

April 2020



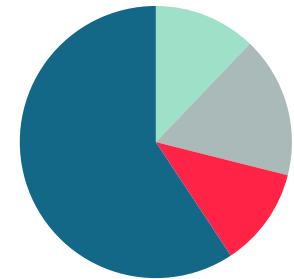
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	119,750	174,900	46.05%
Median Sale Price	115,000	172,700	50.17%
Median Percent of Selling Price to List Price	99.51%	97.46%	-2.06%
Median Days on Market to Sale	40.00	35.00	-12.50%
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.

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 **50.17%** in April 2020 to \$172,700 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 5.00 days or **12.50%** in April 2020 compared to last year's same month at **40.00** 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 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.

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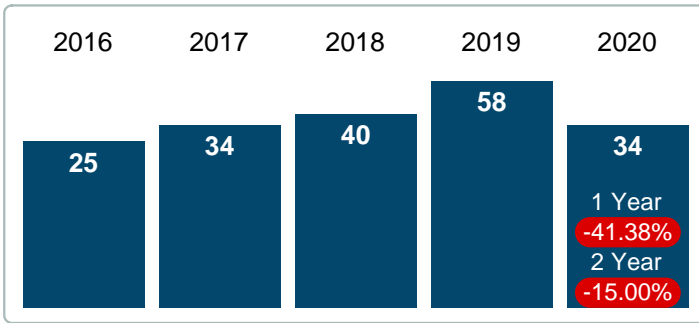
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



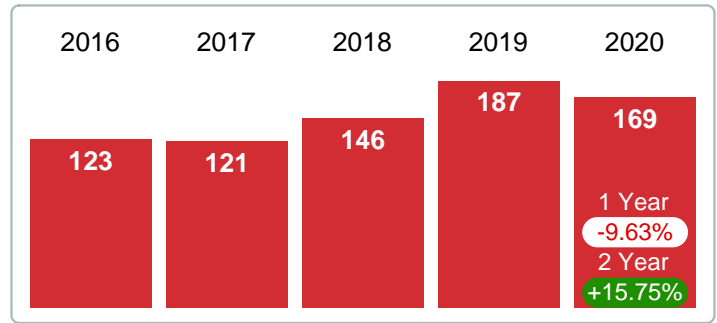
CLOSED LISTINGS

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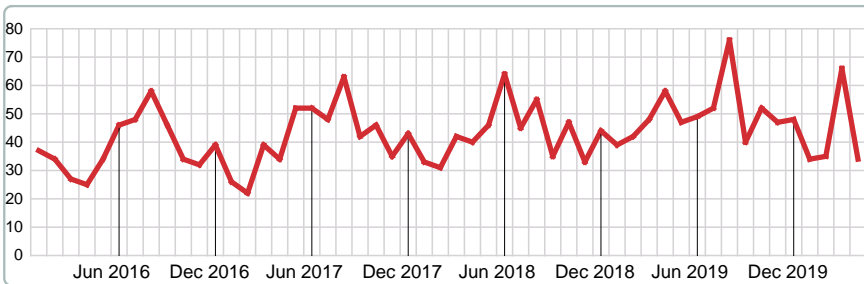
APRIL



YEAR TO DATE (YTD)

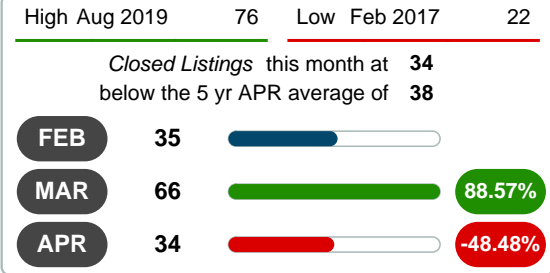


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	46.0	2	3	1	0
\$75,001 - \$125,000	4	11.76%	69.5	1	1	2	0
\$125,001 - \$175,000	6	17.65%	45.0	0	5	1	0
\$175,001 - \$250,000	10	29.41%	37.0	0	9	1	0
\$250,001 - \$275,000	1	2.94%	39.0	0	1	0	0
\$275,001 and up	6	17.65%	20.5	0	4	2	0
Total Closed Units	34			3	24	7	0
Total Closed Volume	5,994,100	100%	35.0	196.50K	4.53M	1.27M	0.00B
Median Closed Price	\$172,700			\$54,000	\$186,000	\$138,000	\$0

