

January 2020



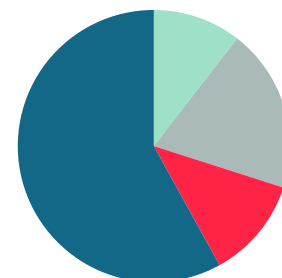
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	39	34	-12.82%
Pending Listings	46	63	36.96%
New Listings	76	86	13.16%
Average List Price	145,577	181,529	24.70%
Average Sale Price	139,223	175,309	25.92%
Average Percent of Selling Price to List Price	93.89%	93.32%	-0.61%
Average Days on Market to Sale	67.69	57.41	-15.19%
End of Month Inventory	213	188	-11.74%
Months Supply of Inventory	4.91	3.80	-22.45%



■ Closed (10.49%)
■ Pending (19.44%)
■ Other OffMarket (12.04%)
■ Active (58.02%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of January 31, 2020 = **188**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **11.74%** 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 **3.80** 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 **25.92%** in January 2020 to \$175,309 versus the previous year at \$139,223.

Average Days on Market Shortens

The average number of **57.41** days that homes spent on the market before selling decreased by 10.28 days or **15.19%** in January 2020 compared to last year's same month at **67.69** DOM.

Sales Success for January 2020 is Positive

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

There were 86 New Listings in January 2020, up **13.16%** from last year at 76. Furthermore, there were 34 Closed Listings this month versus last year at 39, a **-12.82%** decrease.

Closed versus Listed trends yielded a **39.5%** ratio, down from previous year's, January 2019, at **51.3%**, a **22.96%** 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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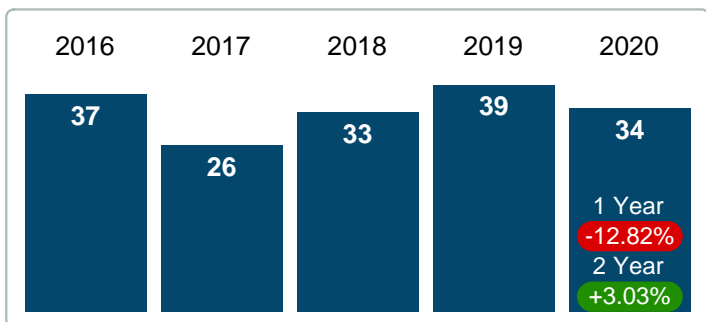
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



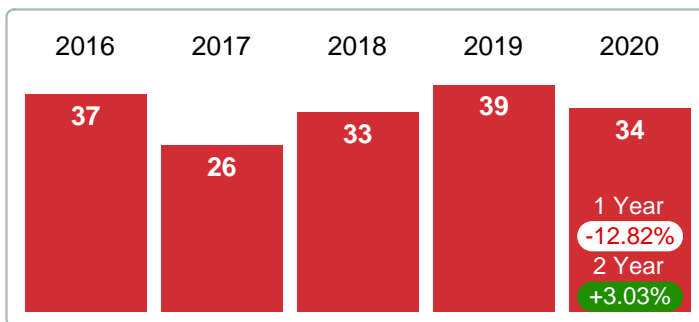
CLOSED LISTINGS

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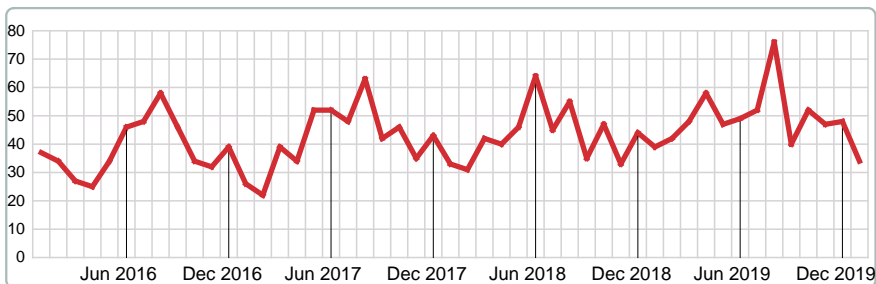
JANUARY



YEAR TO DATE (YTD)

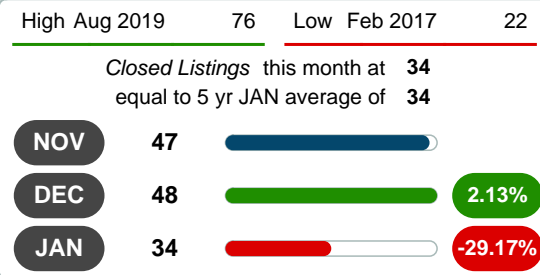


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



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	2	5.88%	110.5	2	0	0	0
\$25,001 - \$50,000	3	8.82%	40.0	0	3	0	0
\$50,001 - \$75,000	5	14.71%	21.4	1	3	0	1
\$75,001 - \$125,000	7	20.59%	91.0	1	5	1	0
\$125,001 - \$200,000	9	26.47%	48.2	0	7	2	0
\$200,001 - \$325,000	3	8.82%	22.3	0	2	0	1
\$325,001 and up	5	14.71%	73.2	0	2	2	1
Total Closed Units	34			4	22	5	3
Total Closed Volume	5,960,500	100%	57.4	210.70K	3.01M	1.05M	1.69M
Average Closed Price	\$175,309			\$52,675	\$136,791	\$209,280	\$564,667

