

June 2020



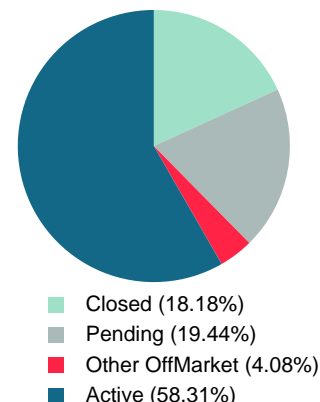
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



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%
Median List Price	129,000	164,450	27.48%
Median Sale Price	129,000	161,750	25.39%
Median Percent of Selling Price to List Price	95.95%	98.67%	2.83%
Median Days on Market to Sale	27.00	35.50	31.48%
End of Month Inventory	208	186	-10.58%
Months Supply of Inventory	4.61	3.80	-17.57%



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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **25.39%** in June 2020 to \$161,750 versus the previous year at \$129,000.

Median Days on Market Lengthens

The median number of **35.50** days that homes spent on the market before selling increased by 8.50 days or **31.48%** in June 2020 compared to last year's same month at **27.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median 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 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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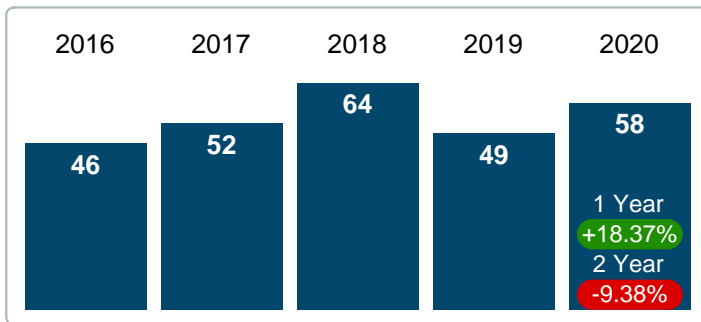
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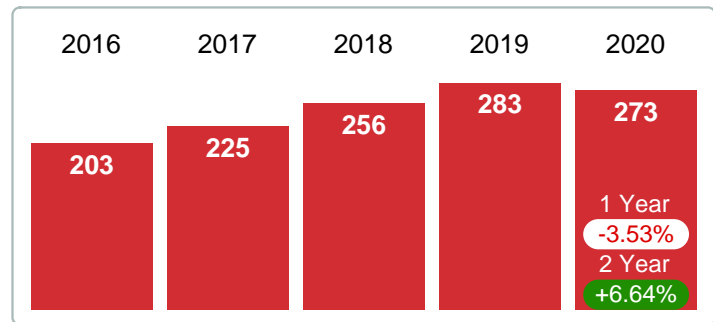
CLOSED LISTINGS

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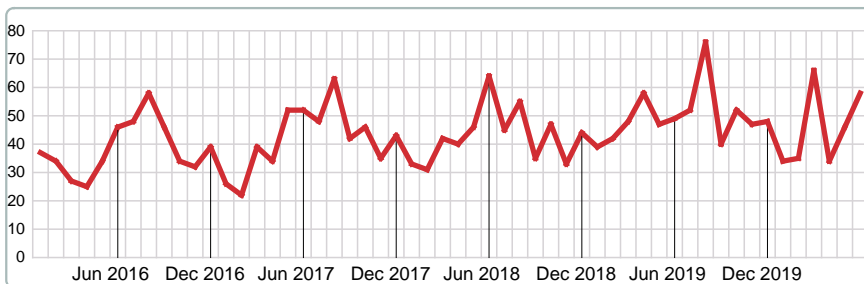
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54

High Aug 2019 76 Low Feb 2017 22

Closed Listings this month at 58
above the 5 yr JUN average of 54

APR	34	
MAY	46	35.29%
JUN	58	26.09%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.17%	309.0	3	0	0	0
\$50,001 - \$75,000	9	15.52%	61.0	4	4	1	0
\$75,001 - \$100,000	7	12.07%	65.0	4	3	0	0
\$100,001 - \$175,000	13	22.41%	27.0	1	9	3	0
\$175,001 - \$225,000	12	20.69%	37.5	0	8	4	0
\$225,001 - \$275,000	7	12.07%	36.0	0	5	2	0
\$275,001 and up	7	12.07%	6.0	0	3	3	1
Total Closed Units	58			12	32	13	1
Total Closed Volume	9,593,351	100%	35.5	834.63K	5.62M	2.75M	390.00K
Median Closed Price	\$161,750			\$71,813	\$172,000	\$212,000	\$390,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

