

August 2020



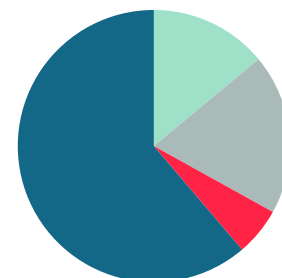
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	67	66	-1.49%
Pending Listings	43	90	109.30%
New Listings	71	108	52.11%
Average List Price	167,028	160,511	-3.90%
Average Sale Price	159,236	153,589	-3.55%
Average Percent of Selling Price to List Price	94.42%	95.78%	1.43%
Average Days on Market to Sale	32.36	31.91	-1.39%
End of Month Inventory	388	289	-25.52%
Months Supply of Inventory	8.33	5.91	-29.07%



■ Closed (13.98%)
■ Pending (19.07%)
■ Other OffMarket (5.72%)
■ Active (61.23%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of August 31, 2020 = **289**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **25.52%** to 289 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **5.91** 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 **3.55%** in August 2020 to \$153,589 versus the previous year at \$159,236.

Average Days on Market Shortens

The average number of **31.91** days that homes spent on the market before selling decreased by 0.45 days or **1.39%** in August 2020 compared to last year's same month at **32.36** DOM.

Sales Success for August 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 108 New Listings in August 2020, up **52.11%** from last year at 71. Furthermore, there were 66 Closed Listings this month versus last year at 67, a **-1.49%** decrease.

Closed versus Listed trends yielded a **61.1%** ratio, down from previous year's, August 2019, at **94.4%**, a **35.24%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

August 2020



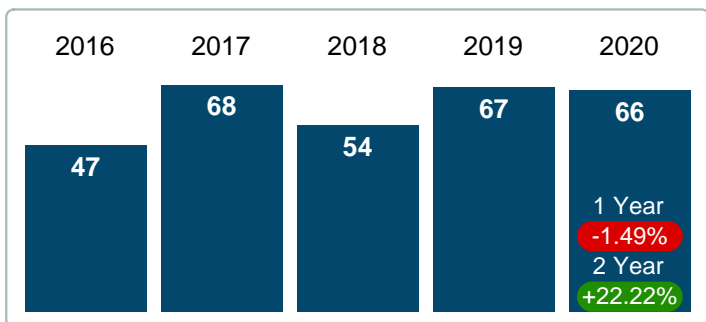
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



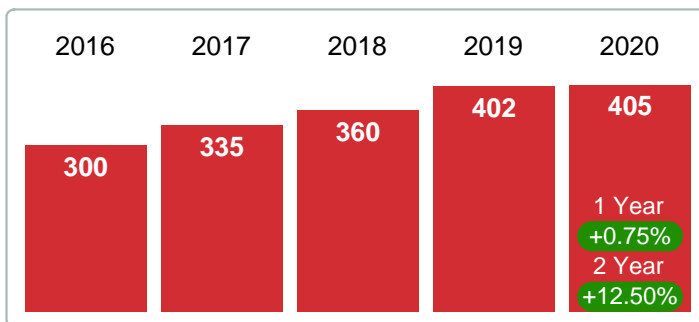
CLOSED LISTINGS

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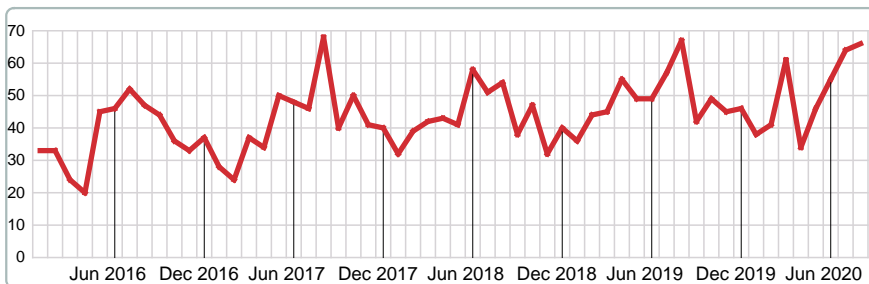
AUGUST



YEAR TO DATE (YTD)

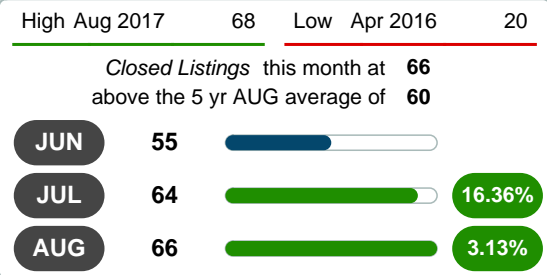


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 60



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	5	7.58%	41.0	5	0	0	0
\$25,001 - \$75,000	11	16.67%	40.9	5	5	1	0
\$75,001 - \$100,000	4	6.06%	17.3	1	3	0	0
\$100,001 - \$150,000	15	22.73%	25.4	3	10	2	0
\$150,001 - \$200,000	14	21.21%	25.3	2	9	3	0
\$200,001 - \$275,000	10	15.15%	35.8	1	5	4	0
\$275,001 and up	7	10.61%	41.3	1	3	3	0
Total Closed Units	66			18	35	13	0
Total Closed Volume	10,136,850	100%	31.9	1.70M	5.57M	2.87M	0.00B
Average Closed Price	\$153,589			\$94,597	\$159,069	\$220,515	\$0

