

August 2019



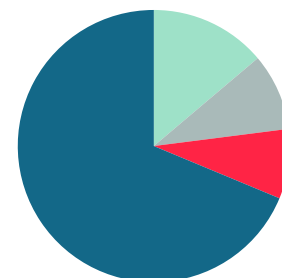
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	139,864	166,729	19.21%
Average Sale Price	132,583	158,866	19.82%
Average Percent of Selling Price to List Price	93.00%	94.35%	1.44%
Average Days on Market to Sale	58.49	32.83	-43.87%
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.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **19.82%** in August 2019 to \$158,866 versus the previous year at \$132,583.

Average Days on Market Shortens

The average number of **32.83** days that homes spent on the market before selling decreased by 25.66 days or **43.87%** in August 2019 compared to last year's same month at **58.49** DOM.

Sales Success for August 2019 is Positive

Overall, with Average 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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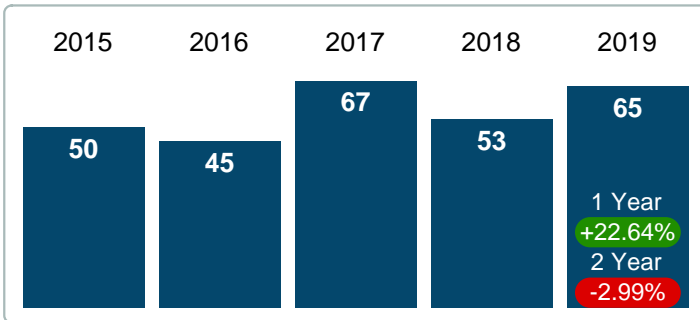
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



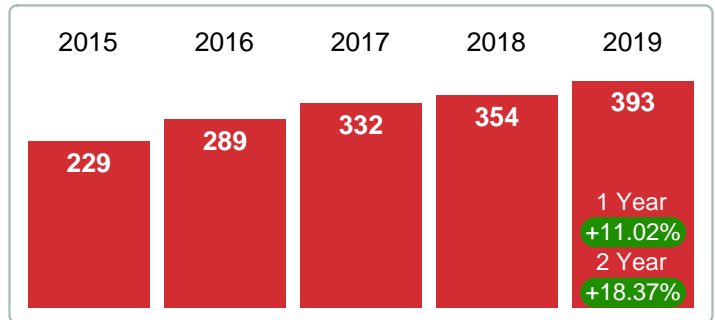
CLOSED LISTINGS

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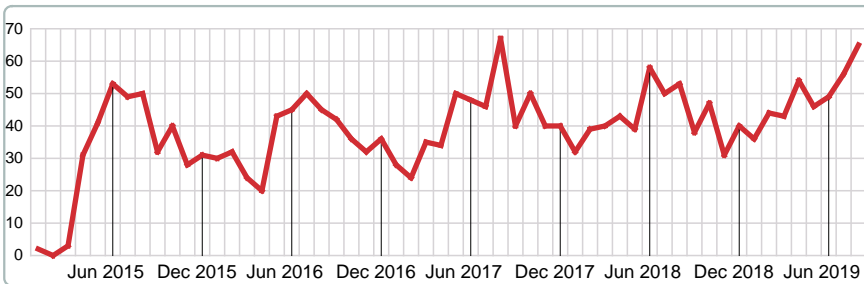
AUGUST



YEAR TO DATE (YTD)

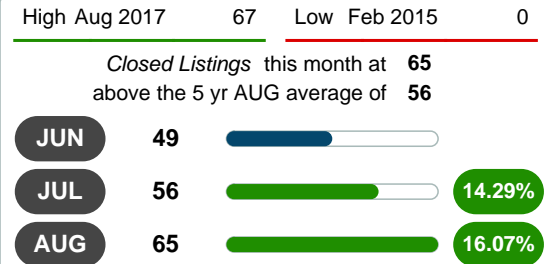


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.15%	90.0	2	2	0	0
\$50,001 - \$75,000	11	16.92%	40.8	3	8	0	0
\$75,001 - \$100,000	7	10.77%	48.0	3	4	0	0
\$100,001 - \$150,000	18	27.69%	25.2	3	11	4	0
\$150,001 - \$175,000	7	10.77%	19.0	0	6	1	0
\$175,001 - \$250,000	10	15.38%	28.4	0	9	1	0
\$250,001 and up	8	12.31%	14.8	0	1	5	2
Total Closed Units	65			11	41	11	2
Total Closed Volume	10,326,297	100%	32.8	887.67K	5.41M	2.93M	1.10M
Average Closed Price	\$158,866			\$80,697	\$132,063	\$266,276	\$547,500

