

March 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

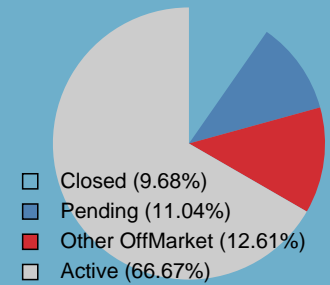


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	40	43	7.50%
Pending Listings	45	49	8.89%
New Listings	120	97	-19.17%
Median List Price	109,950	149,000	35.52%
Median Sale Price	107,500	135,000	25.58%
Median Percent of List Price to Selling Price	97.48%	95.54%	-1.98%
Median Days on Market to Sale	27.50	21.00	-23.64%
End of Month Inventory	428	296	-30.84%
Months Supply of Inventory	9.76	6.80	-30.31%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **44** Sales/Month
Active Inventory as of March 31, 2019 = **296**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **30.84%** to 296 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **6.80** 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 **25.58%** in March 2019 to \$135,000 versus the previous year at \$107,500.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 6.50 days or **23.64%** in March 2019 compared to last year's same month at **27.50** DOM.

Sales Success for March 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 97 New Listings in March 2019, down **19.17%** from last year at 120. Furthermore, there were 43 Closed Listings this month versus last year at 40, a **7.50%** increase.

Closed versus Listed trends yielded a **44.3%** ratio, up from previous year's, March 2018, at **33.3%**, a **32.99%** 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

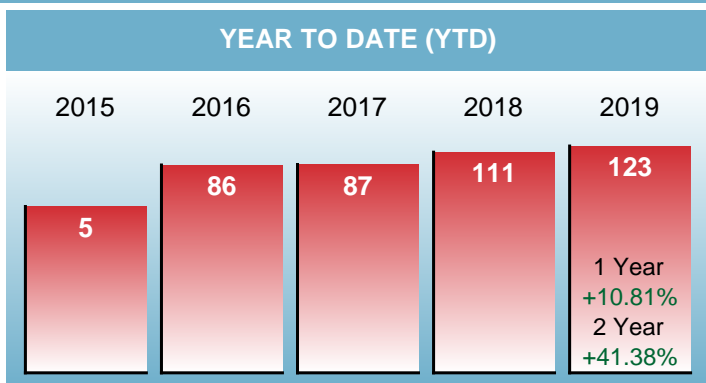
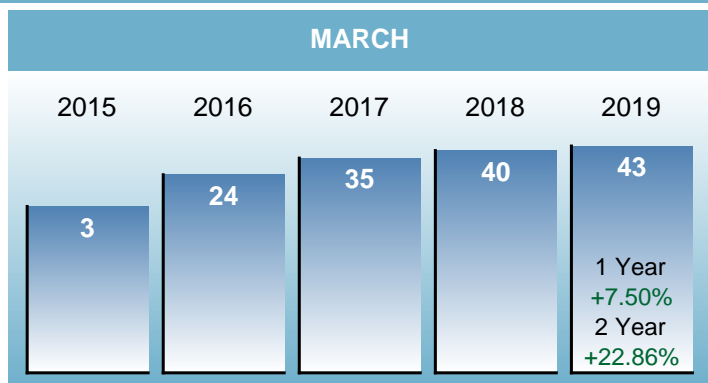
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CLOSED LISTINGS

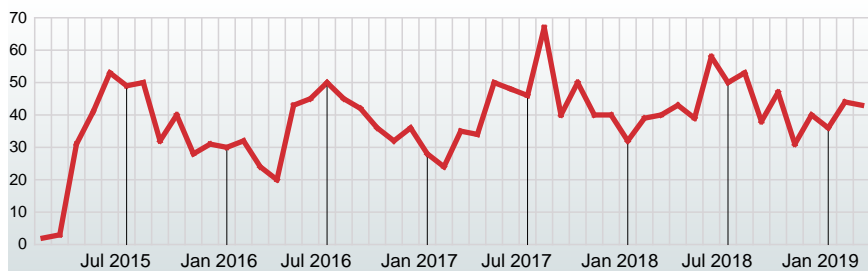
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 29

3 MONTHS



High
Aug 2017 = 67
Low
Jan 2015 = 2
Closed Listings
this month at **43**,
above the 5 yr MAR
average of **29**

JAN	36
FEB	44
MAR	43
22.22%	
-2.27%	

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	4	9.30%	15.0	3	1	0	0
\$40,001 - \$80,000	6	13.95%	105.5	3	3	0	0
\$80,001 - \$100,000	6	13.95%	107.0	0	5	1	0
\$100,001 - \$160,000	7	16.28%	61.0	0	6	1	0
\$160,001 - \$200,000	10	23.26%	16.0	0	4	5	1
\$200,001 - \$280,000	5	11.63%	7.0	0	3	1	1
\$280,001 and up	5	11.63%	13.0	1	1	2	1
Total Closed Units	43			7	23	10	3
Total Closed Volume	6,679,900	100%	21.0	562.50K	3.12M	2.09M	911.50K
Median Closed Price	\$135,000			\$50,000	\$117,000	\$176,450	\$265,000