August 2020



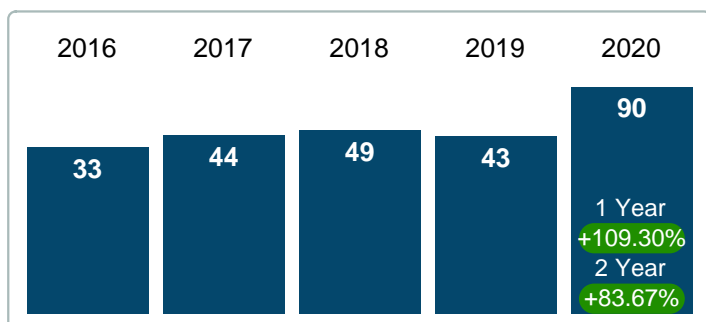
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



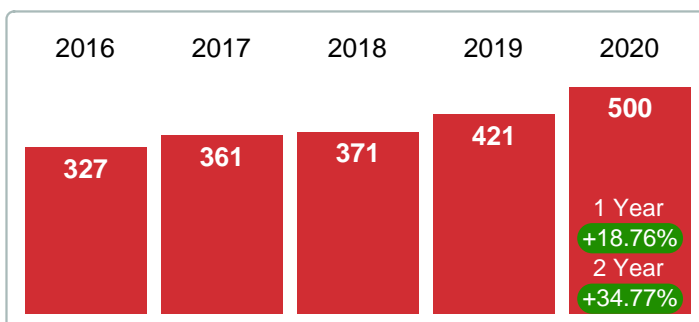
PENDING LISTINGS

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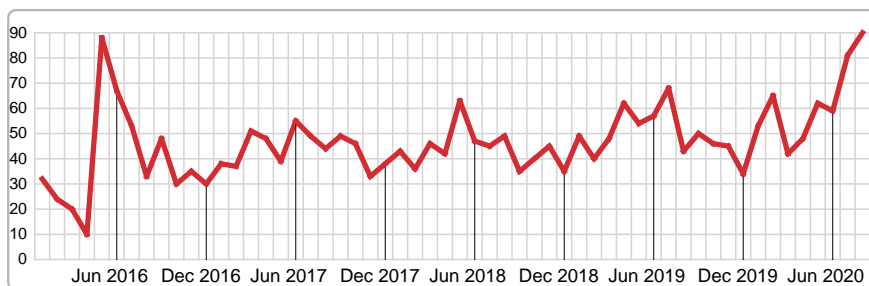
AUGUST



YEAR TO DATE (YTD)

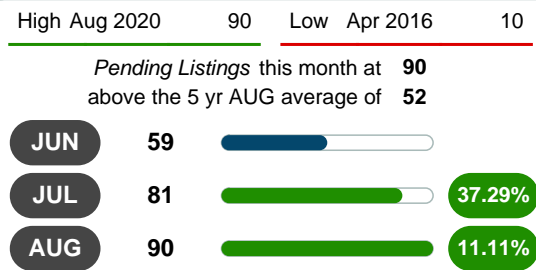


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.44%	65.8	4	0	0	0
\$25,001 - \$50,000	10	11.11%	61.1	5	5	0	0
\$50,001 - \$75,000	7	7.78%	36.0	5	2	0	0
\$75,001 - \$150,000	32	35.56%	46.4	2	30	0	0
\$150,001 - \$225,000	16	17.78%	33.2	1	12	3	0
\$225,001 - \$325,000	14	15.56%	72.5	1	10	3	0
\$325,001 and up	7	7.78%	57.0	4	2	1	0
Total Pending Units	90			22	61	7	0
Total Pending Volume	14,373,898	100%	44.3	2.92M	9.45M	2.01M	0.00B
Average Listing Price	\$221,300			\$132,577	\$154,911	\$286,800	\$0

August 2020



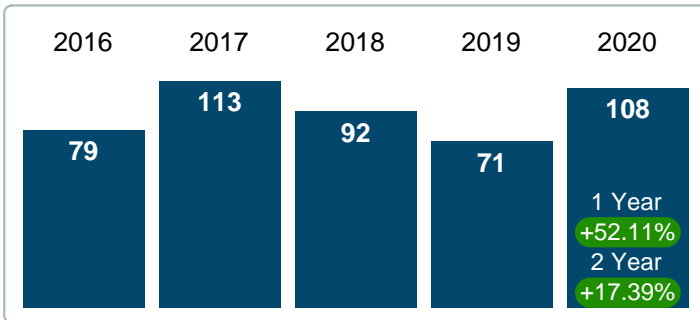
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