August 2019



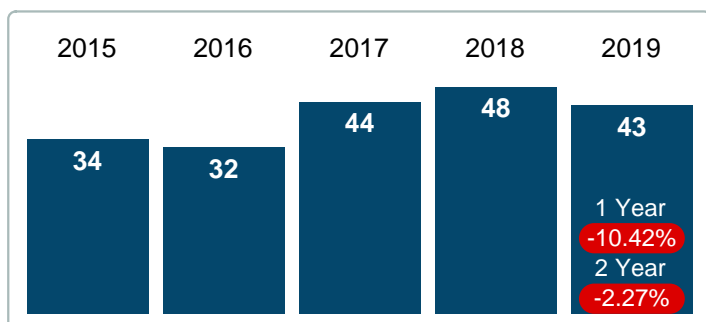
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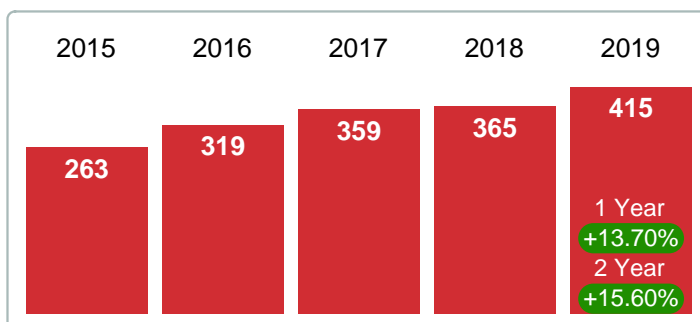
PENDING LISTINGS

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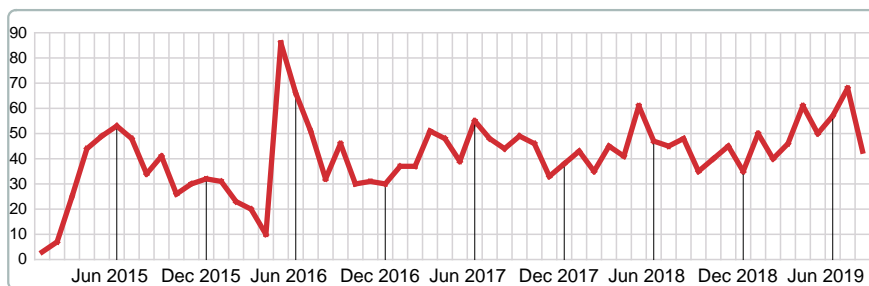
AUGUST



YEAR TO DATE (YTD)

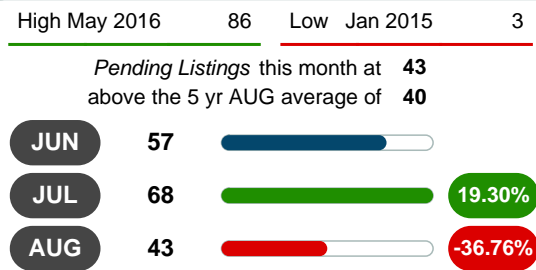


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	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%	82.7	4	3	0	0
\$75,001 - \$125,000	6	13.95%	48.7	2	3	1	0
\$125,001 - \$150,000	6	13.95%	60.2	1	5	0	0
\$150,001 - \$200,000	11	25.58%	48.8	0	11	0	0
\$200,001 - \$275,000	5	11.63%	48.4	0	3	2	0
\$275,001 and up	6	13.95%	31.8	0	4	0	2
Total Pending Units	43			8	30	3	2
Total Pending Volume	6,891,495	100%	61.1	545.20K	5.07M	584.90K	694.90K
Average Listing Price	\$164,956			\$68,150	\$168,883	\$194,965	\$347,450

August 2019



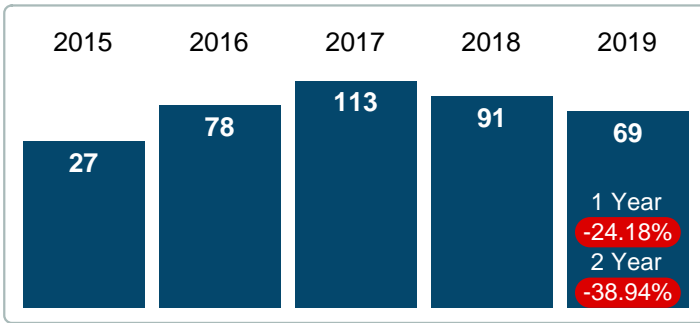
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



