

July 2020



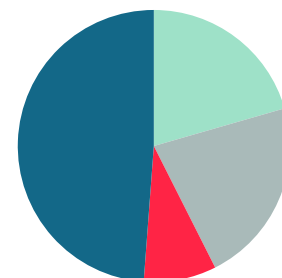
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	52	69	32.69%
Pending Listings	69	74	7.25%
New Listings	99	78	-21.21%
Average List Price	162,356	138,131	-14.92%
Average Sale Price	155,672	133,976	-13.94%
Average Percent of Selling Price to List Price	95.35%	96.43%	1.13%
Average Days on Market to Sale	58.62	53.38	-8.94%
End of Month Inventory	211	164	-22.27%
Months Supply of Inventory	4.61	3.25	-29.47%



■ Closed (20.54%)
■ Pending (22.02%)
■ Other OffMarket (8.63%)
■ Active (48.81%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of July 31, 2020 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **22.27%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **3.25** 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 **13.94%** in July 2020 to \$133,976 versus the previous year at \$155,672.

Average Days on Market Shortens

The average number of **53.38** days that homes spent on the market before selling decreased by 5.24 days or **8.94%** in July 2020 compared to last year's same month at **58.62** DOM.

Sales Success for July 2020 is Positive

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

There were 78 New Listings in July 2020, down **21.21%** from last year at 99. Furthermore, there were 69 Closed Listings this month versus last year at 52, a **32.69%** increase.

Closed versus Listed trends yielded a **88.5%** ratio, up from previous year's, July 2019, at **52.5%**, a **68.42%** upswing. 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

July 2020



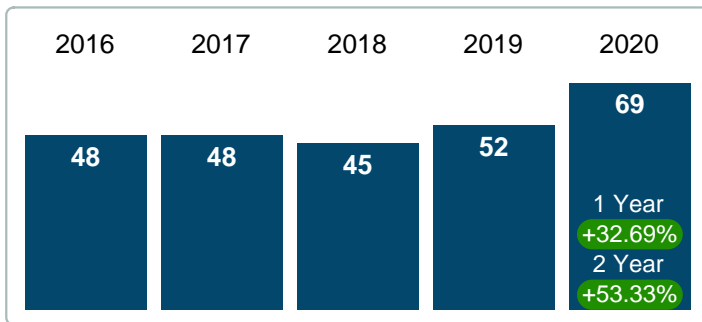
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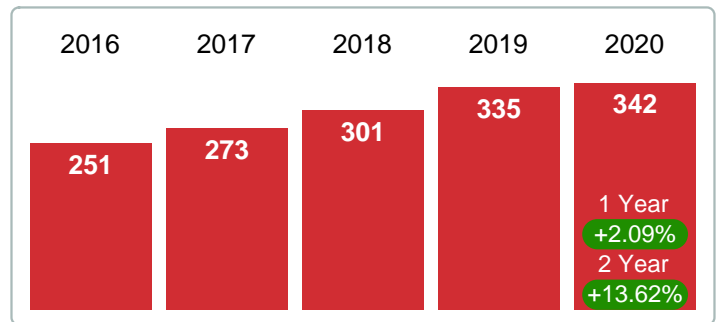
CLOSED LISTINGS

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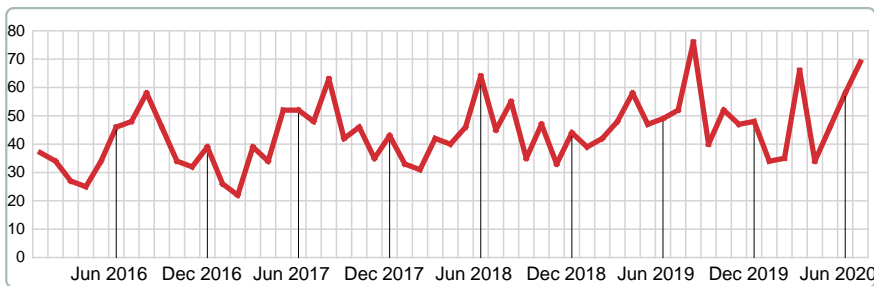
JULY



YEAR TO DATE (YTD)

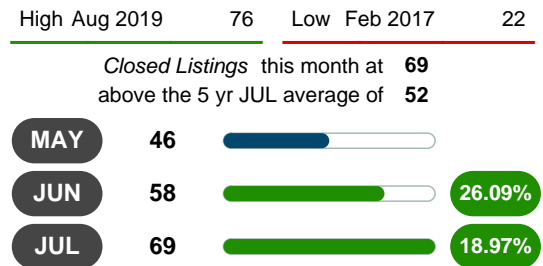


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	2.90%	204.5	1	1	0	0
\$40,001 - \$70,000	12	17.39%	82.0	5	4	2	1
\$70,001 - \$90,000	11	15.94%	35.6	3	7	0	1
\$90,001 - \$150,000	19	27.54%	62.9	2	16	0	1
\$150,001 - \$180,000	9	13.04%	22.4	1	6	1	1
\$180,001 - \$240,000	9	13.04%	23.3	0	5	4	0
\$240,001 and up	7	10.14%	41.4	0	4	2	1
Total Closed Units	69			12	43	9	5
Total Closed Volume	9,244,336	100%	53.4	930.03K	5.83M	1.66M	825.00K
Average Closed Price	\$133,976			\$77,502	\$135,654	\$184,022	\$165,000