April 2020



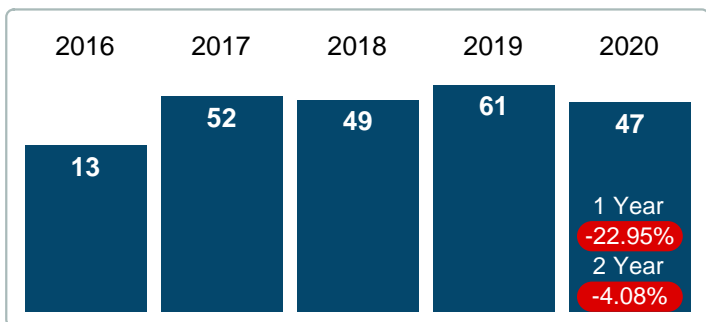
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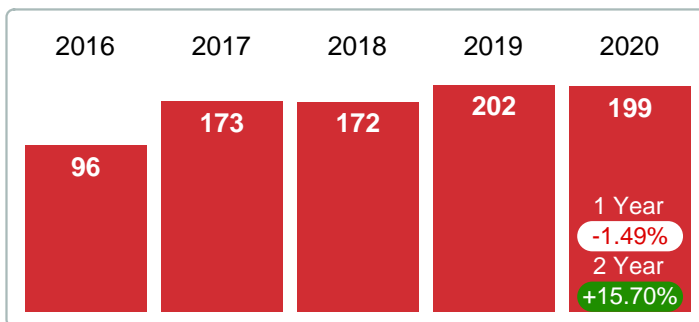
PENDING LISTINGS

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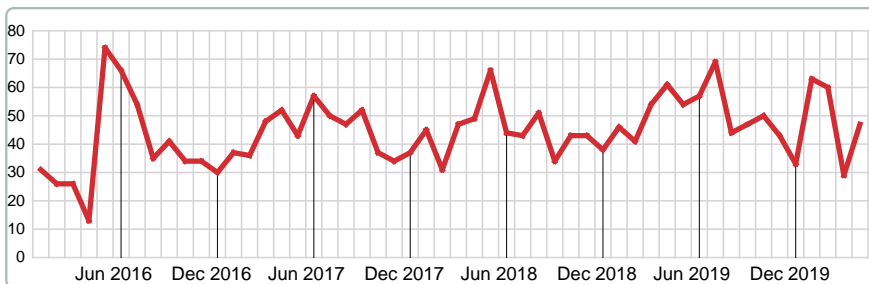
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

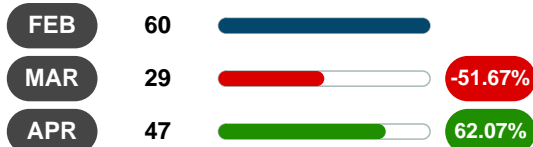


3 MONTHS

5 year APR AVG = 44

High May 2016 74 Low Apr 2016 13

Pending Listings this month at 47 above the 5 yr APR average of 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	4.26%	133.5	1	1	0	0
\$40,001 - \$70,000	8	17.02%	86.5	4	4	0	0
\$70,001 - \$90,000	6	12.77%	56.5	3	3	0	0
\$90,001 - \$160,000	14	29.79%	32.0	2	9	3	0
\$160,001 - \$200,000	6	12.77%	93.0	0	5	1	0
\$200,001 - \$310,000	6	12.77%	48.0	0	3	2	1
\$310,001 and up	5	10.64%	78.0	0	3	2	0
Total Pending Units	47			10	28	8	1
Total Pending Volume	7,603,650	100%	50.0	720.40K	4.50M	2.09M	299.00K
Median Listing Price	\$138,000			\$69,000	\$133,750	\$190,500	\$299,000

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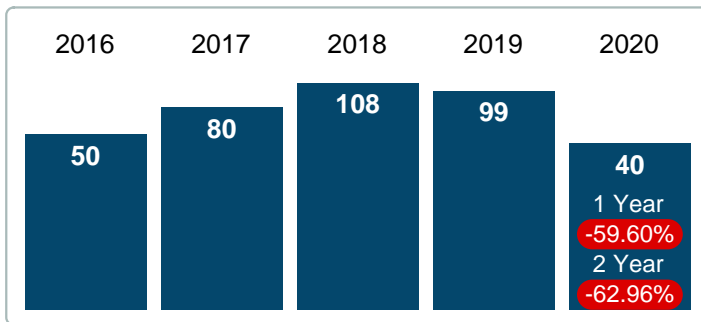
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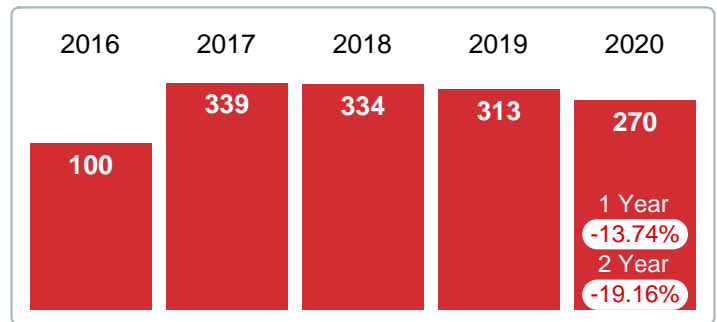
NEW LISTINGS

