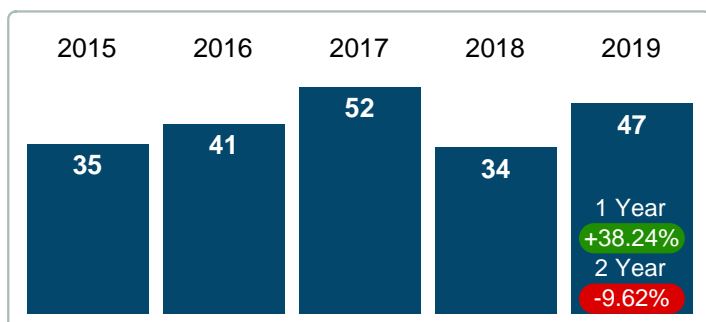
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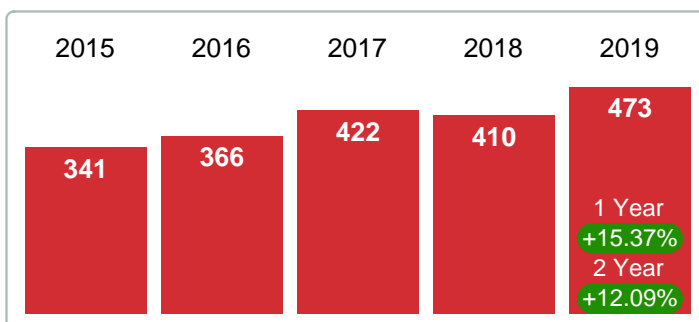
## PENDING LISTINGS

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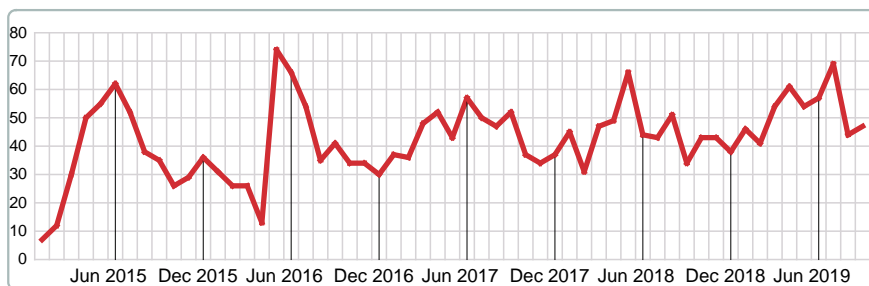
### SEPTEMBER



### YEAR TO DATE (YTD)

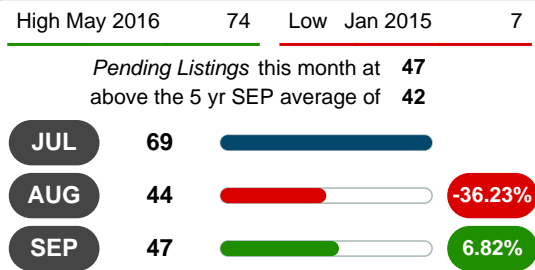


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 42



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.13%	13.0	1	0	0	0
\$25,001 - \$50,000	7	14.89%	46.3	6	1	0	0
\$50,001 - \$100,000	8	17.02%	73.4	2	6	0	0
\$100,001 - \$150,000	9	19.15%	74.1	1	7	1	0
\$150,001 - \$175,000	7	14.89%	77.7	0	6	0	1
\$175,001 - \$225,000	8	17.02%	69.0	1	5	2	0
\$225,001 and up	7	14.89%	103.7	0	5	2	0
<b>Total Pending Units</b>	<b>47</b>			<b>11</b>	<b>30</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,156,550</b>	<b>100%</b>	<b>72.6</b>	<b>654.65K</b>	<b>5.12M</b>	<b>1.22M</b>	<b>164.90K</b>
<b>Average Listing Price</b>	<b>\$152,267</b>			<b>\$59,514</b>	<b>\$170,673</b>	<b>\$243,360</b>	<b>\$164,900</b>

