

September 2019



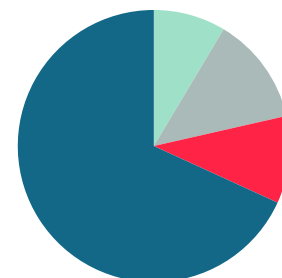
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | September | | |
|---|-----------|---------|---------|
| | 2018 | 2019 | +/-% |
| Closed Listings | 38 | 38 | 0.00% |
| Pending Listings | 35 | 57 | 62.86% |
| New Listings | 88 | 73 | -17.05% |
| Median List Price | 127,500 | 102,450 | -19.65% |
| Median Sale Price | 121,500 | 101,450 | -16.50% |
| Median Percent of Selling Price to List Price | 95.99% | 96.51% | 0.53% |
| Median Days on Market to Sale | 31.50 | 43.00 | 36.51% |
| End of Month Inventory | 447 | 302 | -32.44% |
| Months Supply of Inventory | 10.28 | 6.58 | -35.99% |



■ Closed (8.58%)
■ Pending (12.87%)
■ Other OffMarket (10.38%)
■ Active (68.17%)

Absorption: Last 12 months, an Average of **46 Sales/Month**
Active Inventory as of September 30, 2019 = **302**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **32.44%** to 302 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 **6.58** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **16.50%** in September 2019 to \$101,450 versus the previous year at \$121,500.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 11.50 days or **36.51%** in September 2019 compared to last year's same month at **31.50** DOM.

Sales Success for September 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 73 New Listings in September 2019, down **17.05%** from last year at 88. Furthermore, there were 38 Closed Listings this month versus last year at 38, a **0.00%** decrease.

Closed versus Listed trends yielded a **52.1%** ratio, up from previous year's, September 2018, at **43.2%**, a **20.55%** 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

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| Inventory | 4 |
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| Median Sale Price at Closing | 8 |
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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

September 2019



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

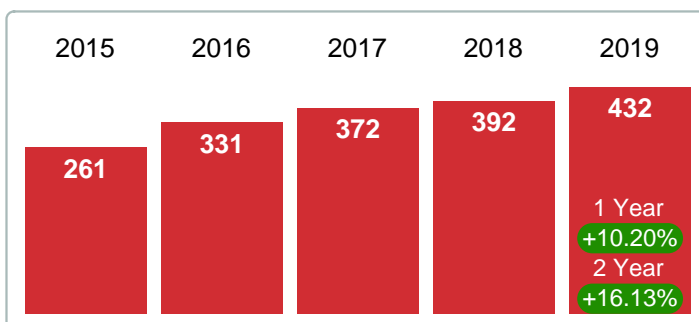
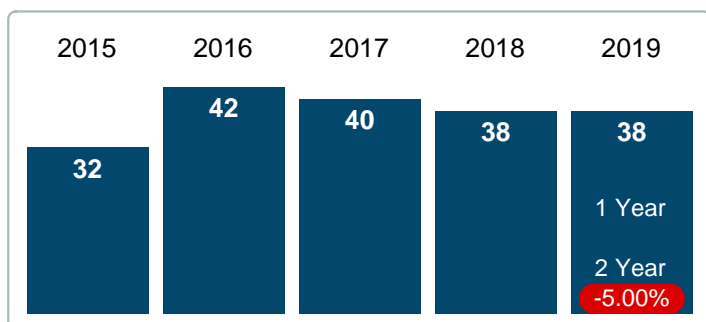


CLOSED LISTINGS

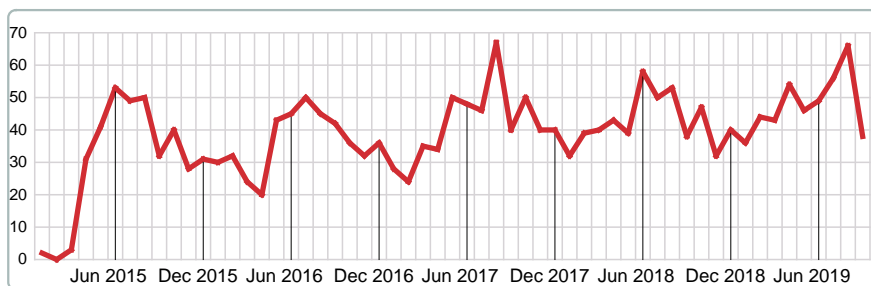
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SEPTEMBER

YEAR TO DATE (YTD)

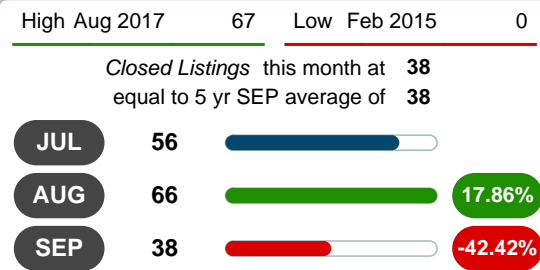


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less | 2 | 5.26% | 36.5 | 2 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 6 | 15.79% | 27.0 | 5 | 1 | 0 | 0 |
| \$60,001 - \$70,000 | 5 | 13.16% | 50.0 | 4 | 1 | 0 | 0 |
| \$70,001 - \$110,000 | 9 | 23.68% | 57.0 | 3 | 5 | 1 | 0 |
| \$110,001 - \$150,000 | 7 | 18.42% | 58.0 | 2 | 5 | 0 | 0 |
| \$150,001 - \$170,000 | 4 | 10.53% | 55.0 | 0 | 3 | 1 | 0 |
| \$170,001 and up | 5 | 13.16% | 23.0 | 0 | 4 | 0 | 1 |
| Total Closed Units | 38 | | | 16 | 19 | 2 | 1 |
| Total Closed Volume | 4,073,600 | 100% | 43.0 | 1.02M | 2.47M | 251.00K | 325.00K |
| Median Closed Price | \$101,450 | | | \$62,300 | \$127,500 | \$125,500 | \$325,000 |

