

# April 2020



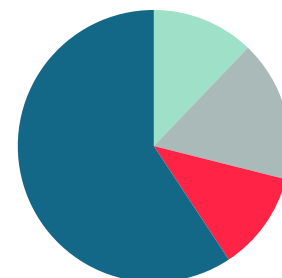
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	58	34	-41.38%
Pending Listings	61	47	-22.95%
New Listings	99	40	-59.60%
Average List Price	140,589	182,812	30.03%
Average Sale Price	136,265	176,297	29.38%
Average Percent of Selling Price to List Price	96.05%	95.48%	-0.59%
Average Days on Market to Sale	55.81	47.97	-14.05%
End of Month Inventory	210	166	-20.95%
Months Supply of Inventory	4.53	3.43	-24.22%



■ Closed (12.14%)  
■ Pending (16.79%)  
■ Other OffMarket (11.79%)  
■ Active (59.29%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of April 30, 2020 = **166**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **20.95%** to 166 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **3.43** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **29.38%** in April 2020 to \$176,297 versus the previous year at \$136,265.

#### Average Days on Market Shortens

The average number of **47.97** days that homes spent on the market before selling decreased by 7.84 days or **14.05%** in April 2020 compared to last year's same month at **55.81** DOM.

#### Sales Success for April 2020 is Positive

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

There were 40 New Listings in April 2020, down **59.60%** from last year at 99. Furthermore, there were 34 Closed Listings this month versus last year at 58, a **-41.38%** decrease.

Closed versus Listed trends yielded a **85.0%** ratio, up from previous year's, April 2019, at **58.6%**, a **45.09%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

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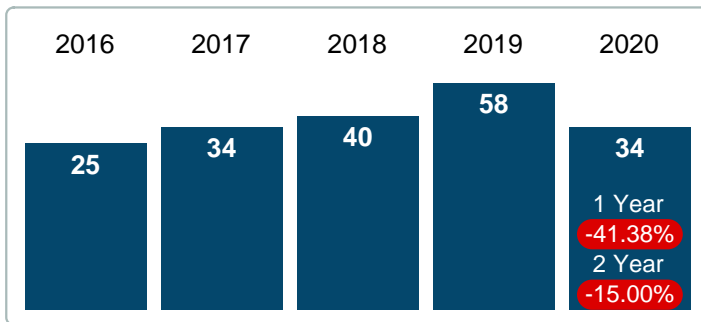
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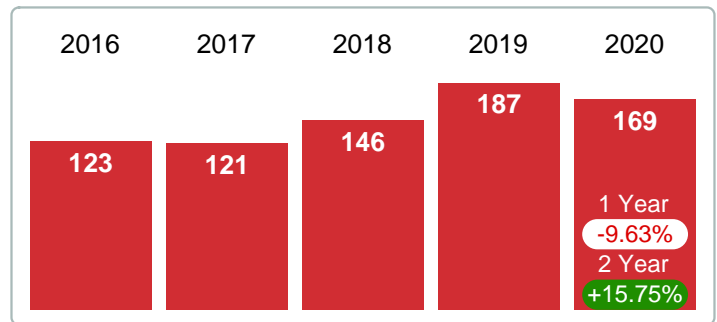
## CLOSED LISTINGS

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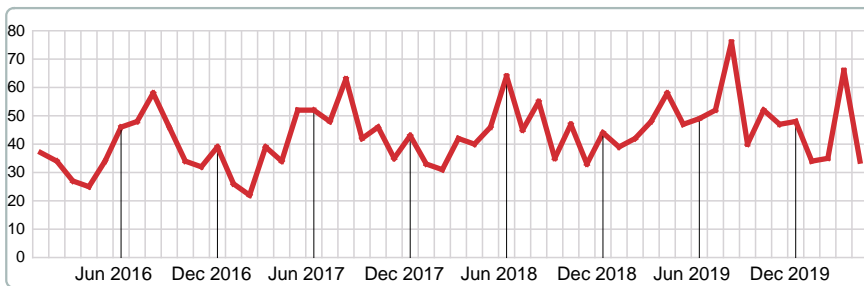
### APRIL



### YEAR TO DATE (YTD)

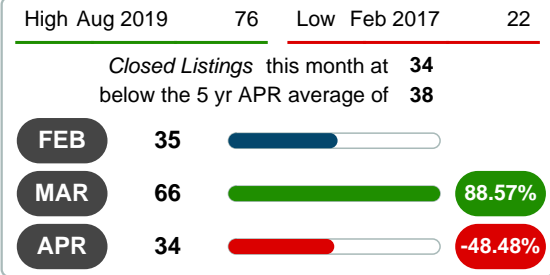


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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
\$25,000 and less	1	2.94%	5.0	0	1	0	0
\$25,001 - \$75,000	6	17.65%	66.0	2	3	1	0
\$75,001 - \$125,000	4	11.76%	66.0	1	1	2	0
\$125,001 - \$175,000	6	17.65%	58.8	0	5	1	0
\$175,001 - \$250,000	10	29.41%	45.7	0	9	1	0
\$250,001 - \$275,000	1	2.94%	39.0	0	1	0	0
\$275,001 and up	6	17.65%	19.5	0	4	2	0
<b>Total Closed Units</b>	<b>34</b>			<b>3</b>	<b>24</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,994,100</b>	<b>100%</b>	<b>48.0</b>	<b>196.50K</b>	<b>4.53M</b>	<b>1.27M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$176,297</b>			<b>\$65,500</b>	<b>\$188,838</b>	<b>\$180,786</b>	<b>\$0</b>

