

February 2020



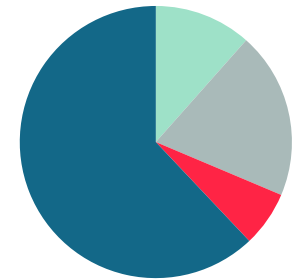
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	42	35	-16.67%
Pending Listings	41	60	46.34%
New Listings	56	78	39.29%
Average List Price	138,286	130,397	-5.70%
Average Sale Price	131,068	123,607	-5.69%
Average Percent of Selling Price to List Price	94.62%	93.36%	-1.33%
Average Days on Market to Sale	59.29	55.09	-7.08%
End of Month Inventory	198	188	-5.05%
Months Supply of Inventory	4.47	3.85	-13.80%



■ Closed (11.55%)
■ Pending (19.80%)
■ Other OffMarket (6.60%)
■ Active (62.05%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of February 29, 2020 = **188**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **5.05%** to 188 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 **3.85** 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 **5.69%** in February 2020 to \$123,607 versus the previous year at \$131,068.

Average Days on Market Shortens

The average number of **55.09** days that homes spent on the market before selling decreased by 4.20 days or **7.08%** in February 2020 compared to last year's same month at **59.29** DOM.

Sales Success for February 2020 is Positive

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

There were 78 New Listings in February 2020, up **39.29%** from last year at 56. Furthermore, there were 35 Closed Listings this month versus last year at 42, a **-16.67%** decrease.

Closed versus Listed trends yielded a **44.9%** ratio, down from previous year's, February 2019, at **75.0%**, a **40.17%** 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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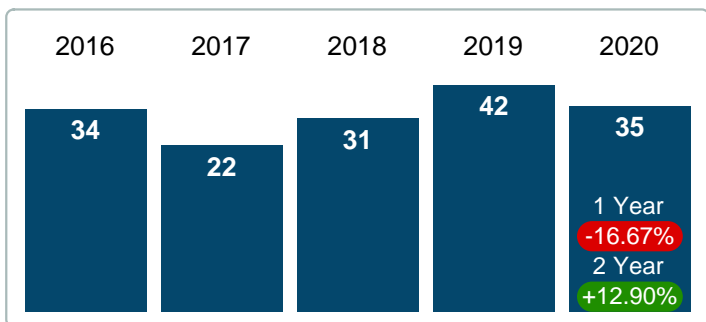
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



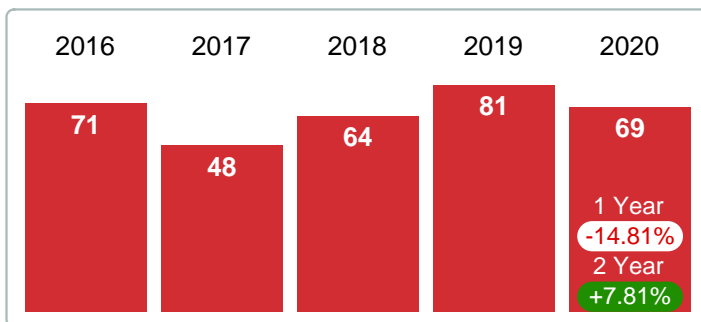
CLOSED LISTINGS

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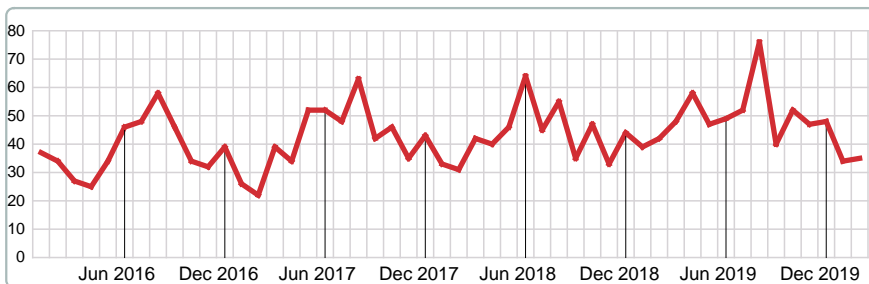
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 33

High Aug 2019: 76 | Low Feb 2017: 22

Closed Listings this month at **35**
above the 5 yr FEB average of **33**

- DEC: 48 (29.17% above avg)
- JAN: 34 (2.94% above avg)
- FEB: 35 (2.94% above avg)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	2.86%	129.0	1	0	0	0
\$30,001 - \$50,000	6	17.14%	59.5	4	2	0	0
\$50,001 - \$70,000	6	17.14%	26.2	2	4	0	0
\$70,001 - \$130,000	8	22.86%	53.6	3	4	1	0
\$130,001 - \$160,000	5	14.29%	75.2	0	3	2	0
\$160,001 - \$270,000	6	17.14%	34.8	0	5	1	0
\$270,001 and up	3	8.57%	90.3	0	1	2	0
Total Closed Units	35			10	19	6	0
Total Closed Volume	4,326,250	100%	55.1	583.75K	2.57M	1.17M	0.00B
Average Closed Price	\$123,607			\$58,375	\$135,316	\$195,250	\$0