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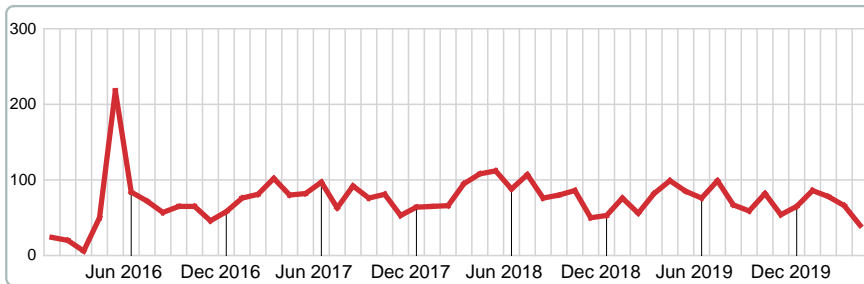
APRIL



YEAR TO DATE (YTD)

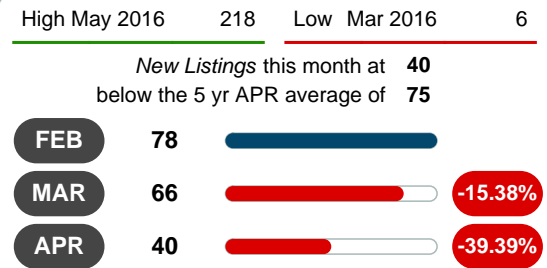


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 75



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	10.00%	0	2	2	0
\$40,001 - \$70,000	3	7.50%	3	0	0	0
\$70,001 - \$90,000	6	15.00%	1	4	1	0
\$90,001 - \$170,000	12	30.00%	2	10	0	0
\$170,001 - \$270,000	6	15.00%	0	4	2	0
\$270,001 - \$320,000	5	12.50%	0	3	2	0
\$320,001 and up	4	10.00%	1	0	1	2
Total New Listed Units	40		7	23	8	2
Total New Listed Volume	7,235,250	100%	972.70K	3.23M	1.54M	1.50M
Median New Listed Listing Price	\$132,200		\$78,500	\$128,400	\$223,950	\$749,750

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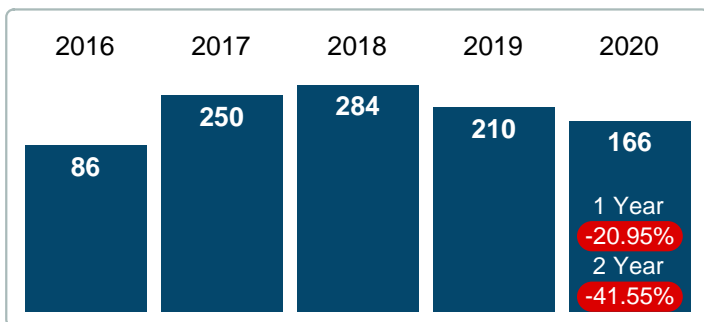
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



