

August 2019



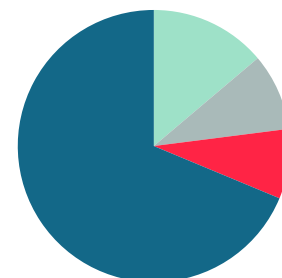
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	53	65	22.64%
Pending Listings	48	43	-10.42%
New Listings	91	69	-24.18%
Median List Price	120,000	145,000	20.83%
Median Sale Price	115,000	138,000	20.00%
Median Percent of Selling Price to List Price	95.00%	96.88%	1.97%
Median Days on Market to Sale	41.00	13.00	-68.29%
End of Month Inventory	482	323	-32.99%
Months Supply of Inventory	11.04	7.06	-36.04%



■ Closed (13.83%)
■ Pending (9.15%)
■ Other OffMarket (8.30%)
■ Active (68.72%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of August 31, 2019 = **323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **32.99%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **7.06** 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 **20.00%** in August 2019 to \$138,000 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 28.00 days or **68.29%** in August 2019 compared to last year's same month at **41.00** DOM.

Sales Success for August 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 69 New Listings in August 2019, down **24.18%** from last year at 91. Furthermore, there were 65 Closed Listings this month versus last year at 53, a **22.64%** increase.

Closed versus Listed trends yielded a **94.2%** ratio, up from previous year's, August 2018, at **58.2%**, a **61.74%** 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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Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

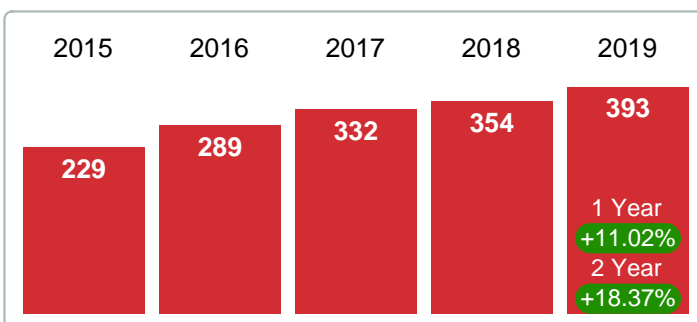
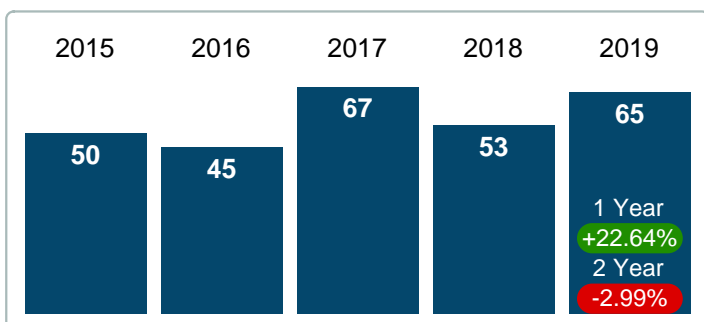


CLOSED LISTINGS

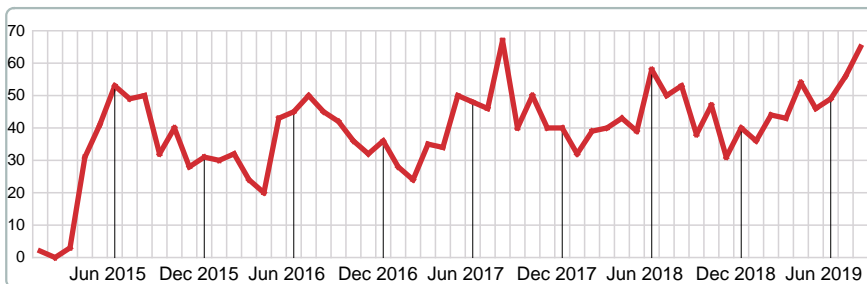
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AUGUST

YEAR TO DATE (YTD)

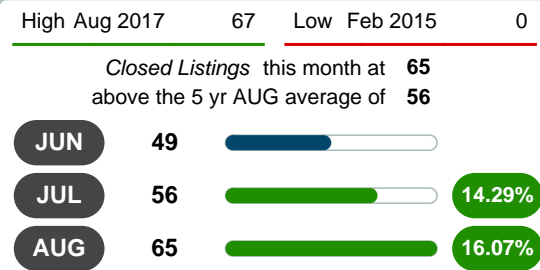


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.15%	46.5	2	2	0	0
\$50,001 - \$70,000	8	12.31%	41.5	3	5	0	0
\$70,001 - \$100,000	10	15.38%	27.5	3	7	0	0
\$100,001 - \$150,000	18	27.69%	14.5	3	11	4	0
\$150,001 - \$180,000	9	13.85%	4.0	0	8	1	0
\$180,001 - \$260,000	10	15.38%	15.5	0	7	3	0
\$260,001 and up	6	9.23%	4.5	0	1	3	2
Total Closed Units	65			11	41	11	2
Total Closed Volume	10,326,297	100%	13.0	887.67K	5.41M	2.93M	1.10M
Median Closed Price	\$138,000			\$75,705	\$142,000	\$200,000	\$547,500