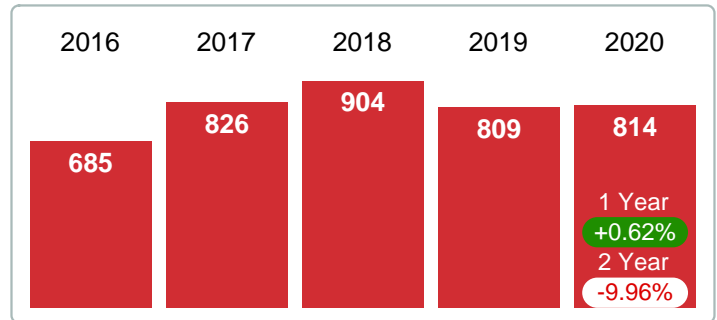
NEW LISTINGS

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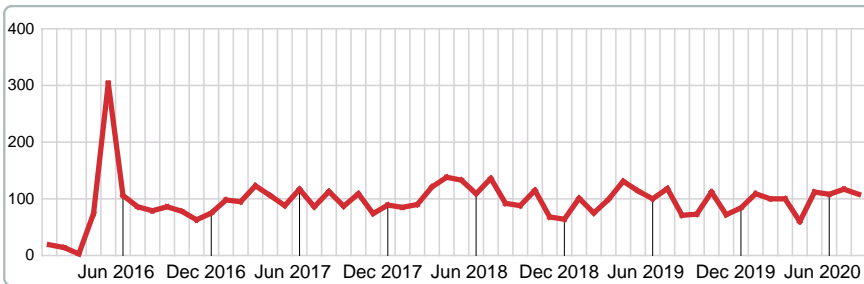
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

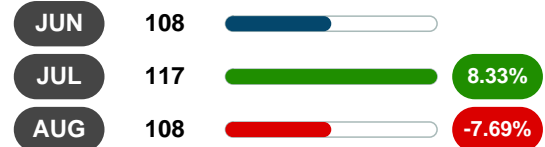


3 MONTHS

5 year AUG AVG = 93

High May 2016 304 Low Mar 2016 3

New Listings this month at **108**
above the 5 yr AUG average of **93**



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	7	6.48%	7	0	0	0
\$25,001 - \$50,000	14	12.96%	11	3	0	0
\$50,001 - \$100,000	19	17.59%	6	12	1	0
\$100,001 - \$175,000	26	24.07%	2	19	4	1
\$175,001 - \$225,000	13	12.04%	2	9	2	0
\$225,001 - \$375,000	16	14.81%	2	12	2	0
\$375,001 and up	13	12.04%	10	2	0	1
Total New Listed Units	108		40	57	9	2
Total New Listed Volume	20,433,849	100%	8.06M	10.32M	1.51M	539.00K
Average New Listed Listing Price	\$207,225		\$201,519	\$181,095	\$167,967	\$269,500

August 2020



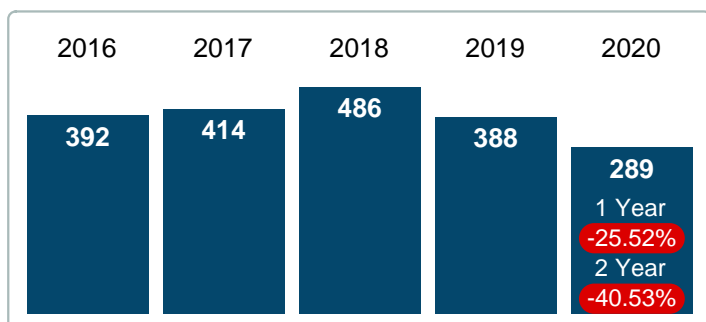
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



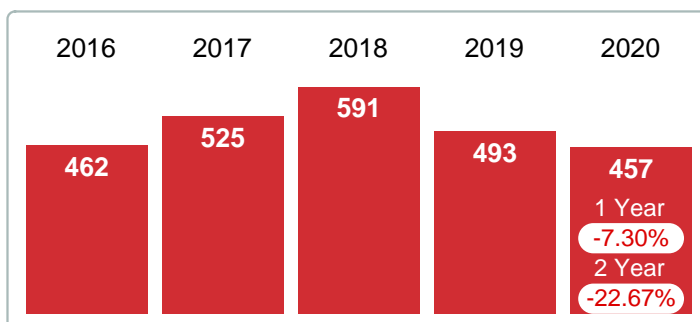
ACTIVE INVENTORY

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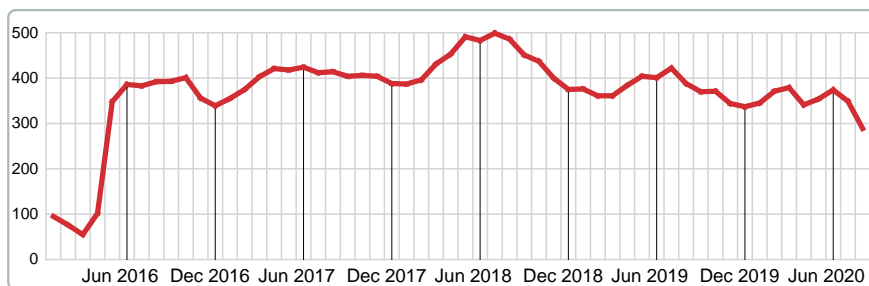
END OF AUGUST



