

May 2020



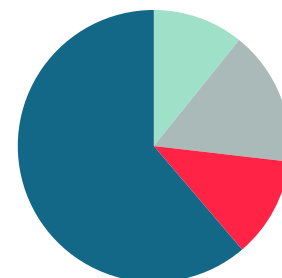
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	47	47	0.00%
Pending Listings	50	70	40.00%
New Listings	111	112	0.90%
Median List Price	135,900	109,000	-19.79%
Median Sale Price	130,000	108,000	-16.92%
Median Percent of Selling Price to List Price	97.94%	93.87%	-4.16%
Median Days on Market to Sale	40.00	23.00	-42.50%
End of Month Inventory	403	267	-33.75%
Months Supply of Inventory	8.92	5.69	-36.22%



■ Closed (10.78%)
■ Pending (16.06%)
■ Other OffMarket (11.93%)
■ Active (61.24%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of May 31, 2020 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **33.75%** to 267 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 **5.69** 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 **16.92%** in May 2020 to \$108,000 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 17.00 days or **42.50%** in May 2020 compared to last year's same month at **40.00** DOM.

Sales Success for May 2020 is Positive

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

There were 112 New Listings in May 2020, up **0.90%** from last year at 111. Furthermore, there were 47 Closed Listings this month versus last year at 47, a **0.00%** decrease.

Closed versus Listed trends yielded a **42.0%** ratio, down from previous year's, May 2019, at **42.3%**, a **0.89%** downswing. 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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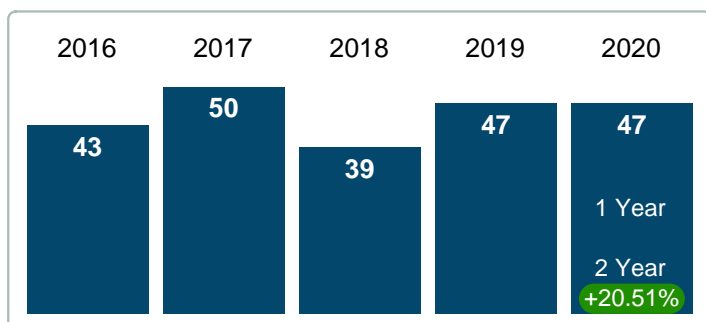
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



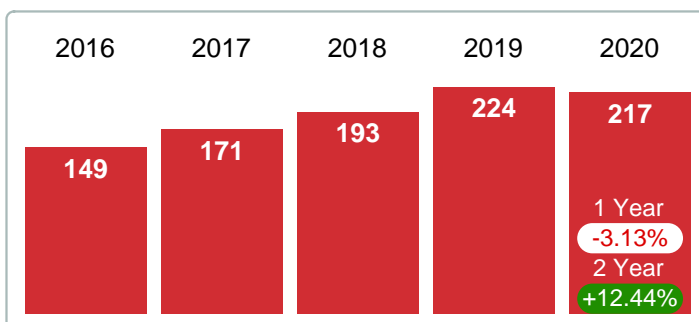
CLOSED LISTINGS

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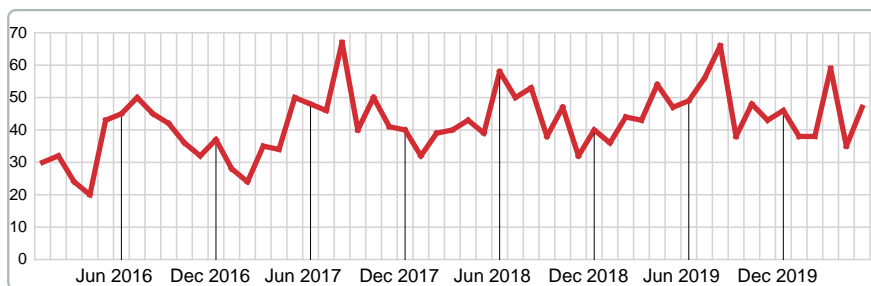
MAY



YEAR TO DATE (YTD)

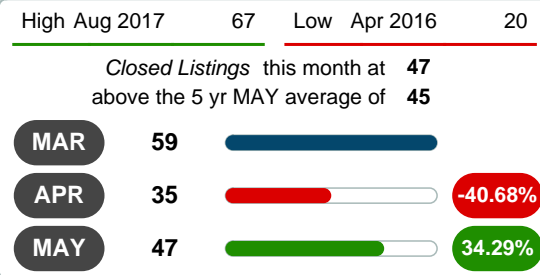


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	8.51%	24.5	3	1	0	0
\$30,001 - \$40,000	5	10.64%	30.0	5	0	0	0
\$40,001 - \$70,000	7	14.89%	18.0	2	5	0	0
\$70,001 - \$140,000	14	29.79%	16.0	2	10	2	0
\$140,001 - \$180,000	7	14.89%	4.0	0	5	2	0
\$180,001 - \$270,000	5	10.64%	56.0	1	2	1	1
\$270,001 and up	5	10.64%	35.0	0	2	2	1
Total Closed Units	47			13	25	7	2
Total Closed Volume	6,119,872	100%	23.0	776.00K	3.20M	1.63M	512.50K
Median Closed Price	\$108,000			\$35,500	\$108,000	\$168,200	\$256,250