September 2019



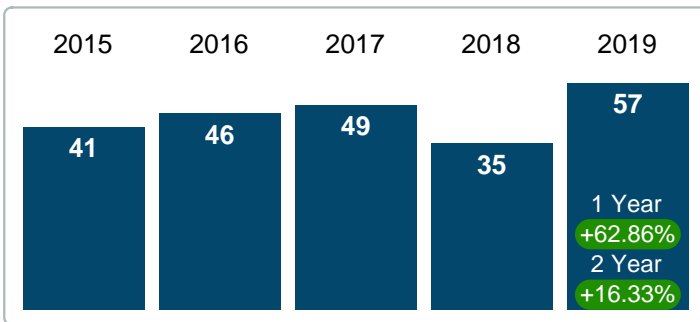
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



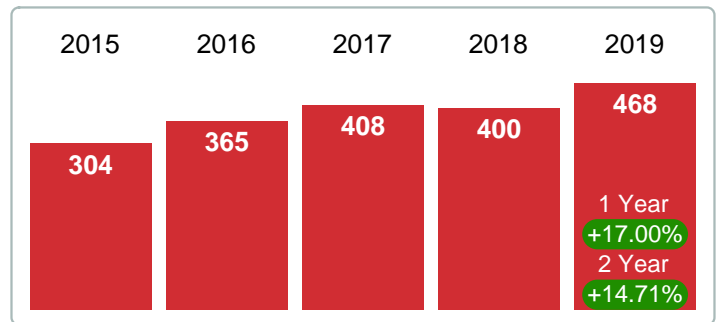
PENDING LISTINGS

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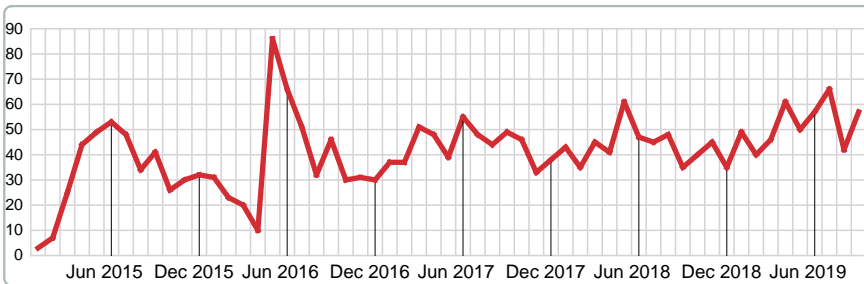
SEPTEMBER



YEAR TO DATE (YTD)

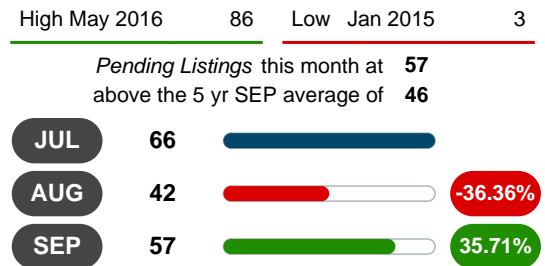


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less | 5 | 8.77% | 20.0 | 5 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 6 | 10.53% | 26.0 | 5 | 1 | 0 | 0 |
| \$50,001 - \$90,000 | 9 | 15.79% | 49.0 | 5 | 4 | 0 | 0 |
| \$90,001 - \$160,000 | 15 | 26.32% | 48.0 | 1 | 13 | 1 | 0 |
| \$160,001 - \$190,000 | 8 | 14.04% | 72.0 | 1 | 6 | 0 | 1 |
| \$190,001 - \$300,000 | 7 | 12.28% | 88.0 | 0 | 5 | 2 | 0 |
| \$300,001 and up | 7 | 12.28% | 119.0 | 3 | 2 | 2 | 0 |
| Total Pending Units | 57 | | | 20 | 31 | 5 | 1 |
| Total Pending Volume | 9,168,850 | 100% | 54.0 | 2.58M | 5.21M | 1.22M | 164.90K |
| Median Listing Price | \$125,000 | | | \$54,450 | \$153,900 | \$212,000 | \$164,900 |

September 2019



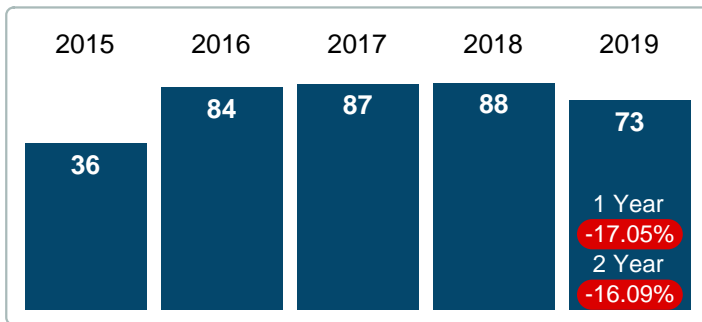
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



