

# August 2020



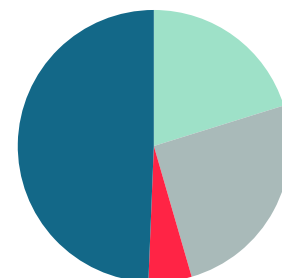
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	76	63	-17.11%
Pending Listings	44	79	79.55%
New Listings	67	82	22.39%
Median List Price	145,000	157,500	8.62%
Median Sale Price	140,000	154,000	10.00%
Median Percent of Selling Price to List Price	97.84%	99.12%	1.31%
Median Days on Market to Sale	15.50	26.00	67.74%
End of Month Inventory	216	154	-28.70%
Months Supply of Inventory	4.55	3.12	-31.35%



■ Closed (20.19%)  
■ Pending (25.32%)  
■ Other OffMarket (5.13%)  
■ Active (49.36%)

**Absorption:** Last 12 months, an Average of **49** Sales/Month  
**Active Inventory** as of August 31, 2020 = **154**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **28.70%** to 154 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 **3.12** 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 **10.00%** in August 2020 to \$154,000 versus the previous year at \$140,000.

#### Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 10.50 days or **67.74%** in August 2020 compared to last year's same month at **15.50** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 82 New Listings in August 2020, up **22.39%** from last year at 67. Furthermore, there were 63 Closed Listings this month versus last year at 76, a **-17.11%** decrease.

Closed versus Listed trends yielded a **76.8%** ratio, down from previous year's, August 2019, at **113.4%**, a **32.27%** downswing. This will certainly create pressure on a decreasing Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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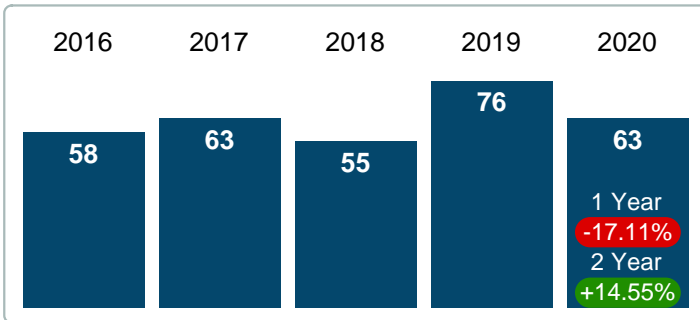
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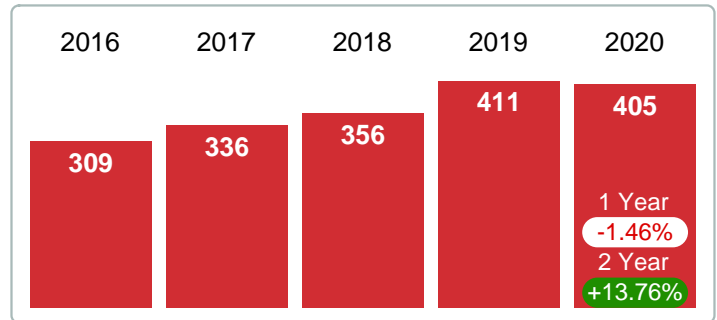
## CLOSED LISTINGS

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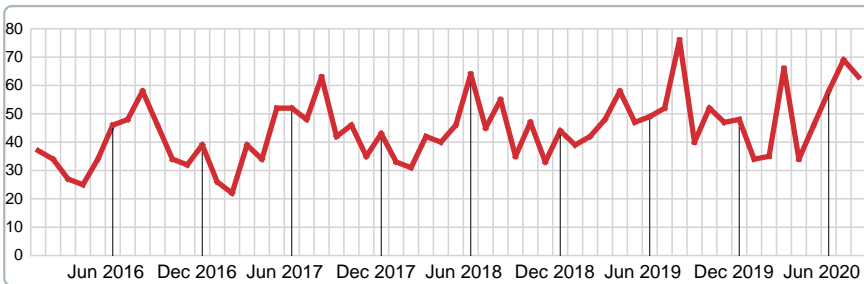
### AUGUST



### YEAR TO DATE (YTD)

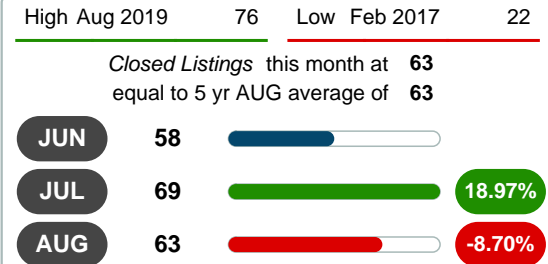


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 63



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	1.59%	2.0	0	1	0	0
\$50,001 - \$100,000	12	19.05%	55.5	3	7	2	0
\$100,001 - \$125,000	9	14.29%	28.0	2	6	1	0
\$125,001 - \$175,000	17	26.98%	26.0	2	12	3	0
\$175,001 - \$200,000	7	11.11%	9.0	1	5	1	0
\$200,001 - \$275,000	10	15.87%	8.5	0	6	4	0
\$275,001 and up	7	11.11%	12.0	0	3	3	1
<b>Total Closed Units</b>	<b>63</b>			<b>8</b>	<b>40</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,471,000</b>	<b>100%</b>	<b>26.0</b>	<b>913.00K</b>	<b>6.35M</b>	<b>2.93M</b>	<b>285.00K</b>
<b>Median Closed Price</b>	<b>\$154,000</b>			<b>\$116,000</b>	<b>\$150,000</b>	<b>\$201,250</b>	<b>\$285,000</b>