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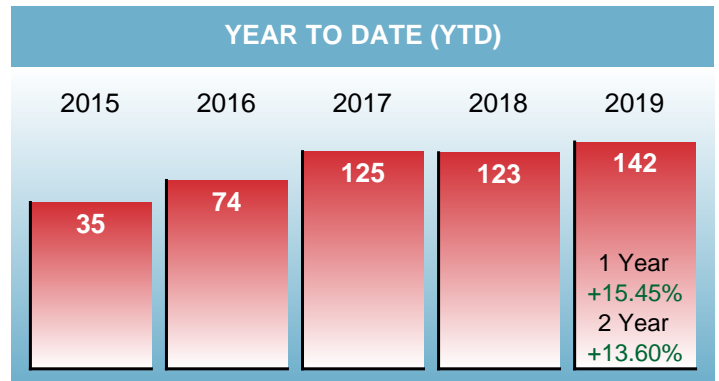
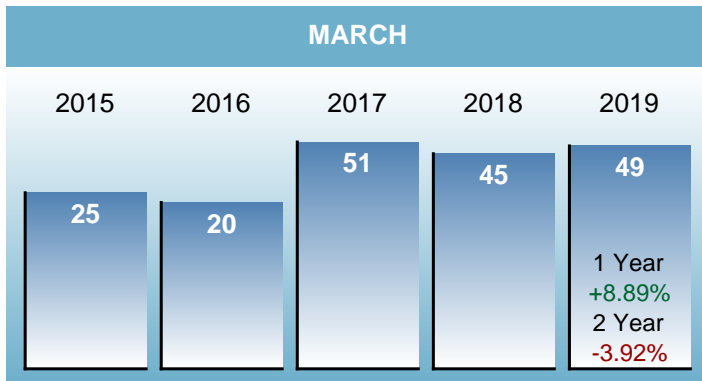
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PENDING LISTINGS

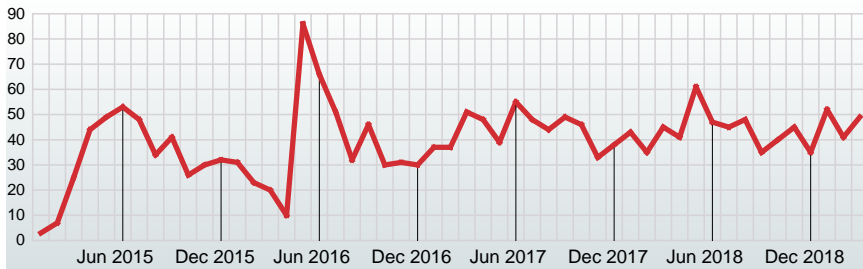
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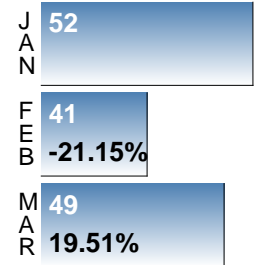
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 38

3 MONTHS



High
May 2016 = 86
Low
Jan 2015 = 3
Pending Listings
this month at **49**,
above the 5 yr MAR
average of **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	4	8.16%	15.0	3	1	0	0
\$60,001 - \$80,000	7	14.29%	44.0	3	4	0	0
\$80,001 - \$110,000	8	16.33%	62.5	2	5	1	0
\$110,001 - \$140,000	11	22.45%	34.0	3	6	2	0
\$140,001 - \$180,000	7	14.29%	32.0	1	5	1	0
\$180,001 - \$270,000	7	14.29%	10.0	0	2	4	1
\$270,001 and up	5	10.20%	17.0	0	3	2	0
Total Pending Units	49			12	26	10	1
Total Pending Volume	7,230,850	100%	33.0	1.01M	3.73M	2.24M	250.00K
Median Listing Price	\$124,900			\$84,000	\$124,950	\$214,500	\$250,000