August 2019



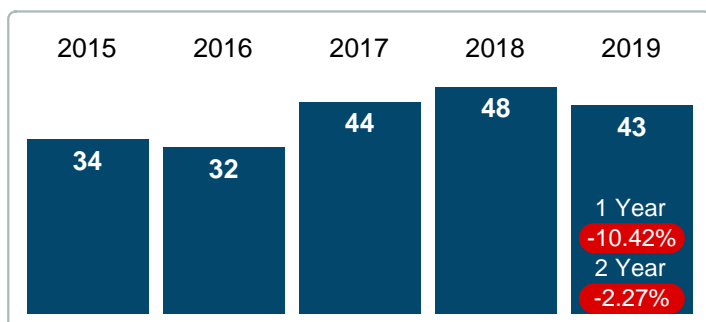
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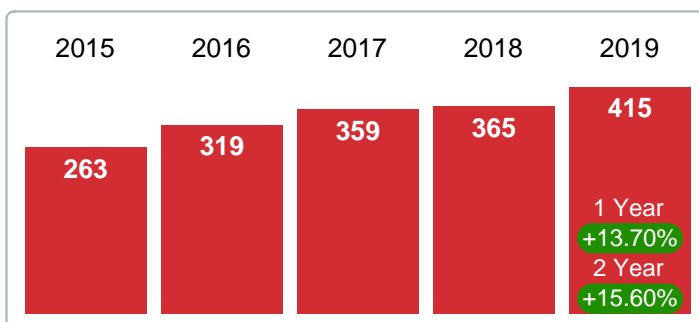
PENDING LISTINGS

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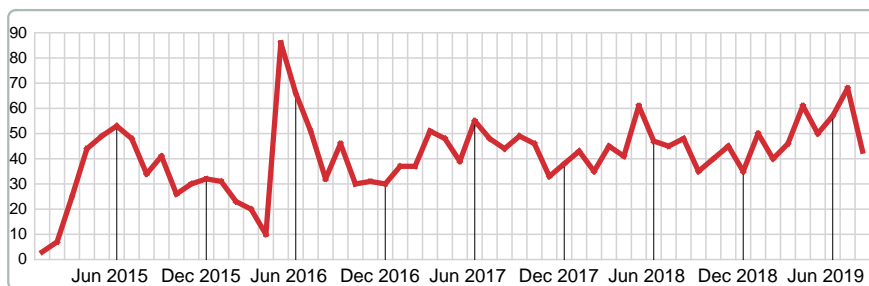
AUGUST



YEAR TO DATE (YTD)

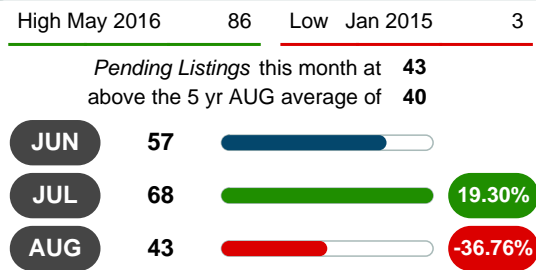


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.65%	163.0	1	1	0	0
\$25,001 - \$75,000	7	16.28%	77.0	4	3	0	0
\$75,001 - \$125,000	6	13.95%	48.5	2	3	1	0
\$125,001 - \$150,000	6	13.95%	37.5	1	5	0	0
\$150,001 - \$200,000	11	25.58%	37.0	0	11	0	0
\$200,001 - \$275,000	5	11.63%	14.0	0	3	2	0
\$275,001 and up	6	13.95%	29.0	0	4	0	2
Total Pending Units	43			8	30	3	2
Total Pending Volume	6,891,495	100%	40.0	545.20K	5.07M	584.90K	694.90K
Median Listing Price	\$155,000			\$52,700	\$169,200	\$239,900	\$347,450

August 2019



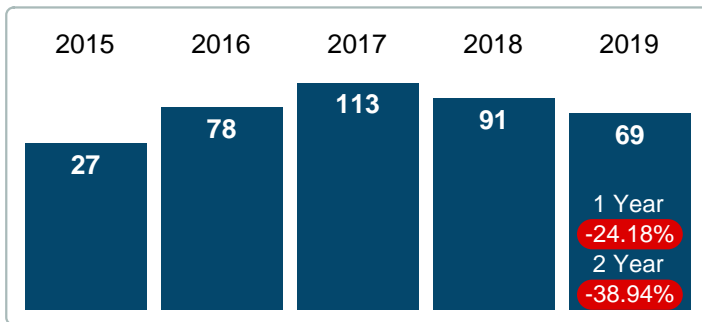
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



