

March 2020



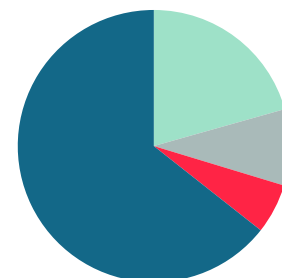
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	144,000	154,750	7.47%
Median Sale Price	136,000	152,250	11.95%
Median Percent of Selling Price to List Price	96.55%	97.12%	0.58%
Median Days on Market to Sale	28.50	30.50	7.02%
End of Month Inventory	197	206	4.57%
Months Supply of Inventory	4.39	4.09	-6.86%



■ Closed (20.62%)
■ Pending (9.06%)
■ Other OffMarket (5.94%)
■ Active (64.38%)

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.

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 **11.95%** in March 2020 to \$152,250 versus the previous year at \$136,000.

Median Days on Market Lengthens

The median number of **30.50** days that homes spent on the market before selling increased by 2.00 days or **7.02%** in March 2020 compared to last year's same month at **28.50** DOM.

Sales Success for March 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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 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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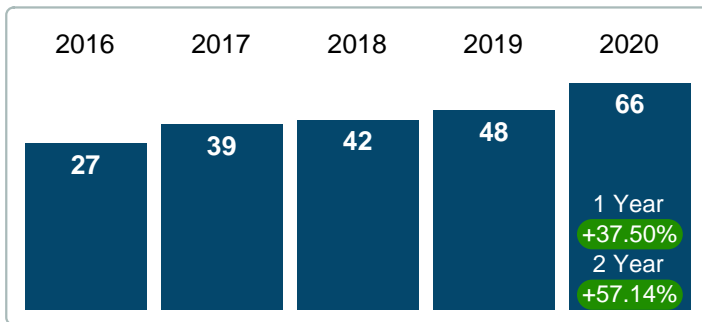
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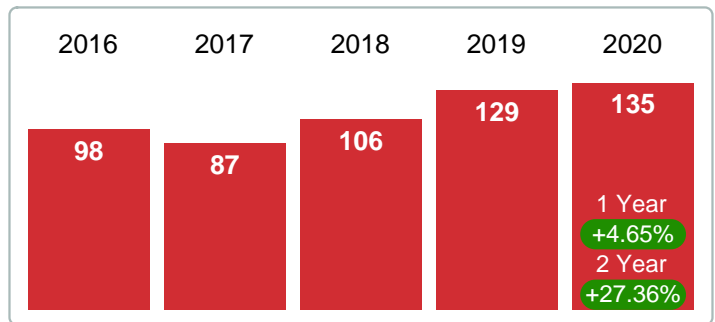
CLOSED LISTINGS

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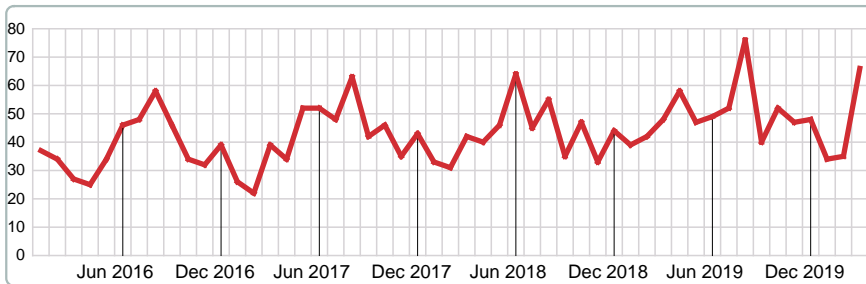
MARCH



YEAR TO DATE (YTD)

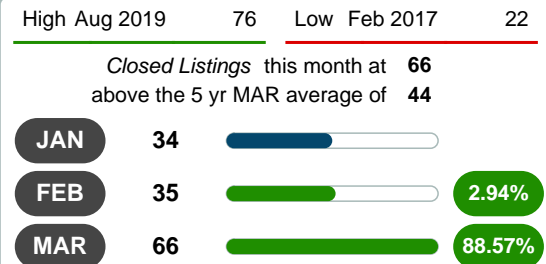


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.06%	18.5	2	2	0	0
\$50,001 - \$75,000	6	9.09%	27.0	1	5	0	0
\$75,001 - \$100,000	8	12.12%	19.5	2	6	0	0
\$100,001 - \$175,000	22	33.33%	46.5	2	15	4	1
\$175,001 - \$225,000	9	13.64%	65.0	0	4	5	0
\$225,001 - \$275,000	10	15.15%	19.0	1	4	4	1
\$275,001 and up	7	10.61%	33.0	0	2	4	1
Total Closed Units	66			8	38	17	3
Total Closed Volume	11,298,900	100%	30.5	747.40K	5.55M	3.87M	1.13M
Median Closed Price	\$152,250			\$81,250	\$136,200	\$221,000	\$255,000