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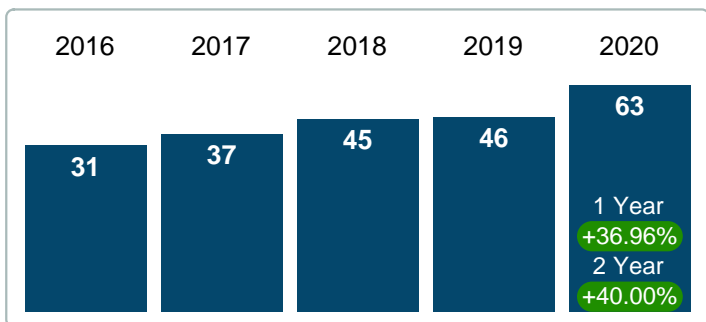
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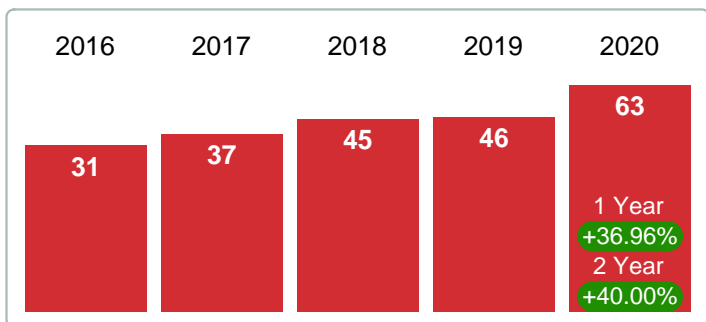
PENDING LISTINGS

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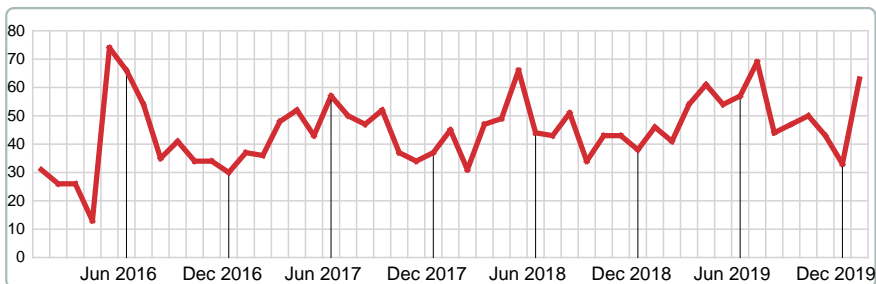
JANUARY



YEAR TO DATE (YTD)

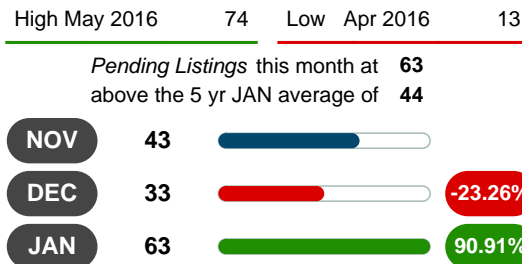


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	8	12.70%	56.1	5	3	0	0
\$50,001 - \$125,000	16	25.40%	60.8	5	10	1	0
\$125,001 - \$150,000	9	14.29%	71.7	0	6	3	0
\$150,001 - \$225,000	15	23.81%	60.4	0	10	4	1
\$225,001 - \$275,000	5	7.94%	53.6	1	2	1	1
\$275,001 and up	10	15.87%	46.6	0	4	5	1
Total Pending Units	63			11	35	14	3
Total Pending Volume	11,102,700	100%	60.7	790.20K	5.28M	3.31M	1.72M
Average Listing Price	\$174,820			\$71,836	\$150,806	\$236,736	\$573,333

January 2020



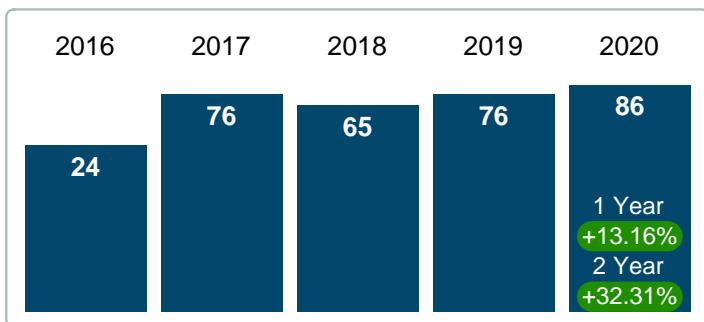
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