# April 2020



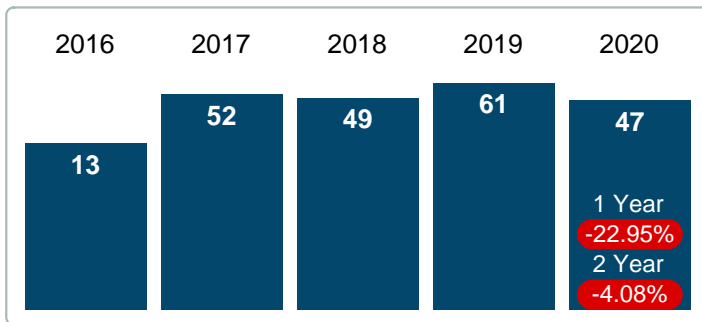
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



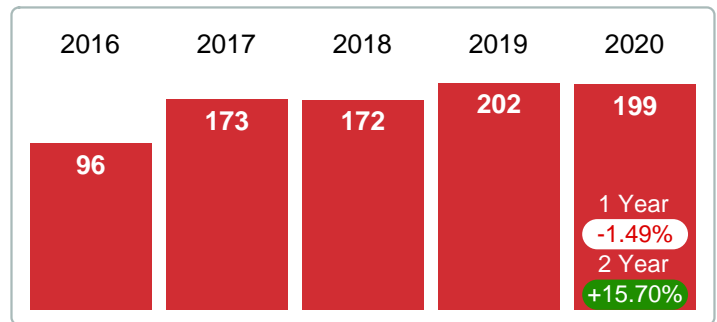
## PENDING LISTINGS

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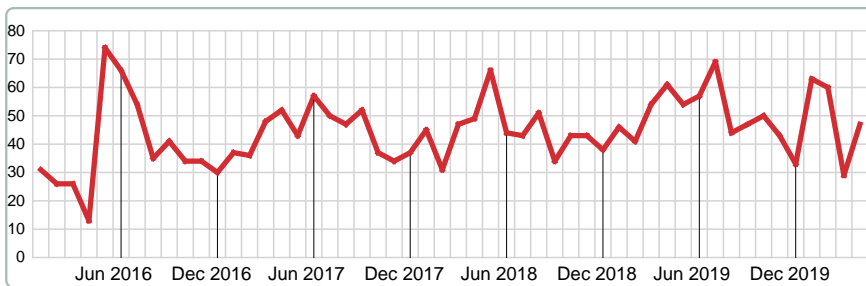
### APRIL



### YEAR TO DATE (YTD)

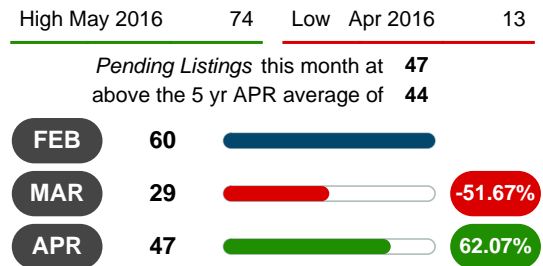


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 44



### 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	1	2.13%	5.0	0	1	0	0
\$25,001 - \$50,000	4	8.51%	103.5	4	0	0	0
\$50,001 - \$75,000	6	12.77%	148.7	1	5	0	0
\$75,001 - \$150,000	15	31.91%	44.6	4	9	2	0
\$150,001 - \$200,000	10	21.28%	66.0	1	7	2	0
\$200,001 - \$300,000	6	12.77%	49.0	0	3	2	1
\$300,001 and up	5	10.64%	69.6	0	3	2	0
<b>Total Pending Units</b>	<b>47</b>			<b>10</b>	<b>28</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,603,650</b>	<b>100%</b>	<b>69.8</b>	<b>720.40K</b>	<b>4.50M</b>	<b>2.09M</b>	<b>299.00K</b>
<b>Average Listing Price</b>	<b>\$161,780</b>			<b>\$72,040</b>	<b>\$160,673</b>	<b>\$260,675</b>	<b>\$299,000</b>