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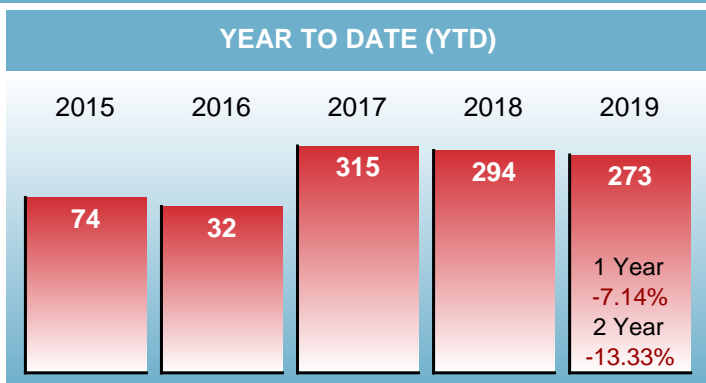
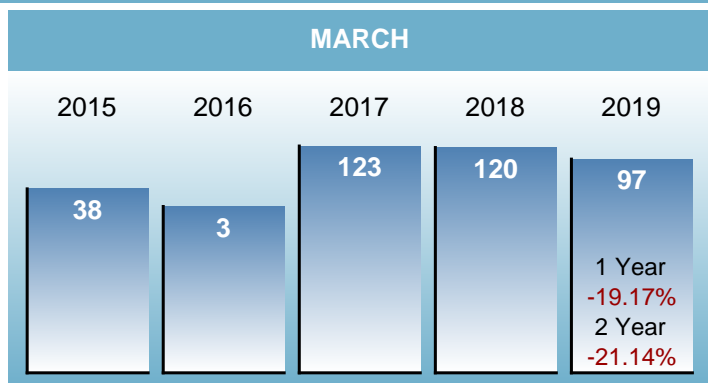
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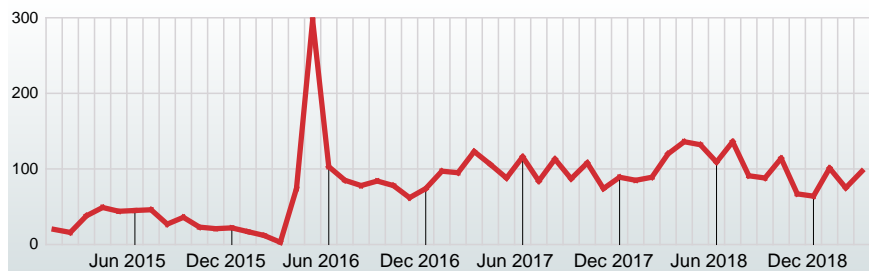
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 76 3 MONTHS



High
May 2016 = 297
Low
Mar 2016 = 3
New Listings
this month at **97**,
above the 5 yr MAR
average of 76

JAN	101
FEB	75 -25.74%
MAR	97 29.33%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	7.22%	6	1	0	0
\$30,001 - \$70,000	13	13.40%	8	5	0	0
\$70,001 - \$110,000	12	12.37%	4	8	0	0
\$110,001 - \$180,000	28	28.87%	10	15	2	1
\$180,001 - \$230,000	13	13.40%	2	6	5	0
\$230,001 - \$360,000	14	14.43%	1	7	6	0
\$360,001 and up	10	10.31%	5	1	3	1
Total New Listed Units	97		36	43	16	2
Total New Listed Volume	19,460,745	100%	7.89M	6.57M	4.42M	581.00K
Median New Listed Listing Price	\$145,000		\$111,075	\$129,900	\$239,900	\$290,500

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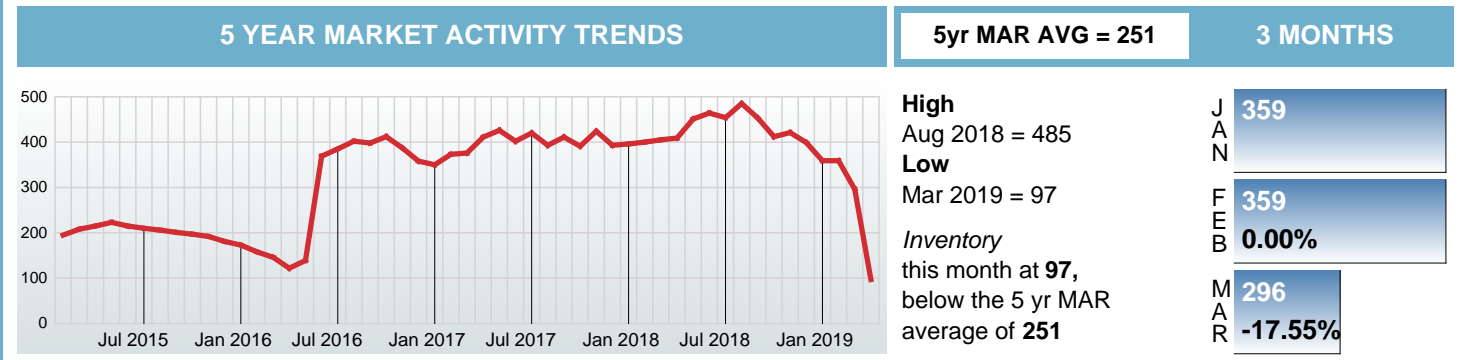
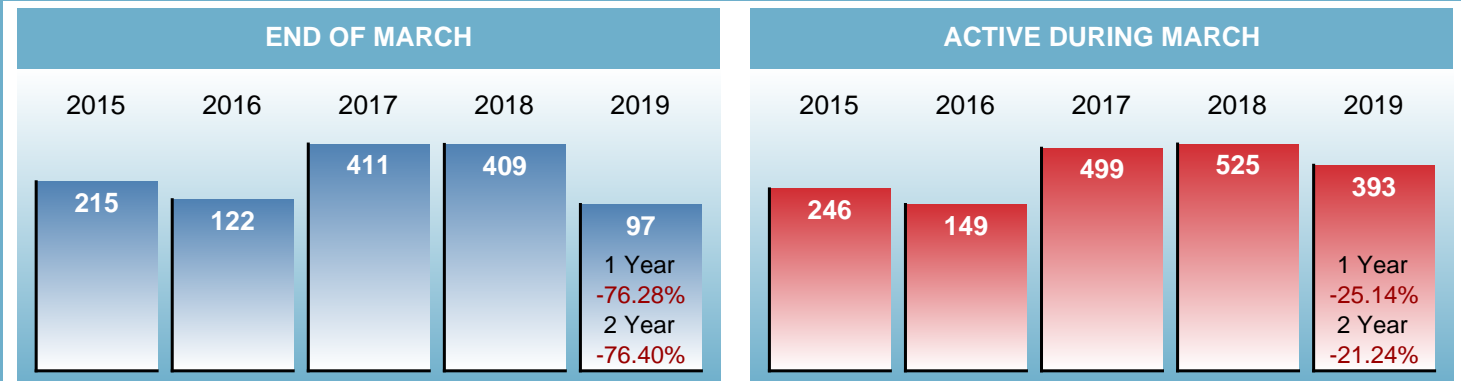
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ACTIVE INVENTORY