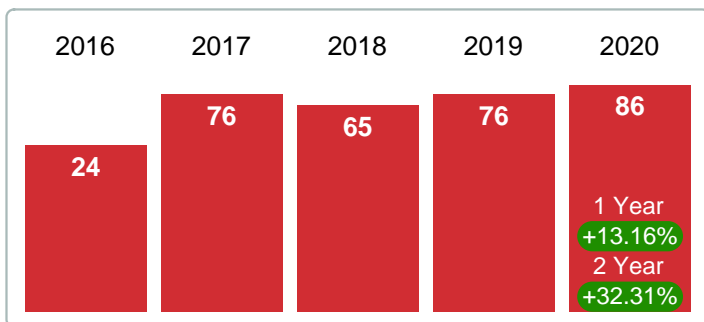
NEW LISTINGS

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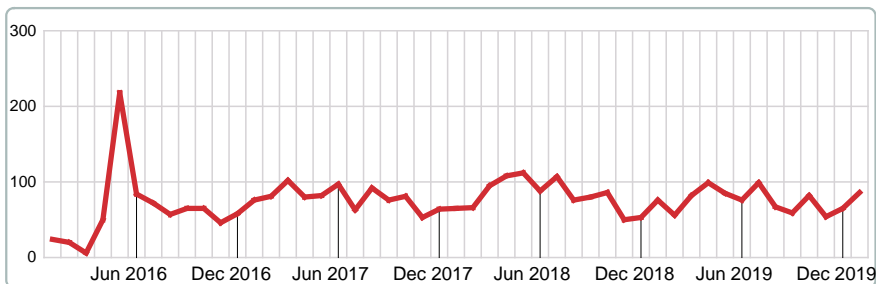
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65

High May 2016 218 Low Mar 2016 6

New Listings this month at **86**
above the 5 yr JAN average of **65**

- NOV 54
- DEC 65 (20.37% above avg)
- JAN 86 (32.31% above avg)

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	0	0.00%	0	0	0	0
\$25,001 - \$50,000	9	10.47%	6	2	1	0
\$50,001 - \$75,000	13	15.12%	4	7	2	0
\$75,001 - \$150,000	23	26.74%	4	17	2	0
\$150,001 - \$225,000	19	22.09%	0	14	4	1
\$225,001 - \$275,000	9	10.47%	2	4	3	0
\$275,001 and up	13	15.12%	0	4	7	2
Total New Listed Units	86		16	48	19	3
Total New Listed Volume	15,652,040	100%	1.29M	7.76M	4.84M	1.77M
Average New Listed Listing Price	\$180,177		\$80,469	\$161,649	\$254,547	\$589,667

January 2020



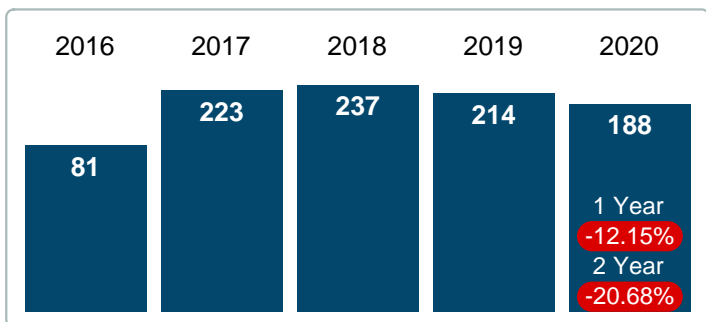
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



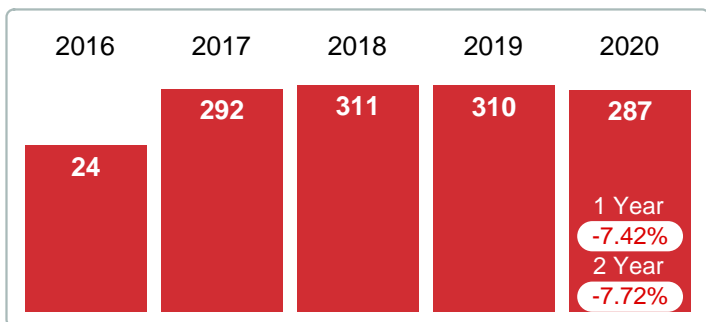
ACTIVE INVENTORY

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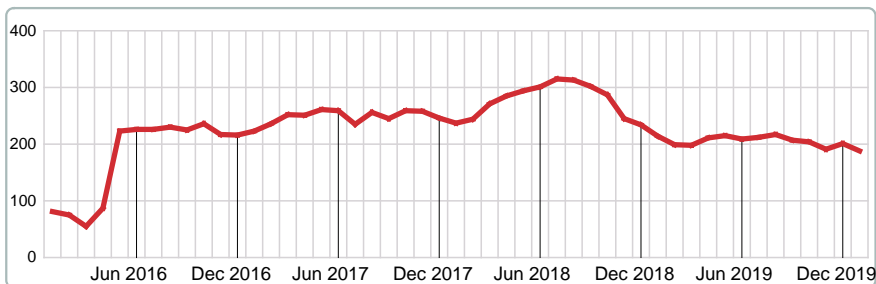
END OF JANUARY