March 2020



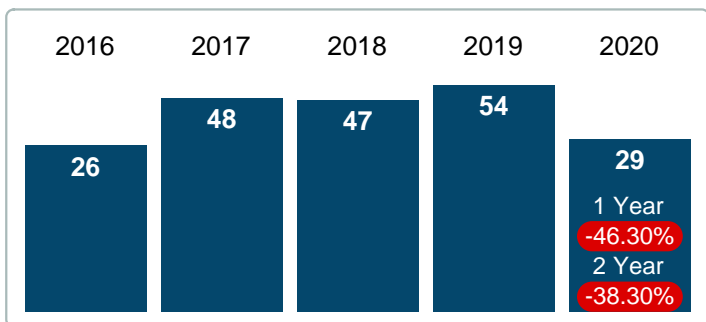
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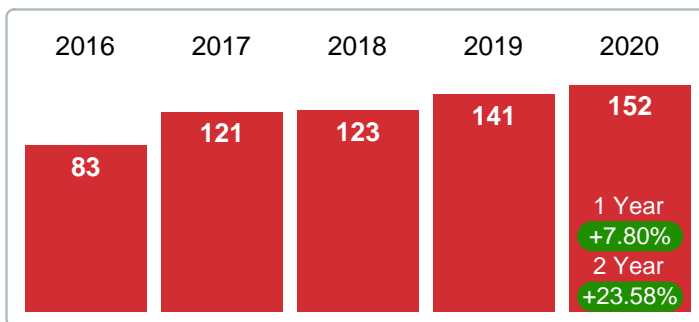
PENDING LISTINGS

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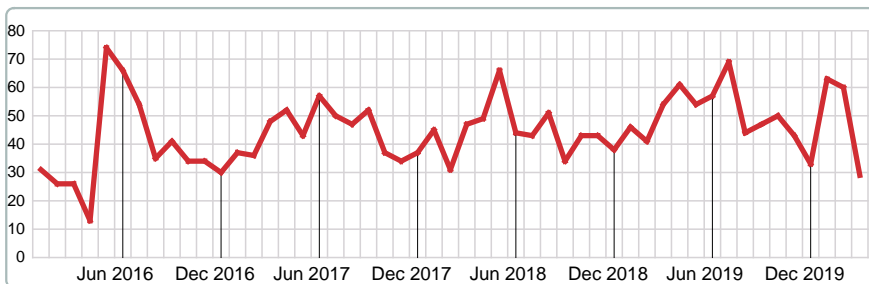
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41

High May 2016 74 Low Apr 2016 13

Pending Listings this month at 29
below the 5 yr MAR average of 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	33.0	0	0	0	0
\$25,001 - \$75,000	5	17.24%	27.0	2	3	0	0
\$75,001 - \$100,000	4	13.79%	44.5	0	3	1	0
\$100,001 - \$175,000	7	24.14%	14.0	1	5	1	0
\$175,001 - \$200,000	3	10.34%	18.0	0	2	1	0
\$200,001 - \$250,000	6	20.69%	29.0	0	4	1	1
\$250,001 and up	4	13.79%	16.5	0	2	2	0
Total Pending Units	29			3	19	6	1
Total Pending Volume	4,781,539	100%	19.0	224.90K	2.95M	1.39M	224.60K
Median Listing Price	\$165,000			\$75,000	\$165,000	\$221,000	\$224,600

March 2020



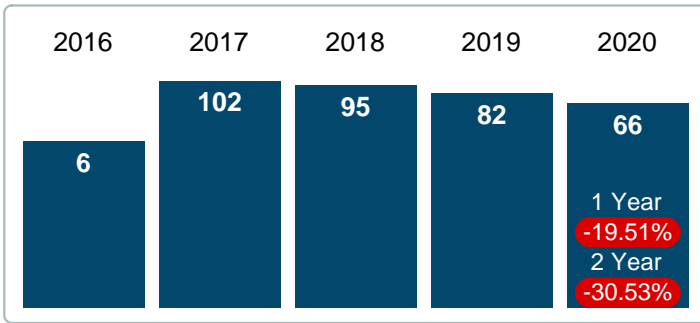
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