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



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	31	10.47%	81.0	29	2	0	0
\$30,001 - \$50,000	36	12.16%	81.0	29	6	0	1
\$50,001 - \$80,000	43	14.53%	61.0	21	20	2	0
\$80,001 - \$170,000	75	25.34%	65.0	25	37	11	2
\$170,001 - \$240,000	44	14.86%	57.5	11	23	10	0
\$240,001 - \$380,000	37	12.50%	100.0	13	12	11	1
\$380,001 and up	30	10.14%	62.0	19	1	6	4
Total Active Inventory by Units	296			147	101	40	8
Total Active Inventory by Volume	58,497,919	100%	67.5	27.48M	17.25M	10.06M	3.71M
Median Active Inventory Listing Price	\$119,500			\$75,900	\$129,900	\$229,450	\$362,000

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MONTHS SUPPLY of INVENTORY (MSI)

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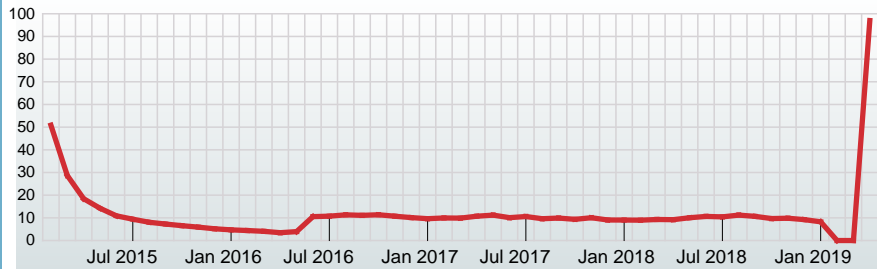
MSI FOR MARCH



INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month 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



5yr MAR AVG = 27.8

3 MONTHS

High
Mar 2019 = 97.0
Low
Mar 2019 = 0.0
Months Supply
this month at **97.0**,
above the 5 yr MAR
average of **27.8**

JAN	8.3
FEB	0.0
MAR	0.0
-100.00%	

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	31	10.47%	7.8	11.6	1.4	0.0	0.0
\$30,001 \$50,000	36	12.16%	11.7	16.6	4.8	0.0	0.0
\$50,001 \$80,000	43	14.53%	5.8	6.6	5.7	2.7	0.0
\$80,001 \$170,000	75	25.34%	4.6	8.8	3.3	5.7	8.0
\$170,001 \$240,000	44	14.86%	6.1	33.0	4.8	4.8	0.0
\$240,001 \$380,000	37	12.50%	8.2	17.3	9.0	4.9	6.0
\$380,001 and up	30	10.14%	32.7	114.0	12.0	18.0	12.0
Market Supply of Inventory (MSI)	6.8			12.8	4.3	5.3	9.6
Total Active Inventory by Units	296	100%	6.8	147	101	40	8

