

June 2020



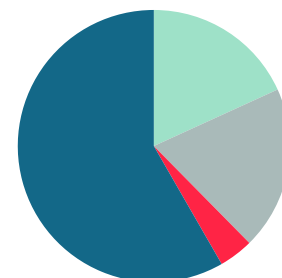
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | June 2020 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 49 | 58 | 18.37% |
| Pending Listings | 57 | 62 | 8.77% |
| New Listings | 76 | 94 | 23.68% |
| Average List Price | 152,981 | 169,126 | 10.55% |
| Average Sale Price | 146,462 | 165,403 | 12.93% |
| Average Percent of Selling Price to List Price | 94.35% | 97.24% | 3.07% |
| Average Days on Market to Sale | 55.00 | 64.98 | 18.15% |
| End of Month Inventory | 208 | 186 | -10.58% |
| Months Supply of Inventory | 4.61 | 3.80 | -17.57% |



■ Closed (18.18%)
■ Pending (19.44%)
■ Other OffMarket (4.08%)
■ Active (58.31%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of June 30, 2020 = **186**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **10.58%** to 186 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 **12.93%** in June 2020 to \$165,403 versus the previous year at \$146,462.

Average Days on Market Lengthens

The average number of **64.98** days that homes spent on the market before selling increased by 9.98 days or **18.15%** in June 2020 compared to last year's same month at **55.00** DOM.

Sales Success for June 2020 is Positive

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

There were 94 New Listings in June 2020, up **23.68%** from last year at 76. Furthermore, there were 58 Closed Listings this month versus last year at 49, a **18.37%** increase.

Closed versus Listed trends yielded a **61.7%** ratio, down from previous year's, June 2019, at **64.5%**, a **4.30%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
|---|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Average Days on Market to Sale | 7 |
| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

June 2020



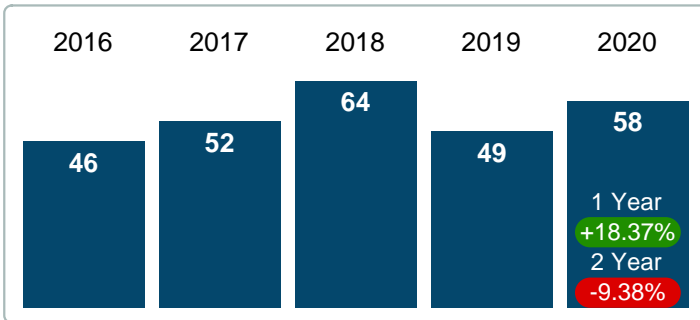
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



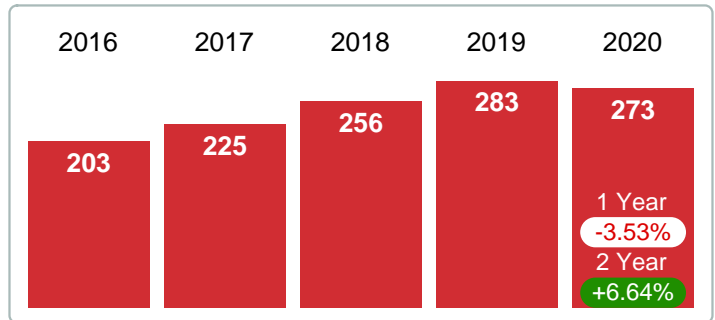
CLOSED LISTINGS

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

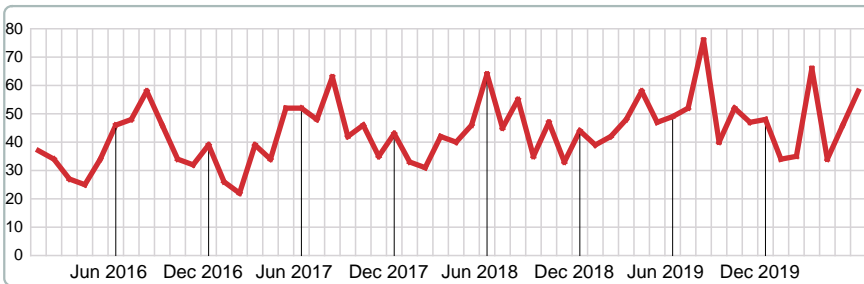
JUNE



YEAR TO DATE (YTD)

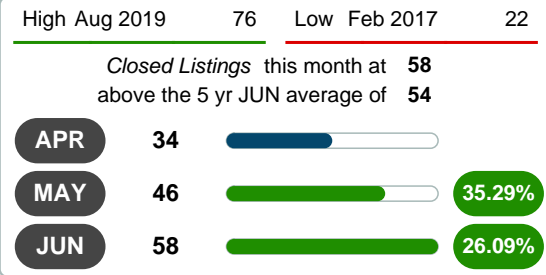


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 3 | 5.17% | 319.3 | 3 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 9 | 15.52% | 58.3 | 4 | 4 | 1 | 0 |
| \$75,001 - \$100,000 | 7 | 12.07% | 78.0 | 4 | 3 | 0 | 0 |
| \$100,001 - \$175,000 | 13 | 22.41% | 32.2 | 1 | 9 | 3 | 0 |
| \$175,001 - \$225,000 | 12 | 20.69% | 65.7 | 0 | 8 | 4 | 0 |
| \$225,001 - \$275,000 | 7 | 12.07% | 37.9 | 0 | 5 | 2 | 0 |
| \$275,001 and up | 7 | 12.07% | 38.3 | 0 | 3 | 3 | 1 |
| Total Closed Units | 58 | | | 12 | 32 | 13 | 1 |
| Total Closed Volume | 9,593,351 | 100% | 65.0 | 834.63K | 5.62M | 2.75M | 390.00K |
| Average Closed Price | \$165,403 | | | \$69,552 | \$175,522 | \$211,694 | \$390,000 |