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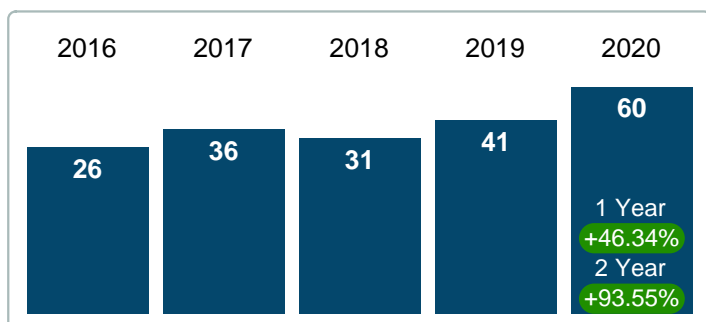
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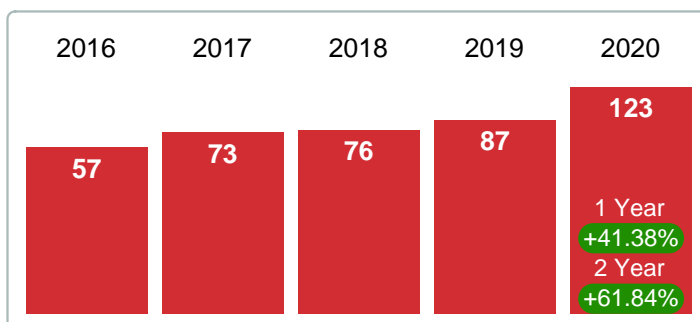
PENDING LISTINGS

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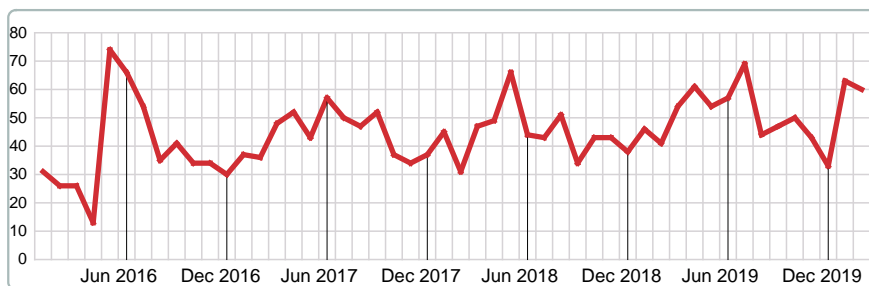
FEBRUARY



YEAR TO DATE (YTD)

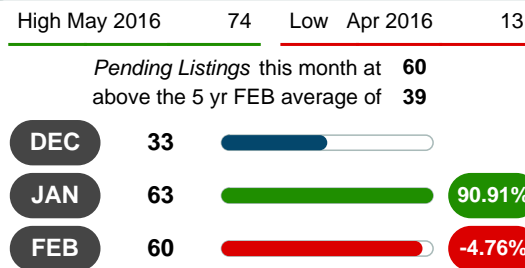


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.33%	34.6	1	3	1	0
\$50,001 - \$75,000	3	5.00%	10.0	2	0	1	0
\$75,001 - \$100,000	12	20.00%	54.3	3	7	2	0
\$100,001 - \$175,000	14	23.33%	40.2	1	10	3	0
\$175,001 - \$225,000	11	18.33%	31.0	0	8	3	0
\$225,001 - \$275,000	8	13.33%	40.9	0	6	2	0
\$275,001 and up	7	11.67%	17.0	0	3	3	1
Total Pending Units	60			7	37	15	1
Total Pending Volume	10,221,390	100%	36.9	514.00K	6.33M	2.68M	700.00K
Average Listing Price	\$172,063			\$73,429	\$171,035	\$178,606	\$700,000