June 2020



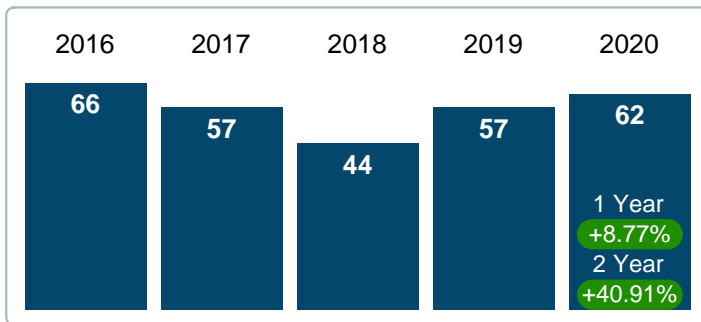
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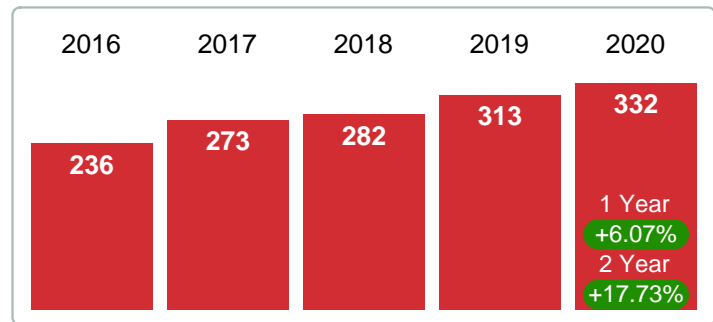
PENDING LISTINGS

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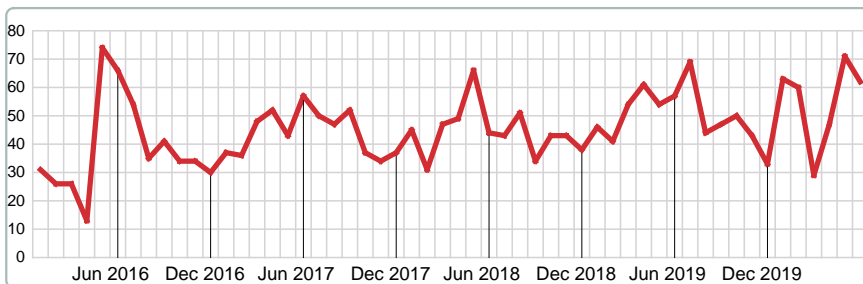
JUNE



YEAR TO DATE (YTD)

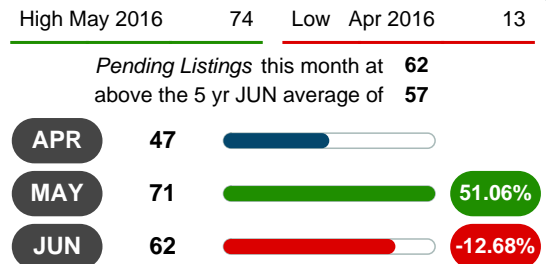


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 57



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	3	4.84%	56.0	3	0	0	0
\$50,001 - \$75,000	5	8.06%	83.0	3	1	1	0
\$75,001 - \$125,000	14	22.58%	23.5	0	13	1	0
\$125,001 - \$175,000	17	27.42%	8.0	3	12	2	0
\$175,001 - \$200,000	7	11.29%	5.0	0	4	2	1
\$200,001 - \$225,000	7	11.29%	15.0	0	4	3	0
\$225,001 and up	9	14.52%	7.0	1	4	3	1
Total Pending Units		62		10	38	12	2
Total Pending Volume		9,722,500	100%	1.06M	5.83M	2.26M	574.00K
Median Listing Price		\$156,200		\$69,000	\$152,450	\$202,000	\$287,000

