

February 2020



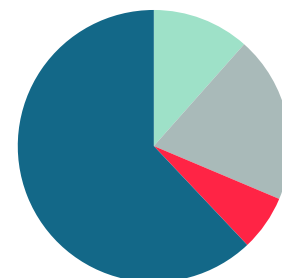
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2019	2020	+/-%
Closed Listings	42	35	-16.67%
Pending Listings	41	60	46.34%
New Listings	56	78	39.29%
Median List Price	118,000	119,900	1.61%
Median Sale Price	115,000	115,000	0.00%
Median Percent of Selling Price to List Price	94.13%	95.94%	1.92%
Median Days on Market to Sale	37.50	39.00	4.00%
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.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in February 2020 to \$115,000 versus the previous year at \$115,000.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 1.50 days or **4.00%** in February 2020 compared to last year's same month at **37.50** DOM.

Sales Success for February 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 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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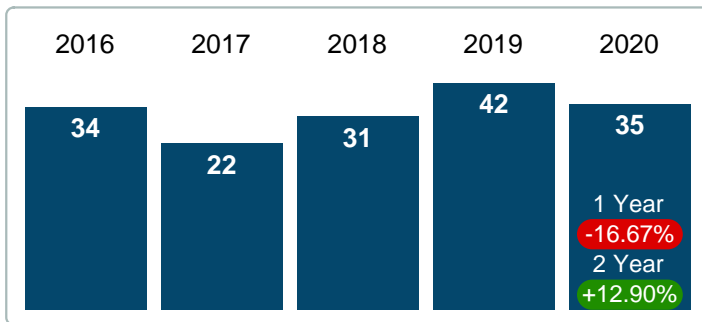
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



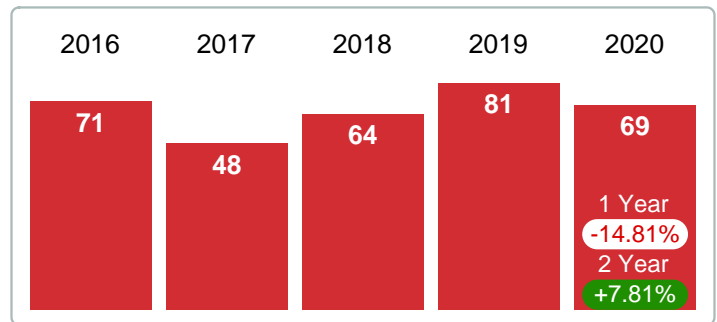
CLOSED LISTINGS

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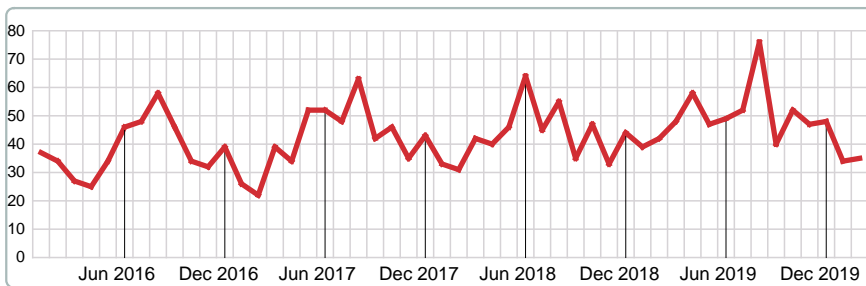
FEBRUARY



YEAR TO DATE (YTD)

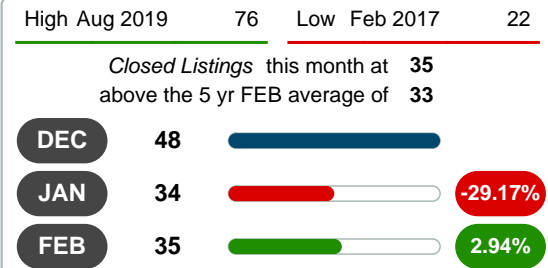


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 33



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	1	2.86%	129.0	1	0	0	0
\$30,001 - \$50,000	6	17.14%	30.0	4	2	0	0
\$50,001 - \$70,000	6	17.14%	10.0	2	4	0	0
\$70,001 - \$130,000	8	22.86%	44.5	3	4	1	0
\$130,001 - \$160,000	5	14.29%	97.0	0	3	2	0
\$160,001 - \$270,000	6	17.14%	22.0	0	5	1	0
\$270,001 and up	3	8.57%	72.0	0	1	2	0
Total Closed Units	35			10	19	6	0
Total Closed Volume	4,326,250	100%	39.0	583.75K	2.57M	1.17M	0.00B
Median Closed Price	\$115,000			\$53,450	\$130,000	\$156,500	\$0