# August 2020



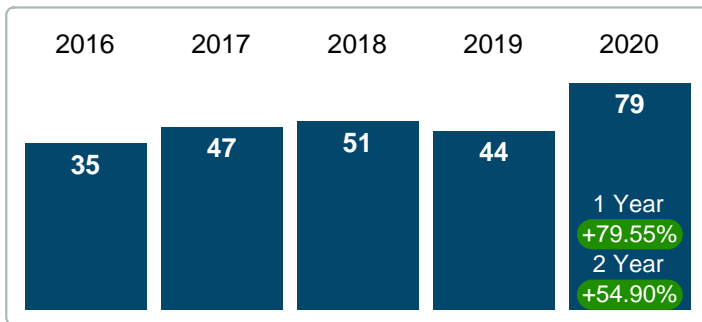
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



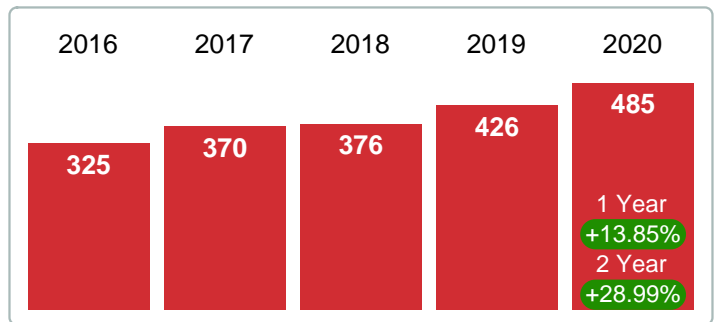
## PENDING LISTINGS

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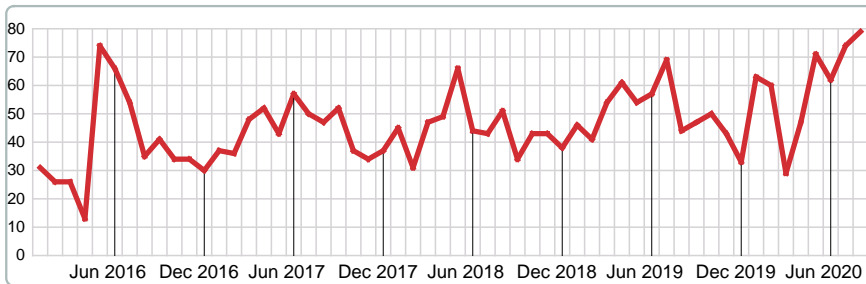
### AUGUST



### YEAR TO DATE (YTD)

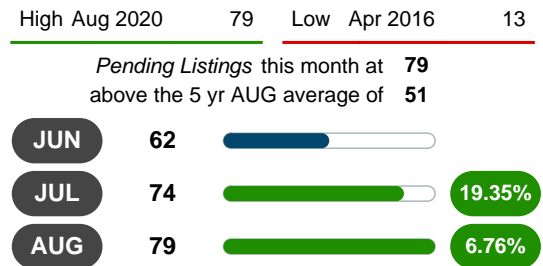


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 51



### 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	5	6.33%	24.0	3	2	0	0
\$40,001 - \$80,000	9	11.39%	73.0	3	6	0	0
\$80,001 - \$110,000	13	16.46%	36.0	1	12	0	0
\$110,001 - \$150,000	21	26.58%	20.0	2	17	2	0
\$150,001 - \$190,000	11	13.92%	8.0	1	8	2	0
\$190,001 - \$260,000	11	13.92%	24.0	0	8	3	0
\$260,001 and up	9	11.39%	60.0	0	7	2	0
<b>Total Pending Units</b>	<b>79</b>			<b>10</b>	<b>60</b>	<b>9</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,266,698</b>	<b>100%</b>	<b>32.0</b>	<b>751.90K</b>	<b>9.24M</b>	<b>2.28M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$136,000</b>			<b>\$68,200</b>	<b>\$132,450</b>	<b>\$194,900</b>	<b>\$0</b>