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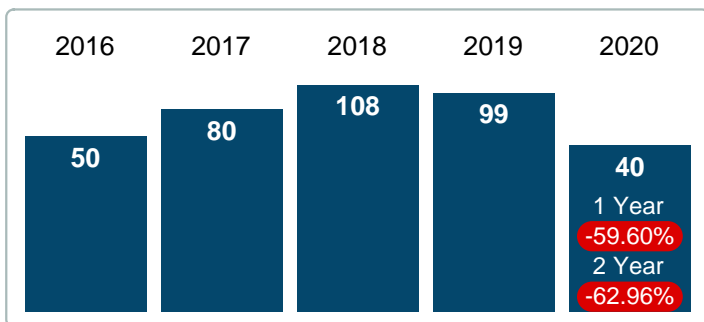
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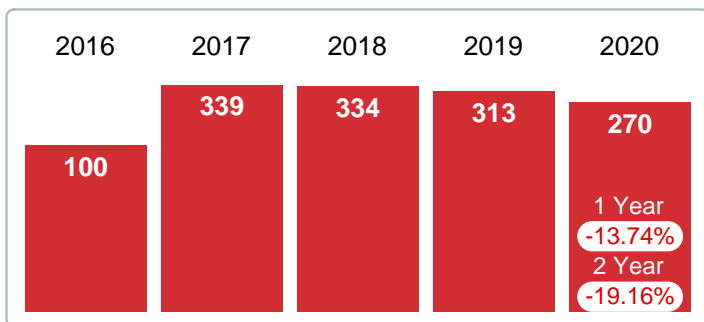
## NEW LISTINGS

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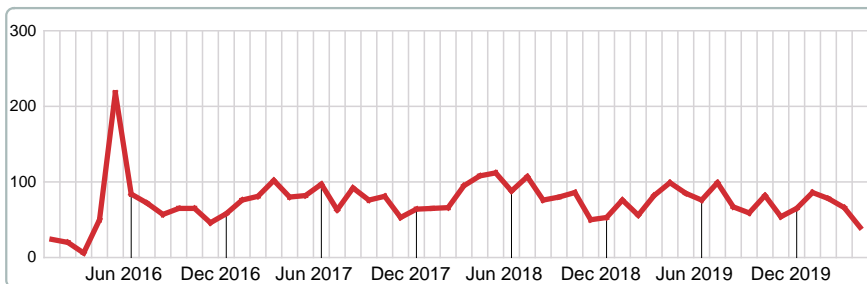
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 75

High May 2016 218 Low Mar 2016 6

New Listings this month at 40  
 below the 5 yr APR average of 75



### 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	2	5.00%	0	2	0	0
\$25,001 - \$75,000	7	17.50%	3	2	2	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$175,000	16	40.00%	3	12	1	0
\$175,001 - \$275,000	6	15.00%	0	4	2	0
\$275,001 - \$325,000	6	15.00%	0	3	3	0
\$325,001 and up	3	7.50%	1	0	0	2
<b>Total New Listed Units</b>	<b>40</b>		<b>7</b>	<b>23</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>7,235,250</b>	<b>100%</b>	<b>972.70K</b>	<b>3.23M</b>	<b>1.54M</b>	<b>1.50M</b>
<b>Average New Listed Listing Price</b>	<b>\$159,062</b>		<b>\$138,957</b>	<b>\$140,315</b>	<b>\$191,975</b>	<b>\$749,750</b>

# April 2020



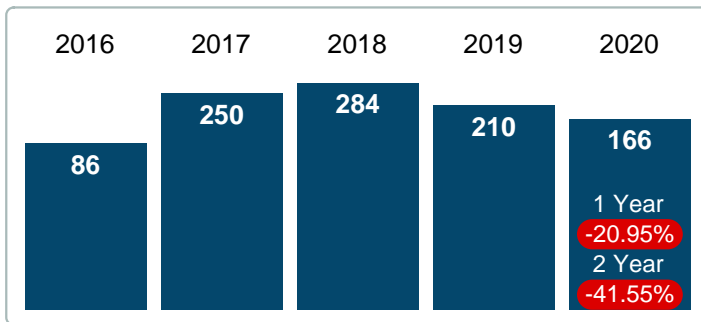
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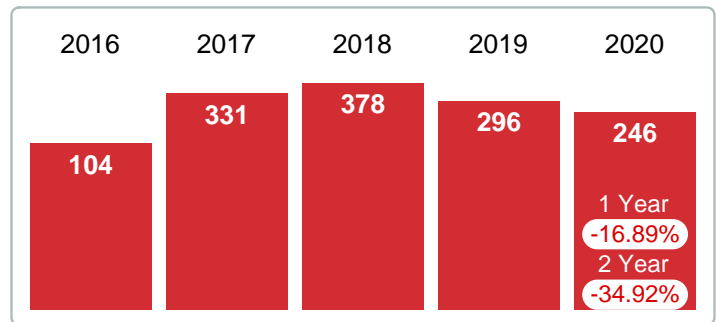
## ACTIVE INVENTORY