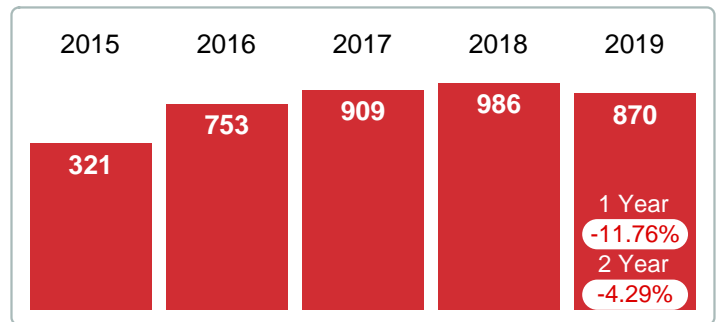
NEW LISTINGS

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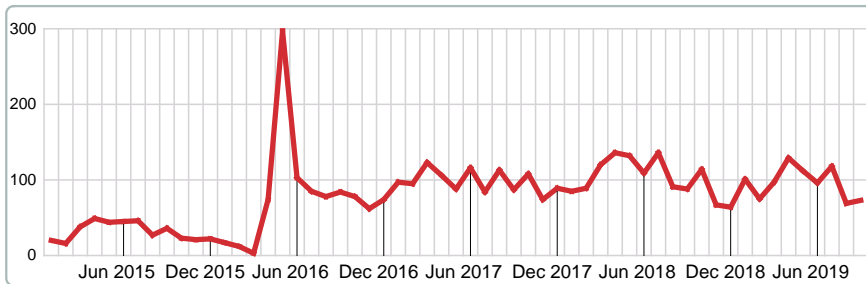
SEPTEMBER



YEAR TO DATE (YTD)

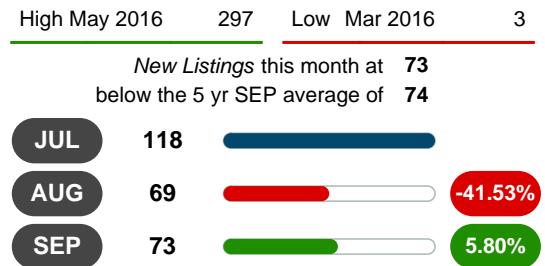


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 74



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 | 2.74% | 2 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 14 | 19.18% | 9 | 5 | 0 | 0 |
| \$75,001 - \$100,000 | 8 | 10.96% | 0 | 7 | 0 | 1 |
| \$100,001 - \$150,000 | 12 | 16.44% | 4 | 5 | 3 | 0 |
| \$150,001 - \$175,000 | 13 | 17.81% | 3 | 10 | 0 | 0 |
| \$175,001 - \$325,000 | 16 | 21.92% | 3 | 9 | 3 | 1 |
| \$325,001 and up | 8 | 10.96% | 6 | 1 | 1 | 0 |
| Total New Listed Units | 73 | | 27 | 37 | 7 | 2 |
| Total New Listed Volume | 12,850,750 | 100% | 5.62M | 5.47M | 1.49M | 279.40K |
| Median New Listed Listing Price | \$153,900 | | \$129,000 | \$154,000 | \$189,000 | \$139,700 |

September 2019



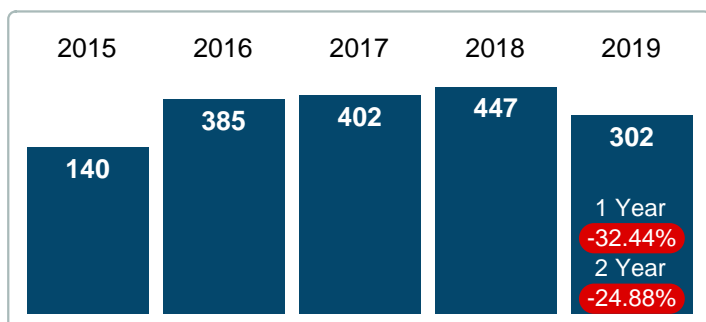
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



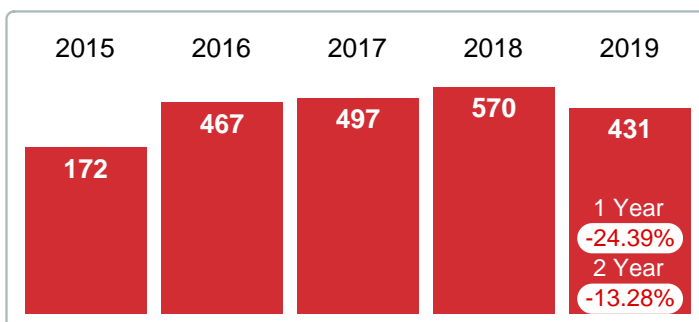
ACTIVE INVENTORY

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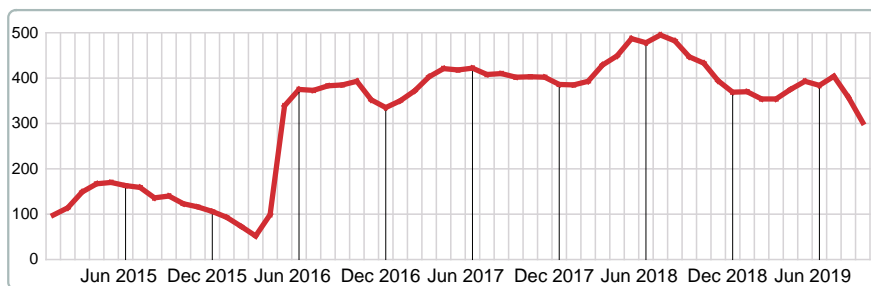
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