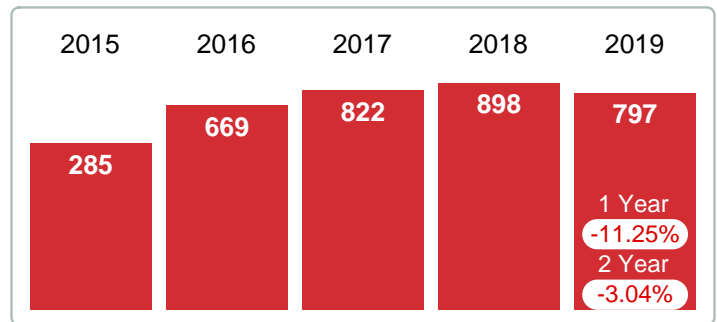
NEW LISTINGS

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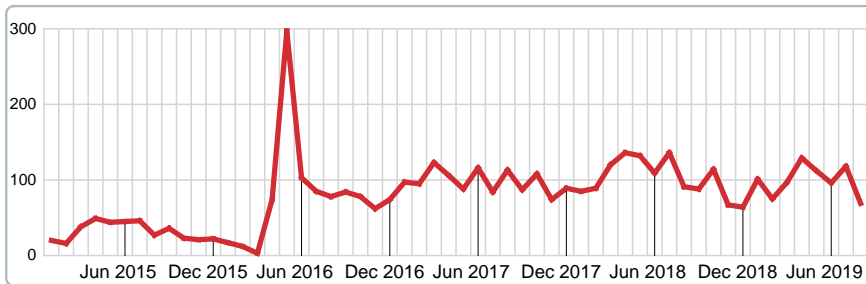
AUGUST



YEAR TO DATE (YTD)

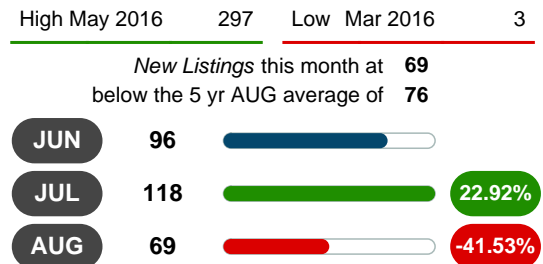


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 76



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	7.25%	4	1	0	0
\$40,001 - \$70,000	10	14.49%	4	6	0	0
\$70,001 - \$90,000	8	11.59%	5	3	0	0
\$90,001 - \$180,000	20	28.99%	4	15	1	0
\$180,001 - \$300,000	11	15.94%	2	7	1	1
\$300,001 - \$370,000	7	10.14%	3	2	1	1
\$370,001 and up	8	11.59%	3	4	1	0
Total New Listed Units	69		25	38	4	2
Total New Listed Volume	12,478,699	100%	4.32M	6.50M	1.08M	578.90K
Median New Listed Listing Price	\$140,000		\$90,000	\$142,500	\$267,450	\$289,450

August 2019



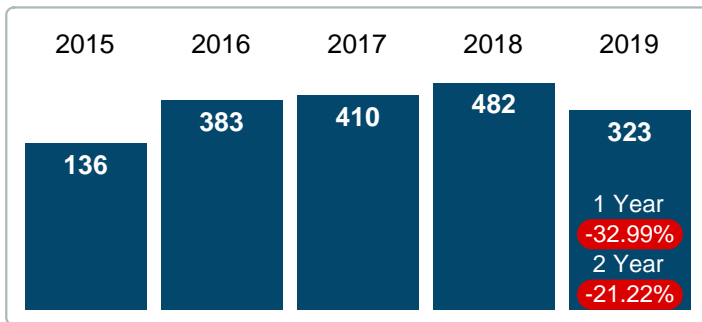
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



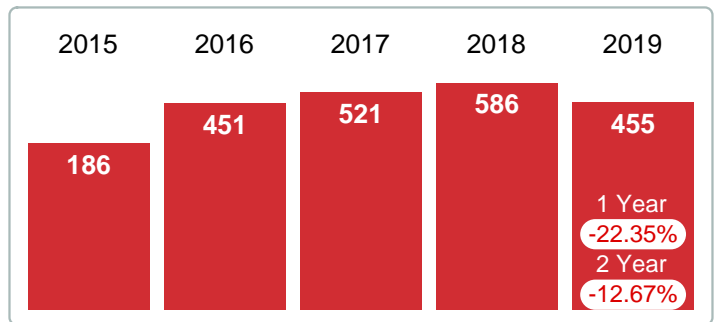
ACTIVE INVENTORY

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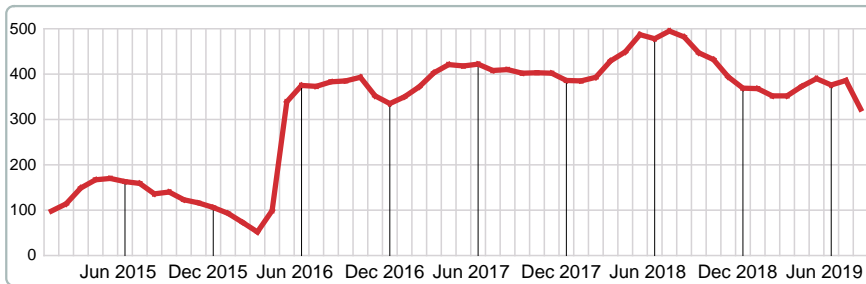
END OF AUGUST