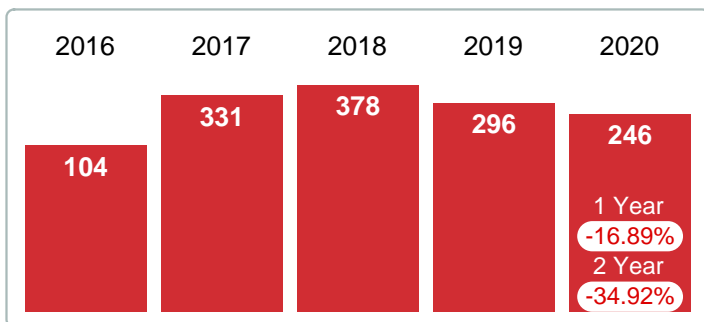
ACTIVE INVENTORY

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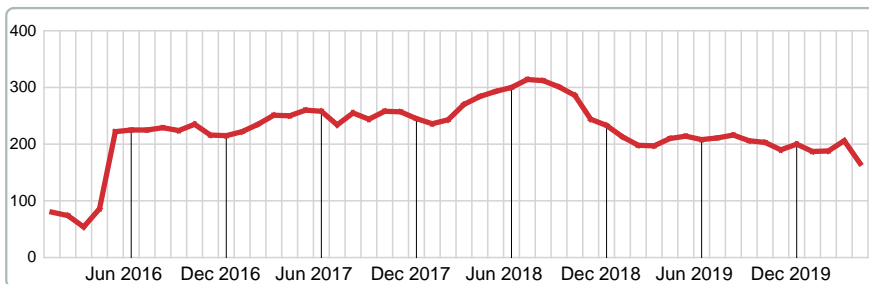
END OF APRIL



ACTIVE DURING APRIL

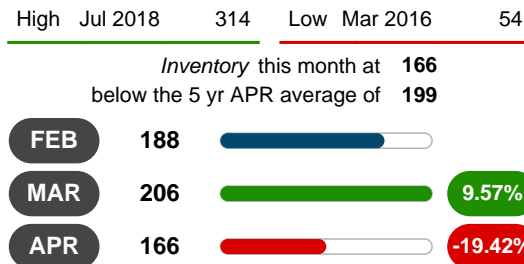


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 199



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	9.64%	125.5	11	2	3	0
\$40,001 - \$60,000	16	9.64%	70.5	10	4	2	0
\$60,001 - \$80,000	16	9.64%	86.0	6	9	1	0
\$80,001 - \$150,000	54	32.53%	70.0	7	41	5	1
\$150,001 - \$220,000	25	15.06%	77.0	2	14	8	1
\$220,001 - \$320,000	23	13.86%	66.0	2	15	6	0
\$320,001 and up	16	9.64%	77.0	4	4	6	2
Total Active Inventory by Units	166			42	89	31	4
Total Active Inventory by Volume	27,827,350	100%	75.0	4.88M	14.18M	6.95M	1.82M
Median Active Inventory Listing Price	\$129,250			\$62,450	\$132,900	\$189,500	\$292,250

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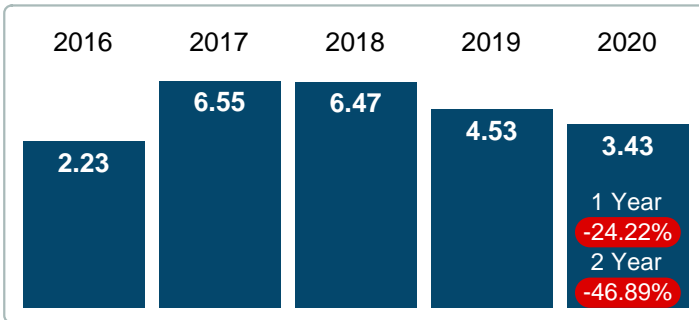
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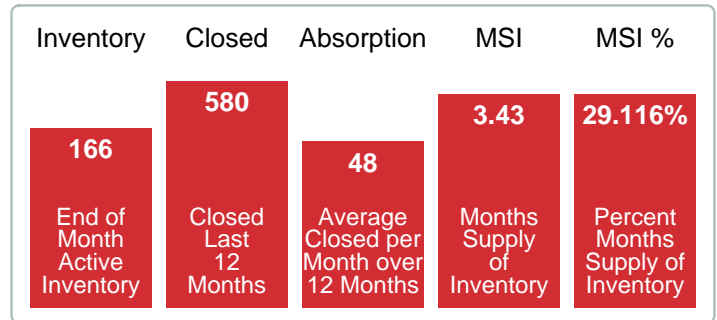
MONTHS SUPPLY of INVENTORY (MSI)

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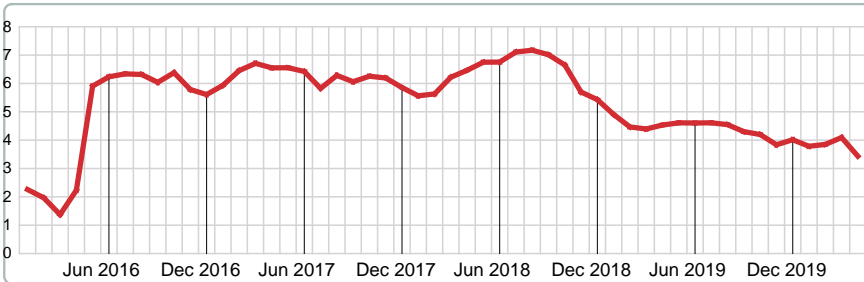
MSI FOR APRIL