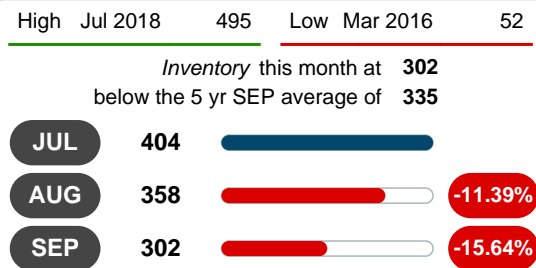


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 335



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 | 27 | 8.94% | 112.0 | 27 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 38 | 12.58% | 82.0 | 29 | 9 | 0 | 0 |
| \$60,001 - \$90,000 | 41 | 13.58% | 73.0 | 18 | 21 | 0 | 2 |
| \$90,001 - \$180,000 | 78 | 25.83% | 73.5 | 22 | 43 | 11 | 2 |
| \$180,001 - \$270,000 | 46 | 15.23% | 100.0 | 15 | 18 | 12 | 1 |
| \$270,001 - \$370,000 | 39 | 12.91% | 93.0 | 15 | 9 | 14 | 1 |
| \$370,001 and up | 33 | 10.93% | 79.0 | 19 | 9 | 3 | 2 |
| Total Active Inventory by Units | 302 | | | 145 | 109 | 40 | 8 |
| Total Active Inventory by Volume | 58,981,142 | 100% | 81.0 | 26.62M | 18.75M | 10.17M | 3.44M |
| Median Active Inventory Listing Price | \$149,000 | | | \$87,500 | \$149,000 | \$244,500 | \$224,450 |

September 2019



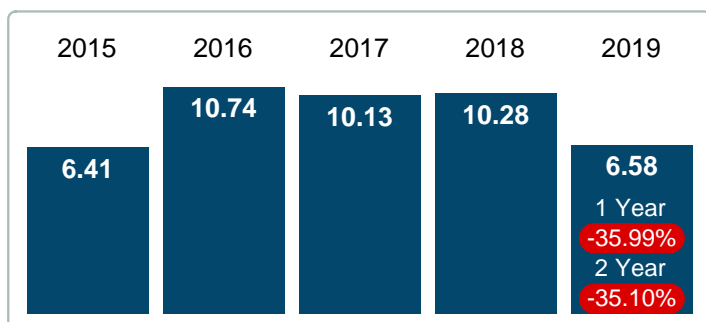
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



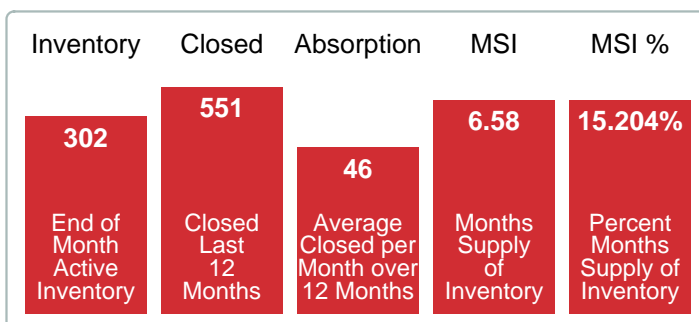
MONTHS SUPPLY of INVENTORY (MSI)

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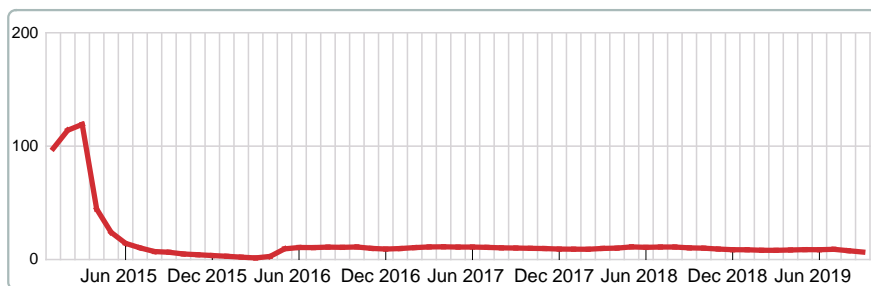
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