ACTIVE DURING AUGUST

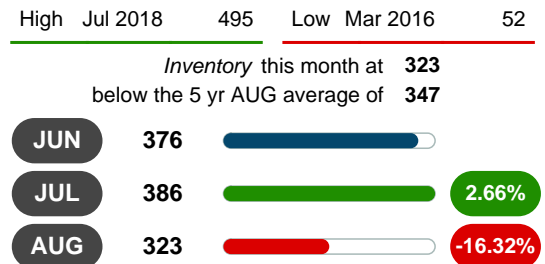


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 347



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	32	9.91%	83.5	32	0	0	0
\$30,001 - \$50,000	33	10.22%	94.0	29	4	0	0
\$50,001 - \$80,000	46	14.24%	61.5	28	16	0	2
\$80,001 - \$180,000	90	27.86%	77.5	30	49	9	2
\$180,001 - \$270,000	49	15.17%	94.0	16	20	12	1
\$270,001 - \$370,000	38	11.76%	72.5	15	9	13	1
\$370,001 and up	35	10.84%	85.0	18	10	5	2
Total Active Inventory by Units	323			168	108	39	8
Total Active Inventory by Volume	61,276,748	100%	82.0	27.84M	19.51M	10.43M	3.49M
Median Active Inventory Listing Price	\$135,000			\$75,000	\$149,950	\$269,900	\$216,950

August 2019



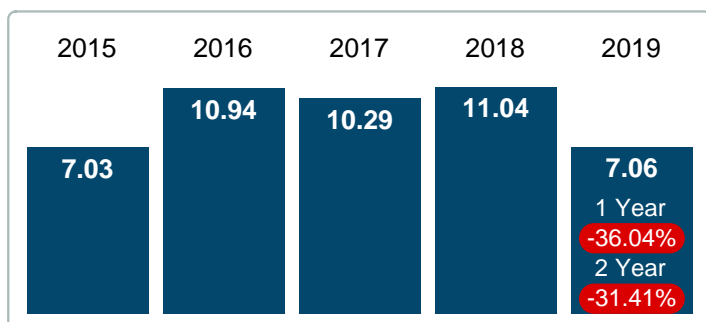
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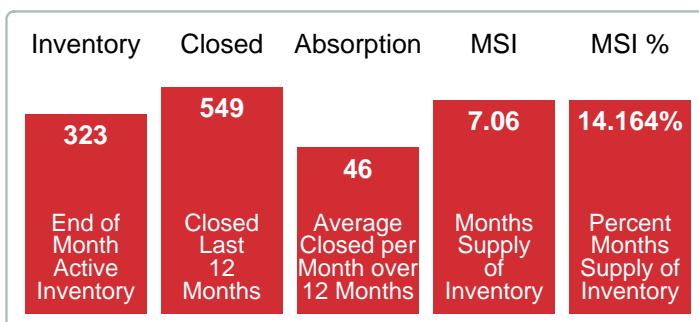
MONTHS SUPPLY of INVENTORY (MSI)

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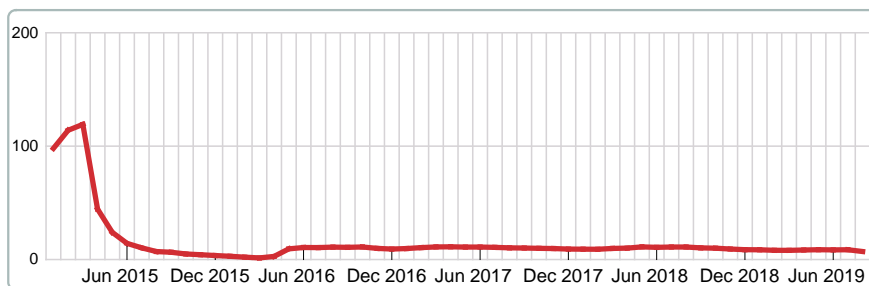
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