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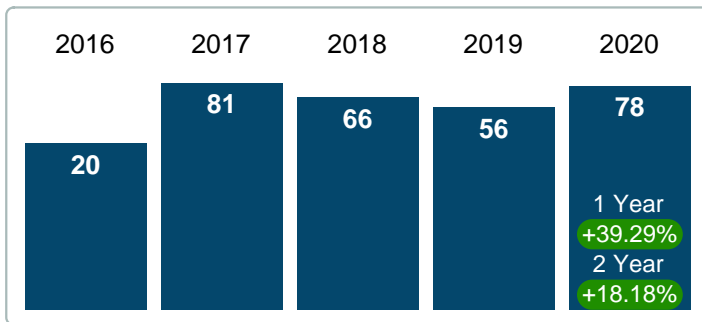
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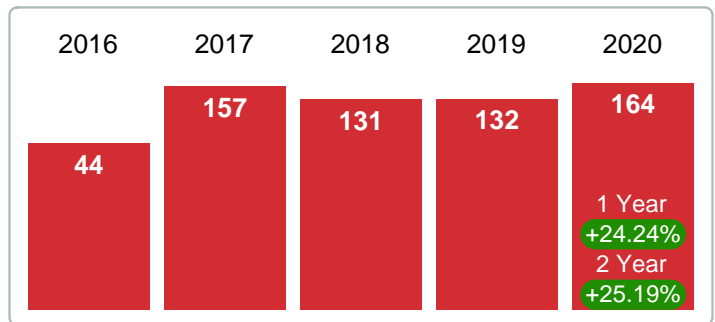
NEW LISTINGS

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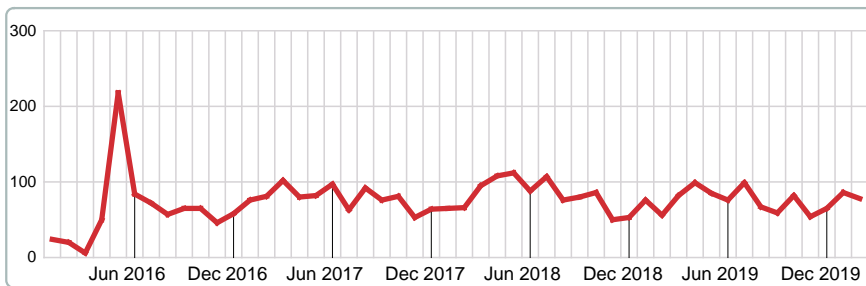
FEBRUARY



YEAR TO DATE (YTD)

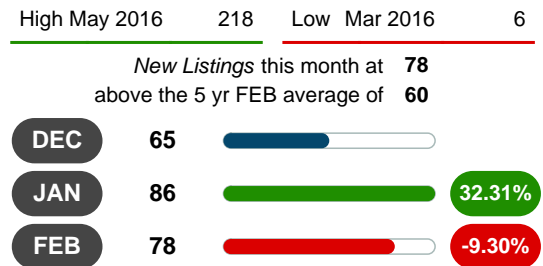


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



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	6	7.69%	4	2	0	0
\$50,001 - \$75,000	6	7.69%	5	1	0	0
\$75,001 - \$100,000	14	17.95%	4	9	0	1
\$100,001 - \$175,000	16	20.51%	0	13	3	0
\$175,001 - \$250,000	17	21.79%	3	11	2	1
\$250,001 - \$350,000	11	14.10%	0	7	3	1
\$350,001 and up	8	10.26%	2	3	1	2
Total New Listed Units	78		18	46	9	5
Total New Listed Volume	14,594,200	100%	2.37M	8.14M	2.17M	1.91M
Average New Listed Listing Price	\$172,766		\$131,622	\$177,011	\$241,444	\$381,900

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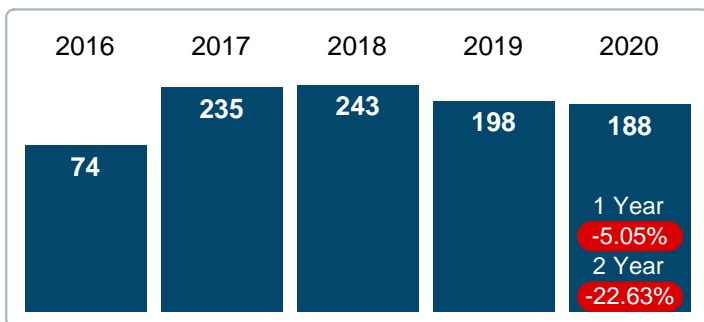
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