February 2020



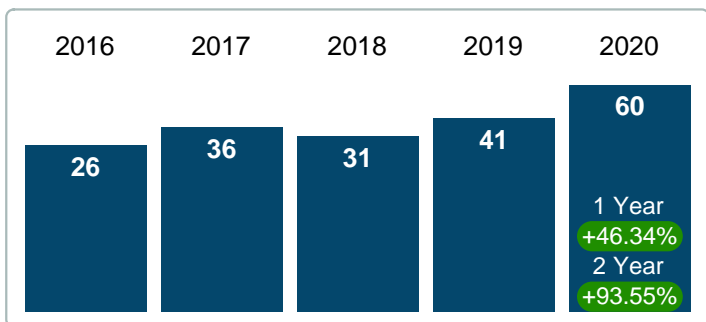
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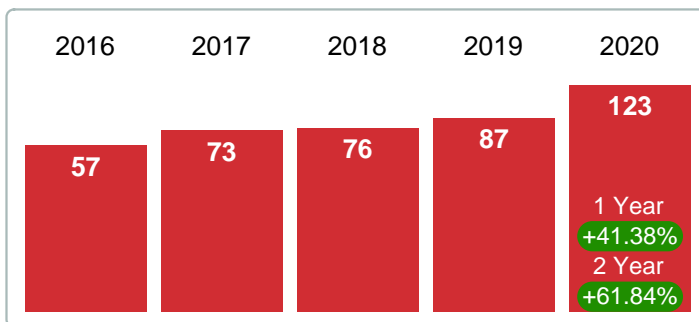
PENDING LISTINGS

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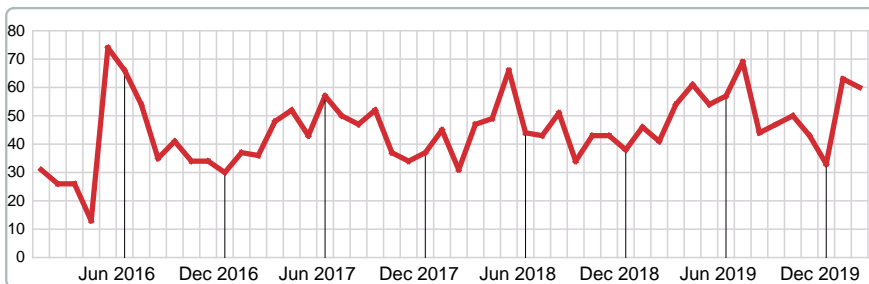
FEBRUARY



YEAR TO DATE (YTD)

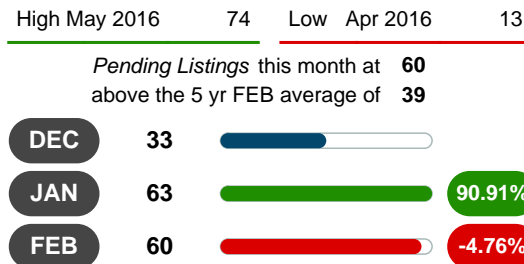


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	11.67%	5.0	2	3	2	0
\$60,001 - \$80,000	5	8.33%	2.0	3	2	0	0
\$80,001 - \$110,000	10	16.67%	82.0	2	6	2	0
\$110,001 - \$180,000	14	23.33%	17.5	0	10	4	0
\$180,001 - \$230,000	10	16.67%	12.0	0	8	2	0
\$230,001 - \$280,000	7	11.67%	27.0	0	5	2	0
\$280,001 and up	7	11.67%	20.0	0	3	3	1
Total Pending Units	60			7	37	15	1
Total Pending Volume	10,221,390	100%	19.0	514.00K	6.33M	2.68M	700.00K
Median Listing Price	\$149,900			\$77,500	\$149,900	\$179,000	\$700,000

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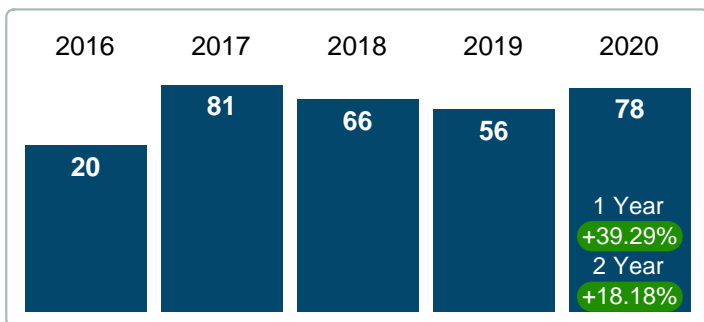
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