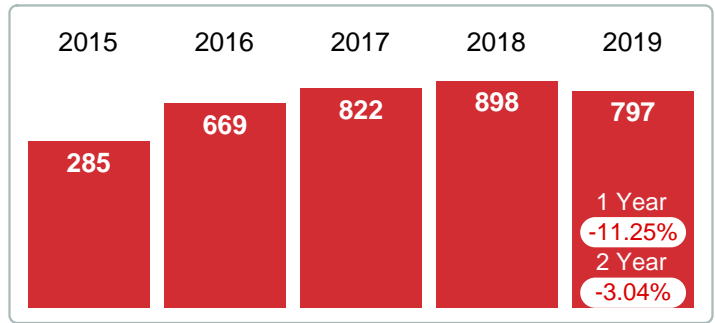
NEW LISTINGS

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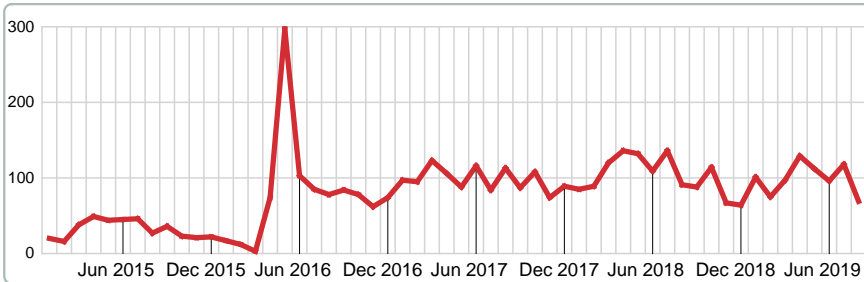
AUGUST



YEAR TO DATE (YTD)

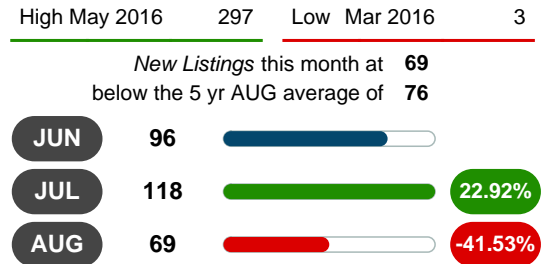


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	2	2.90%	1	1	0	0
\$25,001 - \$75,000	16	23.19%	10	6	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$175,000	24	34.78%	6	17	1	0
\$175,001 - \$300,000	12	17.39%	2	8	1	1
\$300,001 - \$375,000	9	13.04%	3	3	2	1
\$375,001 and up	6	8.70%	3	3	0	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
Average New Listed Listing Price	\$194,300		\$172,712	\$171,111	\$269,950	\$289,450

August 2019



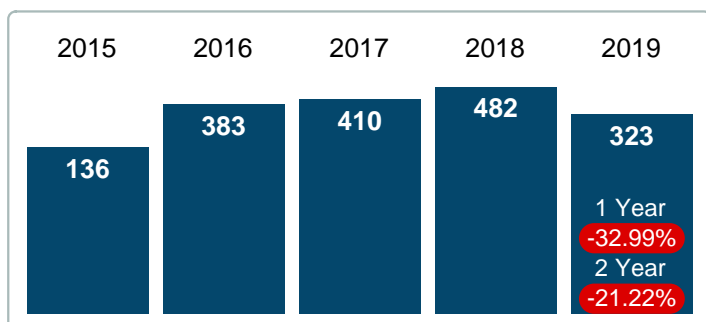
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



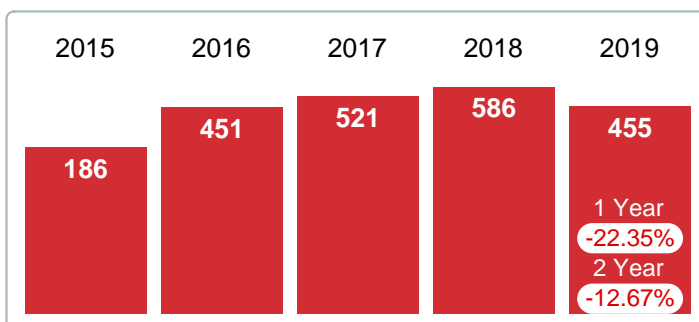
ACTIVE INVENTORY

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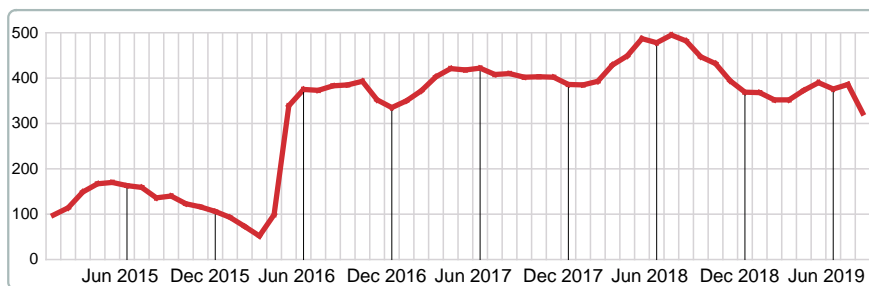
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 347

