

# January 2020



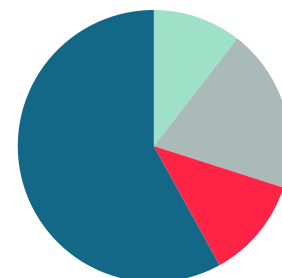
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## 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%
Median List Price	129,900	126,950	-2.27%
Median Sale Price	127,500	121,500	-4.71%
Median Percent of Selling Price to List Price	97.78%	97.04%	-0.76%
Median Days on Market to Sale	49.00	41.00	-16.33%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.71%** in January 2020 to \$121,500 versus the previous year at \$127,500.

#### Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 8.00 days or **16.33%** in January 2020 compared to last year's same month at **49.00** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Median Prices falling 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.

### 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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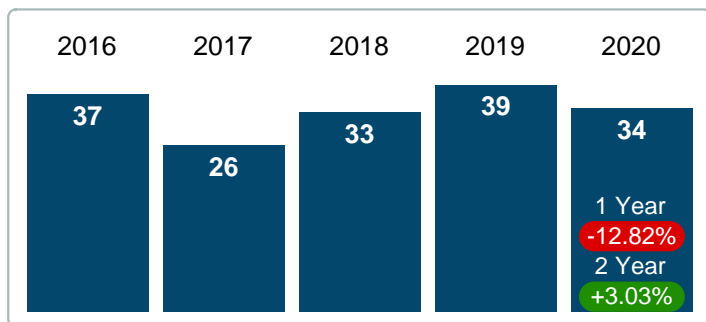
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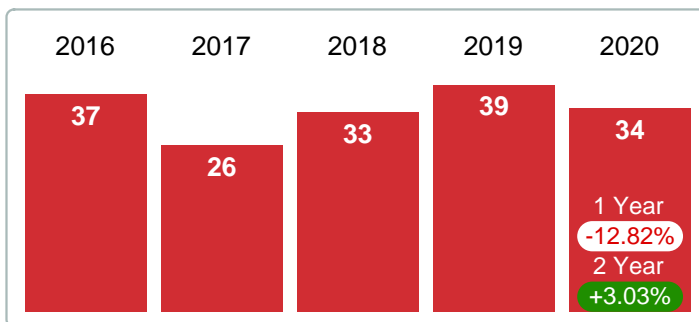
## CLOSED LISTINGS

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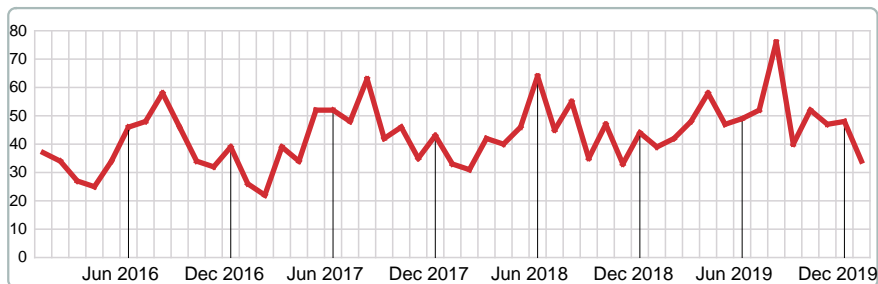
### JANUARY



### YEAR TO DATE (YTD)

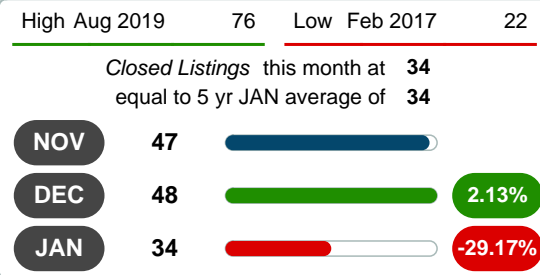


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	8.82%	95.0	2	1	0	0
\$40,001 - \$60,000	2	5.88%	24.0	0	2	0	0
\$60,001 - \$80,000	7	20.59%	20.0	1	4	1	1
\$80,001 - \$140,000	8	23.53%	48.5	1	6	1	0
\$140,001 - \$200,000	6	17.65%	36.0	0	5	1	0
\$200,001 - \$330,000	3	8.82%	10.0	0	2	0	1
\$330,001 and up	5	14.71%	45.0	0	2	2	1
<b>Total Closed Units</b>	<b>34</b>			<b>4</b>	<b>22</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>5,960,500</b>	<b>100%</b>	<b>41.0</b>	<b>210.70K</b>	<b>3.01M</b>	<b>1.05M</b>	<b>1.69M</b>
<b>Median Closed Price</b>	<b>\$121,500</b>			<b>\$46,850</b>	<b>\$121,500</b>	<b>\$147,000</b>	<b>\$320,000</b>