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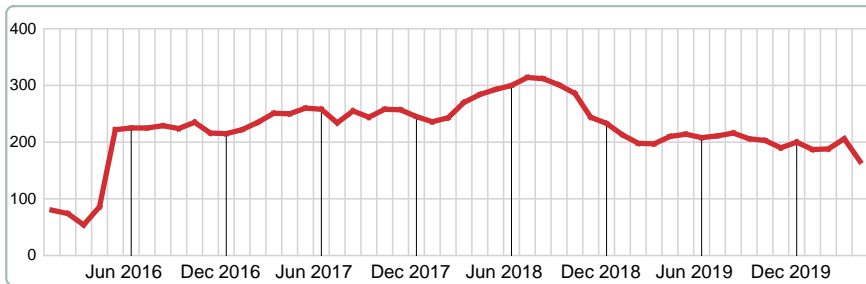
### END OF APRIL



### ACTIVE DURING APRIL

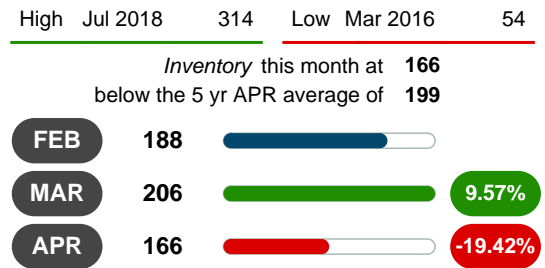


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 199



### 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	2	1.20%	93.0	0	2	0	0
\$25,001 - \$50,000	20	12.05%	122.1	16	1	3	0
\$50,001 - \$75,000	22	13.25%	82.2	10	9	3	0
\$75,001 - \$150,000	58	34.94%	90.0	8	44	5	1
\$150,001 - \$225,000	27	16.27%	95.3	2	16	8	1
\$225,001 - \$300,000	19	11.45%	69.2	2	11	6	0
\$300,001 and up	18	10.84%	85.4	4	6	6	2
<b>Total Active Inventory by Units</b>	<b>166</b>			<b>42</b>	<b>89</b>	<b>31</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>27,827,350</b>	<b>100%</b>	<b>90.8</b>	<b>4.88M</b>	<b>14.18M</b>	<b>6.95M</b>	<b>1.82M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$167,635</b>			<b>\$116,143</b>	<b>\$159,299</b>	<b>\$224,184</b>	<b>\$455,500</b>

# April 2020



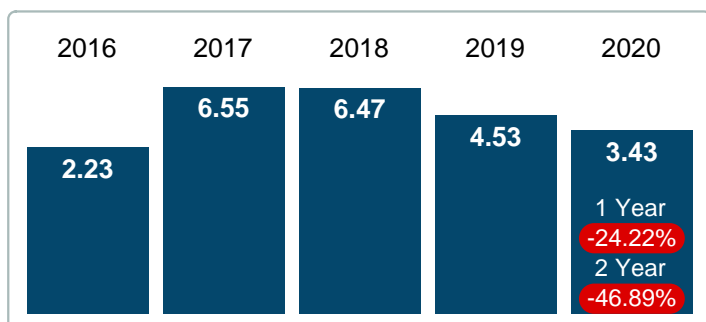
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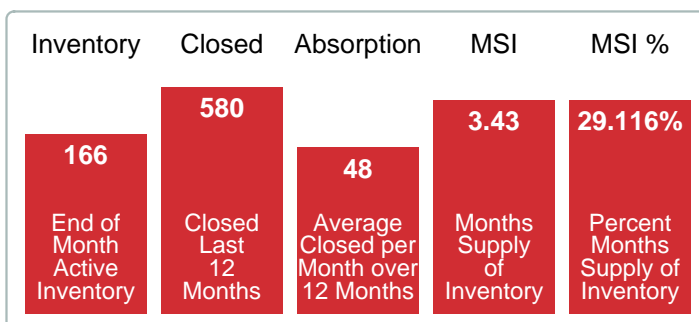
## MONTHS SUPPLY of INVENTORY (MSI)

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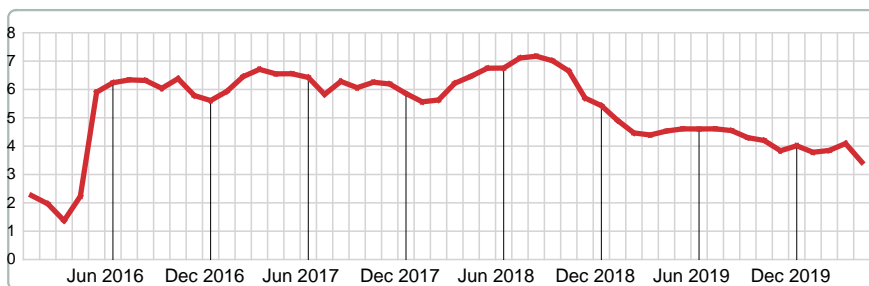
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