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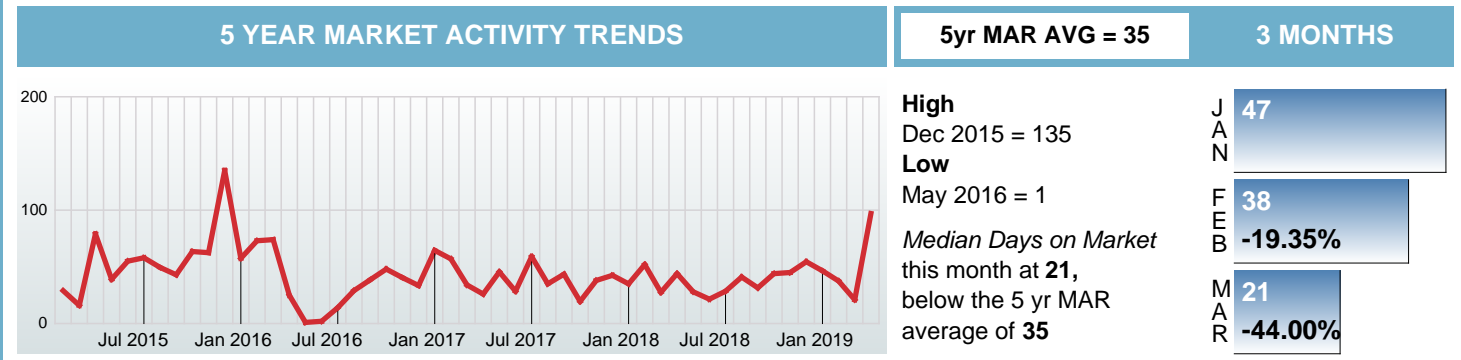
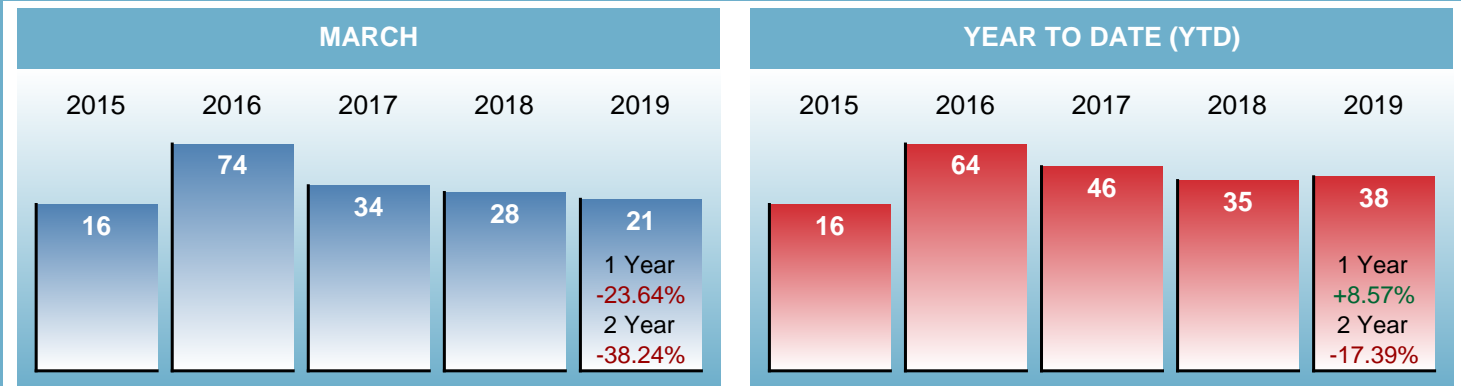
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MEDIAN DAYS ON MARKET TO SALE

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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	9.30%	15.0	18.0	3.0	0.0	0.0
\$40,001 - \$80,000	13.95%	105.5	112.0	26.0	0.0	0.0
\$80,001 - \$100,000	13.95%	107.0	0.0	88.0	126.0	0.0
\$100,001 - \$160,000	16.28%	61.0	0.0	46.0	114.0	0.0
\$160,001 - \$200,000	23.26%	16.0	0.0	2.0	21.0	13.0
\$200,001 - \$280,000	11.63%	7.0	0.0	7.0	1.0	109.0
\$280,001 and up	11.63%	13.0	103.0	13.0	3.5	94.0
Median Closed DOM		21.0	99.0	20.0	20.0	94.0
Total Closed Units	100%	21.0	7	23	10	3
Total Closed Volume		6,679,900	562.50K	3.12M	2.09M	911.50K

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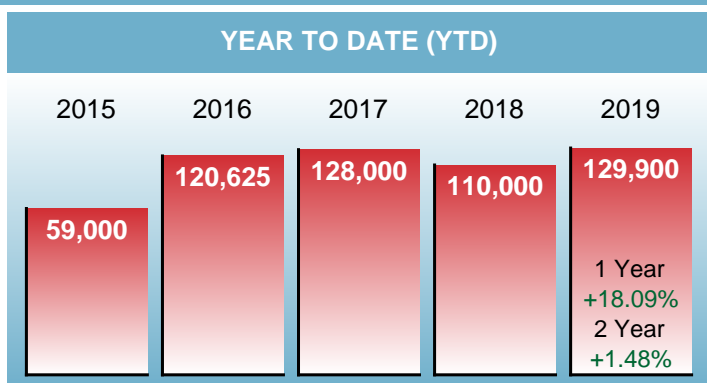
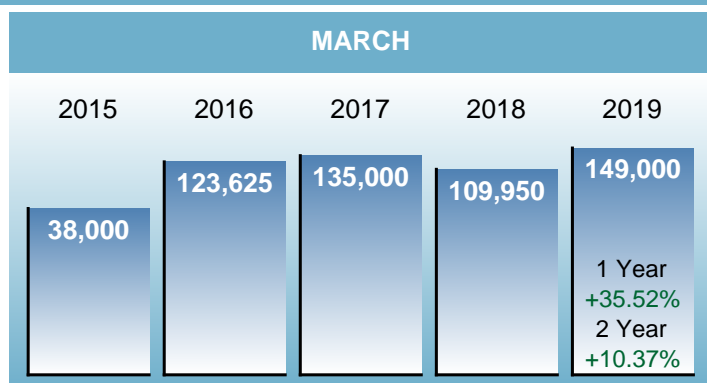
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MEDIAN LIST PRICE AT CLOSING

