

# July 2020



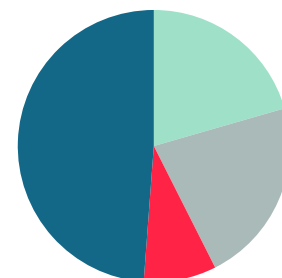
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## 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%
Median List Price	149,654	128,400	-14.20%
Median Sale Price	144,500	120,000	-16.96%
Median Percent of Selling Price to List Price	97.04%	98.22%	1.22%
Median Days on Market to Sale	42.00	18.00	-57.14%
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.

#### 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 **16.96%** in July 2020 to \$120,000 versus the previous year at \$144,500.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 24.00 days or **57.14%** in July 2020 compared to last year's same month at **42.00** DOM.

#### Sales Success for July 2020 is Positive

Overall, with Median 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.

### 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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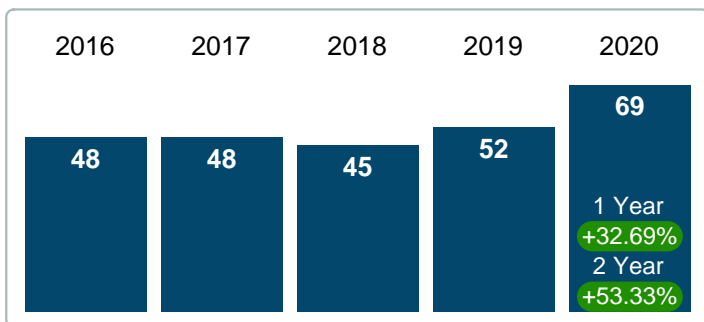
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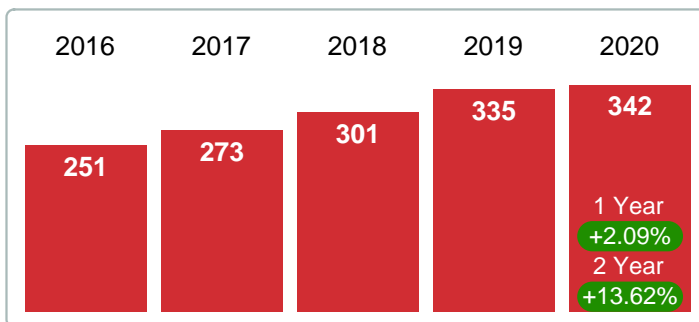
## CLOSED LISTINGS

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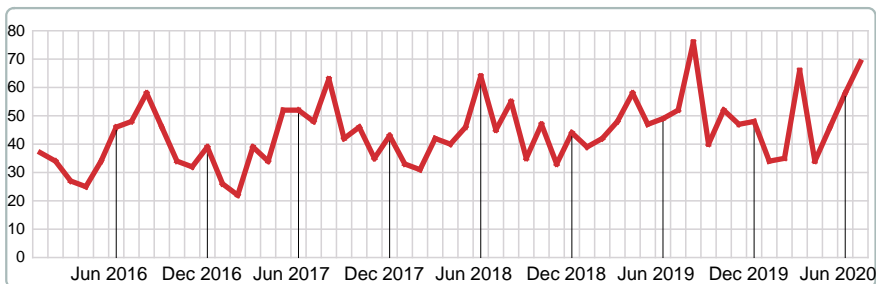
### JULY



### YEAR TO DATE (YTD)

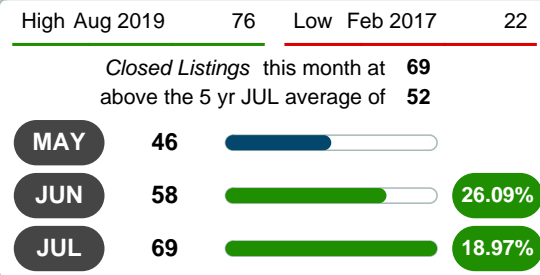


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 52



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	56.5	5	4	2	1
\$70,001 - \$90,000	11	15.94%	18.0	3	7	0	1
\$90,001 - \$150,000	19	27.54%	5.0	2	16	0	1
\$150,001 - \$180,000	9	13.04%	3.0	1	6	1	1
\$180,001 - \$240,000	9	13.04%	15.0	0	5	4	0
\$240,001 and up	7	10.14%	21.0	0	4	2	1
<b>Total Closed Units</b>	<b>69</b>			<b>12</b>	<b>43</b>	<b>9</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>9,244,336</b>	<b>100%</b>	<b>18.0</b>	<b>930.03K</b>	<b>5.83M</b>	<b>1.66M</b>	<b>825.00K</b>
<b>Median Closed Price</b>	<b>\$120,000</b>			<b>\$65,813</b>	<b>\$127,000</b>	<b>\$197,000</b>	<b>\$135,000</b>