July 2020



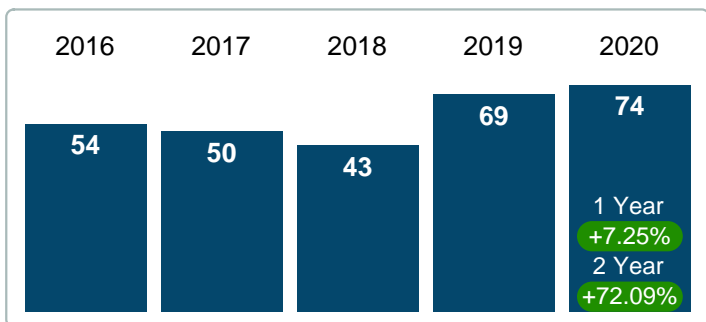
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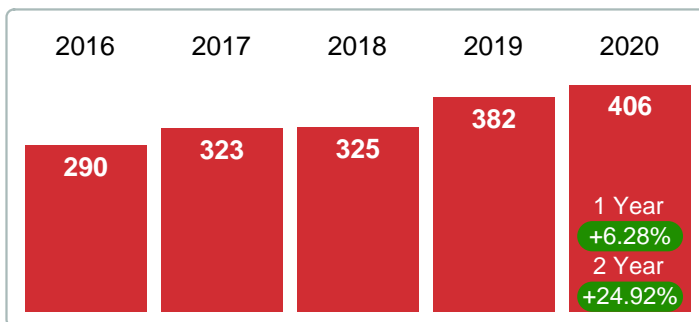
PENDING LISTINGS

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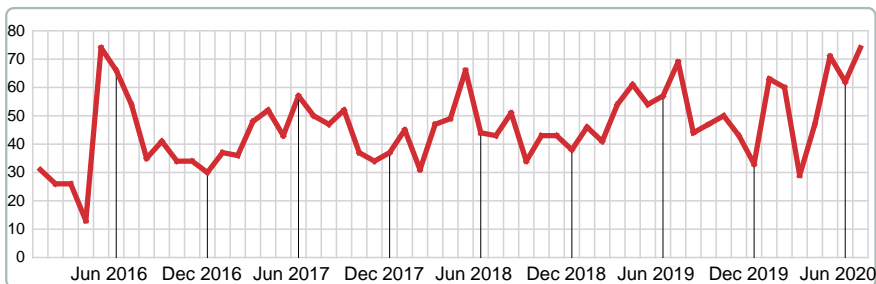
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58

High Jul 2020 74 Low Apr 2016 13

Pending Listings this month at 74 above the 5 yr JUL average of 58

- MAY 71
- JUN 62 (-12.68%)
- JUL 74 (19.35%)

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	6.76%	3.4	0	3	2	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	14	18.92%	55.7	5	5	2	2
\$75,001 - \$150,000	24	32.43%	26.2	6	17	1	0
\$150,001 - \$225,000	13	17.57%	64.4	0	9	4	0
\$225,001 - \$275,000	10	13.51%	42.9	0	6	4	0
\$275,001 and up	8	10.81%	80.3	0	3	4	1
Total Pending Units	74			11	43	17	3
Total Pending Volume	11,574,500	100%	43.9	986.60K	6.74M	3.42M	420.00K
Average Listing Price	\$153,072			\$89,691	\$156,853	\$201,365	\$140,000

July 2020



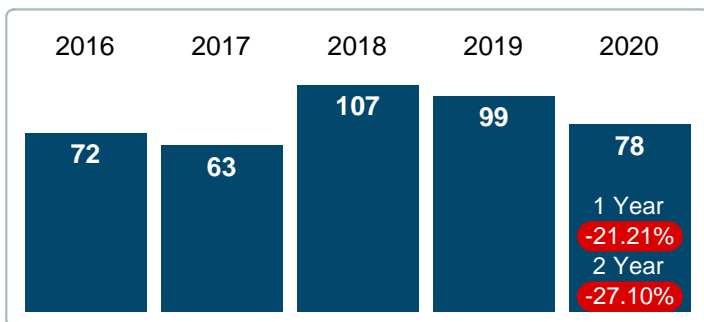
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