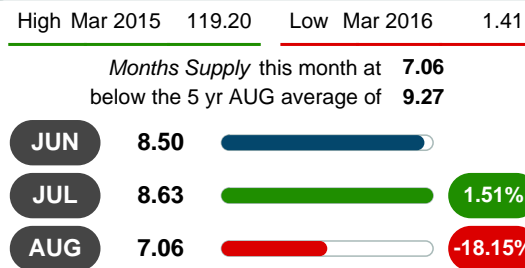


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 9.27



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	32	9.91%	9.14	13.24	0.00	0.00	0.00
\$30,001 - \$50,000	33	10.22%	11.00	20.47	2.67	0.00	0.00
\$50,001 - \$80,000	46	14.24%	6.34	9.88	4.27	0.00	0.00
\$80,001 - \$180,000	90	27.86%	4.41	8.57	3.54	3.18	8.00
\$180,001 - \$270,000	49	15.17%	6.92	38.40	4.90	5.14	4.00
\$270,001 - \$370,000	38	11.76%	14.71	60.00	10.80	9.75	6.00
\$370,001 and up	35	10.84%	18.26	43.20	40.00	6.00	4.80
Market Supply of Inventory (MSI)			7.06	14.93	4.26	4.82	7.38
Total Active Inventory by Units		100%	7.06	168	108	39	8

August 2019



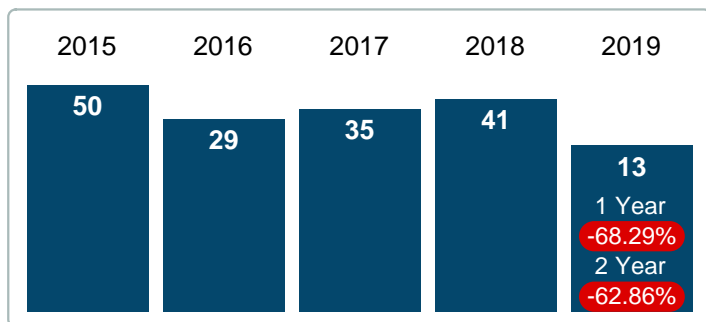
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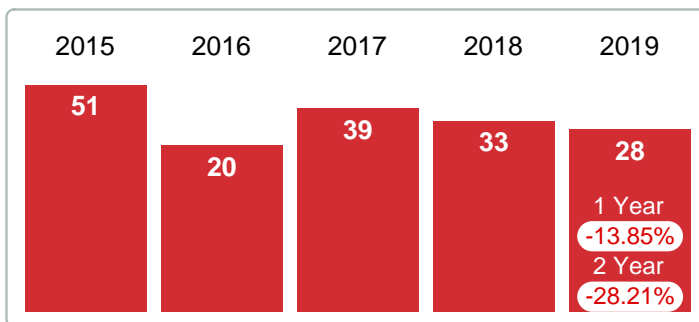
MEDIAN DAYS ON MARKET TO SALE

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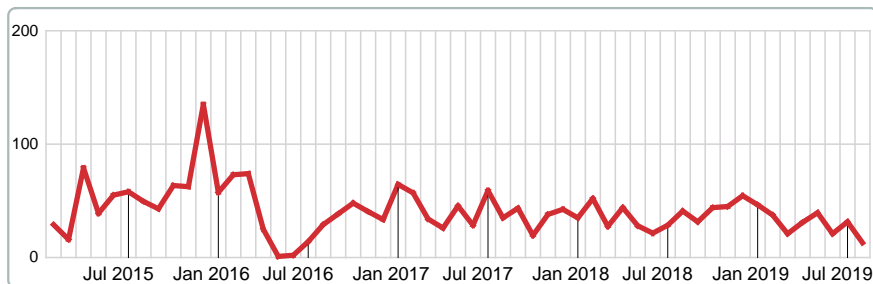
AUGUST



YEAR TO DATE (YTD)

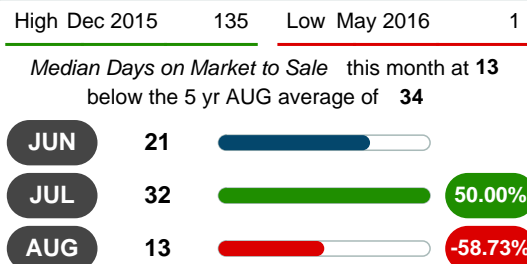


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 34



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
\$50,000 and less	6.15%	47	178	2	0	0
\$50,001 - \$70,000	12.31%	42	34	49	0	0
\$70,001 - \$100,000	15.38%	28	53	8	0	0
\$100,001 - \$150,000	27.69%	15	19	14	10	0
\$150,001 - \$180,000	13.85%	4	0	3	13	0
\$180,001 - \$260,000	15.38%	16	0	14	59	0
\$260,001 and up	9.23%	5	0	5	1	16
Median Closed DOM		13	51	8	13	16
Total Closed Units	100%	13.0	11	41	11	2
Total Closed Volume		10,326,297	887.67K	5.41M	2.93M	1.10M