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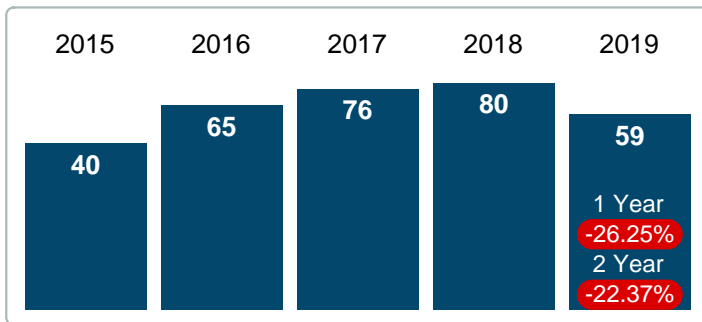
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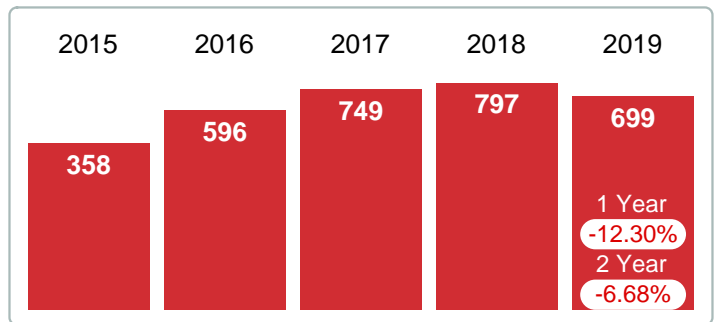
## NEW LISTINGS

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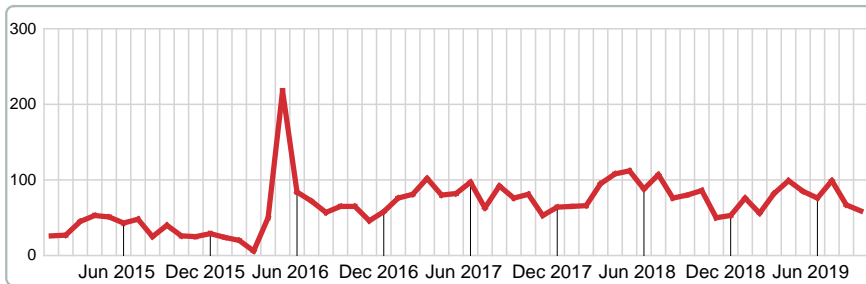
### SEPTEMBER



### YEAR TO DATE (YTD)

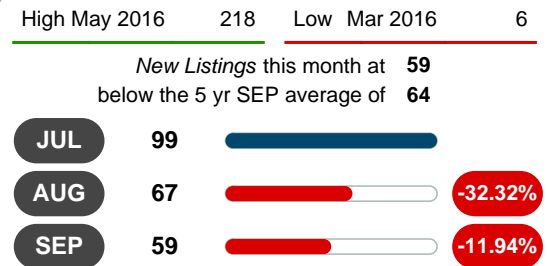


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 64



### 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	5	8.47%	4	1	0	0
\$40,001 - \$60,000	7	11.86%	3	4	0	0
\$60,001 - \$90,000	8	13.56%	2	6	0	0
\$90,001 - \$150,000	14	23.73%	3	6	4	1
\$150,001 - \$170,000	11	18.64%	0	11	0	0
\$170,001 - \$220,000	8	13.56%	0	5	2	1
\$220,001 and up	6	10.17%	0	4	2	0
<b>Total New Listed Units</b>	<b>59</b>		<b>12</b>	<b>37</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>7,902,850</b>	<b>100%</b>	<b>718.65K</b>	<b>5.31M</b>	<b>1.60M</b>	<b>279.40K</b>
<b>Average New Listed Listing Price</b>	<b>\$127,235</b>		<b>\$59,888</b>	<b>\$143,446</b>	<b>\$199,663</b>	<b>\$139,700</b>