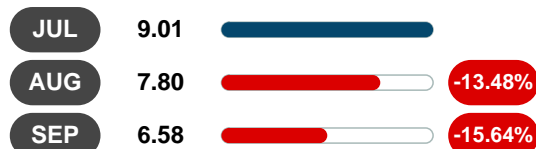


3 MONTHS

5 year SEP AVG = 8.83

High Mar 2015 119.20 Low Mar 2016 1.41

Months Supply this month at **6.58**
below the 5 yr SEP average of **8.83**



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 | 27 | 8.94% | 7.36 | 10.45 | 0.00 | 0.00 | 0.00 |
| \$30,001 - \$60,000 | 38 | 12.58% | 8.14 | 13.38 | 3.86 | 0.00 | 0.00 |
| \$60,001 - \$90,000 | 41 | 13.58% | 5.07 | 5.84 | 5.04 | 0.00 | 24.00 |
| \$90,001 - \$180,000 | 78 | 25.83% | 4.25 | 8.00 | 3.39 | 4.00 | 12.00 |
| \$180,001 - \$270,000 | 46 | 15.23% | 6.65 | 60.00 | 4.32 | 5.33 | 4.00 |
| \$270,001 - \$370,000 | 39 | 12.91% | 16.71 | 60.00 | 12.00 | 12.92 | 4.00 |
| \$370,001 and up | 33 | 10.93% | 17.22 | 45.60 | 36.00 | 3.60 | 4.80 |
| Market Supply of Inventory (MSI) | | | 6.58 | 12.61 | 4.29 | 5.11 | 6.86 |
| Total Active Inventory by Units | | 100% | 6.58 | 145 | 109 | 40 | 8 |

September 2019



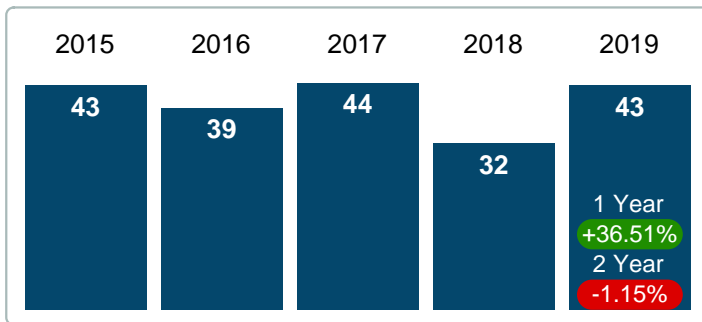
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



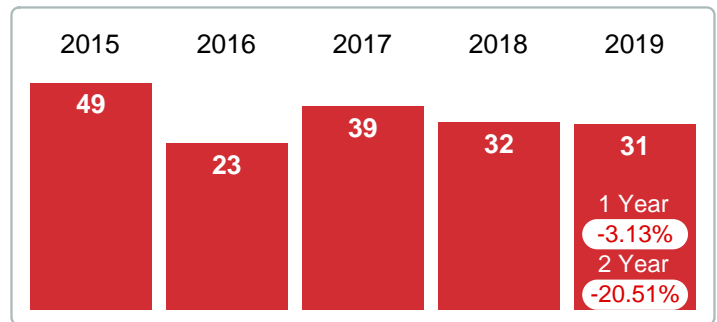
MEDIAN DAYS ON MARKET TO SALE

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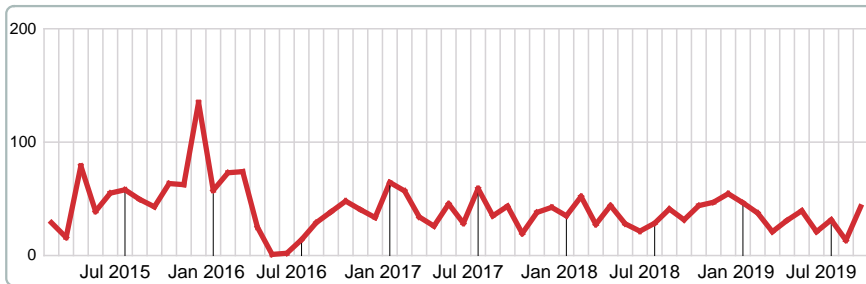
SEPTEMBER



YEAR TO DATE (YTD)

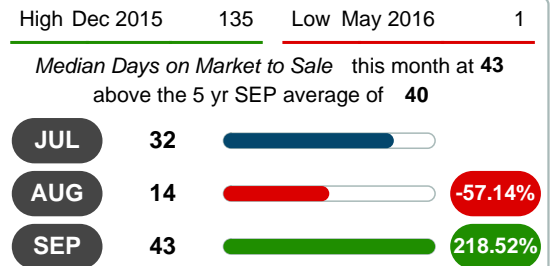


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 40



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 |
|--|-------------|------------------|--------------|--------------|----------------|----------------|
| \$20,000 and less | 5.26% | 37 | 37 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 15.79% | 27 | 40 | 2 | 0 | 0 |
| \$60,001 - \$70,000 | 13.16% | 50 | 47 | 87 | 0 | 0 |
| \$70,001 - \$110,000 | 23.68% | 57 | 57 | 22 | 87 | 0 |
| \$110,001 - \$150,000 | 18.42% | 58 | 32 | 97 | 0 | 0 |
| \$150,001 - \$170,000 | 10.53% | 55 | 0 | 70 | 35 | 0 |
| \$170,001 and up | 13.16% | 23 | 0 | 13 | 0 | 43 |
| Median Closed DOM | | 43 | 45 | 40 | 61 | 43 |
| Total Closed Units | 100% | 43.0 | 16 | 19 | 2 | 1 |
| Total Closed Volume | | 4,073,600 | 1.02M | 2.47M | 251.00K | 325.00K |