# August 2020



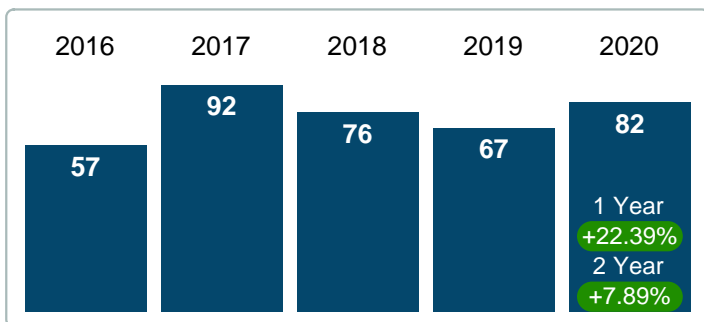
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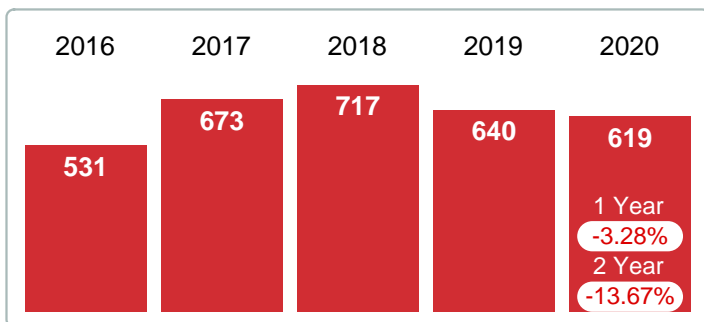
## NEW LISTINGS

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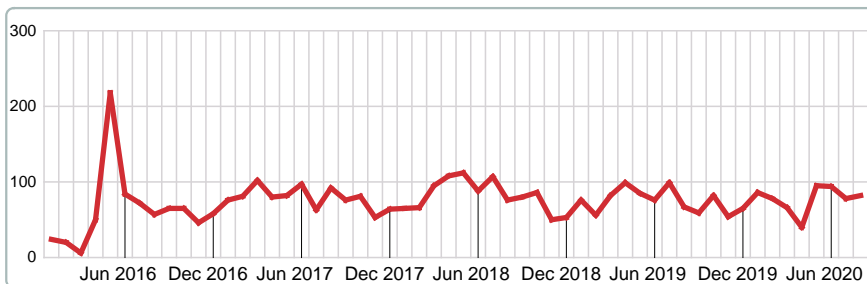
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 75

High May 2016 218 Low Mar 2016 6

New Listings this month at **82**  
above the 5 yr AUG average of **75**

Month	New Listings	% Change
JUN	94	
JUL	78	-17.02%
AUG	82	5.13%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.76%	5	3	0	0
\$50,001 - \$80,000	8	9.76%	1	6	1	0
\$80,001 - \$110,000	11	13.41%	0	10	1	0
\$110,001 - \$170,000	24	29.27%	0	18	5	1
\$170,001 - \$230,000	12	14.63%	1	10	1	0
\$230,001 - \$320,000	11	13.41%	0	9	2	0
\$320,001 and up	8	9.76%	2	5	0	1
<b>Total New Listed Units</b>	<b>82</b>		<b>9</b>	<b>61</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,125,399</b>	<b>100%</b>	<b>1.28M</b>	<b>10.76M</b>	<b>1.60M</b>	<b>484.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$139,900</b>		<b>\$42,000</b>	<b>\$139,900</b>	<b>\$154,500</b>	<b>\$242,000</b>

# August 2020



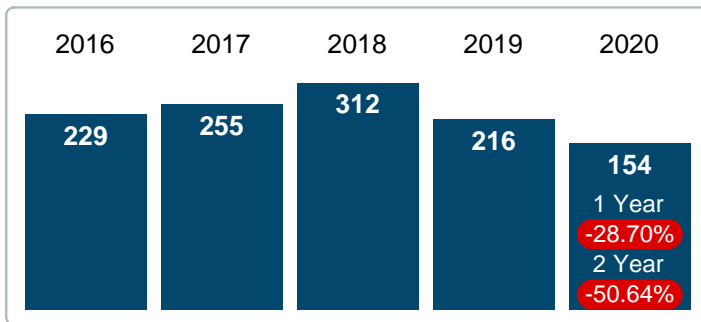
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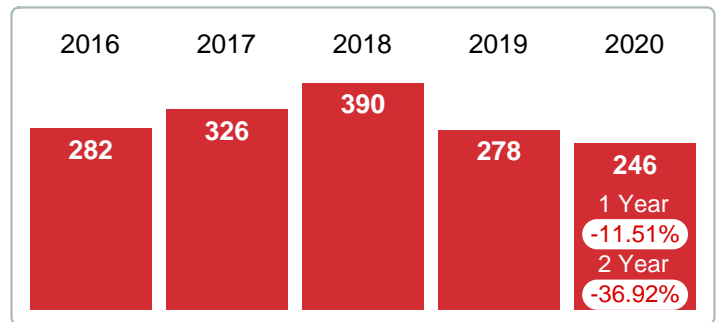
## ACTIVE INVENTORY