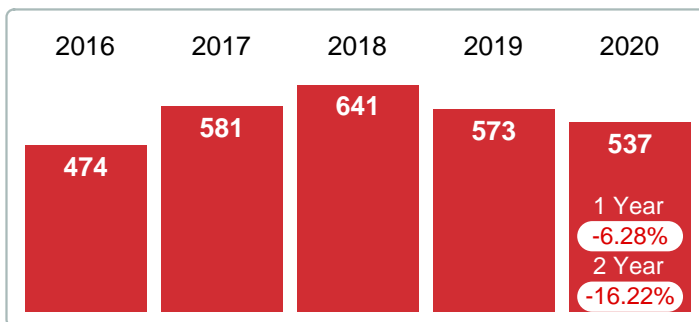
NEW LISTINGS

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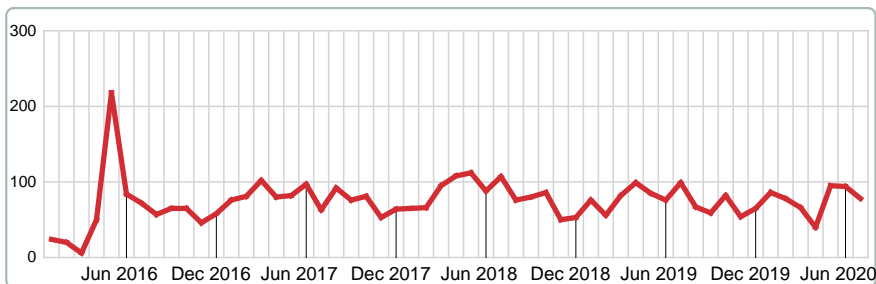
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 84

High May 2016 218 Low Mar 2016 6

New Listings this month at **78**
below the 5 yr JUL average of **84**



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	7.69%	3	2	1	0
\$40,001 - \$70,000	11	14.10%	3	5	2	1
\$70,001 - \$90,000	14	17.95%	3	8	2	1
\$90,001 - \$160,000	16	20.51%	2	13	1	0
\$160,001 - \$210,000	13	16.67%	2	8	2	1
\$210,001 - \$270,000	10	12.82%	1	2	5	2
\$270,001 and up	8	10.26%	0	2	5	1
Total New Listed Units	78		14	40	18	6
Total New Listed Volume	11,643,100	100%	1.43M	5.66M	3.45M	1.10M
Average New Listed Listing Price	\$135,228		\$101,800	\$141,538	\$191,800	\$184,000

July 2020



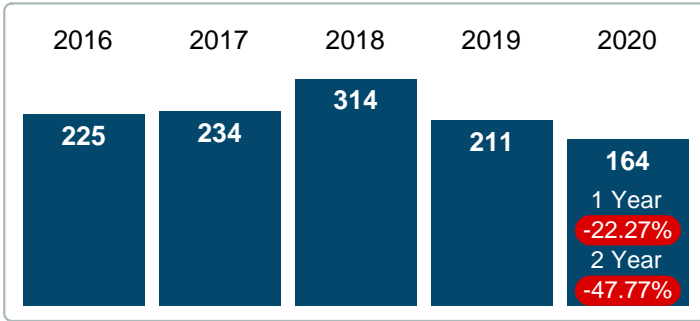
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



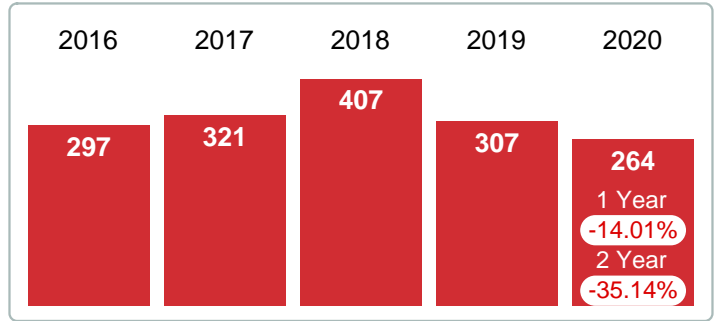
ACTIVE INVENTORY

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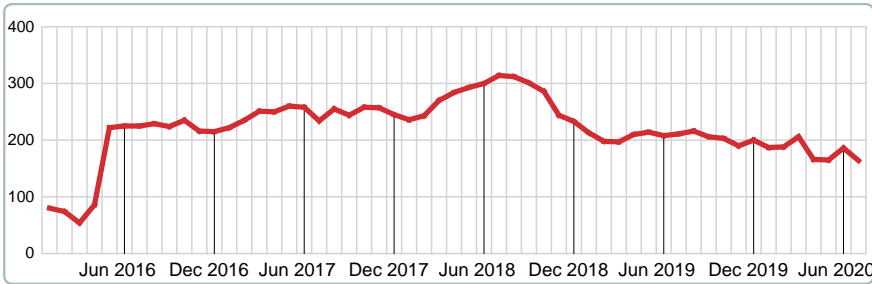
END OF JULY