# July 2020



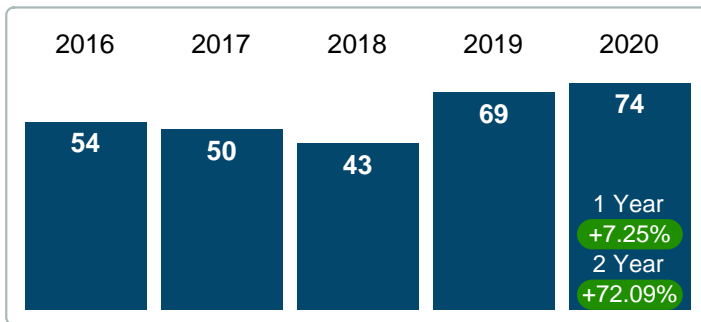
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



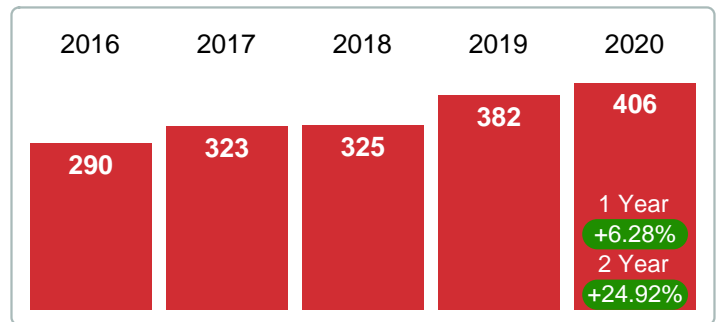
## PENDING LISTINGS

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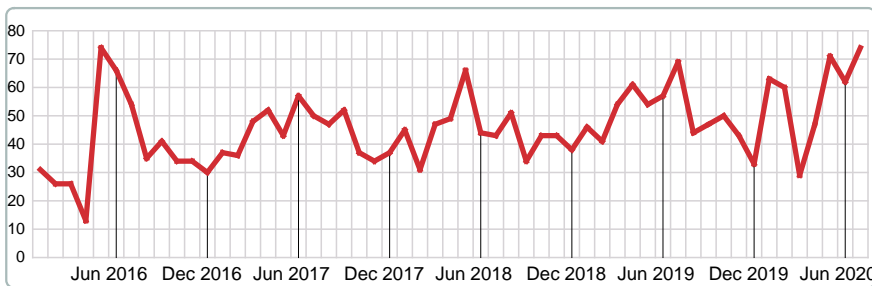
### JULY



### YEAR TO DATE (YTD)

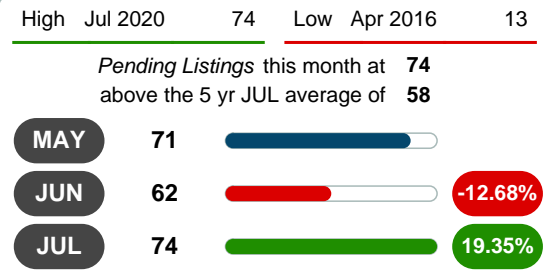


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 58



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.76%	0.0	0	3	2	0
\$50,001 - \$70,000	9	12.16%	40.0	3	4	1	1
\$70,001 - \$90,000	11	14.86%	7.0	4	5	1	1
\$90,001 - \$160,000	21	28.38%	15.0	4	15	2	0
\$160,001 - \$220,000	10	13.51%	11.0	0	7	3	0
\$220,001 - \$270,000	9	12.16%	6.0	0	5	4	0
\$270,001 and up	9	12.16%	40.0	0	4	4	1
<b>Total Pending Units</b>	<b>74</b>			<b>11</b>	<b>43</b>	<b>17</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>11,574,500</b>	<b>100%</b>	<b>14.5</b>	<b>986.60K</b>	<b>6.74M</b>	<b>3.42M</b>	<b>420.00K</b>
<b>Median Listing Price</b>	<b>\$127,000</b>			<b>\$79,900</b>	<b>\$132,500</b>	<b>\$182,000</b>	<b>\$75,000</b>

