

# September 2019



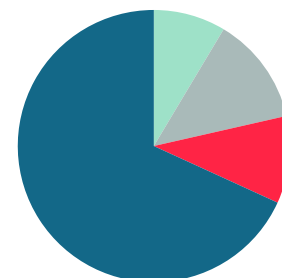
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## 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%
Average List Price	142,584	113,479	-20.41%
Average Sale Price	131,797	107,200	-18.66%
Average Percent of Selling Price to List Price	93.88%	94.38%	0.53%
Average Days on Market to Sale	50.55	54.50	7.81%
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.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **18.66%** in September 2019 to \$107,200 versus the previous year at \$131,797.

#### Average Days on Market Lengthens

The average number of **54.50** days that homes spent on the market before selling increased by 3.95 days or **7.81%** in September 2019 compared to last year's same month at **50.55** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Average 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

<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



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



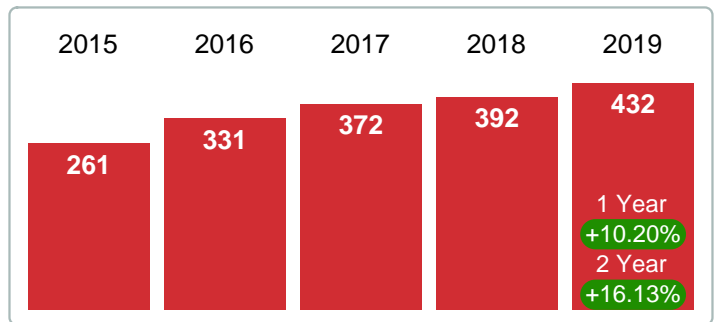
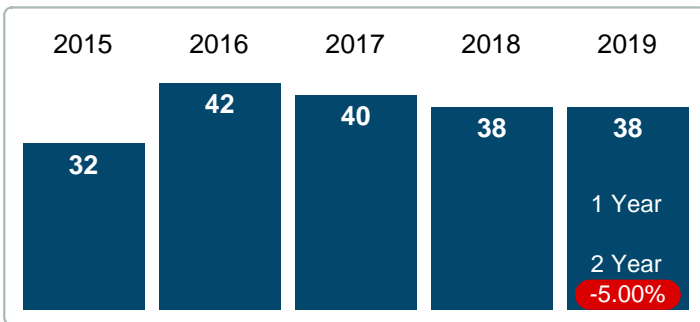
# September 2019

## CLOSED LISTINGS

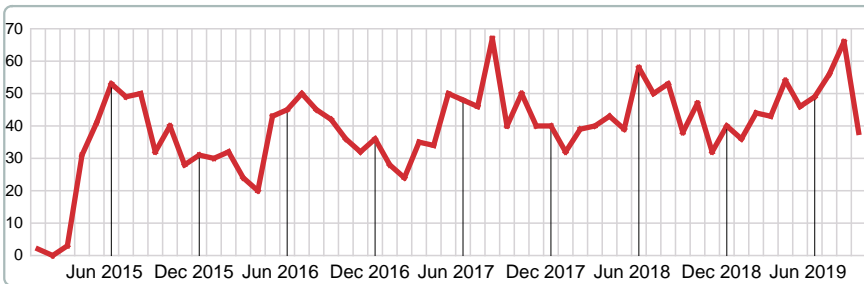
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### SEPTEMBER

### YEAR TO DATE (YTD)

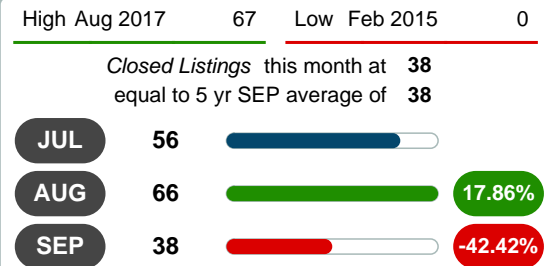


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 38



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	45.8	5	1	0	0
\$60,001 - \$70,000	5	13.16%	49.4	4	1	0	0
\$70,001 - \$110,000	9	23.68%	68.2	3	5	1	0
\$110,001 - \$150,000	7	18.42%	56.1	2	5	0	0
\$150,001 - \$170,000	4	10.53%	63.5	0	3	1	0
\$170,001 and up	5	13.16%	43.0	0	4	0	1
<b>Total Closed Units</b>	<b>38</b>			<b>16</b>	<b>19</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,073,600</b>	<b>100%</b>	<b>54.5</b>	<b>1.02M</b>	<b>2.47M</b>	<b>251.00K</b>	<b>325.00K</b>
<b>Average Closed Price</b>	<b>\$107,200</b>			<b>\$63,938</b>	<b>\$130,242</b>	<b>\$125,500</b>	<b>\$325,000</b>

