

July 2020



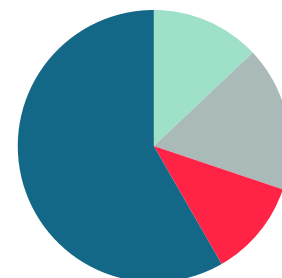
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	57	64	12.28%
Pending Listings	68	85	25.00%
New Listings	118	117	-0.85%
Average List Price	182,633	147,384	-19.30%
Average Sale Price	167,676	141,893	-15.38%
Average Percent of Selling Price to List Price	94.37%	96.05%	1.78%
Average Days on Market to Sale	49.12	38.47	-21.69%
End of Month Inventory	422	288	-31.75%
Months Supply of Inventory	9.27	5.88	-36.63%



■ Closed (12.96%)
■ Pending (17.21%)
■ Other OffMarket (11.54%)
■ Active (58.30%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of July 31, 2020 = **288**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **31.75%** to 288 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 **5.88** 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 **15.38%** in July 2020 to \$141,893 versus the previous year at \$167,676.

Average Days on Market Shortens

The average number of **38.47** days that homes spent on the market before selling decreased by 10.65 days or **21.69%** in July 2020 compared to last year's same month at **49.12** DOM.

Sales Success for July 2020 is Positive

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

There were 117 New Listings in July 2020, down **0.85%** from last year at 118. Furthermore, there were 64 Closed Listings this month versus last year at 57, a **12.28%** increase.

Closed versus Listed trends yielded a **54.7%** ratio, up from previous year's, July 2019, at **48.3%**, a **13.24%** 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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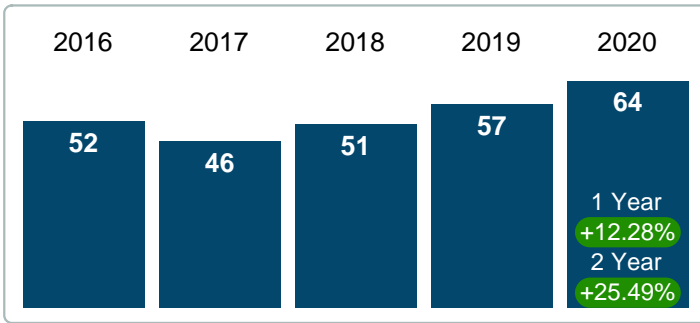
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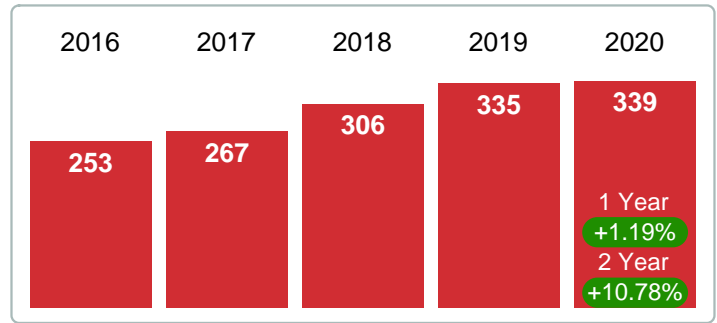
CLOSED LISTINGS

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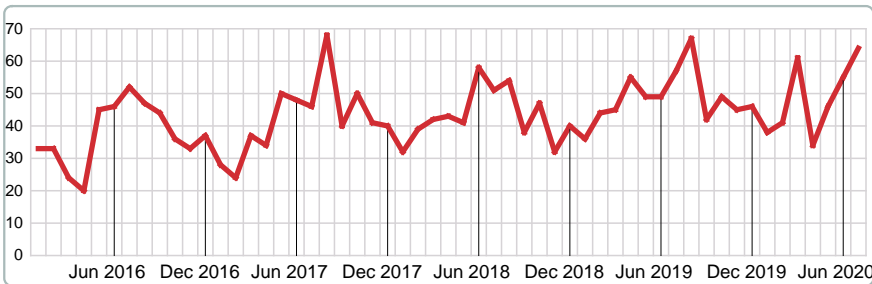
JULY



YEAR TO DATE (YTD)

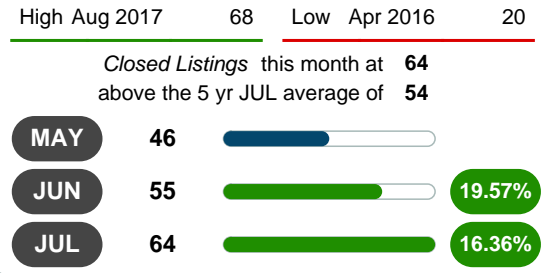


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.81%	122.0	5	0	0	0
\$40,001 - \$70,000	8	12.50%	29.4	3	2	2	1
\$70,001 - \$90,000	11	17.19%	33.7	4	6	0	1
\$90,001 - \$150,000	15	23.44%	28.7	1	14	0	0
\$150,001 - \$190,000	9	14.06%	18.1	0	7	2	0
\$190,001 - \$270,000	10	15.63%	39.8	0	6	4	0
\$270,001 and up	6	9.38%	42.3	3	1	1	1
Total Closed Units	64			16	36	9	3
Total Closed Volume	9,081,150	100%	38.5	1.79M	5.13M	1.66M	510.00K
Average Closed Price	\$141,893			\$111,656	\$142,457	\$184,022	\$170,000