ACTIVE DURING AUGUST

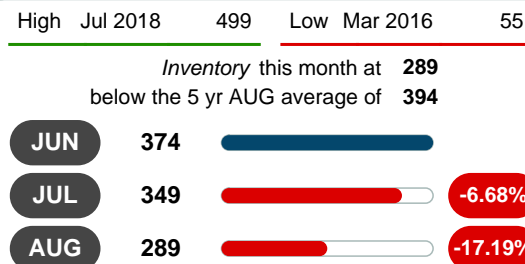


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 394



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$0 and less	0	0.00%	0.0	0	0	0	0			
\$1-\$25,000	39	13.49%	82.5	35	2	1	1			
\$25,001-\$50,000	47	16.26%	95.8	40	5	2	0			
\$50,001-\$150,000	84	29.07%	73.7	35	40	9	0			
\$150,001-\$250,000	54	18.69%	81.4	31	13	7	3			
\$250,001-\$450,000	36	12.46%	73.5	14	15	4	3			
\$450,001 and up	29	10.03%	93.6	21	5	2	1			
Total Active Inventory by Units				289		176	80	25	8	
Total Active Inventory by Volume				56,295,150	100%	81.9	31.15M	17.61M	4.87M	2.66M
Average Active Inventory Listing Price				\$194,793			\$176,969	\$220,169	\$194,908	\$332,809

August 2020



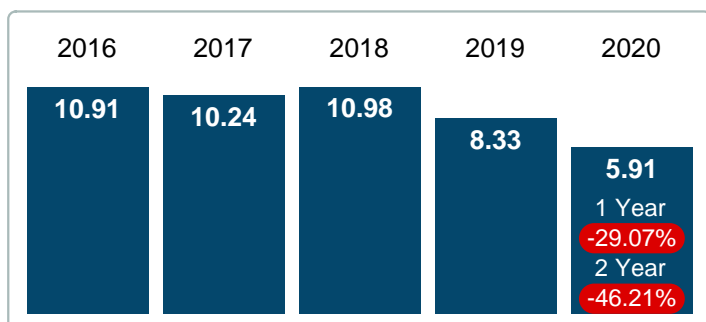
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



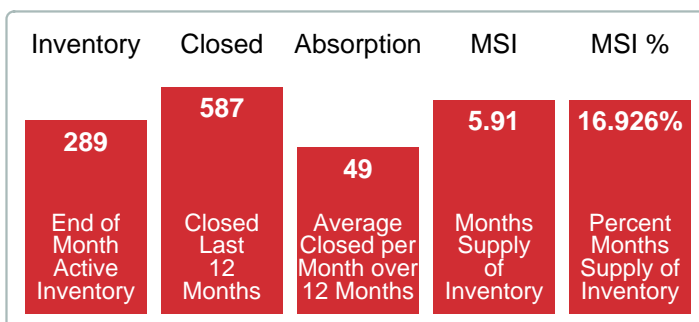
MONTHS SUPPLY of INVENTORY (MSI)

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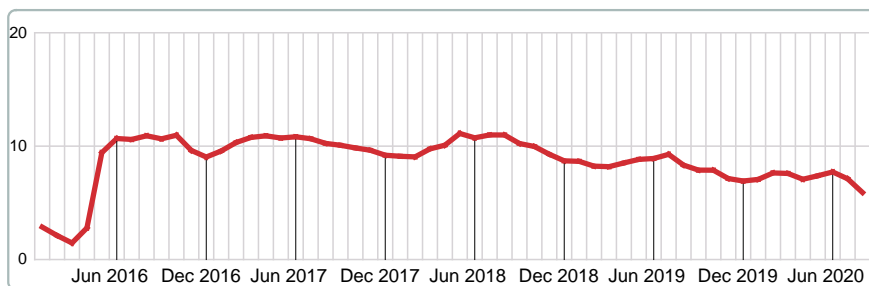
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