# September 2019



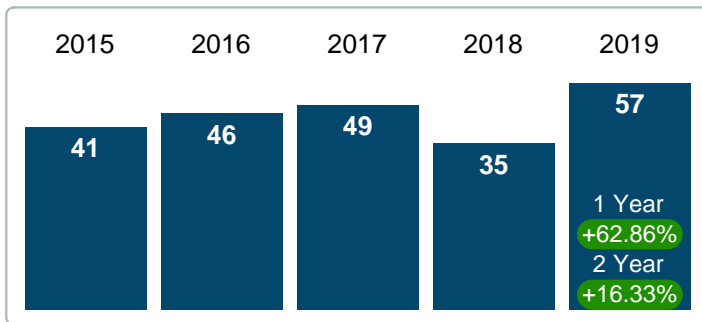
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



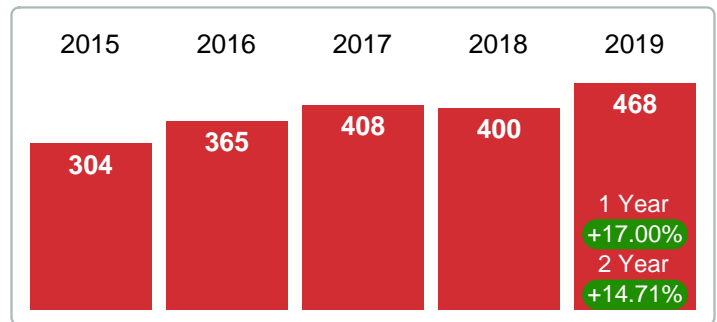
## PENDING LISTINGS

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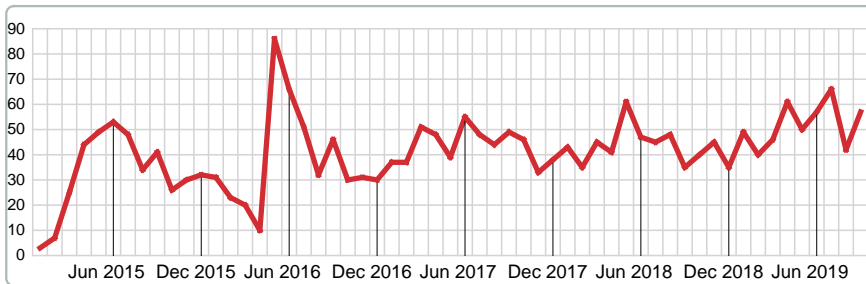
### SEPTEMBER



### YEAR TO DATE (YTD)

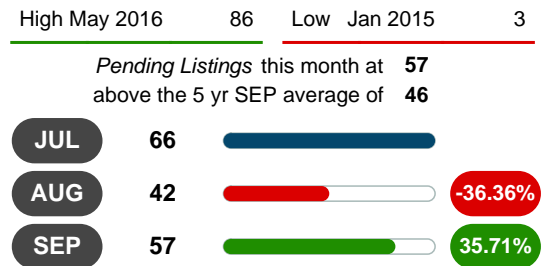


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 46



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.77%	40.4	5	0	0	0
\$30,001 - \$50,000	6	10.53%	29.2	5	1	0	0
\$50,001 - \$90,000	9	15.79%	71.2	5	4	0	0
\$90,001 - \$160,000	15	26.32%	61.5	1	13	1	0
\$160,001 - \$190,000	8	14.04%	69.3	1	6	0	1
\$190,001 - \$300,000	7	12.28%	86.9	0	5	2	0
\$300,001 and up	7	12.28%	116.6	3	2	2	0
<b>Total Pending Units</b>	<b>57</b>			<b>20</b>	<b>31</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,168,850</b>	<b>100%</b>	<b>52.8</b>	<b>2.58M</b>	<b>5.21M</b>	<b>1.22M</b>	<b>164.90K</b>
<b>Average Listing Price</b>	<b>\$113,160</b>			<b>\$128,963</b>	<b>\$167,997</b>	<b>\$243,360</b>	<b>\$164,900</b>

# September 2019



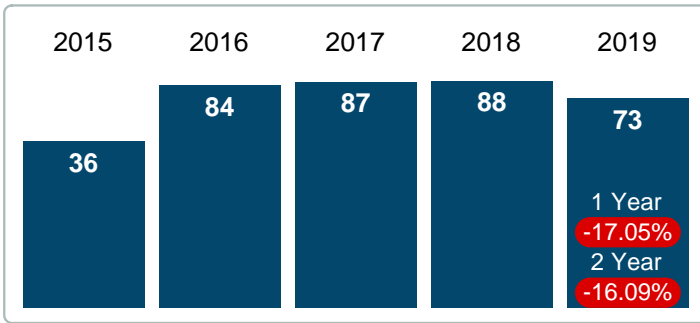
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



