

March 2019

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

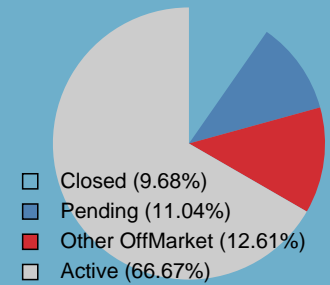


MONTHLY INVENTORY ANALYSIS

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%
Average List Price	127,706	163,177	27.78%
Average Sale Price	121,766	155,347	27.58%
Average Percent of List Price to Selling Price	94.02%	94.66%	0.68%
Average Days on Market to Sale	41.70	56.42	35.30%
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.

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 **27.58%** in March 2019 to \$155,347 versus the previous year at \$121,766.

Average Days on Market Lengthens

The average number of **56.42** days that homes spent on the market before selling increased by 14.72 days or **35.30%** in March 2019 compared to last year's same month at **41.70** DOM.

Sales Success for March 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, 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

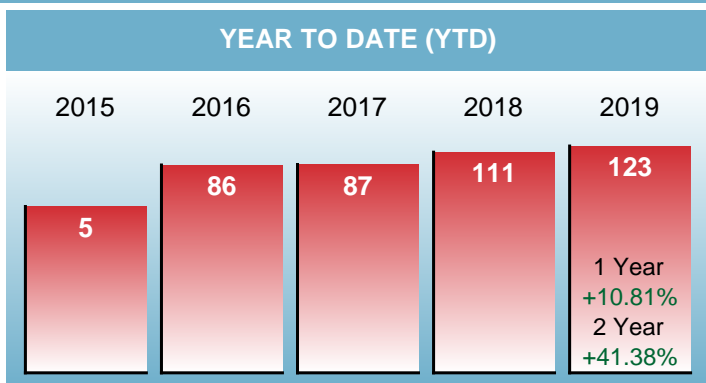
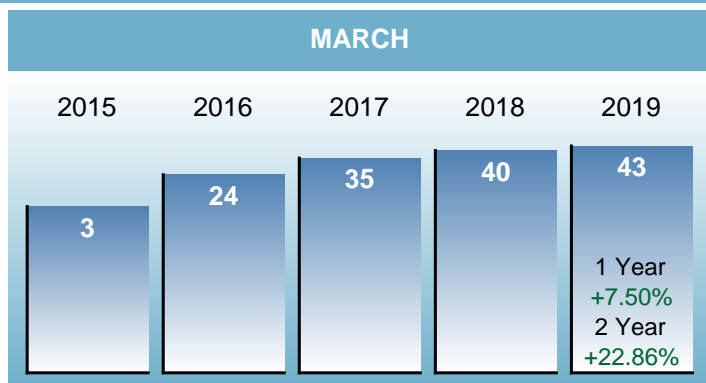
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CLOSED LISTINGS

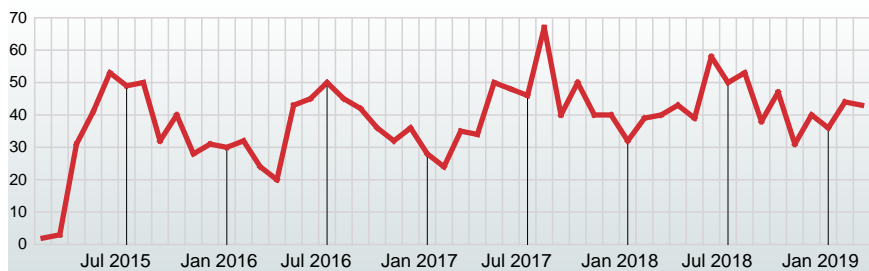
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5 YEAR MARKET ACTIVITY TRENDS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.98%	31.0	2	1	0	0
\$25,001 - \$75,000	5	11.63%	80.8	3	2	0	0
\$75,001 - \$100,000	8	18.60%	89.4	1	6	1	0
\$100,001 - \$150,000	6	13.95%	68.3	0	6	0	0
\$150,001 - \$200,000	11	25.58%	32.8	0	4	6	1
\$200,001 - \$275,000	4	9.30%	54.8	0	2	1	1
\$275,001 and up	6	13.95%	37.3	1	2	2	1
Total Closed Units	43			7	23	10	3
Total Closed Volume	6,679,900	100%	56.4	562.50K	3.12M	2.09M	911.50K
Average Closed Price	\$155,347			\$80,357	\$135,439	\$209,080	\$303,833