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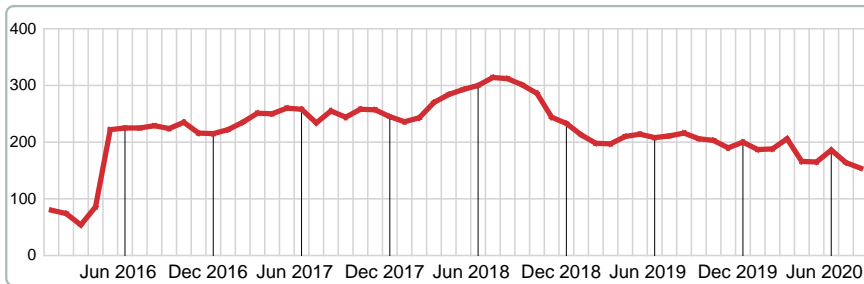
### END OF AUGUST



### ACTIVE DURING AUGUST

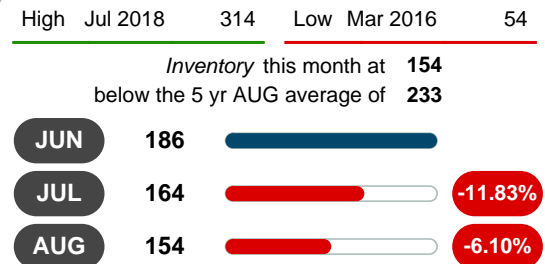


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 233



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.49%	110.0	6	2	2	0
\$30,001 - \$60,000	26	16.88%	91.0	17	7	2	0
\$60,001 - \$80,000	21	13.64%	48.0	7	13	1	0
\$80,001 - \$150,000	38	24.68%	48.5	3	28	7	0
\$150,001 - \$230,000	23	14.94%	45.0	4	12	5	2
\$230,001 - \$360,000	20	12.99%	43.0	1	10	5	4
\$360,001 and up	16	10.39%	70.5	3	10	2	1
<b>Total Active Inventory by Units</b>	<b>154</b>			<b>41</b>	<b>82</b>	<b>24</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>28,393,625</b>	<b>100%</b>	<b>58.0</b>	<b>4.12M</b>	<b>17.09M</b>	<b>4.63M</b>	<b>2.55M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$113,250</b>			<b>\$55,000</b>	<b>\$126,250</b>	<b>\$150,450</b>	<b>\$262,500</b>

# August 2020



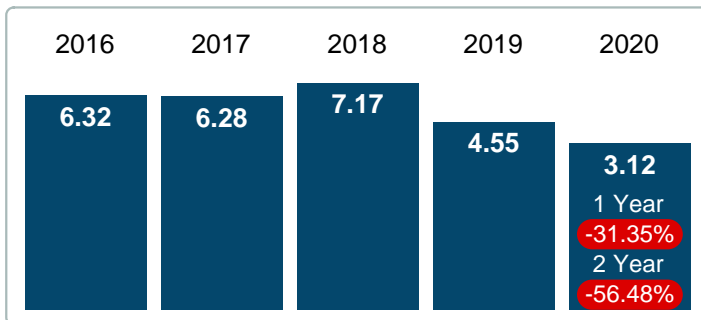
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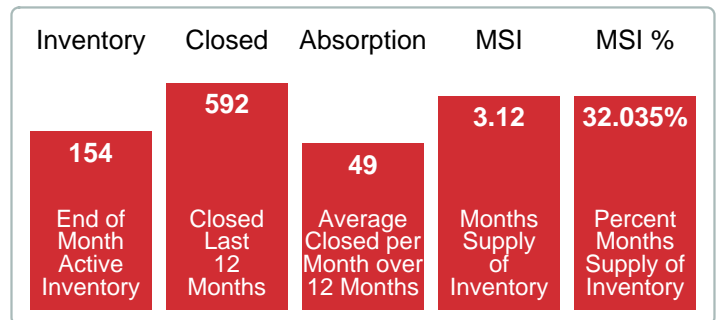
## MONTHS SUPPLY of INVENTORY (MSI)

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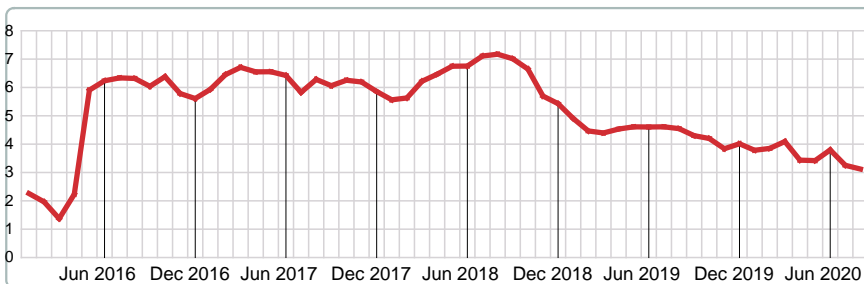
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