High Jul 2018 495 Low Mar 2016 52

Inventory this month at **323**
below the 5 yr AUG average of **347**

- JUN 376
- JUL 386 (2.66%)
- AUG 323 (-16.32%)

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	22	6.81%	93.4	22	0	0	0
\$25,001 - \$50,000	43	13.31%	93.6	39	4	0	0
\$50,001 - \$75,000	35	10.84%	76.4	25	9	0	1
\$75,001 - \$175,000	96	29.72%	82.6	31	53	9	3
\$175,001 - \$250,000	48	14.86%	88.4	18	20	10	0
\$250,001 - \$375,000	48	14.86%	78.1	16	14	16	2
\$375,001 and up	31	9.60%	95.9	17	8	4	2
Total Active Inventory by Units	323			168	108	39	8
Total Active Inventory by Volume	61,276,748	100%	85.6	27.84M	19.51M	10.43M	3.49M
Average Active Inventory Listing Price	\$189,711			\$165,736	\$180,675	\$267,436	\$436,275

August 2019



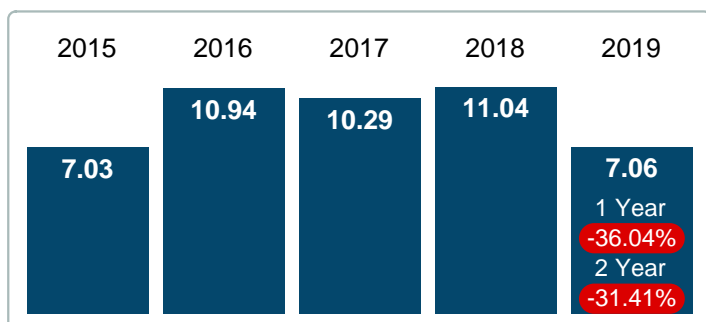
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



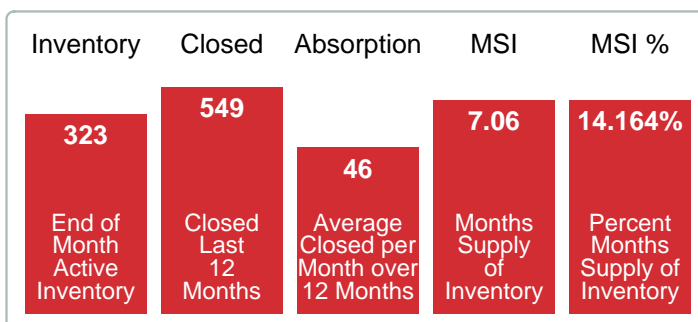
MONTHS SUPPLY of INVENTORY (MSI)

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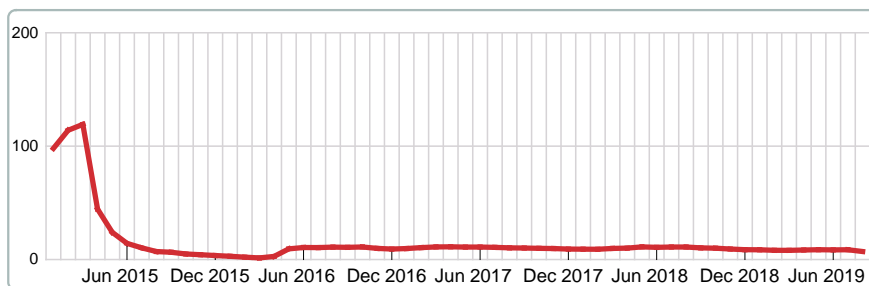
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

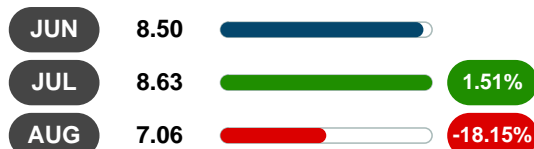


3 MONTHS

5 year AUG AVG = 9.27

High Mar 2015 119.20 Low Mar 2016 1.41

Months Supply this month at **7.06**
below the 5 yr AUG average of **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