# September 2019



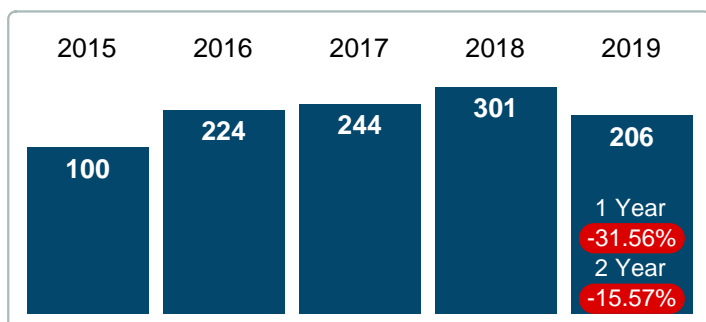
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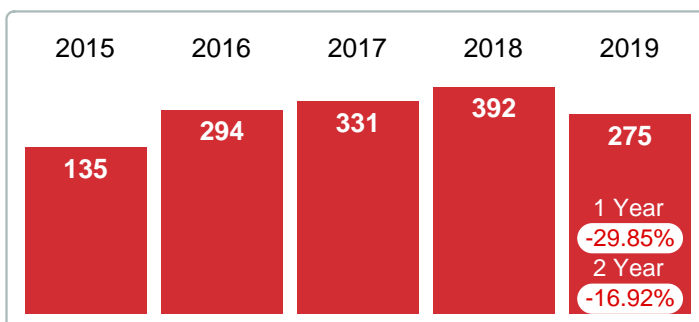
## ACTIVE INVENTORY

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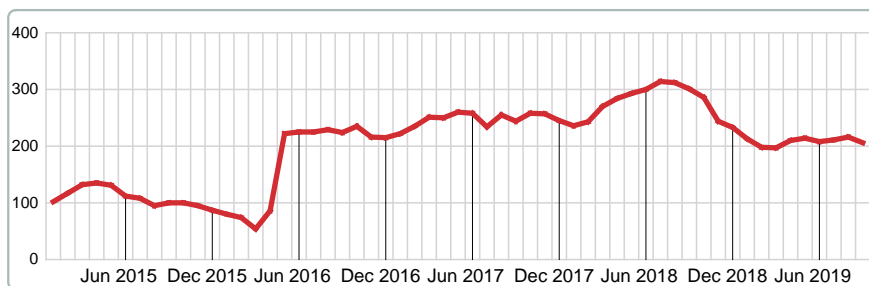
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

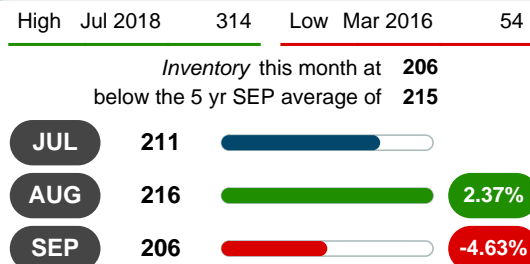


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 215



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	10.68%	127.8	15	7	0	0
\$50,001 - \$75,000	21	10.19%	77.0	8	11	1	1
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	74	35.92%	79.9	14	46	11	3
\$150,001 - \$225,000	38	18.45%	66.1	2	25	10	1
\$225,001 - \$325,000	31	15.05%	86.0	2	14	13	2
\$325,001 and up	20	9.71%	88.0	0	11	7	2
<b>Total Active Inventory by Units</b>	<b>206</b>			<b>41</b>	<b>114</b>	<b>42</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>35,983,545</b>	<b>100%</b>	<b>83.9</b>	<b>3.34M</b>	<b>19.26M</b>	<b>9.83M</b>	<b>3.55M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$174,677</b>			<b>\$81,500</b>	<b>\$168,926</b>	<b>\$234,126</b>	<b>\$394,578</b>