July 2020



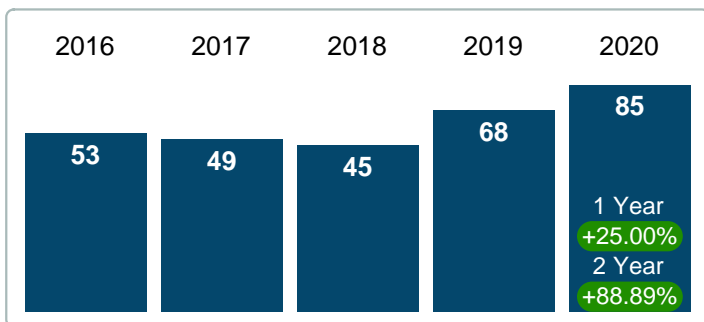
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



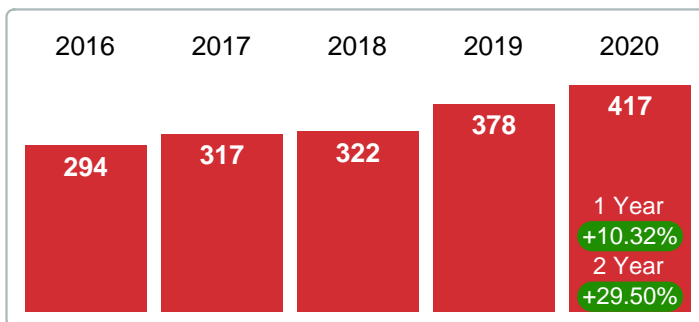
PENDING LISTINGS

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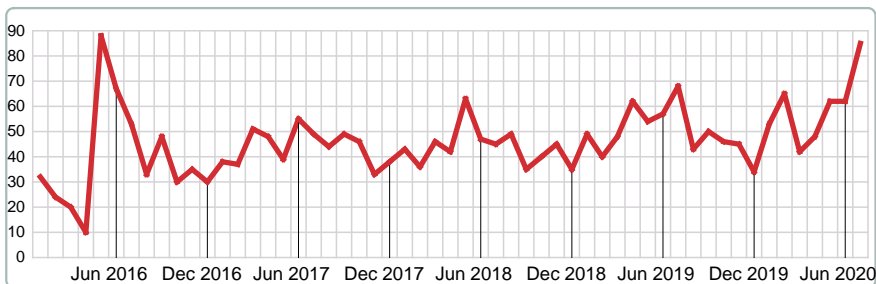
JULY



YEAR TO DATE (YTD)

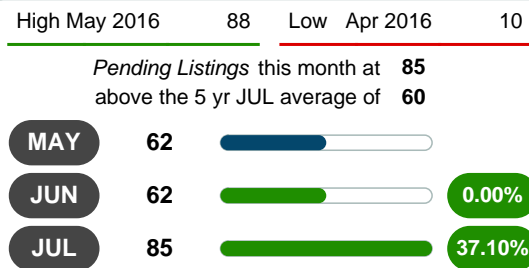


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



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	3	3.53%	82.0	3	0	0	0
\$20,001 - \$60,000	18	21.18%	27.7	9	4	4	1
\$60,001 - \$80,000	10	11.76%	36.6	4	4	1	1
\$80,001 - \$130,000	20	23.53%	30.8	7	12	1	0
\$130,001 - \$170,000	13	15.29%	19.2	1	9	3	0
\$170,001 - \$250,000	12	14.12%	37.3	1	8	3	0
\$250,001 and up	9	10.59%	40.4	1	3	5	0
Total Pending Units	85			26	40	17	2
Total Pending Volume	11,242,300	100%	16.2	2.11M	5.77M	3.23M	135.00K
Average Listing Price	\$96,482			\$80,973	\$144,343	\$189,900	\$67,500

