

## March 2020



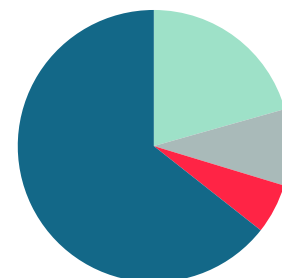
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	48	66	37.50%
Pending Listings	54	29	-46.30%
New Listings	82	66	-19.51%
Average List Price	166,073	174,779	5.24%
Average Sale Price	158,831	171,195	7.78%
Average Percent of Selling Price to List Price	94.89%	97.49%	2.74%
Average Days on Market to Sale	66.46	59.14	-11.02%
End of Month Inventory	197	206	4.57%
Months Supply of Inventory	4.39	4.09	-6.86%



**Absorption:** Last 12 months, an Average of **50** Sales/Month  
**Active Inventory** as of March 31, 2020 = **206**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2020 rose **4.57%** to 206 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 **4.09** 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 **7.78%** in March 2020 to \$171,195 versus the previous year at \$158,831.

##### Average Days on Market Shortens

The average number of **59.14** days that homes spent on the market before selling decreased by 7.32 days or **11.02%** in March 2020 compared to last year's same month at **66.46** DOM.

##### Sales Success for March 2020 is Positive

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

There were 66 New Listings in March 2020, down **19.51%** from last year at 82. Furthermore, there were 66 Closed Listings this month versus last year at 48, a **37.50%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, March 2019, at **58.5%**, a **70.83%** upswing. This will certainly create pressure on an increasing Monthly Months 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2020



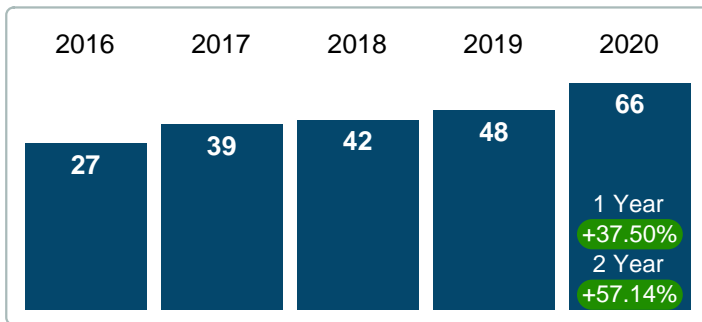
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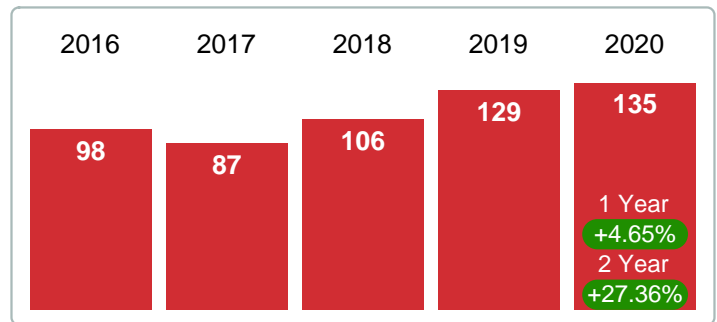
## CLOSED LISTINGS

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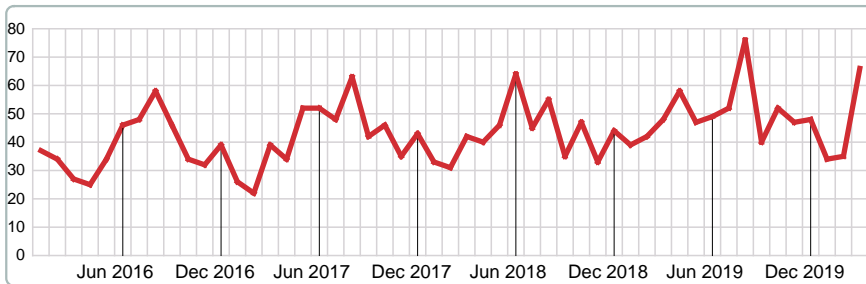
### MARCH



### YEAR TO DATE (YTD)

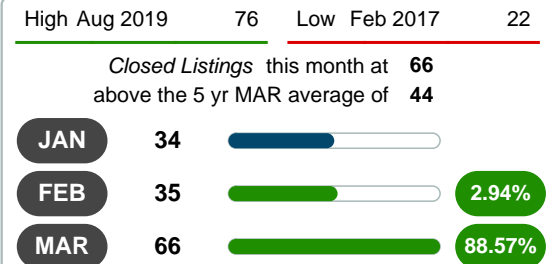


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 44



### 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	4	6.06%	82.5	2	2	0	0
\$50,001 - \$75,000	6	9.09%	64.2	1	5	0	0
\$75,001 - \$100,000	8	12.12%	33.5	2	6	0	0
\$100,001 - \$175,000	22	33.33%	75.5	2	15	4	1
\$175,001 - \$225,000	9	13.64%	61.9	0	4	5	0
\$225,001 - \$275,000	10	15.15%	50.8	1	4	4	1
\$275,001 and up	7	10.61%	27.9	0	2	4	1
<b>Total Closed Units</b>	<b>66</b>			<b>8</b>	<b>38</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>11,298,900</b>	<b>100%</b>	<b>59.1</b>	<b>747.40K</b>	<b>5.55M</b>	<b>3.87M</b>	<b>1.13M</b>
<b>Average Closed Price</b>	<b>\$171,195</b>			<b>\$93,425</b>	<b>\$146,105</b>	<b>\$227,912</b>	<b>\$375,000</b>