# September 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 SEPTEMBER

2015	2016	2017	2018	2019
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### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
206	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
JUL	inf		%
AUG	inf		%
SEP	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22		10.68%	4.55	6.92	2.71	0.00	0.00	
\$50,001 - \$70,000	16		7.77%	3.25	4.67	2.92	0.00	0.00	
\$70,001 - \$90,000	32		15.53%	5.33	5.25	5.11	4.50	24.00	
\$90,001 - \$160,000	55		26.70%	3.40	4.80	2.66	6.26	12.00	
\$160,001 - \$240,000	34		16.50%	3.32	6.00	3.14	3.18	12.00	
\$240,001 - \$320,000	25		12.14%	7.14	0.00	6.29	7.06	6.00	
\$320,001 and up	22		10.68%	9.78	0.00	36.00	6.00	3.43	
Market Supply of Inventory (MSI)		4.30			5.86	3.67	4.89	7.20	
Total Active Inventory by Units		206	100%	4.30	41	114	42	9	

# September 2019



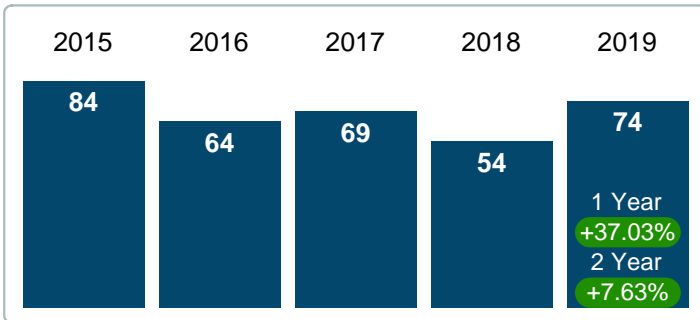
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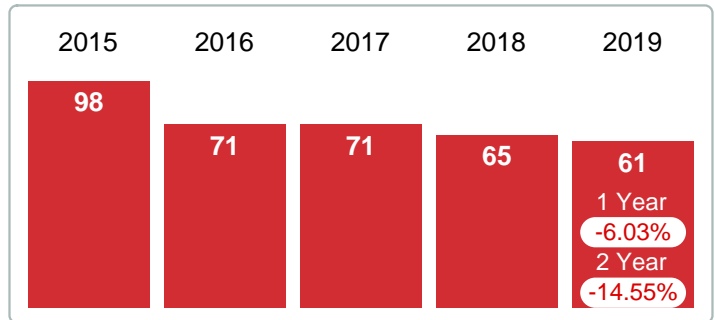
## AVERAGE DAYS ON MARKET TO SALE

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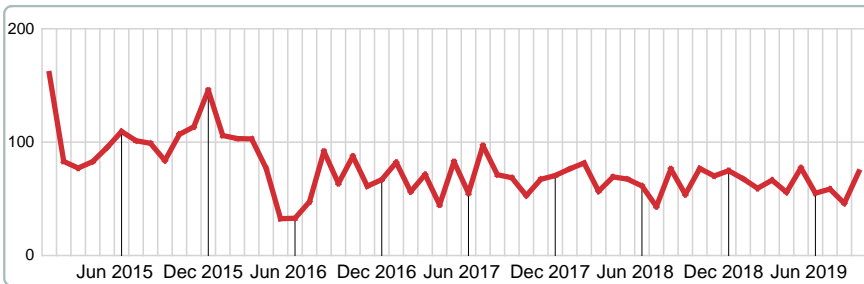
### SEPTEMBER