ACTIVE DURING JANUARY

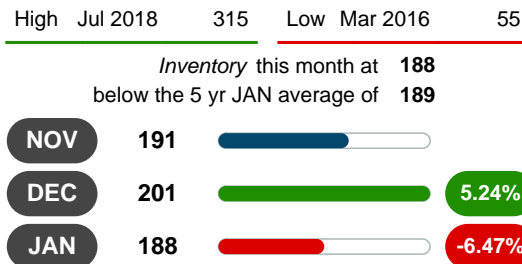


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 189



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%	89.5	1	1	0	0
\$25,001 - \$50,000	24	12.77%	96.0	19	4	1	0
\$50,001 - \$75,000	23	12.23%	73.9	11	9	2	1
\$75,001 - \$150,000	66	35.11%	74.8	12	46	7	1
\$150,001 - \$200,000	25	13.30%	72.4	1	16	8	0
\$200,001 - \$275,000	27	14.36%	58.6	2	15	9	1
\$275,001 and up	21	11.17%	68.5	0	10	9	2
Total Active Inventory by Units	188			46	101	36	5
Total Active Inventory by Volume	29,735,040	100%	74.2	3.22M	16.13M	8.36M	2.04M
Average Active Inventory Listing Price	\$158,165			\$69,930	\$159,673	\$232,089	\$407,220

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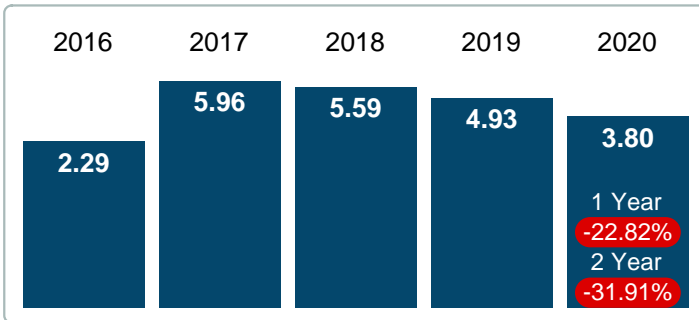
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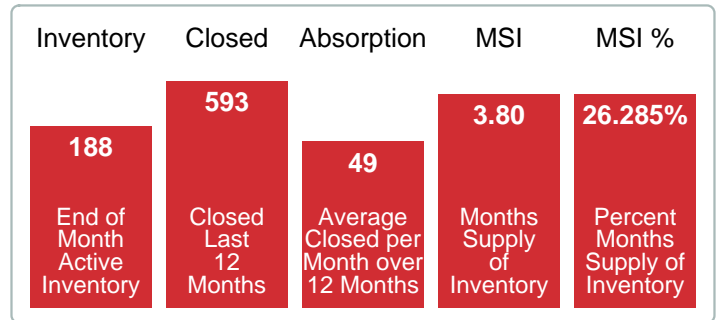
MONTHS SUPPLY of INVENTORY (MSI)

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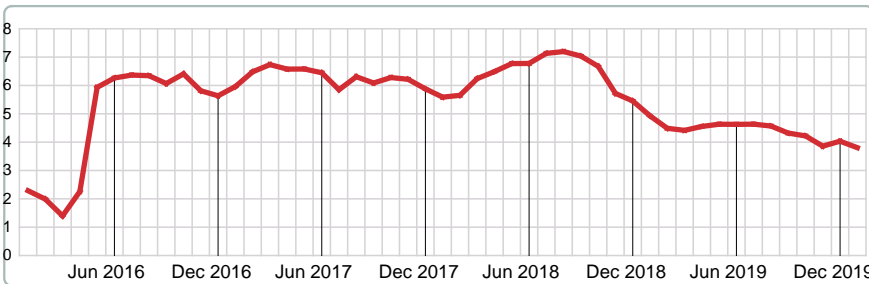
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