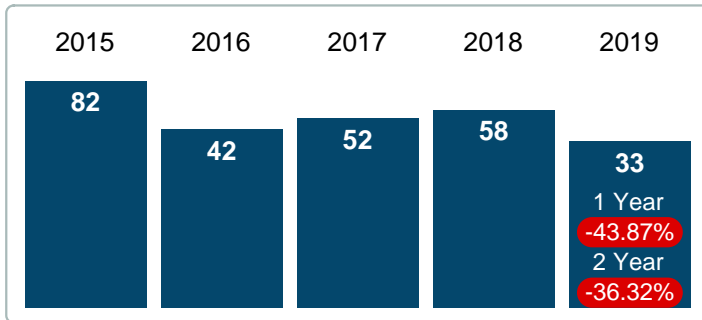
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



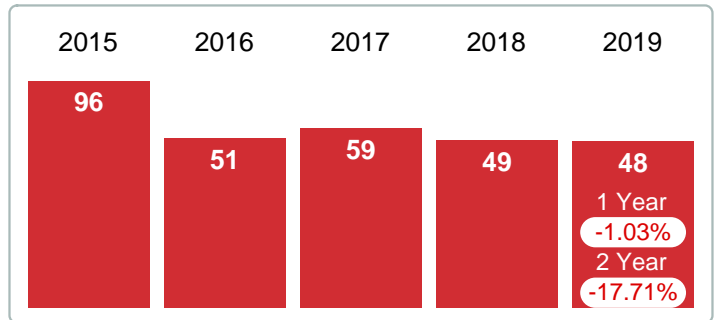
AVERAGE DAYS ON MARKET TO SALE

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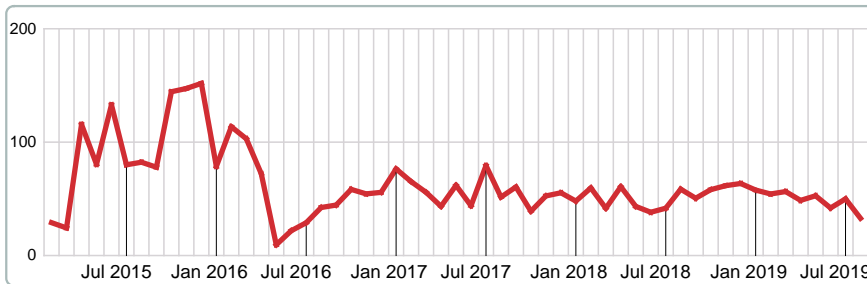
AUGUST



YEAR TO DATE (YTD)

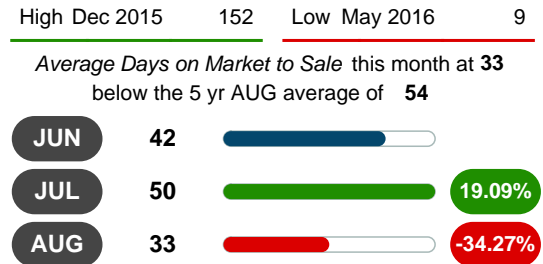


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 54



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
\$50,000 and less	6.15%	90	178	2	0	0
\$50,001 - \$75,000	16.92%	41	50	37	0	0
\$75,001 - \$100,000	10.77%	48	73	29	0	0
\$100,001 - \$150,000	27.69%	25	24	29	15	0
\$150,001 - \$175,000	10.77%	19	0	20	13	0
\$175,001 - \$250,000	15.38%	28	0	25	59	0
\$250,001 and up	12.31%	15	0	5	16	16
Average Closed DOM		33	73	27	20	16
Total Closed Units	100%	65	11	41	11	2
Total Closed Volume		10,326,297	887.67K	5.41M	2.93M	1.10M

August 2019



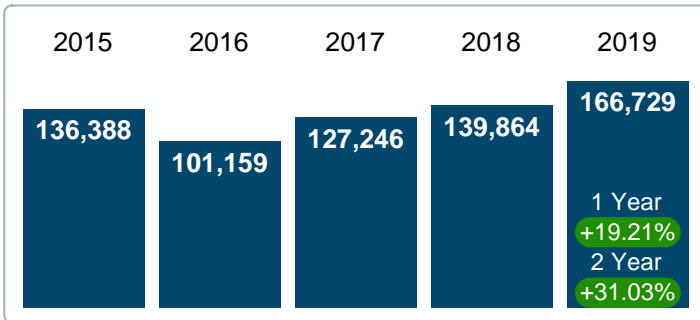
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