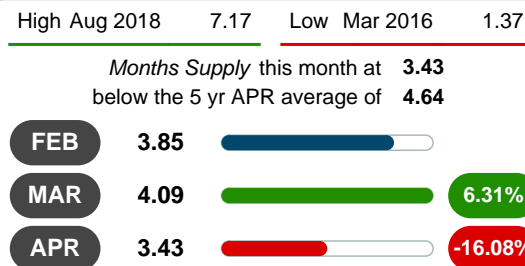


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.64



### 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
\$40,000 and less	16	9.64%	4.57	4.71	1.71	0.00	0.00
\$40,001 - \$60,000	16	9.64%	3.92	6.32	1.71	12.00	0.00
\$60,001 - \$80,000	16	9.64%	3.37	4.00	3.00	6.00	0.00
\$80,001 - \$150,000	54	32.53%	3.34	3.11	3.64	1.94	12.00
\$150,001 - \$220,000	25	15.06%	2.21	6.00	1.63	3.69	4.00
\$220,001 - \$320,000	23	13.86%	4.00	24.00	4.39	3.27	0.00
\$320,001 and up	16	9.64%	5.82	0.00	4.00	4.80	4.00
Market Supply of Inventory (MSI)			3.43	5.20	2.89	3.80	3.00
Total Active Inventory by Units		100%	3.43	42	89	31	4

# April 2020



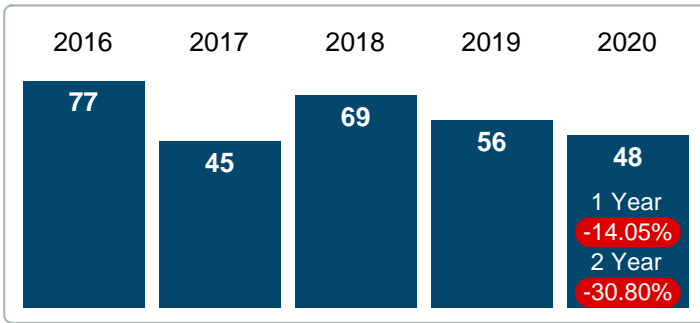
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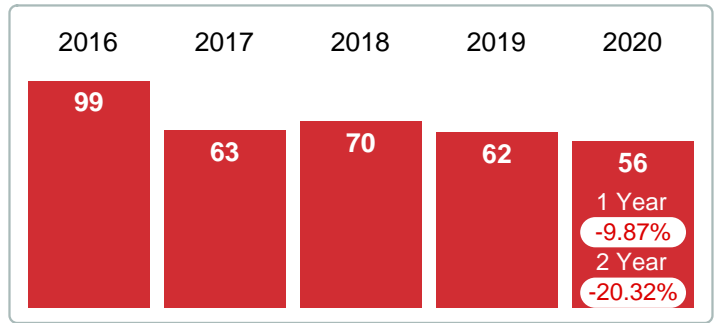
## AVERAGE DAYS ON MARKET TO SALE

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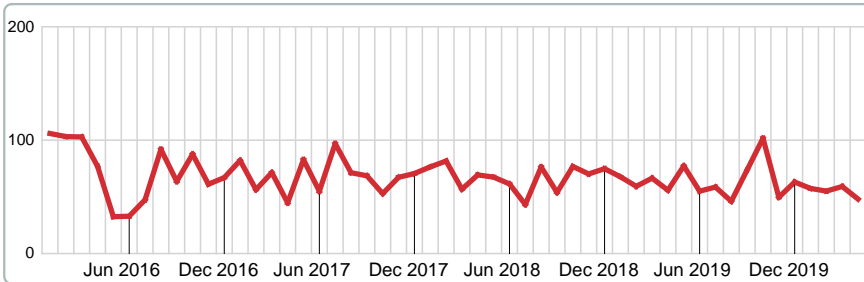
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

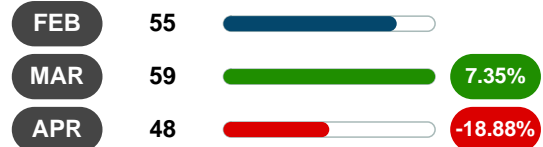


### 3 MONTHS

5 year APR AVG = 59

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 48 below the 5 yr APR average of 59



### 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	2.94%	5	0	5	0	0	
\$25,001 - \$75,000	17.65%	66	33	101	28	0	
\$75,001 - \$125,000	11.76%	66	43	74	74	0	
\$125,001 - \$175,000	17.65%	59	0	44	135	0	
\$175,001 - \$250,000	29.41%	46	0	42	77	0	
\$250,001 - \$275,000	2.94%	39	0	39	0	0	
\$275,001 and up	17.65%	20	0	21	17	0	
<b>Average Closed DOM</b>		<b>48</b>		<b>36</b>	<b>46</b>	<b>60</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>3</b>	<b>24</b>	<b>7</b>	<b>0</b>	
<b>Total Closed Volume</b>		<b>5,994,100</b>	<b>196.50K</b>	<b>4.53M</b>	<b>1.27M</b>	<b>0.00B</b>	