May 2020



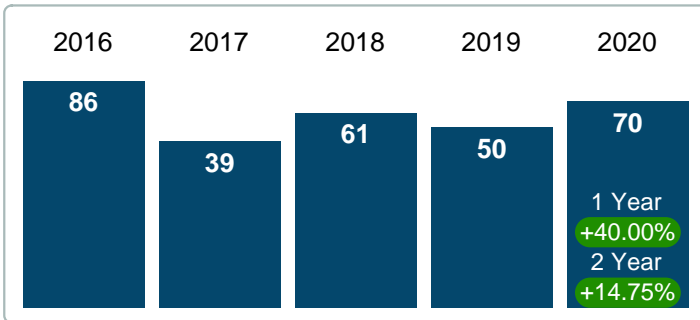
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



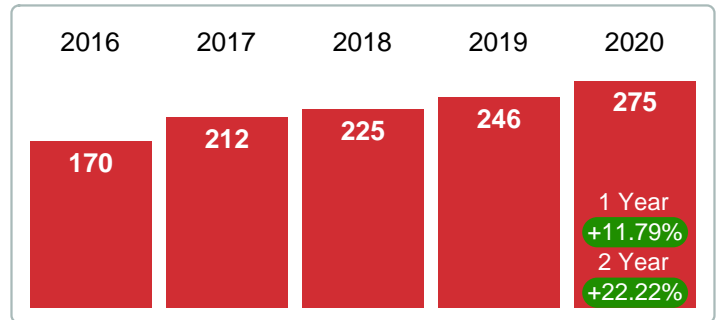
PENDING LISTINGS

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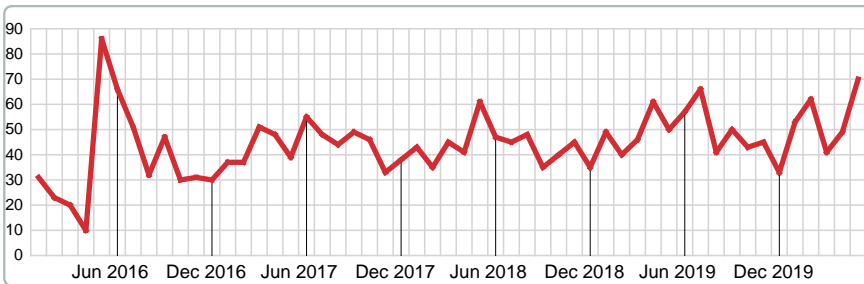
MAY



YEAR TO DATE (YTD)

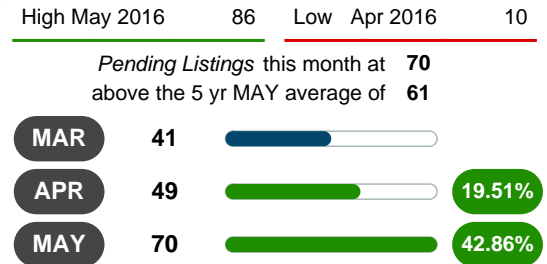


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.71%	54.5	4	0	0	0
\$50,001 - \$50,000	0	0.00%	54.5	0	0	0	0
\$50,001 - \$125,000	22	31.43%	36.5	7	14	1	0
\$125,001 - \$175,000	15	21.43%	27.0	0	14	1	0
\$175,001 - \$225,000	11	15.71%	11.0	1	7	3	0
\$225,001 - \$275,000	9	12.86%	9.0	1	6	2	0
\$275,001 and up	9	12.86%	6.0	2	2	4	1
Total Pending Units	70			15	43	11	1
Total Pending Volume	11,421,999	100%	16.0	1.79M	6.72M	2.51M	399.50K
Median Listing Price	\$153,250			\$74,900	\$145,000	\$229,900	\$399,500

May 2020



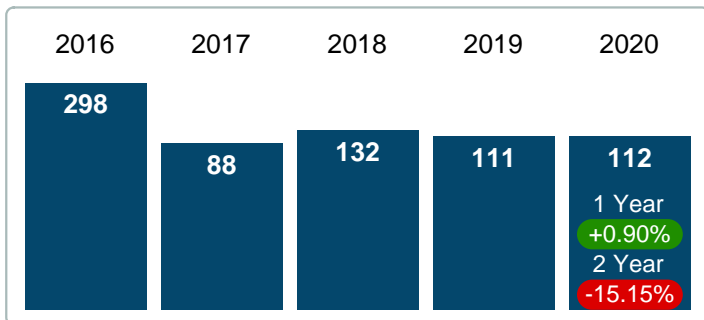
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