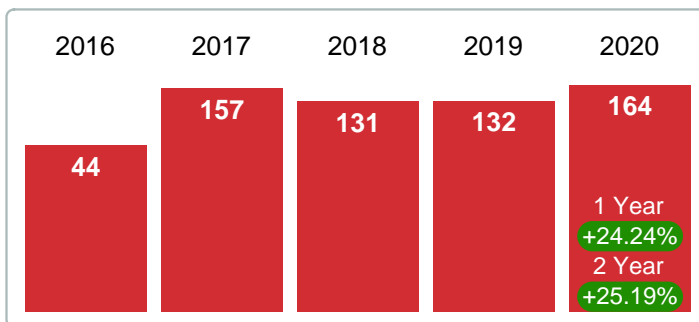
NEW LISTINGS

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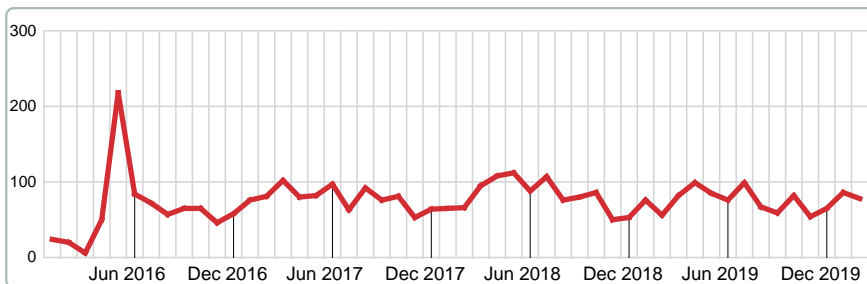
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60

High May 2016 218 Low Mar 2016 6

New Listings this month at **78**
above the 5 yr FEB average of **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
Median New Listed Listing Price	\$152,450		\$76,250	\$146,700	\$249,000	\$266,000

February 2020



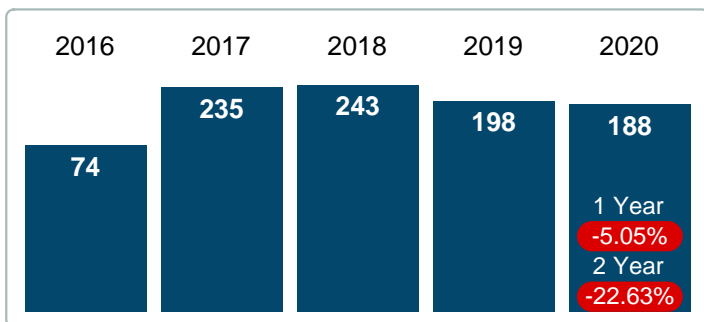
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



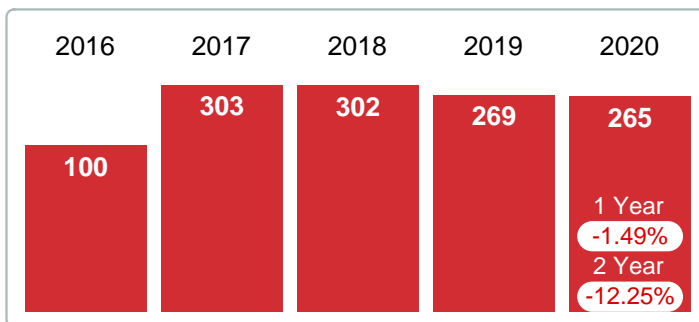
ACTIVE INVENTORY

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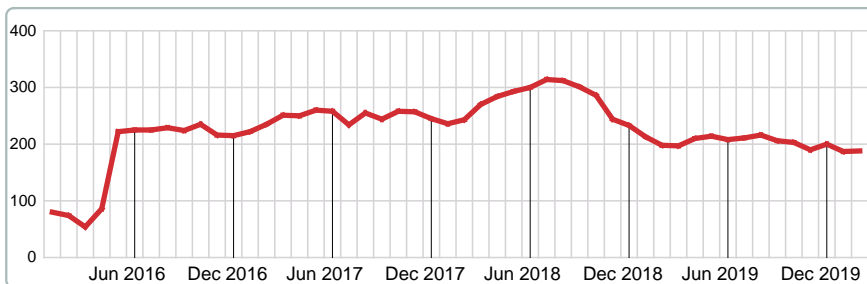
END OF FEBRUARY