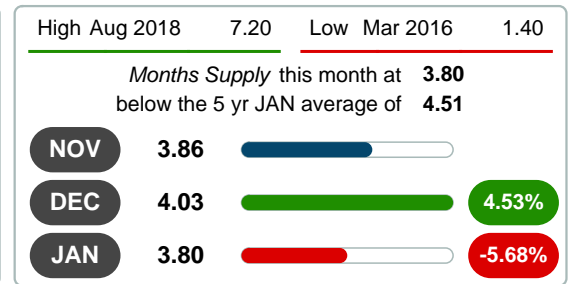


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.51



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	17	9.04%	5.10	6.00	2.57	0.00	0.00
\$40,001 - \$60,000	21	11.17%	5.36	12.00	1.94	12.00	0.00
\$60,001 - \$80,000	21	11.17%	3.60	3.27	3.63	3.00	12.00
\$80,001 - \$150,000	56	29.79%	3.22	3.86	3.04	3.23	12.00
\$150,001 - \$210,000	30	15.96%	2.98	2.00	2.37	6.29	0.00
\$210,001 - \$290,000	24	12.77%	4.36	0.00	4.42	3.65	2.40
\$290,001 and up	19	10.11%	5.70	0.00	7.20	5.33	3.43
Market Supply of Inventory (MSI)			3.80	5.69	3.14	4.65	3.53
Total Active Inventory by Units		100%	3.80	46	101	36	5

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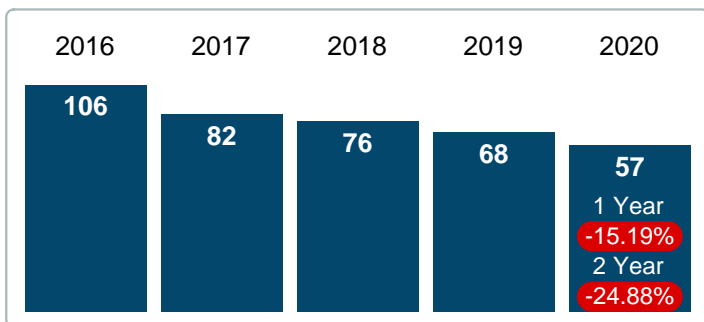
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



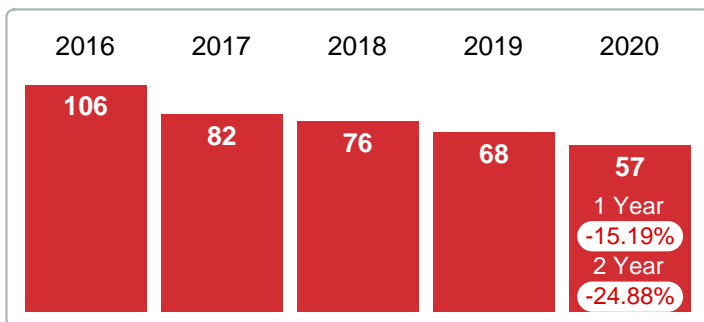
AVERAGE DAYS ON MARKET TO SALE

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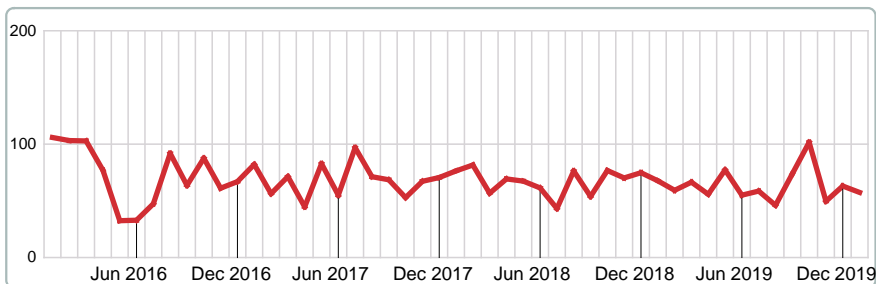
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

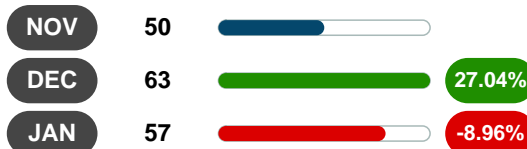


3 MONTHS

5 year JAN AVG = 78

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 57 below the 5 yr JAN average of 78



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	5.88%	111	111	0	0	0
\$25,001 - \$50,000	8.82%	40	0	40	0	0
\$50,001 - \$75,000	14.71%	21	53	11	0	20
\$75,001 - \$125,000	20.59%	91	215	56	140	0
\$125,001 - \$200,000	26.47%	48	0	49	45	0
\$200,001 - \$325,000	8.82%	22	0	29	0	10
\$325,001 and up	14.71%	73	0	69	113	3
Average Closed DOM		57	122	44	91	11
Total Closed Units	100%	57	4	22	5	3
Total Closed Volume		5,960,500	210.70K	3.01M	1.05M	1.69M