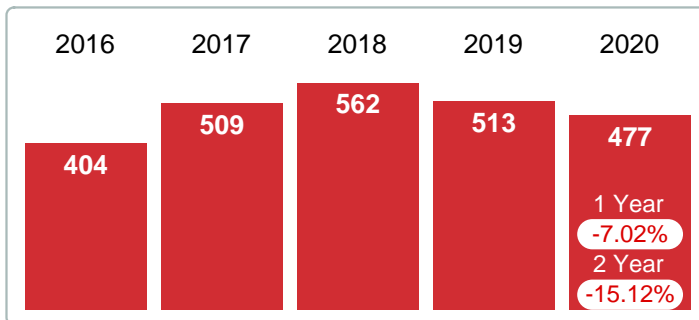
NEW LISTINGS

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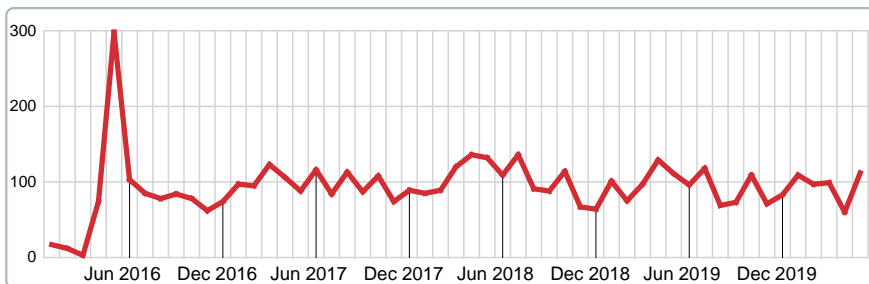
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 148

High May 2016 298 Low Mar 2016 3

New Listings this month at 112
below the 5 yr MAY average of 148



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	9.82%	8	2	0	1
\$20,001 - \$50,000	12	10.71%	10	2	0	0
\$50,001 - \$80,000	15	13.39%	7	8	0	0
\$80,001 - \$160,000	30	26.79%	7	22	1	0
\$160,001 - \$190,000	17	15.18%	1	12	4	0
\$190,001 - \$280,000	15	13.39%	3	6	6	0
\$280,001 and up	12	10.71%	4	2	4	2
Total New Listed Units	112		40	54	15	3
Total New Listed Volume	16,236,344	100%	3.93M	7.43M	4.02M	851.40K
Median New Listed Listing Price	\$119,450		\$61,950	\$128,750	\$229,900	\$399,999

May 2020



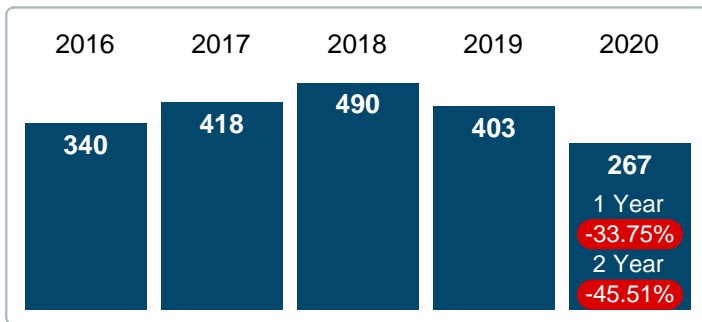
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



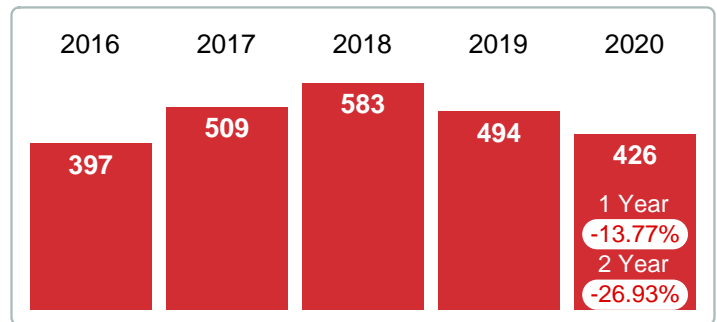
ACTIVE INVENTORY

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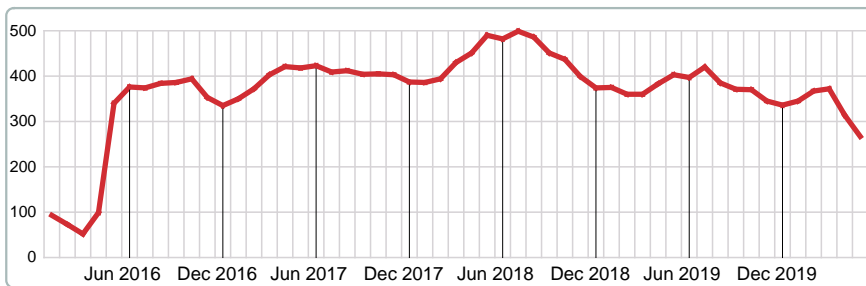
END OF MAY