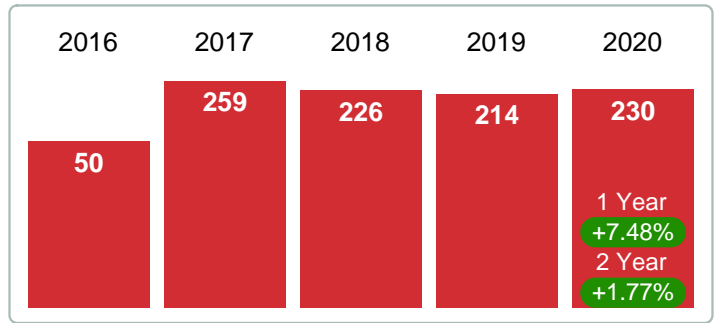
NEW LISTINGS

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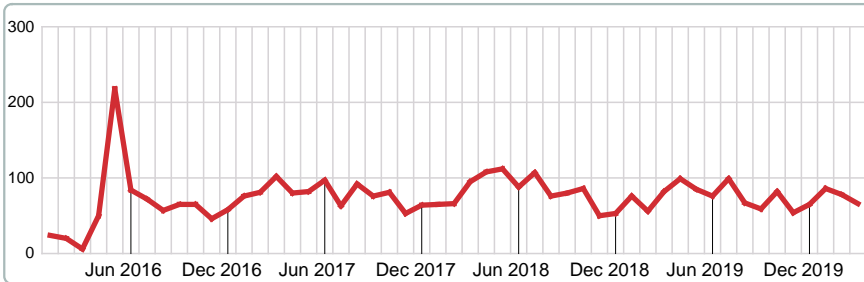
MARCH



YEAR TO DATE (YTD)

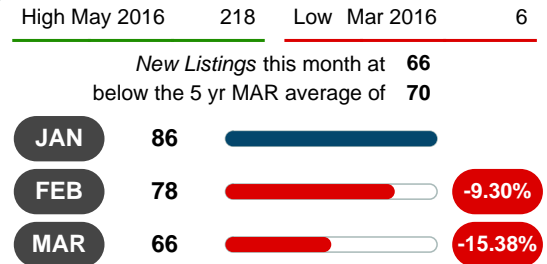


5 YEAR MARKET ACTIVITY TRENDS



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 - \$70,000	8	12.12%	3	3	2	0
\$70,001 - \$120,000	11	16.67%	3	8	0	0
\$120,001 - \$160,000	15	22.73%	3	8	4	0
\$160,001 - \$230,000	12	18.18%	0	9	3	0
\$230,001 - \$270,000	6	9.09%	0	5	1	0
\$270,001 and up	9	13.64%	1	5	3	0
Total New Listed Units	66		13	40	13	0
Total New Listed Volume	11,180,439	100%	1.60M	6.79M	2.79M	0.00B
Median New Listed Listing Price	\$147,000		\$82,000	\$159,900	\$181,500	\$0

March 2020



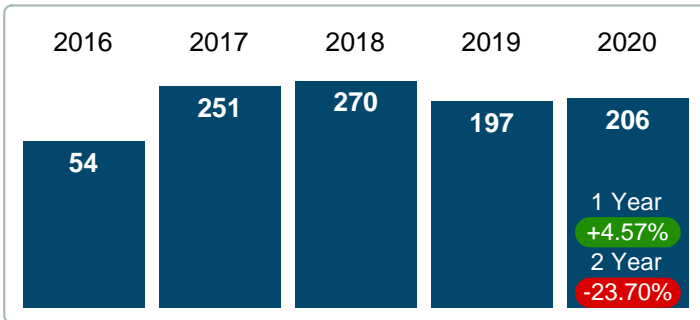
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