INDICATORS FOR APRIL 2020

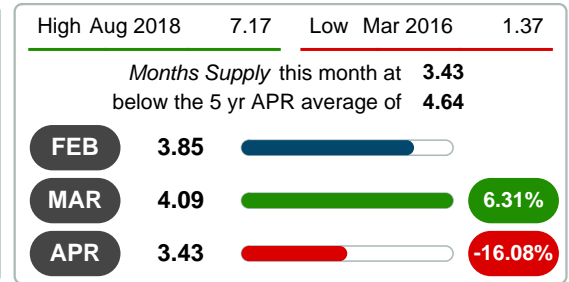


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 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

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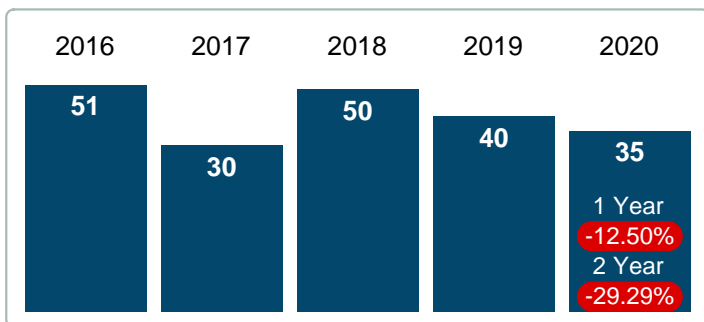
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



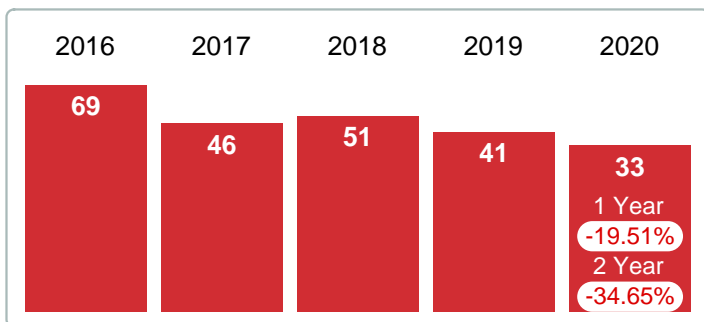
MEDIAN DAYS ON MARKET TO SALE

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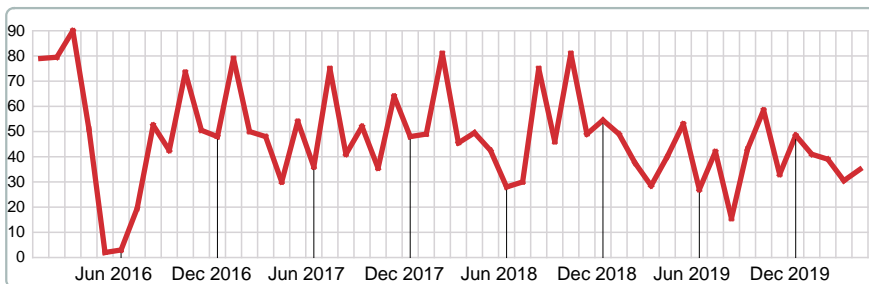
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

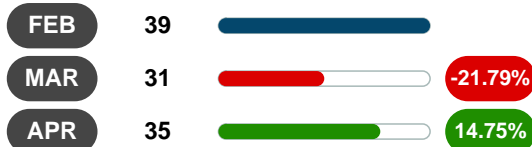


3 MONTHS

5 year APR AVG = 41

High Mar 2016 90 Low May 2016 2

Median Days on Market to Sale this month at 35 below the 5 yr APR average of 41



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
\$25,000 and less	1	2.94%	5	0	5	0	0
\$25,001 - \$75,000	6	17.65%	46	33	150	28	0
\$75,001 - \$125,000	4	11.76%	70	43	74	74	0
\$125,001 - \$175,000	6	17.65%	45	0	40	135	0
\$175,001 - \$250,000	10	29.41%	37	0	15	77	0
\$250,001 - \$275,000	1	2.94%	39	0	39	0	0
\$275,001 and up	6	17.65%	21	0	23	17	0
Median Closed DOM			35	43	30	65	0
Total Closed Units		100%	34	3	24	7	
Total Closed Volume			5,994,100	196.50K	4.53M	1.27M	0.00B