ACTIVE DURING MAY

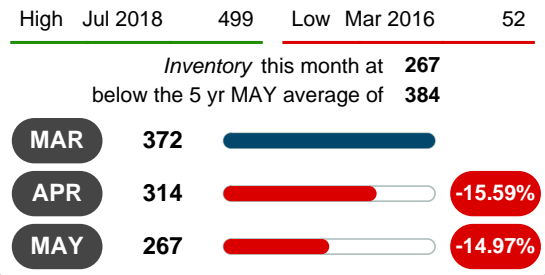


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 384



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	28	10.49%	123.0	27	1	0	0
\$20,001 - \$40,000	35	13.11%	74.0	32	1	2	0
\$40,001 - \$80,000	37	13.86%	83.0	23	12	2	0
\$80,001 - \$160,000	60	22.47%	67.0	20	37	3	0
\$160,001 - \$240,000	43	16.10%	69.0	17	18	7	1
\$240,001 - \$400,000	38	14.23%	75.0	17	12	8	1
\$400,001 and up	26	9.74%	80.5	19	1	4	2
Total Active Inventory by Units		267		155	82	26	4
Total Active Inventory by Volume		47,323,169	100%	25.79M	12.54M	6.86M	2.13M
Median Active Inventory Listing Price		\$117,000		\$65,000	\$124,700	\$214,700	\$425,000

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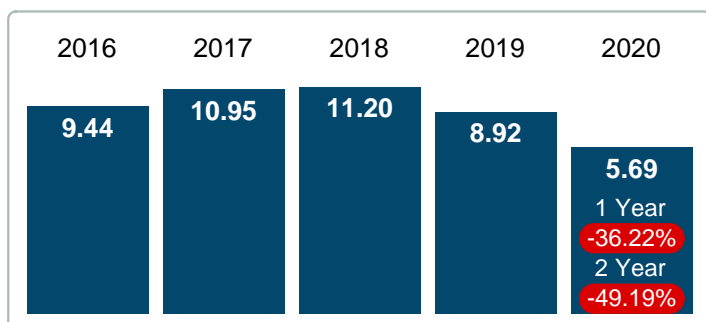
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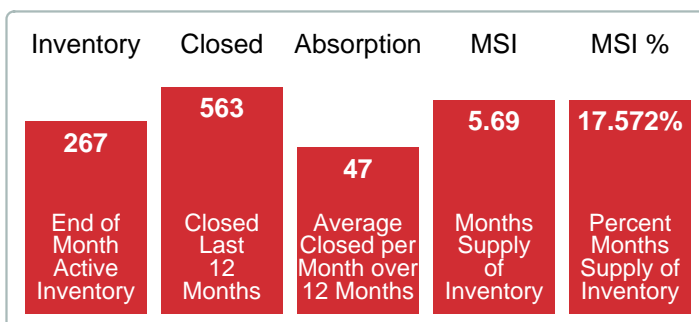
MONTHS SUPPLY of INVENTORY (MSI)

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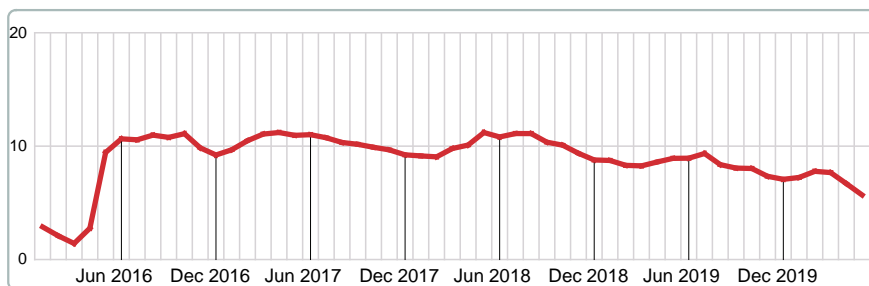
MSI FOR MAY



INDICATORS FOR MAY 2020

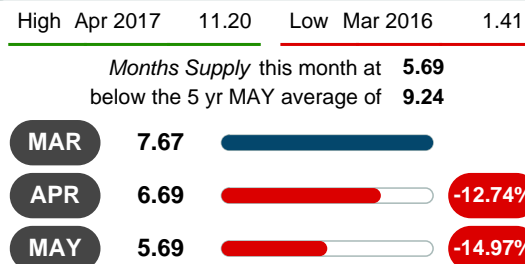


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 9.24



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	10.49%	14.61	19.06	3.00	0.00	0.00
\$20,001 - \$40,000	35	13.11%	8.94	10.11	1.33	0.00	0.00
\$40,001 - \$80,000	37	13.86%	4.15	6.57	2.36	8.00	0.00
\$80,001 - \$160,000	60	22.47%	3.98	7.74	3.64	1.38	0.00
\$160,001 - \$240,000	43	16.10%	4.34	29.14	2.57	3.36	4.00
\$240,001 - \$400,000	38	14.23%	6.51	29.14	4.65	4.00	1.50
\$400,001 and up	26	9.74%	19.50	76.00	4.00	8.00	6.00
Market Supply of Inventory (MSI)			5.69	12.83	3.13	3.71	2.40
Total Active Inventory by Units		100%	5.69	155	82	26	4