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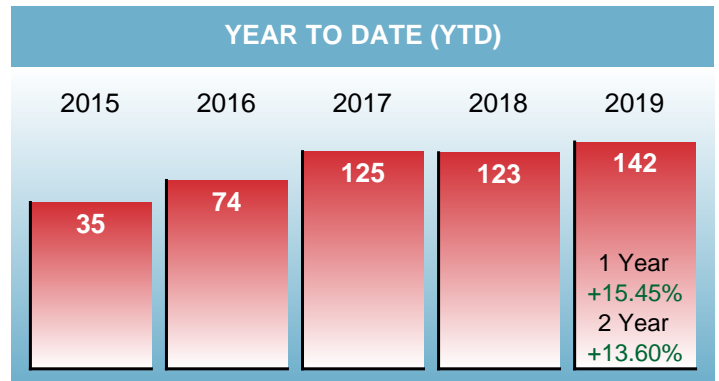
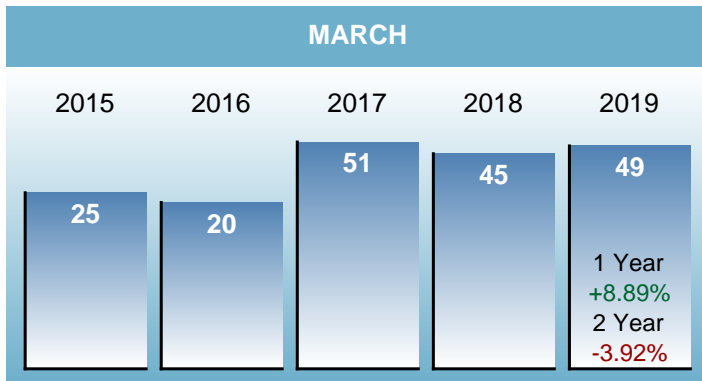
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PENDING LISTINGS

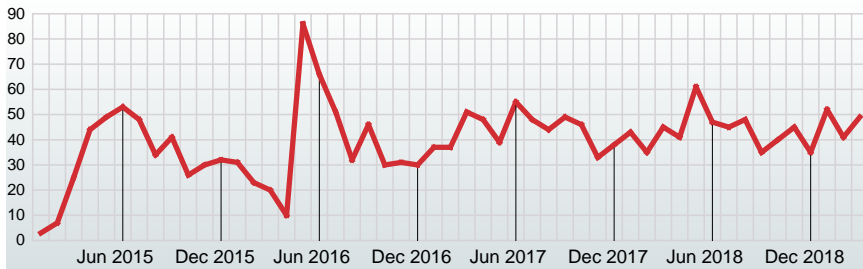
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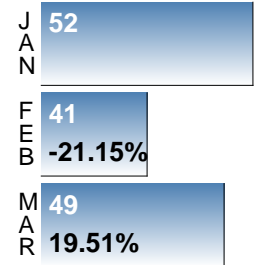
5 YEAR MARKET ACTIVITY TRENDS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.12%	19.0	2	1	0	0
\$50,001 - \$75,000	4	8.16%	34.3	2	2	0	0
\$75,001 - \$100,000	9	18.37%	81.6	4	5	0	0
\$100,001 - \$125,000	10	20.41%	32.0	3	6	1	0
\$125,001 - \$175,000	11	22.45%	60.2	1	7	3	0
\$175,001 - \$275,000	8	16.33%	63.4	0	3	4	1
\$275,001 and up	4	8.16%	48.0	0	2	2	0
Total Pending Units	49			12	26	10	1
Total Pending Volume	7,230,850	100%	43.5	1.01M	3.73M	2.24M	250.00K
Average Listing Price	\$188,075			\$84,388	\$143,408	\$223,960	\$250,000