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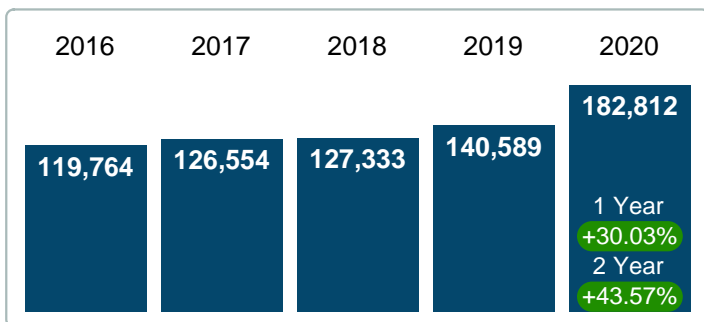
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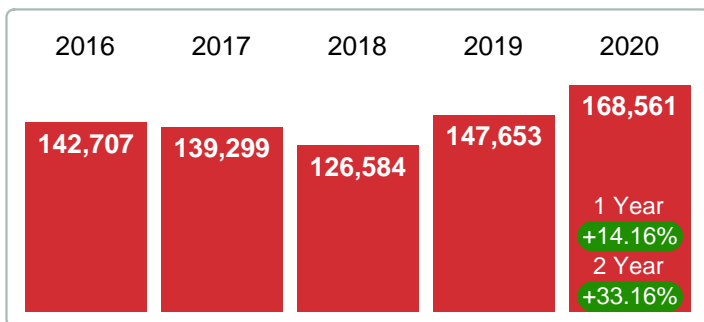
## AVERAGE LIST PRICE AT CLOSING

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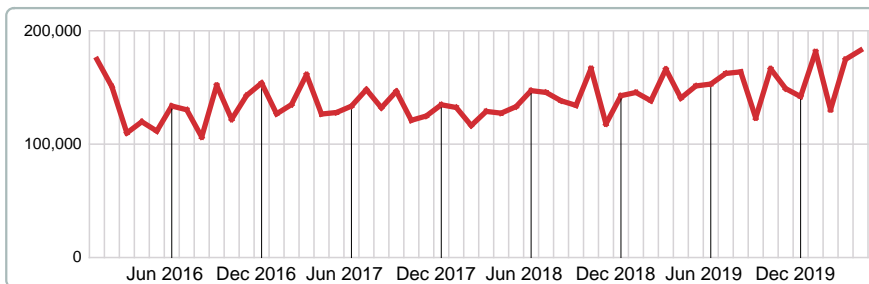
### APRIL



### YEAR TO DATE (YTD)

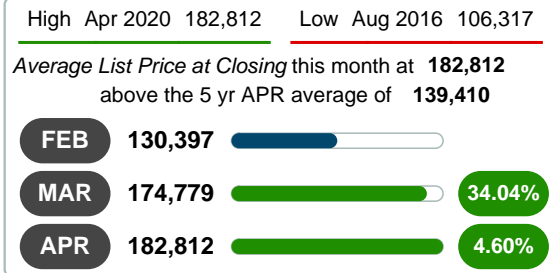


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 139,410



### 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	1	2.94%	24,900	0	24,900	0	0
\$25,001 - \$75,000	6	17.65%	54,617	54,450	55,600	52,000	0
\$75,001 - \$125,000	4	11.76%	103,700	110,000	84,900	109,950	0
\$125,001 - \$175,000	6	17.65%	152,300	0	154,960	139,000	0
\$175,001 - \$250,000	10	29.41%	209,270	0	211,967	195,900	0
\$250,001 - \$275,000	1	2.94%	259,900	0	249,000	0	0
\$275,001 and up	6	17.65%	363,633	0	365,725	359,450	0
Average List Price			182,812	72,967	194,625	189,386	0
Total Closed Units		100%	182,812	3	24	7	
Total Closed Volume			6,215,600	218.90K	4.67M	1.33M	0.00B



# April 2020



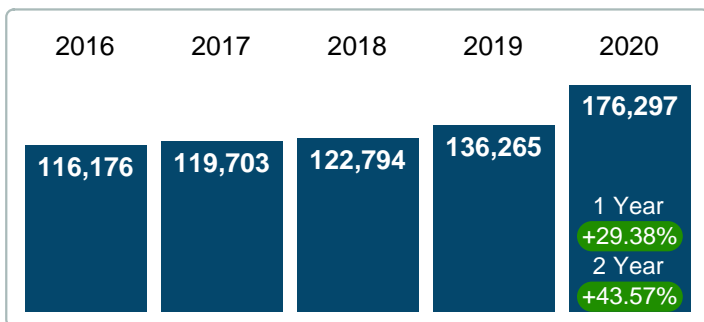
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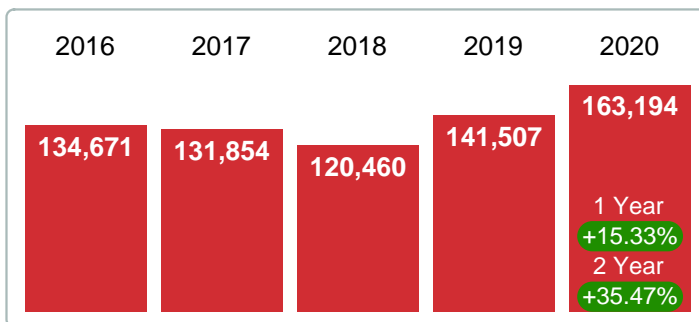
## AVERAGE SOLD PRICE AT CLOSING