June 2020



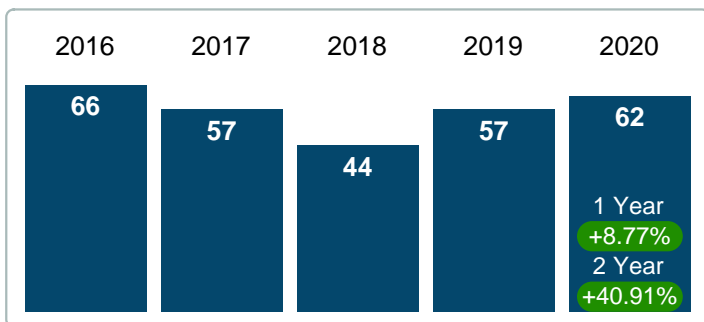
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



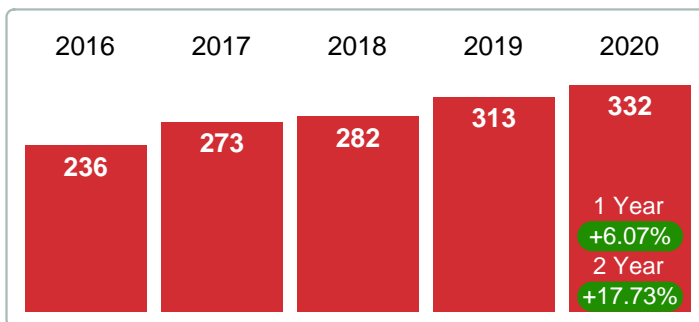
PENDING LISTINGS

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

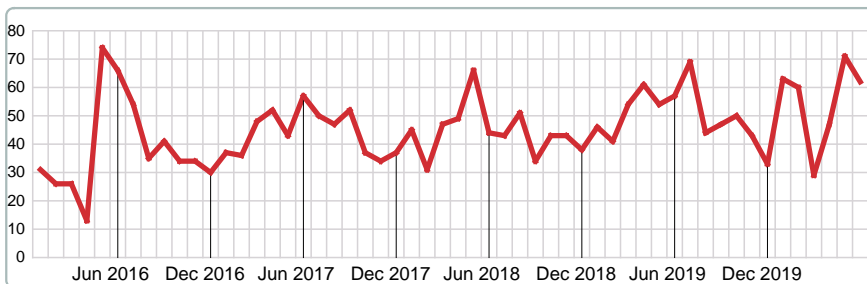
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

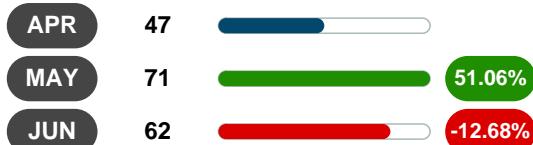


3 MONTHS

5 year JUN AVG = 57

High May 2016 74 Low Apr 2016 13

Pending Listings this month at **62**
above the 5 yr JUN average of **57**



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 | 3 | 4.84% | 77.3 | 3 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 5 | 8.06% | 76.8 | 3 | 1 | 1 | 0 |
| \$75,001 - \$125,000 | 14 | 22.58% | 54.1 | 0 | 13 | 1 | 0 |
| \$125,001 - \$175,000 | 17 | 27.42% | 31.2 | 3 | 12 | 2 | 0 |
| \$175,001 - \$200,000 | 7 | 11.29% | -2.4 | 0 | 4 | 2 | 1 |
| \$200,001 - \$225,000 | 7 | 11.29% | 71.0 | 0 | 4 | 3 | 0 |
| \$225,001 and up | 9 | 14.52% | 47.2 | 1 | 4 | 3 | 1 |
| Total Pending Units | 62 | | | 10 | 38 | 12 | 2 |
| Total Pending Volume | 9,722,500 | 100% | 46.8 | 1.06M | 5.83M | 2.26M | 574.00K |
| Average Listing Price | \$156,328 | | | \$105,730 | \$153,358 | \$188,633 | \$287,000 |

June 2020



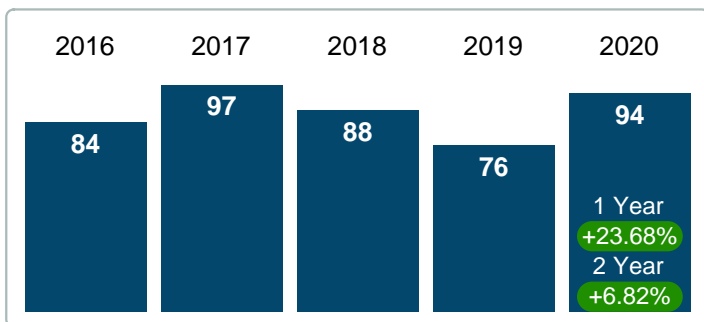
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