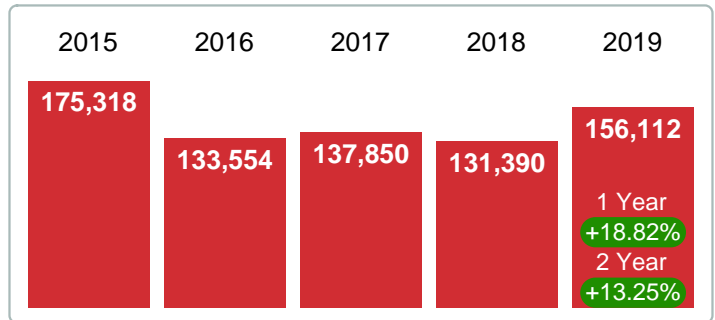
AVERAGE LIST PRICE AT CLOSING

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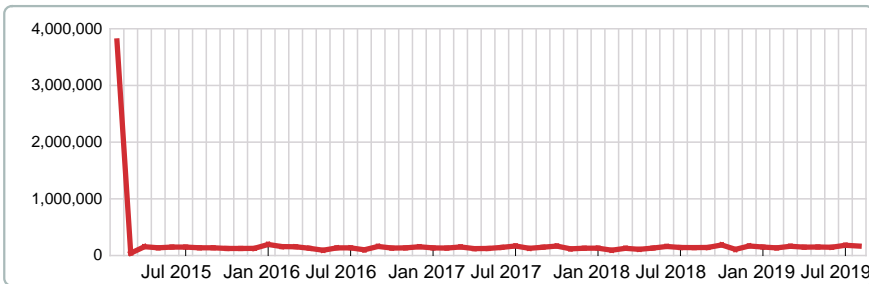
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

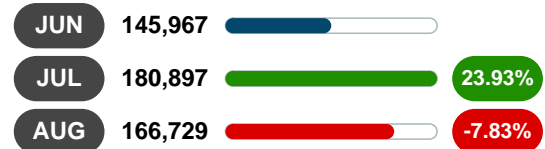


3 MONTHS

5 year AUG AVG = 134,277

High Jan 2015 3,784,950 Low Mar 2015 41,967

Average List Price at Closing this month at **166,729**
above the 5 yr AUG average of **134,277**



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
\$50,000 and less	4	6.15%	32,849	30,448	35,250	0	0
\$50,001 - \$75,000	7	10.77%	65,729	62,633	74,875	0	0
\$75,001 - \$100,000	8	12.31%	87,088	115,737	97,850	0	0
\$100,001 - \$150,000	19	29.23%	130,295	134,200	134,409	133,675	0
\$150,001 - \$175,000	10	15.38%	165,210	0	166,117	172,500	0
\$175,001 - \$250,000	9	13.85%	202,530	0	197,974	215,000	0
\$250,001 and up	8	12.31%	449,838	0	300,000	427,760	579,950
Average List Price			166,729	90,782	137,021	278,273	579,950
Total Closed Units		100%	166,729	11	41	11	2
Total Closed Volume			10,837,373	998.61K	5.62M	3.06M	1.16M

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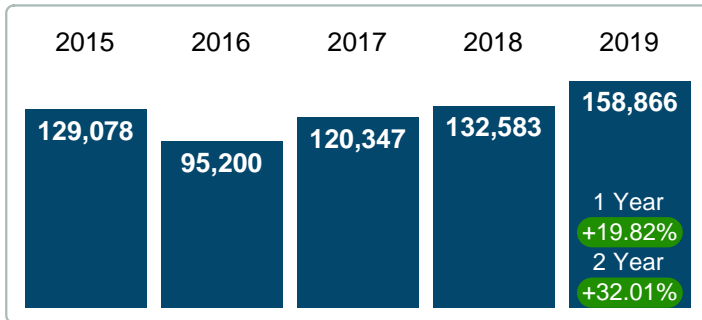
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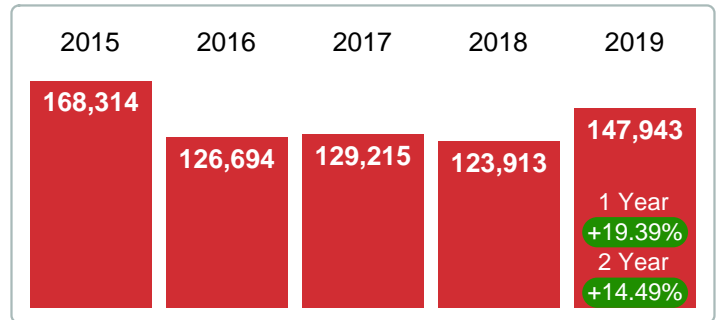
AVERAGE SOLD PRICE AT CLOSING