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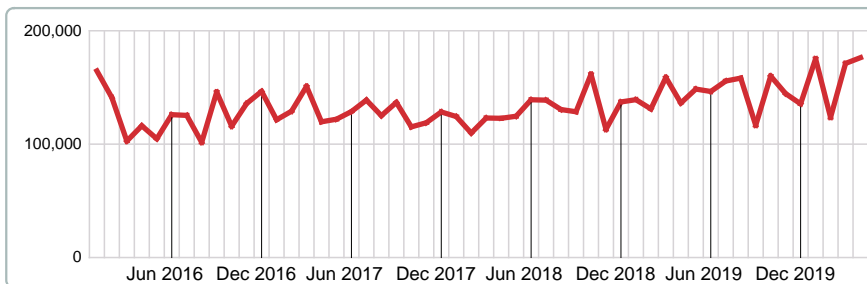
### APRIL



### YEAR TO DATE (YTD)

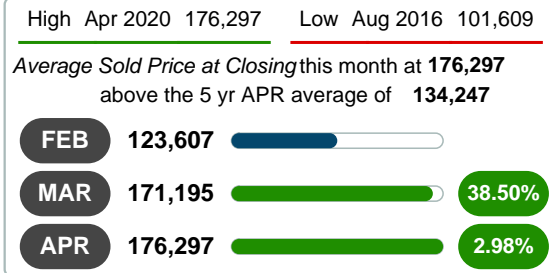


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 134,247



### 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	1	2.94%	24,900	0	24,900	0	0
\$25,001 - \$75,000	6	17.65%	46,900	43,250	49,800	45,500	0
\$75,001 - \$125,000	4	11.76%	101,250	110,000	81,000	107,000	0
\$125,001 - \$175,000	6	17.65%	149,983	0	152,380	138,000	0
\$175,001 - \$250,000	10	29.41%	203,440	0	205,489	185,000	0
\$250,001 - \$275,000	1	2.94%	255,000	0	255,000	0	0
\$275,001 and up	6	17.65%	348,917	0	352,625	341,500	0
<b>Average Sold Price</b>			<b>176,297</b>	<b>65,500</b>	<b>188,838</b>	<b>180,786</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>176,297</b>	<b>3</b>	<b>24</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>5,994,100</b>	<b>196.50K</b>	<b>4.53M</b>	<b>1.27M</b>	<b>0.00B</b>

# April 2020



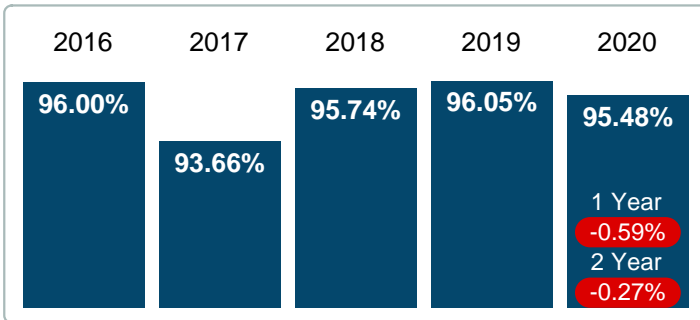
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



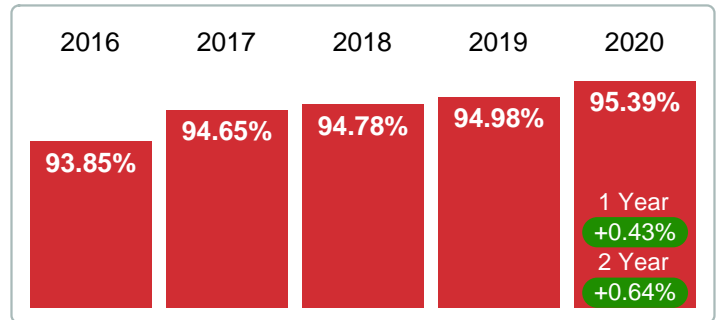
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

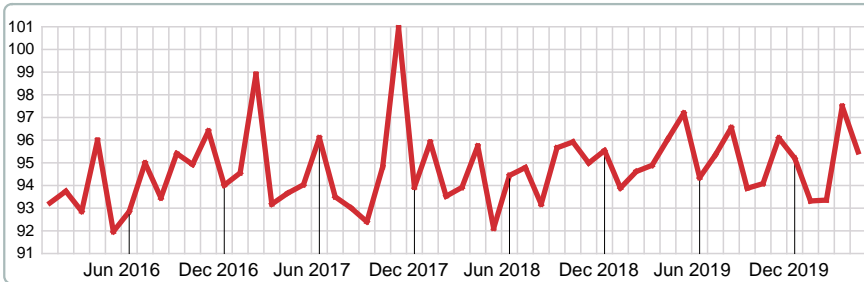
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