June 2020



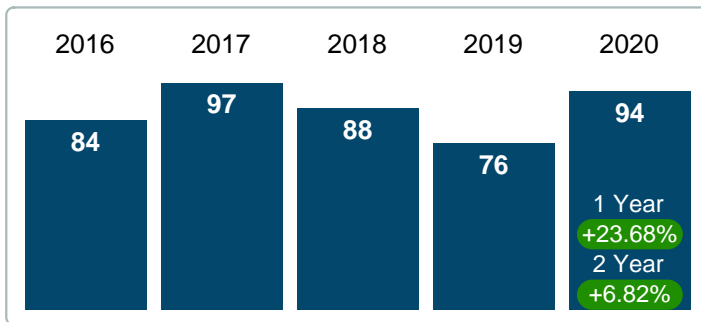
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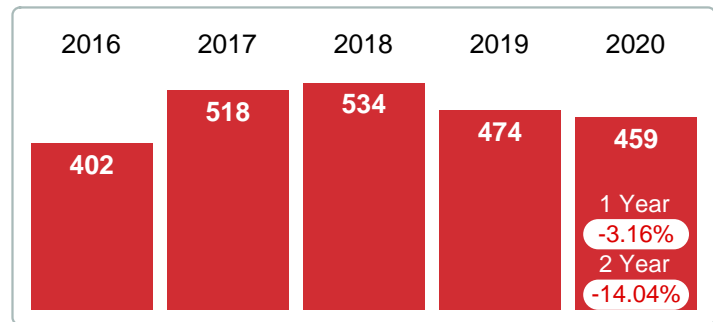
NEW LISTINGS

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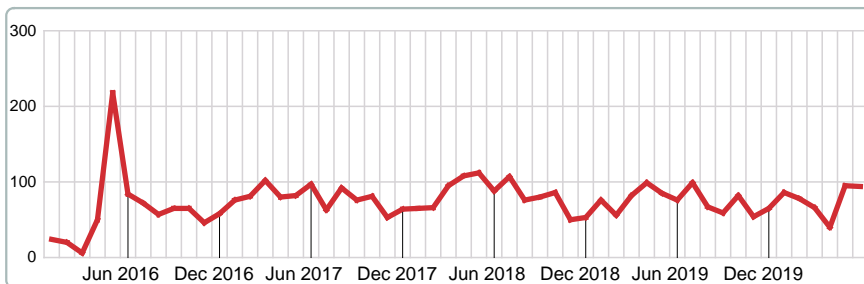
JUNE



YEAR TO DATE (YTD)

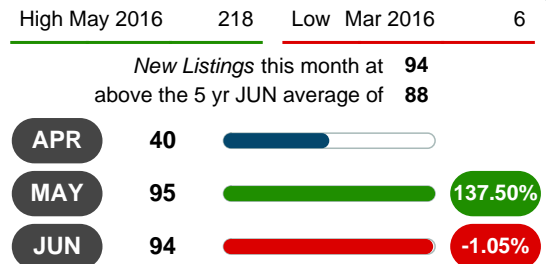


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 88



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$50,000 and less	7	7.45%
\$50,001 - \$70,000	9	9.57%
\$70,001 - \$110,000	20	21.28%
\$110,001 - \$140,000	18	19.15%
\$140,001 - \$190,000	18	19.15%
\$190,001 - \$280,000	12	12.77%
\$280,001 and up	10	10.64%
Total New Listed Units	94	
Total New Listed Volume	17,066,074	100%
Median New Listed Listing Price	\$130,750	

1-2 Beds	3 Beds	4 Beds	5+ Beds
4	3	0	0
6	2	1	0
5	14	1	0
4	12	2	0
2	12	4	0
0	9	3	0
0	7	2	1
21	59	13	1
1.77M	12.27M	2.74M	285.00K
\$75,000	\$139,900	\$184,500	\$285,000

June 2020



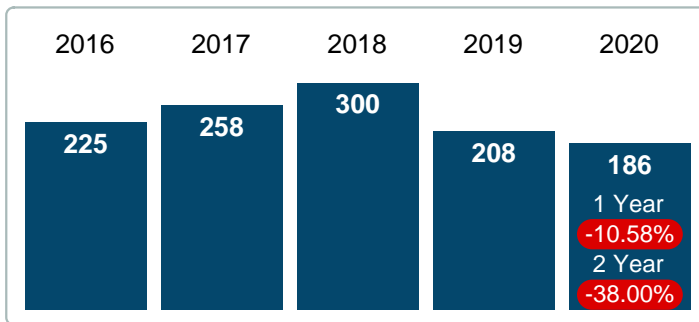
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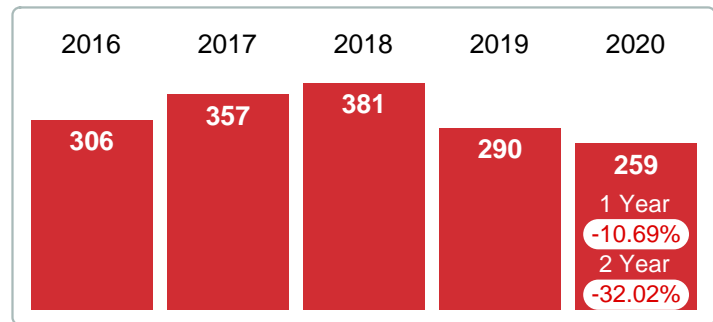
ACTIVE INVENTORY