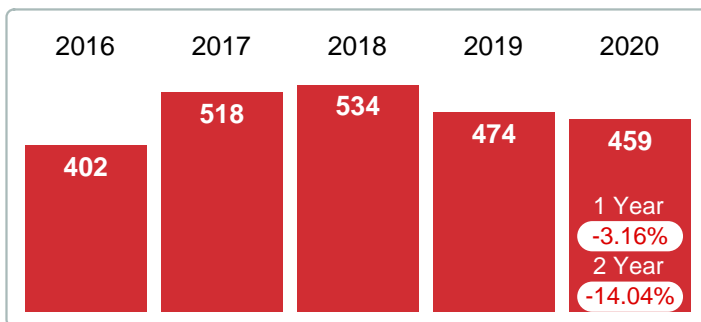
NEW LISTINGS

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

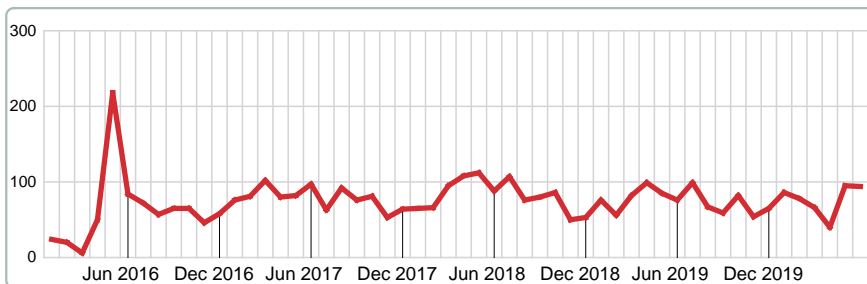
JUNE



YEAR TO DATE (YTD)

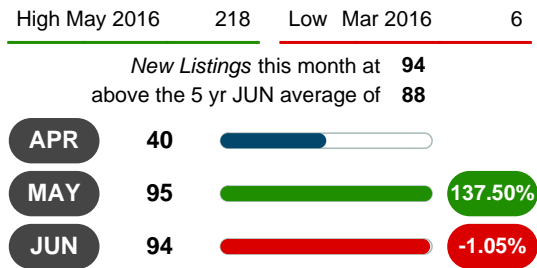


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 88



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 | 7 | 7.45% | 4 | 3 | 0 | 0 |
| \$50,001 - \$75,000 | 12 | 12.77% | 7 | 4 | 1 | 0 |
| \$75,001 - \$100,000 | 15 | 15.96% | 4 | 10 | 1 | 0 |
| \$100,001 - \$125,000 | 10 | 10.64% | 2 | 7 | 1 | 0 |
| \$125,001 - \$175,000 | 24 | 25.53% | 4 | 17 | 3 | 0 |
| \$175,001 - \$275,000 | 15 | 15.96% | 0 | 10 | 5 | 0 |
| \$275,001 and up | 11 | 11.70% | 0 | 8 | 2 | 1 |
| Total New Listed Units | 94 | | 21 | 59 | 13 | 1 |
| Total New Listed Volume | 17,066,074 | 100% | 1.77M | 12.27M | 2.74M | 285.00K |
| Average New Listed Listing Price | \$153,700 | | \$84,452 | \$207,933 | \$210,731 | \$285,000 |

June 2020



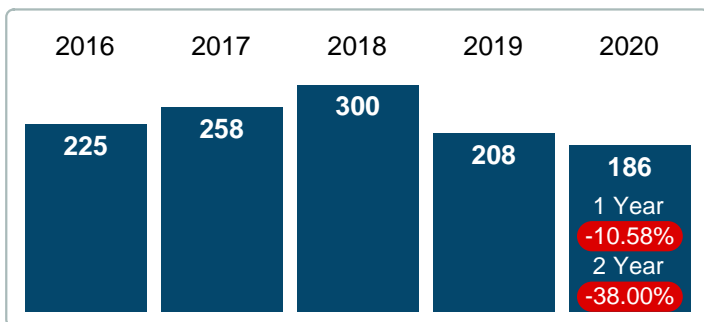
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



