

April 2020



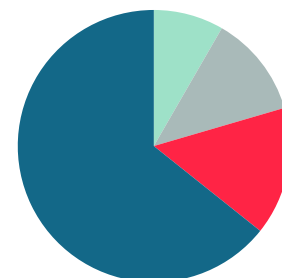
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	54	35	-35.19%
Pending Listings	61	51	-16.39%
New Listings	129	60	-53.49%
Median List Price	119,750	165,000	37.79%
Median Sale Price	116,250	160,000	37.63%
Median Percent of Selling Price to List Price	98.09%	97.37%	-0.74%
Median Days on Market to Sale	31.00	26.00	-16.13%
End of Month Inventory	383	270	-29.50%
Months Supply of Inventory	8.61	5.75	-33.14%



■ Closed (8.33%)
■ Pending (12.14%)
■ Other OffMarket (15.24%)
■ Active (64.29%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of April 30, 2020 = **270**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **29.50%** to 270 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **5.75** 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 **37.63%** in April 2020 to \$160,000 versus the previous year at \$116,250.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 5.00 days or **16.13%** in April 2020 compared to last year's same month at **31.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 60 New Listings in April 2020, down **53.49%** from last year at 129. Furthermore, there were 35 Closed Listings this month versus last year at 54, a **-35.19%** decrease.

Closed versus Listed trends yielded a **58.3%** ratio, up from previous year's, April 2019, at **41.9%**, a **39.35%** 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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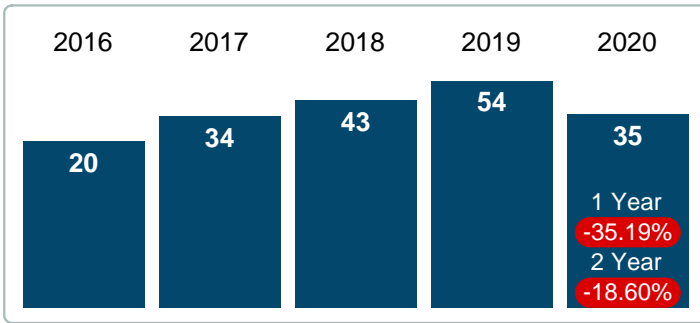
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



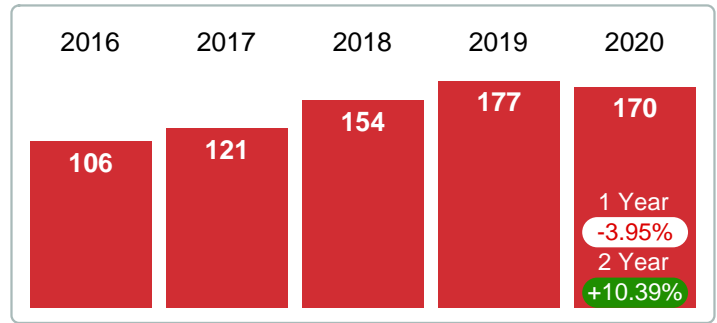
CLOSED LISTINGS

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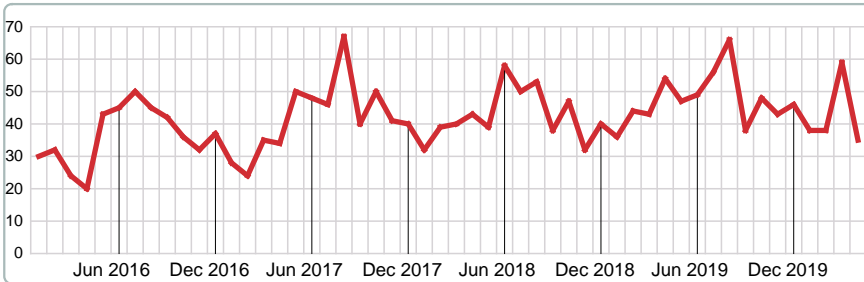
APRIL



YEAR TO DATE (YTD)

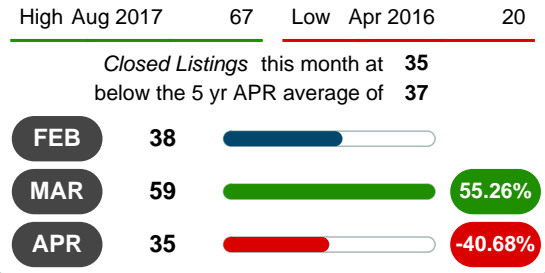


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	4	11.43%	3.0	2	1	0	1
\$25,001-\$100,000	7	20.00%	64.0	2	3	2	0
\$100,001-\$175,000	8	22.86%	43.5	2	4	2	0
\$175,001-\$250,000	9	25.71%	15.0	0	8	1	0
\$250,001-\$275,000	1	2.86%	39.0	0	1	0	0
\$275,001 and up	6	17.14%	20.5	0	4	2	0
Total Closed Units	35			6	21	7	1
Total Closed Volume	5,755,200	100%	26.0	350.50K	4.14M	1.27M	1,500
Median Closed Price	\$160,000			\$43,250	\$189,000	\$138,000	\$1,500