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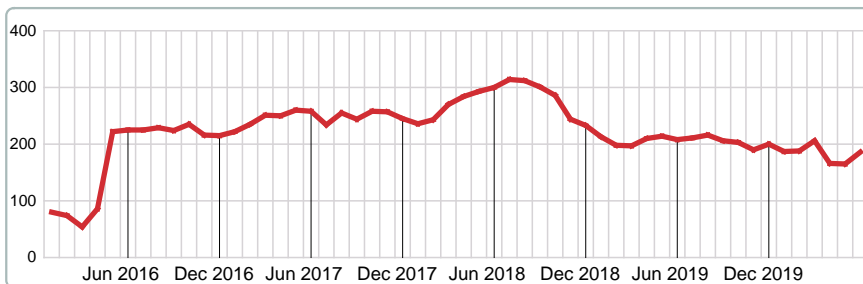
END OF JUNE



ACTIVE DURING JUNE

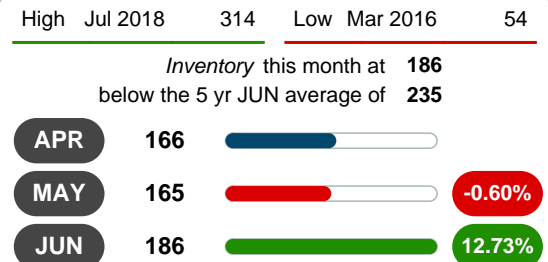


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 235



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	19	10.22%	116.0	13	3	3	0
\$40,001 \$60,000	23	12.37%	29.0	13	8	2	0
\$60,001 \$80,000	23	12.37%	42.0	8	14	1	0
\$80,001 \$130,000	45	24.19%	46.0	9	31	5	0
\$130,001 \$220,000	34	18.28%	32.5	3	23	8	0
\$220,001 \$320,000	24	12.90%	46.0	2	16	5	1
\$320,001 and up	18	9.68%	82.5	3	8	6	1
Total Active Inventory by Units		186		51	103	30	2
Total Active Inventory by Volume		31,936,924	100%	4.88M	18.93M	6.74M	1.39M
Median Active Inventory Listing Price		\$113,000		\$60,000	\$125,000	\$181,750	\$692,500

June 2020



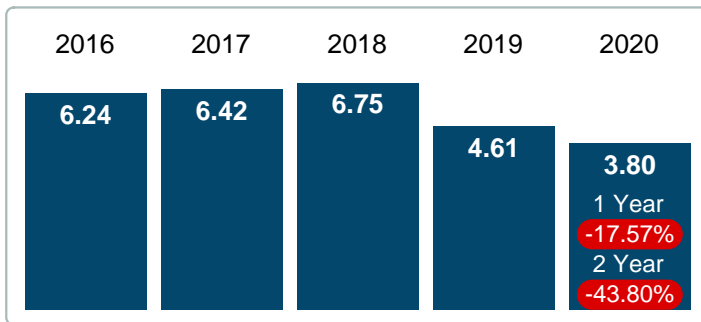
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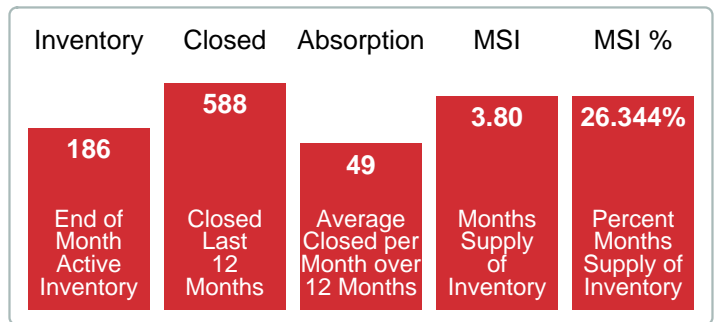
MONTHS SUPPLY of INVENTORY (MSI)

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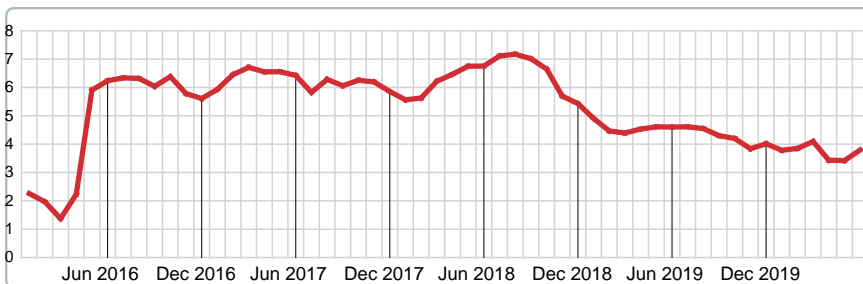
MSI FOR JUNE