September 2019



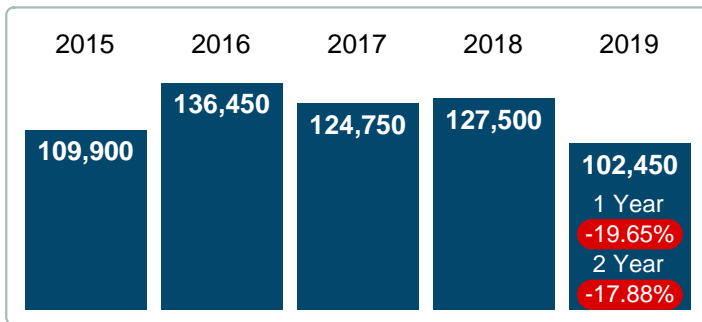
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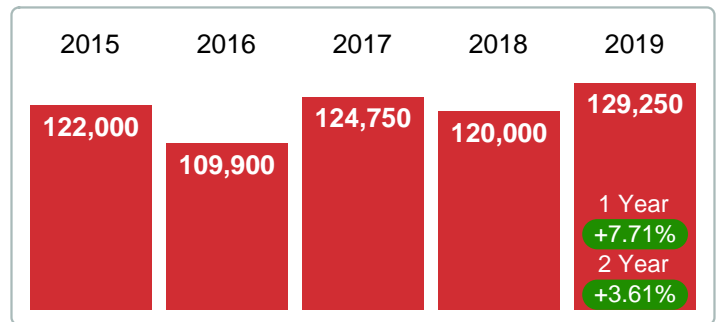
MEDIAN LIST PRICE AT CLOSING

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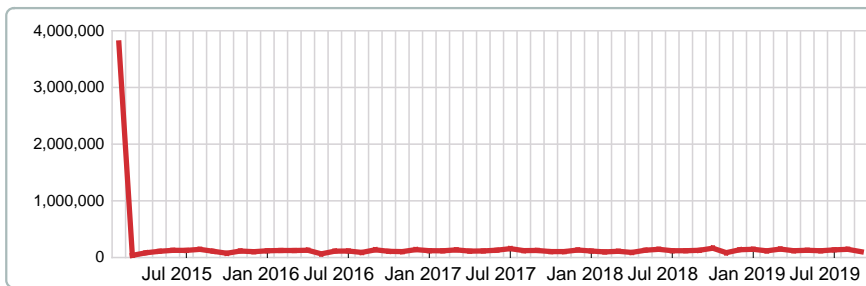
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

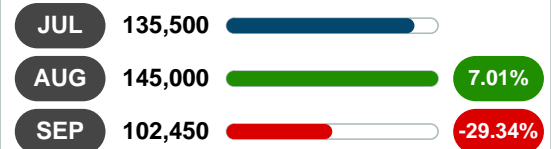


3 MONTHS

5 year SEP AVG = 120,210

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

Median List Price at Closing this month at **102,450**
 below the 5 yr SEP average of **120,210**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$20,000 and less | 0 | 0.00% | 23 | 0 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 7 | 18.42% | 29,900 | 32,700 | 29,500 | 0 | 0 |
| \$60,001 - \$70,000 | 4 | 10.53% | 64,450 | 64,450 | 0 | 0 | 0 |
| \$70,001 - \$110,000 | 10 | 26.32% | 92,448 | 79,900 | 93,700 | 94,995 | 0 |
| \$110,001 - \$150,000 | 7 | 18.42% | 125,000 | 124,500 | 127,450 | 0 | 0 |
| \$150,001 - \$170,000 | 2 | 5.26% | 161,700 | 0 | 161,700 | 0 | 0 |
| \$170,001 and up | 8 | 21.05% | 181,200 | 0 | 177,450 | 182,500 | 385,000 |
| Median List Price | | | 102,450 | 64,450 | 129,900 | 138,748 | 385,000 |
| Total Closed Units | | 100% | 102,450 | 16 | 19 | 2 | 1 |
| Total Closed Volume | | | 4,312,195 | 1.09M | 2.56M | 277.50K | 385.00K |

September 2019



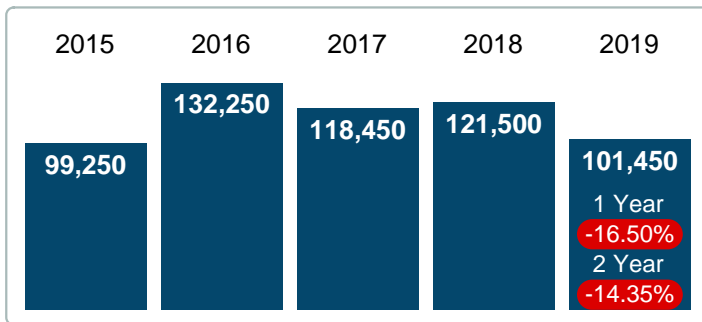
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