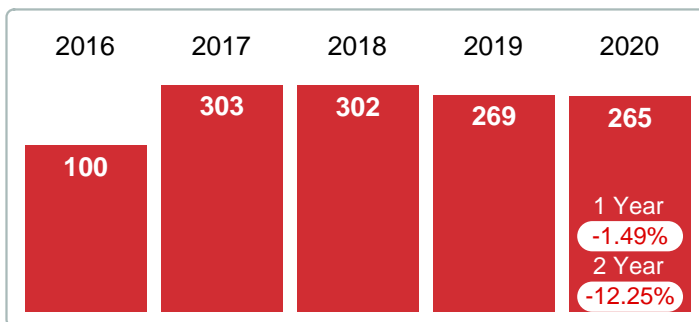
ACTIVE INVENTORY

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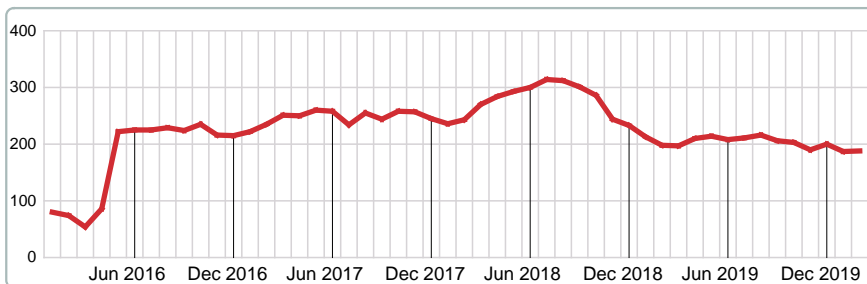
END OF FEBRUARY



ACTIVE DURING FEBRUARY

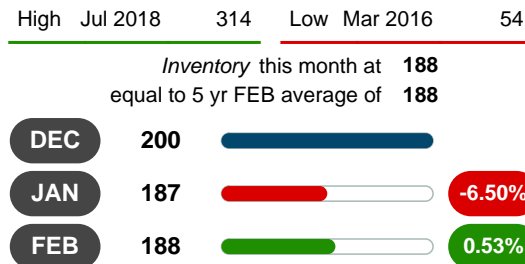


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188



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	1.06%	118.5	1	1	0	0
\$25,001 - \$50,000	26	13.83%	111.0	22	3	1	0
\$50,001 - \$75,000	24	12.77%	83.9	12	10	1	1
\$75,001 - \$150,000	63	33.51%	69.2	10	45	6	2
\$150,001 - \$200,000	22	11.70%	72.9	1	13	7	1
\$200,001 - \$300,000	32	17.02%	68.9	2	16	11	3
\$300,001 and up	19	10.11%	63.1	2	9	7	1
Total Active Inventory by Units	188			50	97	33	8
Total Active Inventory by Volume	30,225,350	100%	77.2	4.15M	15.24M	8.26M	2.58M
Average Active Inventory Listing Price	\$160,773			\$82,950	\$157,096	\$250,391	\$322,075

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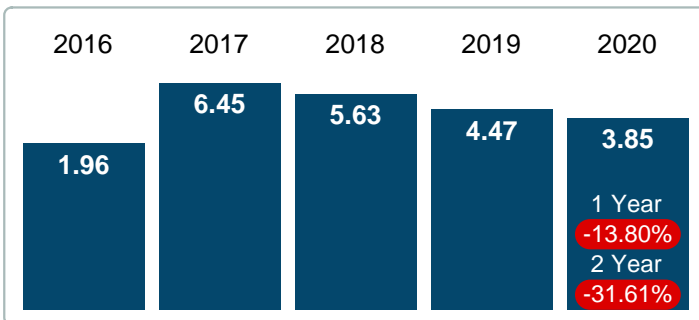
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



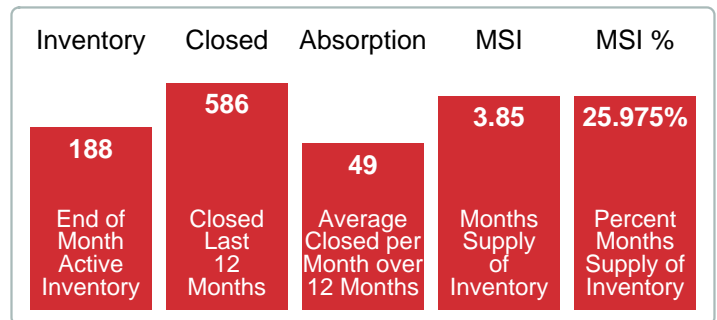
MONTHS SUPPLY of INVENTORY (MSI)

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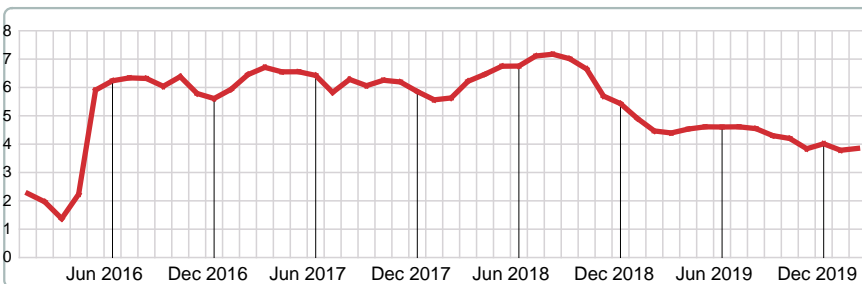
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