# March 2020



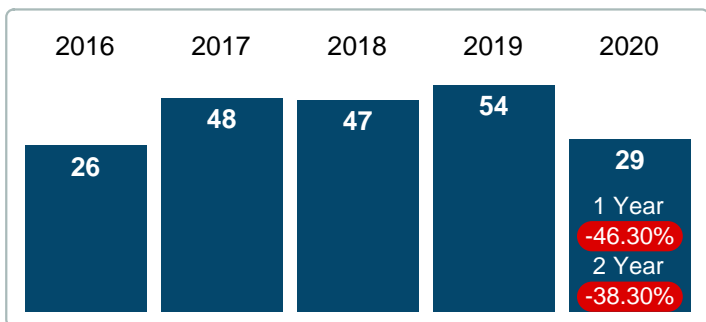
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



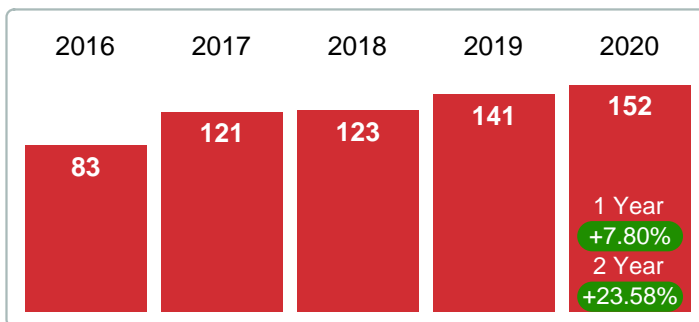
## PENDING LISTINGS

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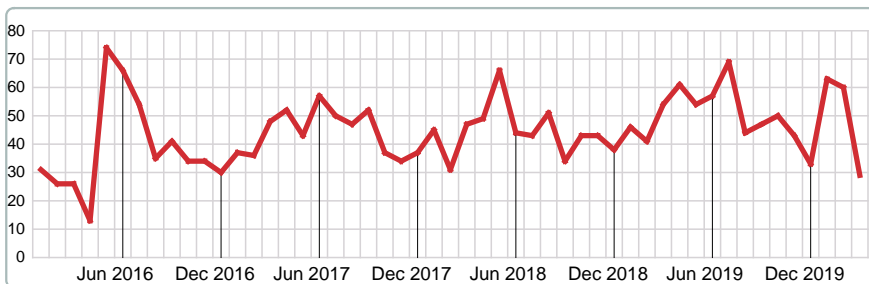
### MARCH



### YEAR TO DATE (YTD)

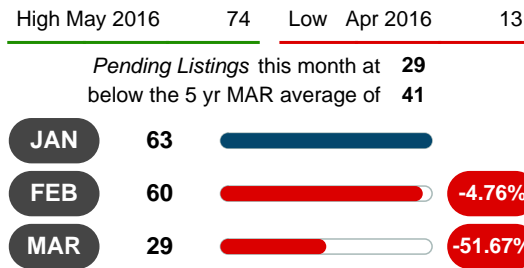


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	5	17.24%	36.4	2	3	0	0
\$75,001 - \$100,000	4	13.79%	40.0	0	3	1	0
\$100,001 - \$175,000	7	24.14%	21.3	1	5	1	0
\$175,001 - \$200,000	3	10.34%	65.7	0	2	1	0
\$200,001 - \$250,000	6	20.69%	49.3	0	4	1	1
\$250,001 and up	4	13.79%	17.0	0	2	2	0
<b>Total Pending Units</b>	<b>29</b>			<b>3</b>	<b>19</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,781,539</b>	<b>100%</b>	<b>36.3</b>	<b>224.90K</b>	<b>2.95M</b>	<b>1.39M</b>	<b>224.60K</b>
<b>Average Listing Price</b>	<b>\$164,881</b>			<b>\$74,967</b>	<b>\$155,070</b>	<b>\$230,950</b>	<b>\$224,600</b>