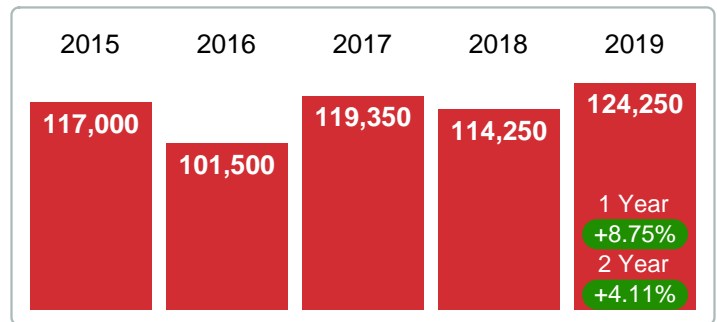
MEDIAN SOLD PRICE AT CLOSING

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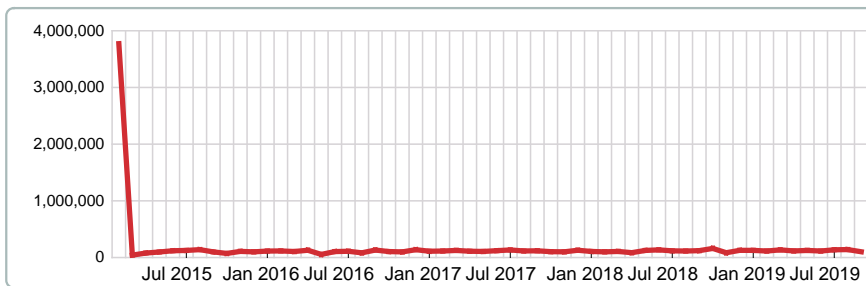
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

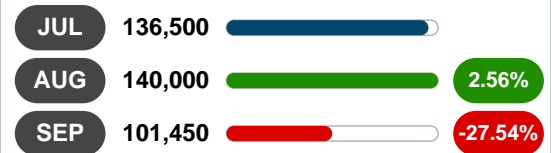


3 MONTHS

5 year SEP AVG = 114,580

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

Median Sold Price at Closing this month at **101,450**
below the 5 yr SEP average of **114,580**



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 |
|---|-------------|------------------|---------------|----------------|----------------|----------------|
| \$20,000 and less | 5.26% | 19,500 | 19,500 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 15.79% | 34,750 | 37,000 | 29,500 | 0 | 0 |
| \$60,001 - \$70,000 | 13.16% | 65,000 | 66,750 | 65,000 | 0 | 0 |
| \$70,001 - \$110,000 | 23.68% | 97,000 | 106,000 | 97,000 | 92,000 | 0 |
| \$110,001 - \$150,000 | 18.42% | 124,500 | 116,000 | 127,500 | 0 | 0 |
| \$150,001 - \$170,000 | 10.53% | 161,000 | 0 | 163,000 | 159,000 | 0 |
| \$170,001 and up | 13.16% | 212,900 | 0 | 192,950 | 0 | 325,000 |
| Median Sold Price | | 101,450 | 62,300 | 127,500 | 125,500 | 325,000 |
| Total Closed Units | 100% | 101,450 | 16 | 19 | 2 | 1 |
| Total Closed Volume | | 4,073,600 | 1.02M | 2.47M | 251.00K | 325.00K |

September 2019



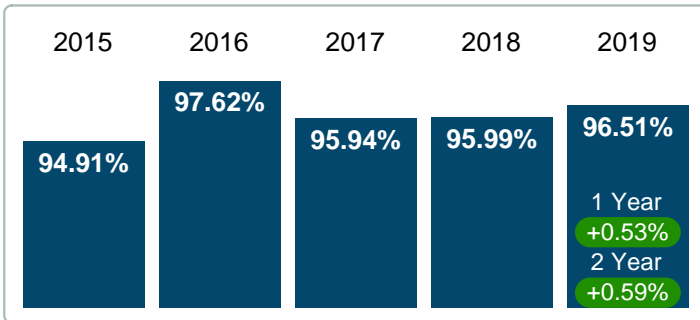
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



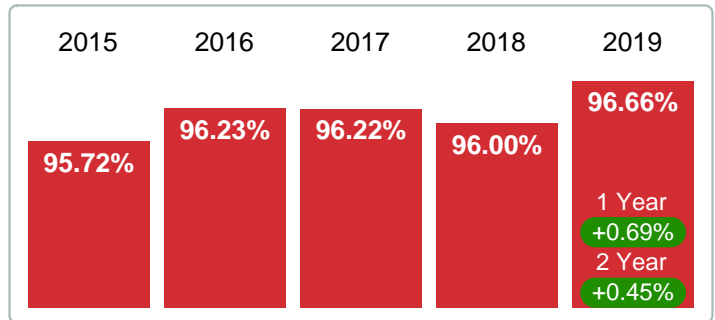
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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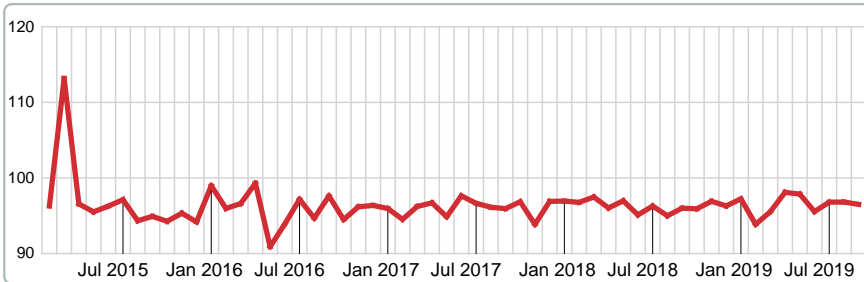
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

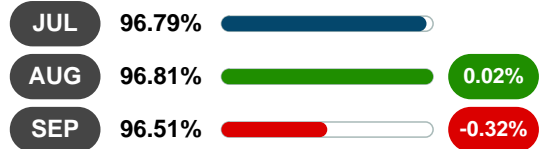


3 MONTHS

5 year SEP AVG = 96.20%

High Mar 2015 113.16% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.51%**
above the 5 yr SEP average of **96.20%**