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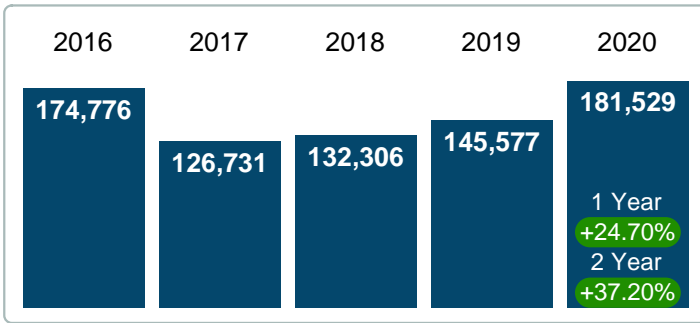
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



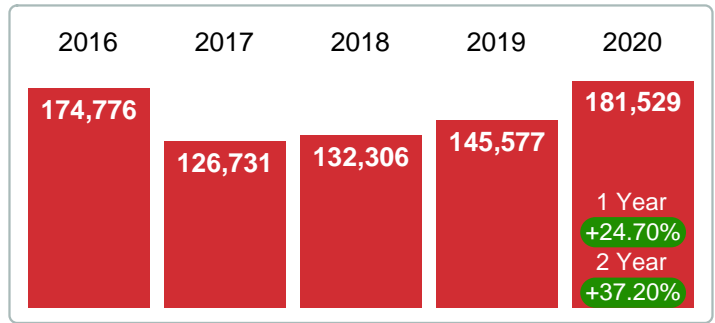
AVERAGE LIST PRICE AT CLOSING

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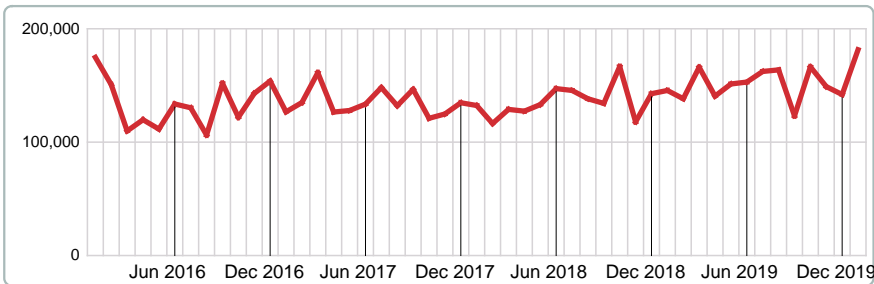
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 152,184

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

Average List Price at Closing this month at **181,529**
above the 5 yr JAN average of **152,184**

NOV	149,000	
DEC	141,994	-4.70%
JAN	181,529	27.84%

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	0	0.00%	0	27,500	0	0		
\$25,001 - \$50,000	4	11.76%	38,475	0	52,933	0		
\$50,001 - \$75,000	6	17.65%	68,300	67,500	69,167	0		
\$75,001 - \$125,000	7	20.59%	96,257	119,000	93,960	85,000		
\$125,001 - \$200,000	9	26.47%	159,733	0	163,257	147,400		
\$200,001 - \$325,000	3	8.82%	268,800	0	245,750	0		
\$325,001 and up	5	14.71%	538,100	0	349,500	345,750		
Average List Price		181,529		60,375	144,064	214,260	563,267	
Total Closed Units		34	100%	181,529	4	22	5	3
Total Closed Volume		6,172,000			241.50K	3.17M	1.07M	1.69M

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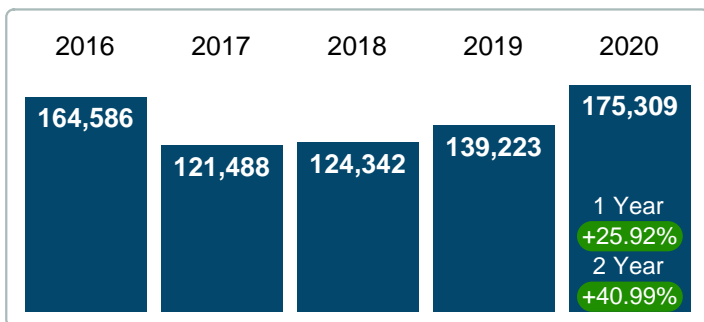
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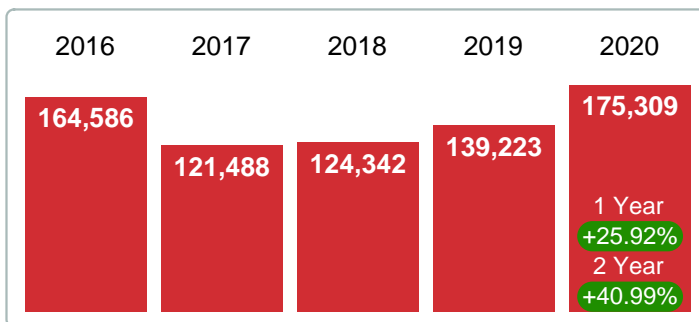
AVERAGE SOLD PRICE AT CLOSING