### YEAR TO DATE (YTD)

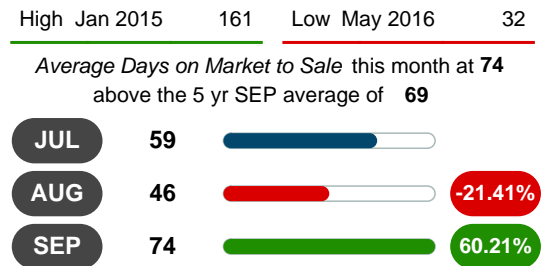


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 69



### 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
\$30,000 and less	10.00%	76	123	29	0	0
\$30,001 - \$60,000	7.50%	182	182	0	0	0
\$60,001 - \$80,000	17.50%	58	38	85	0	0
\$80,001 - \$120,000	22.50%	58	8	71	87	0
\$120,001 - \$160,000	20.00%	91	0	56	149	0
\$160,001 - \$220,000	12.50%	64	0	64	0	0
\$220,001 and up	10.00%	31	0	26	0	43
<b>Average Closed DOM</b>		<b>74</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>74</b>	<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,664,900</b>	<b>686.10K</b>	<b>3.15M</b>	<b>508.50K</b>	<b>325.00K</b>



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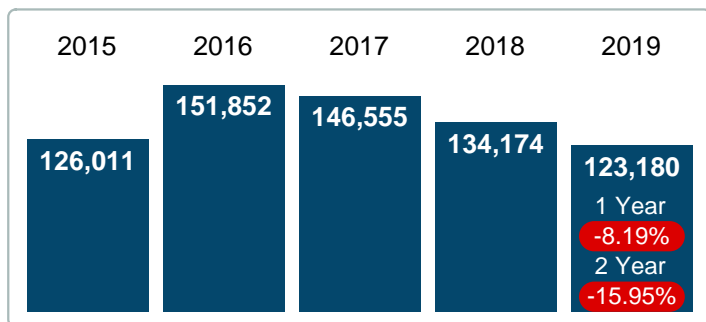
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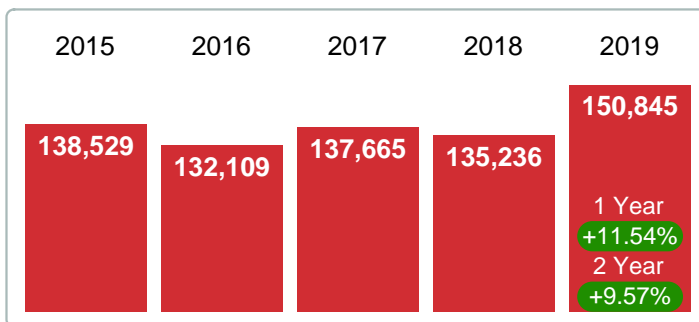
## AVERAGE LIST PRICE AT CLOSING

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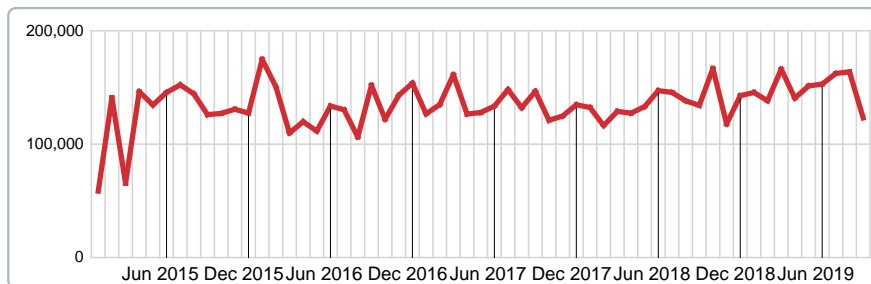
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 136,354

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

Average List Price at Closing this month at **123,180**  
 below the 5 yr SEP average of **136,354**