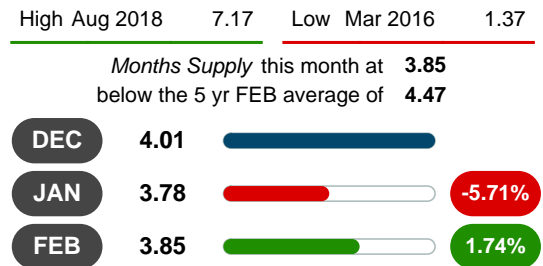


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.47



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	8.51%	4.47	5.38	1.71	0.00	0.00
\$40,001 - \$60,000	23	12.23%	5.52	12.71	1.88	0.00	0.00
\$60,001 - \$80,000	22	11.70%	4.13	3.43	4.42	3.00	12.00
\$80,001 - \$160,000	57	30.32%	3.00	3.43	2.87	2.71	12.00
\$160,001 - \$210,000	23	12.23%	2.91	2.40	2.23	5.33	6.00
\$210,001 - \$310,000	28	14.89%	4.67	0.00	3.82	4.70	7.20
\$310,001 and up	19	10.11%	6.71	0.00	12.00	4.67	1.71
Market Supply of Inventory (MSI)			3.85	6.00	3.11	4.17	5.65
Total Active Inventory by Units		100%	3.85	50	97	33	8

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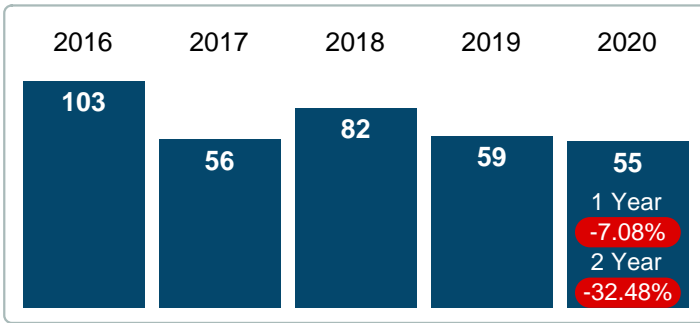
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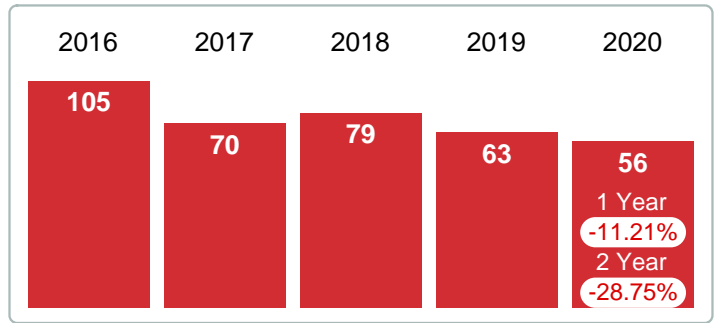
AVERAGE DAYS ON MARKET TO SALE

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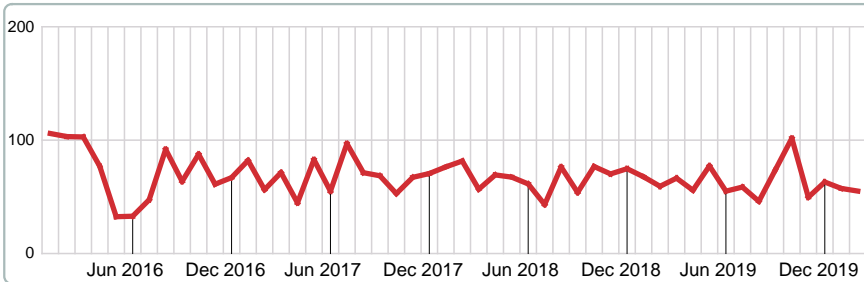
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

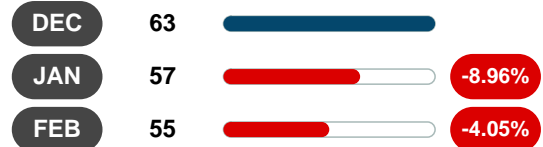


3 MONTHS

5 year FEB AVG = 71

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 55 below the 5 yr FEB average of 71



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
\$30,000 and less	2.86%	129	129	0	0	0
\$30,001 - \$50,000	17.14%	60	83	13	0	0
\$50,001 - \$70,000	17.14%	26	2	39	0	0
\$70,001 - \$130,000	22.86%	54	11	55	174	0
\$130,001 - \$160,000	14.29%	75	0	39	130	0
\$160,001 - \$270,000	17.14%	35	0	27	76	0
\$270,001 and up	8.57%	90	0	134	69	0
Average Closed DOM		55	50	41	108	0
Total Closed Units	100%	55	10	19	6	
Total Closed Volume		4,326,250	583.75K	2.57M	1.17M	0.00B