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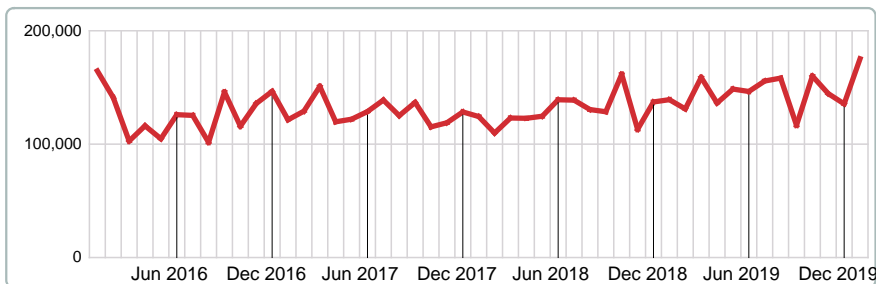
JANUARY



YEAR TO DATE (YTD)

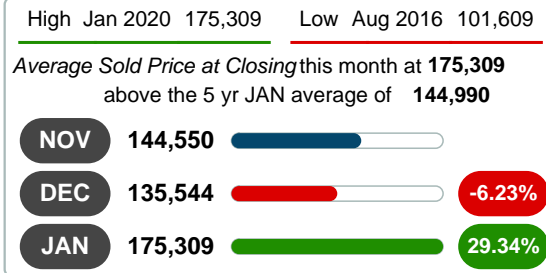


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 144,990



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	5.88%	18,350	18,350	0	0	0
\$25,001 - \$50,000	8.82%	40,667	0	40,667	0	0
\$50,001 - \$75,000	14.71%	69,400	69,000	68,000	0	74,000
\$75,001 - \$125,000	20.59%	92,129	105,000	92,180	79,000	0
\$125,001 - \$200,000	26.47%	150,933	0	153,071	143,450	0
\$200,001 - \$325,000	8.82%	266,333	0	239,500	0	320,000
\$325,001 and up	14.71%	530,500	0	336,000	340,250	1,300,000
Average Sold Price		175,309	52,675	136,791	209,280	564,667
Total Closed Units	100%	175,309	4	22	5	3
Total Closed Volume		5,960,500	210.70K	3.01M	1.05M	1.69M

January 2020



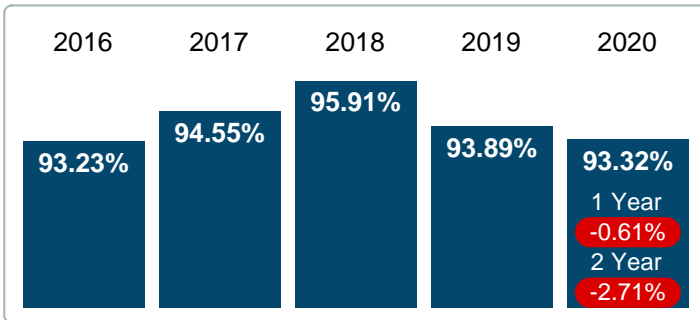
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



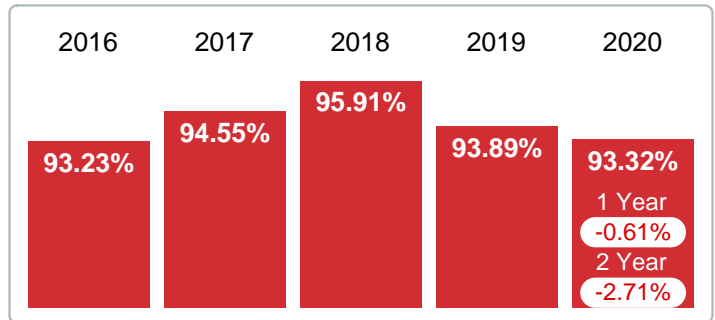
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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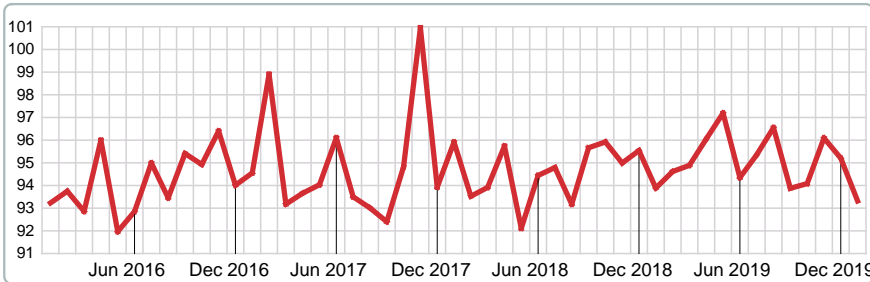
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