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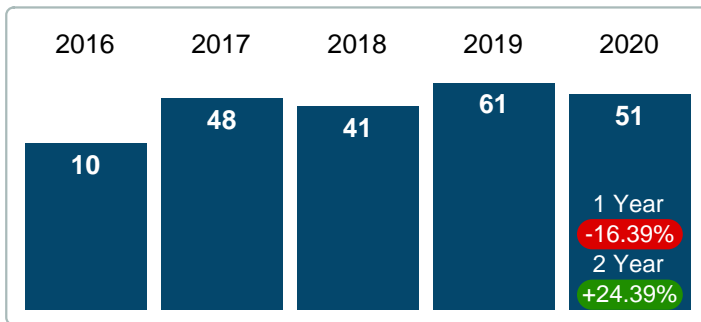
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



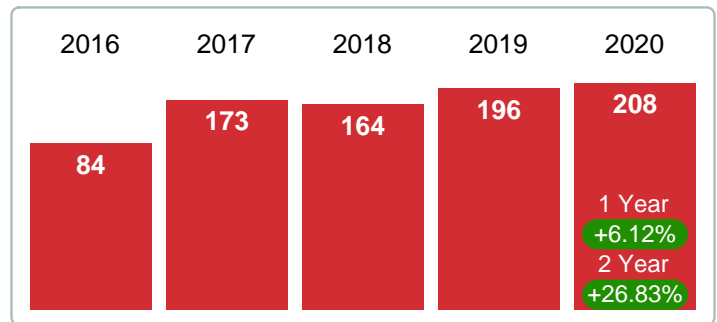
PENDING LISTINGS

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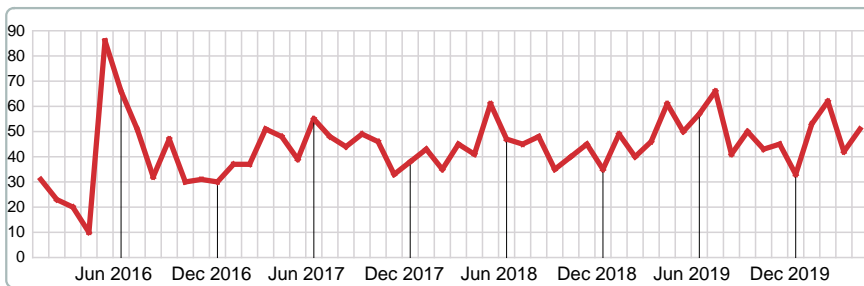
APRIL



YEAR TO DATE (YTD)

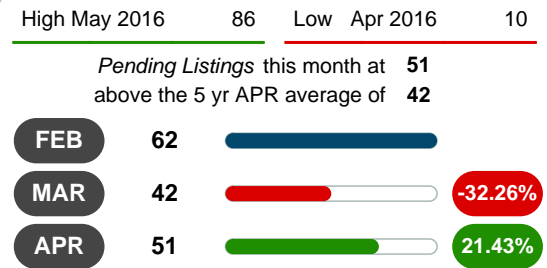


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 42



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	3	5.88%	97.0	2	1	0	0
\$30,001 - \$60,000	6	11.76%	68.0	6	0	0	0
\$60,001 - \$90,000	10	19.61%	73.0	2	8	0	0
\$90,001 - \$150,000	10	19.61%	20.0	2	6	2	0
\$150,001 - \$220,000	10	19.61%	46.0	1	7	2	0
\$220,001 - \$350,000	6	11.76%	32.0	0	3	2	1
\$350,001 and up	6	11.76%	70.5	2	3	1	0
Total Pending Units	51			15	28	7	1
Total Pending Volume	8,401,950	100%	52.0	1.70M	4.49M	1.91M	299.00K
Median Listing Price	\$138,000			\$42,500	\$133,750	\$209,000	\$299,000

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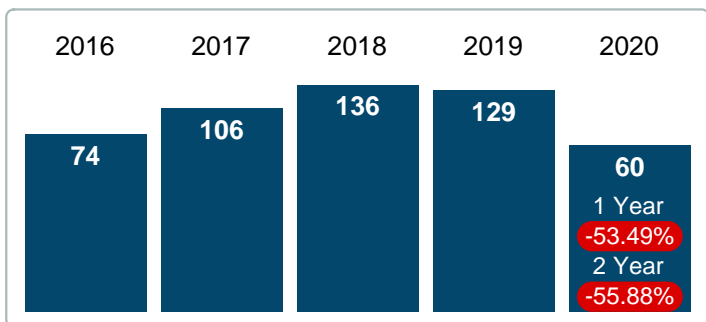
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



