

# May 2019



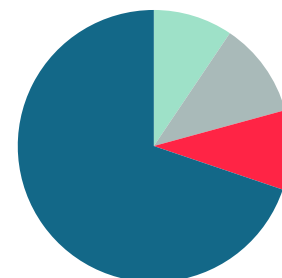
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	39	45	15.38%
Pending Listings	61	54	-11.48%
New Listings	132	112	-15.15%
Average List Price	131,528	151,299	15.03%
Average Sale Price	124,205	144,915	16.67%
Average Percent of Selling Price to List Price	93.43%	95.59%	2.31%
Average Days on Market to Sale	43.33	53.38	23.18%
End of Month Inventory	486	333	-31.48%
Months Supply of Inventory	11.13	7.41	-33.39%



■ Closed (9.43%)  
■ Pending (11.32%)  
■ Other OffMarket (9.43%)  
■ Active (69.81%)

**Absorption:** Last 12 months, an Average of **45** Sales/Month  
**Active Inventory** as of May 31, 2019 = **333**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **31.48%** to 333 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **7.41** 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 **16.67%** in May 2019 to \$144,915 versus the previous year at \$124,205.

#### Average Days on Market Lengthens

The average number of **53.38** days that homes spent on the market before selling increased by 10.04 days or **23.18%** in May 2019 compared to last year's same month at **43.33** DOM.

#### Sales Success for May 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 112 New Listings in May 2019, down **15.15%** from last year at 132. Furthermore, there were 45 Closed Listings this month versus last year at 39, a **15.38%** increase.

Closed versus Listed trends yielded a **40.2%** ratio, up from previous year's, May 2018, at **29.5%**, a **35.99%** 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>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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

# May 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

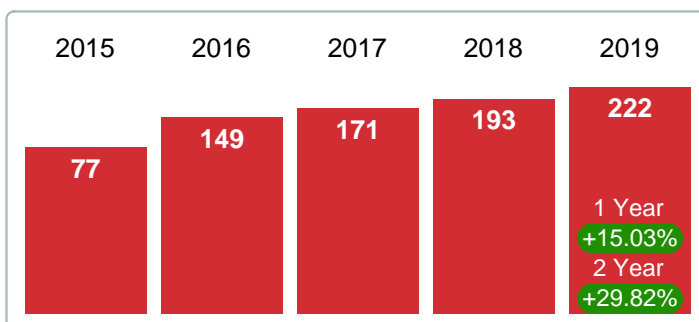
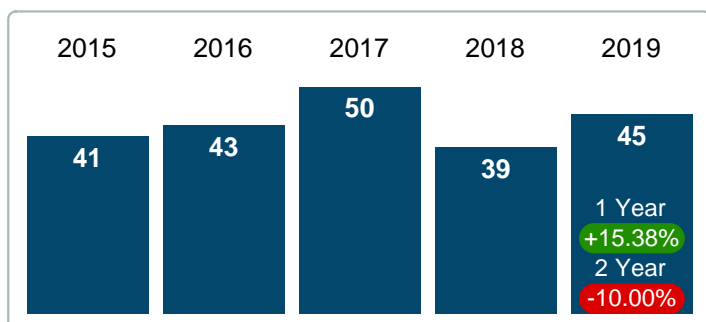


## CLOSED LISTINGS

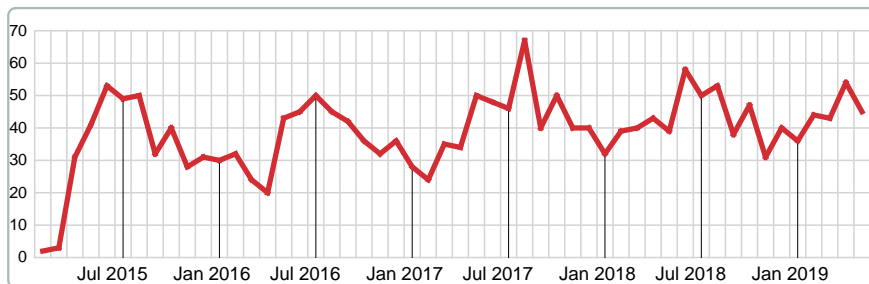
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### MAY

### YEAR TO DATE (YTD)

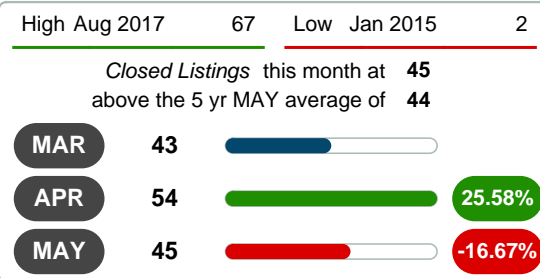


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	8.89%	41.5	3	1	0	0
\$20,001 - \$80,000	6	13.33%	48.2	3	3	0	0
\$80,001 - \$90,000	3	6.67%	73.0	1	2	0	0
\$90,001 - \$140,000	15	33.33%	46.6	1	14	0	0
\$140,001 - \$160,000	4	8.89%	87.8	0	3	1	0
\$160,001 - \$280,000	8	17.78%	73.1	2	4	2	0
\$280,001 and up	5	11.11%	18.6	1	2	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>11</b>	<b>29</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,521,181</b>	<b>100%</b>	<b>53.4</b>	<b>1.41M</b>	<b>3.88M</b>	<b>1.23M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$144,915</b>			<b>\$128,143</b>	<b>\$133,845</b>	<b>\$246,021</b>	<b>\$0</b>