August 2019



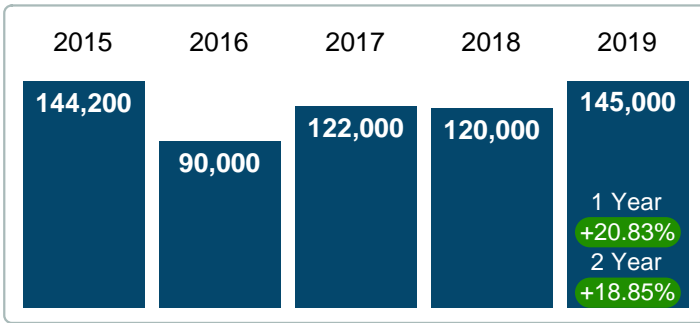
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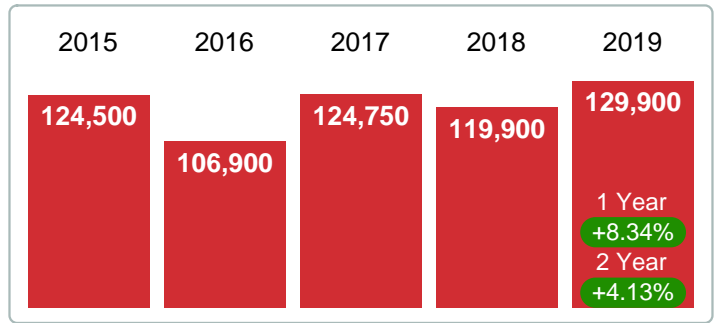
MEDIAN LIST PRICE AT CLOSING

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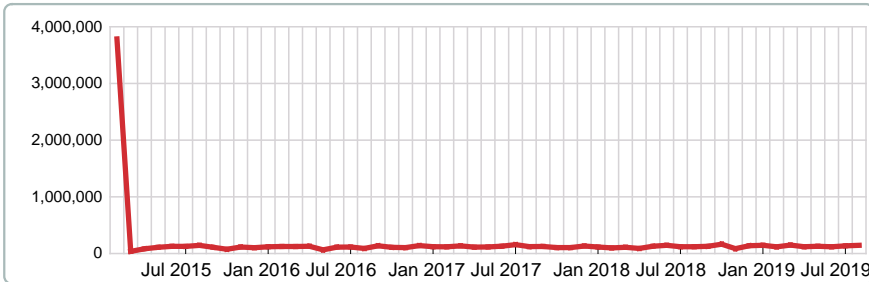
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

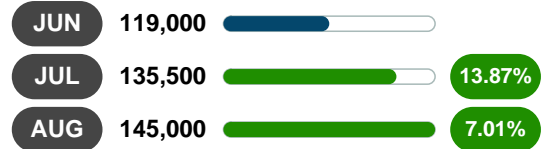


3 MONTHS

5 year AUG AVG = 124,240

High Jan 2015 3,784,950 Low Mar 2015 38,000

Median List Price at Closing this month at **145,000**
above the 5 yr AUG average of **124,240**



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
\$50,000 and less	4	30,448	30,448	35,250	0	0
\$50,001 - \$70,000	5	59,900	56,450	69,900	0	0
\$70,001 - \$100,000	10	83,700	85,500	83,700	0	0
\$100,001 - \$150,000	19	134,900	141,310	124,450	134,900	0
\$150,001 - \$180,000	11	168,900	0	166,950	172,500	0
\$180,001 - \$260,000	8	203,784	0	197,568	215,000	0
\$260,001 and up	8	379,950	0	300,000	450,000	579,950
Median List Price		145,000	96,000	145,000	215,000	579,950
Total Closed Units		65	11	41	11	2
Total Closed Volume		10,837,373	998.61K	5.62M	3.06M	1.16M

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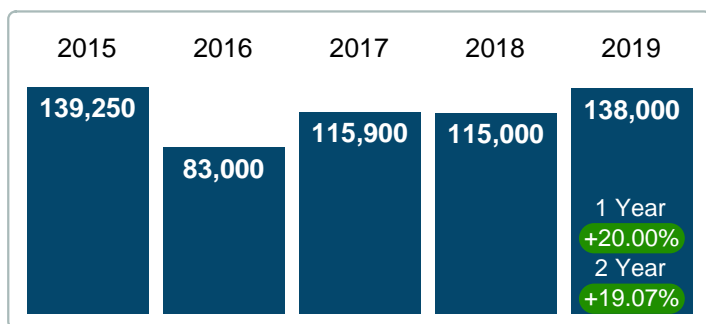
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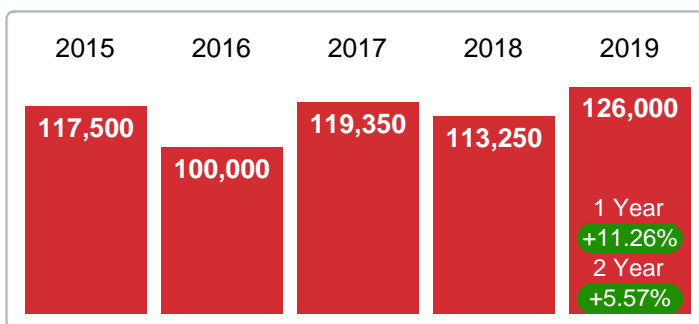
MEDIAN SOLD PRICE AT CLOSING