July 2020



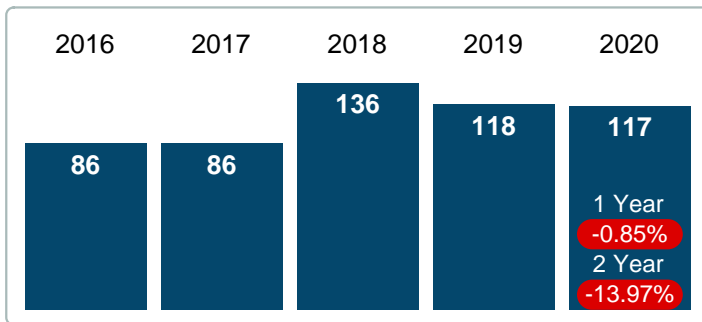
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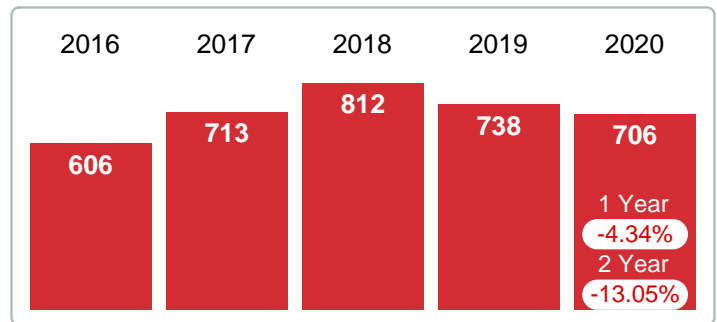
NEW LISTINGS

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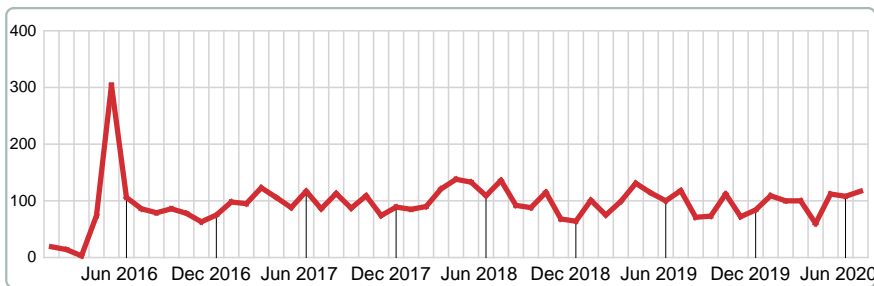
JULY



YEAR TO DATE (YTD)

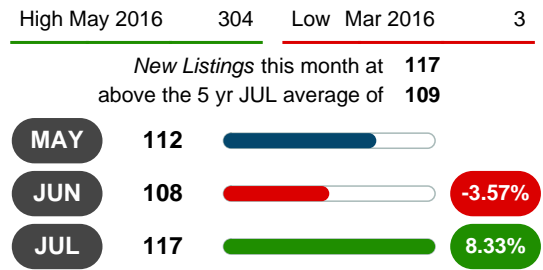


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 109



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.85%	1	0	0	0
\$10,001 - \$40,000	26	22.22%	24	1	1	0
\$40,001 - \$70,000	16	13.68%	7	6	2	1
\$70,001 - \$150,000	29	24.79%	8	18	2	1
\$150,001 - \$200,000	18	15.38%	6	9	2	1
\$200,001 - \$270,000	14	11.97%	4	4	4	2
\$270,001 and up	13	11.11%	5	2	5	1
Total New Listed Units	117		55	40	16	6
Total New Listed Volume	16,789,875	100%	6.78M	5.77M	3.08M	1.16M
Average New Listed Listing Price	\$84,878		\$123,236	\$144,285	\$192,719	\$192,833

July 2020



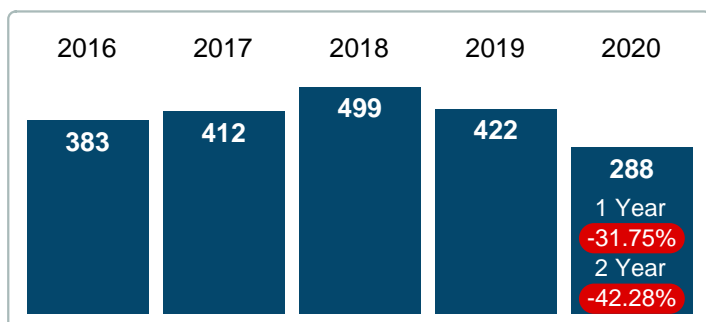
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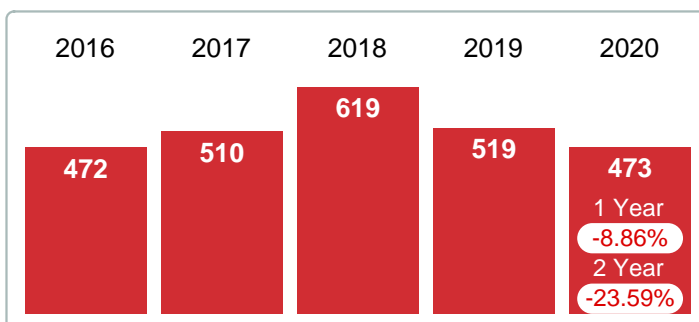
ACTIVE INVENTORY