# March 2020



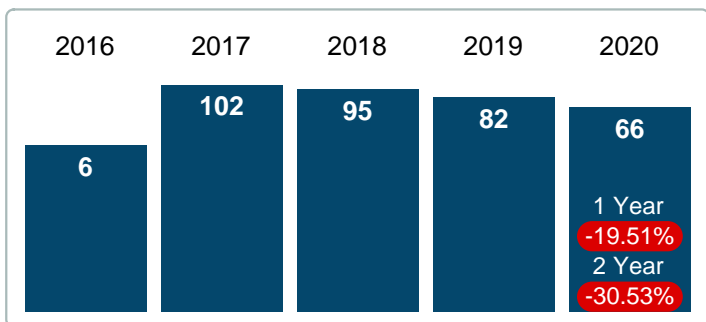
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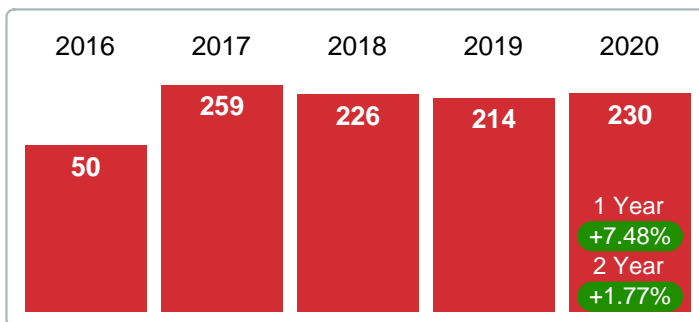
## NEW LISTINGS

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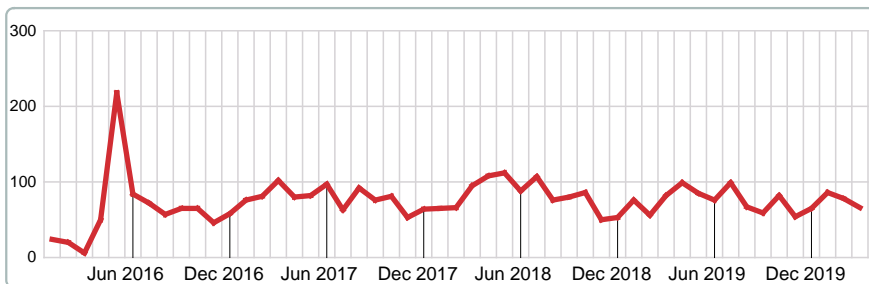
### MARCH



### YEAR TO DATE (YTD)

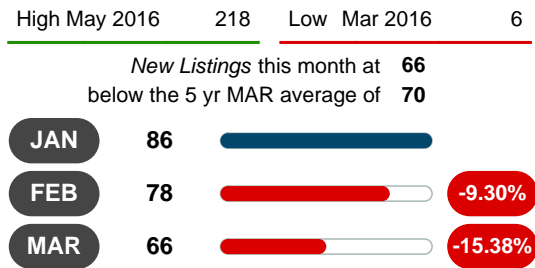


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 70



### 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	5	7.58%	3	2	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	17	25.76%	5	10	2	0
\$100,001 - \$150,000	12	18.18%	3	6	3	0
\$150,001 - \$225,000	16	24.24%	1	12	3	0
\$225,001 - \$275,000	9	13.64%	0	7	2	0
\$275,001 and up	7	10.61%	1	3	3	0
<b>Total New Listed Units</b>	<b>66</b>		<b>13</b>	<b>40</b>	<b>13</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,180,439</b>	<b>100%</b>	<b>1.60M</b>	<b>6.79M</b>	<b>2.79M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$169,515</b>		<b>\$123,192</b>	<b>\$169,643</b>	<b>\$214,862</b>	<b>\$0</b>

# March 2020



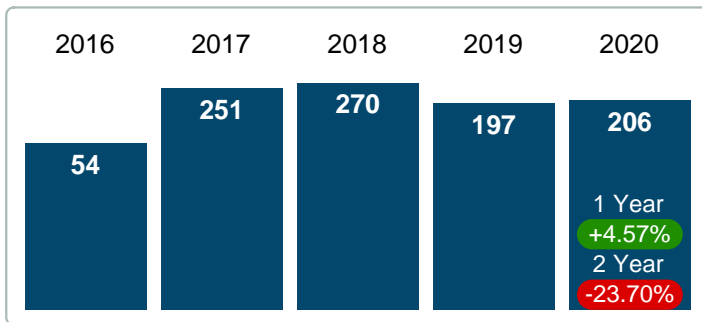
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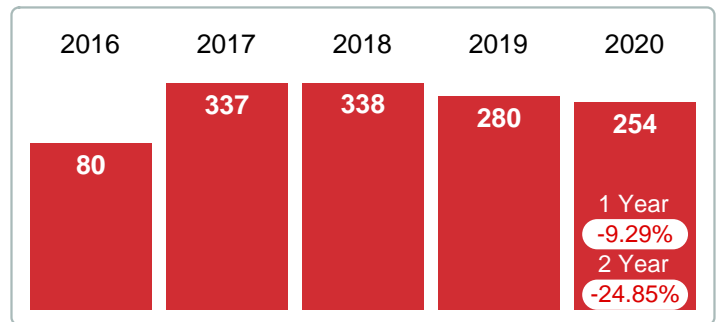
## ACTIVE INVENTORY

