

# September 2019



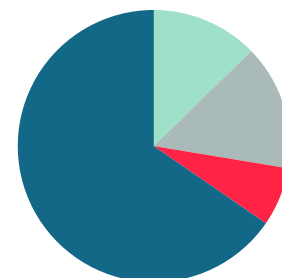
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## 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%
Median List Price	124,900	105,500	-15.53%
Median Sale Price	117,000	104,500	-10.68%
Median Percent of Selling Price to List Price	96.08%	96.16%	0.09%
Median Days on Market to Sale	46.00	43.00	-6.52%
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.

#### 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 **10.68%** in September 2019 to \$104,500 versus the previous year at \$117,000.

#### Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 3.00 days or **6.52%** in September 2019 compared to last year's same month at **46.00** DOM.

#### Sales Success for September 2019 is Positive

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

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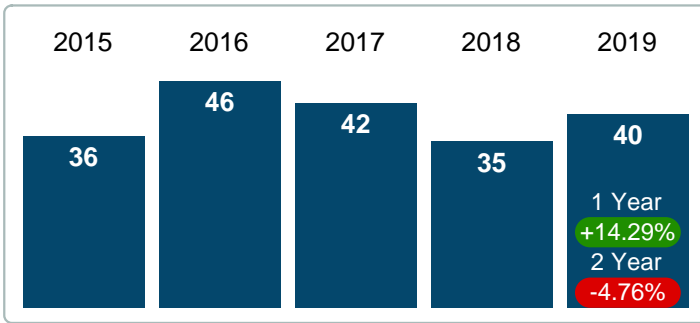
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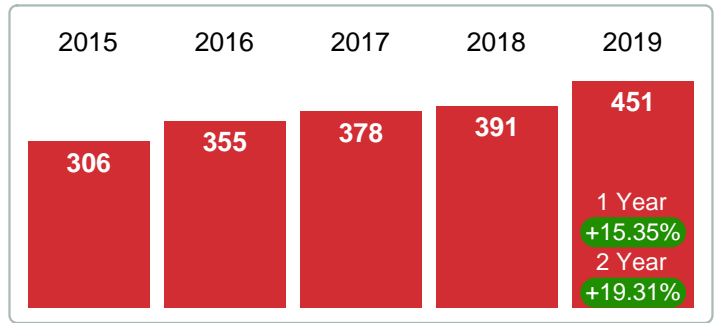
## CLOSED LISTINGS

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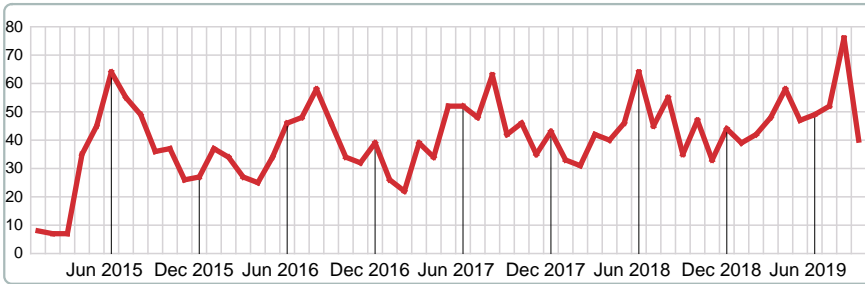
### SEPTEMBER



### YEAR TO DATE (YTD)

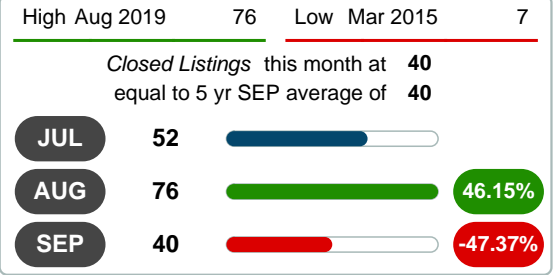


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	10.00%	40.5	2	2	0	0
\$30,001 - \$60,000	3	7.50%	14.0	3	0	0	0
\$60,001 - \$80,000	7	17.50%	50.0	4	3	0	0
\$80,001 - \$120,000	9	22.50%	22.0	2	6	1	0
\$120,001 - \$160,000	8	20.00%	83.5	0	5	3	0
\$160,001 - \$220,000	5	12.50%	40.0	0	5	0	0
\$220,001 and up	4	10.00%	39.0	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>43.0</b>	<b>686.10K</b>	<b>3.15M</b>	<b>508.50K</b>	<b>325.00K</b>
<b>Median Closed Price</b>	<b>\$104,500</b>			<b>\$61,000</b>	<b>\$126,000</b>	<b>\$128,750</b>	<b>\$325,000</b>