# July 2020



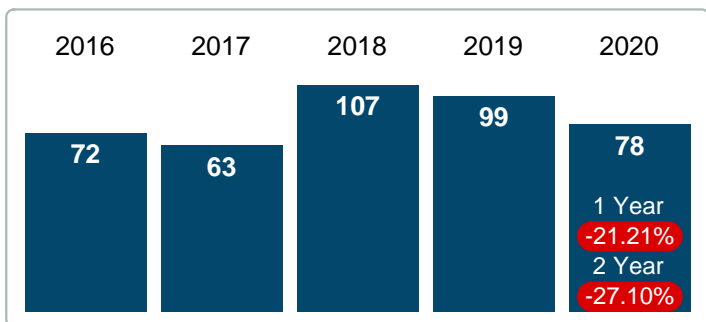
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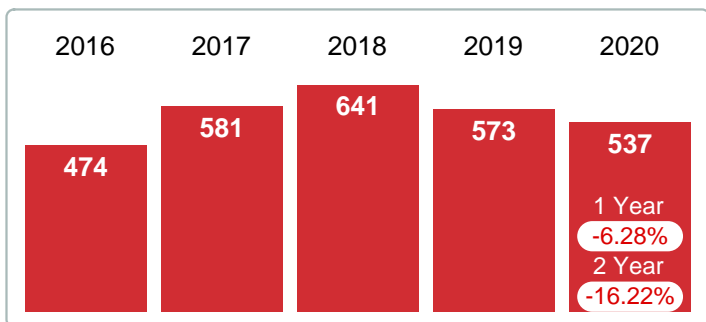
## NEW LISTINGS

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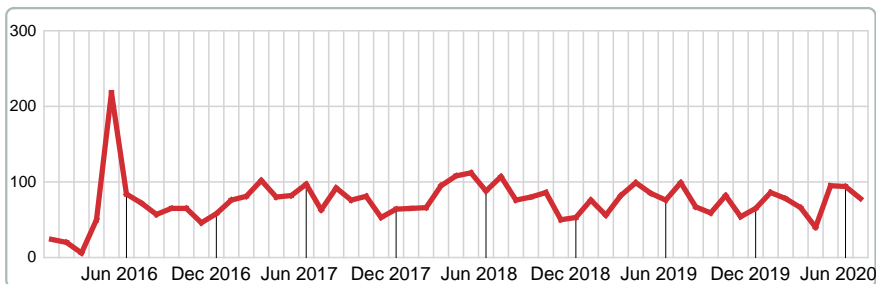
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

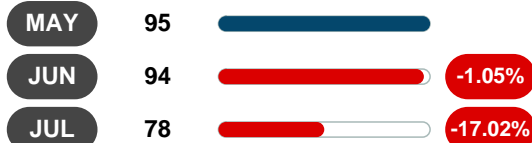


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>78</b>		<b>14</b>	<b>40</b>	<b>18</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>11,643,100</b>	<b>100%</b>	<b>1.43M</b>	<b>5.66M</b>	<b>3.45M</b>	<b>1.10M</b>
<b>Median New Listed Listing Price</b>	<b>\$131,950</b>		<b>\$76,200</b>	<b>\$123,700</b>	<b>\$222,450</b>	<b>\$208,750</b>

# July 2020



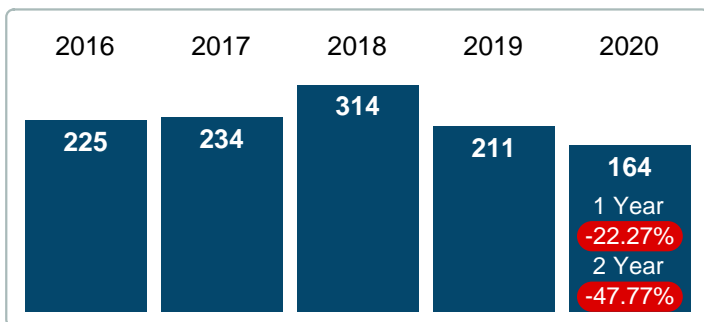
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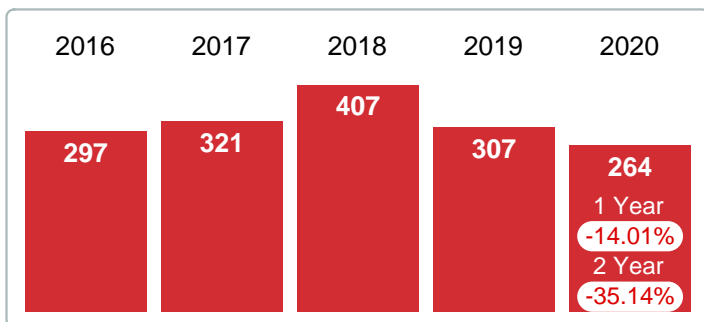
## ACTIVE INVENTORY

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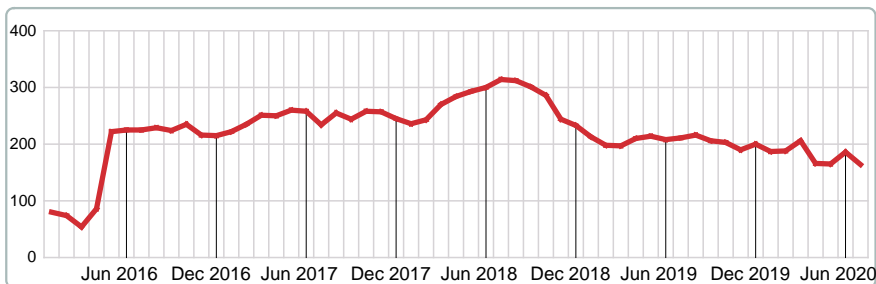
### END OF JULY