ACTIVE DURING JULY

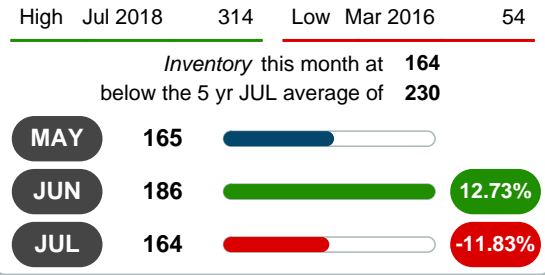


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 230



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	6	3.66%	47.7	4	2	0	0
\$25,001 - \$50,000	21	12.80%	117.9	13	6	2	0
\$50,001 - \$75,000	26	15.85%	68.6	14	10	2	0
\$75,001 - \$125,000	39	23.78%	74.5	8	28	3	0
\$125,001 - \$225,000	37	22.56%	69.9	4	25	7	1
\$225,001 - \$300,000	17	10.37%	68.6	2	6	6	3
\$300,001 and up	18	10.98%	101.4	3	10	4	1
Total Active Inventory by Units	164			48	87	24	5
Total Active Inventory by Volume	28,608,424	100%	79.4	4.68M	16.25M	5.60M	2.07M
Average Active Inventory Listing Price	\$174,442			\$97,598	\$186,811	\$233,425	\$413,800

July 2020



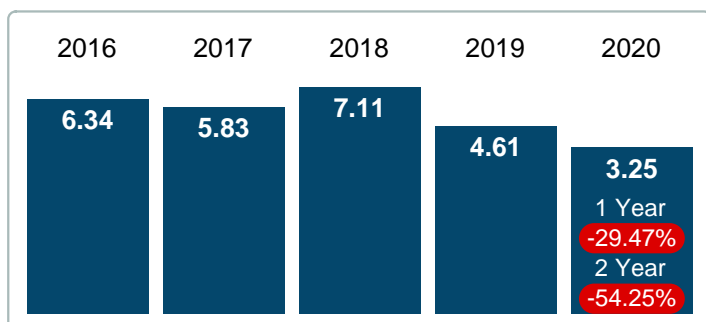
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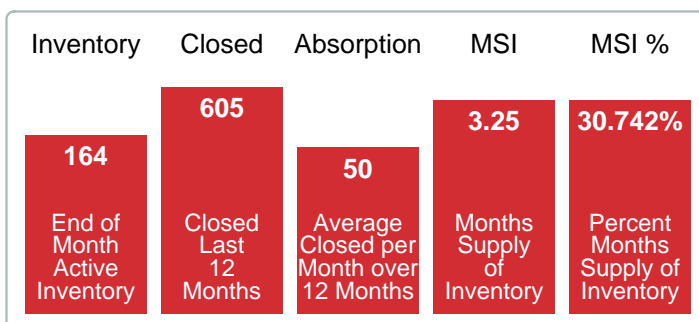
MONTHS SUPPLY of INVENTORY (MSI)

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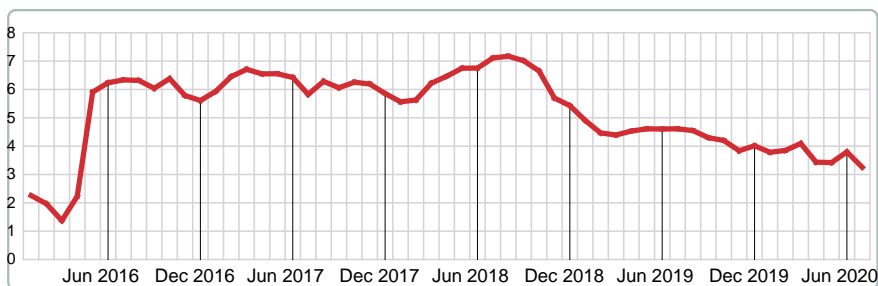
MSI FOR JULY