# January 2020



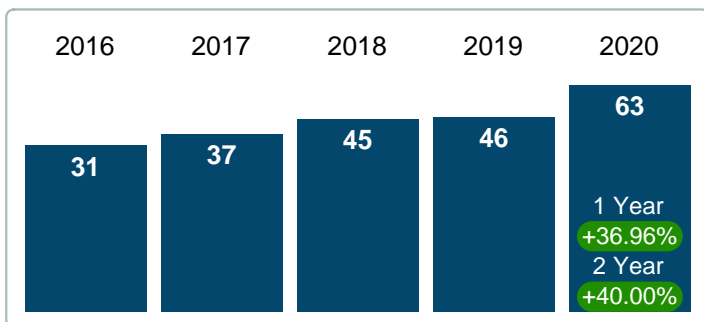
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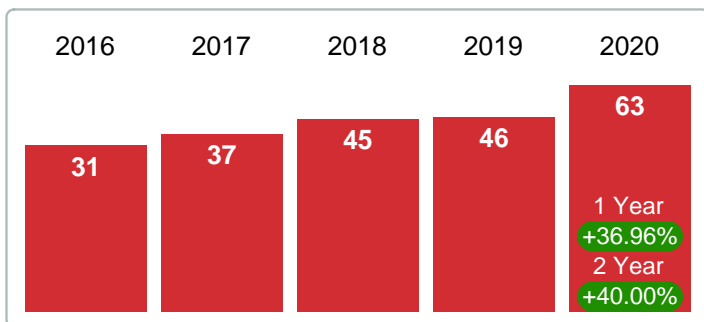
## PENDING LISTINGS

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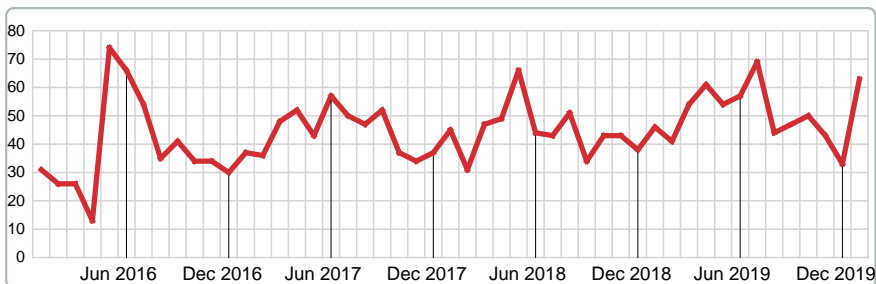
### JANUARY



### YEAR TO DATE (YTD)

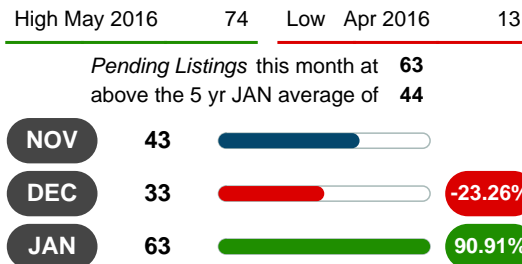


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 44



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.94%	26.0	4	1	0	0
\$40,001 - \$70,000	10	15.87%	9.5	4	6	0	0
\$70,001 - \$120,000	8	12.70%	12.5	2	6	0	0
\$120,001 - \$160,000	14	22.22%	84.5	0	9	5	0
\$160,001 - \$230,000	11	17.46%	31.0	0	7	3	1
\$230,001 - \$290,000	8	12.70%	47.0	1	4	2	1
\$290,001 and up	7	11.11%	40.0	0	2	4	1
<b>Total Pending Units</b>	<b>63</b>			<b>11</b>	<b>35</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>11,102,700</b>	<b>100%</b>	<b>31.0</b>	<b>790.20K</b>	<b>5.28M</b>	<b>3.31M</b>	<b>1.72M</b>
<b>Median Listing Price</b>	<b>\$149,000</b>			<b>\$52,000</b>	<b>\$149,000</b>	<b>\$223,000</b>	<b>\$250,000</b>