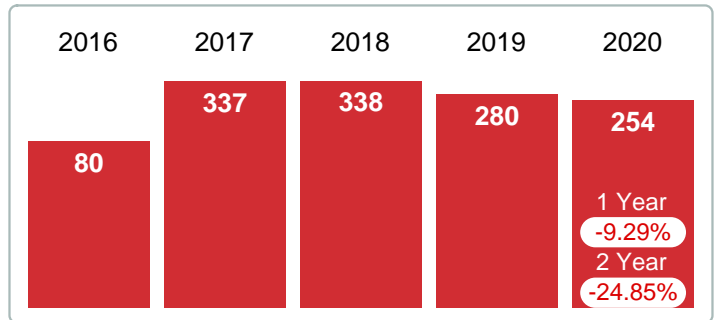
ACTIVE INVENTORY

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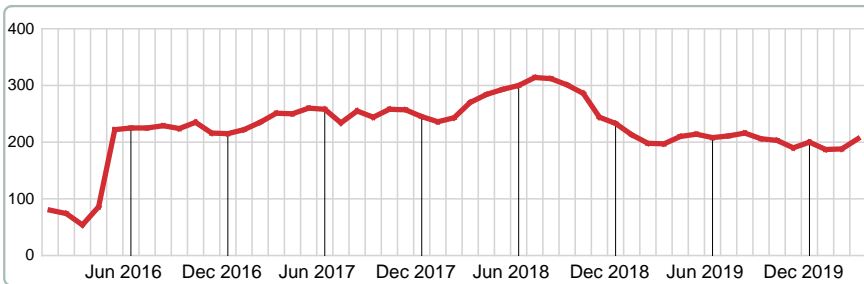
END OF MARCH



ACTIVE DURING MARCH

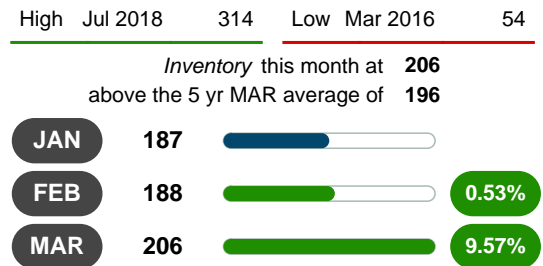


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 196



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	7.77%	116.0	14	1	1	0
\$40,001 - \$60,000	26	12.62%	113.5	19	5	2	0
\$60,001 - \$80,000	23	11.17%	77.0	7	15	1	0
\$80,001 - \$150,000	61	29.61%	48.0	10	43	6	2
\$150,001 - \$220,000	32	15.53%	62.0	2	18	11	1
\$220,001 - \$310,000	27	13.11%	52.0	2	15	8	2
\$310,001 and up	21	10.19%	67.0	3	10	7	1
Total Active Inventory by Units	206			57	107	36	6
Total Active Inventory by Volume	33,882,550	100%	67.5	5.25M	17.54M	8.82M	2.28M
Median Active Inventory Listing Price	\$126,950			\$55,000	\$132,900	\$201,500	\$225,500

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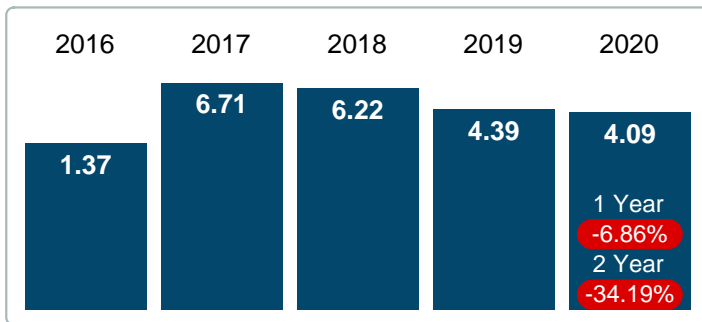
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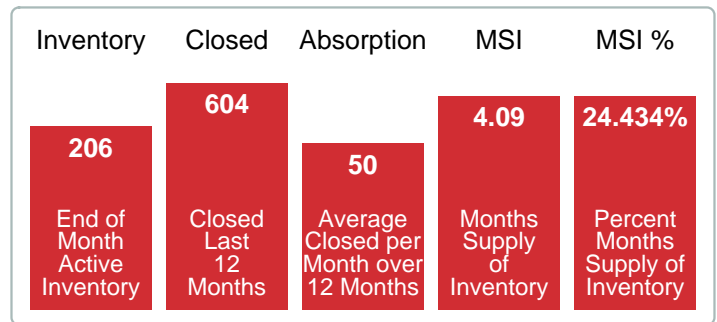
MONTHS SUPPLY of INVENTORY (MSI)