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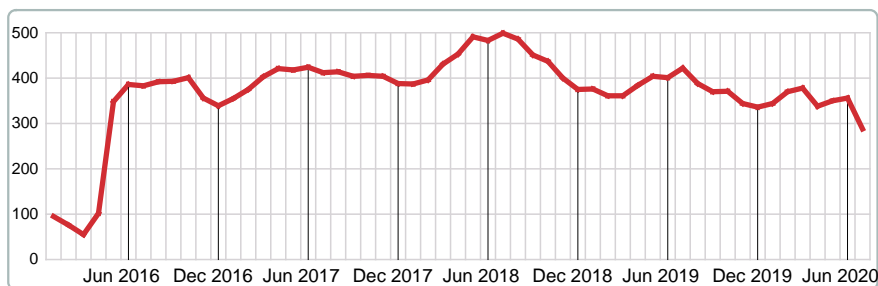
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 401

High Jul 2018 499 Low Mar 2016 55

Inventory this month at **288**
below the 5 yr JUL average of **401**

- MAY 350
- JUN 356 +1.71%
- JUL 288 -19.10%

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	36	12.50%	68.1	33	2	0	1
\$25,001-\$75,000	70	24.31%	85.7	53	14	3	0
\$75,001-\$150,000	60	20.83%	73.0	17	40	3	0
\$150,001-\$225,000	47	16.32%	73.1	27	14	5	1
\$225,001-\$450,000	46	15.97%	88.9	20	15	8	3
\$450,001 and up	29	10.07%	103.2	21	4	3	1
Total Active Inventory by Units	288			171	89	22	6
Total Active Inventory by Volume	55,055,023	100%	81.1	29.78M	17.47M	5.68M	2.12M
Average Active Inventory Listing Price	\$191,163			\$174,177	\$196,300	\$258,023	\$353,913

July 2020



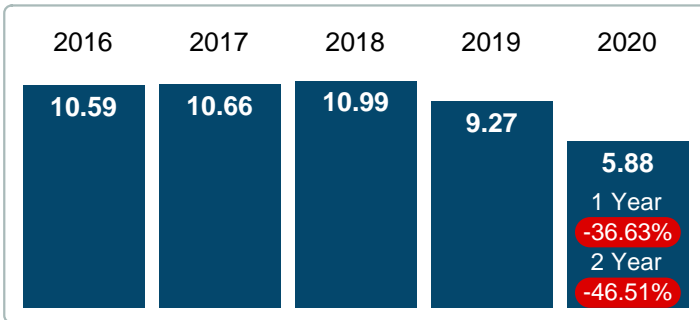
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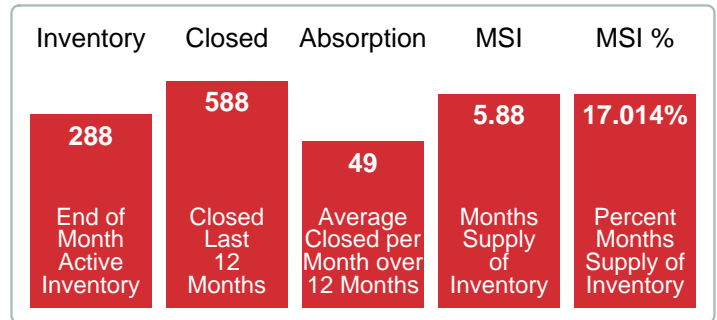
MONTHS SUPPLY of INVENTORY (MSI)

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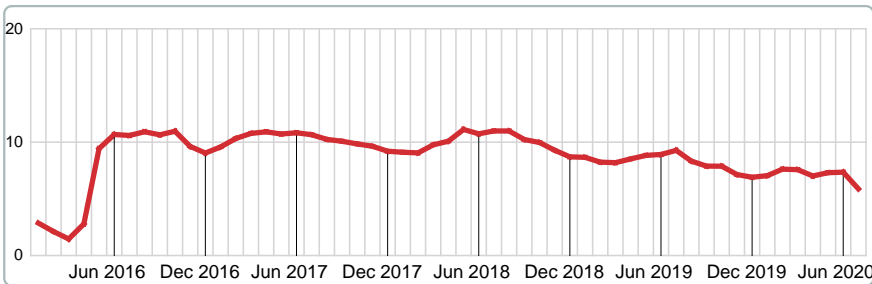
MSI FOR JULY