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Phone: 918-663-7500

Email: support@mlstechnology.com

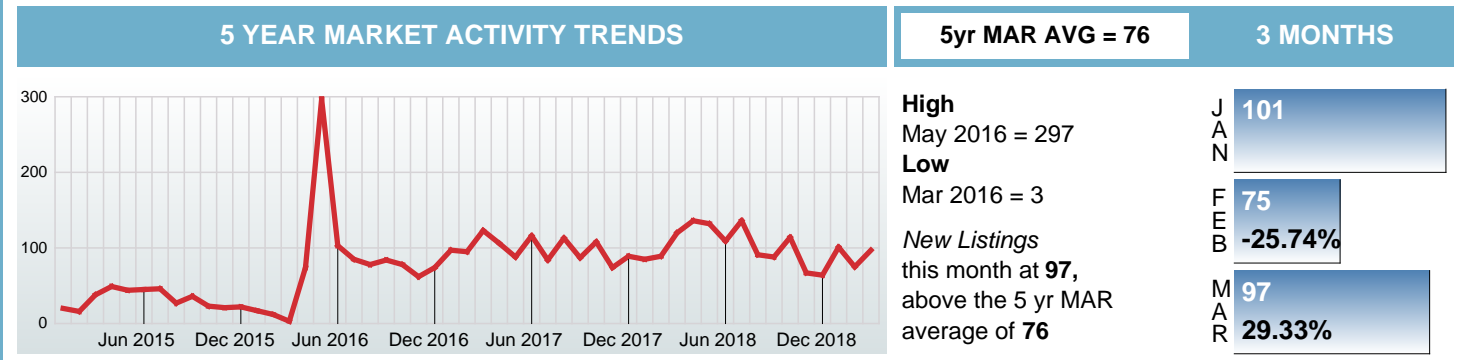
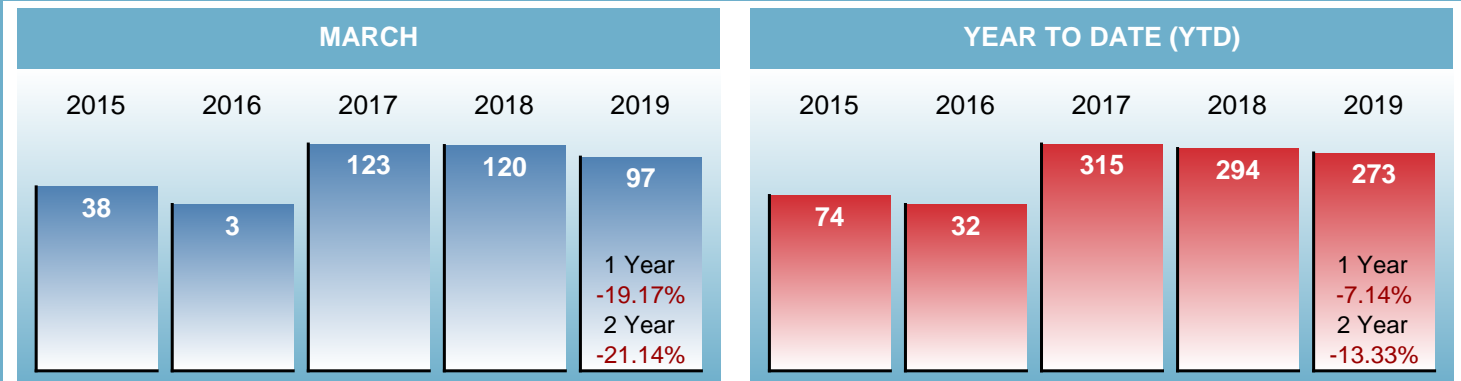
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NEW LISTINGS

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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	5	5.15%	4	1	0	0
\$25,001 - \$50,000	11	11.34%	9	2	0	0
\$50,001 - \$100,000	11	11.34%	3	8	0	0
\$100,001 - \$175,000	33	34.02%	12	18	2	1
\$175,001 - \$225,000	10	10.31%	2	5	3	0
\$225,001 - \$350,000	17	17.53%	1	8	8	0
\$350,001 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		7.89M	6.57M	4.42M	581.00K
Average New Listed Listing Price	\$252,450		\$219,279	\$152,735	\$276,131	\$290,500

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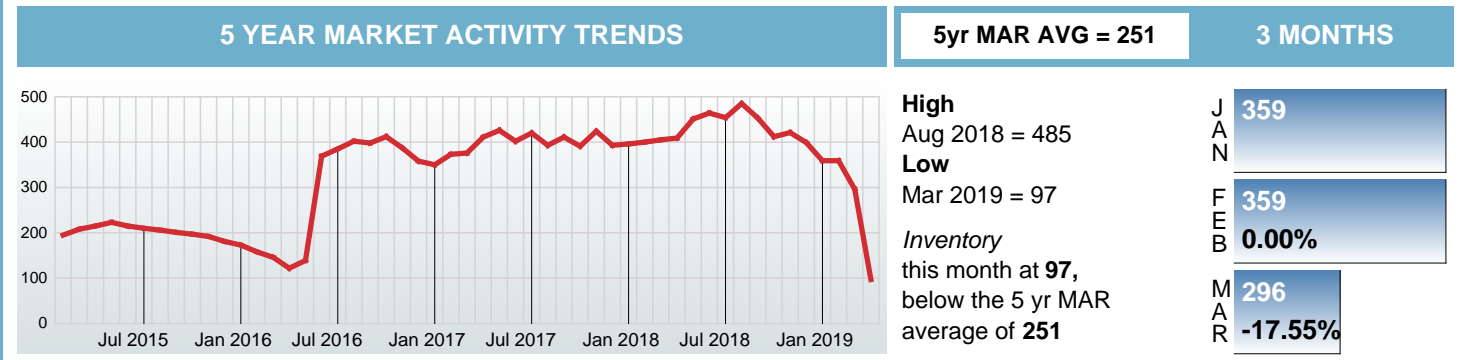
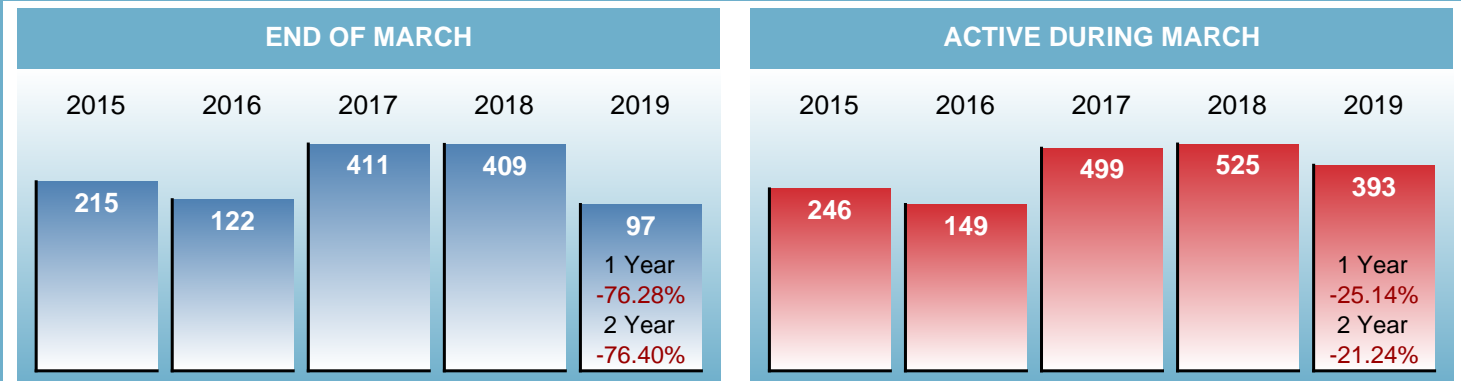
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	18	6.08%	85.9	17	1	0	0
\$25,001 - \$50,000	49	16.55%	89.0	41	7	0	1
\$50,001 - \$75,000	30	10.14%	75.4	15	14	1	0
\$75,001 - \$150,000	76	25.68%	72.2	26	38	10	2
\$150,001 - \$225,000	49	16.55%	80.4	16	25	8	0
\$225,001 - \$375,000	42	14.19%	77.7	11	15	15	1
\$375,001 and up	32	10.81%	91.1	21	1	6	4
Total Active Inventory by Units	296			147	101	40	8
Total Active Inventory by Volume	58,497,919	100%	80.3	27.48M	17.25M	10.06M	3.71M
Average Active Inventory Listing Price	\$197,628			\$186,932	\$170,777	\$251,434	\$464,125