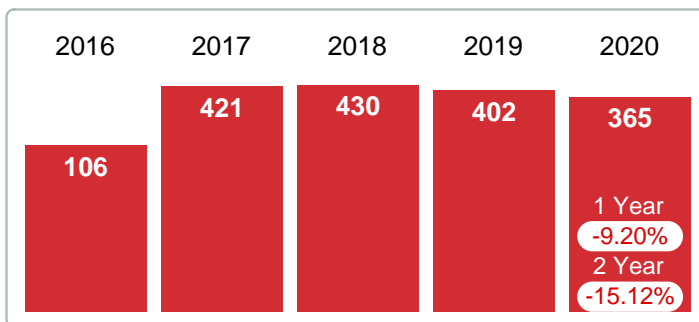
NEW LISTINGS

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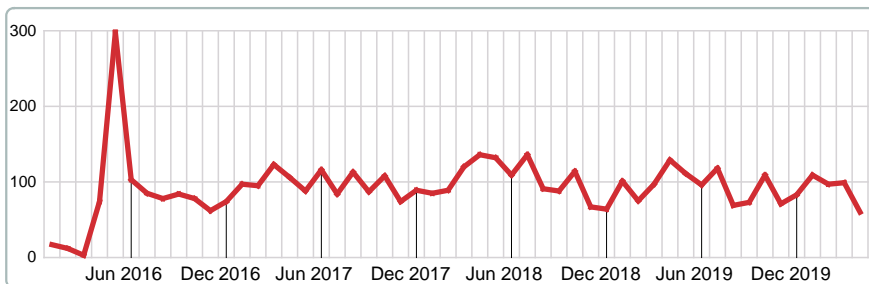
APRIL



YEAR TO DATE (YTD)

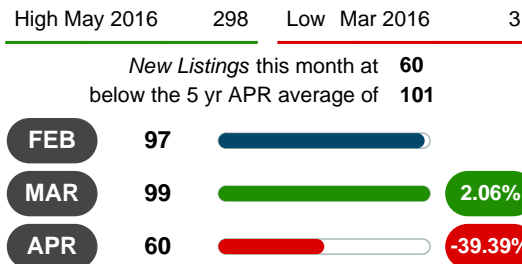


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 101



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	5	8.33%	3	1	1	0
\$30,001 - \$40,000	5	8.33%	4	0	1	0
\$40,001 - \$80,000	10	16.67%	8	2	0	0
\$80,001 - \$170,000	16	26.67%	3	12	1	0
\$170,001 - \$280,000	10	16.67%	4	4	2	0
\$280,001 - \$470,000	7	11.67%	1	2	3	1
\$470,001 and up	7	11.67%	6	0	0	1
Total New Listed Units	60		29	21	8	2
Total New Listed Volume	11,542,850	100%	5.54M	2.93M	1.58M	1.50M
Median New Listed Listing Price	\$120,425		\$75,000	\$128,400	\$223,950	\$749,750

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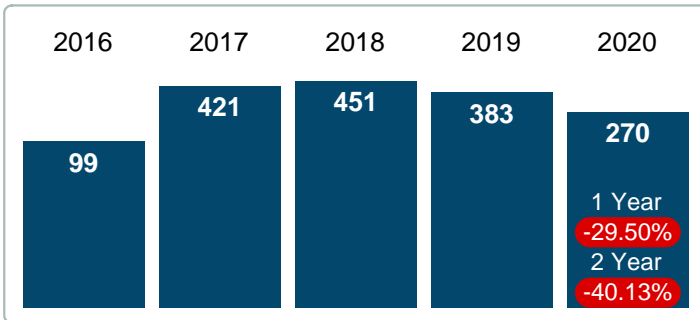
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



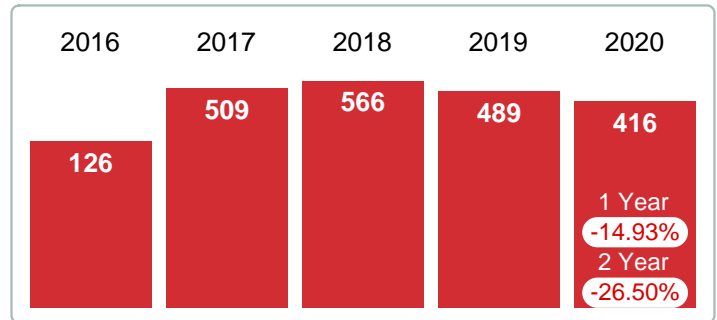
ACTIVE INVENTORY

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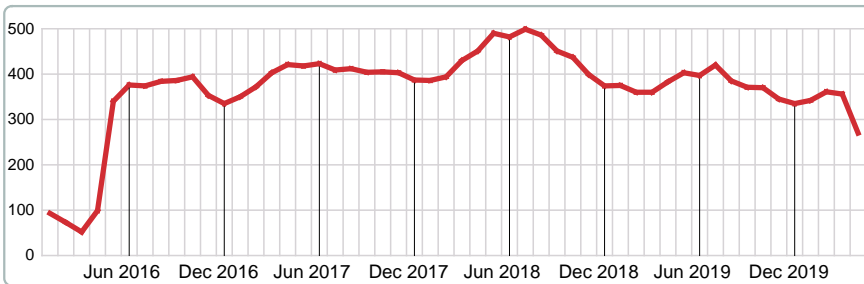
END OF APRIL