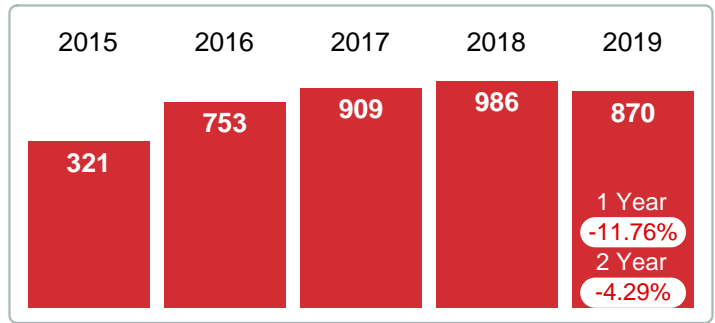
## NEW LISTINGS

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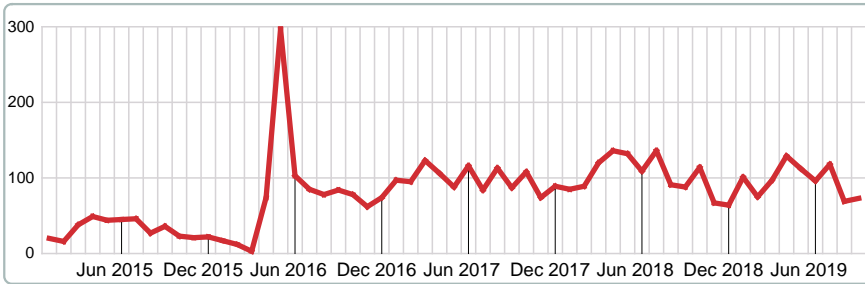
### SEPTEMBER



### YEAR TO DATE (YTD)

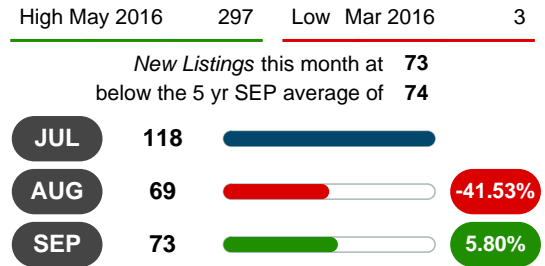


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$40,000 and less	7	9.59%	6	1	0	0
\$40,001 - \$70,000	9	12.33%	5	4	0	0
\$70,001 - \$110,000	11	15.07%	2	8	0	1
\$110,001 - \$160,000	17	23.29%	5	9	3	0
\$160,001 - \$190,000	12	16.44%	1	9	1	1
\$190,001 - \$320,000	9	12.33%	2	5	2	0
\$320,001 and up	8	10.96%	6	1	1	0
<b>Total New Listed Units</b>	<b>73</b>		<b>27</b>	<b>37</b>	<b>7</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>12,850,750</b>	<b>100%</b>	<b>5.62M</b>	<b>5.47M</b>	<b>1.49M</b>	<b>279.40K</b>
<b>Average New Listed Listing Price</b>	<b>\$86,967</b>		<b>\$208,065</b>	<b>\$147,738</b>	<b>\$212,471</b>	<b>\$139,700</b>

# September 2019



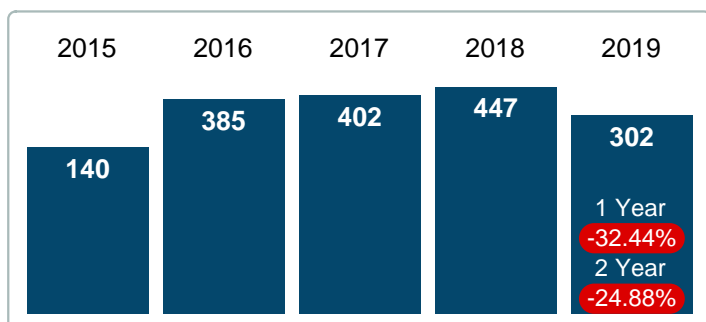
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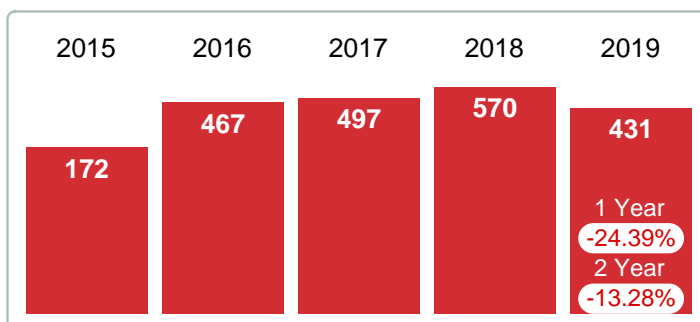
## ACTIVE INVENTORY