# January 2020



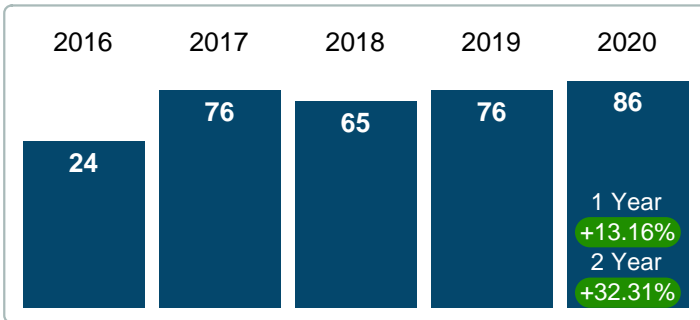
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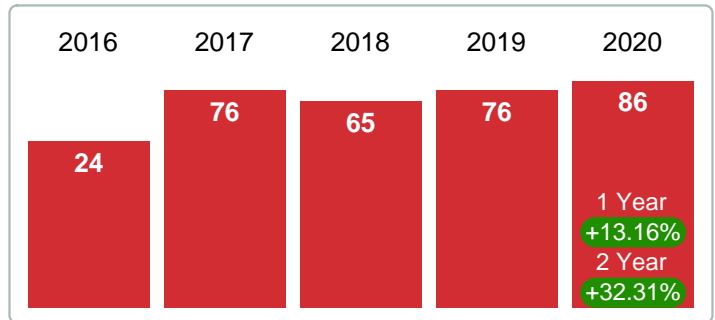
## NEW LISTINGS

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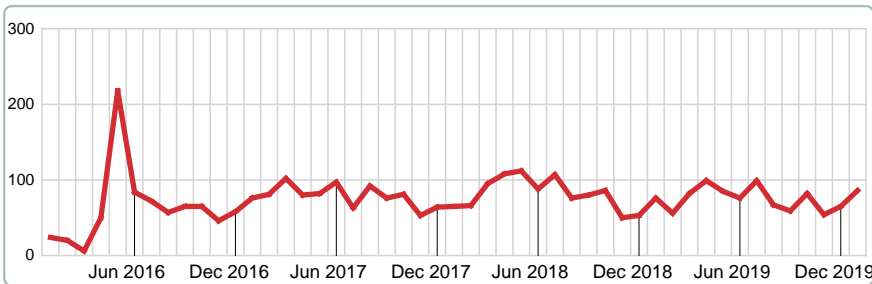
### JANUARY



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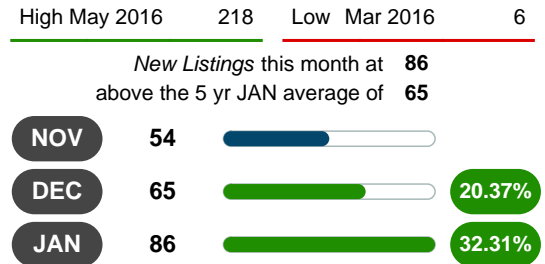


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 65



### 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	6	6.98%	5	0	1	0
\$40,001 - \$60,000	8	9.30%	4	3	1	0
\$60,001 - \$90,000	19	22.09%	5	12	2	0
\$90,001 - \$170,000	20	23.26%	0	17	2	1
\$170,001 - \$240,000	14	16.28%	1	9	4	0
\$240,001 - \$290,000	9	10.47%	1	4	4	0
\$290,001 and up	10	11.63%	0	3	5	2
<b>Total New Listed Units</b>	<b>86</b>		<b>16</b>	<b>48</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,652,040</b>	<b>100%</b>	<b>1.29M</b>	<b>7.76M</b>	<b>4.84M</b>	<b>1.77M</b>
<b>Median New Listed Listing Price</b>	<b>\$149,450</b>		<b>\$57,450</b>	<b>\$149,450</b>	<b>\$234,500</b>	<b>\$299,000</b>

# January 2020



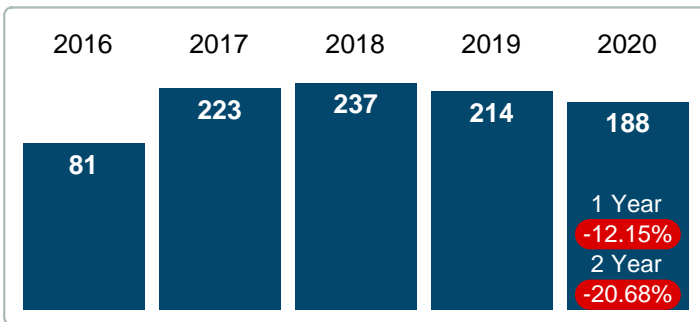
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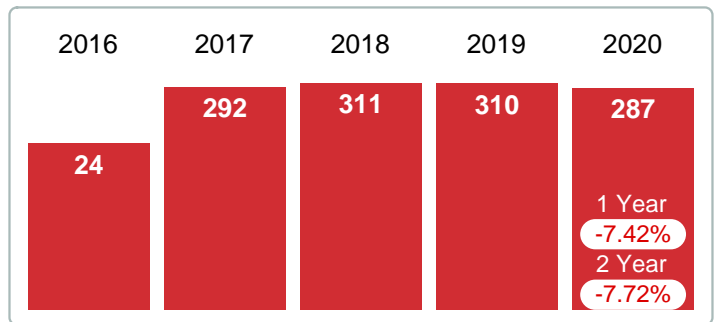
## ACTIVE INVENTORY