ACTIVE DURING APRIL

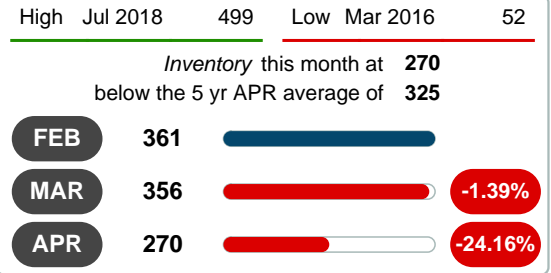


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 325



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	22	8.15%	95.0	22	0	0	0	
\$20,001 - \$40,000	37	13.70%	97.0	35	0	2	0	
\$40,001 - \$80,000	39	14.44%	73.0	27	9	3	0	
\$80,001 - \$160,000	69	25.56%	67.0	19	45	5	0	
\$160,001 - \$240,000	41	15.19%	77.0	19	15	6	1	
\$240,001 - \$380,000	35	12.96%	71.0	15	12	8	0	
\$380,001 and up	27	10.00%	53.0	20	1	4	2	
Total Active Inventory by Units		270		157	82	28	3	
Total Active Inventory by Volume		48,239,369	100%	72.0	26.71M	12.97M	6.87M	1.68M
Median Active Inventory Listing Price		\$124,500			\$75,000	\$133,950	\$211,750	\$399,500

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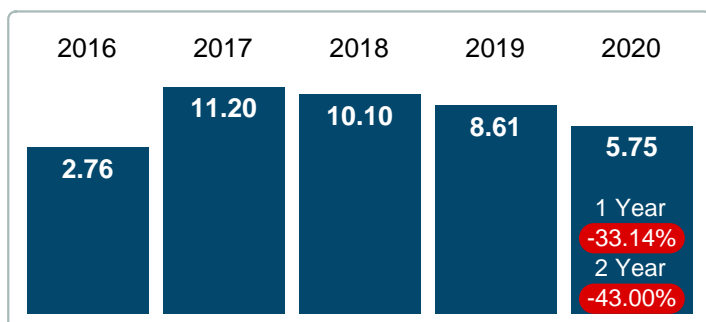
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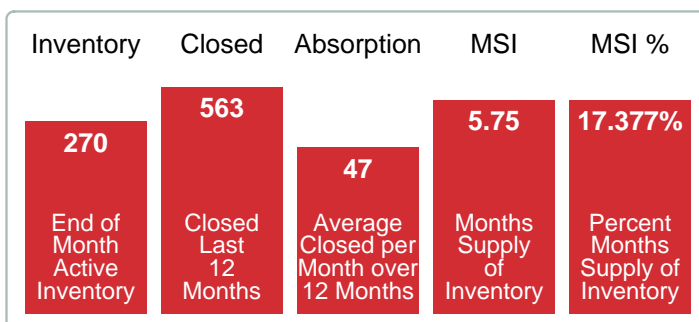
MONTHS SUPPLY of INVENTORY (MSI)

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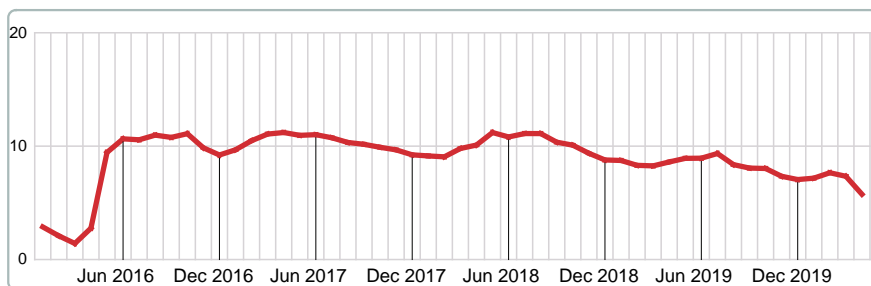
MSI FOR APRIL