# September 2019



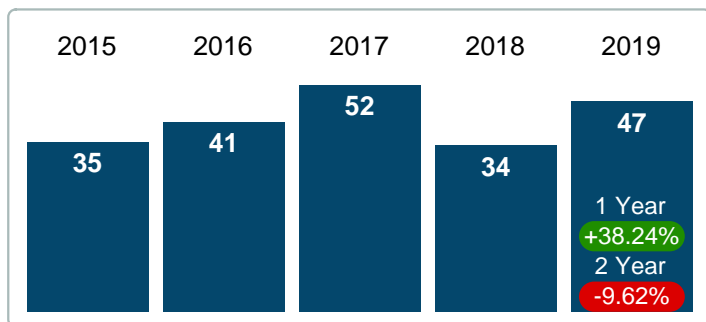
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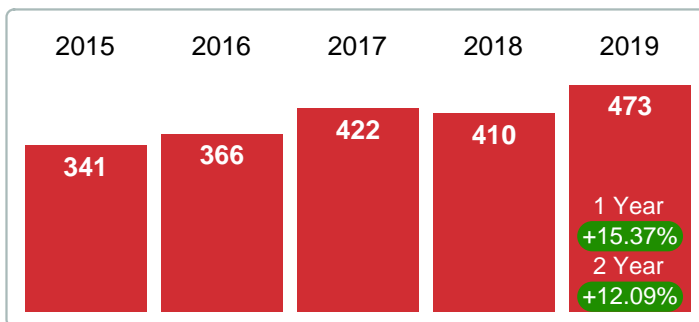
## PENDING LISTINGS

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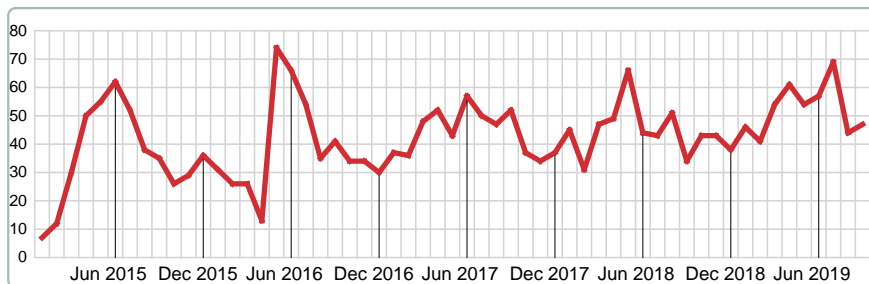
### SEPTEMBER



### YEAR TO DATE (YTD)

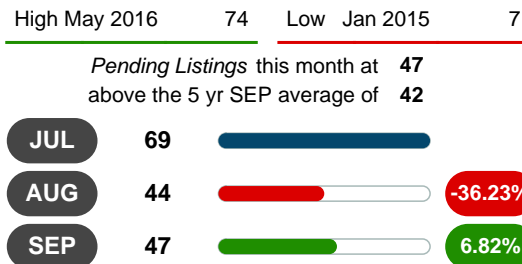


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 42



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.38%	19.0	3	0	0	0
\$30,001 - \$50,000	5	10.64%	32.0	4	1	0	0
\$50,001 - \$110,000	10	21.28%	64.0	3	7	0	0
\$110,001 - \$160,000	10	21.28%	49.5	0	9	1	0
\$160,001 - \$190,000	7	14.89%	102.0	1	5	0	1
\$190,001 - \$240,000	7	14.89%	88.0	0	5	2	0
\$240,001 and up	5	10.64%	90.0	0	3	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>68.0</b>	<b>654.65K</b>	<b>5.12M</b>	<b>1.22M</b>	<b>164.90K</b>
<b>Median Listing Price</b>	<b>\$134,900</b>			<b>\$42,000</b>	<b>\$156,450</b>	<b>\$212,000</b>	<b>\$164,900</b>