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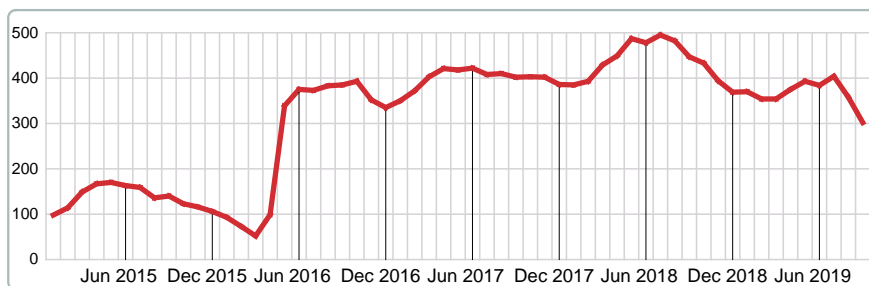
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

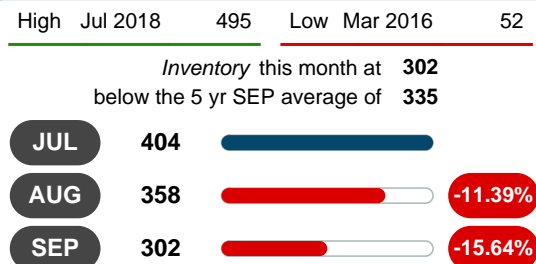


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 335



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	19	6.29%	122.1	19	0	0	0
\$25,001 - \$50,000	38	12.58%	104.7	32	6	0	0
\$50,001 - \$75,000	24	7.95%	80.1	17	6	0	1
\$75,001 - \$175,000	97	32.12%	76.5	25	59	11	2
\$175,001 - \$275,000	57	18.87%	90.7	19	22	13	3
\$275,001 - \$375,000	36	11.92%	94.1	15	8	13	0
\$375,001 and up	31	10.26%	94.6	18	8	3	2
<b>Total Active Inventory by Units</b>	<b>302</b>			<b>145</b>	<b>109</b>	<b>40</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>58,981,142</b>	<b>100%</b>	<b>89.8</b>	<b>26.62M</b>	<b>18.75M</b>	<b>10.17M</b>	<b>3.44M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$195,302</b>			<b>\$183,599</b>	<b>\$172,032</b>	<b>\$254,227</b>	<b>\$429,838</b>

# September 2019



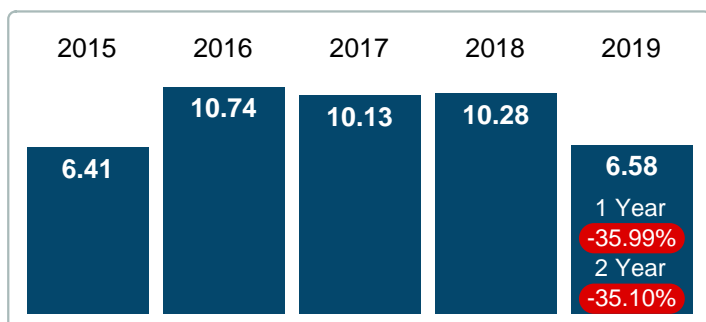
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



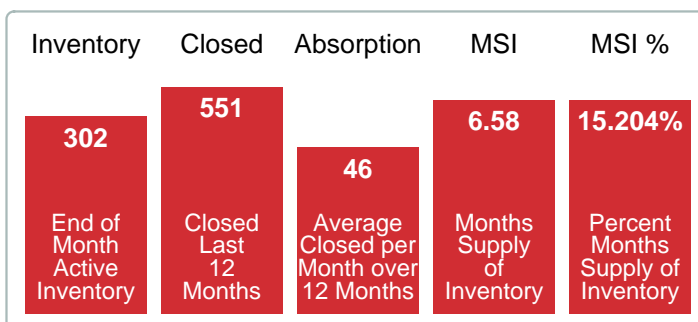
## MONTHS SUPPLY of INVENTORY (MSI)

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

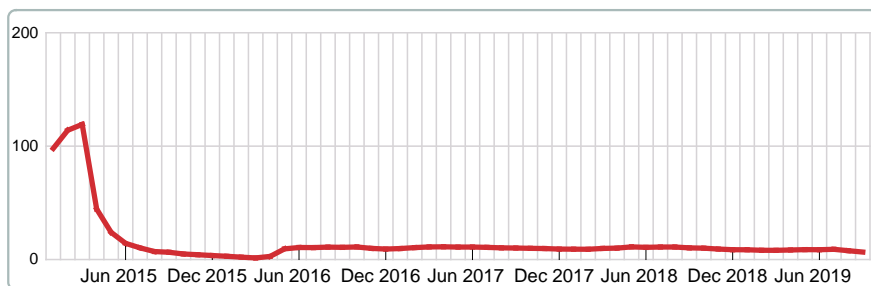
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019