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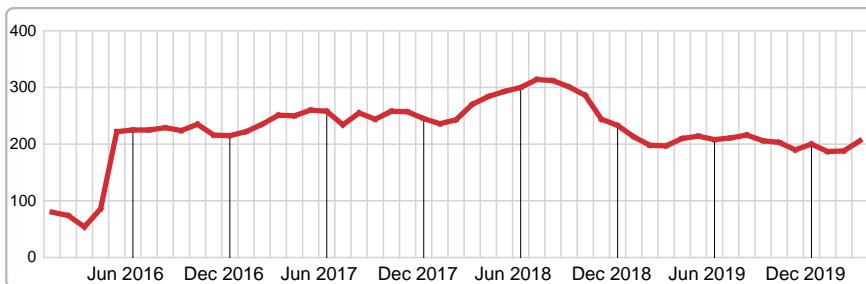
### END OF MARCH



### ACTIVE DURING MARCH

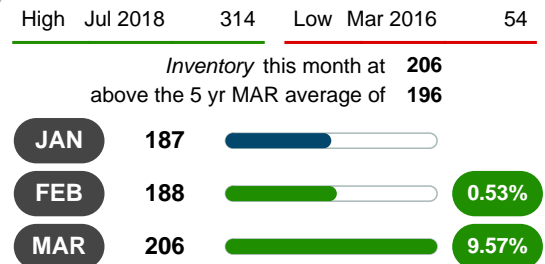


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 196



### 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	2	0.97%	149.5	1	1	0	0
\$25,001 - \$50,000	25	12.14%	122.8	23	1	1	0
\$50,001 - \$75,000	30	14.56%	90.9	14	13	3	0
\$75,001 - \$150,000	69	33.50%	75.7	12	49	6	2
\$150,001 - \$225,000	35	16.99%	78.8	2	21	11	1
\$225,001 - \$300,000	24	11.65%	64.6	2	12	8	2
\$300,001 and up	21	10.19%	83.4	3	10	7	1
<b>Total Active Inventory by Units</b>	<b>206</b>			<b>57</b>	<b>107</b>	<b>36</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>33,882,550</b>	<b>100%</b>	<b>84.4</b>	<b>5.25M</b>	<b>17.54M</b>	<b>8.82M</b>	<b>2.28M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$164,478</b>			<b>\$92,019</b>	<b>\$163,971</b>	<b>\$244,875</b>	<b>\$379,500</b>

# March 2020



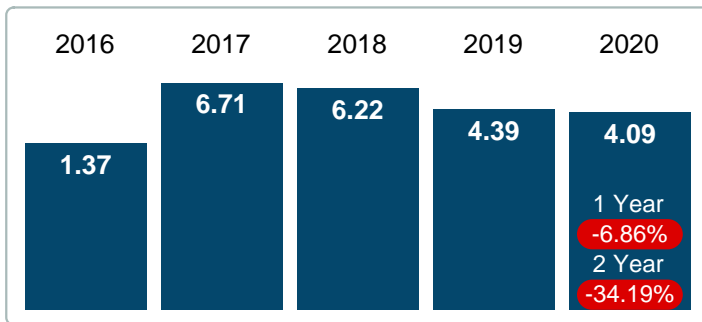
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



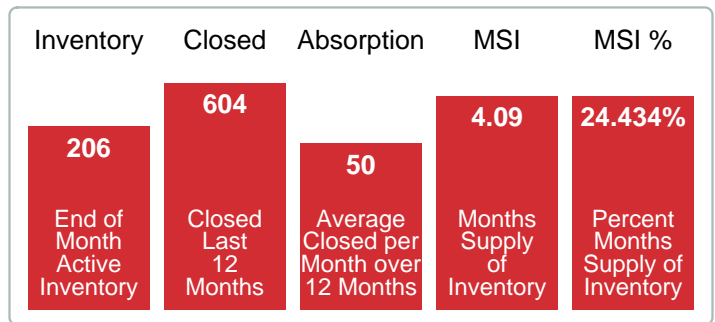
## MONTHS SUPPLY of INVENTORY (MSI)

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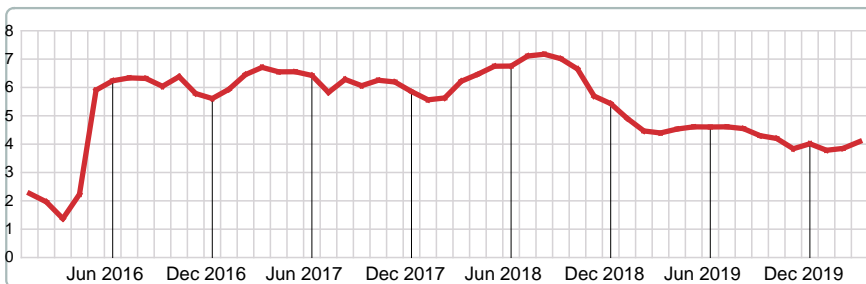
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020