# September 2019



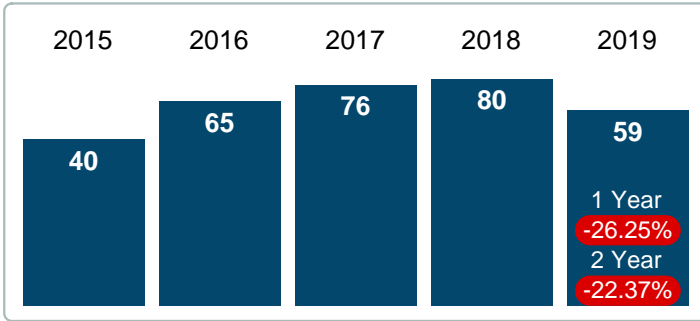
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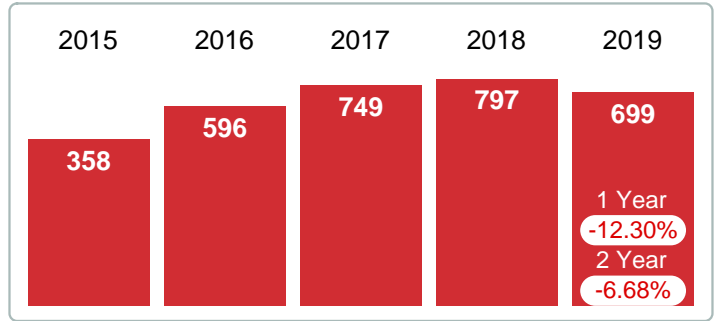
## NEW LISTINGS

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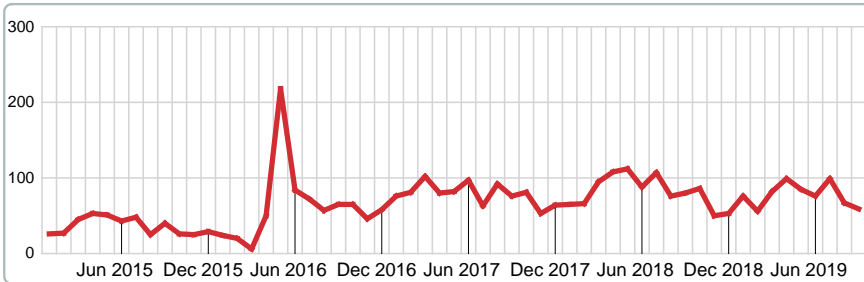
### SEPTEMBER



### YEAR TO DATE (YTD)

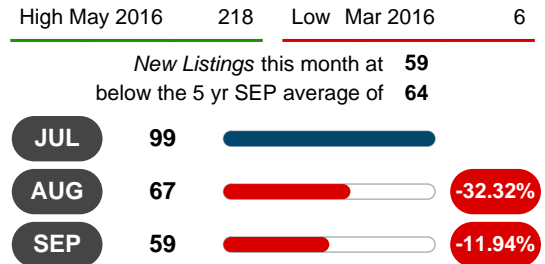


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$129,900</b>		<b>\$46,750</b>	<b>\$156,000</b>	<b>\$166,950</b>	<b>\$139,700</b>

# September 2019



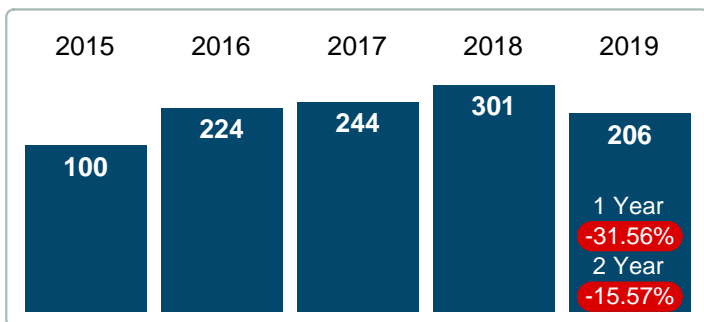
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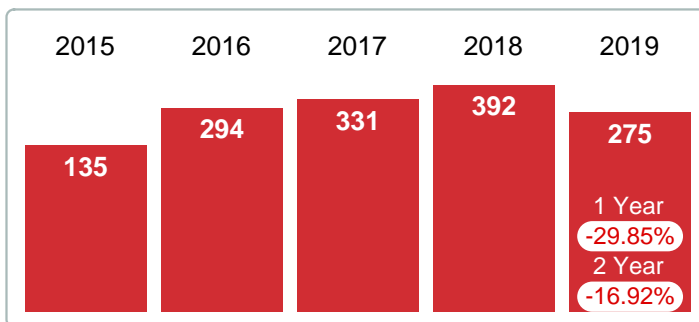
## ACTIVE INVENTORY