JUL	162,356	
AUG	163,730	+0.85%
SEP	123,180	-24.77%

### 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
\$30,000 and less	3	7.50%	26,733	29,600	28,000	0	0
\$30,001 - \$60,000	3	7.50%	45,633	54,800	0	0	0
\$60,001 - \$80,000	8	20.00%	69,900	71,325	70,467	0	0
\$80,001 - \$120,000	7	17.50%	98,042	114,750	101,883	94,995	0
\$120,001 - \$160,000	8	20.00%	134,125	0	144,700	152,467	0
\$160,001 - \$220,000	7	17.50%	181,657	0	182,840	0	0
\$220,001 and up	4	10.00%	280,000	0	245,000	0	385,000
Average List Price			123,180	67,127	135,475	138,099	385,000
Total Closed Units		100%	123,180	11	24	4	1
Total Closed Volume			4,927,195	738.40K	3.25M	552.40K	385.00K



# September 2019



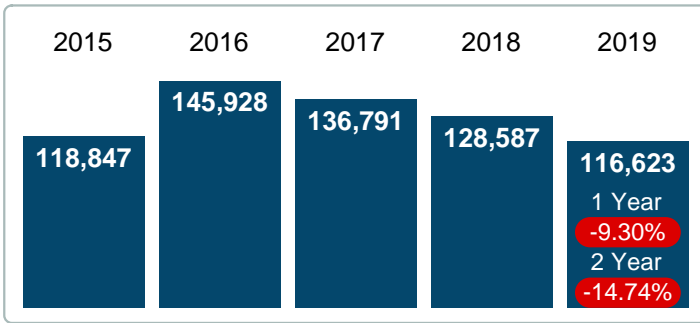
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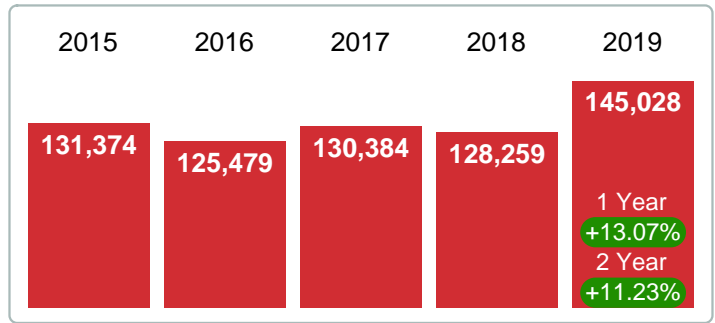
## AVERAGE SOLD PRICE AT CLOSING

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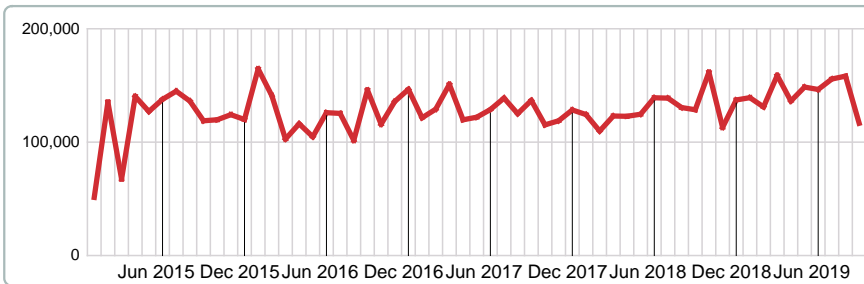
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

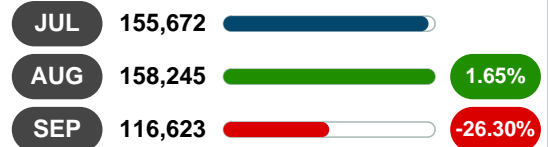


### 3 MONTHS

5 year SEP AVG = 129,355

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

Average Sold Price at Closing this month at 116,623 below the 5 yr SEP average of 129,355



## 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
\$30,000 and less	10.00%	23,175	22,000	24,350	0	0
\$30,001 - \$60,000	7.50%	50,500	50,500	0	0	0
\$60,001 - \$80,000	17.50%	67,157	67,400	66,833	0	0
\$80,001 - \$120,000	22.50%	100,378	110,500	98,400	92,000	0
\$120,001 - \$160,000	20.00%	138,788	0	138,760	138,833	0
\$160,001 - \$220,000	12.50%	176,980	0	176,980	0	0
\$220,001 and up	10.00%	263,000	0	242,333	0	325,000
<b>Average Sold Price</b>		<b>116,623</b>	<b>62,373</b>	<b>131,054</b>	<b>127,125</b>	<b>325,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>116,623</b>	<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,664,900</b>	<b>686.10K</b>	<b>3.15M</b>	<b>508.50K</b>	<b>325.00K</b>