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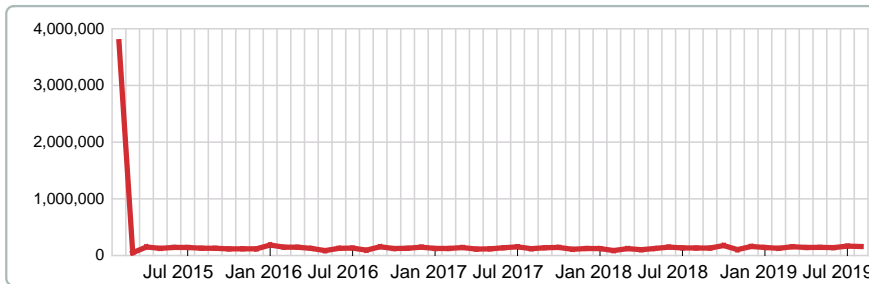
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

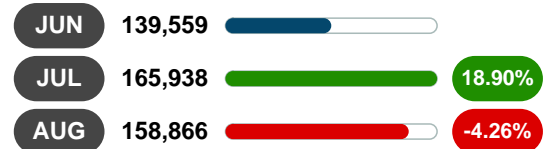


3 MONTHS

5 year AUG AVG = 127,215

High Jan 2015 3,772,020 Low Mar 2015 50,050

Average Sold Price at Closing this month at **158,866**
above the 5 yr AUG average of **127,215**



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
\$50,000 and less	4	6.15%	29,500	25,000	34,000	0	0
\$50,001 - \$75,000	11	16.92%	63,224	59,320	64,688	0	0
\$75,001 - \$100,000	7	10.77%	90,244	89,568	90,750	0	0
\$100,001 - \$150,000	18	27.69%	130,852	130,333	129,936	133,758	0
\$150,001 - \$175,000	7	10.77%	164,714	0	163,000	175,000	0
\$175,001 - \$250,000	10	15.38%	195,880	0	195,422	200,000	0
\$250,001 and up	8	12.31%	426,750	0	300,000	403,800	547,500
Average Sold Price			158,866	80,697	132,063	266,276	547,500
Total Closed Units		100%	158,866	11	41	11	2
Total Closed Volume			10,326,297	887.67K	5.41M	2.93M	1.10M

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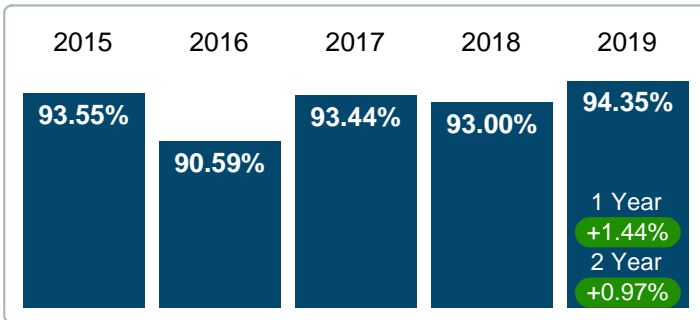
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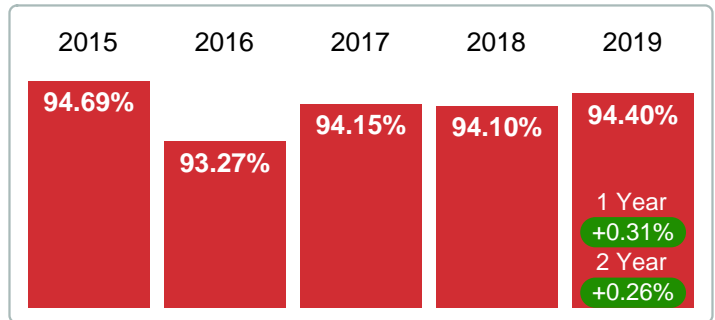
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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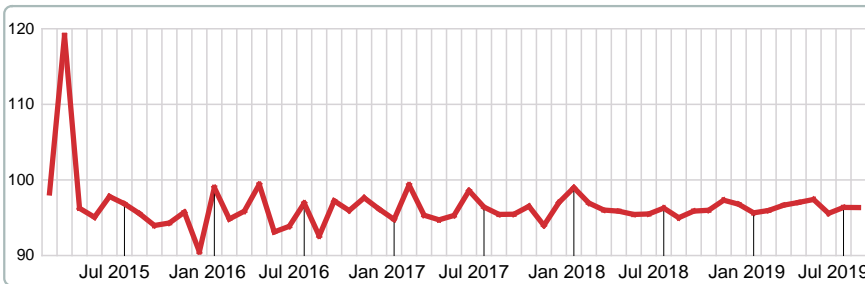
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