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MONTHS SUPPLY of INVENTORY (MSI)

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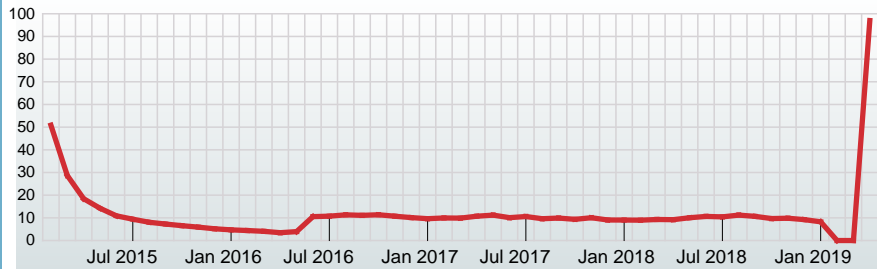
MSI FOR MARCH



INDICATORS FOR MARCH 2019

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



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	0.00%

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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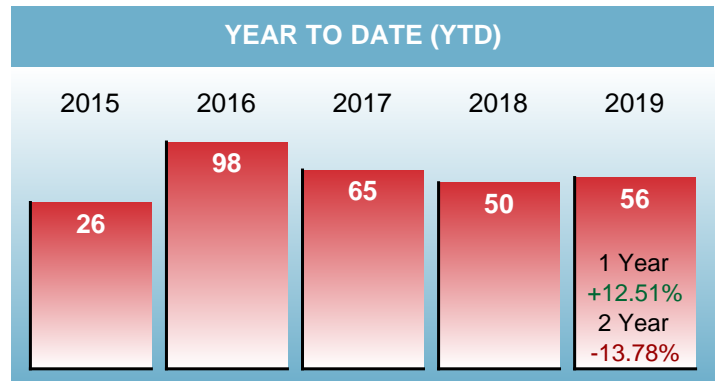
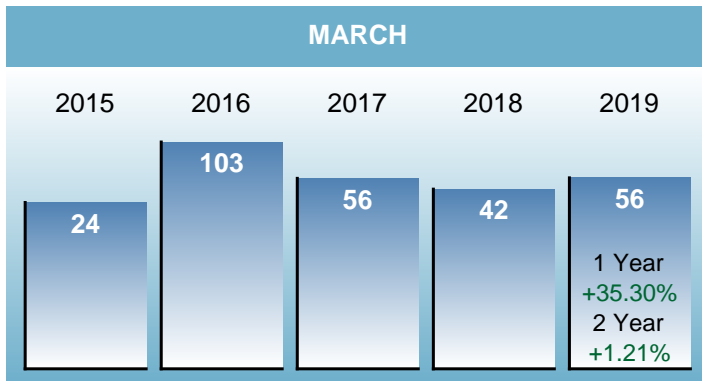
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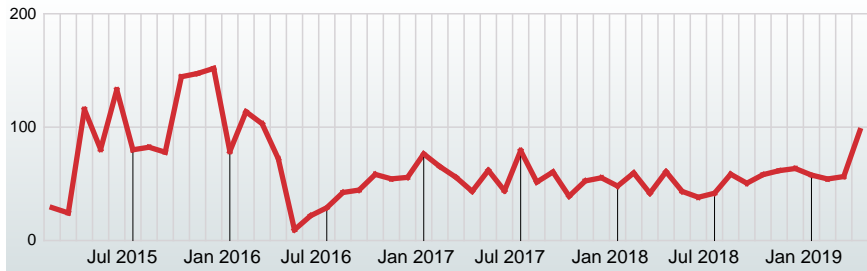
AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 56 **3 MONTHS**