### ACTIVE DURING JULY

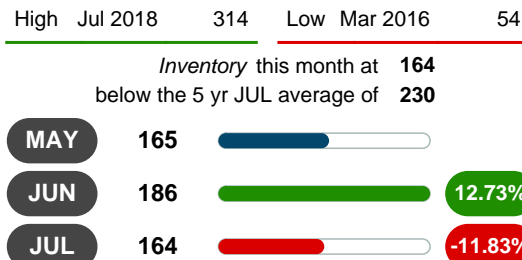


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 230



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	7.32%	87.0	8	2	2	0
\$30,001 - \$60,000	27	16.46%	60.0	17	8	2	0
\$60,001 - \$80,000	21	12.80%	55.0	8	13	0	0
\$80,001 - \$140,000	42	25.61%	69.0	7	31	4	0
\$140,001 - \$220,000	25	15.24%	52.0	3	15	6	1
\$220,001 - \$320,000	21	12.80%	63.0	2	10	6	3
\$320,001 and up	16	9.76%	105.5	3	8	4	1
<b>Total Active Inventory by Units</b>	<b>164</b>			<b>48</b>	<b>87</b>	<b>24</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>28,608,424</b>	<b>100%</b>	<b>60.0</b>	<b>4.68M</b>	<b>16.25M</b>	<b>5.60M</b>	<b>2.07M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$99,950</b>			<b>\$59,750</b>	<b>\$119,500</b>	<b>\$196,450</b>	<b>\$262,500</b>

# July 2020



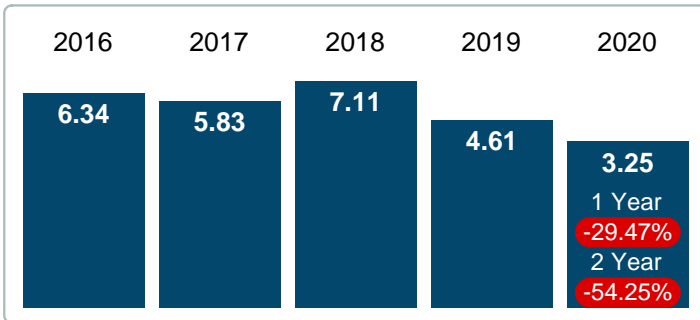
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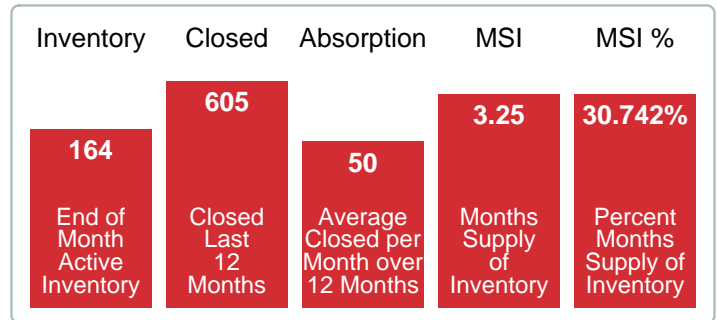
## MONTHS SUPPLY of INVENTORY (MSI)

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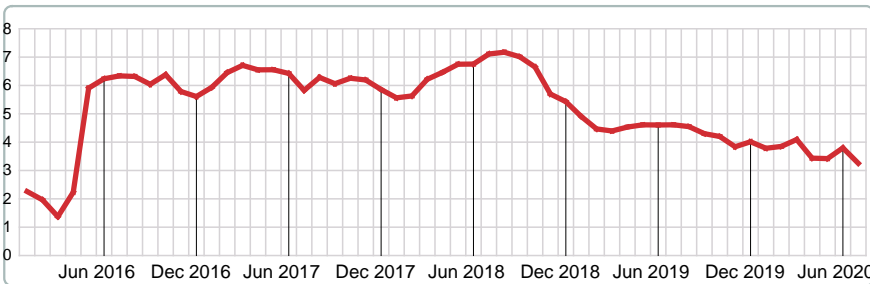
### MSI FOR JULY



### INDICATORS FOR JULY 2020

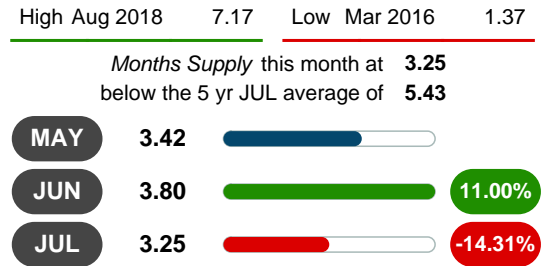


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.43



### 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	7.32%	5.76	5.65	3.00	0.00	0.00
\$30,001 - \$60,000	16.46%	4.26	5.83	2.74	4.80	0.00
\$60,001 - \$80,000	12.80%	3.55	3.84	3.71	0.00	0.00
\$80,001 - \$140,000	25.61%	3.19	3.50	3.35	2.29	0.00
\$140,001 - \$220,000	15.24%	1.76	7.20	1.48	1.89	2.40
\$220,001 - \$320,000	12.80%	3.50	24.00	2.86	3.00	7.20
\$320,001 and up	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		164	48	87	24	5