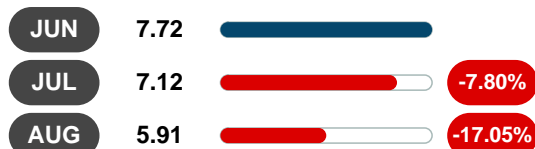


3 MONTHS

5 year AUG AVG = 9.28

High May 2018 11.12 Low Mar 2016 1.46

Months Supply this month at 5.91
below the 5 yr AUG average of 9.28



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
\$10,000 and less	11	3.81%	26.40	40.00	0.00	0.00	12.00
\$10,001 - \$30,000	35	12.11%	11.05	10.59	6.00	0.00	0.00
\$30,001 - \$70,000	62	21.45%	6.95	10.89	2.81	4.80	0.00
\$70,001 - \$160,000	70	24.22%	3.93	7.26	3.04	3.36	3.00
\$160,001 - \$250,000	46	15.92%	3.89	24.00	1.42	2.55	8.00
\$250,001 - \$450,000	36	12.46%	6.00	21.00	5.81	1.85	5.14
\$450,001 and up	29	10.03%	38.67	126.00	20.00	12.00	6.00
Market Supply of Inventory (MSI)			5.91	13.45	2.99	3.30	5.33
Total Active Inventory by Units		100%	5.91	176	80	25	8

August 2020



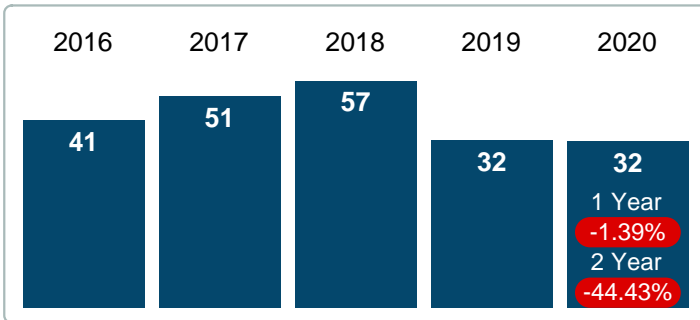
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



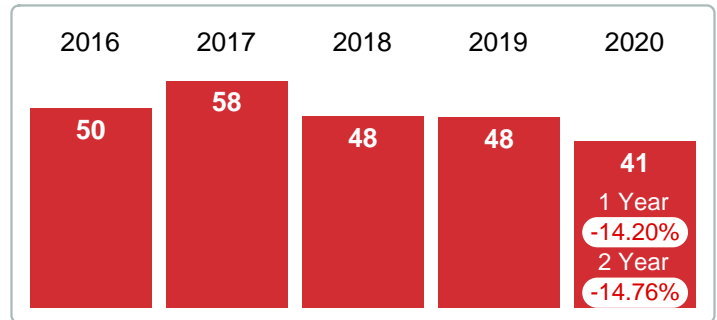
AVERAGE DAYS ON MARKET TO SALE

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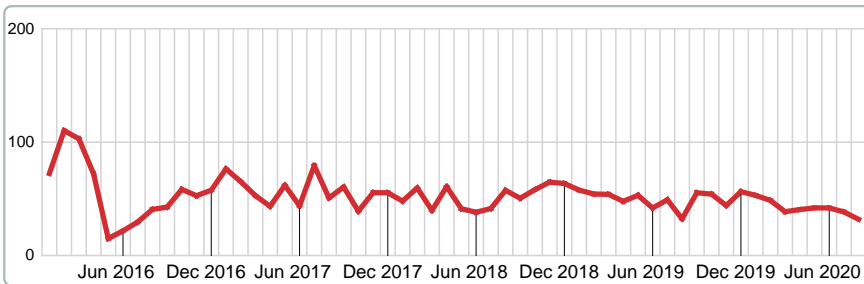
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

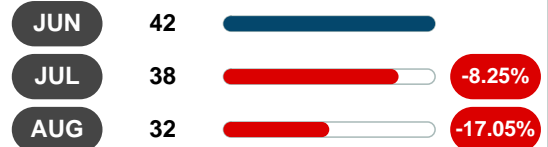


3 MONTHS

5 year AUG AVG = 43

High Feb 2016 110 Low May 2016 15

Average Days on Market to Sale this month at 32 below the 5 yr AUG average of 43



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	7.58%	41	41	0	0	0
\$25,001 - \$75,000	16.67%	41	29	60	5	0
\$75,001 - \$100,000	6.06%	17	1	23	0	0
\$100,001 - \$150,000	22.73%	25	19	19	67	0
\$150,001 - \$200,000	21.21%	25	56	23	13	0
\$200,001 - \$275,000	15.15%	36	9	36	42	0
\$275,001 and up	10.61%	41	184	10	25	0
Average Closed DOM		32	40	28	32	0
Total Closed Units	100%	66	18	35	13	
Total Closed Volume		10,136,850	1.70M	5.57M	2.87M	0.00B