INDICATORS FOR JULY 2020

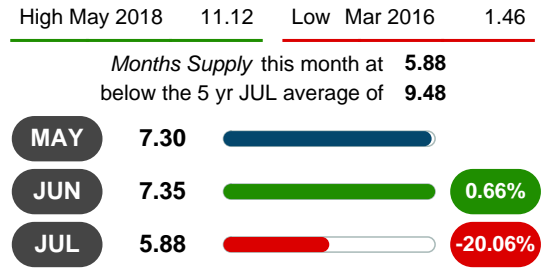


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 9.48



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	28	9.72%	16.00	16.67	12.00	0.00	12.00
\$20,001 \$40,000	36	12.50%	10.29	11.66	1.71	0.00	0.00
\$40,001 \$70,000	38	13.19%	5.36	8.82	3.20	2.40	0.00
\$70,001 \$160,000	74	25.69%	4.05	7.09	3.59	2.00	0.00
\$160,001 \$240,000	44	15.28%	4.06	33.00	1.87	2.48	8.00
\$240,001 \$450,000	39	13.54%	5.85	24.00	4.11	3.00	3.00
\$450,001 and up	29	10.07%	31.64	126.00	16.00	12.00	4.00
Market Supply of Inventory (MSI)			5.88	13.68	3.25	2.97	3.60
Total Active Inventory by Units		100%	5.88	171	89	22	6

July 2020



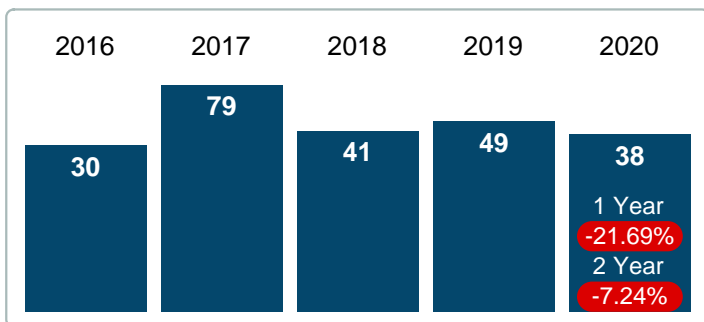
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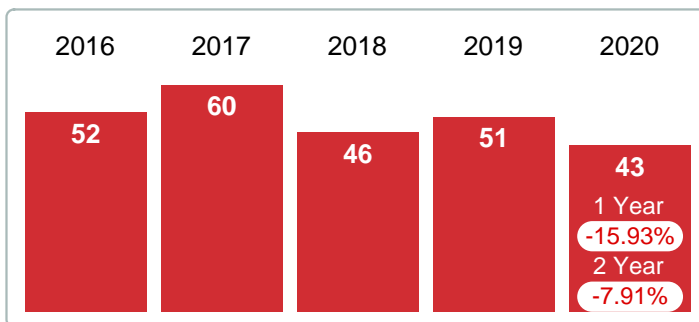
AVERAGE DAYS ON MARKET TO SALE

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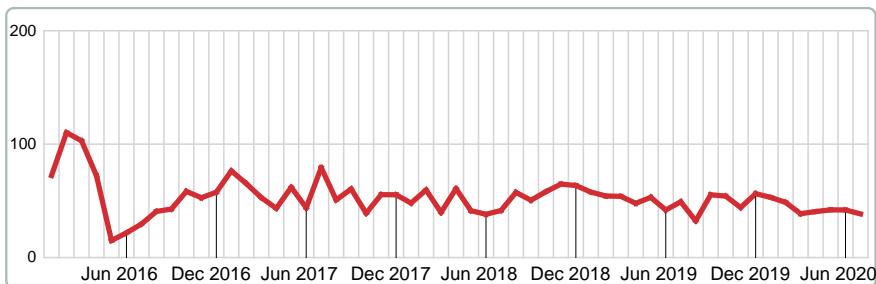
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 48

High Feb 2016 110 Low May 2016 15

Average Days on Market to Sale this month at 38 below the 5 yr JUL average of 48



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
\$40,000 and less	7.81%	122	122	0	0	0
\$40,001 - \$70,000	12.50%	29	22	83	1	1
\$70,001 - \$90,000	17.19%	34	62	20	0	1
\$90,001 - \$150,000	23.44%	29	3	31	0	0
\$150,001 - \$190,000	14.06%	18	0	23	3	0
\$190,001 - \$270,000	15.63%	40	0	33	50	0
\$270,001 and up	9.38%	42	66	21	1	34
Average Closed DOM		38	70	30	23	12
Total Closed Units	100%	64	16	36	9	3
Total Closed Volume		9,081,150	1.79M	5.13M	1.66M	510.00K