# July 2020



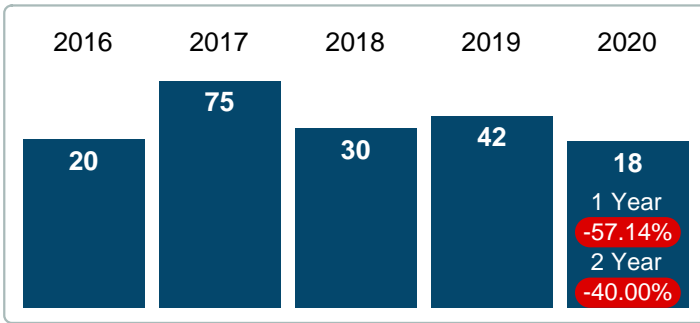
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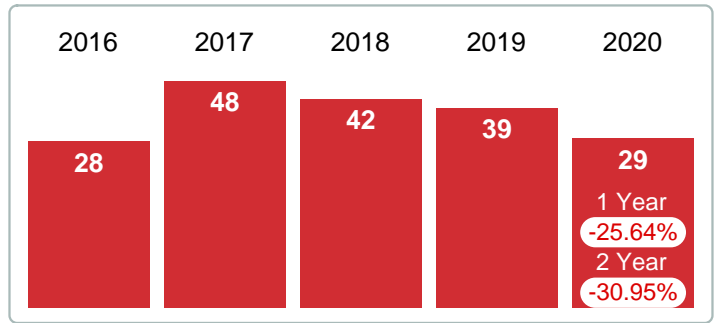
## MEDIAN DAYS ON MARKET TO SALE

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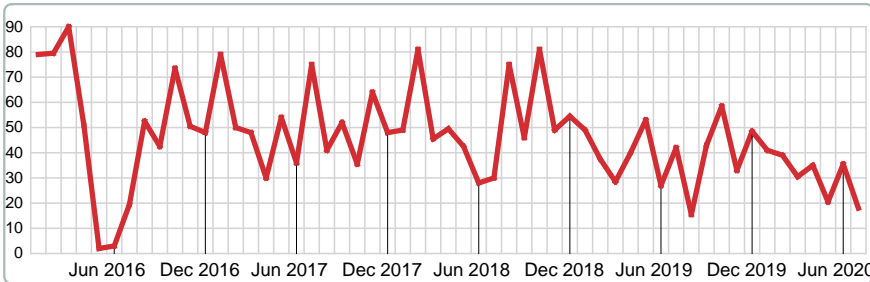
### JULY



### YEAR TO DATE (YTD)

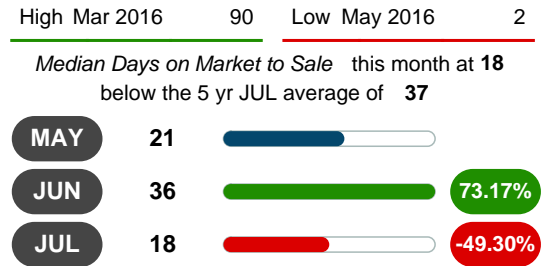


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 37



### 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	2.90%	205	153	256	0	0
\$40,001 - \$70,000	17.39%	57	62	54	1	1
\$70,001 - \$90,000	15.94%	18	7	23	0	1
\$90,001 - \$150,000	27.54%	5	68	4	0	443
\$150,001 - \$180,000	13.04%	3	47	4	1	1
\$180,001 - \$240,000	13.04%	15	0	22	3	0
\$240,001 and up	10.14%	21	0	13	92	34
Median Closed DOM		18	60	18	1	1
Total Closed Units	100%	69	12	43	9	5
Total Closed Volume		9,244,336	930.03K	5.83M	1.66M	825.00K