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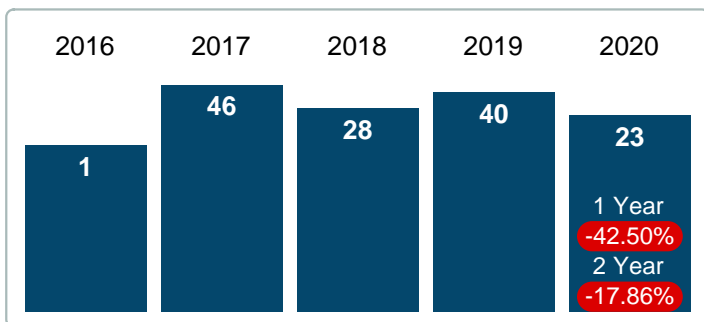
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



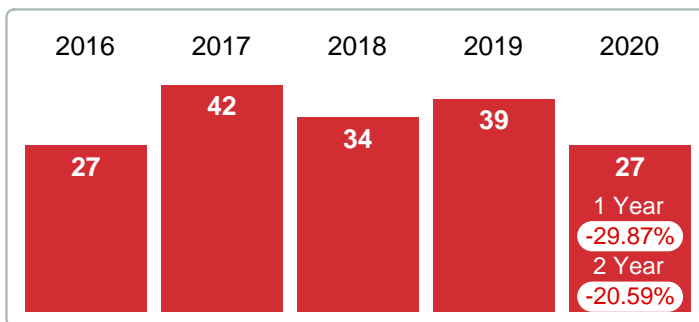
MEDIAN DAYS ON MARKET TO SALE

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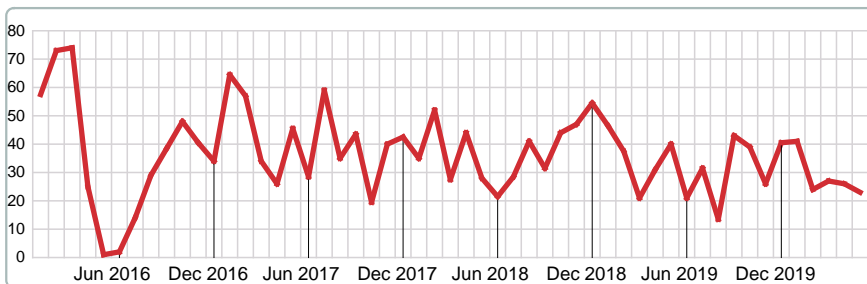
MAY



YEAR TO DATE (YTD)

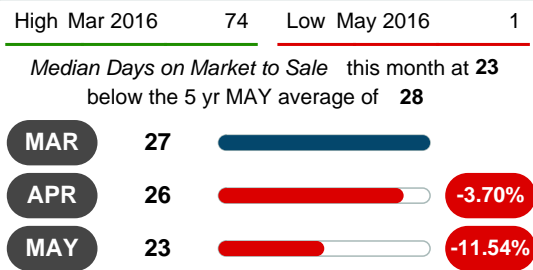


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 28



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
\$30,000 and less	8.51%	25	39	10	0	0
\$30,001 - \$40,000	10.64%	30	30	0	0	0
\$40,001 - \$70,000	14.89%	18	77	3	0	0
\$70,001 - \$140,000	29.79%	16	63	16	22	0
\$140,001 - \$180,000	14.89%	4	0	3	26	0
\$180,001 - \$270,000	10.64%	56	56	55	34	146
\$270,001 and up	10.64%	35	0	9	45	86
Median Closed DOM		23	39	14	35	116
Total Closed Units	100%	23.0	13	25	7	2
Total Closed Volume		6,119,872	776.00K	3.20M	1.63M	512.50K

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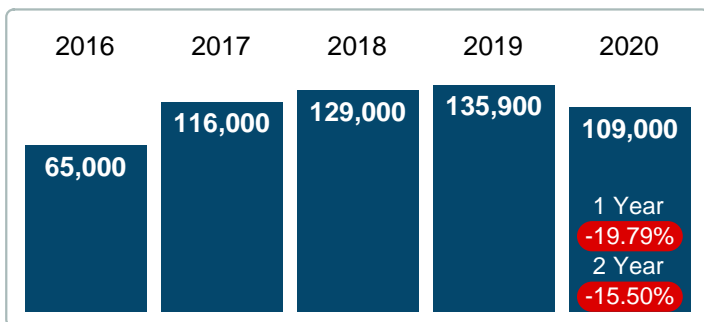
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