July 2020



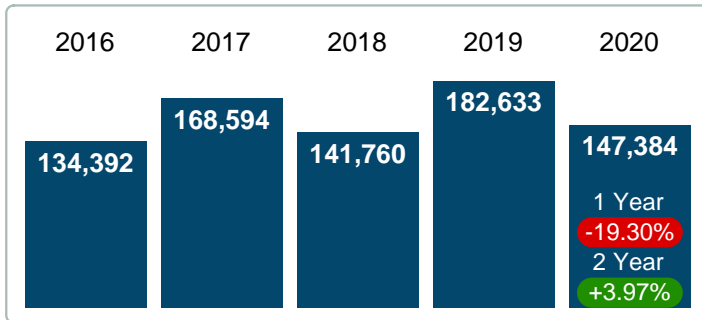
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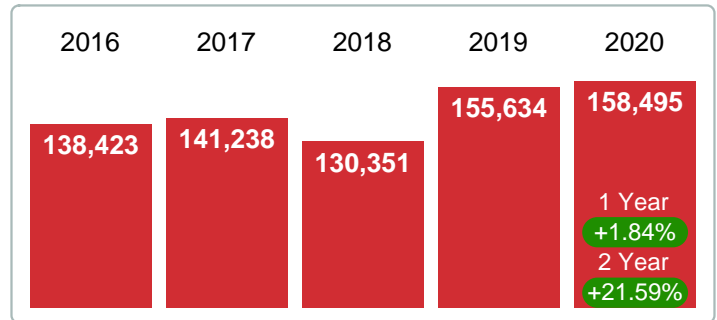
AVERAGE LIST PRICE AT CLOSING

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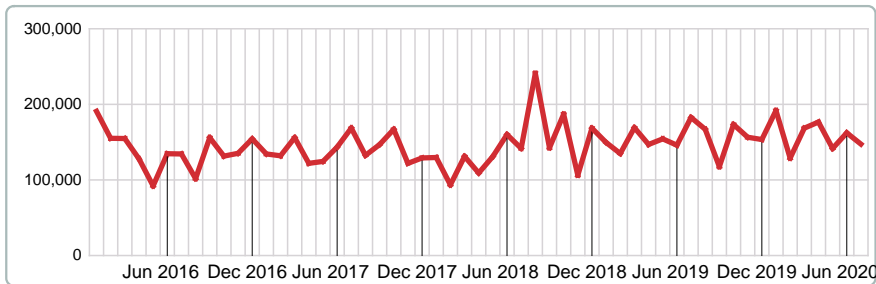
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

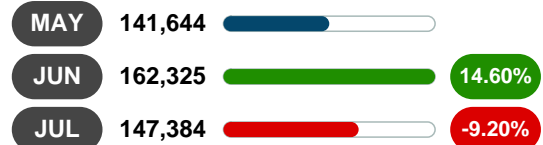


3 MONTHS

5 year JUL AVG = 154,953

High Aug 2018 240,977 Low May 2016 92,148

Average List Price at Closing this month at **147,384**
below the 5 yr JUL average of **154,953**



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
\$40,000 and less	6.25%	23,850	28,980	0	0	0
\$40,001 - \$70,000	14.06%	52,711	51,633	52,500	52,500	60,000
\$70,001 - \$90,000	14.06%	79,656	85,600	81,650	0	75,000
\$90,001 - \$150,000	25.00%	119,872	115,000	126,246	0	0
\$150,001 - \$190,000	15.63%	171,280	0	172,929	173,700	0
\$190,001 - \$270,000	12.50%	222,350	0	231,650	234,700	0
\$270,001 and up	12.50%	342,038	394,667	289,000	319,400	394,000
Average List Price		147,384	121,325	145,882	190,067	176,333
Total Closed Units	100%	147,384	16	36	9	3
Total Closed Volume		9,432,550	1.94M	5.25M	1.71M	529.00K

July 2020



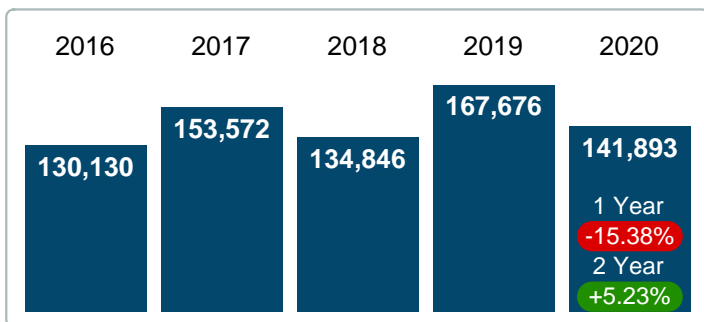
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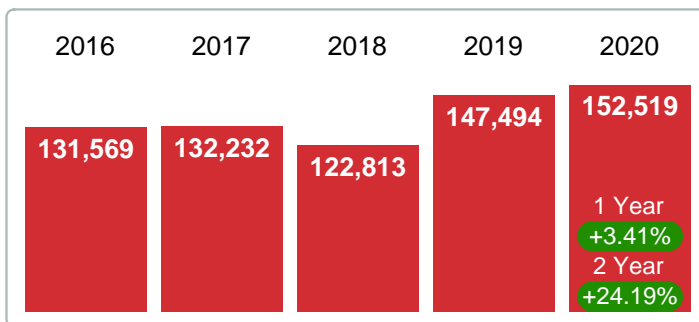
AVERAGE SOLD PRICE AT CLOSING