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



5yr MAR AVG = 111,115 **3 MONTHS**

High
Jan 2015 = 3,784,950

Low
Mar 2019 = 97

Median List Price
this month at **149,000**,
above the 5 yr MAR
average of **111,115**

JAN	145,450
FEB	118,000 -18.87%
MAR	149,000 26.27%

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	9.30%	26,750	23,500	30,000	0	0
\$40,001 - \$80,000	4	9.30%	66,250	67,450	61,200	0	0
\$80,001 - \$100,000	6	13.95%	92,250	89,000	92,250	99,000	0
\$100,001 - \$160,000	8	18.60%	119,950	0	119,950	0	0
\$160,001 - \$200,000	10	23.26%	171,900	0	173,950	169,900	179,900
\$200,001 - \$280,000	4	9.30%	227,450	0	224,450	237,450	0
\$280,001 and up	7	16.28%	309,000	309,000	294,900	357,450	405,000
Median List Price			149,000	55,000	129,900	179,400	285,000
Total Closed Units		100%	149,000	7	23	10	3
Total Closed Volume			7,016,600	615.30K	3.26M	2.15M	989.90K

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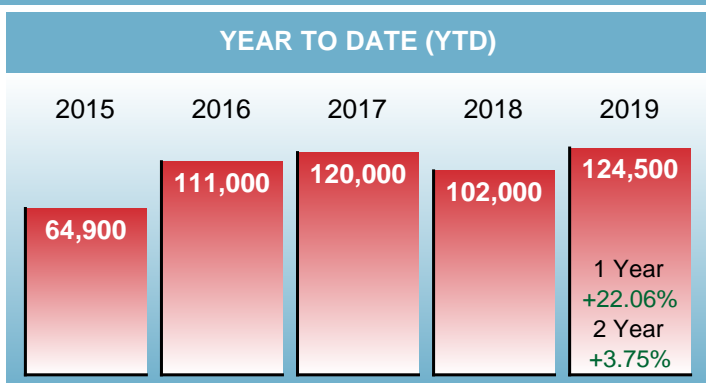
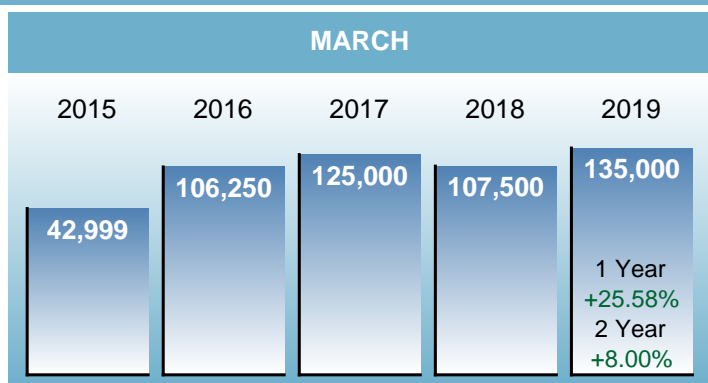
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MEDIAN SOLD PRICE AT CLOSING

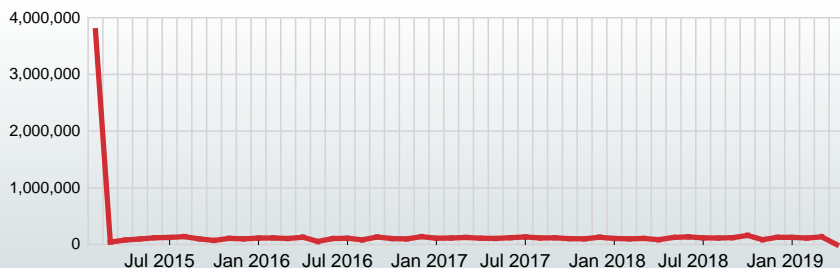
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 103,350

3 MONTHS



High
Jan 2015 = 3,772,020
Low
Mar 2019 = 97
Median Sold Price
this month at **135,000**,
above the 5 yr MAR
average of **103,350**

JAN	126,250
FEB	115,000
MAR	135,000
-8.91%	
17.39%	

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	4	9.30%	22,750	21,500	24,000	0	0
\$40,001 - \$80,000	6	13.95%	70,000	70,000	70,000	0	0
\$80,001 - \$100,000	6	13.95%	92,800	0	90,000	98,000	0
\$100,001 - \$160,000	7	16.28%	130,000	0	123,500	155,000	0
\$160,001 - \$200,000	10	23.26%	172,000	0	173,000	169,900	174,000
\$200,001 - \$280,000	5	11.63%	254,500	0	232,500	254,500	265,000
\$280,001 and up	5	11.63%	320,000	290,000	284,500	347,500	472,500
Median Sold Price			135,000	50,000	117,000	176,450	265,000
Total Closed Units		100%	135,000	7	23	10	3
Total Closed Volume			6,679,900	562.50K	3.12M	2.09M	911.50K