INDICATORS FOR APRIL 2020

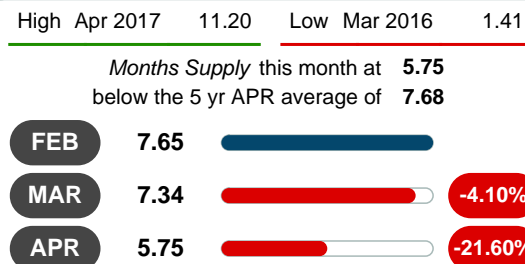


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.68



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
\$20,000 and less	22	8.15%	11.00	14.67	0.00	0.00	0.00
\$20,001 - \$40,000	37	13.70%	9.87	12.35	0.00	0.00	0.00
\$40,001 - \$80,000	39	14.44%	4.68	7.90	1.96	12.00	0.00
\$80,001 - \$160,000	69	25.56%	4.36	7.13	4.09	2.50	0.00
\$160,001 - \$240,000	41	15.19%	4.17	28.50	2.17	2.88	6.00
\$240,001 - \$380,000	35	12.96%	6.27	30.00	4.65	4.17	0.00
\$380,001 and up	27	10.00%	17.05	48.00	4.00	6.86	6.00
Market Supply of Inventory (MSI)			5.75	13.08	3.08	4.10	2.00
Total Active Inventory by Units		100%	5.75	157	82	28	3

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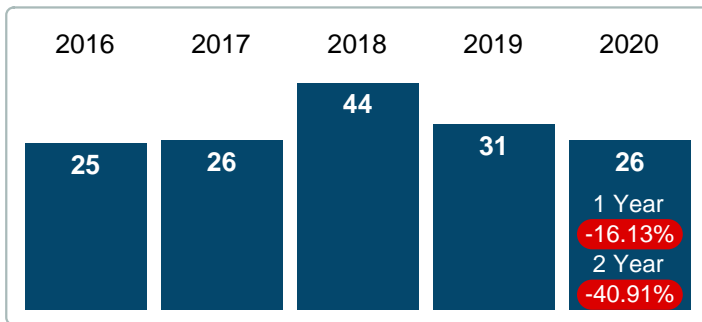
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



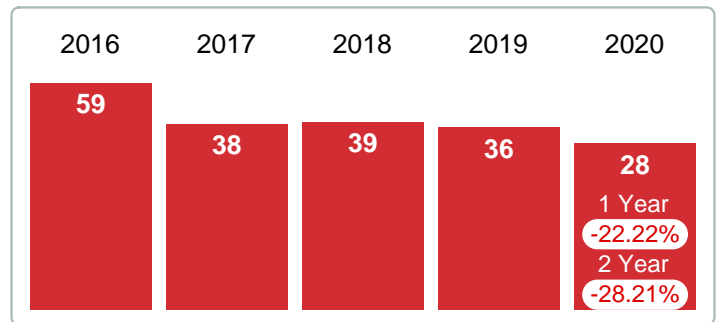
MEDIAN DAYS ON MARKET TO SALE

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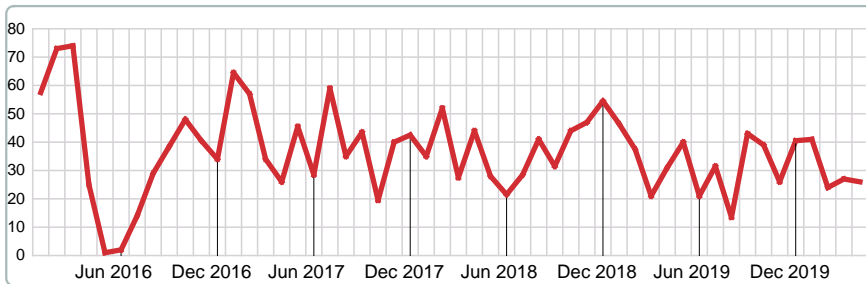
APRIL



YEAR TO DATE (YTD)

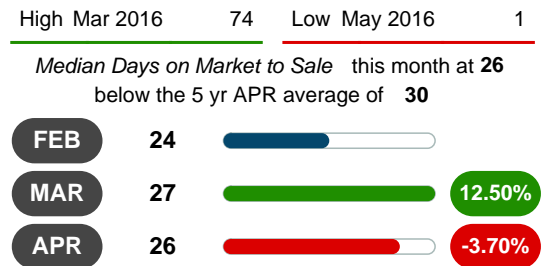


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 30



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
\$0 and less	0	0.00%	53	0	0	0	0
\$1-\$25,000	4	11.43%	3	1	5	0	26
\$25,001-\$100,000	7	20.00%	64	33	74	55	0
\$100,001-\$175,000	8	22.86%	44	24	36	100	0
\$175,001-\$250,000	9	25.71%	15	0	15	77	0
\$250,001-\$275,000	1	2.86%	39	0	39	0	0
\$275,001 and up	6	17.14%	21	0	23	17	0
Median Closed DOM			26	2	24	65	26
Total Closed Units		100%	26.0	6	21	7	1
Total Closed Volume			5,755,200	350.50K	4.14M	1.27M	1,500