ACTIVE DURING FEBRUARY

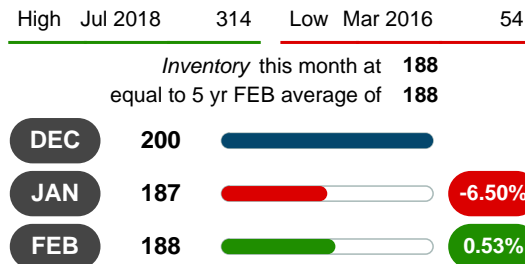


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	8.51%	86.0	13	2	1	0
\$40,001 - \$60,000	23	12.23%	123.0	18	5	0	0
\$60,001 - \$80,000	22	11.70%	67.0	6	14	1	1
\$80,001 - \$160,000	57	30.32%	60.0	8	40	7	2
\$160,001 - \$210,000	23	12.23%	53.0	1	13	8	1
\$210,001 - \$310,000	28	14.89%	41.5	2	14	9	3
\$310,001 and up	19	10.11%	37.0	2	9	7	1
Total Active Inventory by Units	188			50	97	33	8
Total Active Inventory by Volume	30,225,350	100%	63.5	4.15M	15.24M	8.26M	2.58M
Median Active Inventory Listing Price	\$119,750			\$55,000	\$129,000	\$209,000	\$204,800

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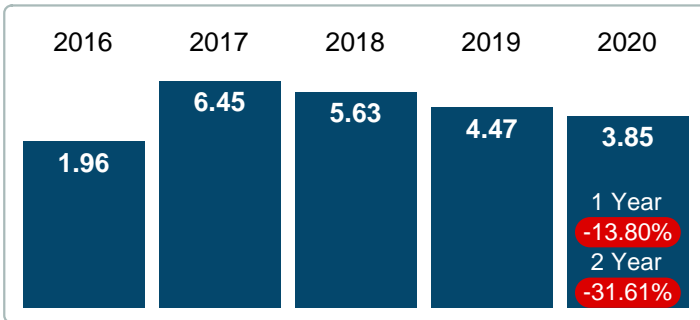
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



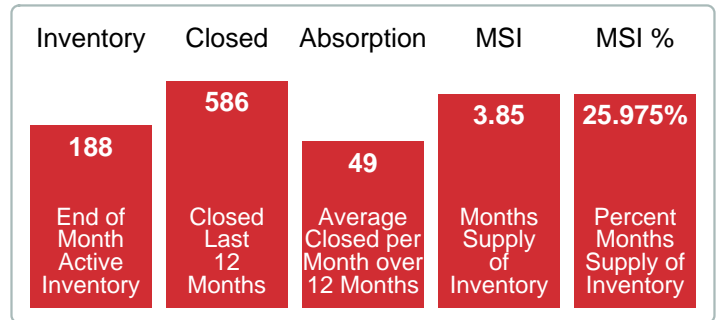
MONTHS SUPPLY of INVENTORY (MSI)

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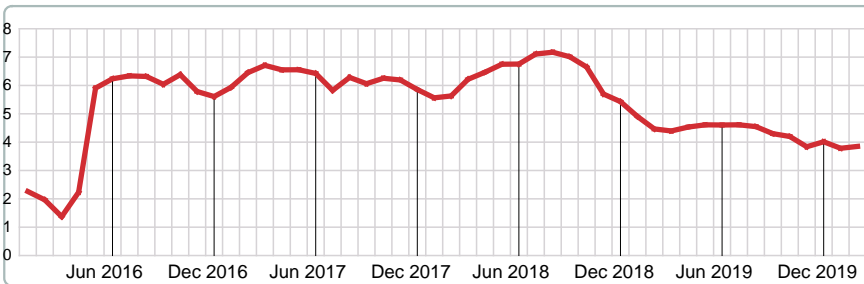
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.47