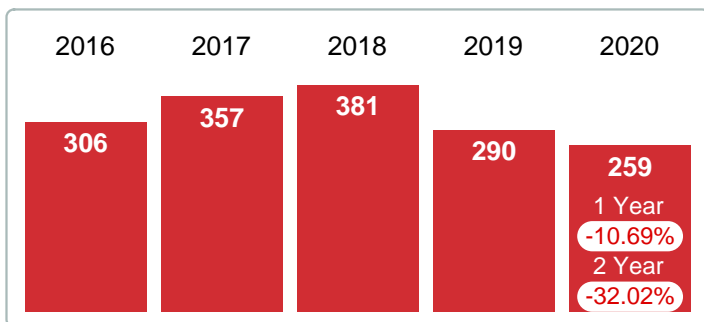
ACTIVE INVENTORY

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

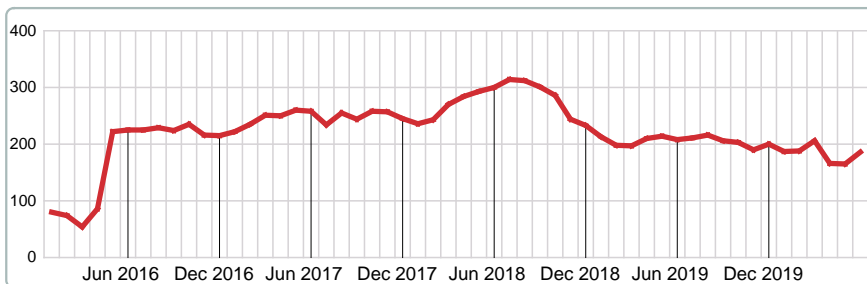
END OF JUNE



ACTIVE DURING JUNE

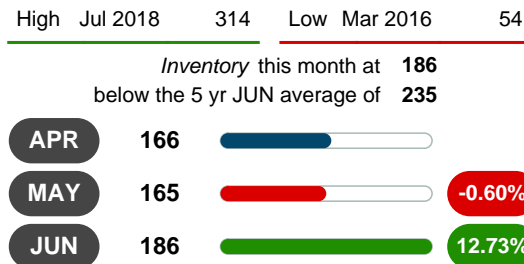


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 235



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 | 4 | 2.15% | 39.0 | 2 | 2 | 0 | 0 |
| \$25,001 - \$50,000 | 23 | 12.37% | 104.3 | 15 | 5 | 3 | 0 |
| \$50,001 - \$75,000 | 32 | 17.20% | 71.5 | 15 | 14 | 3 | 0 |
| \$75,001 - \$125,000 | 47 | 25.27% | 70.0 | 10 | 32 | 5 | 0 |
| \$125,001 - \$225,000 | 40 | 21.51% | 69.6 | 4 | 28 | 8 | 0 |
| \$225,001 - \$300,000 | 20 | 10.75% | 65.3 | 2 | 12 | 5 | 1 |
| \$300,001 and up | 20 | 10.75% | 89.4 | 3 | 10 | 6 | 1 |
| Total Active Inventory by Units | 186 | | | 51 | 103 | 30 | 2 |
| Total Active Inventory by Volume | 31,936,924 | 100% | 75.3 | 4.88M | 18.93M | 6.74M | 1.39M |
| Average Active Inventory Listing Price | \$171,704 | | | \$95,773 | \$183,795 | \$224,553 | \$692,500 |

June 2020



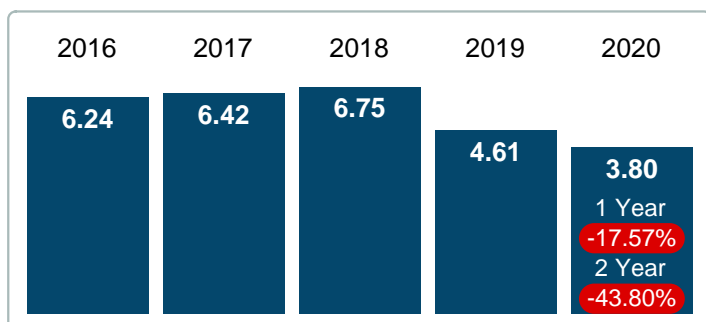
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



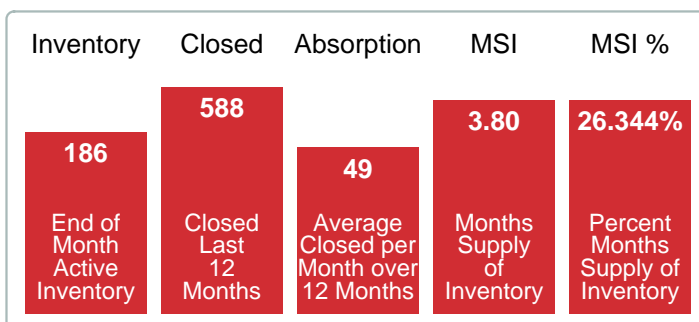
MONTHS SUPPLY of INVENTORY (MSI)