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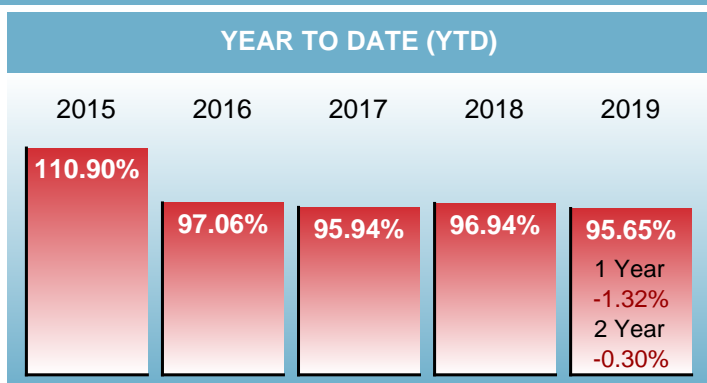
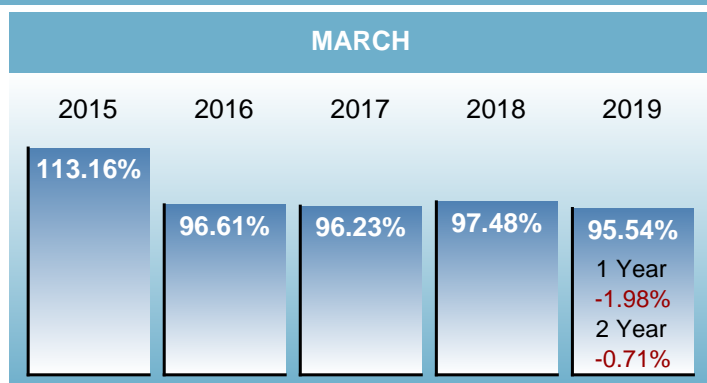
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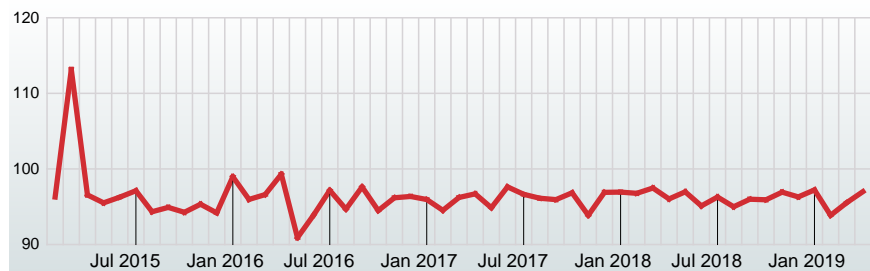


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 99.80% **3 MONTHS**

High
Mar 2015 = 113.16%

Low
May 2016 = 90.91%

Median Sold/List Ratio
this month at **95.54%**,
below the 5 yr MAR
average of **99.80%**

JAN	97.23%
FEB	93.87%
MAR	95.54%
APR	1.78%

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	4	9.30%	88.80%	91.49%	80.00%	0.00%	0.00%
\$40,001 - \$80,000	6	13.95%	92.57%	90.91%	94.23%	0.00%	0.00%
\$80,001 - \$100,000	6	13.95%	95.62%	0.00%	93.68%	98.99%	0.00%
\$100,001 - \$160,000	7	16.28%	93.94%	0.00%	94.53%	93.94%	0.00%
\$160,001 - \$200,000	10	23.26%	98.29%	0.00%	99.44%	97.70%	96.72%
\$200,001 - \$280,000	5	11.63%	96.92%	0.00%	96.92%	97.92%	92.98%
\$280,001 and up	5	11.63%	94.15%	93.85%	98.14%	97.07%	90.00%
Median Sold/List Ratio		95.54%		91.49%	95.54%	97.81%	92.98%
Total Closed Units	43	100%	95.54%	7	23	10	3
Total Closed Volume	6,679,900			562.50K	3.12M	2.09M	911.50K

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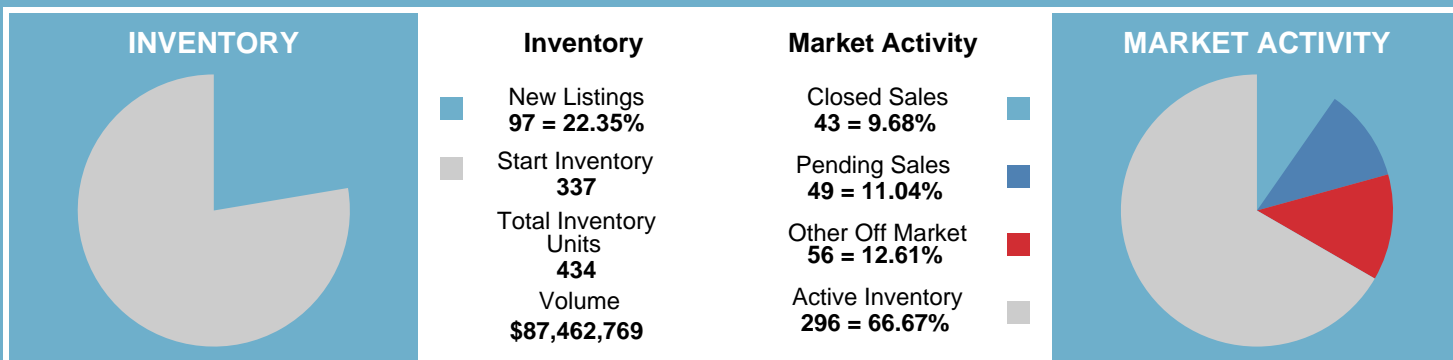
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MARKET SUMMARY