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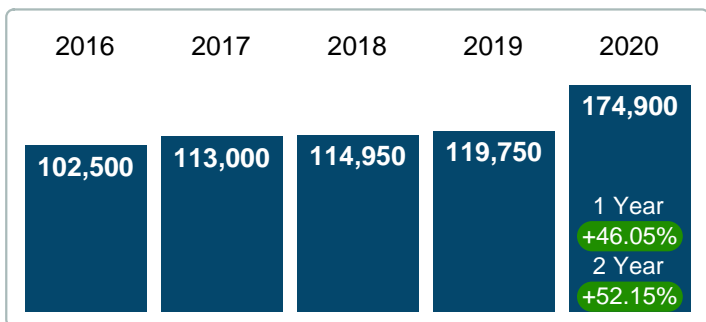
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



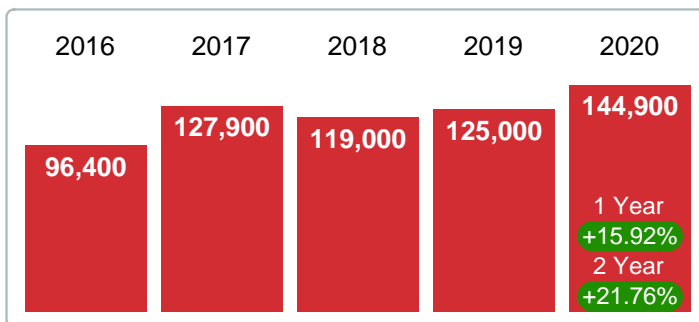
MEDIAN LIST PRICE AT CLOSING

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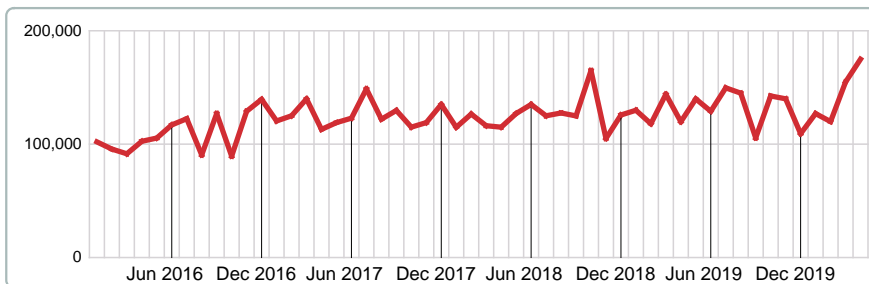
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

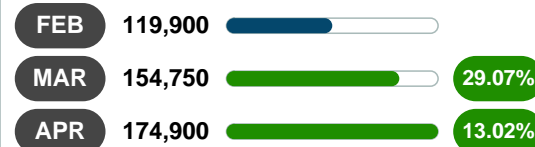


3 MONTHS

5 year APR AVG = 125,020

High Apr 2020 174,900 Low Oct 2016 89,450

Median List Price at Closing this month at **174,900**
above the 5 yr APR average of **125,020**



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
\$25,000 and less	1	2.94%	24,900	0	24,900	0	0
\$25,001 - \$75,000	6	17.65%	55,950	54,450	59,900	52,000	0
\$75,001 - \$125,000	4	11.76%	102,500	110,000	84,900	109,950	0
\$125,001 - \$175,000	6	17.65%	152,700	0	155,500	139,000	0
\$175,001 - \$250,000	10	29.41%	200,450	0	205,000	195,900	0
\$250,001 - \$275,000	1	2.94%	259,900	0	259,900	0	0
\$275,001 and up	6	17.65%	299,900	0	292,450	359,450	0
Median List Price			174,900	69,000	185,500	139,000	0
Total Closed Units		100%	174,900	3	24	7	
Total Closed Volume			6,215,600	218.90K	4.67M	1.33M	0.00B

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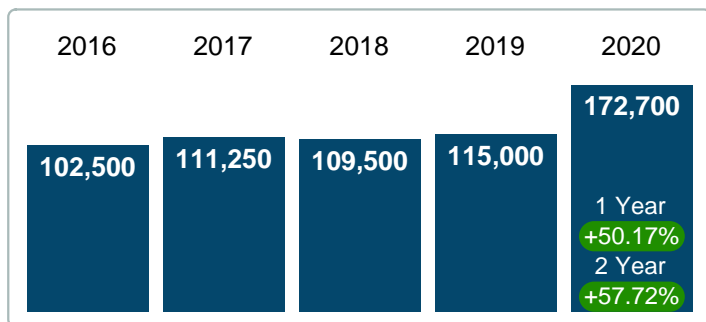
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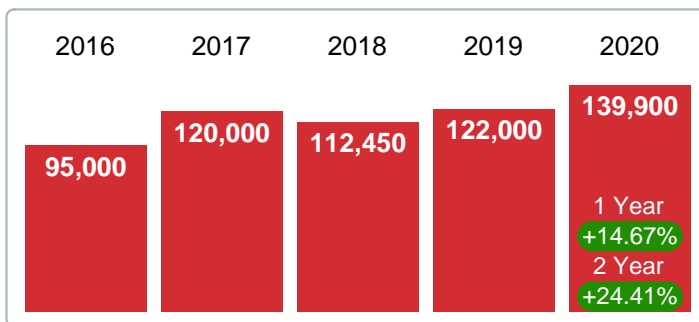
MEDIAN SOLD PRICE AT CLOSING