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



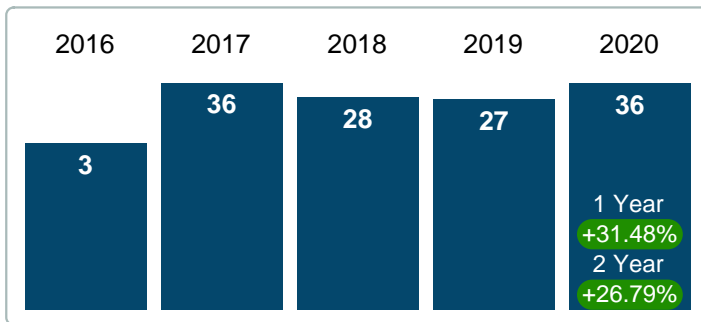
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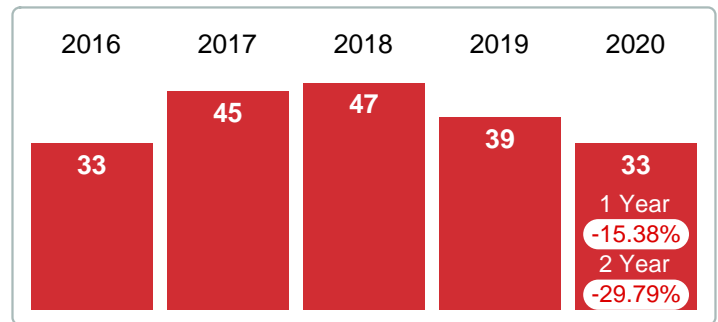
MEDIAN DAYS ON MARKET TO SALE

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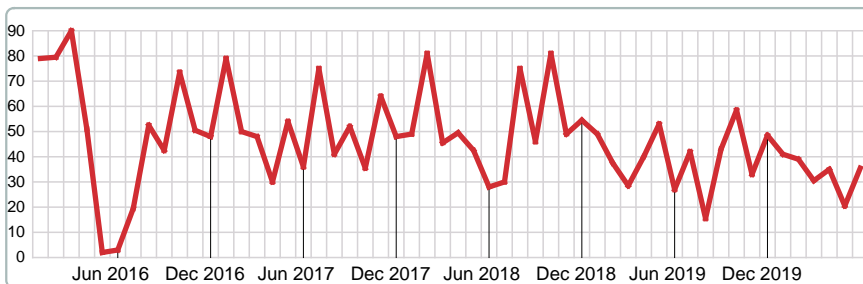
JUNE



YEAR TO DATE (YTD)

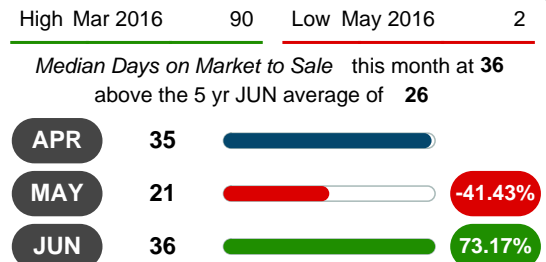


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 26



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
\$50,000 and less	3	5.17%	309	309	0	0	0
\$50,001 - \$75,000	9	15.52%	61	27	86	61	0
\$75,001 - \$100,000	7	12.07%	65	32	80	0	0
\$100,001 - \$175,000	13	22.41%	27	45	27	1	0
\$175,001 - \$225,000	12	20.69%	38	0	59	23	0
\$225,001 - \$275,000	7	12.07%	36	0	36	42	0
\$275,001 and up	7	12.07%	6	0	7	6	6
Median Closed DOM	36			49	41	11	6
Total Closed Units	58	100%	35.5	12	32	13	1
Total Closed Volume	9,593,351			834.63K	5.62M	2.75M	390.00K