High Aug 2018 7.17 Low Mar 2016 1.37

Months Supply this month at **3.85**
below the 5 yr FEB average of **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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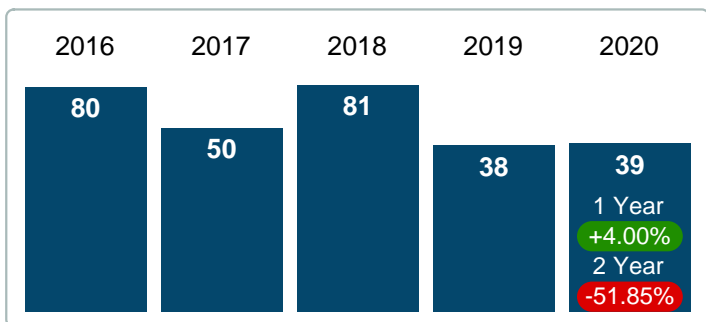
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



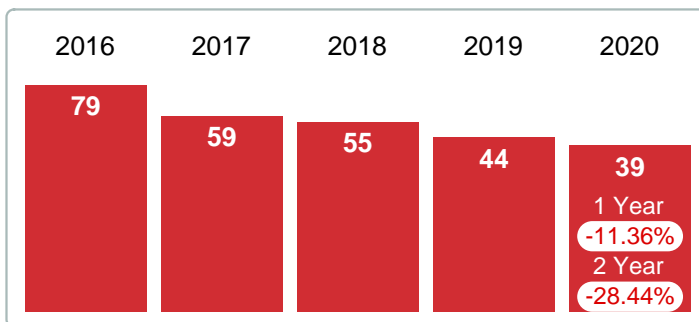
MEDIAN DAYS ON MARKET TO SALE

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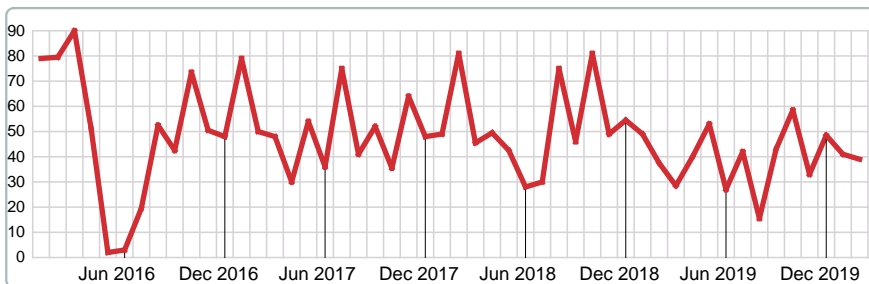
FEBRUARY



YEAR TO DATE (YTD)

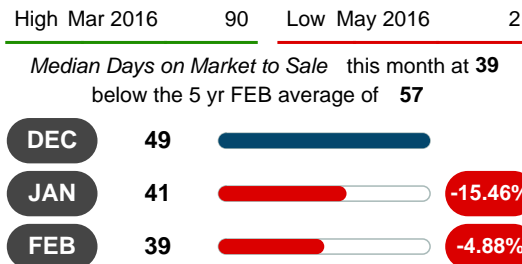


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57



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	2.86%	129	129	0	0	0
\$30,001 - \$50,000	17.14%	30	76	13	0	0
\$50,001 - \$70,000	17.14%	10	2	17	0	0
\$70,001 - \$130,000	22.86%	45	4	50	174	0
\$130,001 - \$160,000	14.29%	97	0	7	130	0
\$160,001 - \$270,000	17.14%	22	0	15	76	0
\$270,001 and up	8.57%	72	0	134	69	0
Median Closed DOM		39	22	21	87	0
Total Closed Units	100%	39.0	10	19	6	
Total Closed Volume		4,326,250	583.75K	2.57M	1.17M	0.00B

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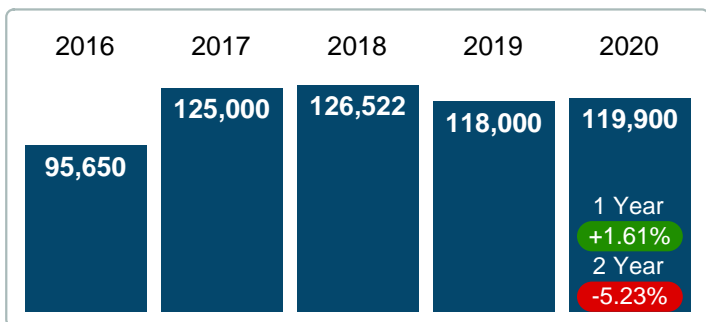
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