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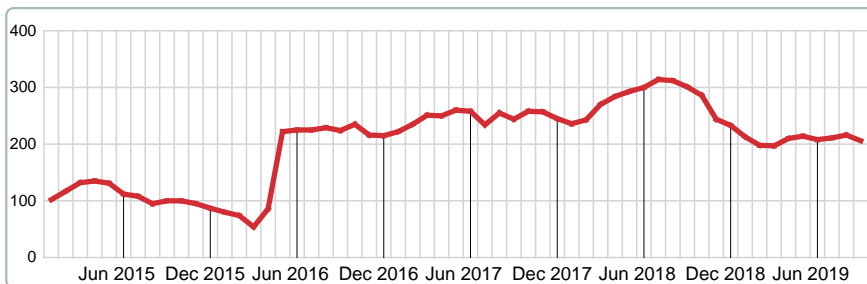
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

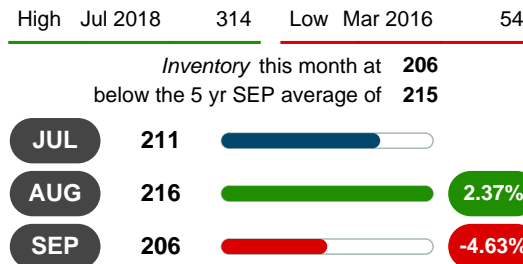


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 215



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	10.68%	79.5	15	7	0	0
\$50,001 - \$70,000	16	7.77%	64.0	7	9	0	0
\$70,001 - \$90,000	32	15.53%	59.5	7	20	3	2
\$90,001 - \$160,000	55	26.70%	74.0	8	33	12	2
\$160,001 - \$240,000	34	16.50%	50.0	2	22	9	1
\$240,001 - \$320,000	25	12.14%	77.0	2	11	10	2
\$320,001 and up	22	10.68%	77.0	0	12	8	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>73.0</b>	<b>3.34M</b>	<b>19.26M</b>	<b>9.83M</b>	<b>3.55M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$137,700</b>			<b>\$68,000</b>	<b>\$141,450</b>	<b>\$217,400</b>	<b>\$179,900</b>

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



## MONTHS SUPPLY of INVENTORY (MSI)

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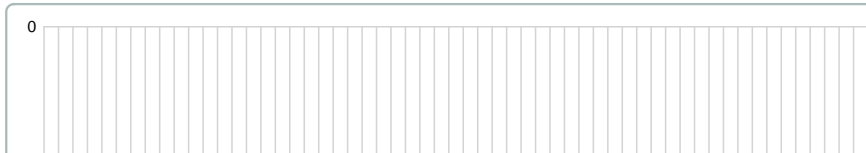
### MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>206</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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr SEP average of <b>inf</b>			
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
		100%	4.30				
Total Active Inventory by Units			206	41	114	42	9

# September 2019



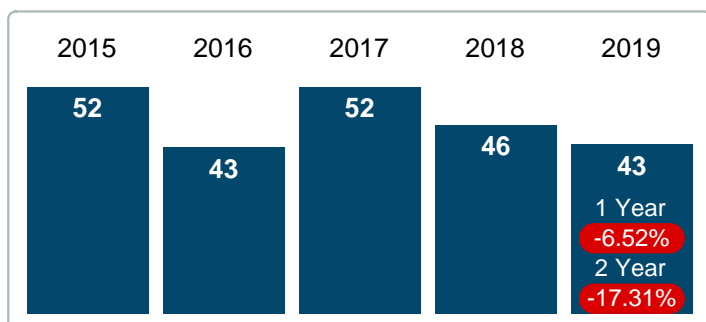
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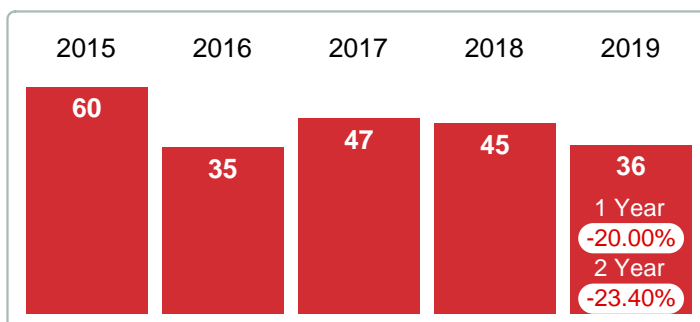
## MEDIAN DAYS ON MARKET TO SALE