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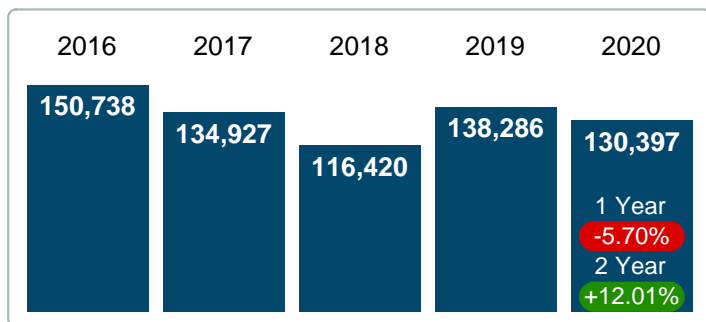
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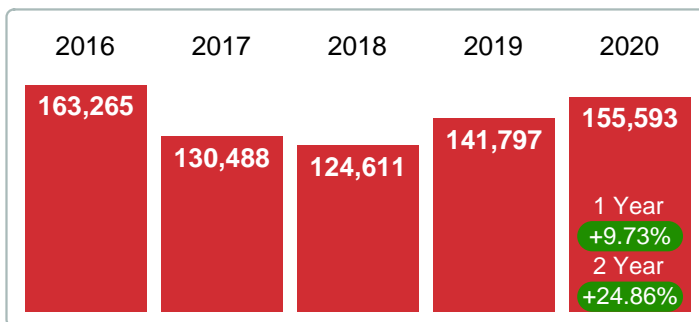
AVERAGE LIST PRICE AT CLOSING

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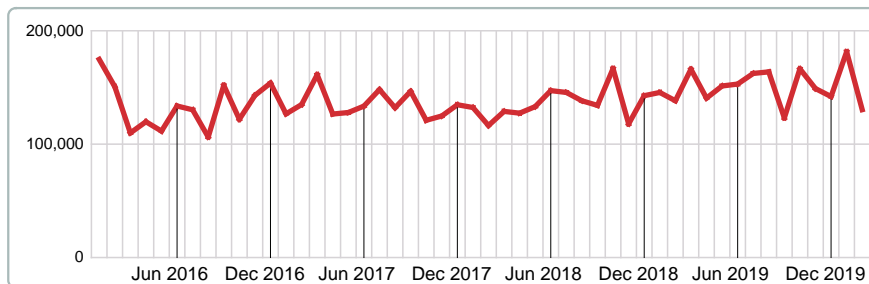
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

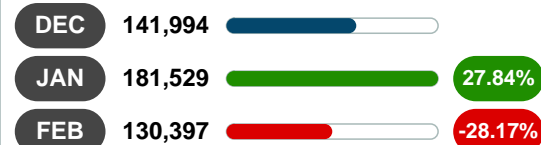


3 MONTHS

5 year FEB AVG = 134,154

High Jan 2020 181,529 Low Aug 2016 106,317

Average List Price at Closing this month at **130,397** below the 5 yr FEB average of **134,154**



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
\$30,000 and less	2.86%	29,900	29,900	0	0	0
\$30,001 - \$50,000	14.29%	43,180	46,750	41,950	0	0
\$50,001 - \$70,000	17.14%	61,383	59,950	67,575	0	0
\$70,001 - \$130,000	20.00%	105,743	99,767	125,750	159,000	0
\$130,001 - \$160,000	20.00%	144,886	0	137,433	151,950	0
\$160,001 - \$270,000	14.29%	197,980	0	215,580	187,000	0
\$270,001 and up	11.43%	301,375	0	299,000	315,750	0
Average List Price		130,397	63,610	139,284	213,567	0
Total Closed Units	100%	130,397	10	19	6	0
Total Closed Volume		4,563,900	636.10K	2.65M	1.28M	0.00B

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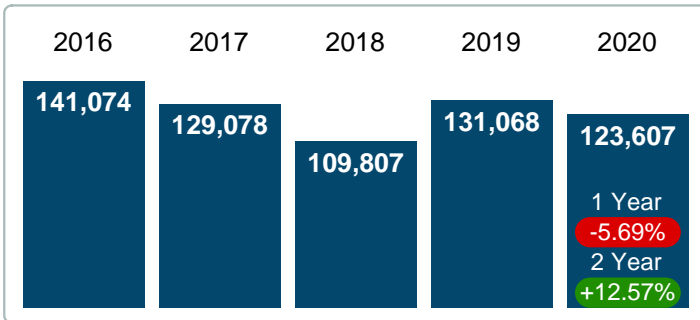
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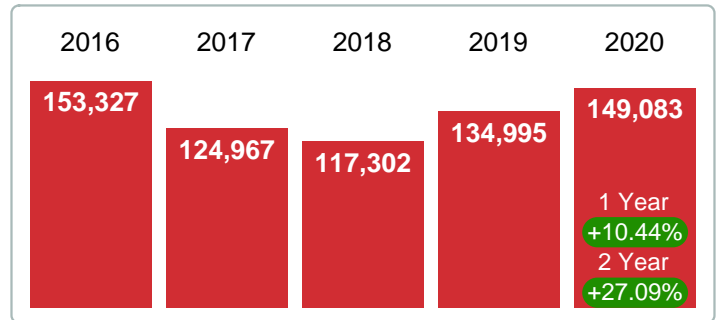
AVERAGE SOLD PRICE AT CLOSING