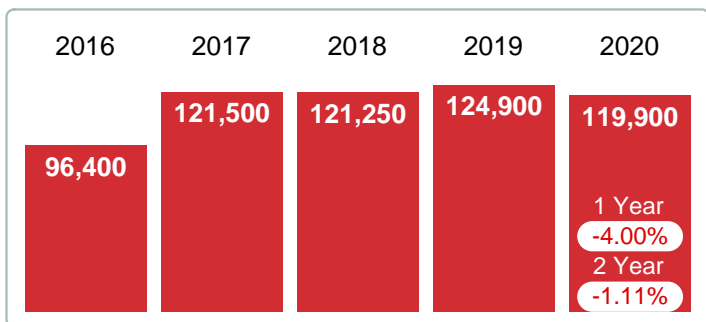
MEDIAN LIST PRICE AT CLOSING

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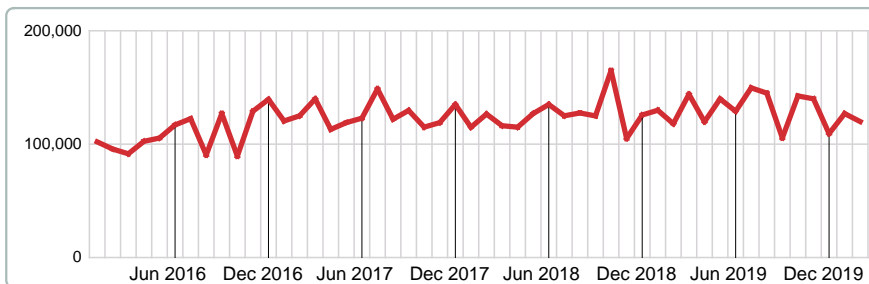
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

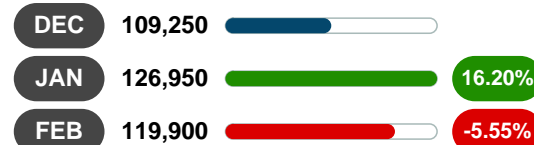


3 MONTHS

5 year FEB AVG = 117,014

High Oct 2018 164,900 Low Oct 2016 89,450

Median List Price at Closing this month at **119,900**
above the 5 yr FEB average of **117,014**



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	2.86%	29,900	29,900	0	0	0
\$30,001 - \$50,000	14.29%	44,000	45,000	41,950	0	0
\$50,001 - \$70,000	17.14%	59,950	59,900	64,000	0	0
\$70,001 - \$130,000	20.00%	115,000	99,500	117,000	0	0
\$130,001 - \$160,000	20.00%	144,900	0	136,950	159,000	0
\$160,001 - \$270,000	14.29%	190,000	0	196,500	187,000	0
\$270,001 and up	11.43%	290,500	0	287,000	315,750	0
Median List Price		119,900	57,450	132,500	173,000	0
Total Closed Units	100%	119,900	10	19	6	
Total Closed Volume		4,563,900	636.10K	2.65M	1.28M	0.00B

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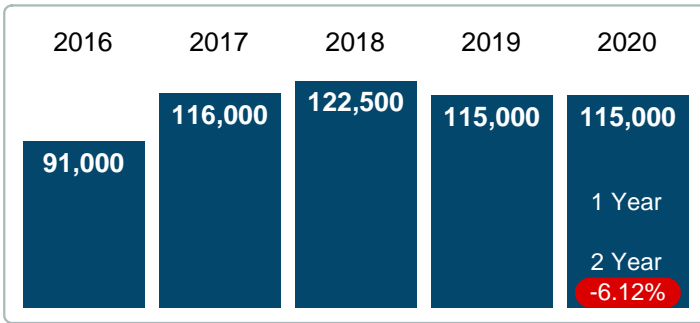
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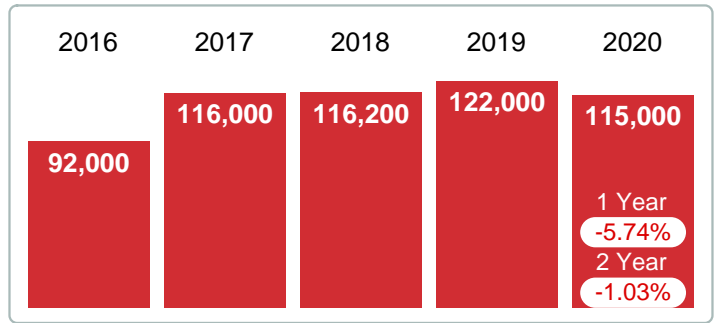
MEDIAN SOLD PRICE AT CLOSING