### 5 YEAR MARKET ACTIVITY TRENDS

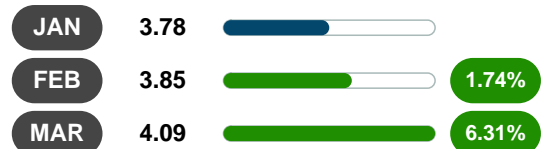


### 3 MONTHS

5 year MAR AVG = 4.56

High Aug 2018 7.17 Low Mar 2016 1.37

Months Supply this month at **4.09**  
below the 5 yr MAR average of **4.56**



### 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	16	7.77%	4.57	6.00	0.86	0.00	0.00
\$40,001 - \$60,000	26	12.62%	6.00	12.00	1.88	24.00	0.00
\$60,001 - \$80,000	23	11.17%	4.31	4.20	4.62	3.00	0.00
\$80,001 - \$150,000	61	29.61%	3.47	4.00	3.44	2.40	24.00
\$150,001 - \$220,000	32	15.53%	2.91	4.80	2.23	4.89	4.00
\$220,001 - \$310,000	27	13.11%	4.76	24.00	4.50	4.36	4.80
\$310,001 and up	21	10.19%	7.20	0.00	10.91	4.94	1.71
Market Supply of Inventory (MSI)			4.09	6.64	3.35	4.28	4.24
Total Active Inventory by Units		100%	4.09	57	107	36	6

# March 2020



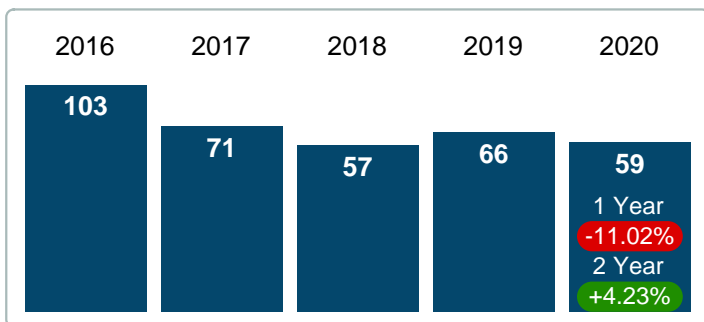
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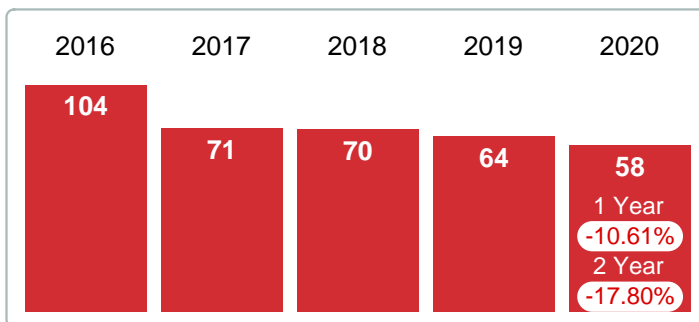
## AVERAGE DAYS ON MARKET TO SALE

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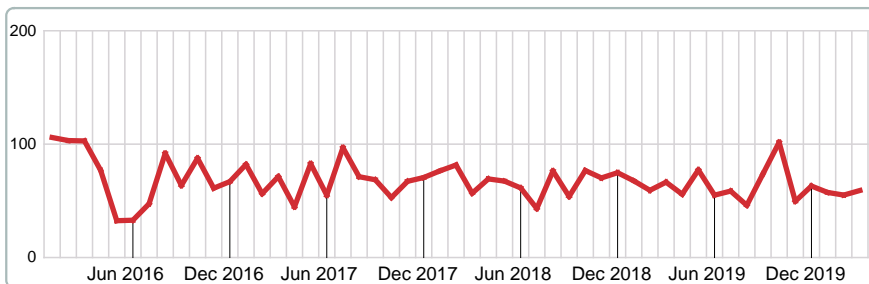
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 71

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 59 below the 5 yr MAR average of 71

- JAN 57 (7.5% below avg)
- FEB 55 (21.4% below avg)
- MAR 59 (16.9% below avg)

### 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	6.06%	83	148	17	0	0
\$50,001 - \$75,000	9.09%	64	2	77	0	0
\$75,001 - \$100,000	12.12%	34	30	35	0	0
\$100,001 - \$175,000	33.33%	75	155	59	115	1
\$175,001 - \$225,000	13.64%	62	0	61	63	0
\$225,001 - \$275,000	15.15%	51	124	39	18	156
\$275,001 and up	10.61%	28	0	1	48	1
<b>Average Closed DOM</b>		<b>59</b>	<b>99</b>	<b>50</b>	<b>61</b>	<b>53</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>59</b>	<b>8</b>	<b>38</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>11,298,900</b>	<b>747.40K</b>	<b>5.55M</b>	<b>3.87M</b>	<b>1.13M</b>