August 2020



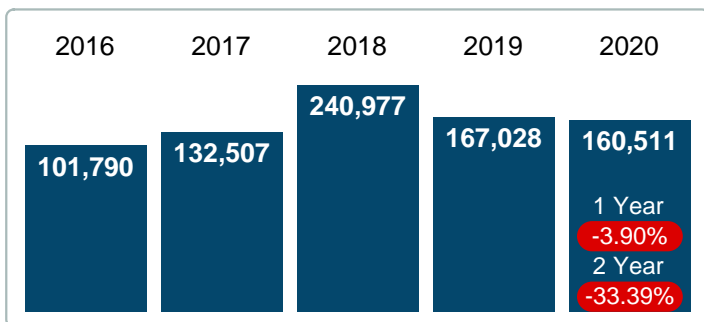
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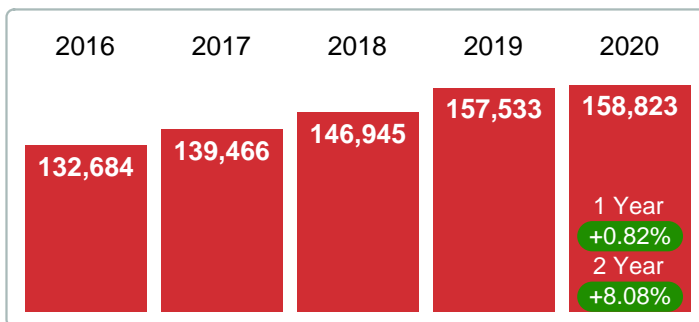
AVERAGE LIST PRICE AT CLOSING

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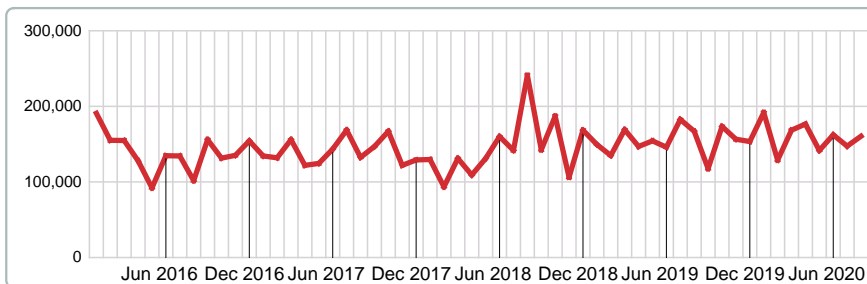
AUGUST



YEAR TO DATE (YTD)

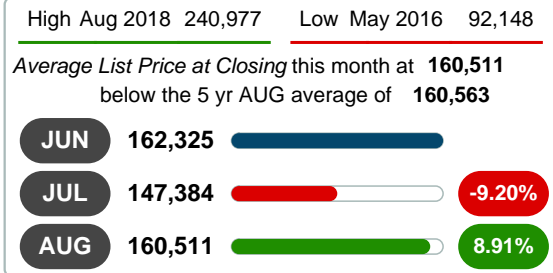


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 160,563



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	3.03%	20,000	25,760	0	0	0
\$25,001 - \$75,000	19.70%	50,769	57,300	61,740	75,000	0
\$75,001 - \$100,000	7.58%	96,380	100,000	94,300	0	0
\$100,001 - \$150,000	21.21%	130,079	129,300	134,590	122,400	0
\$150,001 - \$200,000	22.73%	174,427	172,000	177,611	172,133	0
\$200,001 - \$275,000	13.64%	227,856	309,900	223,580	233,200	0
\$275,001 and up	12.12%	365,450	350,000	361,300	393,267	0
Average List Price		160,511	105,950	163,937	226,831	0
Total Closed Units	100%	160,511	18	35	13	0
Total Closed Volume		10,593,700	1.91M	5.74M	2.95M	0.00B

August 2020



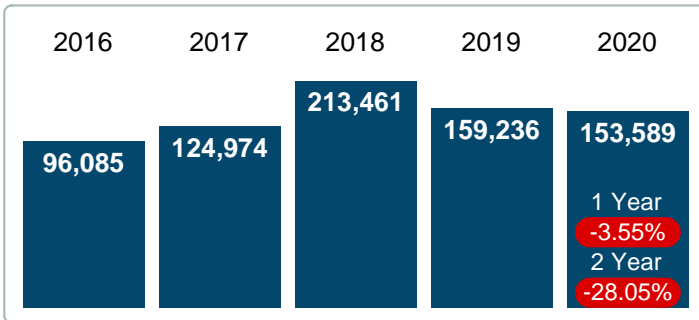
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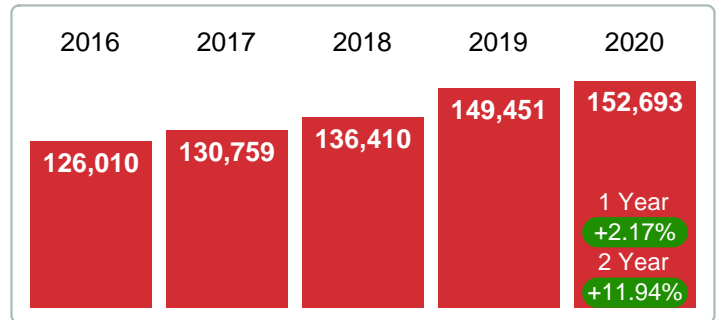
AVERAGE SOLD PRICE AT CLOSING