INDICATORS FOR JULY 2020



5 YEAR MARKET ACTIVITY TRENDS

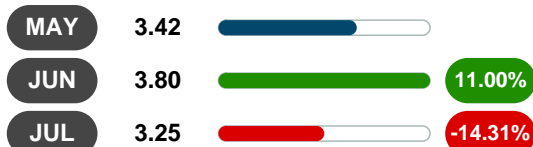


3 MONTHS

5 year JUL AVG = 5.43

High Aug 2018 7.17 Low Mar 2016 1.37

Months Supply this month at 3.25 below the 5 yr JUL average of 5.43



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	12	7.32%	5.76	5.65	3.00	0.00	0.00
\$30,001 - \$60,000	27	16.46%	4.26	5.83	2.74	4.80	0.00
\$60,001 - \$80,000	21	12.80%	3.55	3.84	3.71	0.00	0.00
\$80,001 - \$140,000	42	25.61%	3.19	3.50	3.35	2.29	0.00
\$140,001 - \$220,000	25	15.24%	1.76	7.20	1.48	1.89	2.40
\$220,001 - \$320,000	21	12.80%	3.50	24.00	2.86	3.00	7.20
\$320,001 and up	16	9.76%	5.82	0.00	7.38	3.43	2.00
Market Supply of Inventory (MSI)			3.25	5.38	2.80	2.77	2.86
Total Active Inventory by Units		100%	3.25	48	87	24	5

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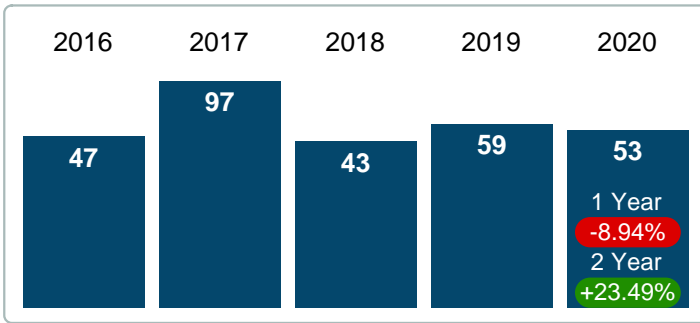
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



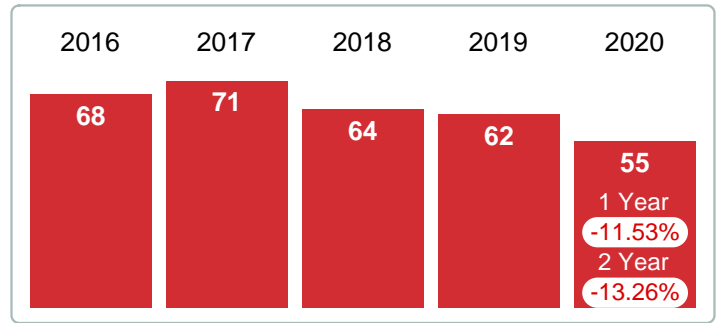
AVERAGE DAYS ON MARKET TO SALE

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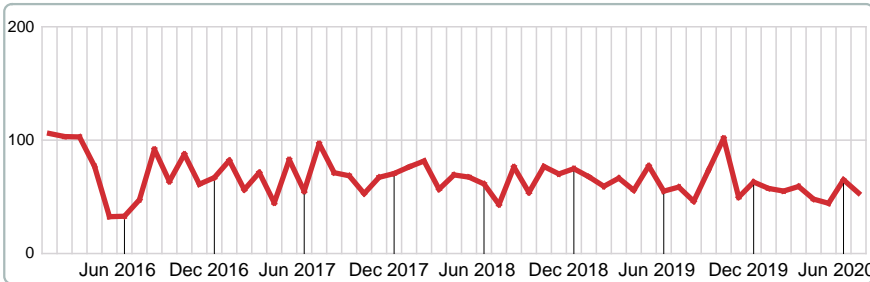
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 53 below the 5 yr JUL average of 60



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
\$40,000 and less	2.90%	205	153	256	0	0
\$40,001 - \$70,000	17.39%	82	142	68	1	1
\$70,001 - \$90,000	15.94%	36	23	46	0	1
\$90,001 - \$150,000	27.54%	63	68	39	0	443
\$150,001 - \$180,000	13.04%	22	47	26	1	1
\$180,001 - \$240,000	13.04%	23	0	38	6	0
\$240,001 and up	10.14%	41	0	18	92	34
Average Closed DOM		53				
Total Closed Units	100%	53	12	43	9	5
Total Closed Volume		9,244,336	930.03K	5.83M	1.66M	825.00K

July 2020



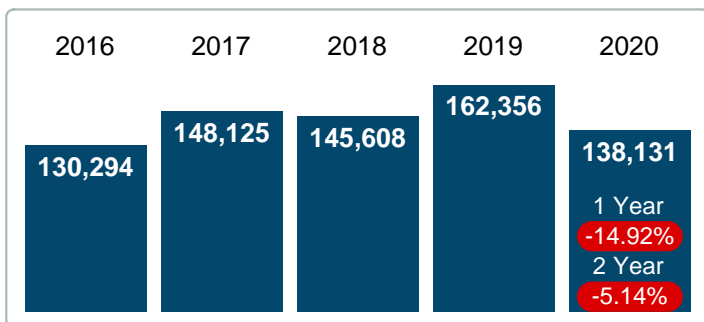
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