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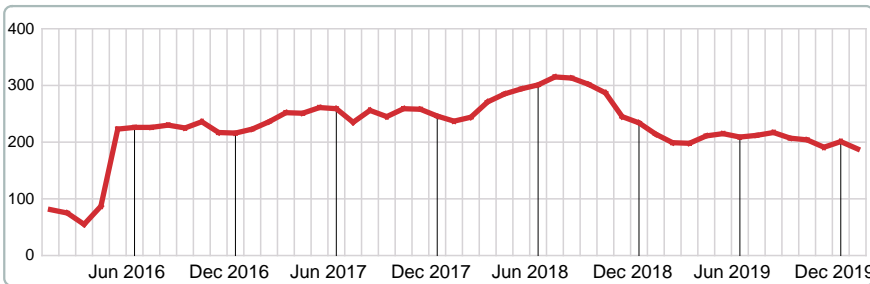
### END OF JANUARY



### ACTIVE DURING JANUARY

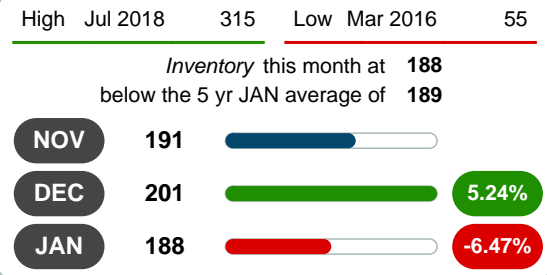


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 189



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$40,000 and less	17	9.04%	58.0	13	3	1	0	
\$40,001 - \$60,000	21	11.17%	94.0	15	5	1	0	
\$60,001 - \$80,000	21	11.17%	70.0	6	13	1	1	
\$80,001 - \$150,000	56	29.79%	57.5	9	39	7	1	
\$150,001 - \$210,000	30	15.96%	55.0	1	18	11	0	
\$210,001 - \$290,000	24	12.77%	47.5	2	14	7	1	
\$290,001 and up	19	10.11%	60.0	0	9	8	2	
Total Active Inventory by Units		188		46	101	36	5	
Total Active Inventory by Volume		29,735,040	100%	60.0	3.22M	16.13M	8.36M	2.04M
Median Active Inventory Listing Price		\$119,500			\$55,000	\$129,850	\$201,500	\$224,600

# January 2020



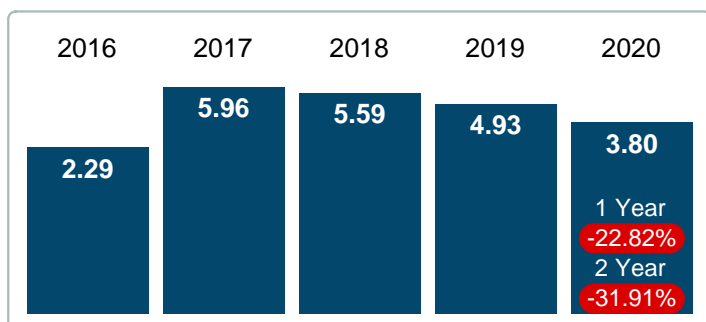
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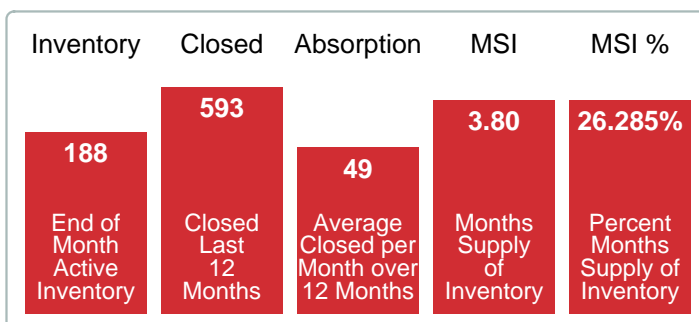
## MONTHS SUPPLY of INVENTORY (MSI)

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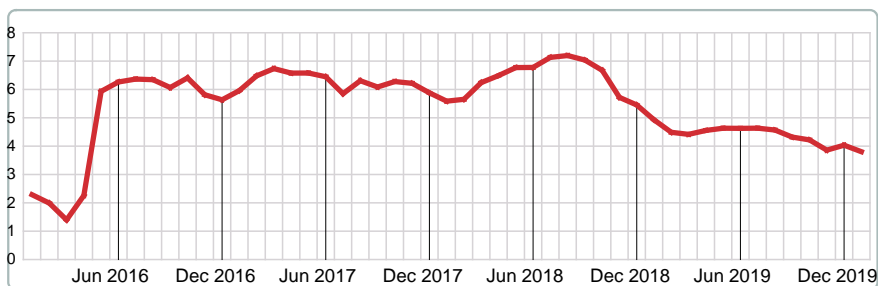
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