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

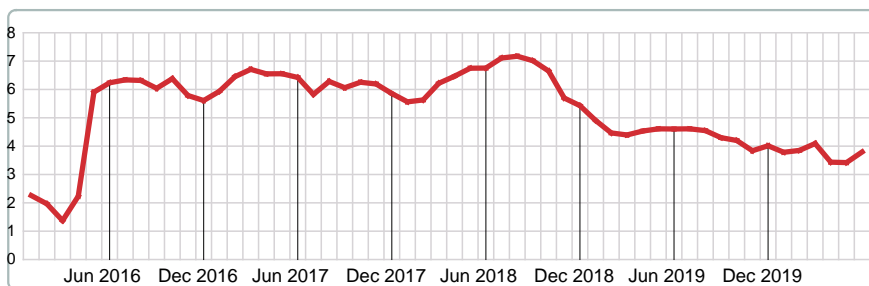
MSI FOR JUNE



INDICATORS FOR JUNE 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.56

High Aug 2018 7.17 Low Mar 2016 1.37

Months Supply this month at **3.80**
below the 5 yr JUN average of **5.56**



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 | 19 | 10.22% | 5.43 | 5.38 | 2.77 | 0.00 | 0.00 |
| \$40,001 - \$60,000 | 23 | 12.37% | 5.21 | 8.21 | 3.10 | 8.00 | 0.00 |
| \$60,001 - \$80,000 | 23 | 12.37% | 4.31 | 4.17 | 4.42 | 6.00 | 0.00 |
| \$80,001 - \$130,000 | 45 | 24.19% | 4.62 | 4.91 | 4.48 | 5.45 | 0.00 |
| \$130,001 - \$220,000 | 34 | 18.28% | 1.99 | 3.60 | 1.94 | 1.96 | 0.00 |
| \$220,001 - \$320,000 | 24 | 12.90% | 3.95 | 24.00 | 4.36 | 2.73 | 2.00 |
| \$320,001 and up | 18 | 9.68% | 6.35 | 0.00 | 7.38 | 5.14 | 1.71 |
| Market Supply of Inventory (MSI) | | | 3.80 | 5.88 | 3.40 | 3.56 | 1.26 |
| Total Active Inventory by Units | | 100% | 3.80 | 51 | 103 | 30 | 2 |

June 2020



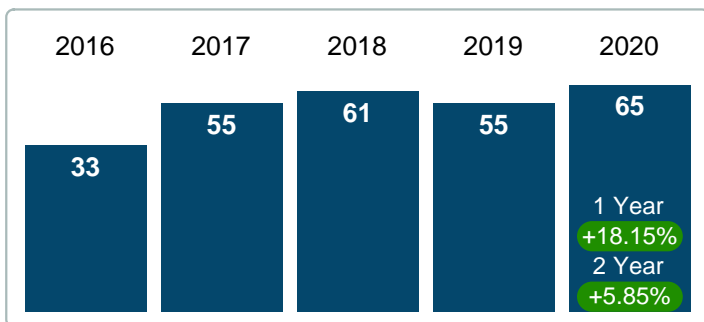
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



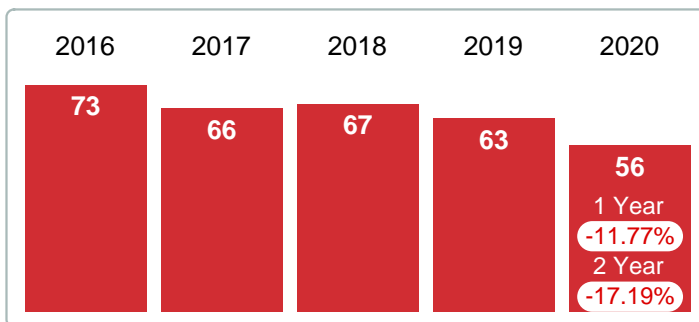
AVERAGE DAYS ON MARKET TO SALE

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

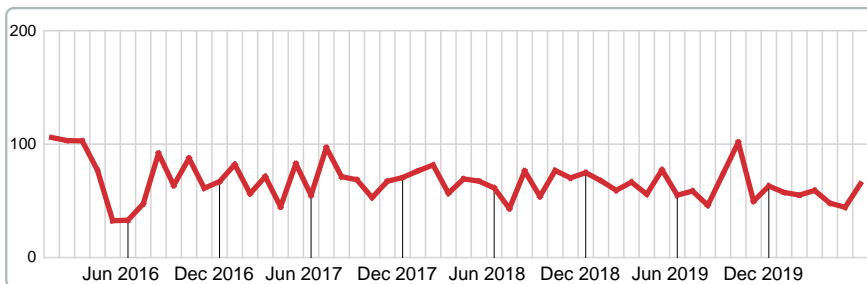
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

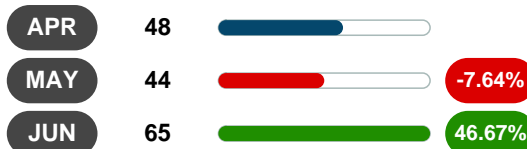


3 MONTHS

5 year JUN AVG = 54

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 65 above the 5 yr JUN average of 54



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 | |
|---|----|------------------|-------------|----------------|--------------|--------------|----------------|
| \$50,000 and less | 3 | 5.17% | 319 | 0 | 0 | 0 | |
| \$50,001 - \$75,000 | 9 | 15.52% | 58 | 37 | 79 | 61 | |
| \$75,001 - \$100,000 | 7 | 12.07% | 78 | 51 | 114 | 0 | |
| \$100,001 - \$175,000 | 13 | 22.41% | 32 | 45 | 40 | 5 | |
| \$175,001 - \$225,000 | 12 | 20.69% | 66 | 0 | 76 | 46 | |
| \$225,001 - \$275,000 | 7 | 12.07% | 38 | 0 | 36 | 42 | |
| \$275,001 and up | 7 | 12.07% | 38 | 0 | 55 | 32 | |
| Average Closed DOM | | 65 | | 113 | 61 | 34 | 6 |
| Total Closed Units | | 58 | 100% | 65 | 12 | 32 | 13 |
| Total Closed Volume | | 9,593,351 | | 834.63K | 5.62M | 2.75M | 390.00K |