# July 2020



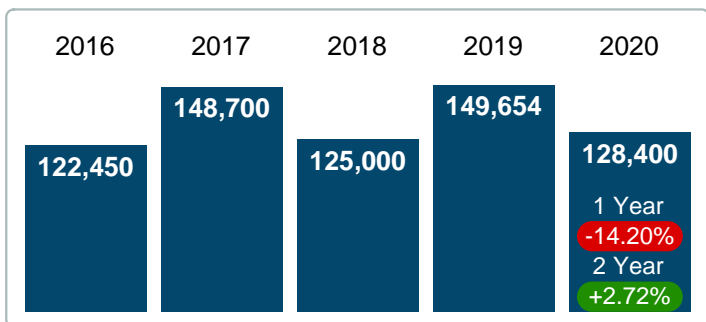
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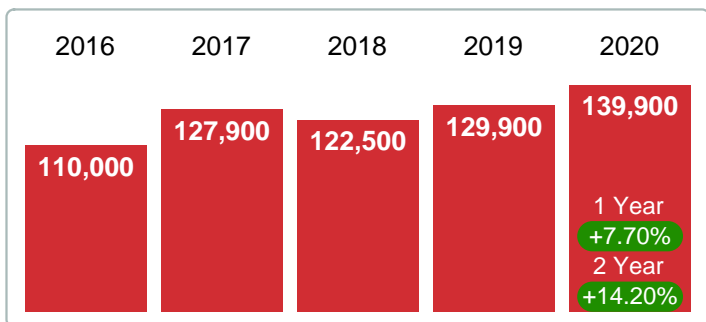
## MEDIAN LIST PRICE AT CLOSING

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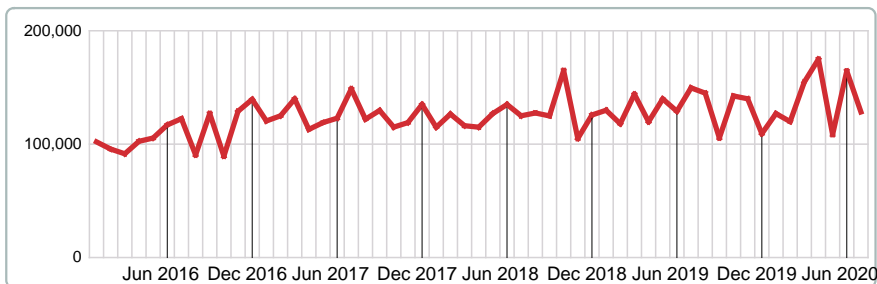
### JULY



### YEAR TO DATE (YTD)

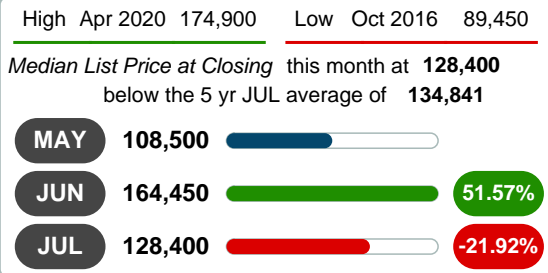


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 134,841



### 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	1	1.45%	24,000	0	24,000	0	0
\$40,001 - \$70,000	13	18.84%	55,000	52,500	52,500	52,500	60,000
\$70,001 - \$90,000	9	13.04%	78,500	74,900	81,000	0	75,000
\$90,001 - \$150,000	20	28.99%	123,700	125,000	119,900	0	137,500
\$150,001 - \$180,000	9	13.04%	169,900	169,900	163,700	157,500	180,000
\$180,001 - \$240,000	8	11.59%	197,000	0	195,000	199,000	0
\$240,001 and up	9	13.04%	274,900	0	265,000	275,000	394,000
Median List Price			128,400	71,500	130,000	199,000	137,500
Total Closed Units		100%	128,400	12	43	9	5
Total Closed Volume			9,531,011	991.70K	5.98M	1.71M	846.50K



# July 2020



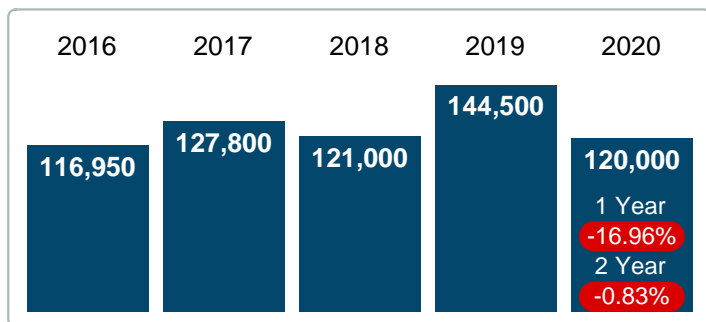
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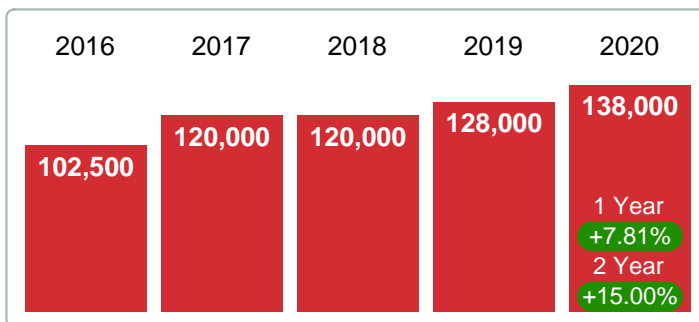
## MEDIAN SOLD PRICE AT CLOSING