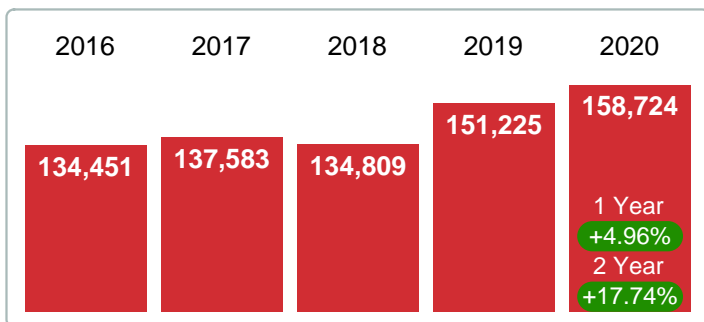
AVERAGE LIST PRICE AT CLOSING

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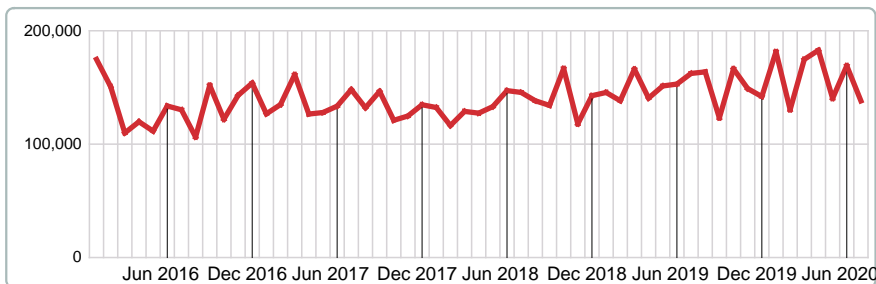
JULY



YEAR TO DATE (YTD)

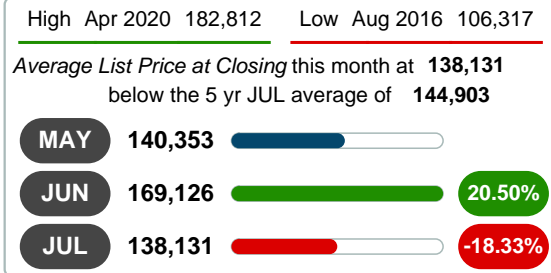


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 144,903



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
\$40,000 and less	1	1.45%	24,000	49,500	24,000	0	0
\$40,001 - \$70,000	13	18.84%	55,305	56,680	55,265	52,500	60,000
\$70,001 - \$90,000	9	13.04%	78,989	79,633	84,057	0	75,000
\$90,001 - \$150,000	20	28.99%	121,718	125,000	125,647	0	137,500
\$150,001 - \$180,000	9	13.04%	166,333	169,900	170,500	157,500	180,000
\$180,001 - \$240,000	8	11.59%	197,575	0	207,500	213,425	0
\$240,001 and up	9	13.04%	285,022	0	269,475	297,200	394,000
Average List Price			138,131	82,642	139,121	190,067	169,300
Total Closed Units		100%	138,131	12	43	9	5
Total Closed Volume			9,531,011	991.70K	5.98M	1.71M	846.50K

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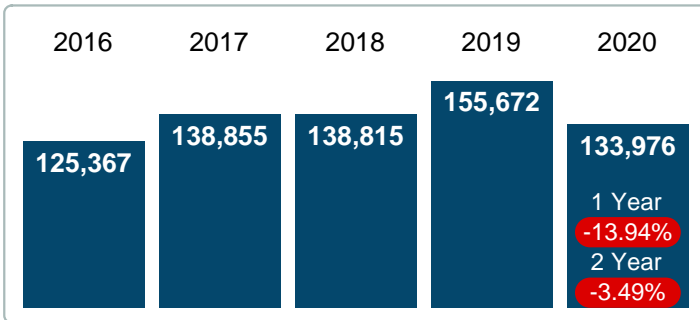
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