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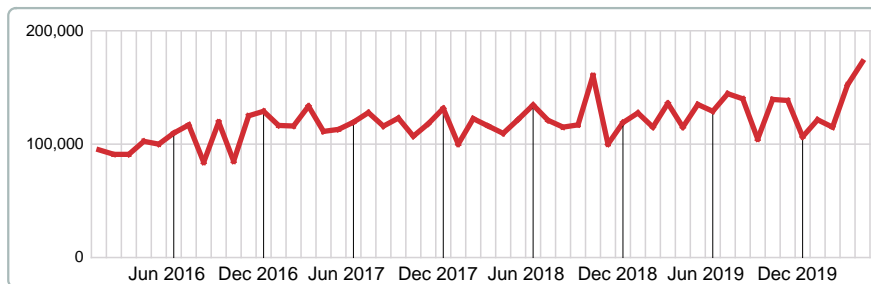
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 122,190

High Apr 2020 172,700 Low Aug 2016 84,000

Median Sold Price at Closing this month at **172,700**
above the 5 yr APR average of **122,190**

- FEB** 115,000
- MAR** 152,250 **32.39%**
- APR** 172,700 **13.43%**

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
\$25,000 and less	1	2.94%	24,900	0	24,900	0	0
\$25,001 - \$75,000	6	17.65%	46,500	43,250	47,500	45,500	0
\$75,001 - \$125,000	4	11.76%	101,500	110,000	81,000	107,000	0
\$125,001 - \$175,000	6	17.65%	147,000	0	155,500	138,000	0
\$175,001 - \$250,000	10	29.41%	189,450	0	189,900	185,000	0
\$250,001 - \$275,000	1	2.94%	255,000	0	255,000	0	0
\$275,001 and up	6	17.65%	295,500	0	290,750	341,500	0
Median Sold Price			172,700	54,000	186,000	138,000	0
Total Closed Units		100%	34	3	24	7	
Total Closed Volume			5,994,100	196.50K	4.53M	1.27M	0.00B

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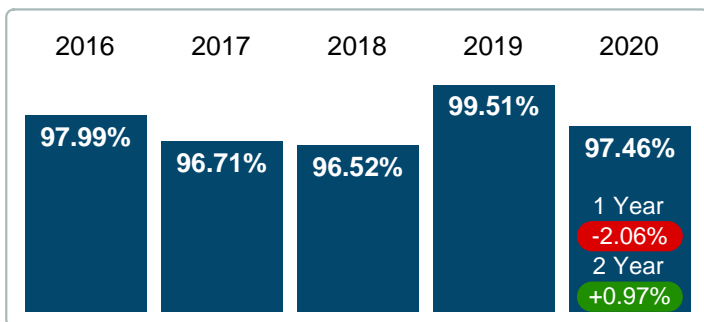
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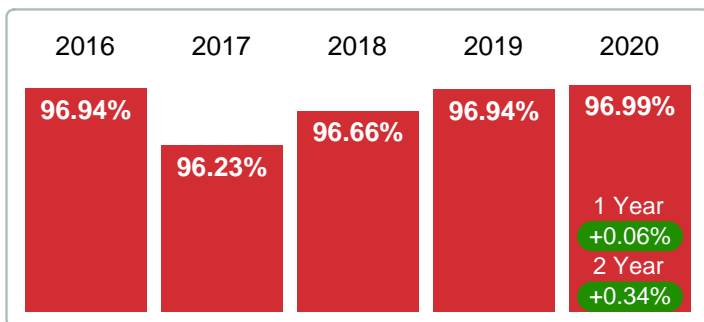
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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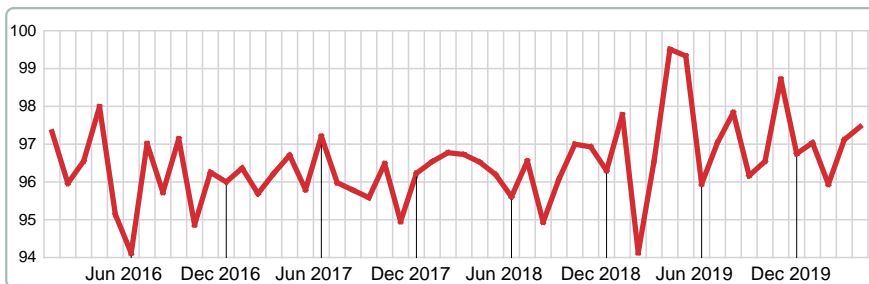
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