# May 2019



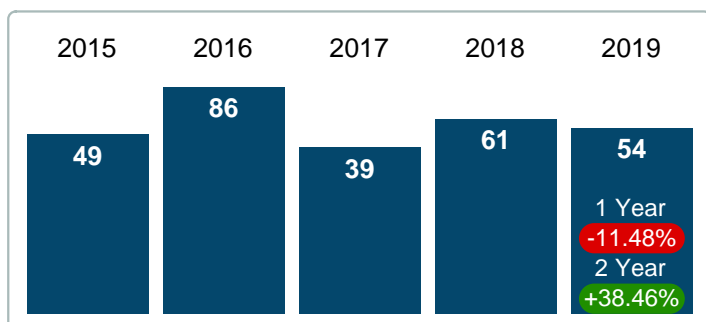
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



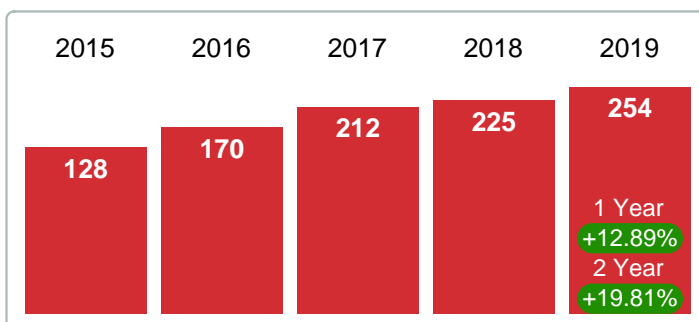
## PENDING LISTINGS

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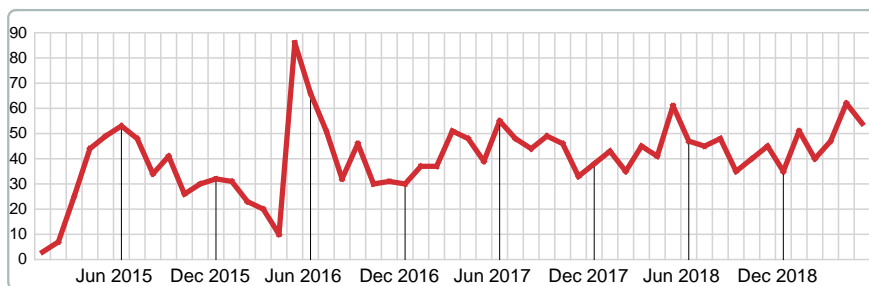
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 58

High May 2016: 86 | Low Jan 2015: 3

Pending Listings this month at 54  
below the 5 yr MAY average of 58

MAR	47	
APR	62	+31.91%
MAY	54	-12.90%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.41%	61.5	4	0	0	0
\$20,001 - \$50,000	7	12.96%	49.9	3	4	0	0
\$50,001 - \$90,000	6	11.11%	60.8	1	5	0	0
\$90,001 - \$140,000	14	25.93%	20.2	3	10	1	0
\$140,001 - \$180,000	10	18.52%	35.9	1	7	2	0
\$180,001 - \$220,000	6	11.11%	49.2	0	4	2	0
\$220,001 and up	7	12.96%	76.6	0	5	2	0
<b>Total Pending Units</b>	<b>54</b>			<b>12</b>	<b>35</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,068,100</b>	<b>100%</b>	<b>36.0</b>	<b>689.90K</b>	<b>4.98M</b>	<b>1.40M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$137,790</b>			<b>\$57,492</b>	<b>\$142,334</b>	<b>\$199,500</b>	<b>\$0</b>