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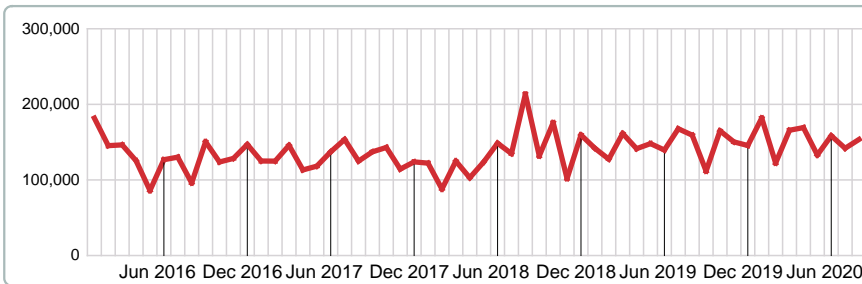
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

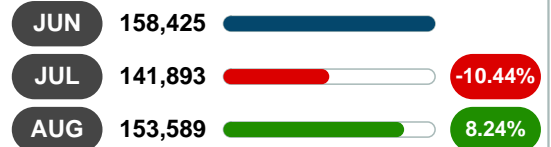


3 MONTHS

5 year AUG AVG = 149,469

High Aug 2018 213,461 Low May 2016 86,039

Average Sold Price at Closing this month at **153,589**
above the 5 yr AUG average of **149,469**



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	7.58%	22,000	22,000	0	0	0
\$25,001 - \$75,000	16.67%	57,105	51,350	59,280	75,000	0
\$75,001 - \$100,000	6.06%	92,475	90,000	93,300	0	0
\$100,001 - \$150,000	22.73%	128,647	122,333	131,780	122,450	0
\$150,001 - \$200,000	21.21%	171,986	172,000	171,878	172,300	0
\$200,001 - \$275,000	15.15%	226,440	250,000	223,280	224,500	0
\$275,001 and up	10.61%	346,700	285,000	336,667	377,300	0
Average Sold Price		153,589	94,597	159,069	220,515	0
Total Closed Units	100%	153,589	18	35	13	0
Total Closed Volume		10,136,850	1.70M	5.57M	2.87M	0.00B

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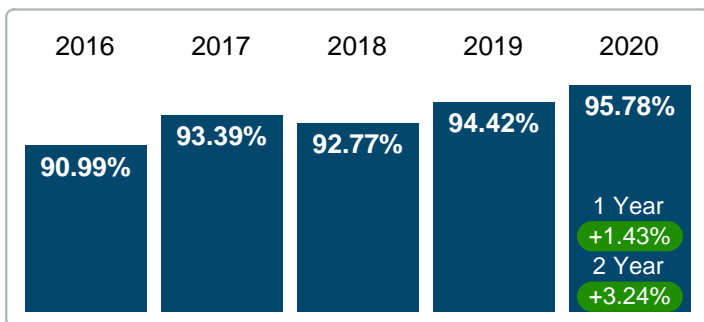
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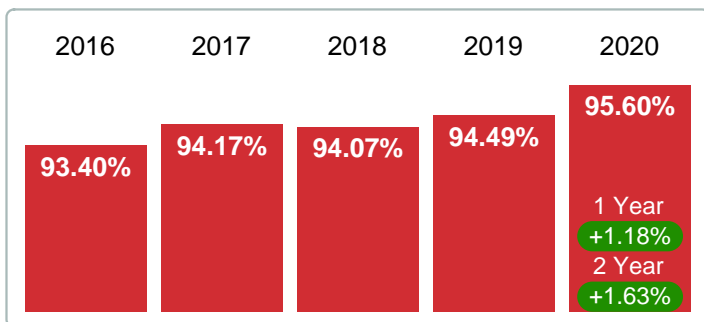
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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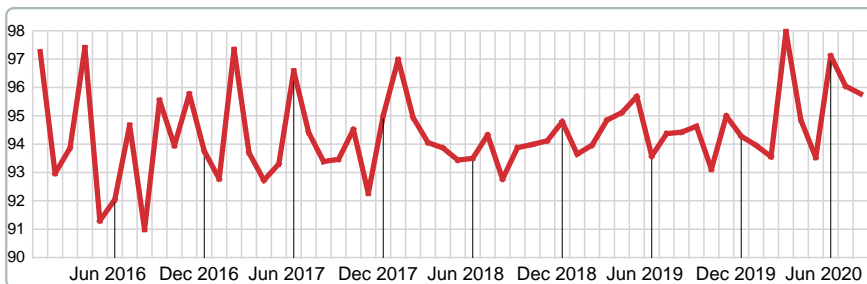
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