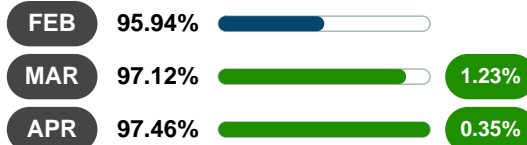


3 MONTHS

5 year APR AVG = 97.64%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **97.46%**
below the 5 yr APR average of **97.64%**



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
\$25,000 and less	1	2.94%	100.00%	0.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	6	17.65%	83.97%	79.86%	86.49%	87.50%	0.00%
\$75,001 - \$125,000	4	11.76%	97.39%	100.00%	95.41%	97.39%	0.00%
\$125,001 - \$175,000	6	17.65%	99.64%	0.00%	100.00%	99.28%	0.00%
\$175,001 - \$250,000	10	29.41%	96.87%	0.00%	97.55%	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%	98.24%	0.00%	99.41%	95.34%	0.00%
Median Sold/List Ratio		97.46%		81.45%	99.41%	96.88%	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



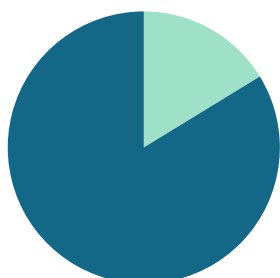
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

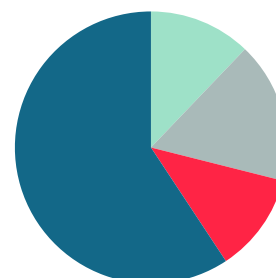


Inventory
 New Listings
40 = 16.26%
 Start Inventory
206
 Total Inventory Units
246
 Volume
\$41,117,800

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%
Median List Price	119,750	174,900	46.05%	125,000	144,900	15.92%
Median Sale Price	115,000	172,700	50.17%	122,000	139,900	14.67%
Median Percent of Selling Price to List Price	99.51%	97.46%	-2.06%	96.94%	96.99%	0.06%
Median Days on Market to Sale	40.00	35.00	-12.50%	41.00	33.00	-19.51%
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

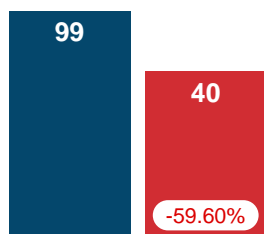
Inventory on April 30, 2020 = **166**

2019 **2020**

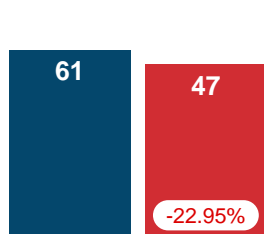
APRIL MARKET

MEDIAN PRICES

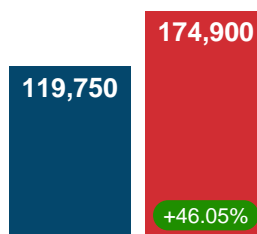
New Listings



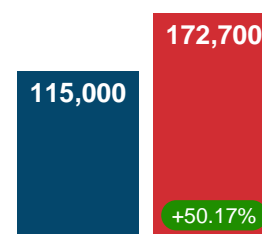
Pending Listings



List Price



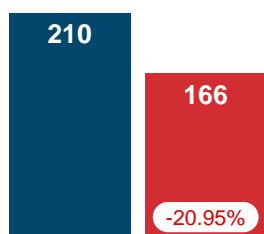
Sale Price



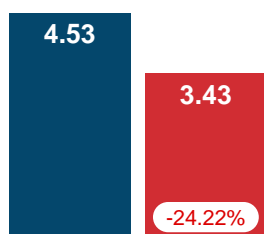
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

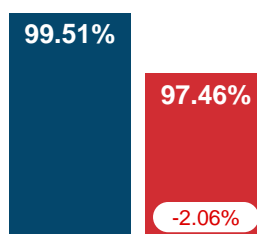
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