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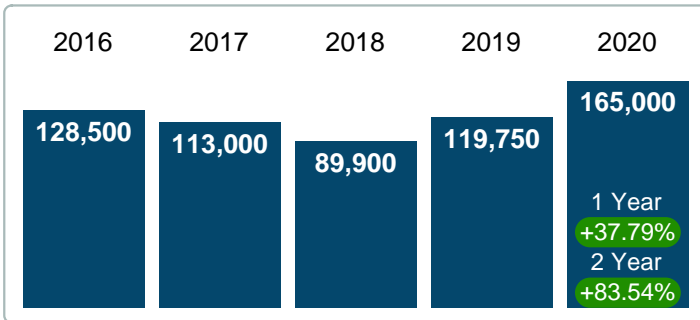
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



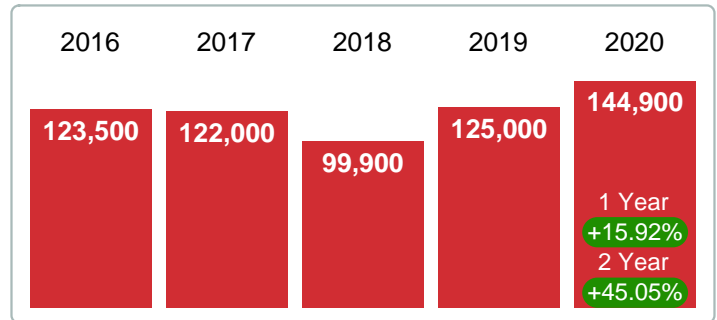
MEDIAN LIST PRICE AT CLOSING

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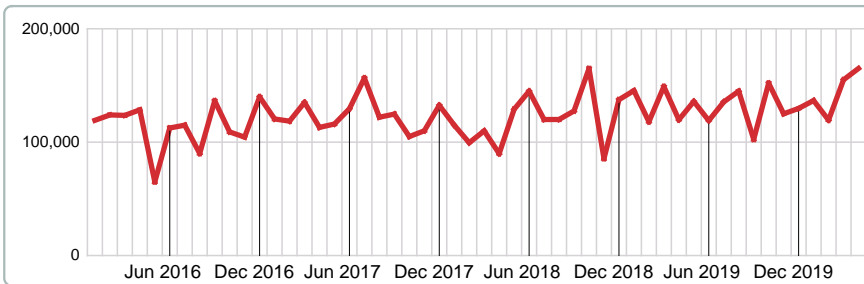
APRIL



YEAR TO DATE (YTD)

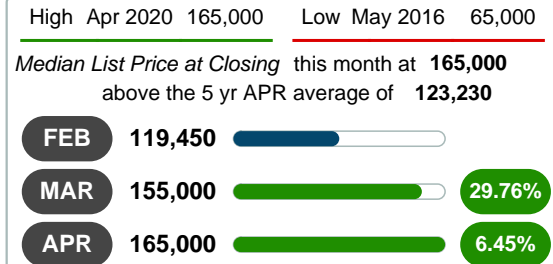


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 123,230



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
\$0 and less	0	0.00%	21	0	0	0	0
\$1-\$25,000	4	11.43%	19,500	19,500	24,900	0	1,475
\$25,001-\$100,000	7	20.00%	59,900	54,450	59,900	73,500	0
\$100,001-\$175,000	8	22.86%	144,450	125,000	160,250	131,950	0
\$175,001-\$250,000	9	25.71%	205,000	0	214,950	195,900	0
\$250,001-\$275,000	1	2.86%	259,900	0	259,900	0	0
\$275,001 and up	6	17.14%	299,900	0	292,450	359,450	0
Median List Price			165,000	54,450	189,000	139,000	1,475
Total Closed Units		100%	165,000	6	21	7	1
Total Closed Volume			6,005,675	397.90K	4.28M	1.33M	1,475

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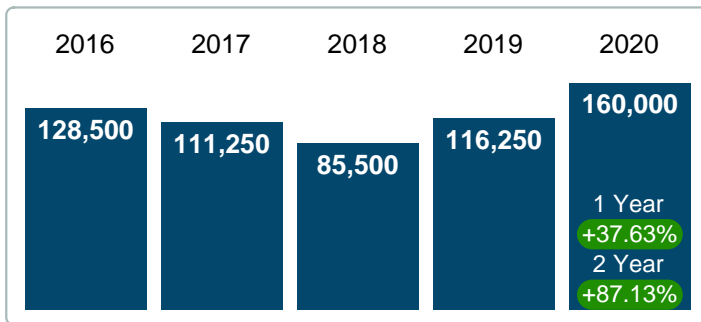
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