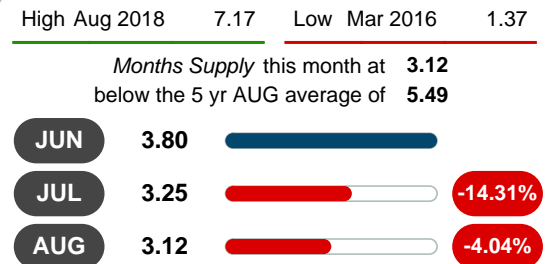


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.49



### 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
\$30,000 and less	10	6.49%	5.22	4.50	3.43	0.00	0.00
\$30,001 - \$60,000	26	16.88%	4.27	6.18	2.55	4.00	0.00
\$60,001 - \$80,000	21	13.64%	3.55	3.23	3.90	4.00	0.00
\$80,001 - \$150,000	38	24.68%	2.65	1.50	2.78	3.36	0.00
\$150,001 - \$230,000	23	14.94%	1.77	9.60	1.31	1.67	4.80
\$230,001 - \$360,000	20	12.99%	2.86	12.00	2.67	1.88	8.00
\$360,001 and up	16	10.39%	14.77	0.00	24.00	6.00	3.00
Market Supply of Inventory (MSI)			3.12	4.69	2.73	2.72	4.20
Total Active Inventory by Units		100%	3.12	41	82	24	7

# August 2020



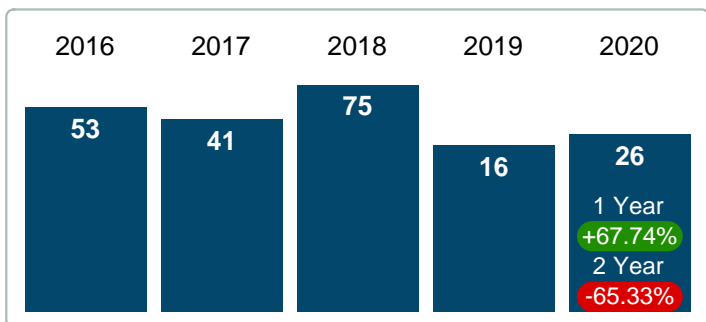
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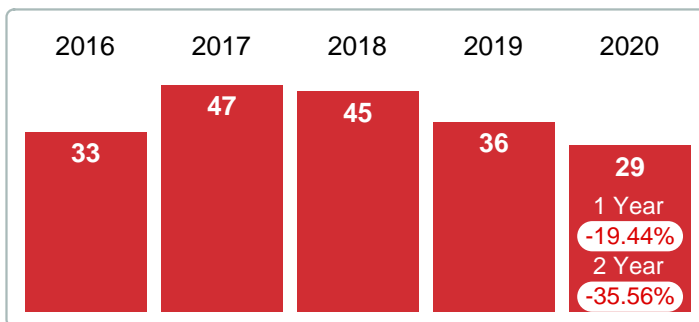
## MEDIAN DAYS ON MARKET TO SALE

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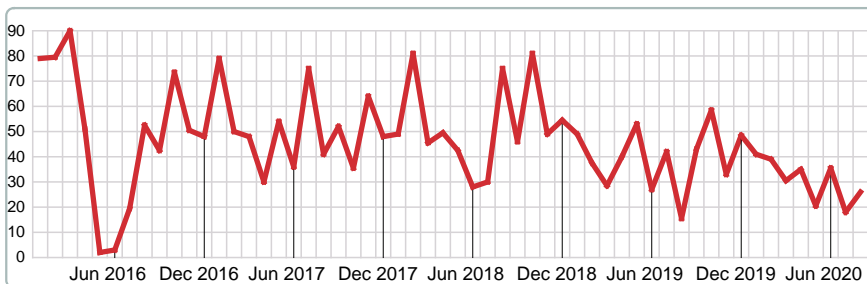
### AUGUST



### YEAR TO DATE (YTD)

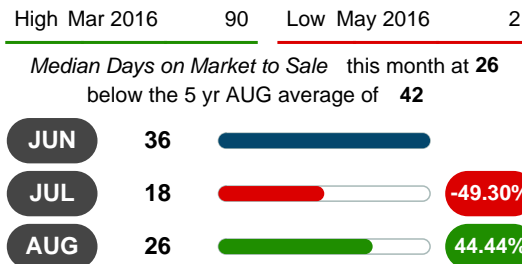


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 42



### 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
\$50,000 and less	1.59%	2	0	2	0	0
\$50,001 - \$100,000	19.05%	56	202	41	102	0
\$100,001 - \$125,000	14.29%	28	16	24	37	0
\$125,001 - \$175,000	26.98%	26	15	27	35	0
\$175,001 - \$200,000	11.11%	9	108	9	1	0
\$200,001 - \$275,000	15.87%	9	0	16	4	0
\$275,001 and up	11.11%	12	0	1	12	57
Median Closed DOM		26	38	25	10	57
Total Closed Units	100%	63	8	40	14	1
Total Closed Volume		10,471,000	913.00K	6.35M	2.93M	285.00K