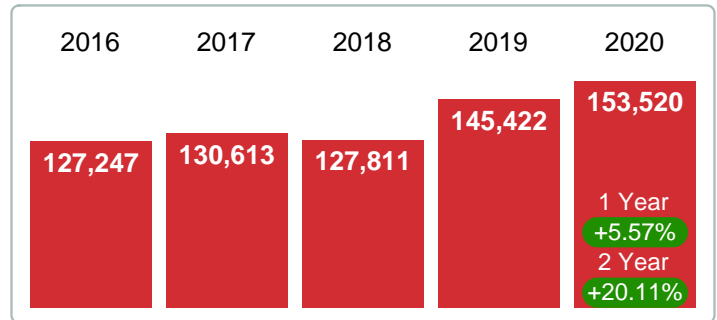
AVERAGE SOLD PRICE AT CLOSING

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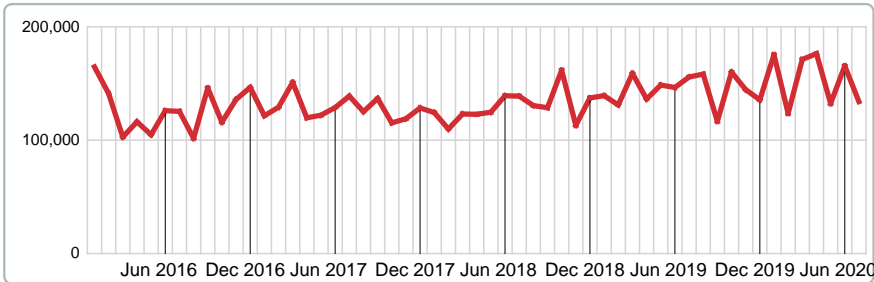
JULY



YEAR TO DATE (YTD)

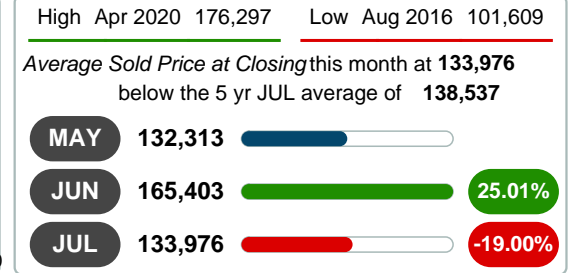


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 138,537



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
\$40,000 and less	2.90%	28,250	38,000	18,500	0	0
\$40,001 - \$70,000	17.39%	52,930	50,400	54,540	52,500	60,000
\$70,001 - \$90,000	15.94%	79,284	78,708	80,143	0	75,000
\$90,001 - \$150,000	27.54%	122,334	117,000	122,209	0	135,000
\$150,001 - \$180,000	13.04%	168,311	169,900	167,233	161,500	180,000
\$180,001 - \$240,000	13.04%	204,156	0	202,540	206,175	0
\$240,001 and up	10.14%	286,286	0	266,000	282,500	375,000
Average Sold Price		133,976	77,502	135,654	184,022	165,000
Total Closed Units	100%	133,976	12	43	9	5
Total Closed Volume		9,244,336	930.03K	5.83M	1.66M	825.00K

July 2020



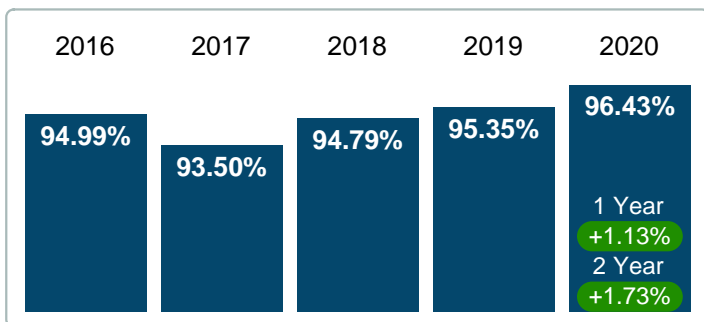
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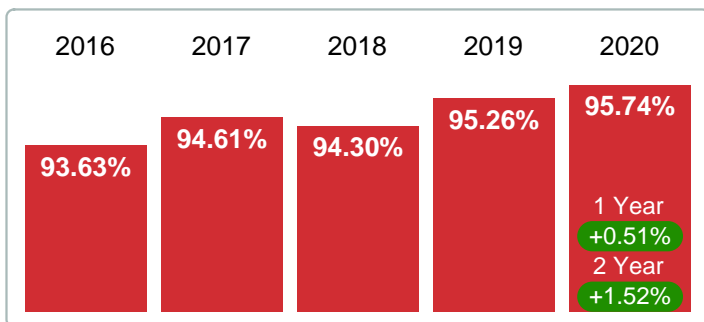
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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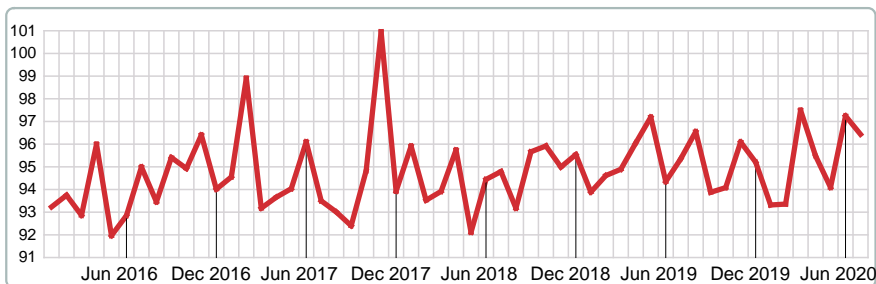
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