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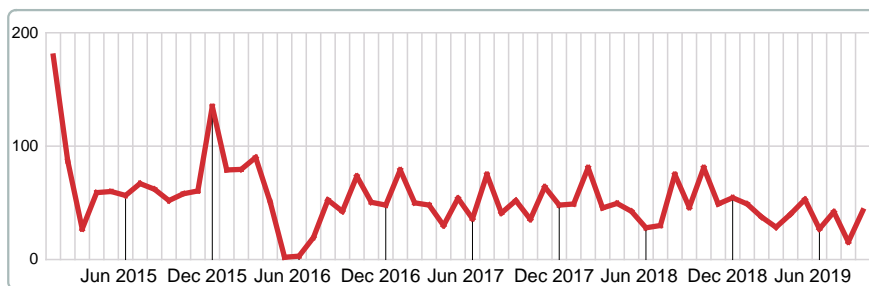
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

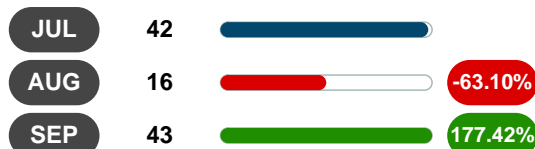


### 3 MONTHS

5 year SEP AVG = 47

High Jan 2015 180 Low May 2016 2

Median Days on Market to Sale this month at 43 below the 5 yr SEP average of 47



### 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
\$30,000 and less	10.00%	41	123	29	0	0
\$30,001 - \$60,000	7.50%	14	14	0	0	0
\$60,001 - \$80,000	17.50%	50	47	87	0	0
\$80,001 - \$120,000	22.50%	22	8	66	87	0
\$120,001 - \$160,000	20.00%	84	0	70	139	0
\$160,001 - \$220,000	12.50%	40	0	40	0	0
\$220,001 and up	10.00%	39	0	35	0	43
Median Closed DOM		43	26	42	113	43
Total Closed Units	100%	43.0	11	24	4	1
Total Closed Volume		4,664,900	686.10K	3.15M	508.50K	325.00K



# September 2019



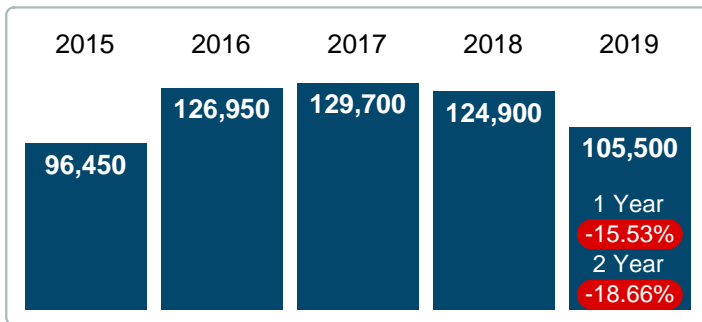
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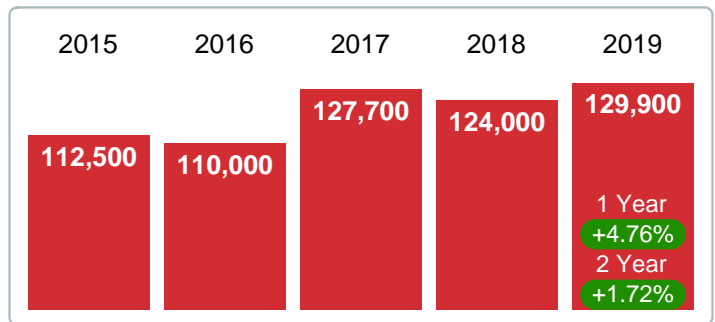
## MEDIAN LIST PRICE AT CLOSING