# May 2019



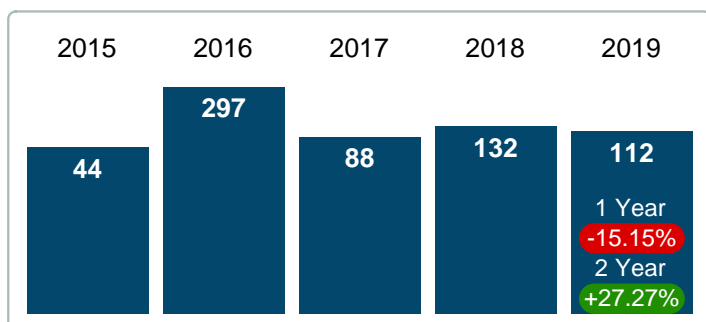
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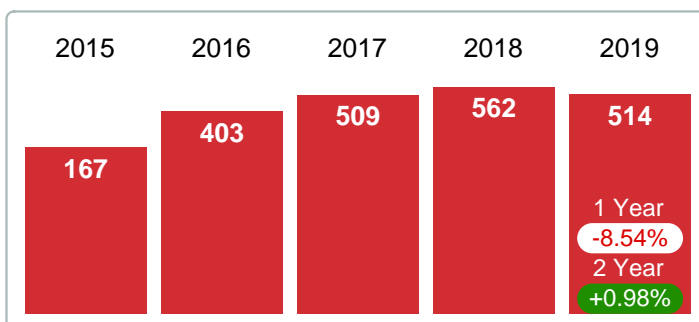
## NEW LISTINGS

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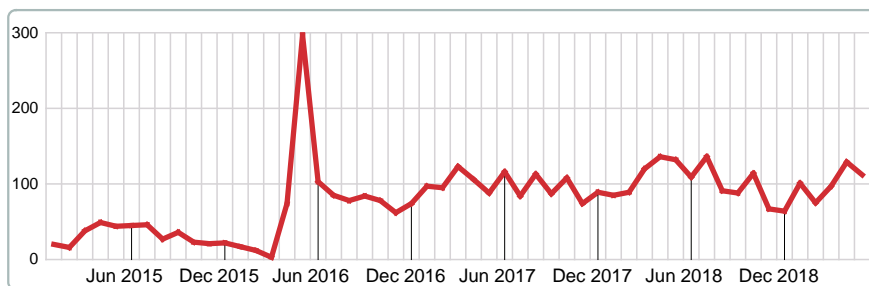
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 135

High May 2016: 297 | Low Mar 2016: 3

New Listings this month at 112  
below the 5 yr MAY average of 135

MAR	97	
APR	129	32.99%
MAY	112	-13.18%

### 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	4	3.57%	4	0	0	0
\$25,001 - \$75,000	18	16.07%	14	4	0	0
\$75,001 - \$100,000	15	13.39%	1	13	1	0
\$100,001 - \$200,000	33	29.46%	9	20	3	1
\$200,001 - \$250,000	14	12.50%	5	5	4	0
\$250,001 - \$350,000	15	13.39%	4	5	4	2
\$350,001 and up	13	11.61%	8	1	2	2
<b>Total New Listed Units</b>	<b>112</b>		<b>45</b>	<b>48</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>21,865,694</b>	<b>100%</b>	<b>8.74M</b>	<b>7.23M</b>	<b>3.42M</b>	<b>2.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$174,100</b>		<b>\$194,133</b>	<b>\$150,588</b>	<b>\$244,185</b>	<b>\$496,580</b>

# May 2019



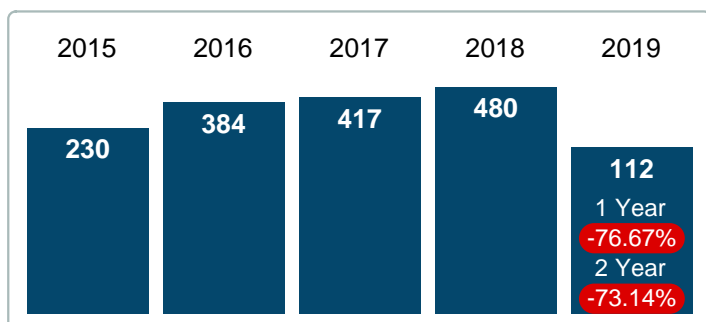
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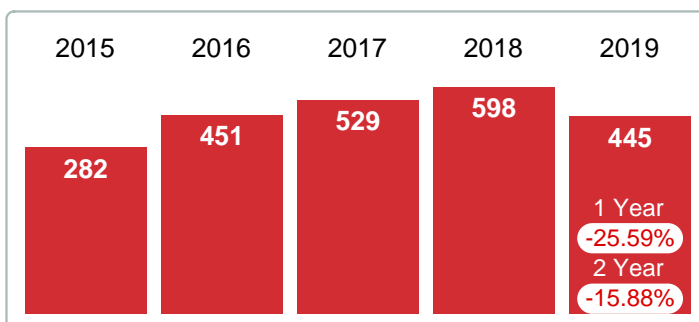
## ACTIVE INVENTORY

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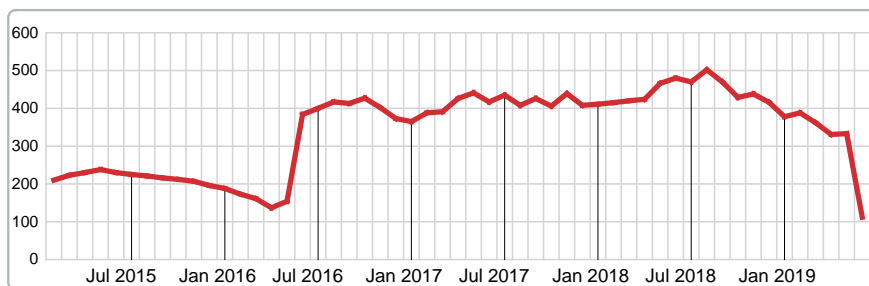
### END OF MAY