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 |
|--|---|-----------|--------|----------|---------|---------|---------|
| \$20,000 and less | 2 | 5.26% | 72.70% | 72.70% | 0.00% | 0.00% | 0.00% |
| \$20,001 - \$60,000 | 6 | 15.79% | 95.44% | 94.87% | 100.00% | 0.00% | 0.00% |
| \$60,001 - \$70,000 | 5 | 13.16% | 95.46% | 96.65% | 90.28% | 0.00% | 0.00% |
| \$70,001 - \$110,000 | 9 | 23.68% | 98.13% | 98.04% | 99.00% | 96.85% | 0.00% |
| \$110,001 - \$150,000 | 7 | 18.42% | 97.78% | 95.34% | 97.78% | 0.00% | 0.00% |
| \$150,001 - \$170,000 | 4 | 10.53% | 92.34% | 0.00% | 94.34% | 87.12% | 0.00% |
| \$170,001 and up | 5 | 13.16% | 97.71% | 0.00% | 98.39% | 0.00% | 84.42% |
| Median Sold/List Ratio | | 96.51% | | 95.17% | 97.78% | 91.99% | 84.42% |
| Total Closed Units | | 38 | 100% | 16 | 19 | 2 | 1 |
| Total Closed Volume | | 4,073,600 | | 1.02M | 2.47M | 251.00K | 325.00K |

September 2019



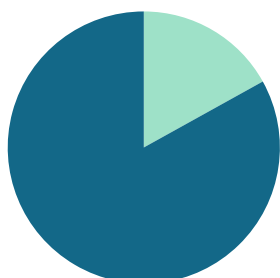
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

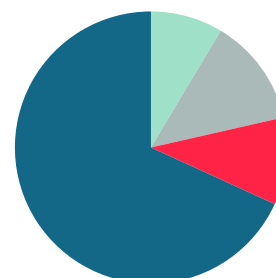


Inventory
 New Listings
73 = 16.94%
 Start Inventory
358
 Total Inventory Units
431
 Volume
\$78,521,287

Market Activity

Closed Sales
38 = 8.58%
 Pending Sales
57 = 12.87%
 Other Off Market
46 = 10.38%
 Active Inventory
302 = 68.17%

MARKET ACTIVITY



| Compared Metrics | September | | | Year to Date | | |
|---|-----------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 38 | 38 | 0.00% | 392 | 432 | 10.20% |
| Pending Sales | 35 | 57 | 62.86% | 400 | 468 | 17.00% |
| New Listings | 88 | 73 | -17.05% | 986 | 870 | -11.76% |
| Median List Price | 127,500 | 102,450 | -19.65% | 120,000 | 129,250 | 7.71% |
| Median Sale Price | 121,500 | 101,450 | -16.50% | 114,250 | 124,250 | 8.75% |
| Median Percent of Selling Price to List Price | 95.99% | 96.51% | 0.53% | 96.00% | 96.66% | 0.69% |
| Median Days on Market to Sale | 31.50 | 43.00 | 36.51% | 32.00 | 31.00 | -3.13% |
| Monthly Inventory | 447 | 302 | -32.44% | 447 | 302 | -32.44% |
| Months Supply of Inventory | 10.28 | 6.58 | -35.99% | 10.28 | 6.58 | -35.99% |

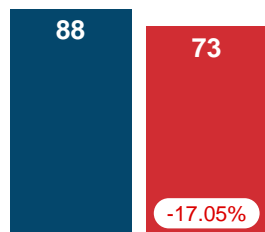
Absorption: Last 12 months, an Average of **46** Sales/Month

Inventory on September 30, 2019 = **302** 2018 2019

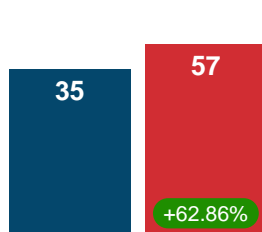
SEPTEMBER MARKET

MEDIAN PRICES

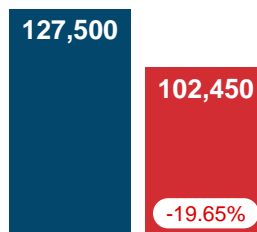
New Listings



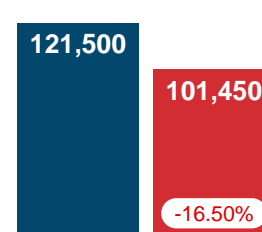
Pending Listings



List Price



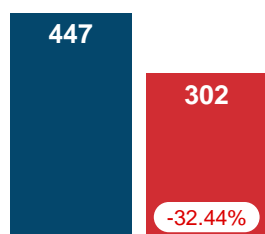
Sale Price



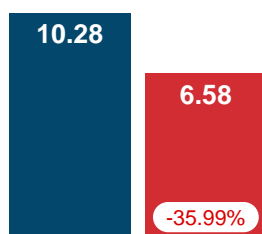
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

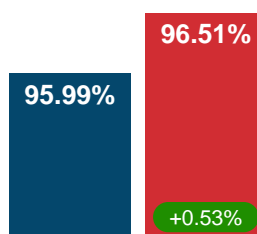
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