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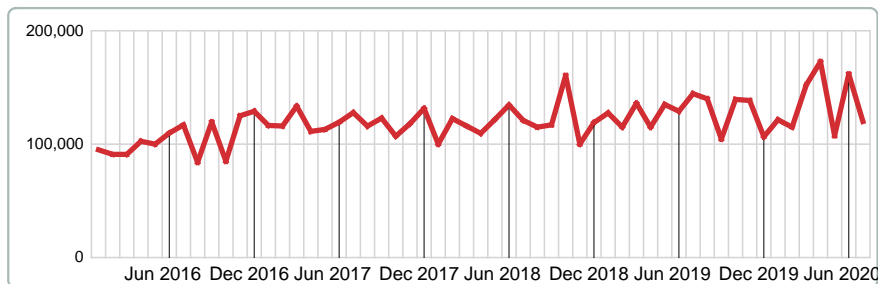
### JULY



### YEAR TO DATE (YTD)

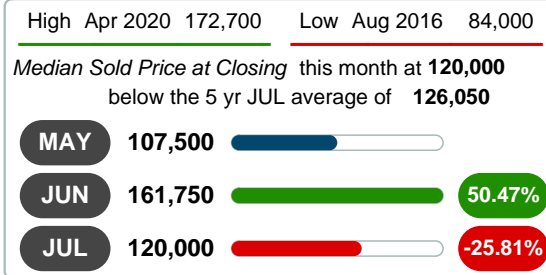


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 126,050



### 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	2.90%	28,250	38,000	18,500	0	0
\$40,001 - \$70,000	17.39%	51,500	45,000	51,500	52,500	60,000
\$70,001 - \$90,000	15.94%	78,000	74,500	79,900	0	75,000
\$90,001 - \$150,000	27.54%	120,000	117,000	123,000	0	135,000
\$150,001 - \$180,000	13.04%	168,000	169,900	168,000	161,500	180,000
\$180,001 - \$240,000	13.04%	197,000	0	195,000	202,500	0
\$240,001 and up	10.14%	270,000	0	268,500	282,500	375,000
Median Sold Price		120,000	65,813	127,000	197,000	135,000
Total Closed Units	100%	120,000	12	43	9	5
Total Closed Volume		9,244,336	930.03K	5.83M	1.66M	825.00K

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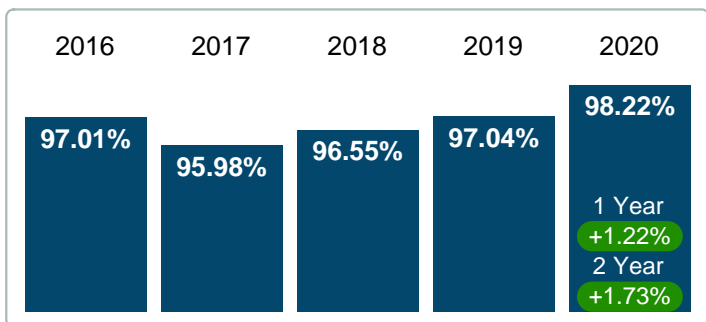
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



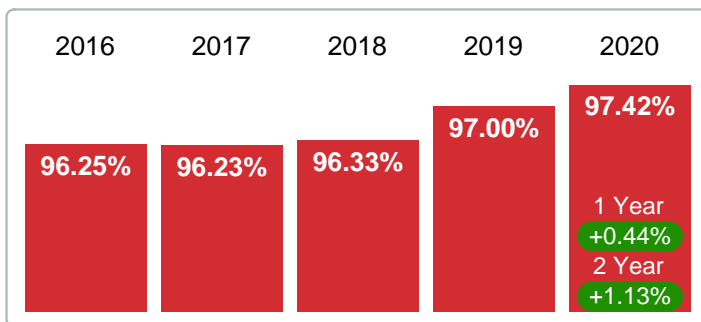
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

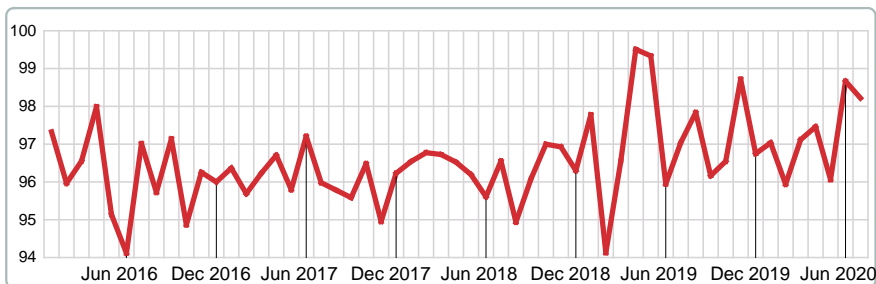
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