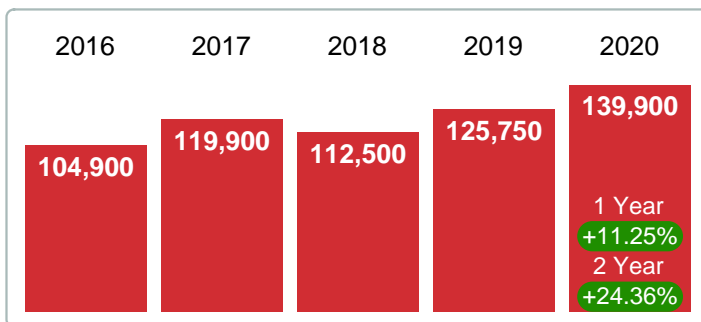
MEDIAN LIST PRICE AT CLOSING

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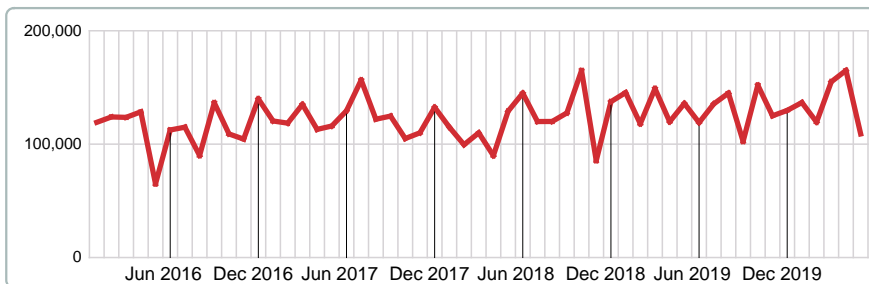
MAY



YEAR TO DATE (YTD)

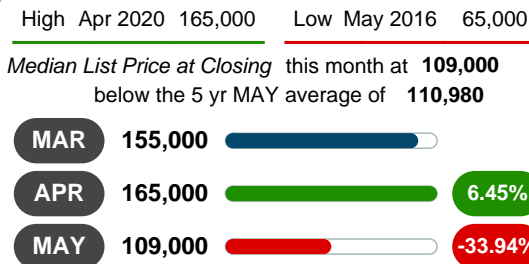


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 110,980



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
\$30,000 and less	6.38%	9,500	15,700	995	0	0
\$30,001 - \$40,000	6.38%	39,000	39,000	0	0	0
\$40,001 - \$70,000	17.02%	50,250	45,000	59,000	0	0
\$70,001 - \$140,000	31.91%	97,900	85,000	93,950	139,500	0
\$140,001 - \$180,000	12.77%	162,500	0	165,000	160,000	0
\$180,001 - \$270,000	14.89%	224,000	224,000	208,500	219,250	224,600
\$270,001 and up	10.64%	299,000	0	342,250	470,500	299,000
Median List Price		109,000	42,500	109,000	209,000	261,800
Total Closed Units	100%	109,000	13	25	7	2
Total Closed Volume		6,516,634	860.40K	3.31M	1.82M	523.60K

May 2020



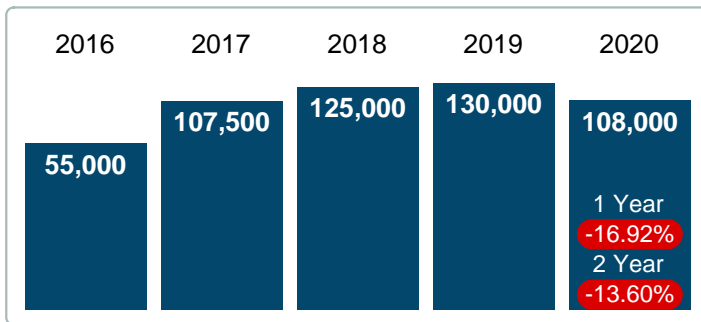
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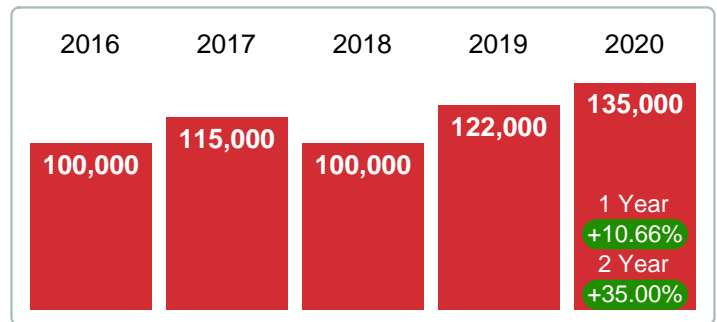
MEDIAN SOLD PRICE AT CLOSING