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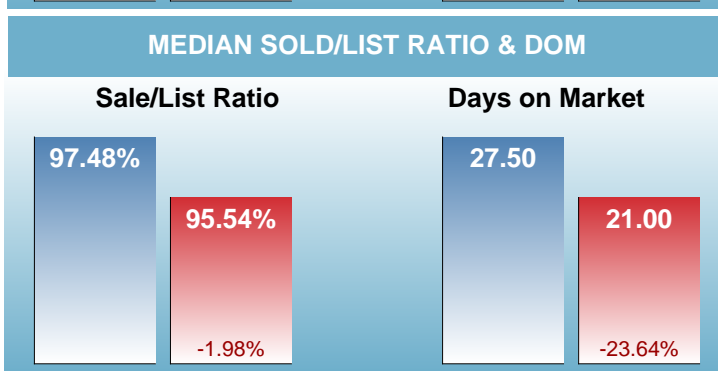
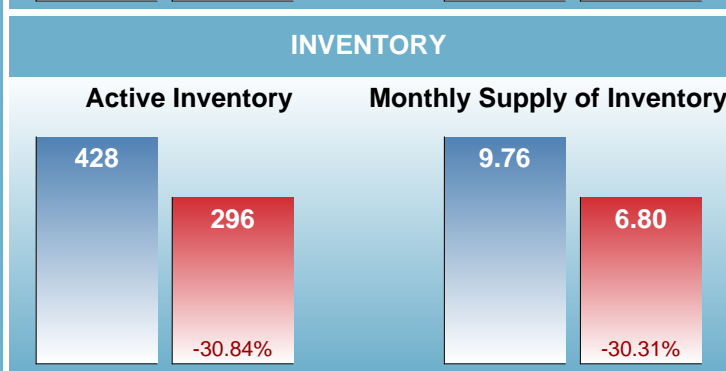
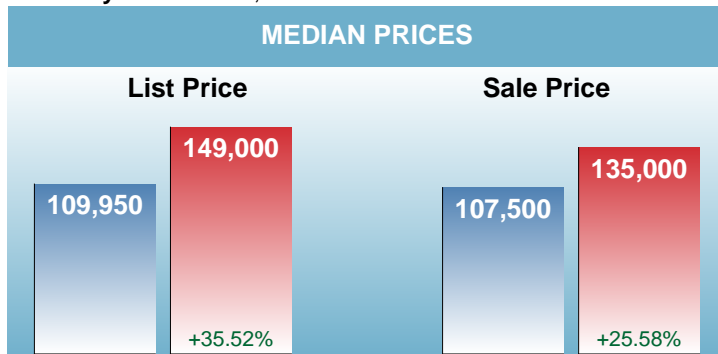
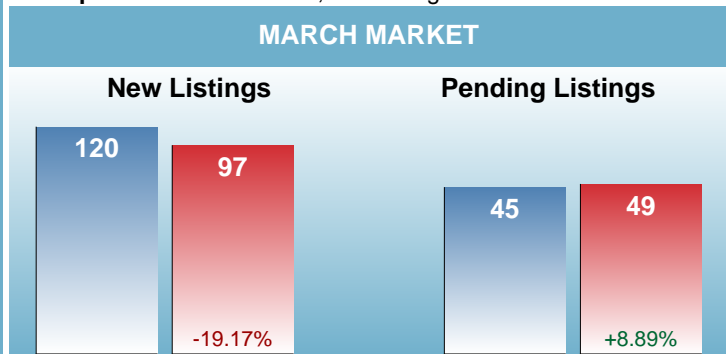


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	40	43	7.50%	111	123	10.81%
Pending Sales	45	49	8.89%	123	142	15.45%
New Listings	120	97	-19.17%	294	273	-7.14%
Median List Price	109,950	149,000	35.52%	110,000	129,900	18.09%
Median Sale Price	107,500	135,000	25.58%	102,000	124,500	22.06%
Median Percent of Selling Price to List Price	97.48%	95.54%	-1.98%	96.94%	95.65%	-1.32%
Median Days on Market to Sale	27.50	21.00	-23.64%	35.00	38.00	8.57%
Monthly Inventory	428	296	-30.84%	428	296	-30.84%
Months Supply of Inventory	9.76	6.80	-30.31%	9.76	6.80	-30.31%

Absorption: Last 12 months, an Average of **44** Sales/Month

Inventory on March 31, 2019 = 296

2018 2019



Ready to Buy or Sell Real Estate?

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