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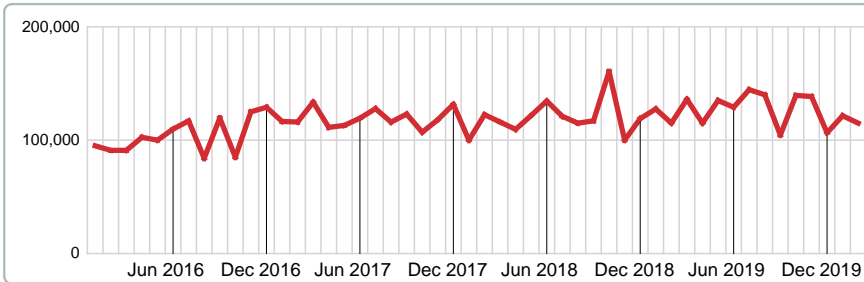
FEBRUARY



YEAR TO DATE (YTD)

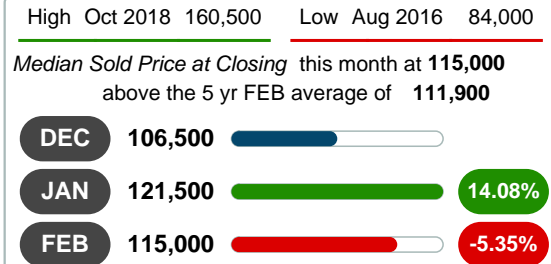


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 111,900



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	1	2.86%	25,000	25,000	0	0	0
\$30,001 - \$50,000	6	17.14%	38,000	37,000	39,000	0	0
\$50,001 - \$70,000	6	17.14%	60,000	59,950	61,000	0	0
\$70,001 - \$130,000	8	22.86%	115,000	93,000	117,750	112,500	0
\$130,001 - \$160,000	5	14.29%	144,000	0	138,500	144,500	0
\$160,001 - \$270,000	6	17.14%	195,000	0	203,000	168,000	0
\$270,001 and up	3	8.57%	290,000	0	290,000	301,000	0
Median Sold Price			115,000	53,450	130,000	156,500	0
Total Closed Units		100%	35	10	19	6	
Total Closed Volume			4,326,250	583.75K	2.57M	1.17M	0.00B

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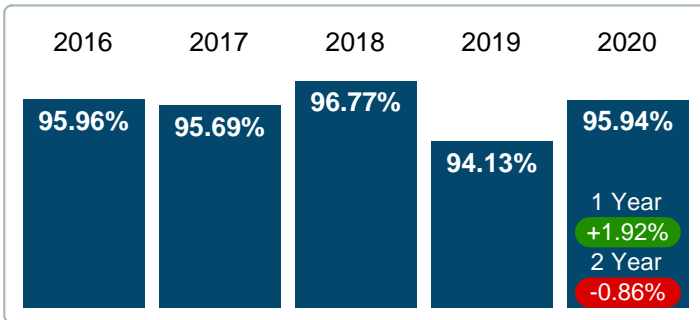
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



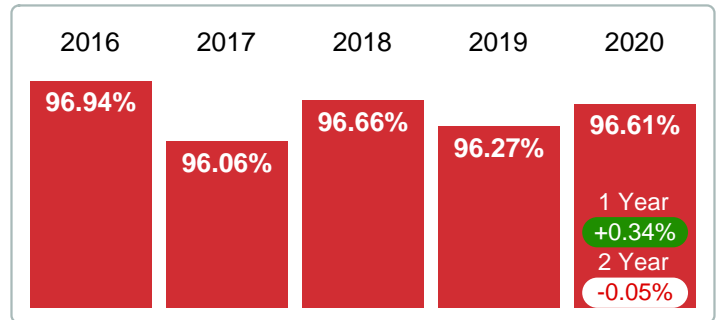
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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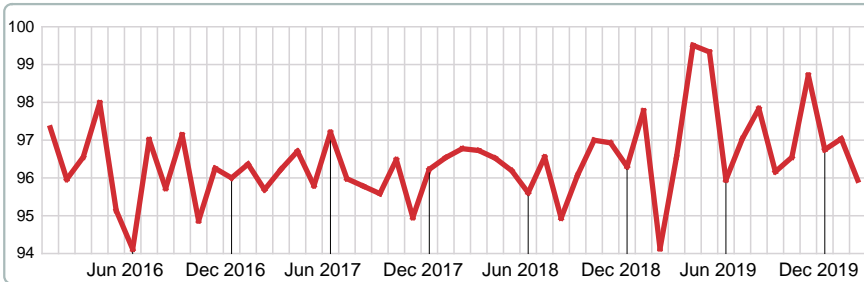
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