### ACTIVE DURING MAY

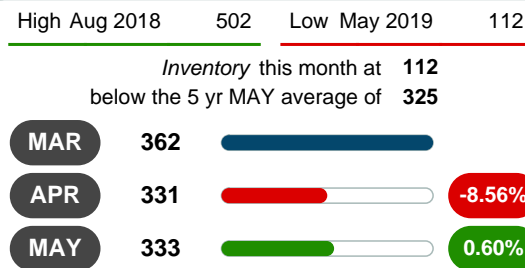


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 325



## 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	19	5.71%	78.0	19	0	0	0
\$25,001 - \$50,000	43	12.91%	82.6	37	5	0	1
\$50,001 - \$75,000	26	7.81%	74.3	18	7	1	0
\$75,001 - \$175,000	112	33.63%	65.8	38	60	10	4
\$175,001 - \$250,000	56	16.82%	60.0	17	27	12	0
\$250,001 - \$375,000	37	11.11%	62.5	12	11	11	3
\$375,001 and up	40	12.01%	87.5	23	4	8	5
Total Active Inventory by Units		333		164	114	42	13
Total Active Inventory by Volume		70,049,093	100%	32.10M	20.93M	11.38M	5.64M
Average Active Inventory Listing Price		\$210,358		\$195,741	\$183,606	\$270,845	\$433,915

# May 2019



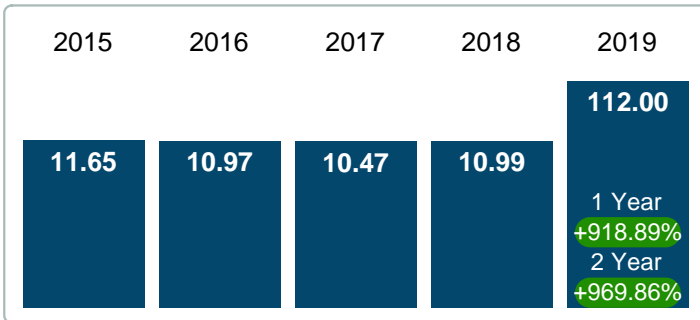
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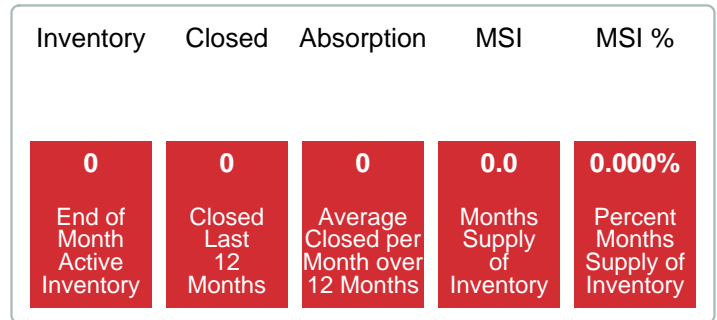
## MONTHS SUPPLY of INVENTORY (MSI)

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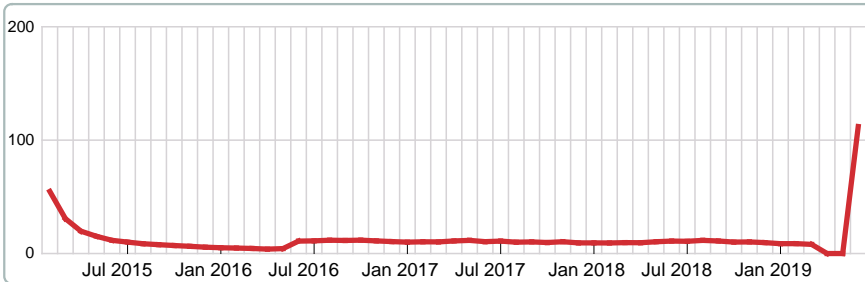
### MSI FOR MAY