High
Dec 2015 = 152
Low
May 2016 = 9
Average Days on Market
this month at **56**,
equal to 5 yr MAR
average of **56**

JAN	58
FEB	54 -6.02%
MAR	56 3.95%

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
\$25,000 and less	3	6.98%	31.0	45.0	3.0	0.0	0.0
\$25,001 - \$75,000	5	11.63%	80.8	74.3	90.5	0.0	0.0
\$75,001 - \$100,000	8	18.60%	89.4	123.0	77.7	126.0	0.0
\$100,001 - \$150,000	6	13.95%	68.3	0.0	68.3	0.0	0.0
\$150,001 - \$200,000	11	25.58%	32.8	0.0	6.0	54.0	13.0
\$200,001 - \$275,000	4	9.30%	54.8	0.0	54.5	1.0	109.0
\$275,001 and up	6	13.95%	37.3	103.0	10.0	3.5	94.0
Average Closed DOM	56.4			77.0	52.7	45.8	72.0
Total Closed Units	43			7	23	10	3
Total Closed Volume	6,679,900			562.50K	3.12M	2.09M	911.50K

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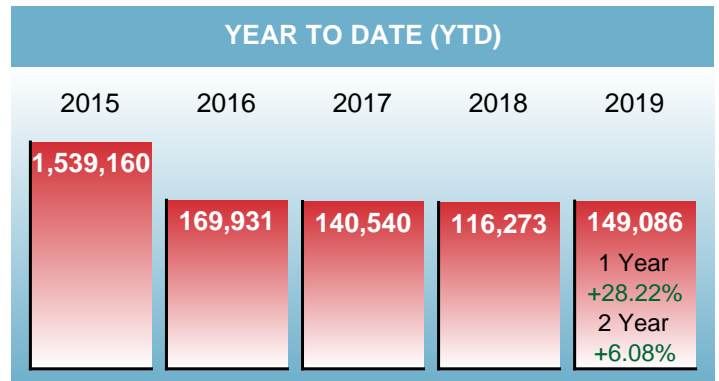
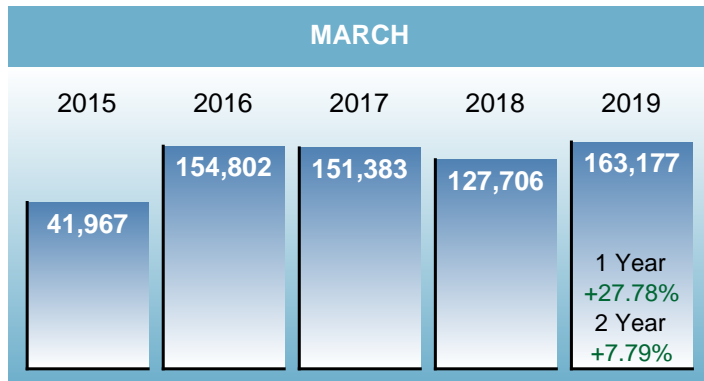
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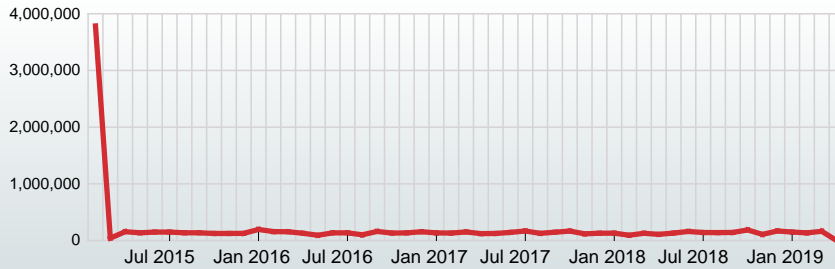
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 127,807 **3 MONTHS**



High
Jan 2015 = 3,784,950
Low
Mar 2019 = 97
Average List Price
this month at **163,177**,
above the 5 yr MAR
average of **127,807**