June 2020



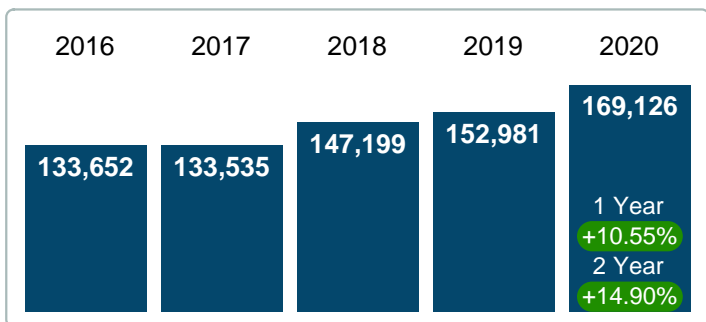
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



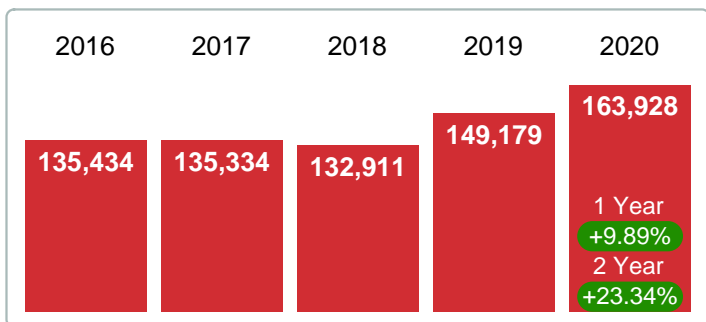
AVERAGE LIST PRICE AT CLOSING

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

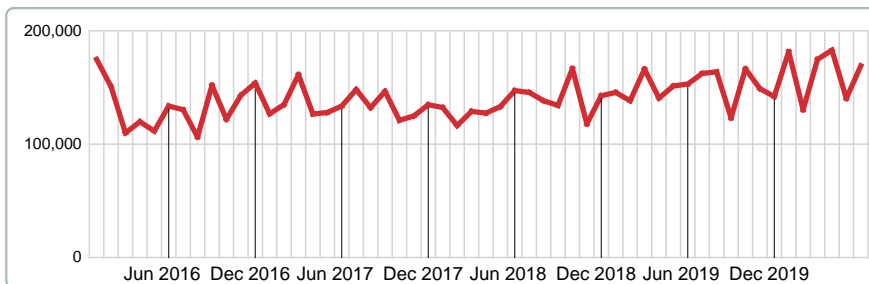
JUNE



YEAR TO DATE (YTD)

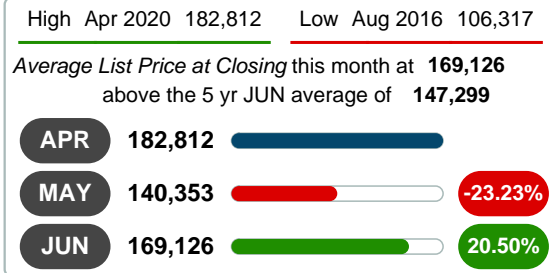


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 147,299



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 |
|--|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 3 | 5.17% | 38,100 | 38,100 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 9 | 15.52% | 67,911 | 69,450 | 68,350 | 60,000 | 0 |
| \$75,001 - \$100,000 | 8 | 13.79% | 90,850 | 85,600 | 94,967 | 0 | 0 |
| \$100,001 - \$175,000 | 11 | 18.97% | 147,427 | 155,000 | 140,356 | 160,667 | 0 |
| \$175,001 - \$225,000 | 12 | 20.69% | 196,075 | 0 | 204,238 | 192,250 | 0 |
| \$225,001 - \$275,000 | 6 | 10.34% | 247,783 | 0 | 259,460 | 260,150 | 0 |
| \$275,001 and up | 9 | 15.52% | 321,744 | 0 | 334,633 | 310,800 | 399,500 |
| Average List Price | | | 169,126 | 74,125 | 179,894 | 212,592 | 399,500 |
| Total Closed Units | | 100% | 169,126 | 12 | 32 | 13 | 1 |
| Total Closed Volume | | | 9,809,300 | 889.50K | 5.76M | 2.76M | 399.50K |

June 2020



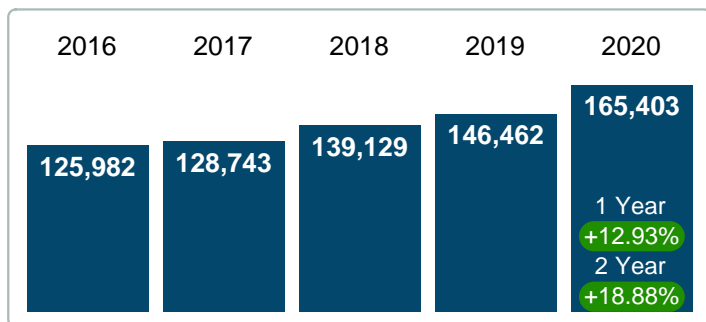
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