### INDICATORS FOR MAY 2019

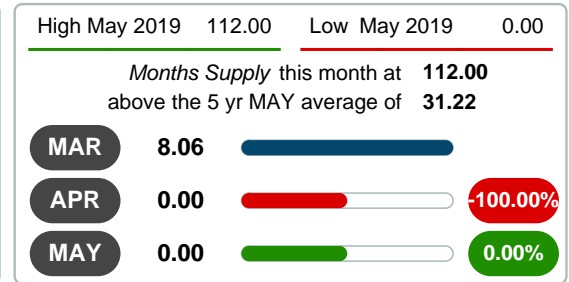


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 31.22



### 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	28	8.41%	7.64	12.00	1.41	0.00	0.00	
\$30,001 - \$70,000	47	14.11%	6.34	11.12	1.95	2.40	0.00	
\$70,001 - \$90,000	39	11.71%	7.43	10.29	7.35	1.20	12.00	
\$90,001 - \$180,000	91	27.33%	5.20	12.00	3.87	3.86	18.00	
\$180,001 - \$260,000	53	15.92%	8.59	27.43	7.02	6.24	0.00	
\$260,001 - \$390,000	41	12.31%	10.70	25.71	8.25	6.86	18.00	
\$390,001 and up	34	10.21%	31.38	80.00	36.00	14.40	15.00	
Market Supply of Inventory (MSI)		7.41		14.47	4.59	5.31	15.60	
Total Active Inventory by Units		333	100%	7.41	164	114	42	13

# May 2019



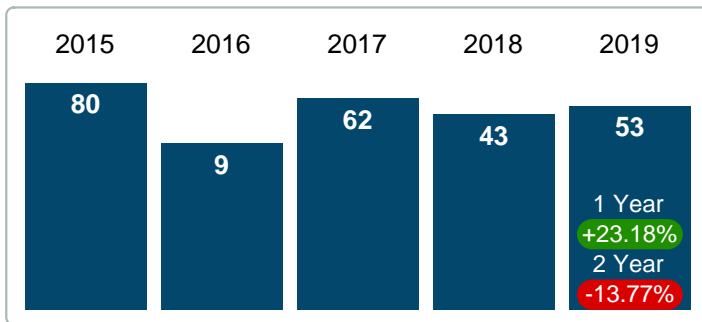
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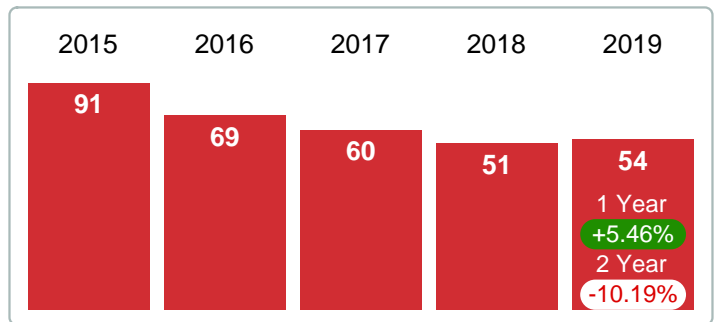
## AVERAGE DAYS ON MARKET TO SALE

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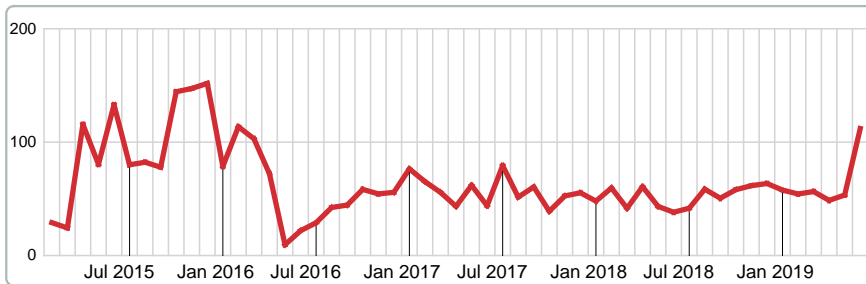
### MAY



### YEAR TO DATE (YTD)

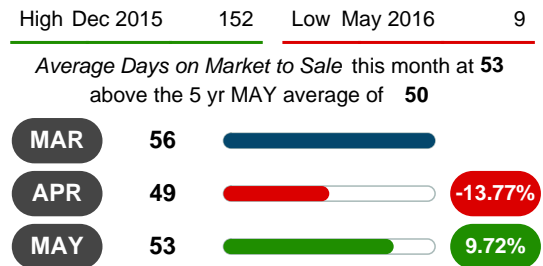


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 50



### 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	
\$20,000 and less	4	8.89%	42	40	0	0	
\$20,001 - \$80,000	6	13.33%	70	26	0	0	
\$80,001 - \$90,000	3	6.67%	126	47	0	0	
\$90,001 - \$140,000	15	33.33%	63	45	0	0	
\$140,001 - \$160,000	4	8.89%	0	82	106	0	
\$160,001 - \$280,000	8	17.78%	99	63	67	0	
\$280,001 and up	5	11.11%	82	4	2	0	
Average Closed DOM		53		73	47	49	0
Total Closed Units		45	100%	53.4	11	29	5
Total Closed Volume		6,521,181		1.41M	3.88M	1.23M	0.00B