# August 2020



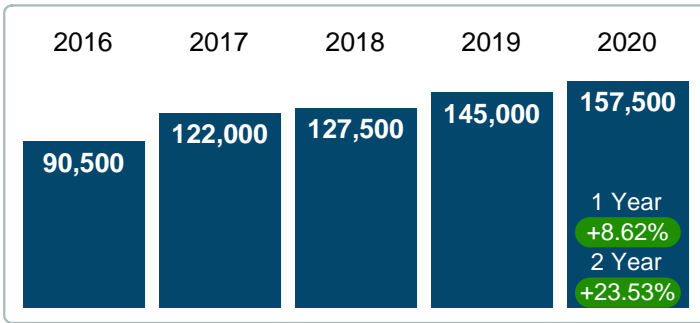
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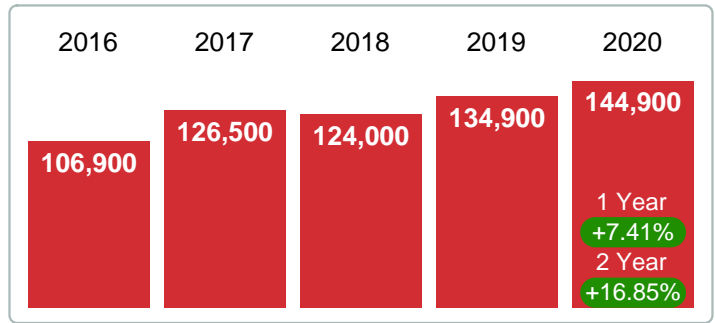
## MEDIAN LIST PRICE AT CLOSING

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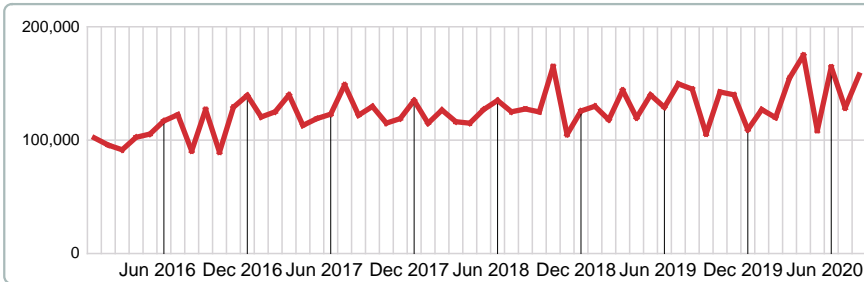
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 128,500

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

Median List Price at Closing this month at **157,500**  
above the 5 yr AUG average of **128,500**



### 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
\$50,000 and less	1	1.59%	39,900	0	39,900	0	0
\$50,001 - \$100,000	12	19.05%	74,950	74,400	74,900	87,450	0
\$100,001 - \$125,000	8	12.70%	117,450	119,900	117,450	114,900	0
\$125,001 - \$175,000	17	26.98%	149,000	139,000	149,000	154,900	0
\$175,001 - \$200,000	7	11.11%	189,900	179,000	189,900	197,500	0
\$200,001 - \$275,000	11	17.46%	228,000	0	216,500	236,450	0
\$275,001 and up	7	11.11%	354,000	0	359,900	349,900	285,000
Median List Price			157,500	124,450	153,250	201,250	285,000
Total Closed Units		100%	157,500	8	40	14	1
Total Closed Volume			10,828,200	955.20K	6.54M	3.05M	285.00K



# August 2020



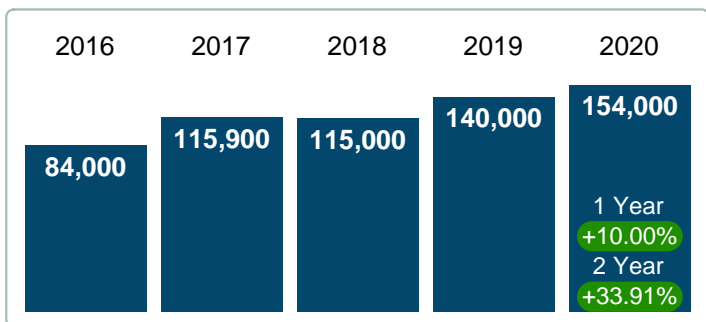
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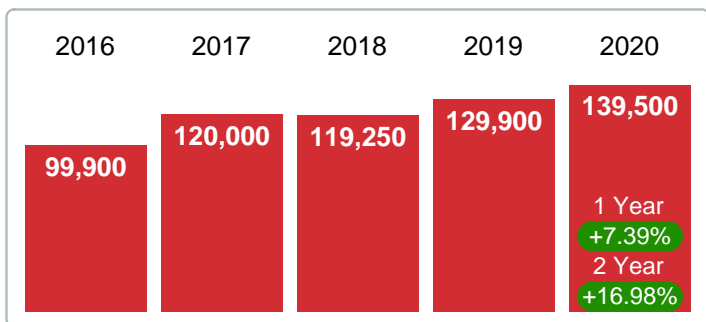
## MEDIAN SOLD PRICE AT CLOSING