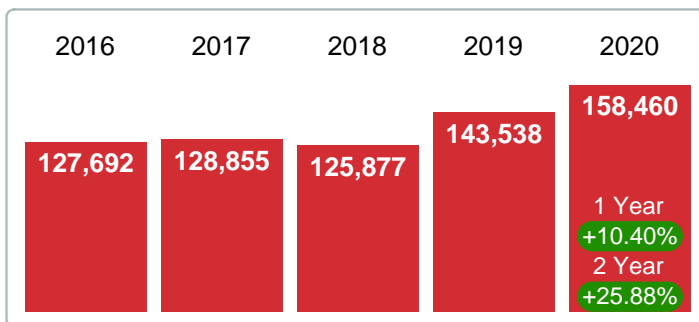
AVERAGE SOLD PRICE AT CLOSING

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

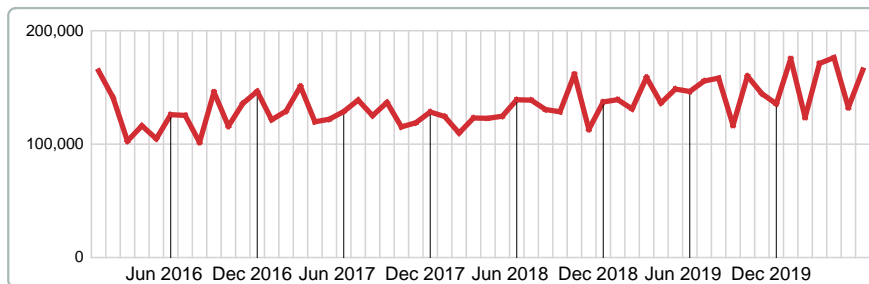
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

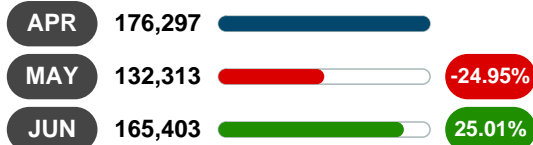


3 MONTHS

5 year JUN AVG = 141,144

High Apr 2020 176,297 Low Aug 2016 101,609

Average Sold Price at Closing this month at **165,403** above the 5 yr JUN average of **141,144**



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 |
|--|-------------|------------------|----------------|----------------|----------------|----------------|
| \$50,000 and less | 5.17% | 32,333 | 32,333 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 15.52% | 67,225 | 69,531 | 67,225 | 58,000 | 0 |
| \$75,001 - \$100,000 | 12.07% | 85,857 | 82,875 | 89,833 | 0 | 0 |
| \$100,001 - \$175,000 | 22.41% | 141,469 | 128,000 | 137,511 | 157,833 | 0 |
| \$175,001 - \$225,000 | 20.69% | 198,521 | 0 | 197,875 | 199,813 | 0 |
| \$225,001 - \$275,000 | 12.07% | 252,829 | 0 | 254,560 | 248,500 | 0 |
| \$275,001 and up | 12.07% | 328,454 | 0 | 328,300 | 308,092 | 390,000 |
| Average Sold Price | | 165,403 | 69,552 | 175,522 | 211,694 | 390,000 |
| Total Closed Units | 100% | 165,403 | 12 | 32 | 13 | 1 |
| Total Closed Volume | | 9,593,351 | 834.63K | 5.62M | 2.75M | 390.00K |

June 2020



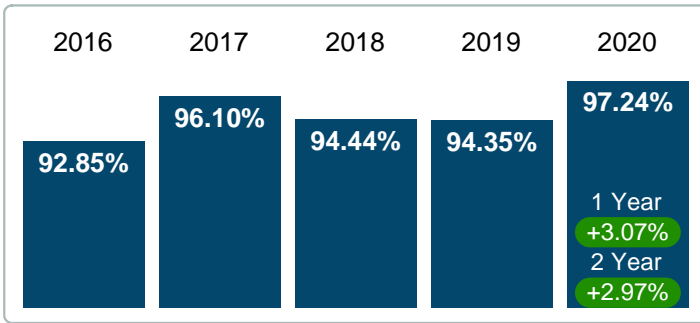
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



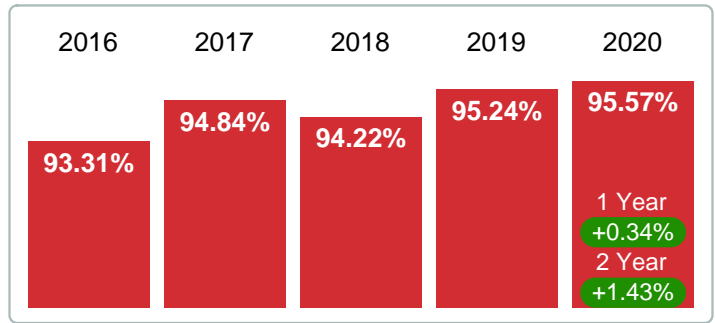
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

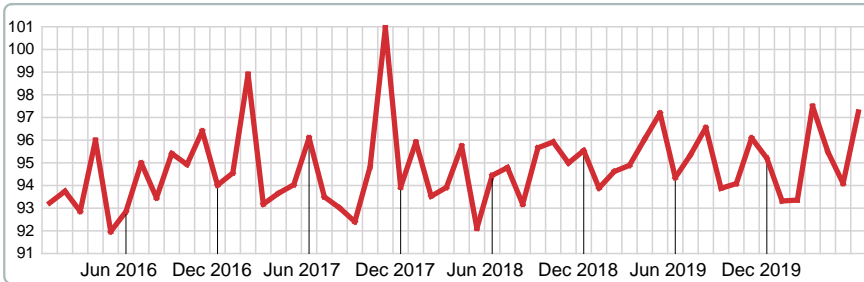
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 95.00%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **97.24%**
above the 5 yr JUN average of **95.00%**