# May 2019



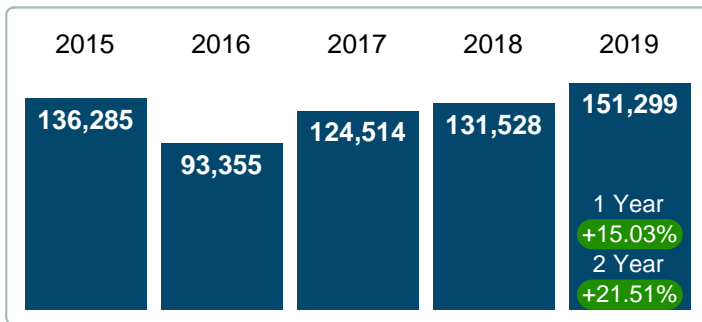
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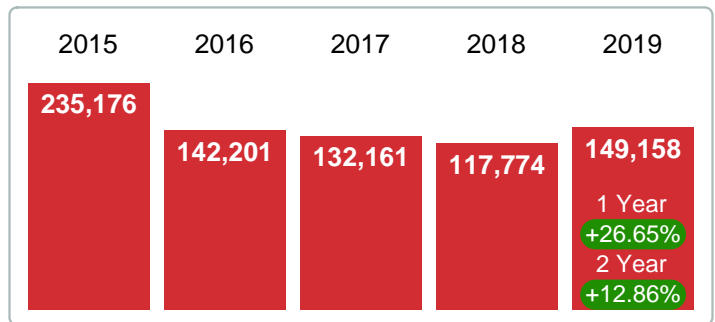
## AVERAGE LIST PRICE AT CLOSING

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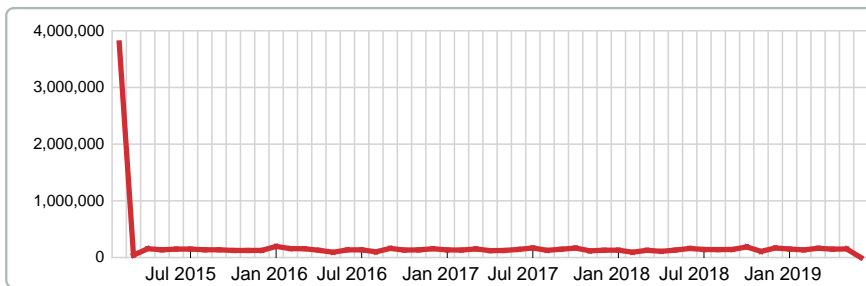
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

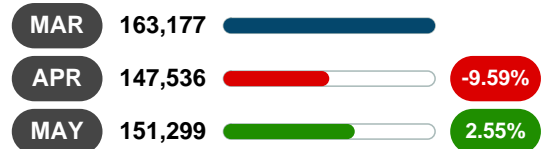


### 3 MONTHS

5 year MAY AVG = 127,396

High Jan 2015 3,784,950 Low May 2019 112

Average List Price at Closing this month at **151,299** above the 5 yr MAY average of **127,396**



### 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	8.89%	5,469	6,692	1,800	0	0
\$25,001 - \$75,000	13.33%	49,883	45,800	53,967	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	26.67%	101,808	102,250	101,720	0	0
\$125,001 - \$150,000	17.78%	142,587	0	143,712	145,000	0
\$150,001 - \$275,000	22.22%	187,560	205,000	182,540	199,450	0
\$275,001 and up	11.11%	449,860	850,000	354,950	344,700	0
<b>Average List Price</b>		<b>151,299</b>	<b>147,452</b>	<b>136,317</b>	<b>246,660</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>151,299</b>	<b>11</b>	<b>29</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,808,474</b>	<b>1.62M</b>	<b>3.95M</b>	<b>1.23M</b>	<b>0.00B</b>



# May 2019



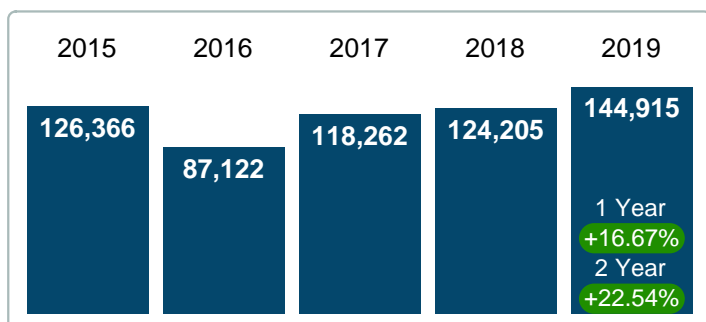
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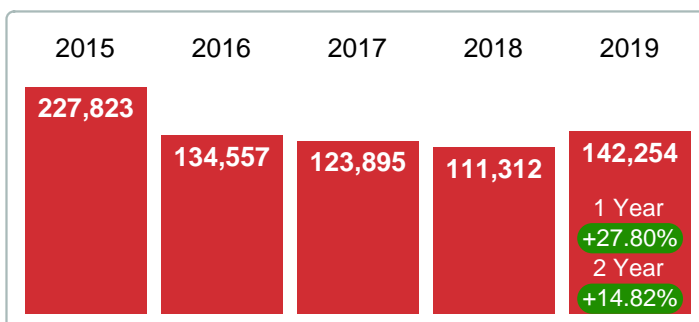
## AVERAGE SOLD PRICE AT CLOSING