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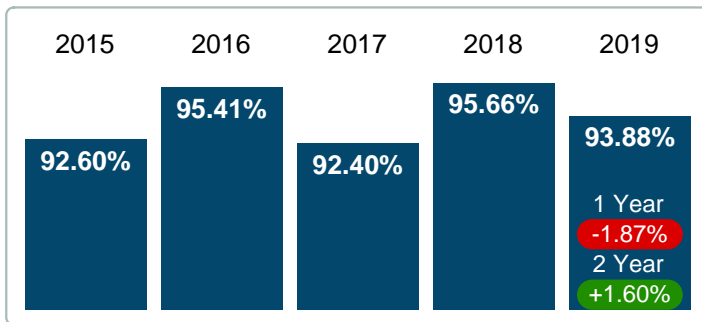
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



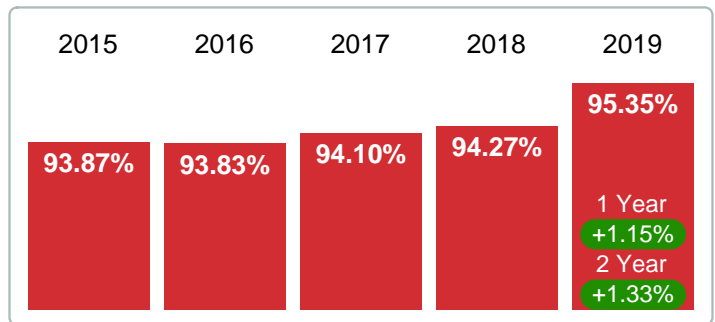
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

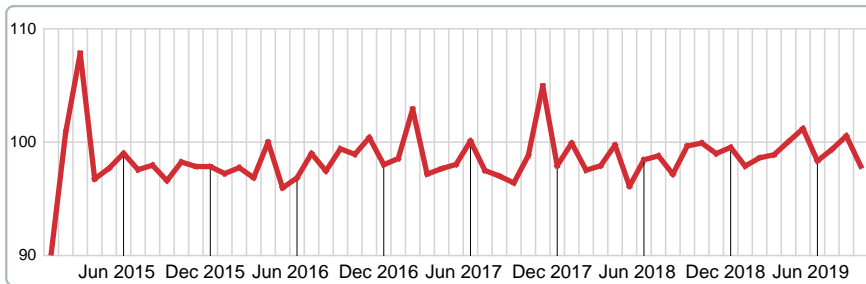
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

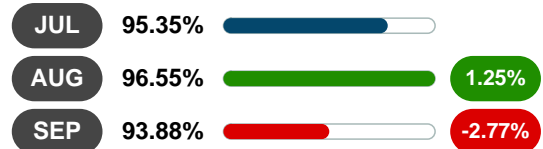


### 3 MONTHS

5 year SEP AVG = 93.99%

High Mar 2015 103.84% Low Jan 2015 86.23%

Average Sold/List Ratio this month at **93.88%** equal to 5 yr SEP average of **93.99%**



### 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
\$30,000 and less	4	10.00%	80.60%	74.97%	86.23%	0.00%	0.00%
\$30,001 - \$60,000	3	7.50%	92.29%	92.29%	0.00%	0.00%	0.00%
\$60,001 - \$80,000	7	17.50%	94.78%	94.74%	94.84%	0.00%	0.00%
\$80,001 - \$120,000	9	22.50%	96.85%	96.66%	96.92%	96.85%	0.00%
\$120,001 - \$160,000	8	20.00%	94.52%	0.00%	96.29%	91.56%	0.00%
\$160,001 - \$220,000	5	12.50%	96.69%	0.00%	96.69%	0.00%	0.00%
\$220,001 and up	4	10.00%	95.26%	0.00%	98.88%	0.00%	84.42%
Average Sold/List Ratio		93.90%		90.83%	95.83%	92.88%	84.42%
Total Closed Units		40	100%	11	24	4	1
Total Closed Volume		4,664,900		686.10K	3.15M	508.50K	325.00K