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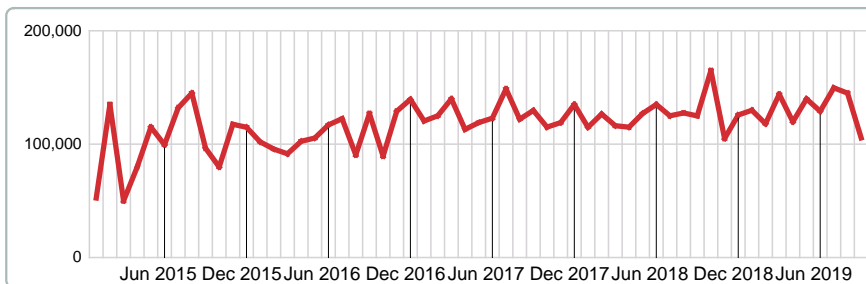
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

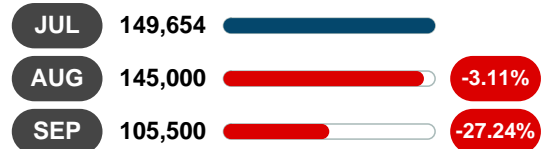


### 3 MONTHS

5 year SEP AVG = 116,700

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

Median List Price at Closing this month at **105,500**  
 below the 5 yr SEP average of **116,700**



### 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
\$30,000 and less	7.50%	26,500	24,200	28,000	0	0
\$30,001 - \$60,000	7.50%	42,000	42,000	0	0	0
\$60,001 - \$80,000	20.00%	68,500	65,000	72,000	0	0
\$80,001 - \$120,000	17.50%	97,500	105,000	97,500	94,995	0
\$120,001 - \$160,000	20.00%	132,450	124,500	129,900	137,450	0
\$160,001 - \$220,000	17.50%	175,000	0	174,950	182,500	0
\$220,001 and up	10.00%	255,000	0	235,000	0	385,000
<b>Median List Price</b>		<b>105,500</b>	<b>63,900</b>	<b>127,450</b>	<b>137,450</b>	<b>385,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>105,500</b>	<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,927,195</b>	<b>738.40K</b>	<b>3.25M</b>	<b>552.40K</b>	<b>385.00K</b>



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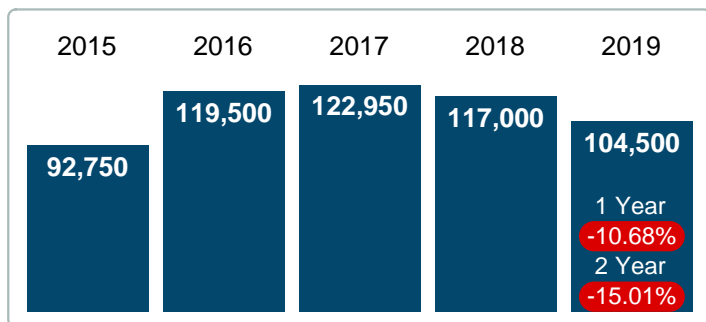
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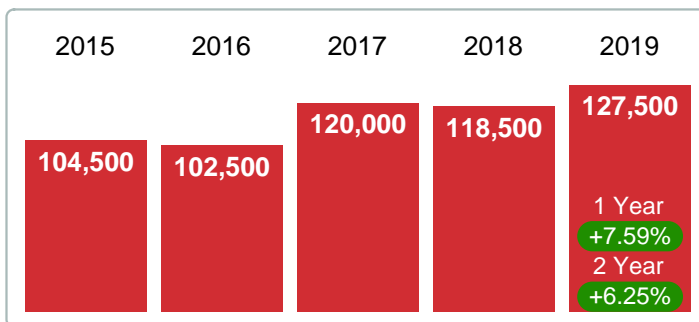
## MEDIAN SOLD PRICE AT CLOSING

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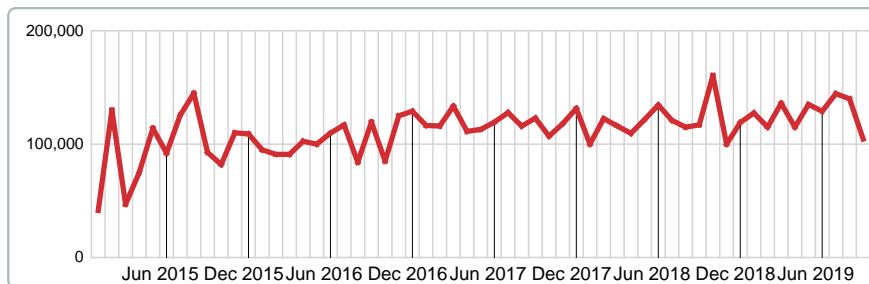
### SEPTEMBER