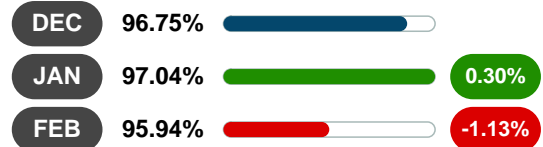


3 MONTHS

5 year FEB AVG = 95.70%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **95.94%**
equal to 5 yr FEB average of **95.70%**



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	1	2.86%	83.61%	83.61%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	6	17.14%	86.25%	78.91%	92.84%	0.00%	0.00%
\$50,001 - \$70,000	6	17.14%	96.34%	100.00%	91.46%	0.00%	0.00%
\$70,001 - \$130,000	8	22.86%	96.70%	95.91%	98.74%	70.75%	0.00%
\$130,001 - \$160,000	5	14.29%	99.72%	0.00%	102.30%	95.29%	0.00%
\$160,001 - \$270,000	6	17.14%	97.53%	0.00%	98.18%	89.84%	0.00%
\$270,001 and up	3	8.57%	96.99%	0.00%	96.99%	95.61%	0.00%
Median Sold/List Ratio		95.94%		94.21%	96.99%	92.09%	0.00%
Total Closed Units		35	100%	95.94%	10	19	6
Total Closed Volume		4,326,250			583.75K	2.57M	1.17M

February 2020



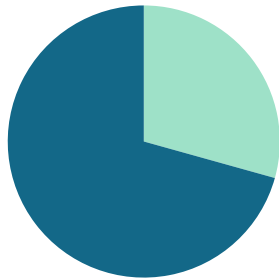
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

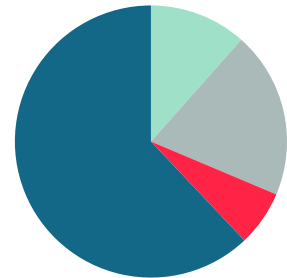


Inventory
 New Listings
78 = 29.32%
 Start Inventory
188
 Total Inventory Units
266
 Volume
\$44,329,240

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%
Median List Price	118,000	119,900	1.61%	124,900	119,900	-4.00%
Median Sale Price	115,000	115,000	0.00%	122,000	115,000	-5.74%
Median Percent of Selling Price to List Price	94.13%	95.94%	1.92%	96.27%	96.61%	0.34%
Median Days on Market to Sale	37.50	39.00	4.00%	44.00	39.00	-11.36%
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%

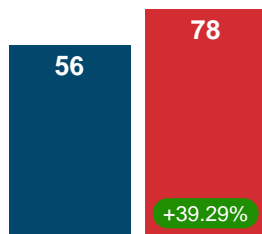
Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on February 29, 2020 = **188** 2019 2020

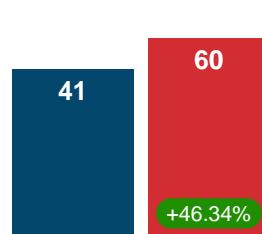
FEBRUARY MARKET

MEDIAN PRICES

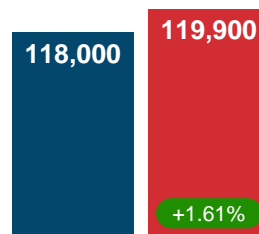
New Listings



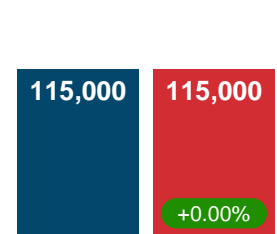
Pending Listings



List Price



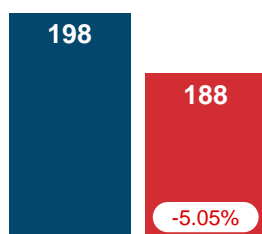
Sale Price



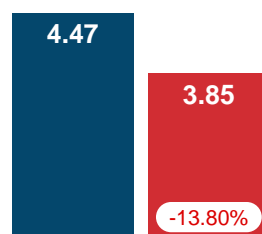
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

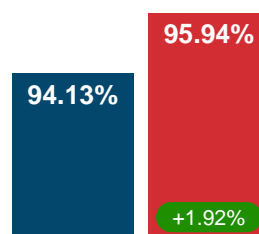
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