# September 2019



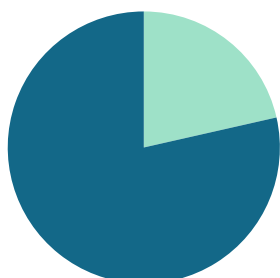
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

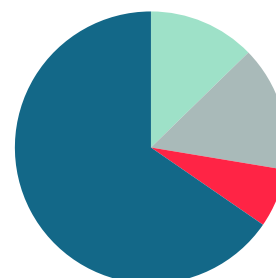


**Inventory**  
 New Listings  
**59 = 21.45%**  
 Start Inventory  
**216**  
 Total Inventory Units  
**275**  
 Volume  
**\$47,002,395**

### Market Activity

Closed Sales  
**40 = 12.70%**  
 Pending Sales  
**47 = 14.92%**  
 Other Off Market  
**22 = 6.98%**  
 Active Inventory  
**206 = 65.40%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	35	40	14.29%	391	451	15.35%
Pending Sales	34	47	38.24%	410	473	15.37%
New Listings	80	59	-26.25%	797	699	-12.30%
Average List Price	134,174	123,180	-8.19%	135,236	150,845	11.54%
Average Sale Price	128,587	116,623	-9.30%	128,259	145,028	13.07%
Average Percent of Selling Price to List Price	95.66%	93.88%	-1.87%	94.27%	95.35%	1.15%
Average Days on Market to Sale	53.86	73.80	37.03%	64.61	60.72	-6.03%
Monthly Inventory	301	206	-31.56%	301	206	-31.56%
Months Supply of Inventory	7.01	4.30	-38.70%	7.01	4.30	-38.70%

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

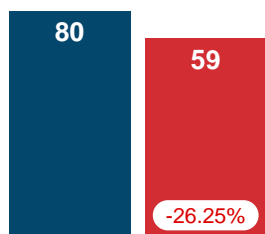
**Inventory** on September 30, 2019 = **206**

**2018** **2019**

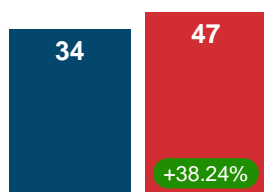
### SEPTEMBER MARKET

### AVERAGE PRICES

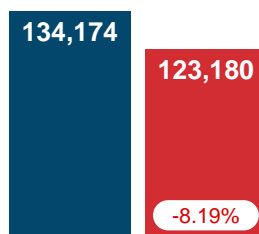
#### New Listings



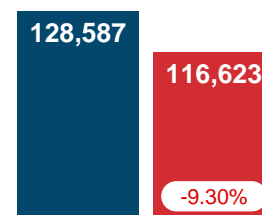
#### Pending Listings



#### List Price



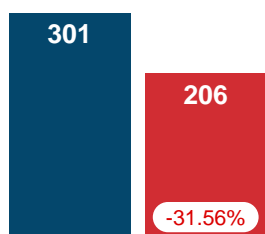
#### Sale Price



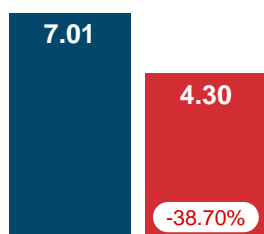
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

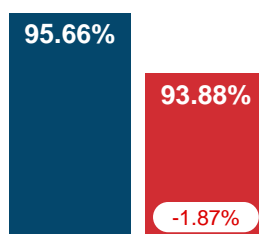
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