### YEAR TO DATE (YTD)

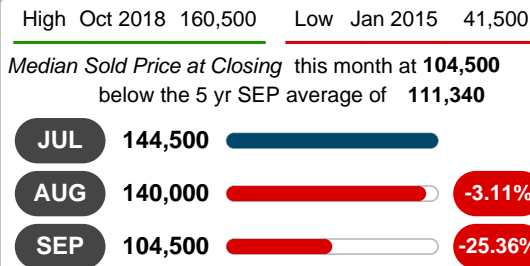


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 111,340



### 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
\$30,000 and less	10.00%	22,100	22,000	24,350	0	0
\$30,001 - \$60,000	7.50%	52,000	52,000	0	0	0
\$60,001 - \$80,000	17.50%	65,000	66,800	65,000	0	0
\$80,001 - \$120,000	22.50%	99,900	110,500	98,450	92,000	0
\$120,001 - \$160,000	20.00%	135,900	0	136,800	135,000	0
\$160,001 - \$220,000	12.50%	171,000	0	171,000	0	0
\$220,001 and up	10.00%	251,000	0	227,000	0	325,000
<b>Median Sold Price</b>		<b>104,500</b>	<b>61,000</b>	<b>126,000</b>	<b>128,750</b>	<b>325,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>104,500</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>

# September 2019



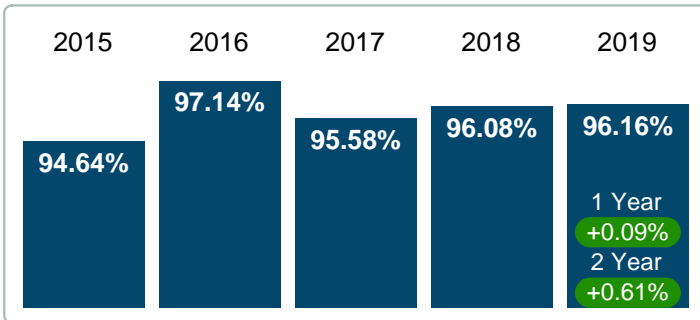
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



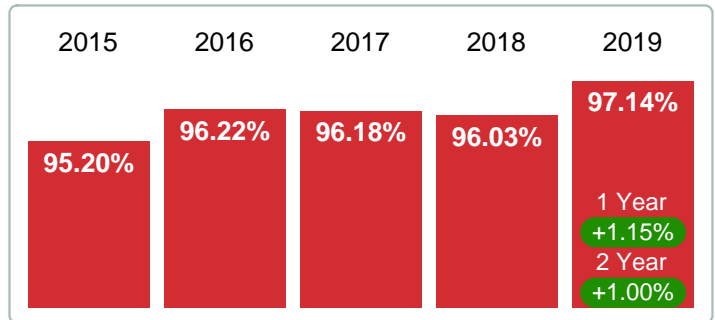
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

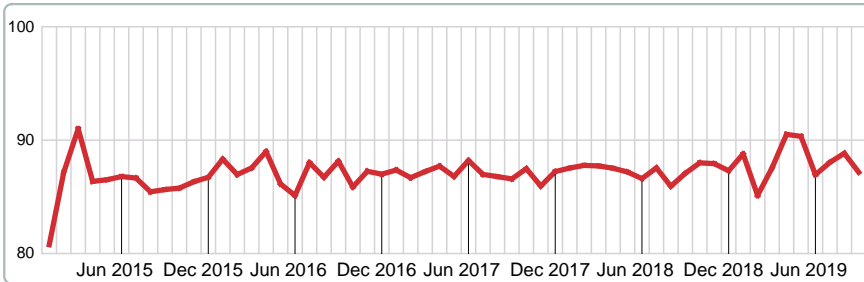
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

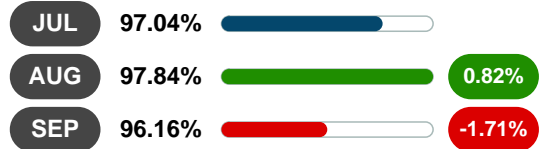


### 3 MONTHS

5 year SEP AVG = 95.92%

High Mar 2015 100.00% Low Jan 2015 89.78%

Median Sold/List Ratio this month at **96.16%**  
equal to 5 yr SEP average of **95.92%**