JAN	149,542
FEB	134,944
MAR	163,177
Change	-9.76%
Change	20.92%

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
\$25,000 and less	2	4.65%	21,750	21,750	30,000	0	0
\$25,001 - \$75,000	4	9.30%	42,200	60,967	61,200	0	0
\$75,001 - \$100,000	8	18.60%	89,100	79,900	97,900	99,000	0
\$100,001 - \$150,000	8	18.60%	123,450	0	127,933	0	0
\$150,001 - \$200,000	10	23.26%	175,640	0	178,225	179,767	179,900
\$200,001 - \$275,000	4	9.30%	230,950	0	224,450	259,900	285,000
\$275,001 and up	7	16.28%	346,243	309,000	294,900	357,450	525,000
Average List Price			163,177	87,900	141,696	215,240	329,967
Total Closed Units		100%	163,177	7	23	10	3
Total Closed Volume			7,016,600	615.30K	3.26M	2.15M	989.90K

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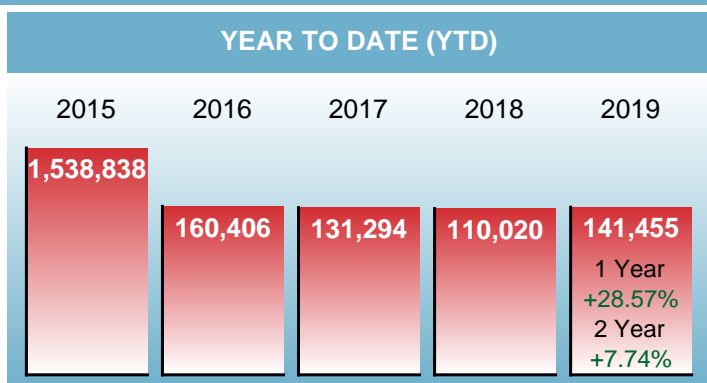
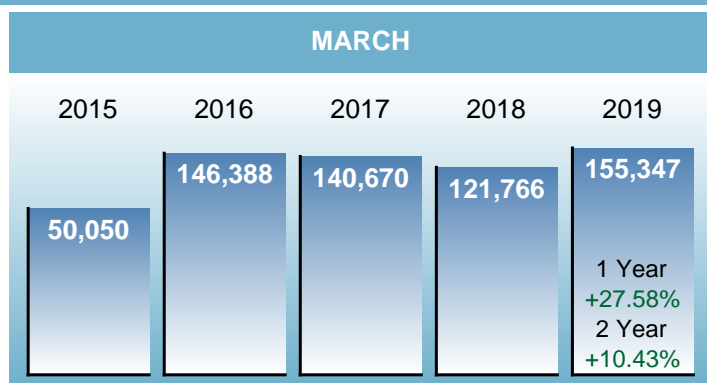
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AVERAGE SOLD PRICE AT CLOSING

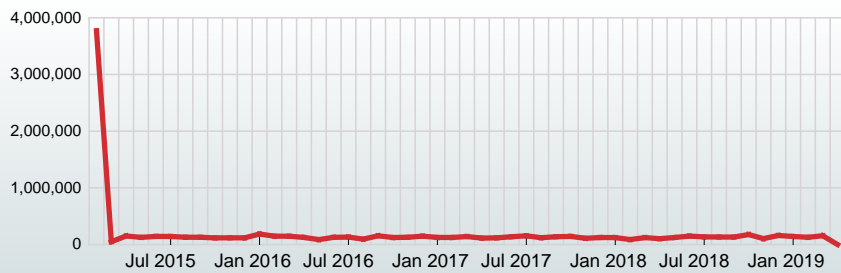
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 122,844

3 MONTHS



High
Jan 2015 = 3,772,020

Low
Mar 2019 = 97

Average Sold Price this month at **155,347**, above the 5 yr MAR average of **122,844**

JAN 141,895

FEB 127,519
-10.13%

MAR 155,347
21.82%

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
\$25,000 and less	3	6.98%	21,833	20,750	24,000	0	0
\$25,001 - \$75,000	5	11.63%	53,900	51,167	58,000	0	0
\$75,001 - \$100,000	8	18.60%	90,013	77,500	90,767	98,000	0
\$100,001 - \$150,000	6	13.95%	120,333	0	120,333	0	0
\$150,001 - \$200,000	11	25.58%	174,845	0	176,500	173,883	174,000
\$200,001 - \$275,000	4	9.30%	240,250	0	220,750	254,500	265,000
\$275,001 and up	6	13.95%	336,417	290,000	280,500	347,500	472,500
Average Sold Price	155,347			80,357	135,439	209,080	303,833
Total Closed Units	43	100%	155,347	7	23	10	3
Total Closed Volume	6,679,900			562.50K	3.12M	2.09M	911.50K