June 2020



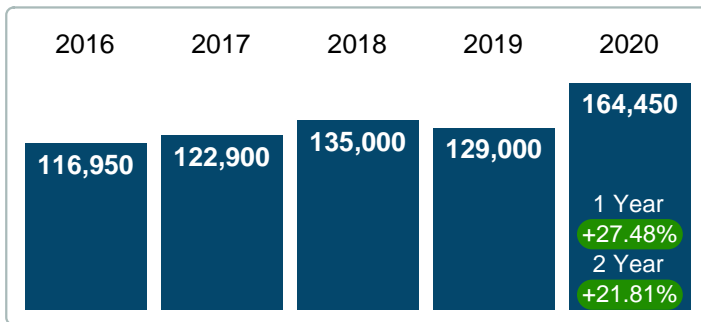
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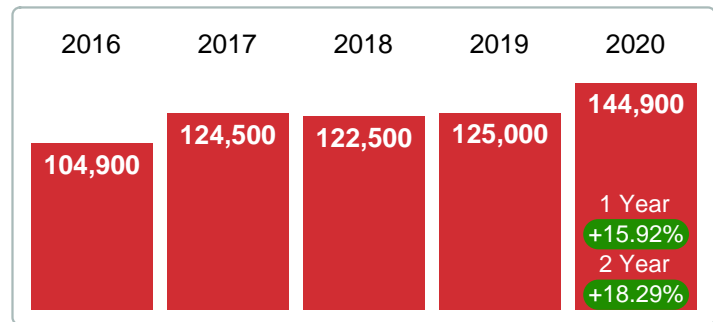
MEDIAN LIST PRICE AT CLOSING

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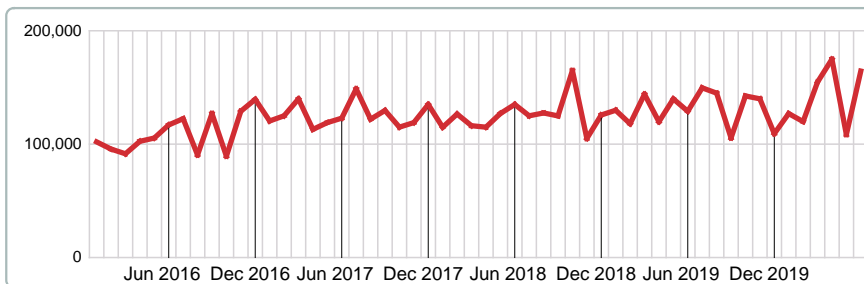
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

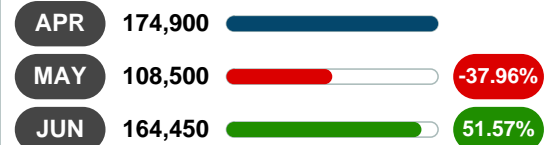


3 MONTHS

5 year JUN AVG = 133,660

High Apr 2020 174,900 Low Oct 2016 89,450

Median List Price at Closing this month at **164,450**
above the 5 yr JUN average of **133,660**



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
\$50,000 and less	3	5.17%	37,900	37,900	0	0	0
\$50,001 - \$75,000	9	15.52%	69,000	68,950	69,250	60,000	0
\$75,001 - \$100,000	8	13.79%	90,500	84,000	99,000	0	0
\$100,001 - \$175,000	11	18.97%	155,000	155,000	152,450	151,500	0
\$175,001 - \$225,000	12	20.69%	195,450	0	195,900	183,500	0
\$225,001 - \$275,000	6	10.34%	238,900	0	239,900	237,900	0
\$275,001 and up	9	15.52%	310,000	0	319,450	301,250	399,500
Median List Price			164,450	71,950	179,500	197,000	399,500
Total Closed Units		100%	164,450	12	32	13	1
Total Closed Volume			9,809,300	889.50K	5.76M	2.76M	399.50K

June 2020



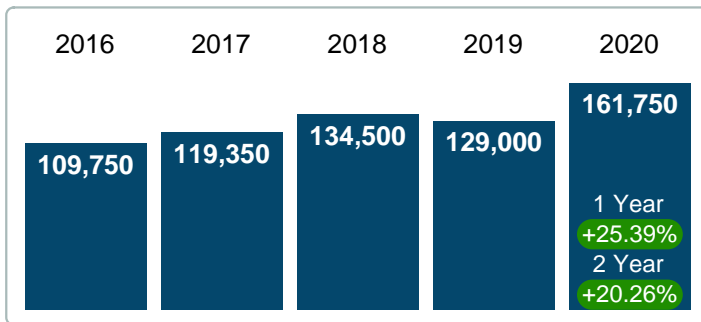
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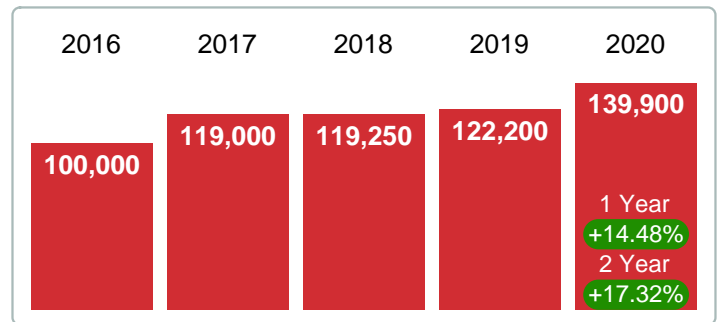
MEDIAN SOLD PRICE AT CLOSING