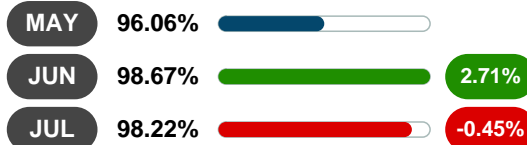


### 3 MONTHS

5 year JUL AVG = 96.96%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **98.22%** above the 5 yr JUL average of **96.96%**



### 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: 2.90%;"></div> 2	2.90%	76.93%	76.77%	77.08%	0.00%	0.00%
\$40,001 - \$70,000	<div style="width: 17.39%;"></div> 12	17.39%	99.10%	86.96%	99.10%	100.00%	100.00%
\$70,001 - \$90,000	<div style="width: 15.94%;"></div> 11	15.94%	96.88%	99.47%	96.85%	0.00%	100.00%
\$90,001 - \$150,000	<div style="width: 27.54%;"></div> 19	27.54%	99.13%	94.01%	100.00%	0.00%	98.18%
\$150,001 - \$180,000	<div style="width: 13.04%;"></div> 9	13.04%	100.00%	100.00%	98.70%	102.54%	100.00%
\$180,001 - \$240,000	<div style="width: 13.04%;"></div> 9	13.04%	97.42%	0.00%	98.67%	97.10%	0.00%
\$240,001 and up	<div style="width: 10.14%;"></div> 7	10.14%	97.06%	0.00%	99.11%	94.89%	95.18%
Median Sold/List Ratio		98.22%		93.49%	98.67%	97.42%	100.00%
Total Closed Units		69	100%	12	43	9	5
Total Closed Volume		9,244,336		930.03K	5.83M	1.66M	825.00K

# July 2020



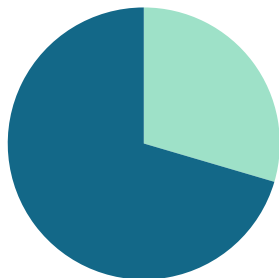
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

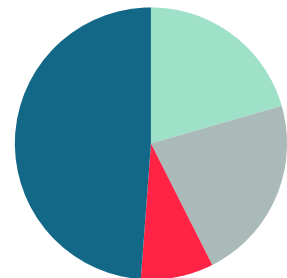


**Inventory**  
 New Listings  
**78 = 29.55%**  
 Start Inventory  
**186**  
 Total Inventory Units  
**264**  
 Volume  
**\$43,580,024**

### 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%
Median List Price	149,654	128,400	-14.20%	129,900	139,900	7.70%
Median Sale Price	144,500	120,000	-16.96%	128,000	138,000	7.81%
Median Percent of Selling Price to List Price	97.04%	98.22%	1.22%	97.00%	97.42%	0.44%
Median Days on Market to Sale	42.00	18.00	-57.14%	39.00	29.00	-25.64%
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

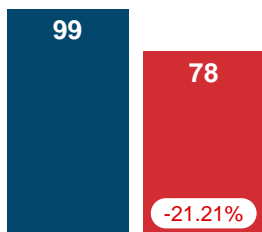
**Inventory** on July 31, 2020 = **164**

**2019** **2020**

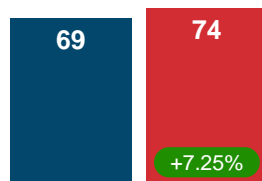
### JULY MARKET

### MEDIAN PRICES

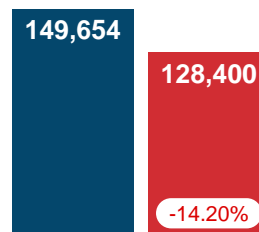
#### New Listings



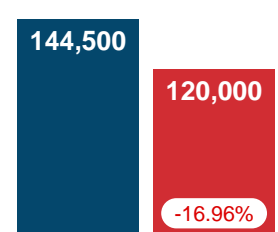
#### Pending Listings



#### List Price



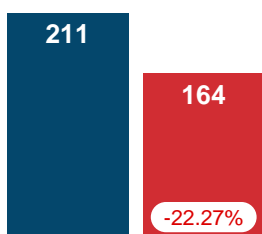
#### Sale Price



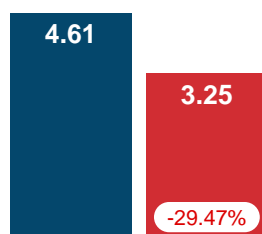
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

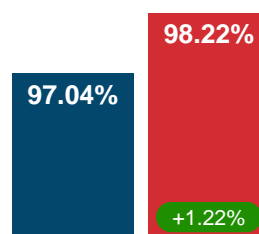
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