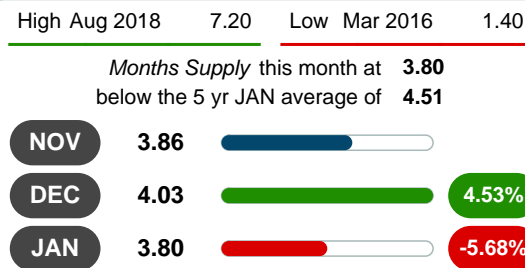


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2020



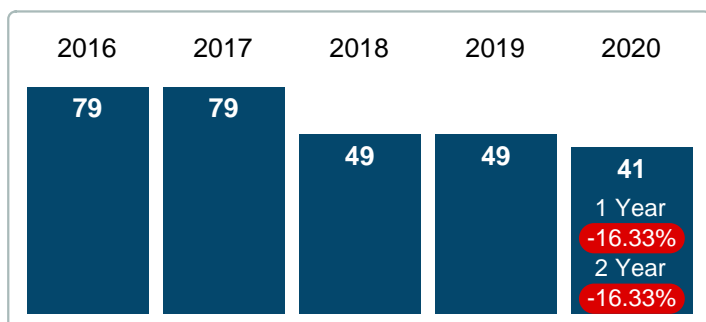
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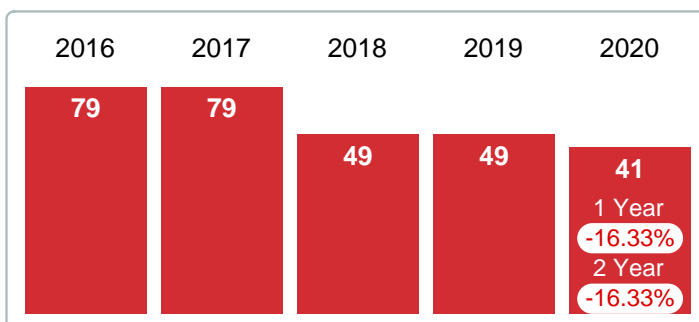
## MEDIAN DAYS ON MARKET TO SALE

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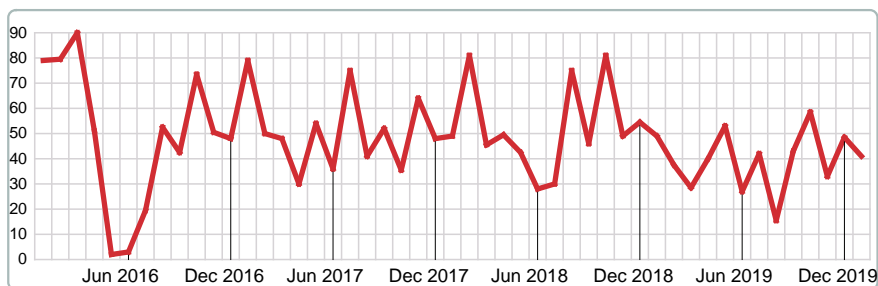
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

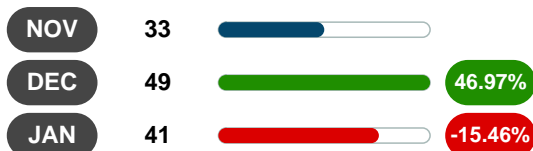


### 3 MONTHS

5 year JAN AVG = 59

High Mar 2016 90 Low May 2016 2

Median Days on Market to Sale this month at 41 below the 5 yr JAN average of 59



### 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
\$40,000 and less	8.82%	95	111	72	0	0
\$40,001 - \$60,000	5.88%	24	0	24	0	0
\$60,001 - \$80,000	20.59%	20	53	17	140	20
\$80,001 - \$140,000	23.53%	49	215	15	77	0
\$140,001 - \$200,000	17.65%	36	0	37	13	0
\$200,001 - \$330,000	8.82%	10	0	29	0	10
\$330,001 and up	14.71%	45	0	69	113	3
Median Closed DOM		41	111	34	77	10
Total Closed Units	100%	34	4	22	5	3
Total Closed Volume		5,960,500	210.70K	3.01M	1.05M	1.69M