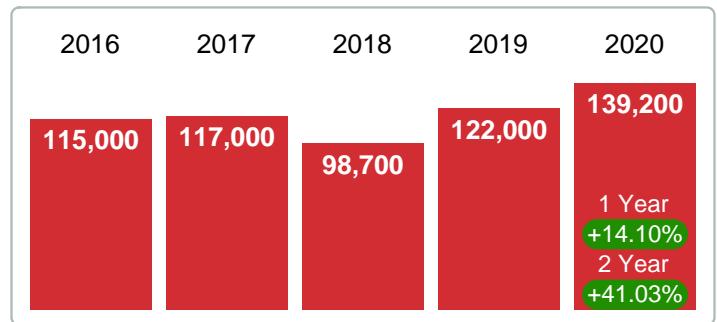
MEDIAN SOLD PRICE AT CLOSING

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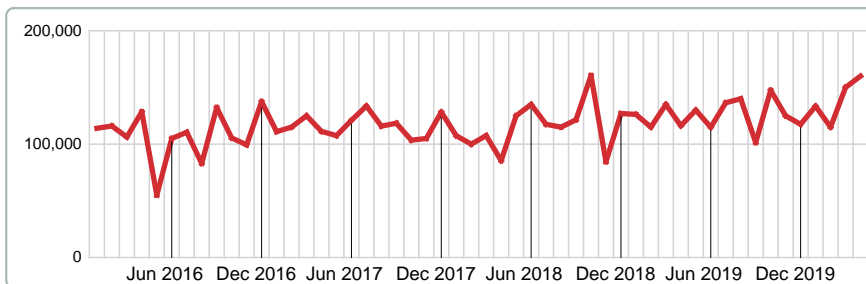
APRIL



YEAR TO DATE (YTD)

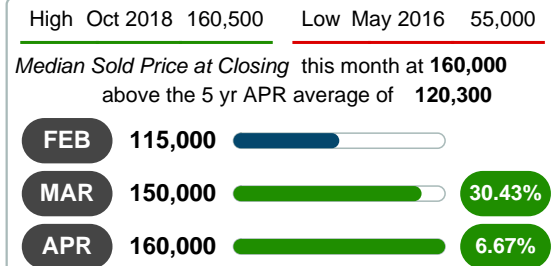


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 120,300



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
\$0 and less	0	0.00%	299,900	0	0	0	0
\$1-\$25,000	4	11.43%	19,500	19,500	24,900	0	1,500
\$25,001-\$100,000	7	20.00%	47,500	43,250	47,500	69,250	0
\$100,001-\$175,000	8	22.86%	138,000	112,500	157,750	129,500	0
\$175,001-\$250,000	9	25.71%	189,900	0	199,950	185,000	0
\$250,001-\$275,000	1	2.86%	255,000	0	255,000	0	0
\$275,001 and up	6	17.14%	295,500	0	290,750	341,500	0
Median Sold Price			160,000	43,250	189,000	138,000	1,500
Total Closed Units		100%	160,000	6	21	7	1
Total Closed Volume			5,755,200	350.50K	4.14M	1.27M	1,500

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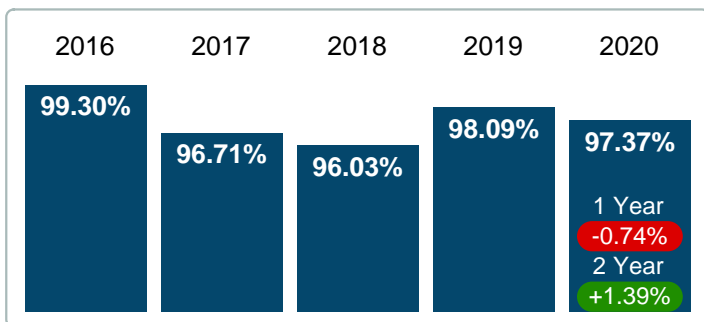
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



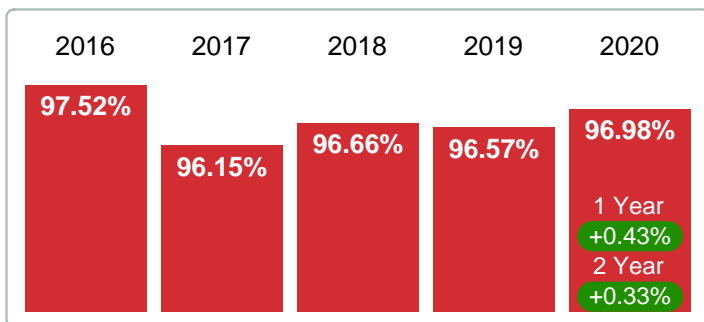
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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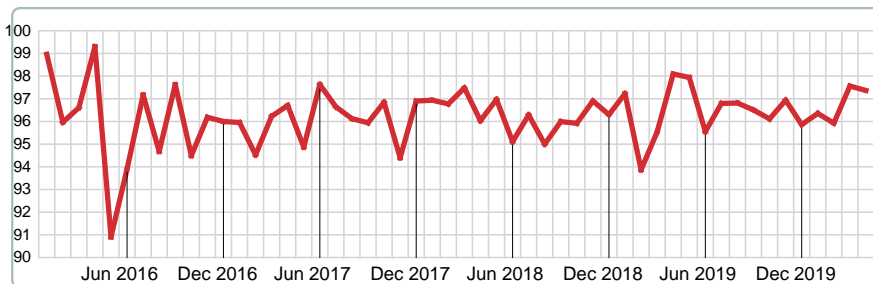
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