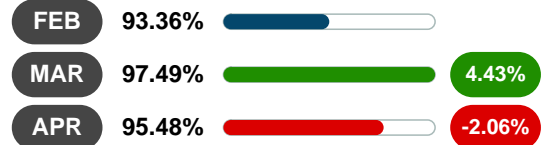


### 3 MONTHS

5 year APR AVG = 95.39%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **95.48%**  
equal to 5 yr APR average of **95.39%**



### 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	1	2.94%	100.00%	0.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	6	17.65%	85.50%	79.86%	88.60%	87.50%	0.00%
\$75,001 - \$125,000	4	11.76%	97.54%	100.00%	95.41%	97.39%	0.00%
\$125,001 - \$175,000	6	17.65%	98.55%	0.00%	98.40%	99.28%	0.00%
\$175,001 - \$250,000	10	29.41%	96.82%	0.00%	97.08%	94.44%	0.00%
\$250,001 - \$275,000	1	2.94%	102.41%	0.00%	102.41%	0.00%	0.00%
\$275,001 and up	6	17.65%	96.89%	0.00%	97.66%	95.34%	0.00%
Average Sold/List Ratio		95.50%		86.57%	96.67%	95.24%	0.00%
Total Closed Units		34	100%	3	24	7	
Total Closed Volume		5,994,100		196.50K	4.53M	1.27M	0.00B

# April 2020



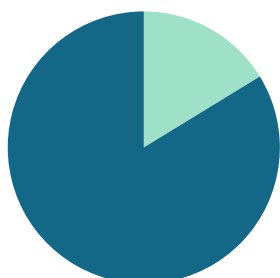
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

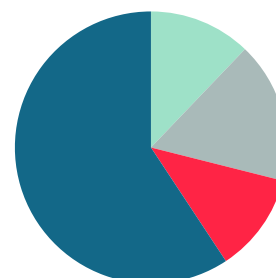


**Inventory**  
 New Listings  
**40 = 16.26%**  
 Start Inventory  
**206**  
 Total Inventory Units  
**246**  
 Volume  
**\$41,117,800**

### Market Activity

Closed Sales  
**34 = 12.14%**  
 Pending Sales  
**47 = 16.79%**  
 Other Off Market  
**33 = 11.79%**  
 Active Inventory  
**166 = 59.29%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	34	-41.38%	187	169	-9.63%
Pending Sales	61	47	-22.95%	202	199	-1.49%
New Listings	99	40	-59.60%	313	270	-13.74%
Average List Price	140,589	182,812	30.03%	147,653	168,561	14.16%
Average Sale Price	136,265	176,297	29.38%	141,507	163,194	15.33%
Average Percent of Selling Price to List Price	96.05%	95.48%	-0.59%	94.98%	95.39%	0.43%
Average Days on Market to Sale	55.81	47.97	-14.05%	61.80	55.70	-9.87%
Monthly Inventory	210	166	-20.95%	210	166	-20.95%
Months Supply of Inventory	4.53	3.43	-24.22%	4.53	3.43	-24.22%

**Absorption:** Last 12 months, an Average of **48** Sales/Month

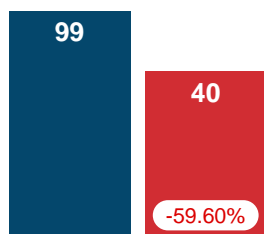
**Inventory** on April 30, 2020 = **166**

**2019** **2020**

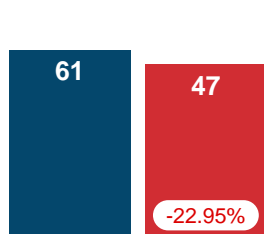
### APRIL MARKET

### AVERAGE PRICES

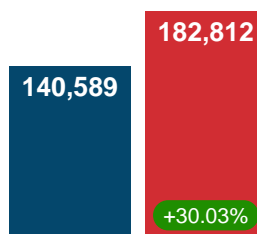
#### New Listings



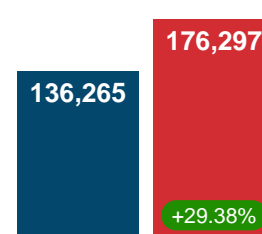
#### Pending Listings



#### List Price



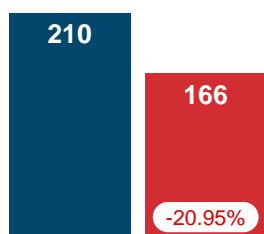
#### Sale Price



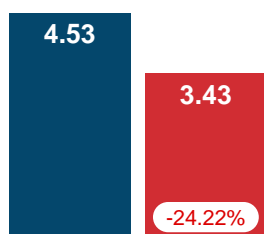
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

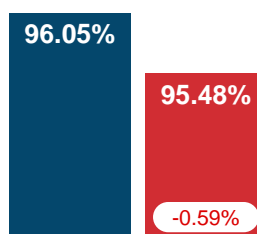
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