# March 2020



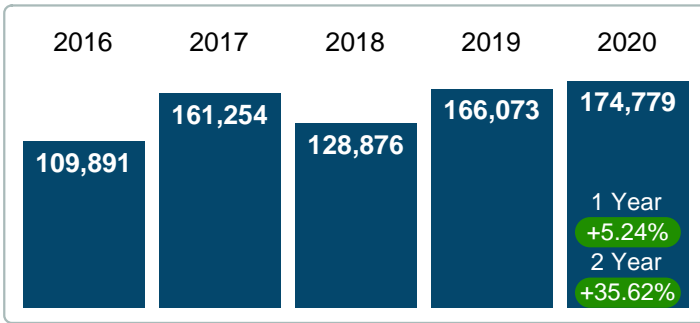
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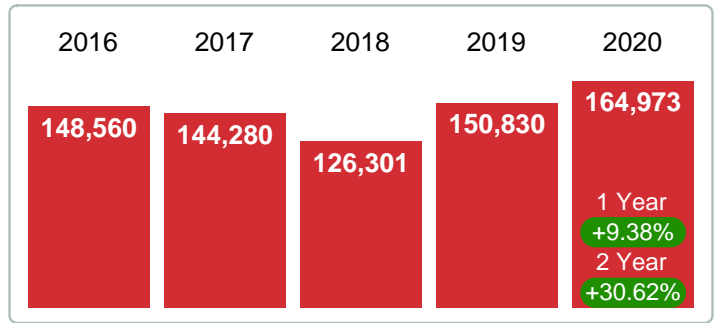
## AVERAGE LIST PRICE AT CLOSING

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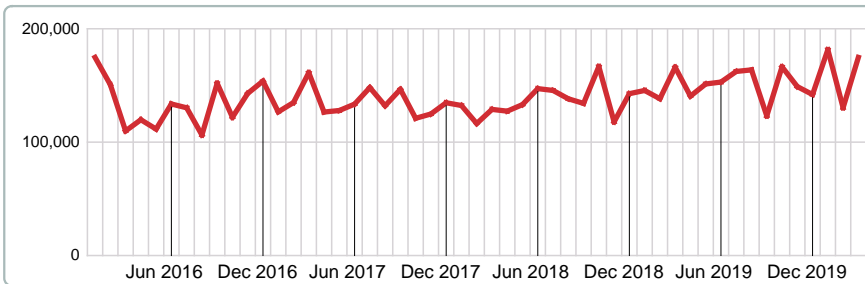
### MARCH



### YEAR TO DATE (YTD)

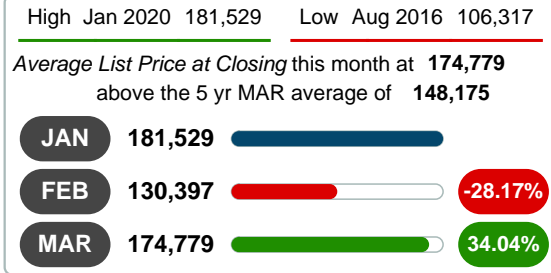


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 148,175



### 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	4.55%	38,467	40,000	43,700	0	0
\$50,001 - \$75,000	4	6.06%	61,725	55,000	75,860	0	0
\$75,001 - \$100,000	12	18.18%	86,341	81,250	89,049	0	0
\$100,001 - \$175,000	21	31.82%	145,595	109,200	145,067	154,250	170,000
\$175,001 - \$225,000	9	13.64%	201,867	0	199,450	199,000	0
\$225,001 - \$275,000	10	15.15%	253,720	259,900	258,225	256,100	250,000
\$275,001 and up	7	10.61%	389,356	0	301,800	347,974	700,000
Average List Price			174,779	96,975	147,666	236,959	373,333
Total Closed Units		100%	174,779	8	38	17	3
Total Closed Volume			11,535,390	775.80K	5.61M	4.03M	1.12M



# March 2020



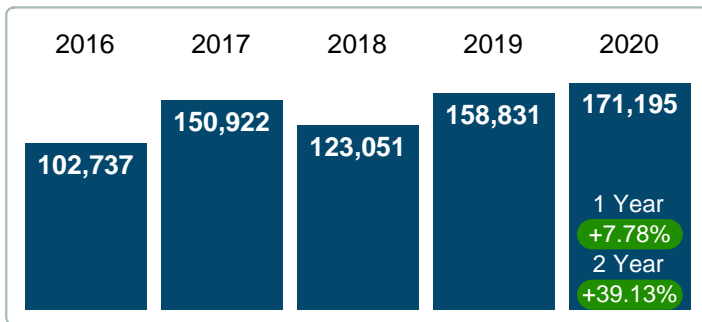
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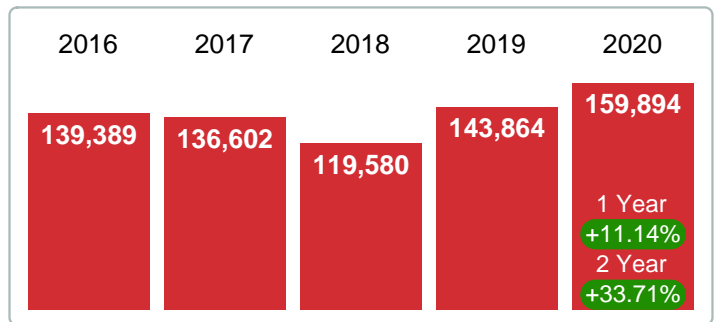
## AVERAGE SOLD PRICE AT CLOSING