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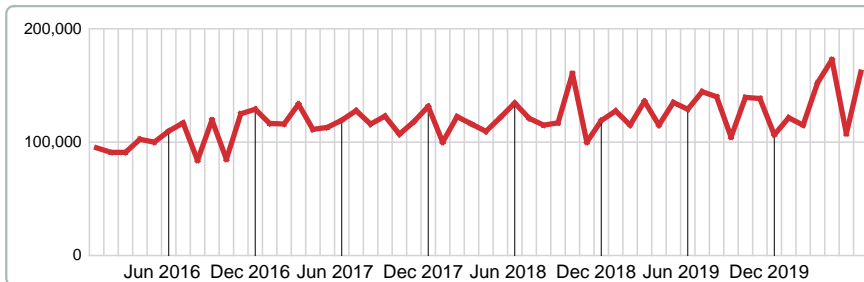
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

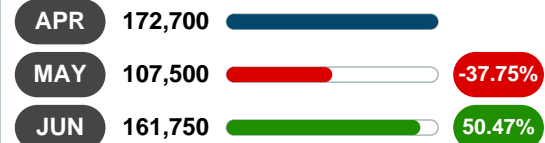


3 MONTHS

5 year JUN AVG = 130,870

High Apr 2020 172,700 Low Aug 2016 84,000

Median Sold Price at Closing this month at **161,750**
above the 5 yr JUN average of **130,870**



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
\$50,000 and less	3	5.17%	30,000	30,000	0	0	0
\$50,001 - \$75,000	9	15.52%	69,500	70,563	69,700	58,000	0
\$75,001 - \$100,000	7	12.07%	80,000	79,950	94,500	0	0
\$100,001 - \$175,000	13	22.41%	145,000	128,000	140,000	158,000	0
\$175,001 - \$225,000	12	20.69%	201,000	0	200,500	204,500	0
\$225,001 - \$275,000	7	12.07%	265,000	0	265,000	248,500	0
\$275,001 and up	7	12.07%	325,000	0	340,000	310,000	390,000
Median Sold Price			161,750	71,813	172,000	212,000	390,000
Total Closed Units		100%	161,750	12	32	13	1
Total Closed Volume			9,593,351	834.63K	5.62M	2.75M	390.00K

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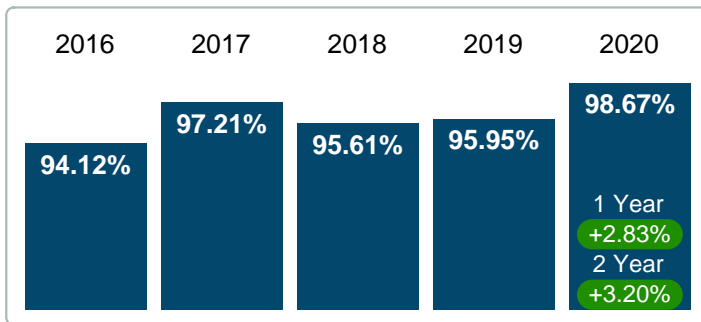
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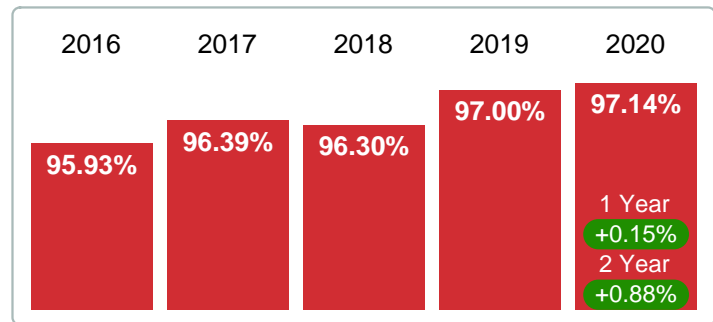
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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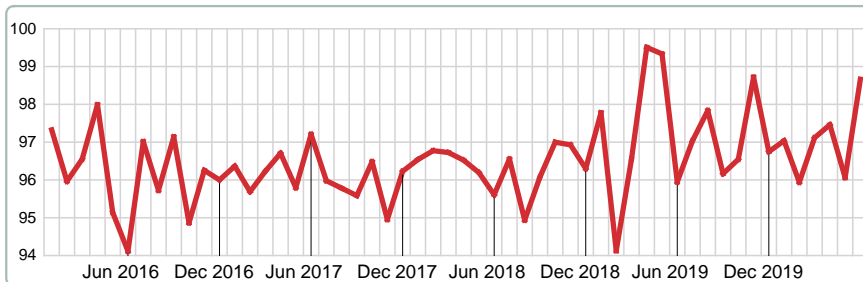
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