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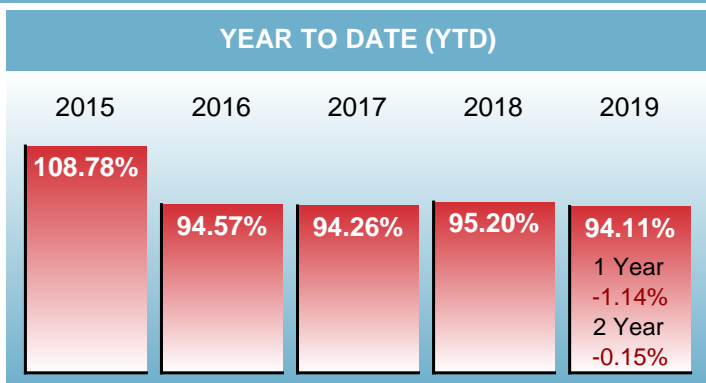
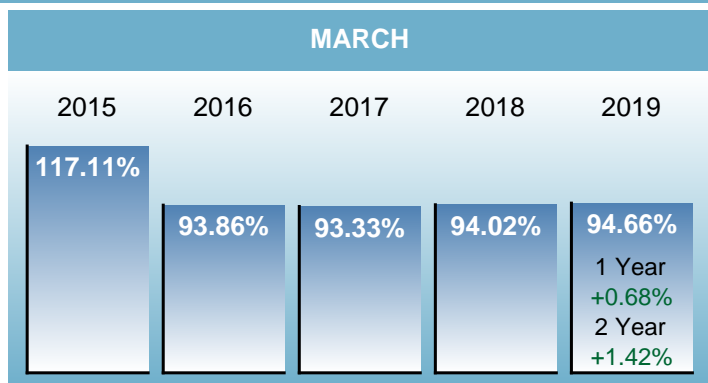
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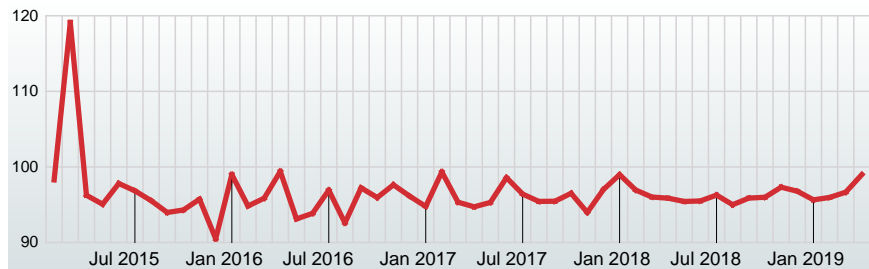
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 98.60% **3 MONTHS**



High
Mar 2015 = 117.11%

Low
Dec 2015 = 88.50%

Average Sold/List Ratio
this month at **94.66%**,
below the 5 yr MAR
average of **98.60%**

JAN	93.65%
FEB	93.96%
MAR	94.66%
APR	0.74%

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
\$25,000 and less	3	6.98%	90.50%	95.74%	80.00%	0.00%	0.00%
\$25,001 - \$75,000	5	11.63%	89.69%	85.23%	96.39%	0.00%	0.00%
\$75,001 - \$100,000	8	18.60%	94.34%	97.00%	93.12%	98.99%	0.00%
\$100,001 - \$150,000	6	13.95%	94.23%	0.00%	94.23%	0.00%	0.00%
\$150,001 - \$200,000	11	25.58%	97.65%	0.00%	99.11%	96.84%	96.72%
\$200,001 - \$275,000	4	9.30%	96.96%	0.00%	98.46%	97.92%	92.98%
\$275,001 and up	6	13.95%	94.72%	93.85%	95.17%	97.07%	90.00%
Average Sold/List Ratio			94.70%	91.15%	94.81%	97.21%	93.23%
Total Closed Units	43	100%	94.70%	7	23	10	3
Total Closed Volume	6,679,900			562.50K	3.12M	2.09M	911.50K

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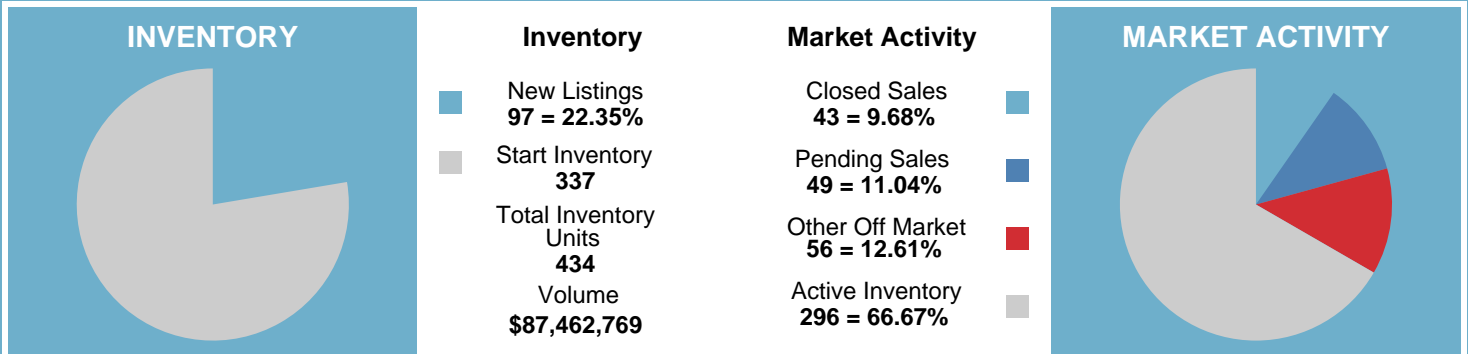
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MARKET SUMMARY