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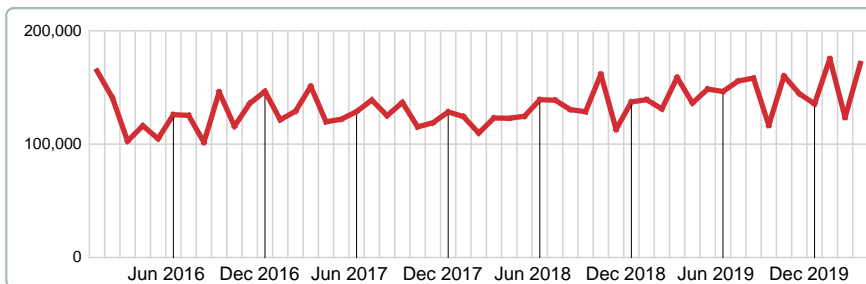
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 141,347

High Jan 2020 175,309 Low Aug 2016 101,609

Average Sold Price at Closing this month at 171,195 above the 5 yr MAR average of 141,347



### 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	4	6.06%	37,875	34,000	41,750	0	0
\$50,001 - \$75,000	6	9.09%	65,750	52,500	68,400	0	0
\$75,001 - \$100,000	8	12.12%	88,163	81,250	90,467	0	0
\$100,001 - \$175,000	22	33.33%	138,877	102,250	140,653	142,750	170,000
\$175,001 - \$225,000	9	13.64%	199,922	0	198,075	201,400	0
\$225,001 - \$275,000	10	15.15%	248,540	259,900	248,500	244,125	255,000
\$275,001 and up	7	10.61%	386,800	0	343,800	330,000	700,000
Average Sold Price			171,195	93,425	146,105	227,912	375,000
Total Closed Units		100%	171,195	8	38	17	3
Total Closed Volume			11,298,900	747.40K	5.55M	3.87M	1.13M

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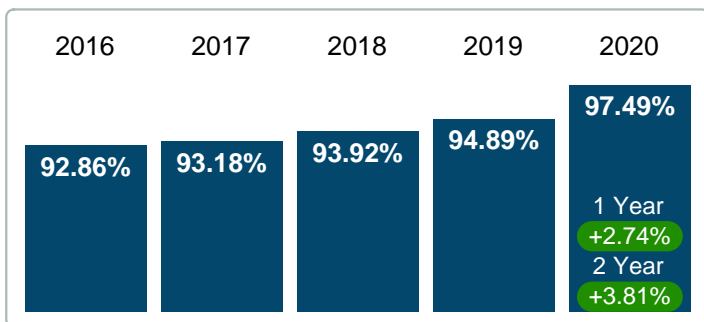
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



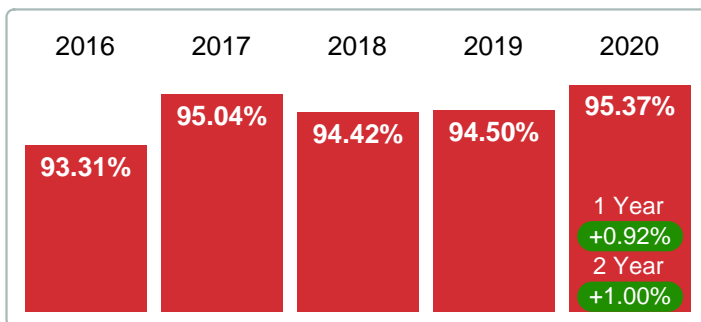
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

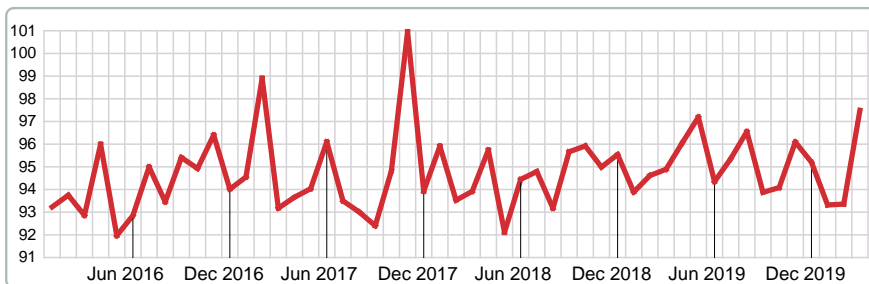
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