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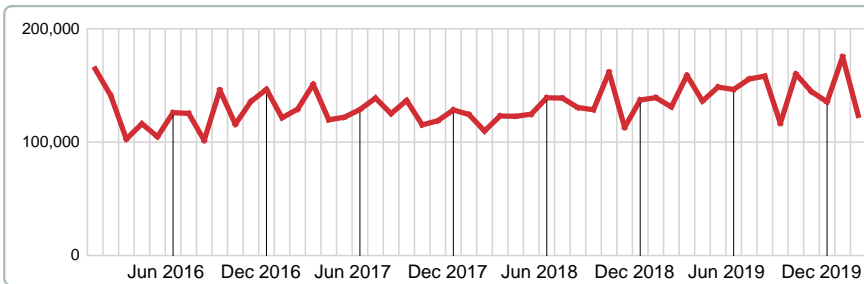
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

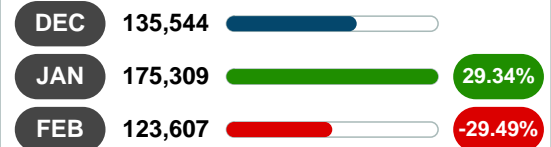


3 MONTHS

5 year FEB AVG = 126,927

High Jan 2020 175,309 Low Aug 2016 101,609

Average Sold Price at Closing this month at **123,607** below the 5 yr FEB average of **126,927**



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
\$30,000 and less	2.86%	25,000	25,000	0	0	0
\$30,001 - \$50,000	17.14%	38,308	37,963	39,000	0	0
\$50,001 - \$70,000	17.14%	60,983	59,950	61,500	0	0
\$70,001 - \$130,000	22.86%	110,000	95,667	120,125	112,500	0
\$130,001 - \$160,000	14.29%	142,000	0	140,333	144,500	0
\$160,001 - \$270,000	17.14%	203,917	0	211,100	168,000	0
\$270,001 and up	8.57%	297,333	0	290,000	301,000	0
Average Sold Price		123,607	58,375	135,316	195,250	0
Total Closed Units	100%	123,607	10	19	6	0
Total Closed Volume		4,326,250	583.75K	2.57M	1.17M	0.00B

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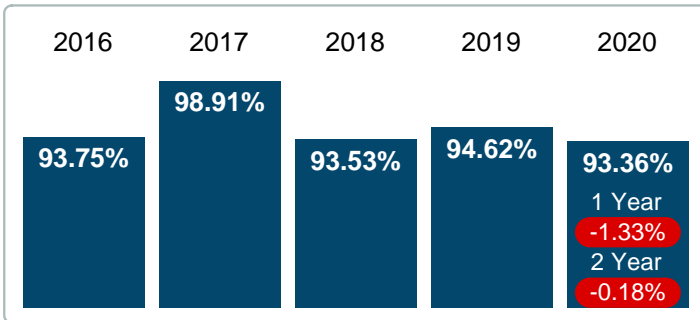
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



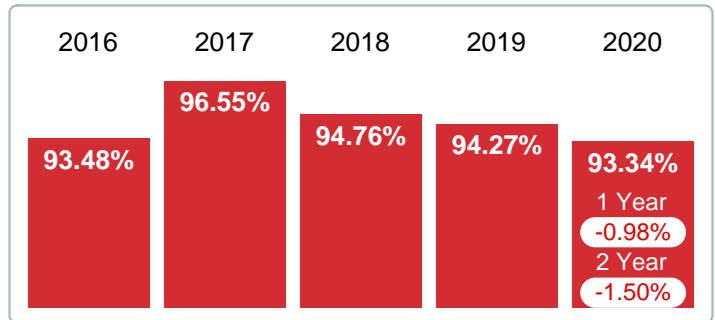
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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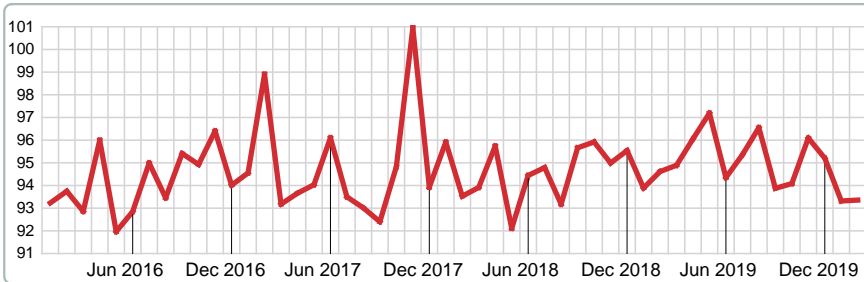
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 94.83%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **93.36%**
below the 5 yr FEB average of **94.83%**