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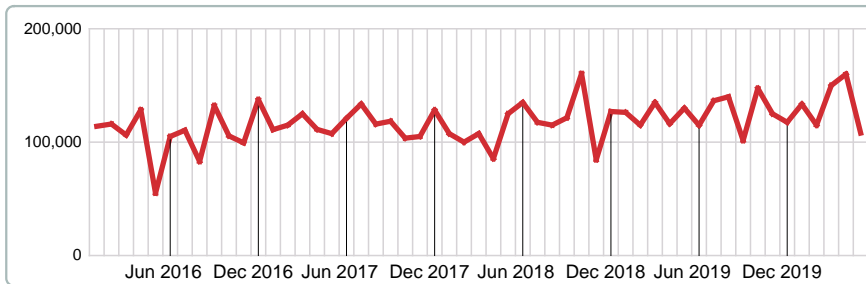
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

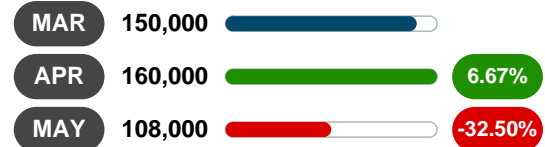


3 MONTHS

5 year MAY AVG = 105,100

High Oct 2018 160,500 Low May 2016 55,000

Median Sold Price at Closing this month at **108,000** above the 5 yr MAY average of **105,100**



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
\$30,000 and less	8.51%	13,250	19,500	995	0	0
\$30,001 - \$40,000	10.64%	35,000	35,000	0	0	0
\$40,001 - \$70,000	14.89%	55,000	62,500	51,500	0	0
\$70,001 - \$140,000	29.79%	107,500	104,500	106,250	137,500	0
\$140,001 - \$180,000	14.89%	162,000	0	162,000	160,100	0
\$180,001 - \$270,000	10.64%	205,000	205,000	208,000	192,500	210,000
\$270,001 and up	10.64%	302,500	0	337,250	420,500	302,500
Median Sold Price		108,000	35,500	108,000	168,200	256,250
Total Closed Units	100%	108,000	13	25	7	2
Total Closed Volume		6,119,872	776.00K	3.20M	1.63M	512.50K

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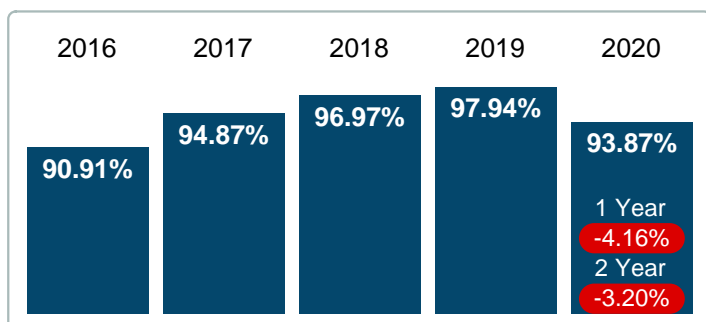
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



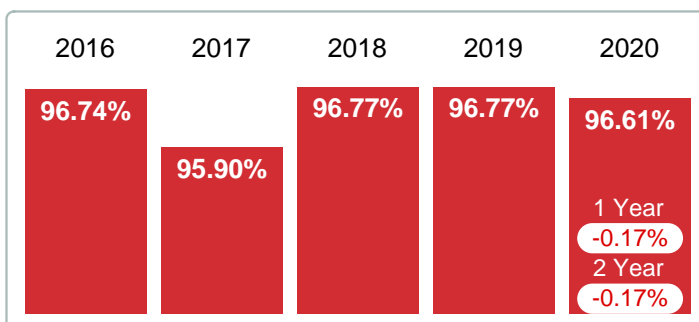
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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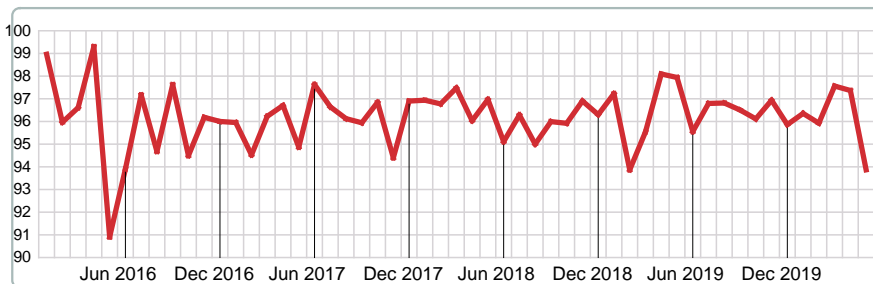
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