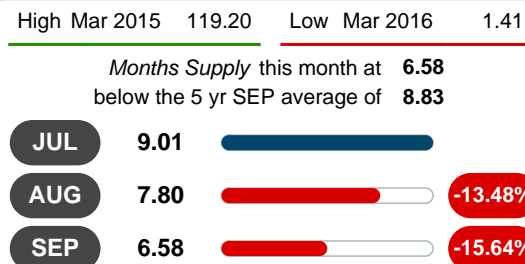


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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



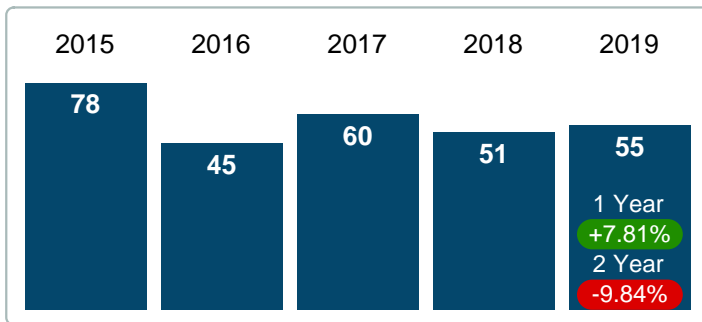
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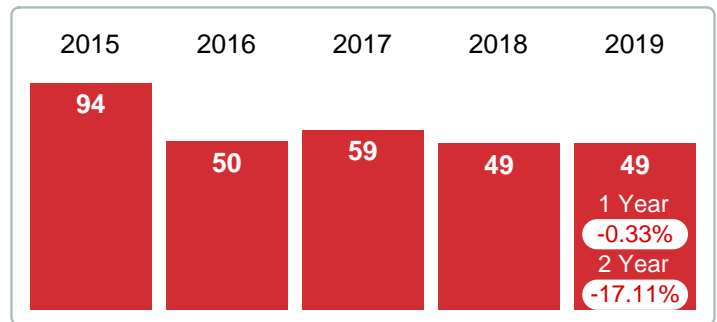
## AVERAGE DAYS ON MARKET TO SALE

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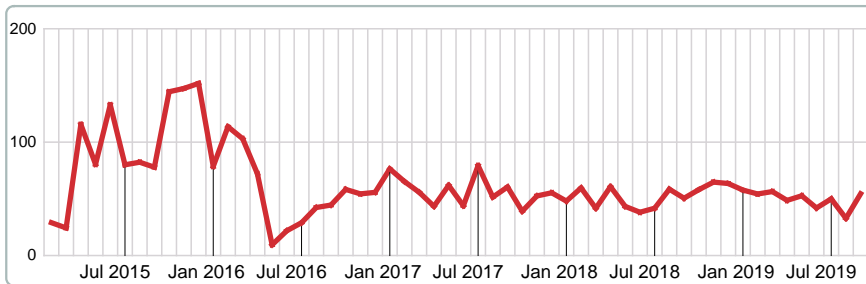
### SEPTEMBER



### YEAR TO DATE (YTD)

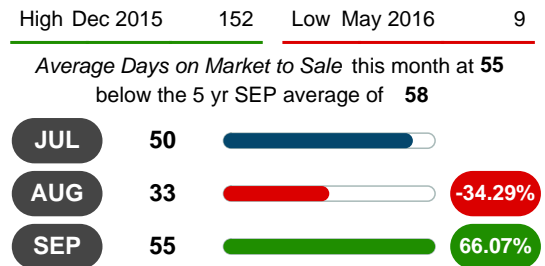


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 58



### 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	5.26%	37	37	0	0	0
\$20,001 - \$60,000	15.79%	46	55	2	0	0
\$60,001 - \$70,000	13.16%	49	40	87	0	0
\$70,001 - \$110,000	23.68%	68	55	73	87	0
\$110,001 - \$150,000	18.42%	56	32	66	0	0
\$150,001 - \$170,000	10.53%	64	0	73	35	0
\$170,001 and up	13.16%	43	0	43	0	43
<b>Average Closed DOM</b>		<b>55</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>55</b>	<b>16</b>	<b>19</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>1.02M</b>	<b>2.47M</b>	<b>251.00K</b>	<b>325.00K</b>