### 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	
\$30,000 and less	<div style="width: 10.00%;"></div>	10.00%	75.48%	74.97%	86.23%	0.00%	0.00%	
\$30,001 - \$60,000	<div style="width: 7.50%;"></div>	7.50%	94.05%	94.05%	0.00%	0.00%	0.00%	
\$60,001 - \$80,000	<div style="width: 17.50%;"></div>	17.50%	96.12%	96.65%	96.12%	0.00%	0.00%	
\$80,001 - \$120,000	<div style="width: 22.50%;"></div>	22.50%	97.17%	96.66%	98.08%	96.85%	0.00%	
\$120,001 - \$160,000	<div style="width: 20.00%;"></div>	20.00%	96.65%	0.00%	97.78%	87.56%	0.00%	
\$160,001 - \$220,000	<div style="width: 12.50%;"></div>	12.50%	96.17%	0.00%	96.17%	0.00%	0.00%	
\$220,001 and up	<div style="width: 10.00%;"></div>	10.00%	97.87%	0.00%	100.00%	0.00%	84.42%	
Median Sold/List Ratio		96.16%		94.05%	97.44%	92.20%	84.42%	
Total Closed Units		40	100%	96.16%	11	24	4	1
Total Closed Volume		4,664,900			686.10K	3.15M	508.50K	325.00K

# September 2019



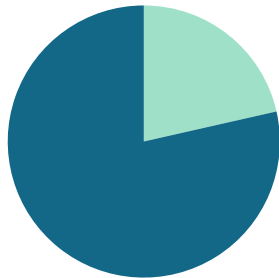
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

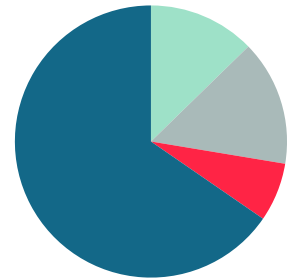


**Inventory**  
 New Listings  
**59 = 21.45%**  
 Start Inventory  
**216**  
 Total Inventory Units  
**275**  
 Volume  
**\$47,002,395**

### 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%
Median List Price	124,900	105,500	-15.53%	124,000	129,900	4.76%
Median Sale Price	117,000	104,500	-10.68%	118,500	127,500	7.59%
Median Percent of Selling Price to List Price	96.08%	96.16%	0.09%	96.03%	97.14%	1.15%
Median Days on Market to Sale	46.00	43.00	-6.52%	45.00	36.00	-20.00%
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%

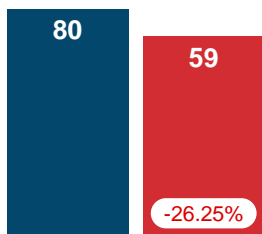
**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Inventory** on September 30, 2019 = **206** 2018 2019

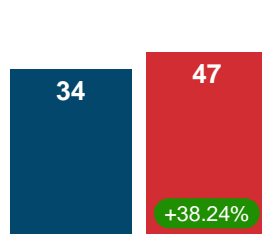
### SEPTEMBER MARKET

### MEDIAN PRICES

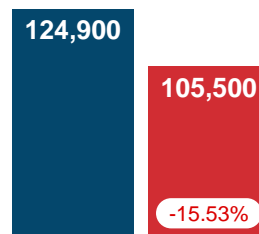
#### New Listings



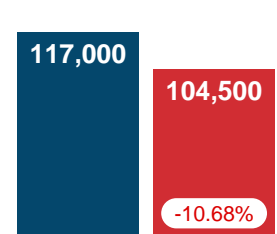
#### Pending Listings



#### List Price



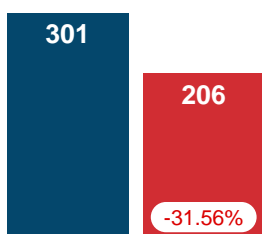
#### Sale Price



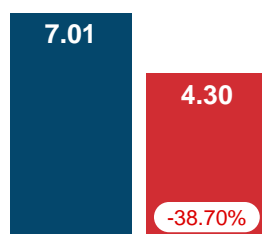
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

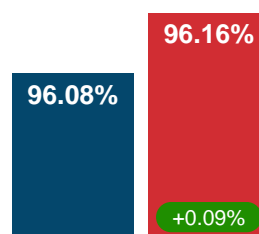
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