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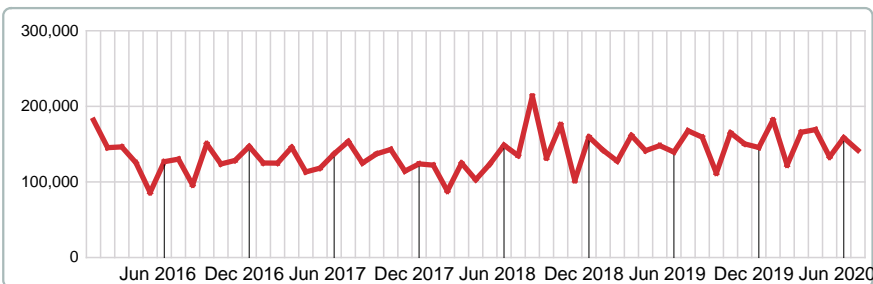
JULY



YEAR TO DATE (YTD)

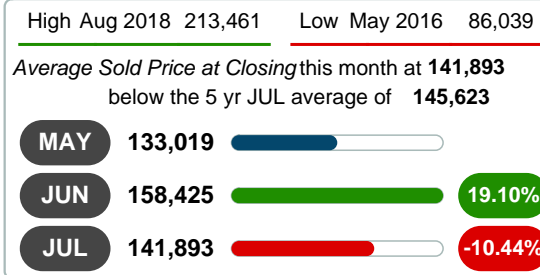


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 145,623



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
\$40,000 and less	7.81%	23,800	23,800	0	0	0
\$40,001 - \$70,000	12.50%	51,375	47,667	51,500	52,500	60,000
\$70,001 - \$90,000	17.19%	80,045	81,125	80,167	0	75,000
\$90,001 - \$150,000	23.44%	121,157	114,000	121,668	0	0
\$150,001 - \$190,000	14.06%	170,544	0	169,771	173,250	0
\$190,001 - \$270,000	15.63%	226,940	0	229,117	223,675	0
\$270,001 and up	9.38%	341,500	362,000	278,000	310,000	375,000
Average Sold Price		141,893	111,656	142,457	184,022	170,000
Total Closed Units	100%	141,893	16	36	9	3
Total Closed Volume		9,081,150	1.79M	5.13M	1.66M	510.00K

July 2020



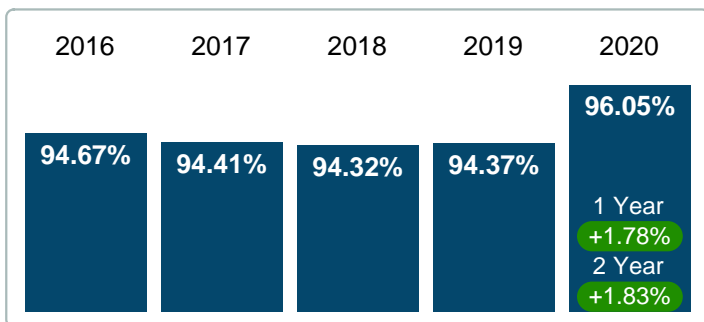
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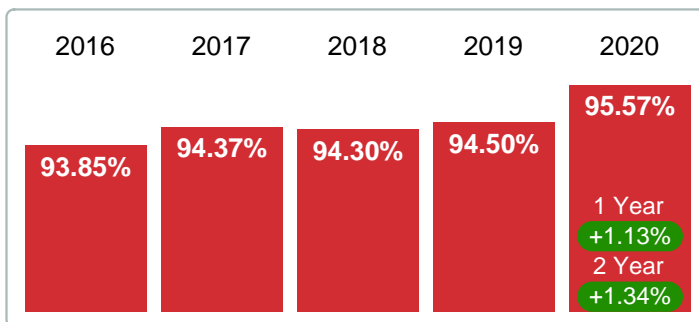
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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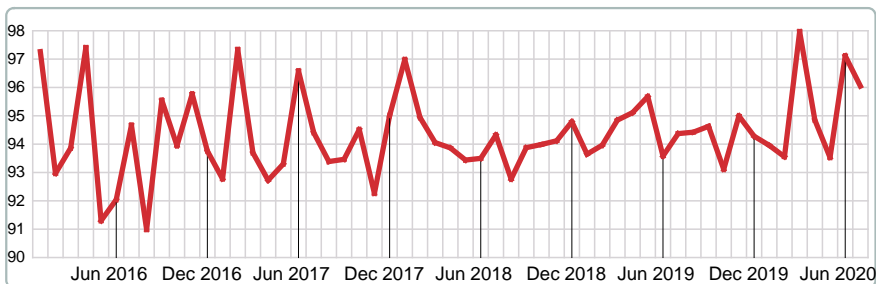
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

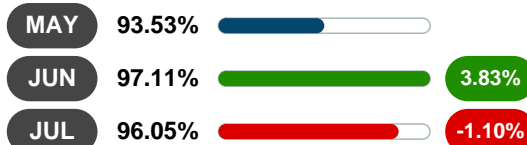


3 MONTHS

5 year JUL AVG = 94.76%

High Mar 2020 97.97% Low Aug 2016 90.99%

Average Sold/List Ratio this month at **96.05%** above the 5 yr JUL average of **94.76%**