# September 2019



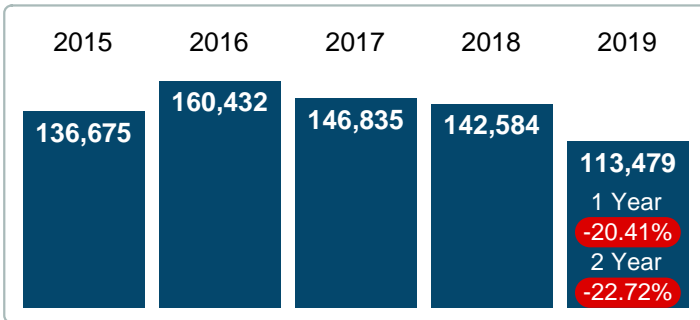
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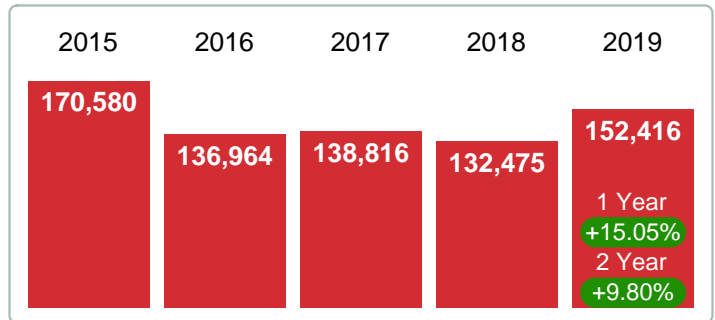
## AVERAGE LIST PRICE AT CLOSING

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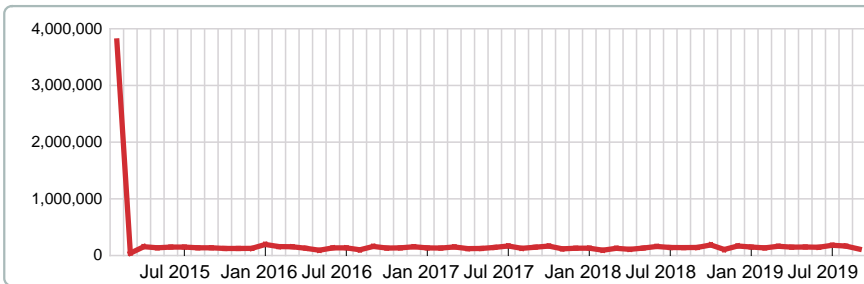
### SEPTEMBER



### YEAR TO DATE (YTD)

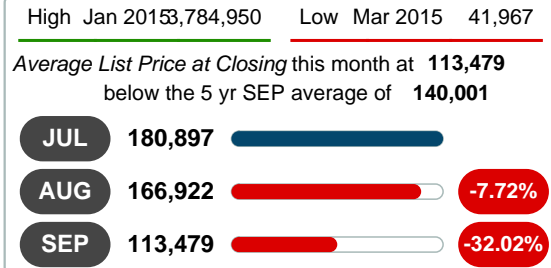


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 140,001



### 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
\$20,000 and less	0	0.00%	0	27,050	0	0	0
\$20,001 - \$60,000	7	18.42%	32,514	41,300	29,500	0	0
\$60,001 - \$70,000	4	10.53%	65,325	69,675	72,000	0	0
\$70,001 - \$110,000	10	26.32%	89,660	103,167	93,640	94,995	0
\$110,001 - \$150,000	7	18.42%	127,314	121,750	134,720	0	0
\$150,001 - \$170,000	2	5.26%	161,700	0	173,100	182,500	0
\$170,001 and up	8	21.05%	214,013	0	198,700	0	385,000
<b>Average List Price</b>			<b>113,479</b>	<b>68,269</b>	<b>134,600</b>	<b>138,748</b>	<b>385,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>113,479</b>	<b>16</b>	<b>19</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>4,312,195</b>	<b>1.09M</b>	<b>2.56M</b>	<b>277.50K</b>	<b>385.00K</b>



# September 2019



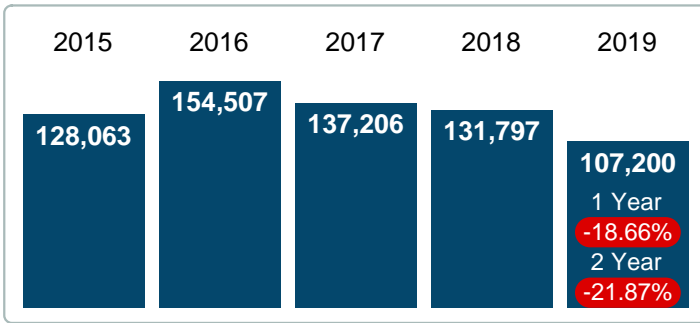
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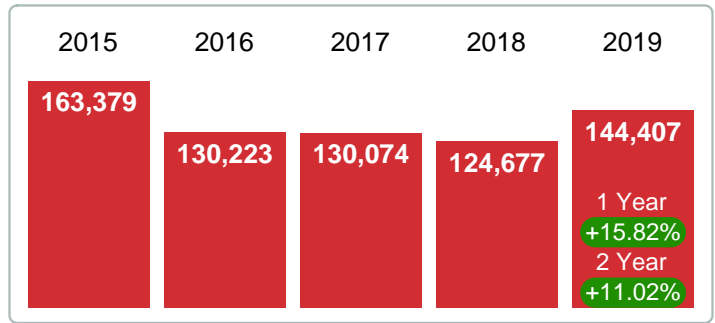
## AVERAGE SOLD PRICE AT CLOSING