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
\$30,000 and less	1	2.86%	83.61%	83.61%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	6	17.14%	85.20%	81.37%	92.84%	0.00%	0.00%
\$50,001 - \$70,000	6	17.14%	94.27%	100.00%	91.41%	0.00%	0.00%
\$70,001 - \$130,000	8	22.86%	92.81%	96.08%	95.86%	70.75%	0.00%
\$130,001 - \$160,000	5	14.29%	99.42%	0.00%	102.18%	95.29%	0.00%
\$160,001 - \$270,000	6	17.14%	96.54%	0.00%	97.88%	89.84%	0.00%
\$270,001 and up	3	8.57%	96.07%	0.00%	96.99%	95.61%	0.00%
Average Sold/List Ratio		93.40%		89.74%	96.20%	90.40%	0.00%
Total Closed Units		35	100%	10	19	6	
Total Closed Volume		4,326,250		583.75K	2.57M	1.17M	0.00B

February 2020



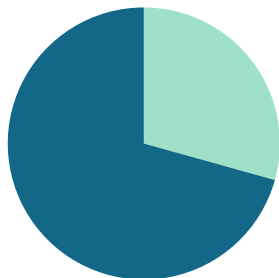
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

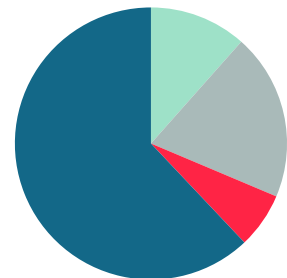


Inventory
 New Listings
78 = 29.32%
 Start Inventory
188
 Total Inventory Units
266
 Volume
\$44,329,240

Market Activity

Closed Sales
35 = 11.55%
 Pending Sales
60 = 19.80%
 Other Off Market
20 = 6.60%
 Active Inventory
188 = 62.05%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	42	35	-16.67%	81	69	-14.81%
Pending Sales	41	60	46.34%	87	123	41.38%
New Listings	56	78	39.29%	132	164	24.24%
Average List Price	138,286	130,397	-5.70%	141,797	155,593	9.73%
Average Sale Price	131,068	123,607	-5.69%	134,995	149,083	10.44%
Average Percent of Selling Price to List Price	94.62%	93.36%	-1.33%	94.27%	93.34%	-0.98%
Average Days on Market to Sale	59.29	55.09	-7.08%	63.33	56.23	-11.21%
Monthly Inventory	198	188	-5.05%	198	188	-5.05%
Months Supply of Inventory	4.47	3.85	-13.80%	4.47	3.85	-13.80%

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

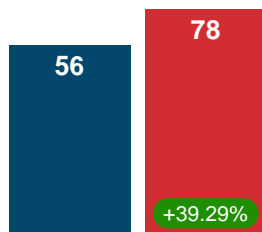
Inventory on February 29, 2020 = **188**

2019 **2020**

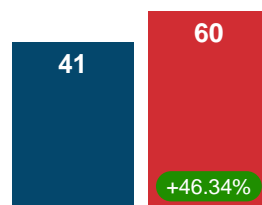
FEBRUARY MARKET

AVERAGE PRICES

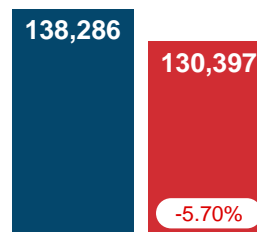
New Listings



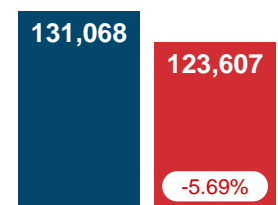
Pending Listings



List Price



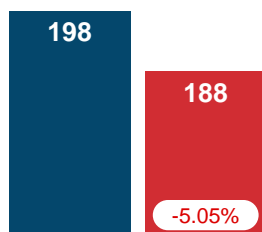
Sale Price



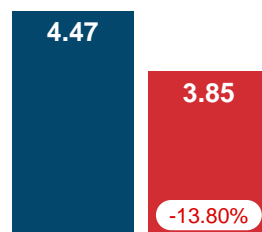
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

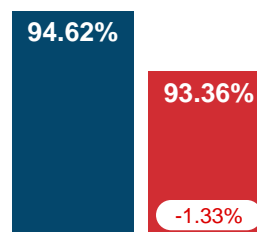
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