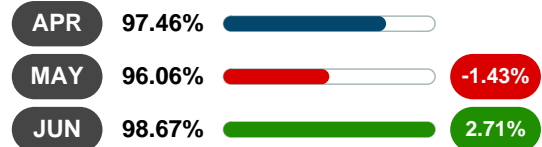


3 MONTHS

5 year JUN AVG = 96.31%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **98.67%**
above the 5 yr JUN average of **96.31%**



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
\$50,000 and less	3	5.17%	87.21%	87.21%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	9	15.52%	100.00%	100.44%	100.00%	96.67%	0.00%
\$75,001 - \$100,000	7	12.07%	95.94%	96.79%	95.94%	0.00%	0.00%
\$100,001 - \$175,000	13	22.41%	98.82%	82.58%	98.82%	100.00%	0.00%
\$175,001 - \$225,000	12	20.69%	99.52%	0.00%	98.36%	100.00%	0.00%
\$225,001 - \$275,000	7	12.07%	97.52%	0.00%	98.38%	95.68%	0.00%
\$275,001 and up	7	12.07%	98.51%	0.00%	97.42%	98.90%	97.62%
Median Sold/List Ratio		98.67%		97.80%	98.60%	98.90%	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



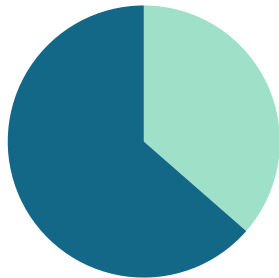
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MARKET SUMMARY

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

INVENTORY



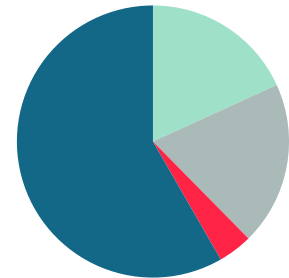
Inventory

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	2019	June 2020	+/-%	2019	Year to Date 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%
Median List Price	129,000	164,450	27.48%	125,000	144,900	15.92%
Median Sale Price	129,000	161,750	25.39%	122,200	139,900	14.48%
Median Percent of Selling Price to List Price	95.95%	98.67%	2.83%	97.00%	97.14%	0.15%
Median Days on Market to Sale	27.00	35.50	31.48%	39.00	33.00	-15.38%
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

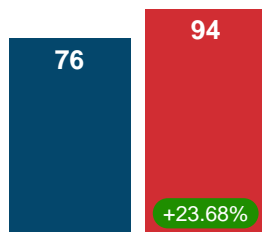
Inventory on June 30, 2020 = **186**

2019 **2020**

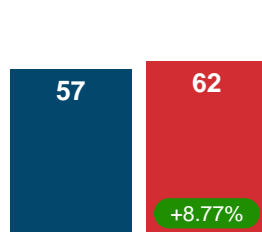
JUNE MARKET

MEDIAN PRICES

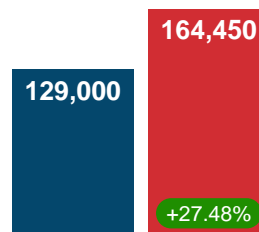
New Listings



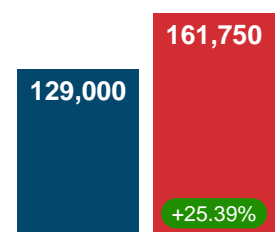
Pending Listings



List Price



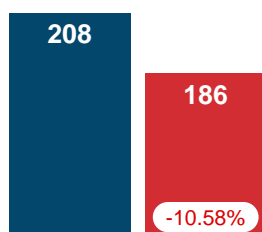
Sale Price



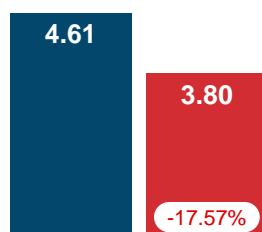
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

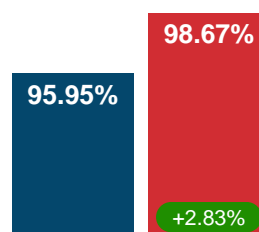
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