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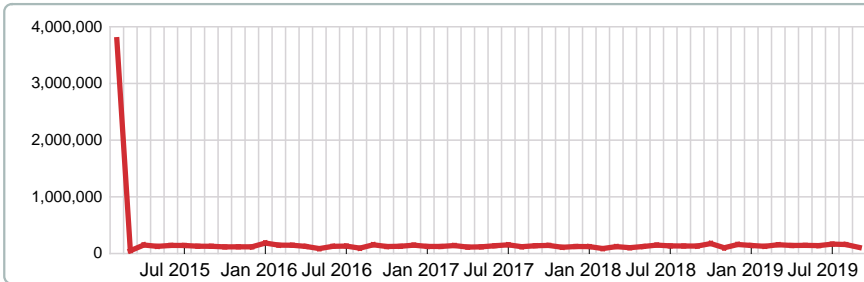
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

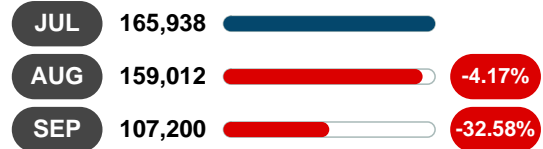


### 3 MONTHS

5 year SEP AVG = 131,755

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

Average Sold Price at Closing this month at **107,200**  
below the 5 yr SEP average of **131,755**



### 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	5.26%	19,500	19,500	0	0	0
\$20,001 - \$60,000	15.79%	37,667	39,300	29,500	0	0
\$60,001 - \$70,000	13.16%	65,900	66,125	65,000	0	0
\$70,001 - \$110,000	23.68%	93,933	97,000	92,480	92,000	0
\$110,001 - \$150,000	18.42%	125,686	116,000	129,560	0	0
\$150,001 - \$170,000	10.53%	161,250	0	162,000	159,000	0
\$170,001 and up	13.16%	221,780	0	195,975	0	325,000
<b>Average Sold Price</b>		<b>107,200</b>	<b>63,938</b>	<b>130,242</b>	<b>125,500</b>	<b>325,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>107,200</b>	<b>16</b>	<b>19</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,073,600</b>	<b>1.02M</b>	<b>2.47M</b>	<b>251.00K</b>	<b>325.00K</b>

# September 2019



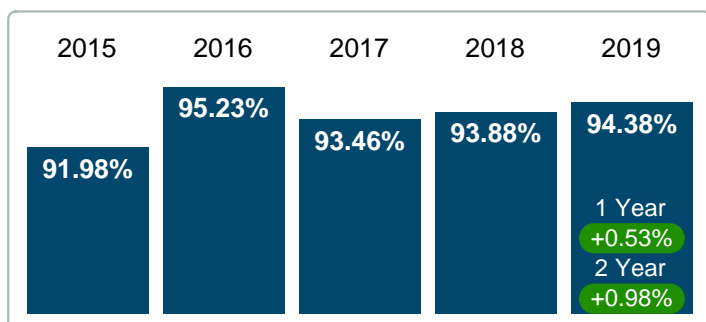
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



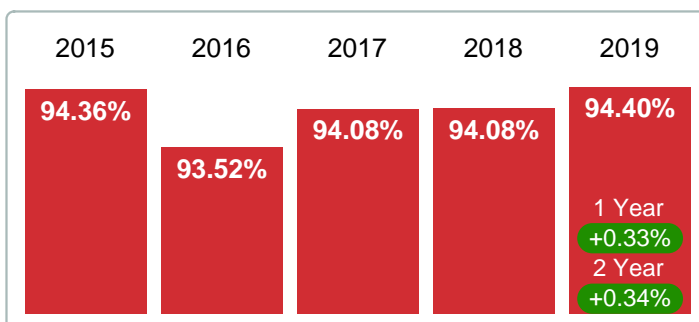
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

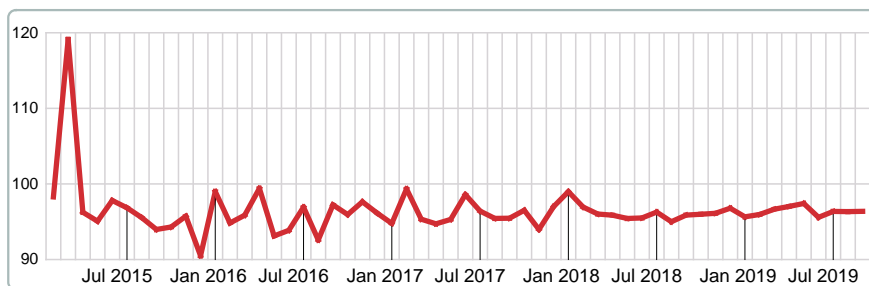
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