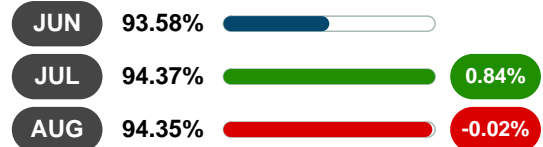


3 MONTHS

5 year AUG AVG = 92.99%

High Mar 2015 117.11% Low Dec 2015 88.50%

Average Sold/List Ratio this month at **94.35%**
above the 5 yr AUG average of **92.99%**



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	
\$50,000 and less	<div style="width: 6.15%;"></div> 4	6.15%	88.39%	81.83%	94.94%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 16.92%;"></div> 11	16.92%	88.93%	95.76%	86.37%	0.00%	0.00%	
\$75,001 - \$100,000	<div style="width: 10.77%;"></div> 7	10.77%	88.07%	80.48%	93.77%	0.00%	0.00%	
\$100,001 - \$150,000	<div style="width: 27.69%;"></div> 18	27.69%	97.43%	97.26%	96.53%	100.06%	0.00%	
\$150,001 - \$175,000	<div style="width: 10.77%;"></div> 7	10.77%	98.63%	0.00%	98.16%	101.45%	0.00%	
\$175,001 - \$250,000	<div style="width: 15.38%;"></div> 10	15.38%	98.21%	0.00%	98.79%	93.02%	0.00%	
\$250,001 and up	<div style="width: 12.31%;"></div> 8	12.31%	94.74%	0.00%	100.00%	94.33%	93.12%	
Average Sold/List Ratio		94.30%		89.47%	95.02%	96.94%	93.12%	
Total Closed Units		65	100%	94.30%	11	41	11	2
Total Closed Volume		10,326,297			887.67K	5.41M	2.93M	1.10M

August 2019



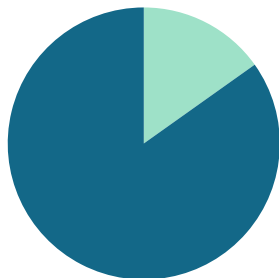
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

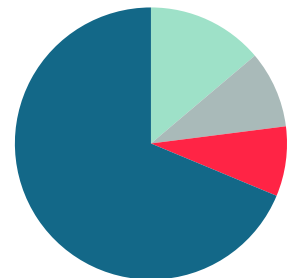


Inventory
 New Listings
69 = 15.16%
 Start Inventory
386
 Total Inventory Units
455
 Volume
\$84,275,516

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%
Average List Price	139,864	166,729	19.21%	131,390	156,112	18.82%
Average Sale Price	132,583	158,866	19.82%	123,913	147,943	19.39%
Average Percent of Selling Price to List Price	93.00%	94.35%	1.44%	94.10%	94.40%	0.31%
Average Days on Market to Sale	58.49	32.83	-43.87%	48.67	48.17	-1.03%
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

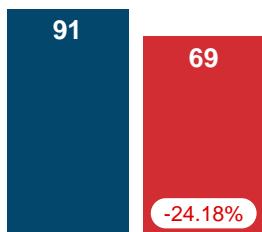
Inventory on August 31, 2019 = **323**

2018 **2019**

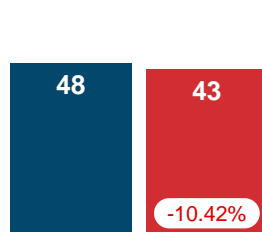
AUGUST MARKET

AVERAGE PRICES

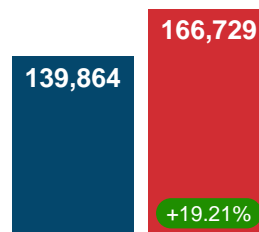
New Listings



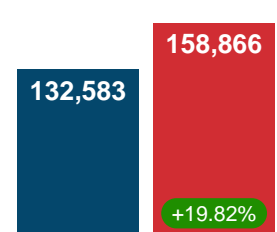
Pending Listings



List Price



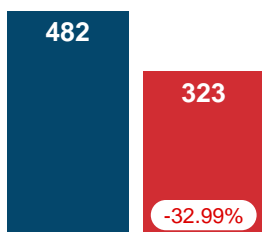
Sale Price



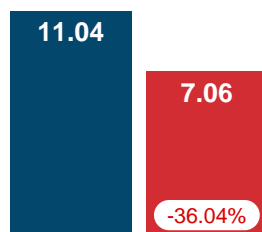
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

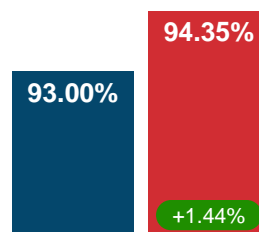
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