# January 2020



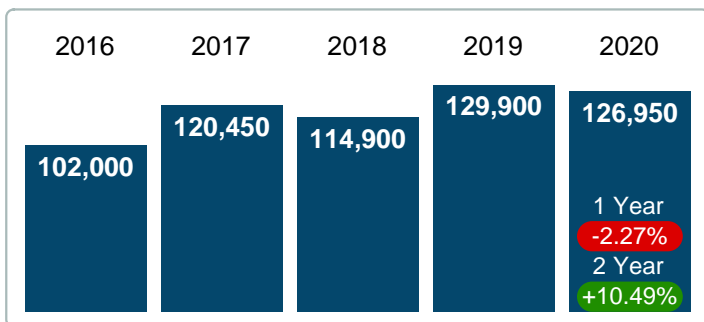
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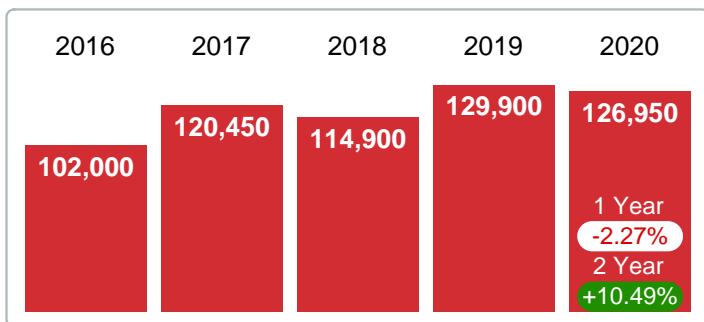
## MEDIAN LIST PRICE AT CLOSING

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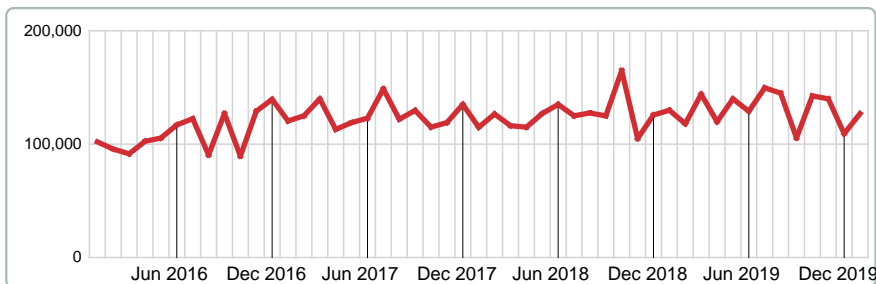
### JANUARY



### YEAR TO DATE (YTD)

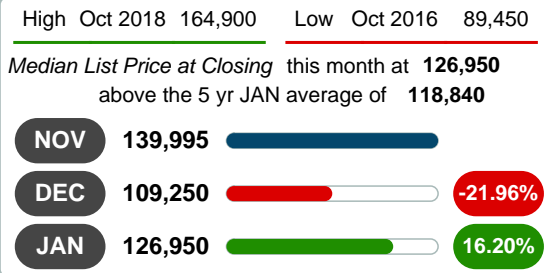


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 118,840



### 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
\$40,000 and less	2	5.88%	27,500	27,500	0	0	0
\$40,001 - \$60,000	3	8.82%	49,900	0	49,900	0	0
\$60,001 - \$80,000	6	17.65%	71,200	67,500	71,250	0	74,900
\$80,001 - \$140,000	9	26.47%	114,900	119,000	107,400	112,450	0
\$140,001 - \$200,000	6	17.65%	169,750	0	174,500	154,900	0
\$200,001 - \$330,000	3	8.82%	282,500	0	245,750	0	314,900
\$330,001 and up	5	14.71%	349,500	0	349,500	345,750	1,300,000
Median List Price			126,950	48,250	124,900	154,900	314,900
Total Closed Units		100%	126,950	4	22	5	3
Total Closed Volume				241.50K	3.17M	1.07M	1.69M



# January 2020



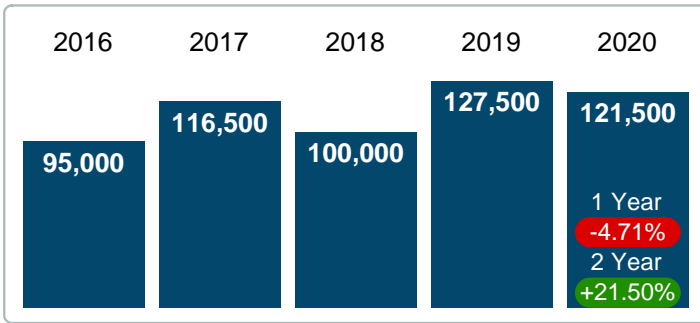
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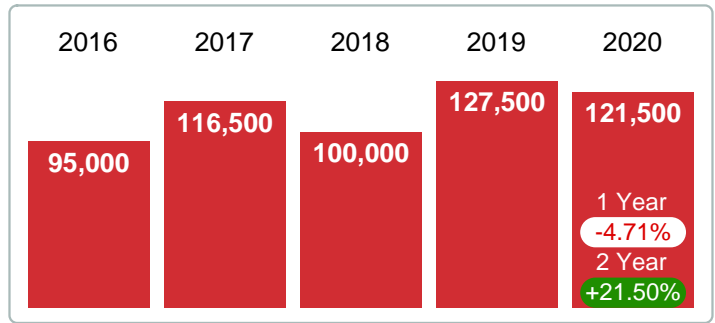
## MEDIAN SOLD PRICE AT CLOSING