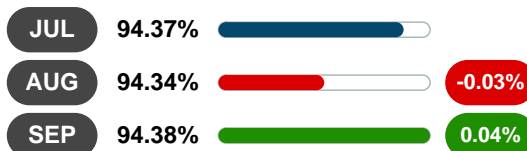


### 3 MONTHS

5 year SEP AVG = 93.78%

High Mar 2015 117.11% Low Dec 2015 88.50%

Average Sold/List Ratio this month at **94.38%**  
equal to 5 yr SEP average of **93.78%**



### 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	2	5.26%	72.70%	72.70%	0.00%	0.00%	0.00%
\$20,001 - \$60,000	6	15.79%	96.08%	95.29%	100.00%	0.00%	0.00%
\$60,001 - \$70,000	5	13.16%	94.24%	95.23%	90.28%	0.00%	0.00%
\$70,001 - \$110,000	9	23.68%	97.28%	94.98%	98.76%	96.85%	0.00%
\$110,001 - \$150,000	7	18.42%	95.92%	95.34%	96.15%	0.00%	0.00%
\$150,001 - \$170,000	4	10.53%	91.99%	0.00%	93.61%	87.12%	0.00%
\$170,001 and up	5	13.16%	95.65%	0.00%	98.46%	0.00%	84.42%
<b>Average Sold/List Ratio</b>			<b>94.40%</b>	<b>92.40%</b>	<b>96.81%</b>	<b>91.99%</b>	<b>84.42%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>94.40%</b>	<b>16</b>	<b>19</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>				<b>1.02M</b>	<b>2.47M</b>	<b>251.00K</b>	<b>325.00K</b>

# September 2019



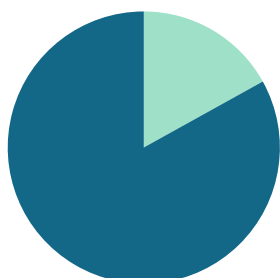
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

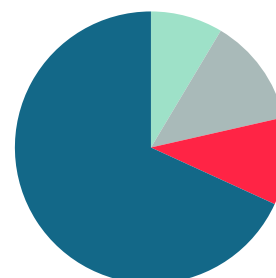


**Inventory**  
 New Listings  
**73 = 16.94%**  
 Start Inventory  
**358**  
 Total Inventory Units  
**431**  
 Volume  
**\$78,521,287**

### 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%
Average List Price	142,584	113,479	-20.41%	132,475	152,416	15.05%
Average Sale Price	131,797	107,200	-18.66%	124,677	144,407	15.82%
Average Percent of Selling Price to List Price	93.88%	94.38%	0.53%	94.08%	94.40%	0.33%
Average Days on Market to Sale	50.55	54.50	7.81%	48.85	48.69	-0.33%
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%

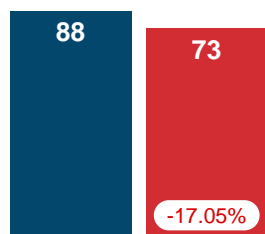
**Absorption:** Last 12 months, an Average of **46** Sales/Month

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

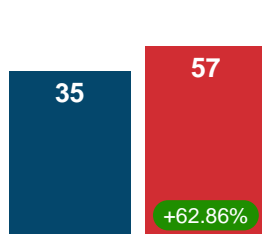
### SEPTEMBER MARKET

### AVERAGE PRICES

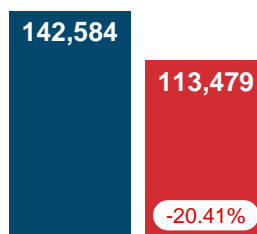
#### New Listings



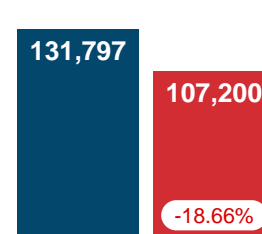
#### Pending Listings



#### List Price



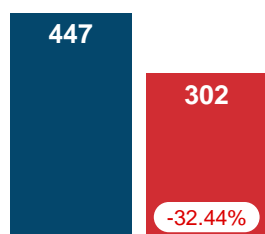
#### Sale Price



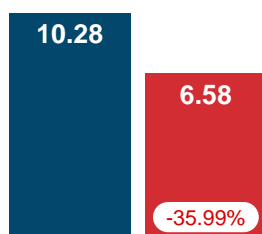
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

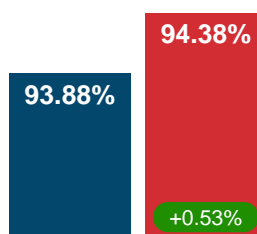
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