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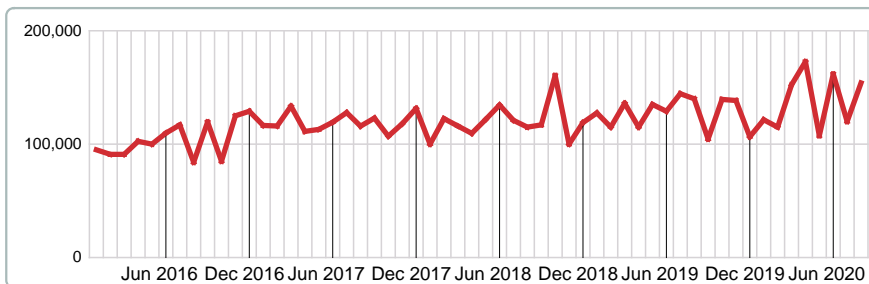
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

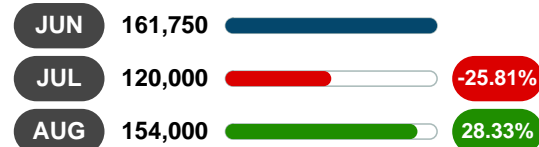


### 3 MONTHS

5 year AUG AVG = 121,780

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

Median Sold Price at Closing this month at 154,000 above the 5 yr AUG average of 121,780



### 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
\$50,000 and less	1	1.59%	43,000	0	43,000	0	0
\$50,001 - \$100,000	12	19.05%	68,450	65,000	69,900	67,500	0
\$100,001 - \$125,000	9	14.29%	115,000	116,000	115,500	115,000	0
\$125,001 - \$175,000	17	26.98%	150,000	150,000	150,000	159,500	0
\$175,001 - \$200,000	7	11.11%	180,000	179,000	180,000	197,500	0
\$200,001 - \$275,000	10	15.87%	220,000	0	220,000	224,000	0
\$275,001 and up	7	11.11%	340,000	0	340,000	340,000	285,000
Median Sold Price			154,000	116,000	150,000	201,250	285,000
Total Closed Units		100%	154,000	8	40	14	1
Total Closed Volume			10,471,000	913.00K	6.35M	2.93M	285.00K

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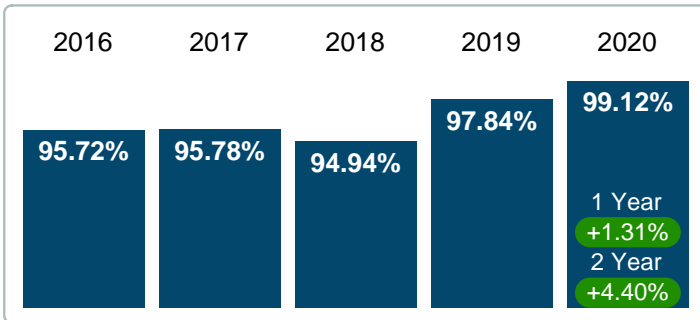
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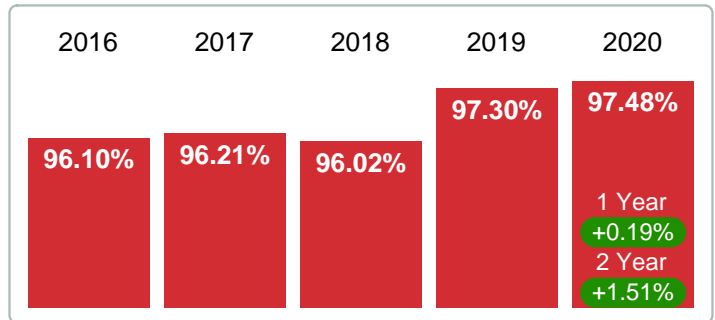
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

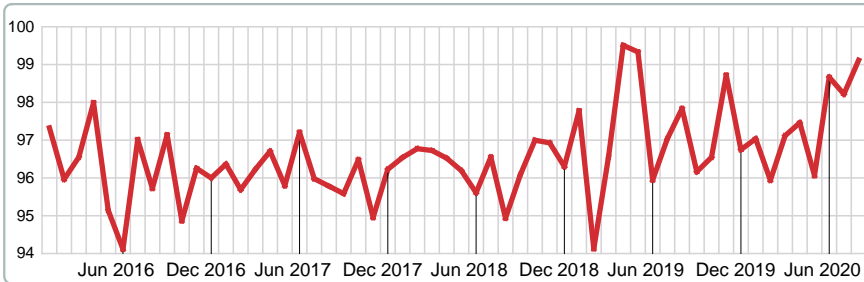
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