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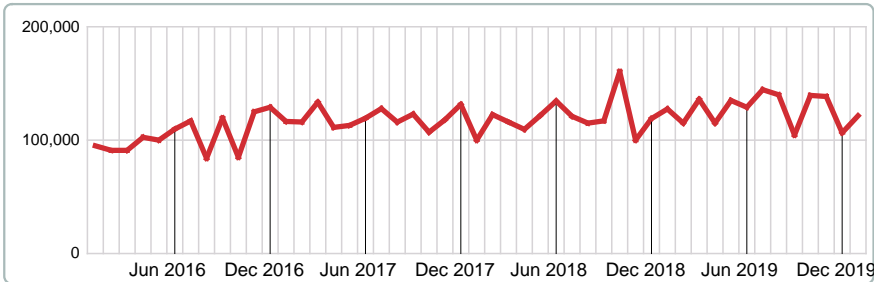
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 112,100

High Oct 2018 160,500 Low Aug 2016 84,000

Median Sold Price at Closing this month at 121,500 above the 5 yr JAN average of 112,100



### 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
\$40,000 and less	3	8.82%	24,700	18,350	30,000	0	0
\$40,001 - \$60,000	2	5.88%	46,000	0	46,000	0	0
\$60,001 - \$80,000	7	20.59%	74,000	69,000	71,000	79,000	74,000
\$80,001 - \$140,000	8	23.53%	108,000	105,000	104,950	139,900	0
\$140,001 - \$200,000	6	17.65%	158,000	0	160,000	147,000	0
\$200,001 - \$330,000	3	8.82%	270,000	0	239,500	0	320,000
\$330,001 and up	5	14.71%	339,000	0	336,000	340,250	1,300,000
Median Sold Price			121,500	46,850	121,500	147,000	320,000
Total Closed Units		100%	121,500	4	22	5	3
Total Closed Volume			5,960,500	210.70K	3.01M	1.05M	1.69M

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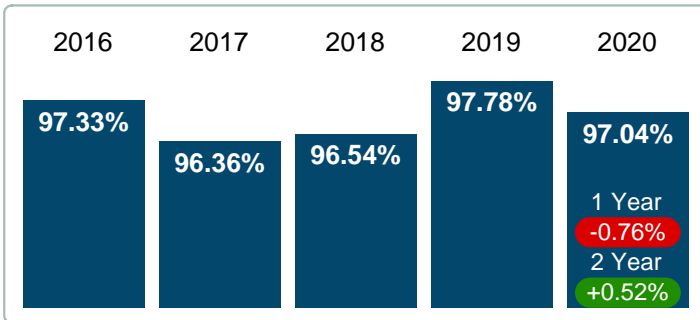
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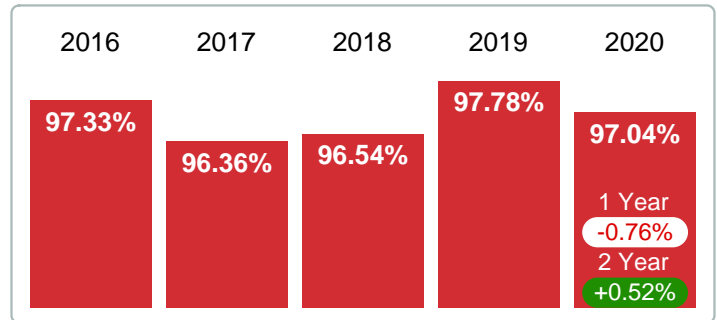
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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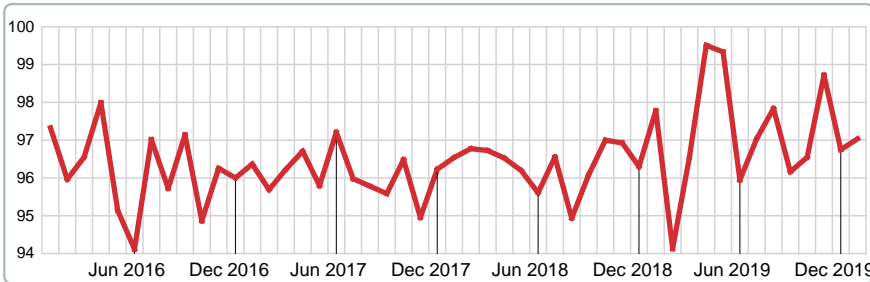
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 97.01%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **97.04%**  
equal to 5 yr JAN average of **97.01%**