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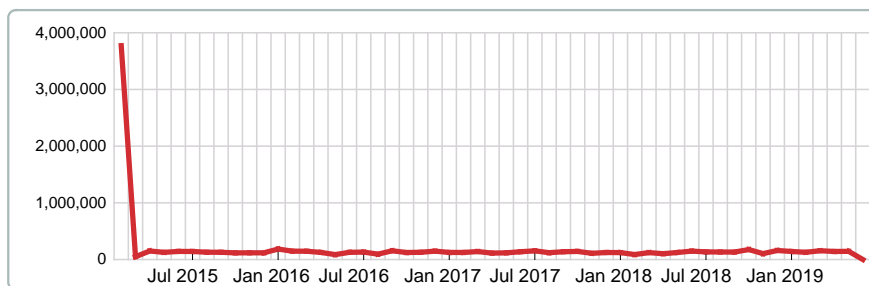
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 120,174

High Jan 2015, 3,772,020    Low May 2019    112

Average Sold Price at Closing this month at **144,915**  
above the 5 yr MAY average of **120,174**

- MAR** 155,347
- APR** 141,856 (-8.68%)
- MAY** 144,915 (2.16%)

### 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
\$20,000 and less	8.89%	4,594	5,525	1,800	0	0
\$20,001 - \$80,000	13.33%	45,417	46,167	44,667	0	0
\$80,001 - \$90,000	6.67%	85,300	85,000	85,450	0	0
\$90,001 - \$140,000	33.33%	116,293	105,000	117,100	0	0
\$140,001 - \$160,000	8.89%	149,500	0	151,000	145,000	0
\$160,001 - \$280,000	17.78%	191,350	182,250	194,850	193,450	0
\$280,001 and up	11.11%	420,241	700,000	351,500	349,103	0
<b>Average Sold Price</b>		<b>144,915</b>	<b>128,143</b>	<b>133,845</b>	<b>246,021</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>11</b>	<b>29</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,521,181</b>	<b>1.41M</b>	<b>3.88M</b>	<b>1.23M</b>	<b>0.00B</b>

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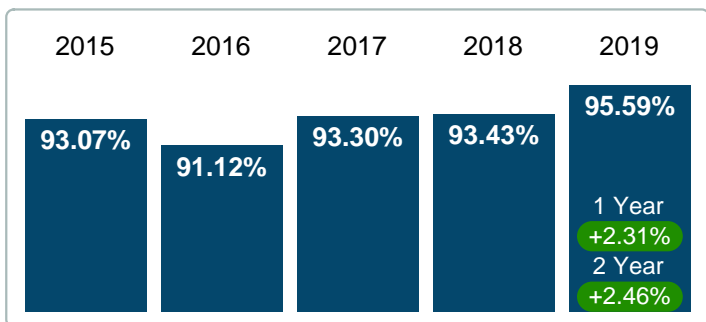
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



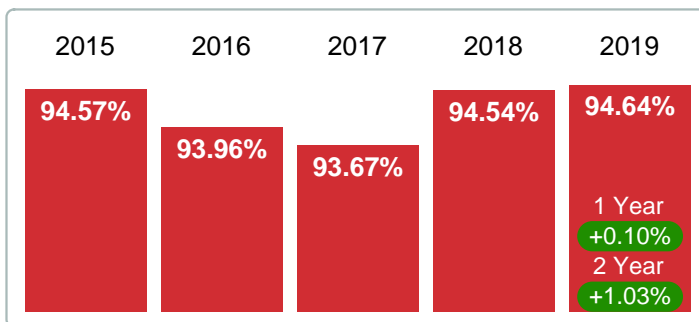
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

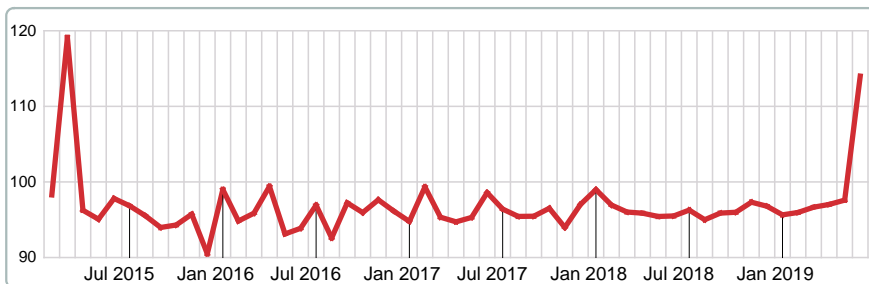
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