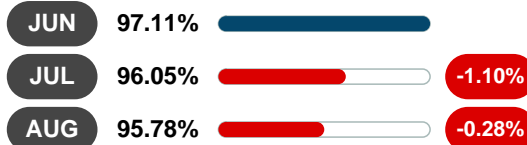


3 MONTHS

5 year AUG AVG = 93.47%

High Mar 2020 97.97% Low Aug 2016 90.99%

Average Sold/List Ratio this month at **95.78%**
above the 5 yr AUG average of **93.47%**



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	5	7.58%	86.69%	86.69%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	11	16.67%	95.41%	92.82%	97.09%	100.00%	0.00%
\$75,001 - \$100,000	4	6.06%	96.70%	90.00%	98.94%	0.00%	0.00%
\$100,001 - \$150,000	15	22.73%	97.55%	94.48%	97.97%	100.04%	0.00%
\$150,001 - \$200,000	14	21.21%	97.98%	100.00%	96.81%	100.16%	0.00%
\$200,001 - \$275,000	10	15.15%	96.53%	80.67%	99.86%	96.32%	0.00%
\$275,001 and up	7	10.61%	93.01%	81.43%	93.13%	96.75%	0.00%
Average Sold/List Ratio		95.80%		90.73%	97.49%	98.16%	0.00%
Total Closed Units		66	100%	18	35	13	
Total Closed Volume		10,136,850		1.70M	5.57M	2.87M	0.00B

August 2020



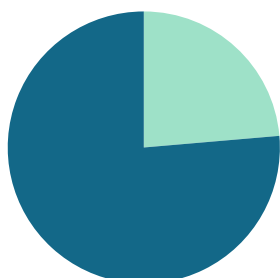
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

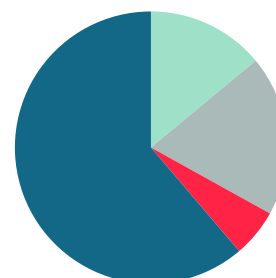


Inventory
 New Listings
108 = 23.63%
 Start Inventory
349
 Total Inventory Units
457
 Volume
\$84,089,048

Market Activity

Closed Sales
66 = 13.98%
 Pending Sales
90 = 19.07%
 Other Off Market
27 = 5.72%
 Active Inventory
289 = 61.23%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	66	-1.49%	402	405	0.75%
Pending Sales	43	90	109.30%	421	500	18.76%
New Listings	71	108	52.11%	809	814	0.62%
Average List Price	167,028	160,511	-3.90%	157,533	158,823	0.82%
Average Sale Price	159,236	153,589	-3.55%	149,451	152,693	2.17%
Average Percent of Selling Price to List Price	94.42%	95.78%	1.43%	94.49%	95.60%	1.18%
Average Days on Market to Sale	32.36	31.91	-1.39%	47.63	40.87	-14.20%
Monthly Inventory	388	289	-25.52%	388	289	-25.52%
Months Supply of Inventory	8.33	5.91	-29.07%	8.33	5.91	-29.07%

Absorption: Last 12 months, an Average of **49** Sales/Month

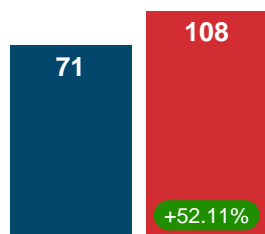
Inventory on August 31, 2020 = **289**

2019 **2020**

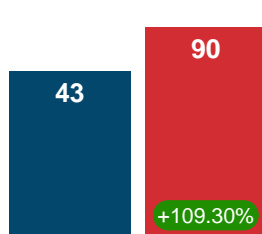
AUGUST MARKET

AVERAGE PRICES

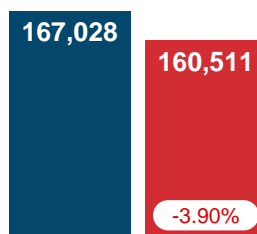
New Listings



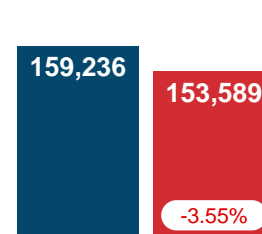
Pending Listings



List Price



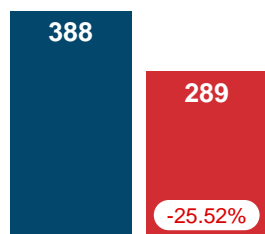
Sale Price



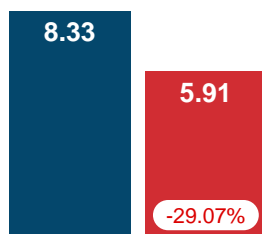
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

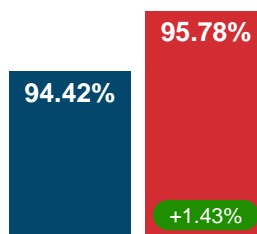
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