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 |
|--|----|-----------|---------|----------|--------|---------|---------|
| \$50,000 and less | 3 | 5.17% | 84.39% | 84.39% | 0.00% | 0.00% | 0.00% |
| \$50,001 - \$75,000 | 9 | 15.52% | 98.93% | 100.20% | 98.24% | 96.67% | 0.00% |
| \$75,001 - \$100,000 | 7 | 12.07% | 95.71% | 96.77% | 94.30% | 0.00% | 0.00% |
| \$100,001 - \$175,000 | 13 | 22.41% | 97.03% | 82.58% | 98.18% | 98.42% | 0.00% |
| \$175,001 - \$225,000 | 12 | 20.69% | 99.41% | 0.00% | 96.96% | 104.31% | 0.00% |
| \$225,001 - \$275,000 | 7 | 12.07% | 97.49% | 0.00% | 98.22% | 95.68% | 0.00% |
| \$275,001 and up | 7 | 12.07% | 98.53% | 0.00% | 98.23% | 99.14% | 97.62% |
| Average Sold/List Ratio | | 97.20% | | 93.64% | 97.53% | 99.84% | 97.62% |
| Total Closed Units | | 58 | 100% | 12 | 32 | 13 | 1 |
| Total Closed Volume | | 9,593,351 | | 834.63K | 5.62M | 2.75M | 390.00K |

June 2020



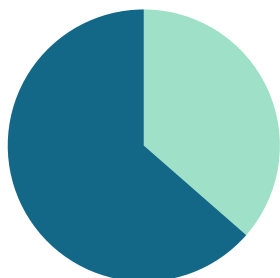
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

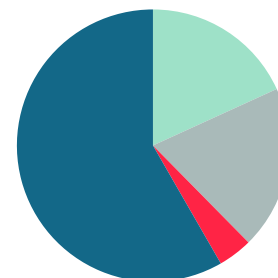


Inventory
 New Listings
94 = 36.43%
 Start Inventory
164
 Total Inventory Units
258
 Volume
\$44,084,824

Market Activity

Closed Sales
58 = 18.18%
 Pending Sales
62 = 19.44%
 Other Off Market
13 = 4.08%
 Active Inventory
186 = 58.31%

MARKET ACTIVITY



| Compared Metrics | June | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 49 | 58 | 18.37% | 283 | 273 | -3.53% |
| Pending Sales | 57 | 62 | 8.77% | 313 | 332 | 6.07% |
| New Listings | 76 | 94 | 23.68% | 474 | 459 | -3.16% |
| Average List Price | 152,981 | 169,126 | 10.55% | 149,179 | 163,928 | 9.89% |
| Average Sale Price | 146,462 | 165,403 | 12.93% | 143,538 | 158,460 | 10.40% |
| Average Percent of Selling Price to List Price | 94.35% | 97.24% | 3.07% | 95.24% | 95.57% | 0.34% |
| Average Days on Market to Sale | 55.00 | 64.98 | 18.15% | 63.19 | 55.75 | -11.77% |
| Monthly Inventory | 208 | 186 | -10.58% | 208 | 186 | -10.58% |
| Months Supply of Inventory | 4.61 | 3.80 | -17.57% | 4.61 | 3.80 | -17.57% |

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

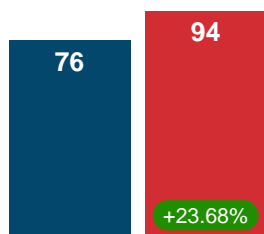
Inventory on June 30, 2020 = **186**

2019 **2020**

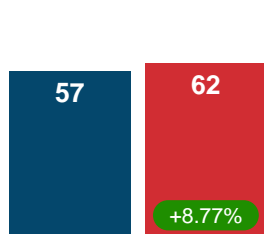
JUNE MARKET

AVERAGE PRICES

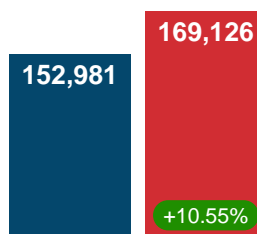
New Listings



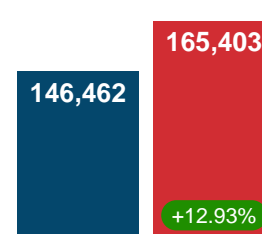
Pending Listings



List Price



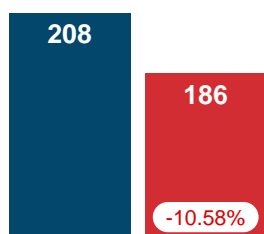
Sale Price



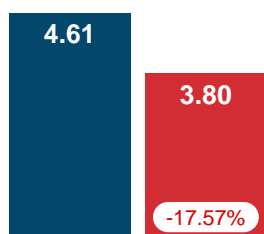
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

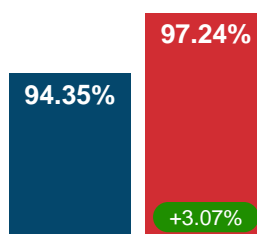
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