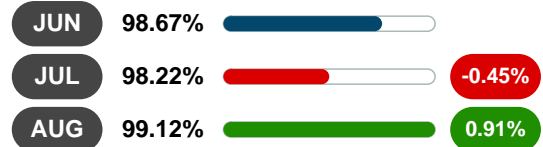


### 3 MONTHS

5 year AUG AVG = 96.68%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **99.12%**  
above the 5 yr AUG average of **96.68%**



## 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	
\$50,000 and less	1	1.59%	107.77%	0.00%	107.77%	0.00%	0.00%	
\$50,001 - \$100,000	12	19.05%	95.98%	89.89%	98.32%	80.03%	0.00%	
\$100,001 - \$125,000	9	14.29%	96.75%	93.16%	98.37%	100.09%	0.00%	
\$125,001 - \$175,000	17	26.98%	99.12%	98.56%	98.45%	100.00%	0.00%	
\$175,001 - \$200,000	7	11.11%	100.00%	100.00%	94.79%	100.00%	0.00%	
\$200,001 - \$275,000	10	15.87%	100.00%	0.00%	100.00%	98.06%	0.00%	
\$275,001 and up	7	11.11%	97.17%	0.00%	96.05%	97.17%	100.00%	
Median Sold/List Ratio		99.12%		94.87%	99.13%	100.00%	100.00%	
Total Closed Units		63	100%	99.12%	8	40	14	1
Total Closed Volume		10,471,000			913.00K	6.35M	2.93M	285.00K

# August 2020



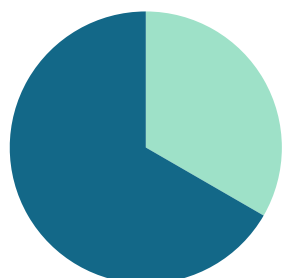
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

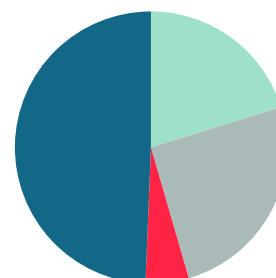


**Inventory**  
 New Listings **82 = 33.33%**  
 Start Inventory **164**  
 Total Inventory Units **246**  
 Volume **\$42,733,823**

### Market Activity

Closed Sales **63 = 20.19%**  
 Pending Sales **79 = 25.32%**  
 Other Off Market **16 = 5.13%**  
 Active Inventory **154 = 49.36%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	76	63	-17.11%	411	405	-1.46%
Pending Sales	44	79	79.55%	426	485	13.85%
New Listings	67	82	22.39%	640	619	-3.28%
Median List Price	145,000	157,500	8.62%	134,900	144,900	7.41%
Median Sale Price	140,000	154,000	10.00%	129,900	139,500	7.39%
Median Percent of Selling Price to List Price	97.84%	99.12%	1.31%	97.30%	97.48%	0.19%
Median Days on Market to Sale	15.50	26.00	67.74%	36.00	29.00	-19.44%
Monthly Inventory	216	154	-28.70%	216	154	-28.70%
Months Supply of Inventory	4.55	3.12	-31.35%	4.55	3.12	-31.35%

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

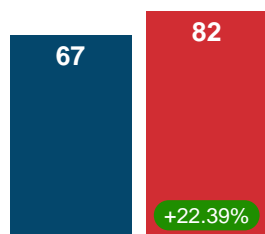
**Inventory** on August 31, 2020 = **154**

**2019** **2020**

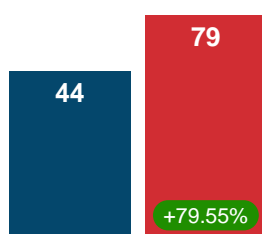
### AUGUST MARKET

### MEDIAN PRICES

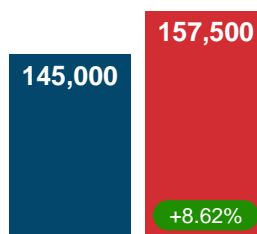
#### New Listings



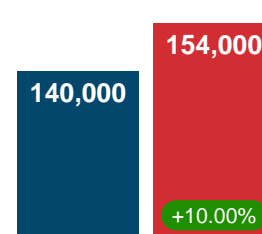
#### Pending Listings



#### List Price



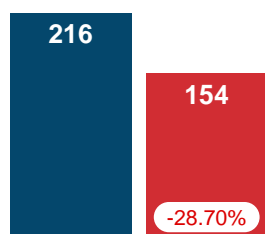
#### Sale Price



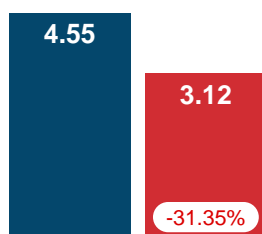
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

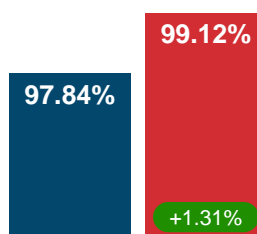
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