### 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
\$40,000 and less	<div style="width: 8.82%;"></div> 3	8.82%	61.22%	68.19%	61.22%	0.00%	0.00%
\$40,001 - \$60,000	<div style="width: 5.88%;"></div> 2	5.88%	83.82%	0.00%	83.82%	0.00%	0.00%
\$60,001 - \$80,000	<div style="width: 20.59%;"></div> 7	20.59%	98.80%	102.22%	98.73%	92.94%	98.80%
\$80,001 - \$140,000	<div style="width: 23.53%;"></div> 8	23.53%	97.80%	88.24%	97.80%	100.00%	0.00%
\$140,001 - \$200,000	<div style="width: 17.65%;"></div> 6	17.65%	92.93%	0.00%	90.97%	94.90%	0.00%
\$200,001 - \$330,000	<div style="width: 8.82%;"></div> 3	8.82%	100.00%	0.00%	97.79%	0.00%	101.62%
\$330,001 and up	<div style="width: 14.71%;"></div> 5	14.71%	98.55%	0.00%	96.17%	98.44%	100.00%
Median Sold/List Ratio	97.04%			91.62%	97.04%	95.28%	100.00%
Total Closed Units	34	100%	97.04%	4	22	5	3
Total Closed Volume	5,960,500			210.70K	3.01M	1.05M	1.69M

# January 2020



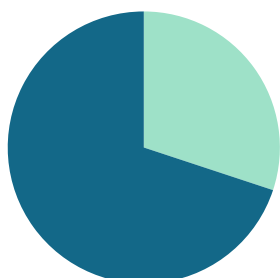
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

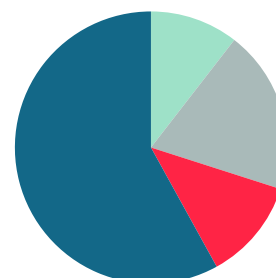
- New Listings **86 = 30.07%**
- Start Inventory **200**
- Total Inventory Units **286**
- Volume **\$48,877,540**

### Market Activity

**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%
Median List Price	129,900	126,950	-2.27%	129,900	126,950	-2.27%
Median Sale Price	127,500	121,500	-4.71%	127,500	121,500	-4.71%
Median Percent of Selling Price to List Price	97.78%	97.04%	-0.76%	97.78%	97.04%	-0.76%
Median Days on Market to Sale	49.00	41.00	-16.33%	49.00	41.00	-16.33%
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

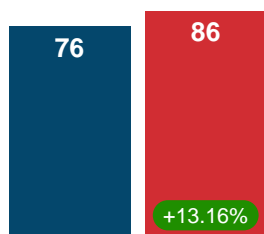
**Inventory** on January 31, 2020 = **188**

**2019** **2020**

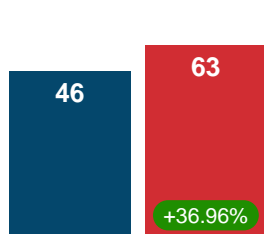
### JANUARY MARKET

### MEDIAN PRICES

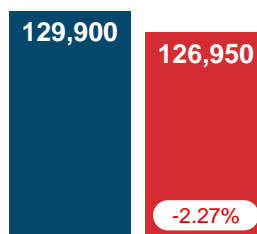
#### New Listings



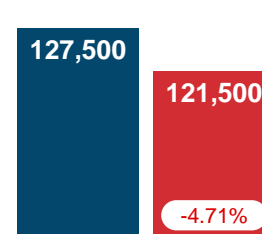
#### Pending Listings



#### List Price



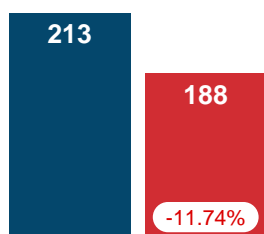
#### Sale Price



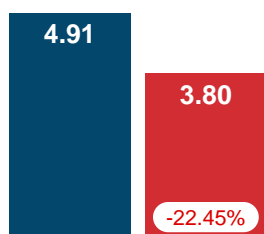
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

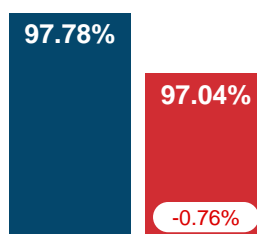
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