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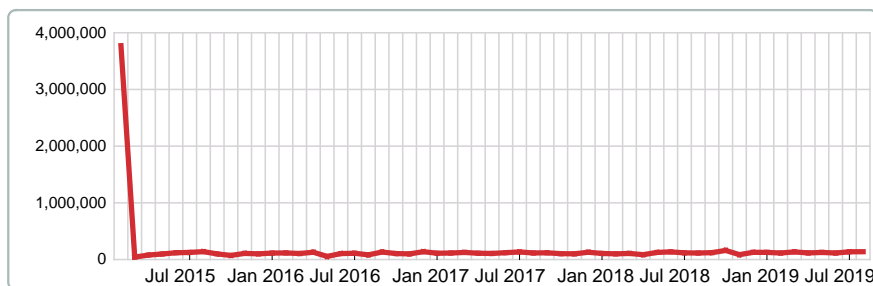
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 118,230

High Jan 2015 3,772,020 Low Mar 2015 42,999

Median Sold Price at Closing this month at **138,000**
above the 5 yr AUG average of **118,230**

JUN	114,900	
JUL	136,500	18.80%
AUG	138,000	1.10%

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		
\$50,000 and less	4	6.15%	25,000	25,000	34,000	0		
\$50,001 - \$70,000	8	12.31%	57,480	57,960	57,000	0		
\$70,001 - \$100,000	10	15.38%	88,750	93,000	88,500	0		
\$100,001 - \$150,000	18	27.69%	136,200	138,000	137,500	134,900		
\$150,001 - \$180,000	9	13.85%	167,000	0	166,000	175,000		
\$180,001 - \$260,000	10	15.38%	204,000	0	190,000	255,000		
\$260,001 and up	6	9.23%	450,000	0	300,000	460,000		
Median Sold Price		138,000		75,705	142,000	200,000	547,500	
Total Closed Units		65	100%	138,000	11	41	11	2
Total Closed Volume		10,326,297		887.67K	5.41M	2.93M	1.10M	

August 2019



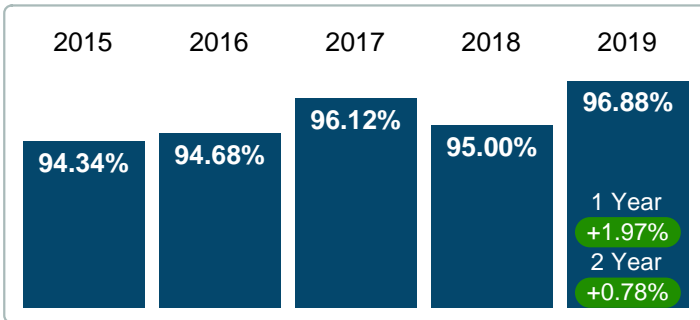
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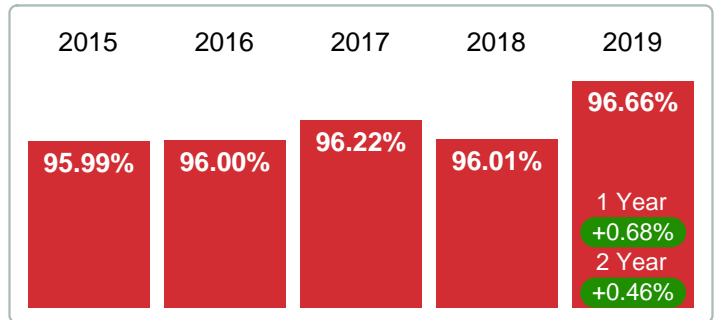
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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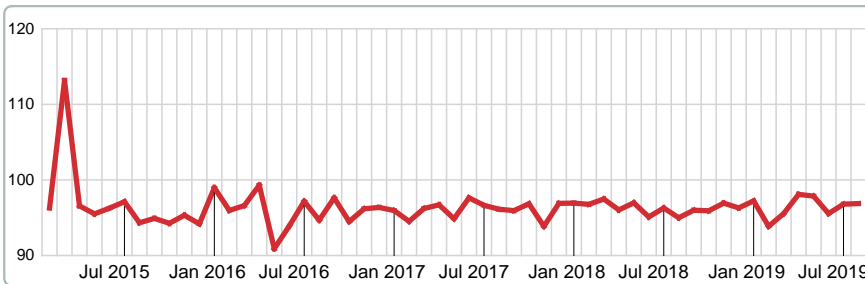
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