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	
\$40,000 and less	5 <div style="width: 20%;"></div>	7.81%	84.73%	84.73%	0.00%	0.00%	0.00%	
\$40,001 \$70,000	8 <div style="width: 40%;"></div>	12.50%	96.61%	92.18%	98.18%	100.00%	100.00%	
\$70,001 \$90,000	11 <div style="width: 55%;"></div>	17.19%	97.32%	95.10%	98.36%	0.00%	100.00%	
\$90,001 \$150,000	15 <div style="width: 70%;"></div>	23.44%	96.78%	99.13%	96.61%	0.00%	0.00%	
\$150,001 \$190,000	9 <div style="width: 45%;"></div>	14.06%	98.64%	0.00%	98.25%	99.98%	0.00%	
\$190,001 \$270,000	10 <div style="width: 50%;"></div>	15.63%	97.55%	0.00%	98.84%	95.61%	0.00%	
\$270,001 and up	6 <div style="width: 30%;"></div>	9.38%	94.17%	92.20%	96.19%	97.06%	95.18%	
Average Sold/List Ratio		96.00%		91.02%	97.67%	97.72%	98.39%	
Total Closed Units		64	100%	96.00%	16	36	9	3
Total Closed Volume		9,081,150			1.79M	5.13M	1.66M	510.00K

July 2020



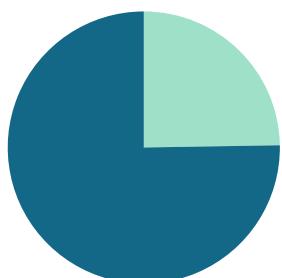
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

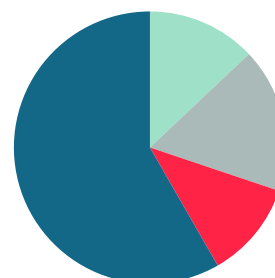


Inventory
 New Listings
117 = 24.74%
 Start Inventory
356
 Total Inventory Units
473
 Volume
\$82,077,073

Market Activity

Closed Sales
64 = 12.96%
 Pending Sales
85 = 17.21%
 Other Off Market
57 = 11.54%
 Active Inventory
288 = 58.30%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	57	64	12.28%	335	339	1.19%
Pending Sales	68	85	25.00%	378	417	10.32%
New Listings	118	117	-0.85%	738	706	-4.34%
Average List Price	182,633	147,384	-19.30%	155,634	158,495	1.84%
Average Sale Price	167,676	141,893	-15.38%	147,494	152,519	3.41%
Average Percent of Selling Price to List Price	94.37%	96.05%	1.78%	94.50%	95.57%	1.13%
Average Days on Market to Sale	49.12	38.47	-21.69%	50.69	42.62	-15.93%
Monthly Inventory	422	288	-31.75%	422	288	-31.75%
Months Supply of Inventory	9.27	5.88	-36.63%	9.27	5.88	-36.63%

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

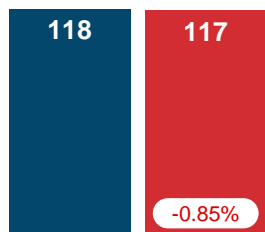
Inventory on July 31, 2020 = **288**

2019 **2020**

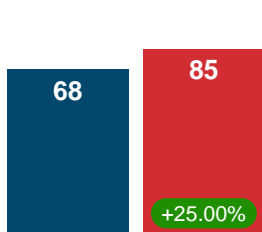
JULY MARKET

AVERAGE PRICES

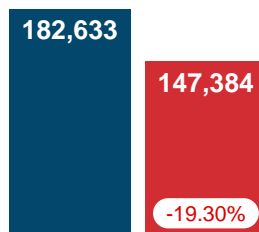
New Listings



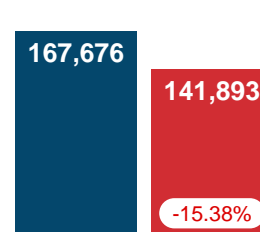
Pending Listings



List Price



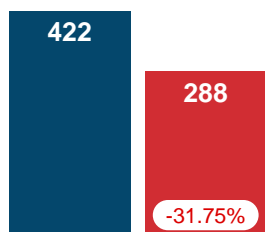
Sale Price



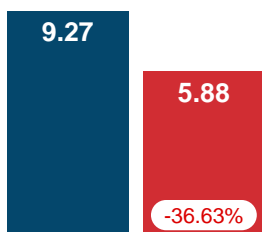
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

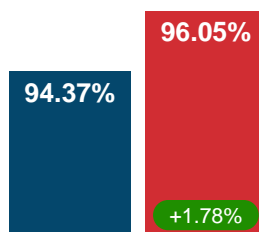
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