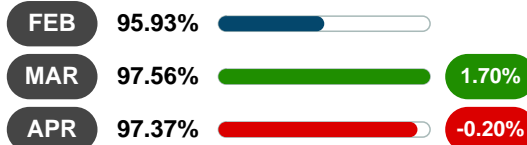


3 MONTHS

5 year APR AVG = 97.50%

High Apr 2016 99.30% Low May 2016 90.91%

Median Sold/List Ratio this month at **97.37%**
 equal to 5 yr APR average of **97.50%**



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
\$0 and less	0	0.00%	25.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	4	11.43%	100.00%	100.00%	100.00%	0.00%	101.69%
\$25,001-\$100,000	7	20.00%	86.49%	79.86%	86.49%	92.70%	0.00%
\$100,001-\$175,000	8	22.86%	98.13%	90.74%	98.48%	98.08%	0.00%
\$175,001-\$250,000	9	25.71%	96.19%	0.00%	96.87%	94.44%	0.00%
\$250,001-\$275,000	1	2.86%	102.41%	0.00%	102.41%	0.00%	0.00%
\$275,001 and up	6	17.14%	98.24%	0.00%	99.41%	95.34%	0.00%
Median Sold/List Ratio		97.37%		90.74%	97.55%	96.88%	101.69%
Total Closed Units		35	100%	6	21	7	1
Total Closed Volume		5,755,200		350.50K	4.14M	1.27M	1,500

April 2020



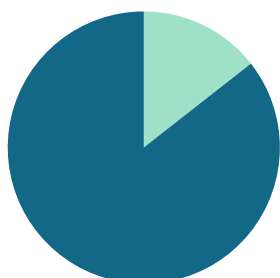
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

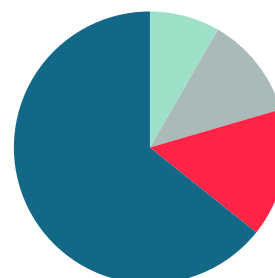


Inventory
 New Listings
60 = 14.42%
 Start Inventory
356
 Total Inventory Units
416
 Volume
\$75,046,894

Market Activity

Closed Sales
35 = 8.33%
 Pending Sales
51 = 12.14%
 Other Off Market
64 = 15.24%
 Active Inventory
270 = 64.29%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	35	-35.19%	177	170	-3.95%
Pending Sales	61	51	-16.39%	196	208	6.12%
New Listings	129	60	-53.49%	402	365	-9.20%
Median List Price	119,750	165,000	37.79%	125,000	144,900	15.92%
Median Sale Price	116,250	160,000	37.63%	122,000	139,200	14.10%
Median Percent of Selling Price to List Price	98.09%	97.37%	-0.74%	96.57%	96.98%	0.43%
Median Days on Market to Sale	31.00	26.00	-16.13%	36.00	28.00	-22.22%
Monthly Inventory	383	270	-29.50%	383	270	-29.50%
Months Supply of Inventory	8.61	5.75	-33.14%	8.61	5.75	-33.14%

Absorption: Last 12 months, an Average of **47** Sales/Month

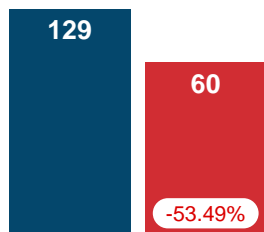
Inventory on April 30, 2020 = **270**

2019 **2020**

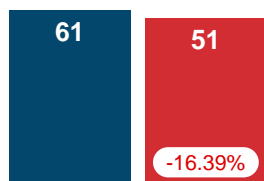
APRIL MARKET

MEDIAN PRICES

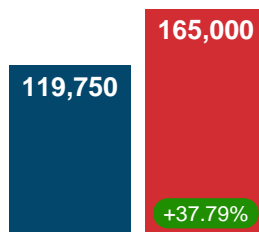
New Listings



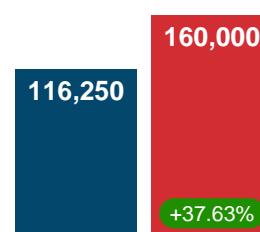
Pending Listings



List Price



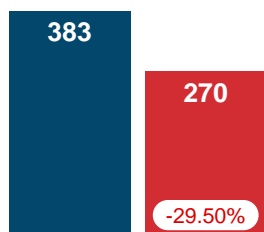
Sale Price



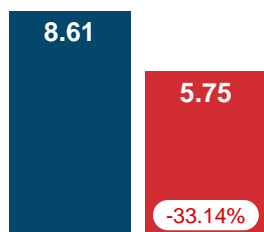
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

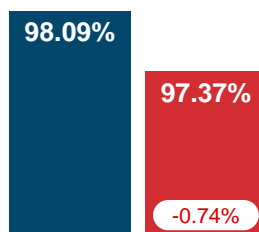
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