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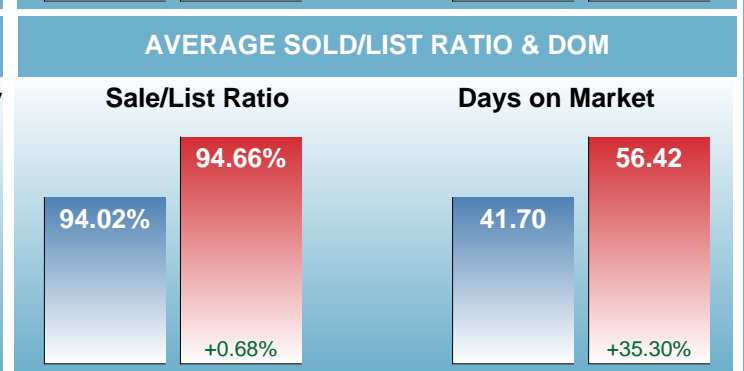
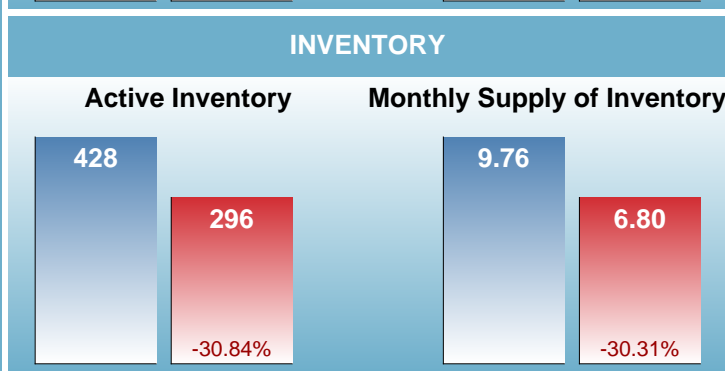
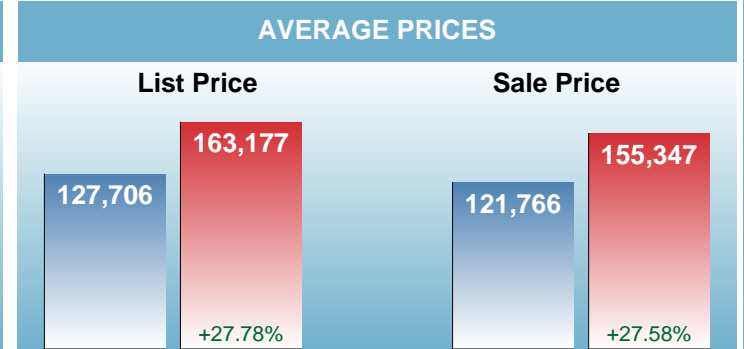
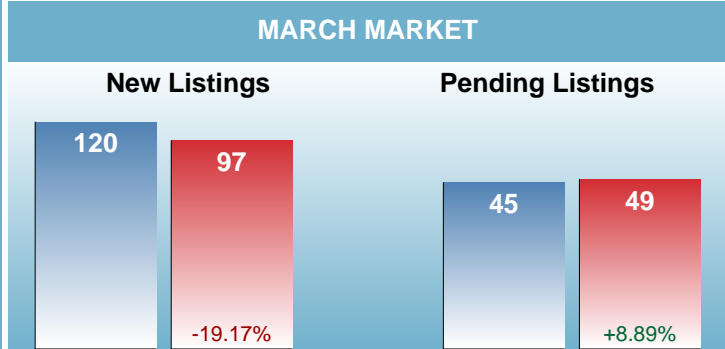


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	40	43	7.50%	111	123	10.81%
Pending Sales	45	49	8.89%	123	142	15.45%
New Listings	120	97	-19.17%	294	273	-7.14%
Average List Price	127,706	163,177	27.78%	116,273	149,086	28.22%
Average Sale Price	121,766	155,347	27.58%	110,020	141,455	28.57%
Average Percent of Selling Price to List Price	94.02%	94.66%	0.68%	95.20%	94.11%	-1.14%
Average Days on Market to Sale	41.70	56.42	35.30%	49.81	56.04	12.51%
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



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