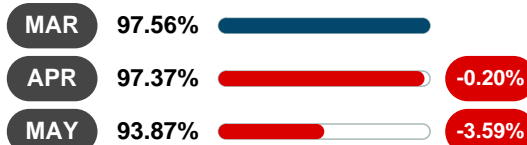


3 MONTHS

5 year MAY AVG = 94.91%

High Apr 2016 99.30% Low May 2016 90.91%

Median Sold/List Ratio this month at **93.87%**
below the 5 yr MAY average of **94.91%**



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
\$30,000 and less	4	8.51%	87.38%	85.71%	100.00%	0.00%	0.00%
\$30,001 - \$40,000	5	10.64%	84.21%	84.21%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	7	14.89%	91.67%	92.50%	89.23%	0.00%	0.00%
\$70,001 - \$140,000	14	29.79%	96.82%	94.38%	96.33%	98.56%	0.00%
\$140,001 - \$180,000	7	14.89%	96.97%	0.00%	96.97%	85.68%	0.00%
\$180,001 - \$270,000	5	10.64%	93.50%	91.52%	95.89%	92.11%	93.50%
\$270,001 and up	5	10.64%	100.00%	0.00%	98.25%	92.31%	101.17%
Median Sold/List Ratio		93.87%		89.04%	96.53%	97.12%	97.34%
Total Closed Units		47	100%	13	25	7	2
Total Closed Volume		6,119,872		776.00K	3.20M	1.63M	512.50K

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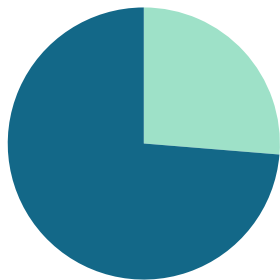
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

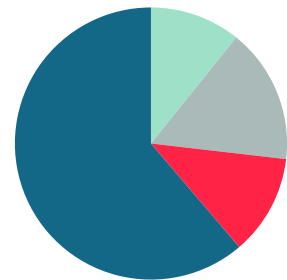


Inventory
 New Listings
112 = 26.29%
 Start Inventory
314
 Total Inventory Units
426
 Volume
\$70,931,352

Market Activity

Closed Sales
47 = 10.78%
 Pending Sales
70 = 16.06%
 Other Off Market
52 = 11.93%
 Active Inventory
267 = 61.24%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	47	47	0.00%	224	217	-3.13%
Pending Sales	50	70	40.00%	246	275	11.79%
New Listings	111	112	0.90%	513	477	-7.02%
Median List Price	135,900	109,000	-19.79%	125,750	139,900	11.25%
Median Sale Price	130,000	108,000	-16.92%	122,000	135,000	10.66%
Median Percent of Selling Price to List Price	97.94%	93.87%	-4.16%	96.77%	96.61%	-0.17%
Median Days on Market to Sale	40.00	23.00	-42.50%	38.50	27.00	-29.87%
Monthly Inventory	403	267	-33.75%	403	267	-33.75%
Months Supply of Inventory	8.92	5.69	-36.22%	8.92	5.69	-36.22%

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

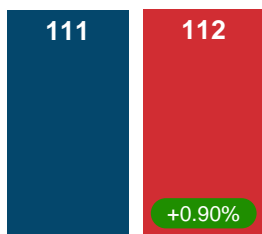
Inventory on May 31, 2020 = **267**

2019 **2020**

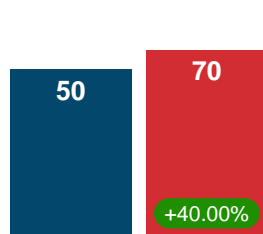
MAY MARKET

MEDIAN PRICES

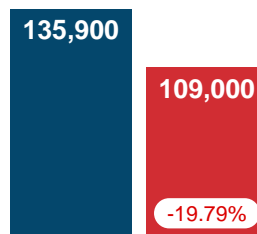
New Listings



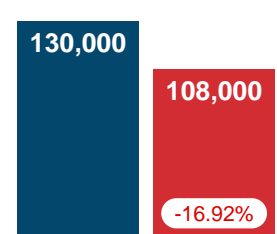
Pending Listings



List Price



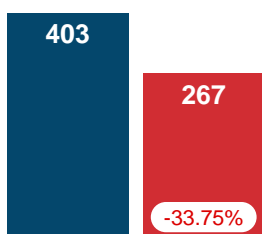
Sale Price



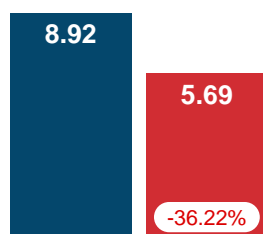
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

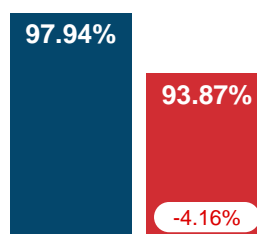
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