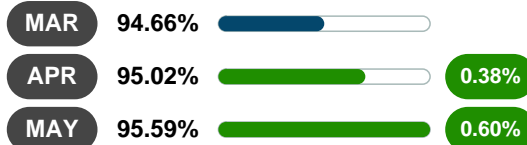


### 3 MONTHS

5 year MAY AVG = 93.30%

High Mar 2015 117.11% Low Dec 2015 88.50%

Average Sold/List Ratio this month at **95.59%** above the 5 yr MAY average of **93.30%**



### 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
\$20,000 and less	4	8.89%	91.12%	88.16%	100.00%	0.00%	0.00%
\$20,001 \$80,000	6	13.33%	89.07%	99.11%	79.03%	0.00%	0.00%
\$80,001 \$90,000	3	6.67%	97.58%	94.97%	98.89%	0.00%	0.00%
\$90,001 \$140,000	15	33.33%	96.66%	91.30%	97.04%	0.00%	0.00%
\$140,001 \$160,000	4	8.89%	98.26%	0.00%	97.67%	100.00%	0.00%
\$160,001 \$280,000	8	17.78%	98.16%	88.78%	103.30%	97.26%	0.00%
\$280,001 and up	5	11.11%	96.39%	82.35%	98.97%	100.82%	0.00%
Average Sold/List Ratio		95.60%		91.64%	96.47%	99.23%	0.00%
Total Closed Units		45	100%	11	29	5	
Total Closed Volume		6,521,181		1.41M	3.88M	1.23M	0.00B

# May 2019



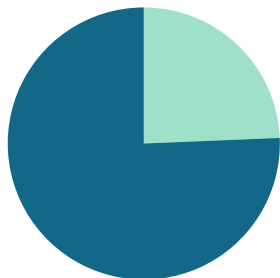
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

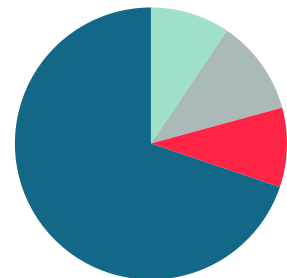


**Inventory**  
 New Listings  
**112 = 24.35%**  
 Start Inventory  
**348**  
 Total Inventory Units  
**460**  
 Volume  
**\$90,042,167**

### Market Activity

Closed Sales  
**45 = 9.43%**  
 Pending Sales  
**54 = 11.32%**  
 Other Off Market  
**45 = 9.43%**  
 Active Inventory  
**333 = 69.81%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	39	45	15.38%	193	222	15.03%
Pending Sales	61	54	-11.48%	225	254	12.89%
New Listings	132	112	-15.15%	562	514	-8.54%
Average List Price	131,528	151,299	15.03%	117,774	149,158	26.65%
Average Sale Price	124,205	144,915	16.67%	111,312	142,254	27.80%
Average Percent of Selling Price to List Price	93.43%	95.59%	2.31%	94.54%	94.64%	0.10%
Average Days on Market to Sale	43.33	53.38	23.18%	50.92	53.70	5.46%
Monthly Inventory	486	333	-31.48%	486	333	-31.48%
Months Supply of Inventory	11.13	7.41	-33.39%	11.13	7.41	-33.39%

**Absorption:** Last 12 months, an Average of **45** Sales/Month

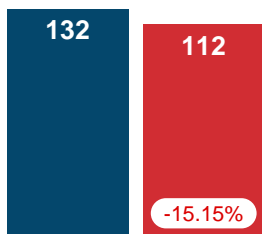
**Inventory** on May 31, 2019 = **333**

**2018** **2019**

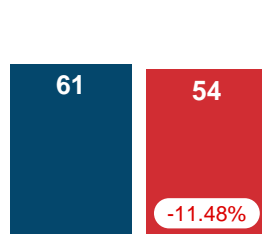
### MAY MARKET

### AVERAGE PRICES

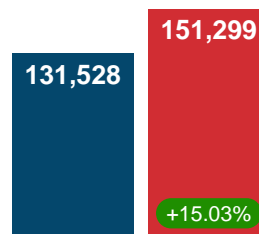
#### New Listings



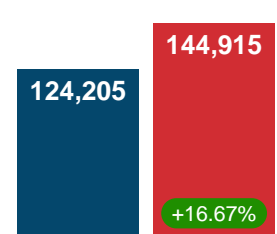
#### Pending Listings



#### List Price



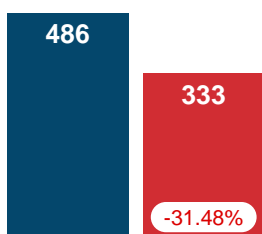
#### Sale Price



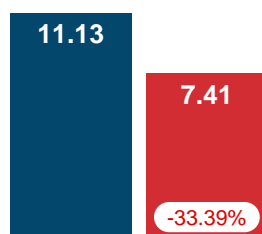
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

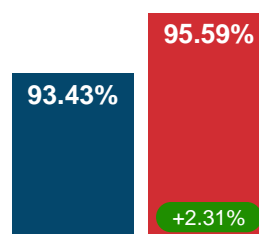
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