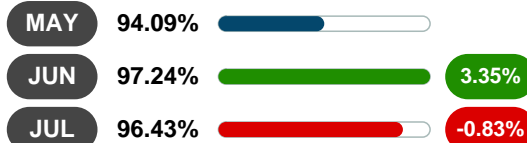


3 MONTHS

5 year JUL AVG = 95.01%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **96.43%** above the 5 yr JUL average of **95.01%**



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
\$40,000 and less	2	2.90%	76.93%	76.77%	77.08%	0.00%	0.00%
\$40,001 - \$70,000	12	17.39%	94.88%	88.79%	98.64%	100.00%	100.00%
\$70,001 - \$90,000	11	15.94%	97.06%	98.75%	95.91%	0.00%	100.00%
\$90,001 - \$150,000	19	27.54%	97.18%	94.01%	97.51%	0.00%	98.18%
\$150,001 - \$180,000	9	13.04%	99.07%	100.00%	98.18%	102.54%	100.00%
\$180,001 - \$240,000	9	13.04%	97.31%	0.00%	97.74%	96.78%	0.00%
\$240,001 and up	7	10.14%	97.16%	0.00%	98.79%	94.89%	95.18%
Average Sold/List Ratio		96.40%		92.08%	97.12%	97.72%	98.67%
Total Closed Units		69	100%	12	43	9	5
Total Closed Volume		9,244,336		930.03K	5.83M	1.66M	825.00K

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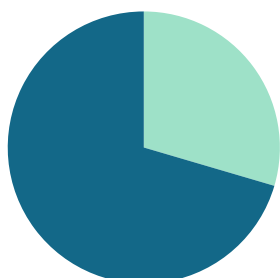
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

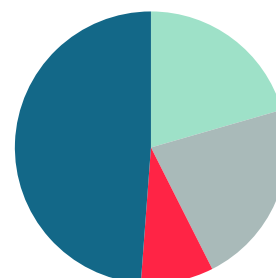


Inventory
 New Listings
78 = 29.55%
 Start Inventory
186
 Total Inventory Units
264
 Volume
\$43,580,024

Market Activity

Closed Sales
69 = 20.54%
 Pending Sales
74 = 22.02%
 Other Off Market
29 = 8.63%
 Active Inventory
164 = 48.81%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	52	69	32.69%	335	342	2.09%
Pending Sales	69	74	7.25%	382	406	6.28%
New Listings	99	78	-21.21%	573	537	-6.28%
Average List Price	162,356	138,131	-14.92%	151,225	158,724	4.96%
Average Sale Price	155,672	133,976	-13.94%	145,422	153,520	5.57%
Average Percent of Selling Price to List Price	95.35%	96.43%	1.13%	95.26%	95.74%	0.51%
Average Days on Market to Sale	58.62	53.38	-8.94%	62.48	55.27	-11.53%
Monthly Inventory	211	164	-22.27%	211	164	-22.27%
Months Supply of Inventory	4.61	3.25	-29.47%	4.61	3.25	-29.47%

Absorption: Last 12 months, an Average of **50** Sales/Month

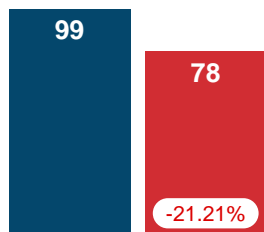
Inventory on July 31, 2020 = **164**

2019 **2020**

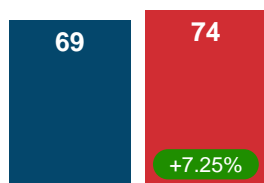
JULY MARKET

AVERAGE PRICES

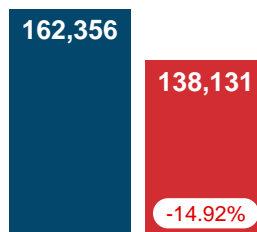
New Listings



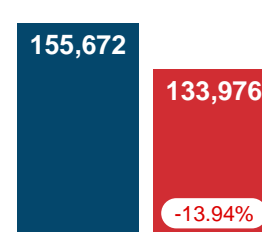
Pending Listings



List Price



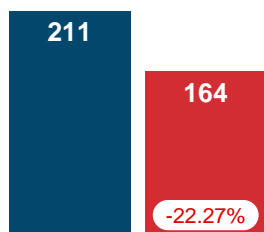
Sale Price



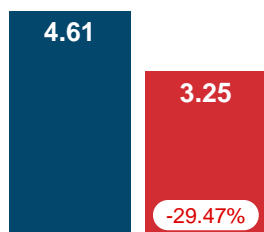
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

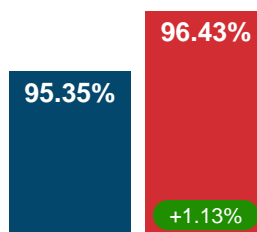
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