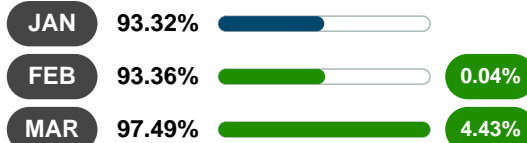


### 3 MONTHS

5 year MAR AVG = 94.47%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **97.49%**  
above the 5 yr MAR average of **94.47%**



### 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	4	6.06%	91.00%	85.58%	96.42%	0.00%	0.00%	
\$50,001 - \$75,000	6	9.09%	91.17%	95.45%	90.31%	0.00%	0.00%	
\$75,001 - \$100,000	8	12.12%	101.21%	100.00%	101.61%	0.00%	0.00%	
\$100,001 - \$175,000	22	33.33%	96.46%	93.64%	97.49%	93.11%	100.00%	
\$175,001 - \$225,000	9	13.64%	101.09%	0.00%	99.31%	102.50%	0.00%	
\$225,001 - \$275,000	10	15.15%	96.93%	100.00%	96.31%	95.51%	102.00%	
\$275,001 and up	7	10.61%	101.83%	0.00%	116.47%	94.97%	100.00%	
Average Sold/List Ratio		97.50%		94.24%	98.21%	96.88%	100.67%	
Total Closed Units		66	100%	97.50%	8	38	17	3
Total Closed Volume		11,298,900			747.40K	5.55M	3.87M	1.13M

# March 2020



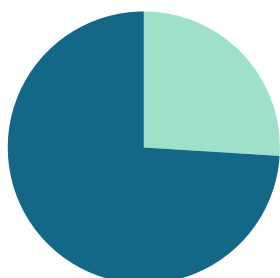
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

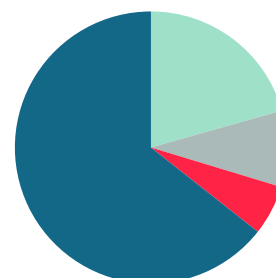


**Inventory**  
 New Listings  
**66 = 25.98%**  
 Start Inventory  
**188**  
 Total Inventory Units  
**254**  
 Volume  
**\$41,405,789**

### Market Activity

Closed Sales  
**66 = 20.63%**  
 Pending Sales  
**29 = 9.06%**  
 Other Off Market  
**19 = 5.94%**  
 Active Inventory  
**206 = 64.38%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	66	37.50%	129	135	4.65%
Pending Sales	54	29	-46.30%	141	152	7.80%
New Listings	82	66	-19.51%	214	230	7.48%
Average List Price	166,073	174,779	5.24%	150,830	164,973	9.38%
Average Sale Price	158,831	171,195	7.78%	143,864	159,894	11.14%
Average Percent of Selling Price to List Price	94.89%	97.49%	2.74%	94.50%	95.37%	0.92%
Average Days on Market to Sale	66.46	59.14	-11.02%	64.50	57.65	-10.61%
Monthly Inventory	197	206	4.57%	197	206	4.57%
Months Supply of Inventory	4.39	4.09	-6.86%	4.39	4.09	-6.86%

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

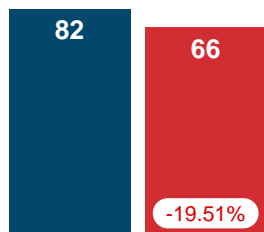
**Inventory** on March 31, 2020 = **206**

2019 2020

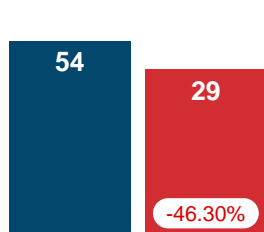
### MARCH MARKET

### AVERAGE PRICES

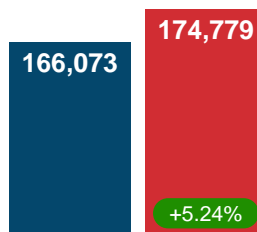
#### New Listings



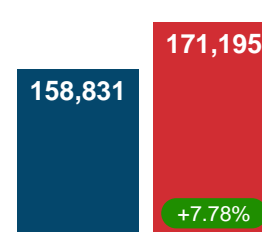
#### Pending Listings



#### List Price



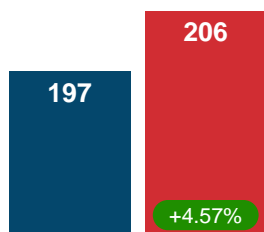
#### Sale Price



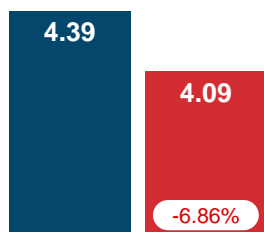
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

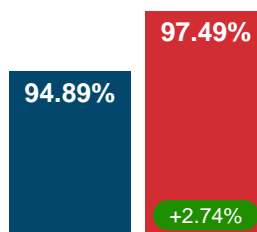
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