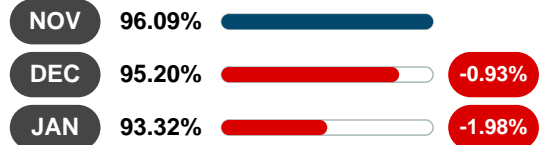


3 MONTHS

5 year JAN AVG = 94.18%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **93.32%**
below the 5 yr JAN average of **94.18%**



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	2	5.88%	68.19%	68.19%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	3	8.82%	76.29%	0.00%	76.29%	0.00%	0.00%
\$50,001 - \$75,000	5	14.71%	99.19%	102.22%	98.31%	0.00%	98.80%
\$75,001 - \$125,000	7	20.59%	96.00%	88.24%	98.17%	92.94%	0.00%
\$125,001 - \$200,000	9	26.47%	94.80%	0.00%	94.04%	97.45%	0.00%
\$200,001 - \$325,000	3	8.82%	99.06%	0.00%	97.79%	0.00%	101.62%
\$325,001 and up	5	14.71%	97.85%	0.00%	96.17%	98.44%	100.00%
Average Sold/List Ratio		93.30%		81.71%	93.67%	96.95%	100.14%
Total Closed Units		34	100%	4	22	5	3
Total Closed Volume		5,960,500		210.70K	3.01M	1.05M	1.69M

January 2020



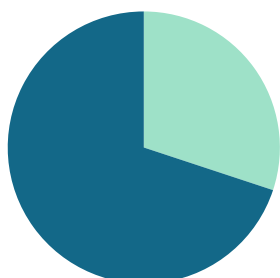
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

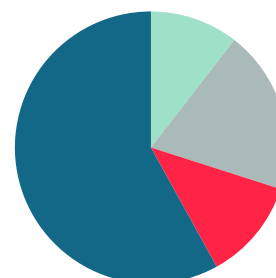


Inventory
 New Listings **86 = 30.07%**
 Start Inventory **200**
 Total Inventory Units **286**
 Volume **\$48,877,540**

Market Activity

Closed Sales **34 = 10.49%**
 Pending Sales **63 = 19.44%**
 Other Off Market **39 = 12.04%**
 Active Inventory **188 = 58.02%**

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	39	34	-12.82%	39	34	-12.82%
Pending Sales	46	63	36.96%	46	63	36.96%
New Listings	76	86	13.16%	76	86	13.16%
Average List Price	145,577	181,529	24.70%	145,577	181,529	24.70%
Average Sale Price	139,223	175,309	25.92%	139,223	175,309	25.92%
Average Percent of Selling Price to List Price	93.89%	93.32%	-0.61%	93.89%	93.32%	-0.61%
Average Days on Market to Sale	67.69	57.41	-15.19%	67.69	57.41	-15.19%
Monthly Inventory	213	188	-11.74%	213	188	-11.74%
Months Supply of Inventory	4.91	3.80	-22.45%	4.91	3.80	-22.45%

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

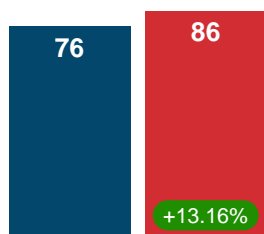
Inventory on January 31, 2020 = **188**

2019 **2020**

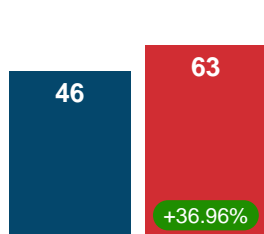
JANUARY MARKET

AVERAGE PRICES

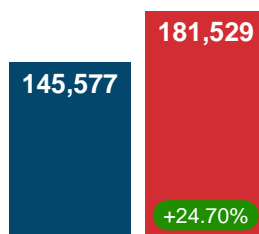
New Listings



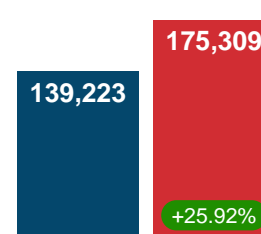
Pending Listings



List Price



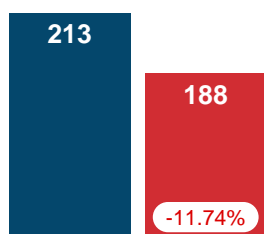
Sale Price



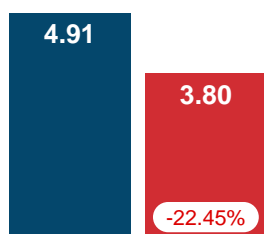
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

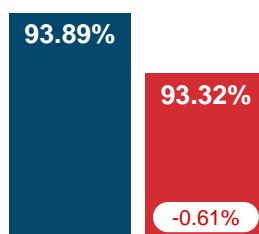
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