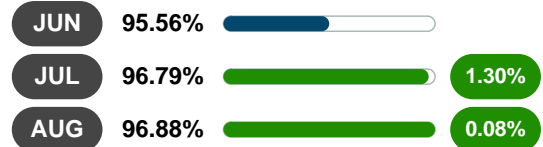


3 MONTHS

5 year AUG AVG = 95.40%

High Mar 2015 113.16% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.88%**
above the 5 yr AUG average of **95.40%**



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	
\$50,000 and less	4	6.15%	87.13%	81.83%	94.94%	0.00%	0.00%	
\$50,001 - \$70,000	8	12.31%	87.32%	99.93%	81.55%	0.00%	0.00%	
\$70,001 - \$100,000	10	15.38%	94.10%	90.99%	94.34%	0.00%	0.00%	
\$100,001 - \$150,000	18	27.69%	98.27%	98.61%	96.75%	100.00%	0.00%	
\$150,001 - \$180,000	9	13.85%	100.00%	0.00%	99.15%	101.45%	0.00%	
\$180,001 - \$260,000	10	15.38%	96.14%	0.00%	99.05%	93.02%	0.00%	
\$260,001 and up	6	9.23%	96.83%	0.00%	100.00%	97.78%	93.12%	
Median Sold/List Ratio		96.88%		93.50%	96.90%	97.89%	93.12%	
Total Closed Units		65	100%	96.88%	11	41	11	2
Total Closed Volume		10,326,297			887.67K	5.41M	2.93M	1.10M

August 2019



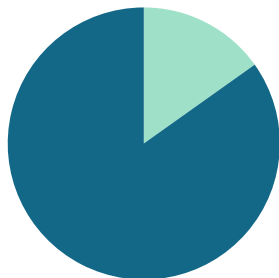
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

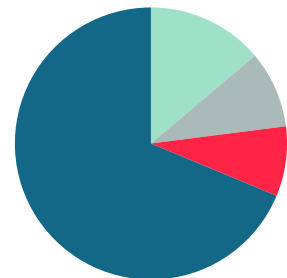


Inventory
 New Listings
69 = 15.16%
 Start Inventory
386
 Total Inventory Units
455
 Volume
\$84,275,516

Market Activity

Closed Sales
65 = 13.83%
 Pending Sales
43 = 9.15%
 Other Off Market
39 = 8.30%
 Active Inventory
323 = 68.72%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	53	65	22.64%	354	393	11.02%
Pending Sales	48	43	-10.42%	365	415	13.70%
New Listings	91	69	-24.18%	898	797	-11.25%
Median List Price	120,000	145,000	20.83%	119,900	129,900	8.34%
Median Sale Price	115,000	138,000	20.00%	113,250	126,000	11.26%
Median Percent of Selling Price to List Price	95.00%	96.88%	1.97%	96.01%	96.66%	0.68%
Median Days on Market to Sale	41.00	13.00	-68.29%	32.50	28.00	-13.85%
Monthly Inventory	482	323	-32.99%	482	323	-32.99%
Months Supply of Inventory	11.04	7.06	-36.04%	11.04	7.06	-36.04%

Absorption: Last 12 months, an Average of **46** Sales/Month

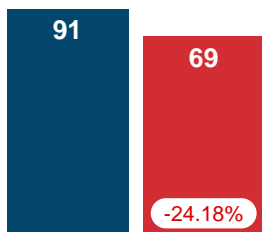
Inventory on August 31, 2019 = **323**

2018 **2019**

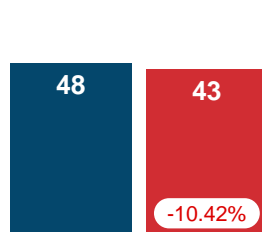
AUGUST MARKET

MEDIAN PRICES

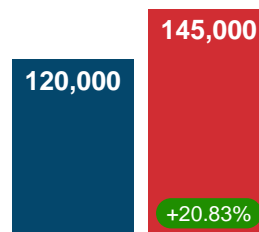
New Listings



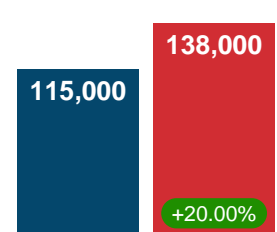
Pending Listings



List Price



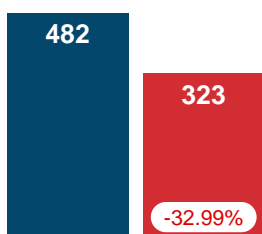
Sale Price



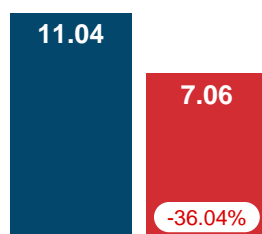
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

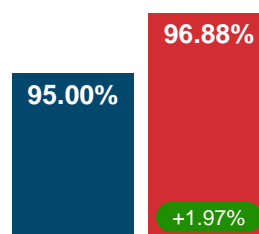
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