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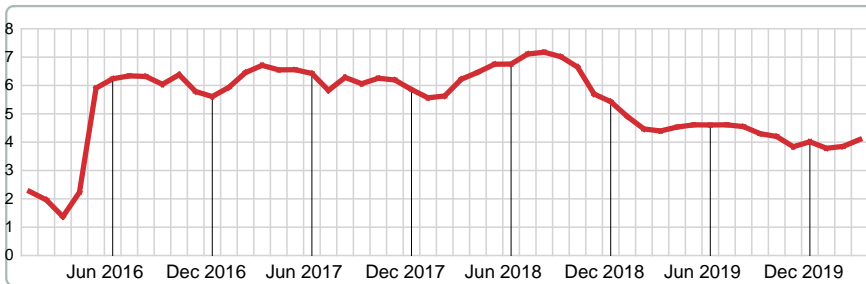
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

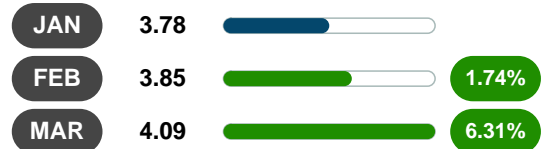


3 MONTHS

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

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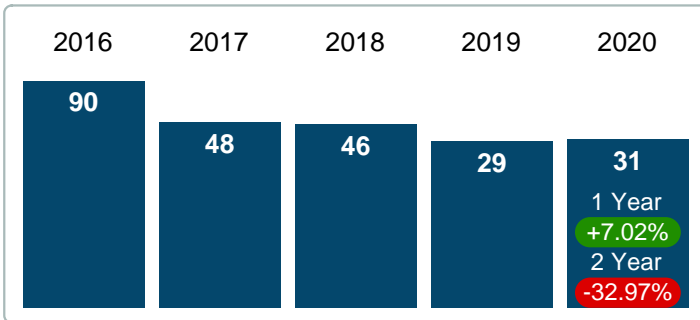
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



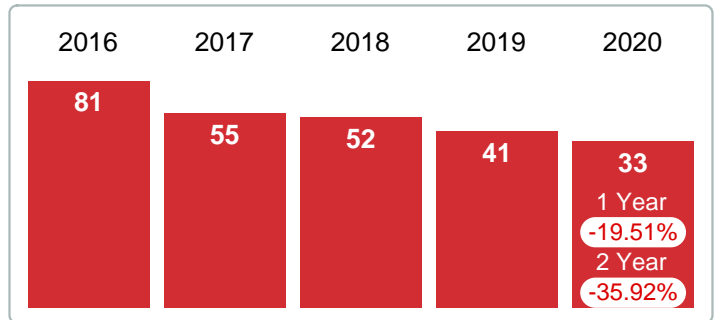
MEDIAN DAYS ON MARKET TO SALE

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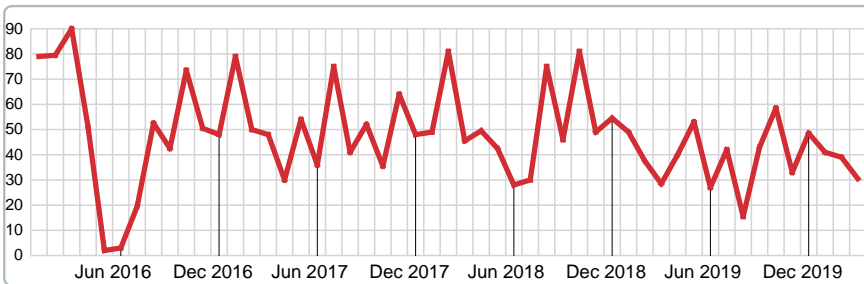
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

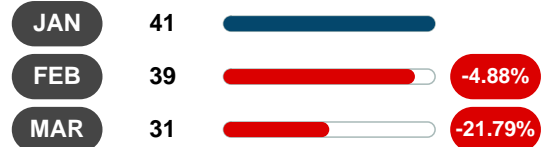


3 MONTHS

5 year MAR AVG = 49

High Mar 2016 90 Low May 2016 2

Median Days on Market to Sale this month at 31 below the 5 yr MAR average of 49



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	4	6.06%	19	148	17	0	0
\$50,001 - \$75,000	6	9.09%	27	2	52	0	0
\$75,001 - \$100,000	8	12.12%	20	30	20	0	0
\$100,001 - \$175,000	22	33.33%	47	155	30	114	1
\$175,001 - \$225,000	9	13.64%	65	0	34	84	0
\$225,001 - \$275,000	10	15.15%	19	124	2	19	156
\$275,001 and up	7	10.61%	33	0	1	47	1
Median Closed DOM			31	69	25	46	1
Total Closed Units		100%	30.5	8	38	17	3
Total Closed Volume			11,298,900	747.40K	5.55M	3.87M	1.13M

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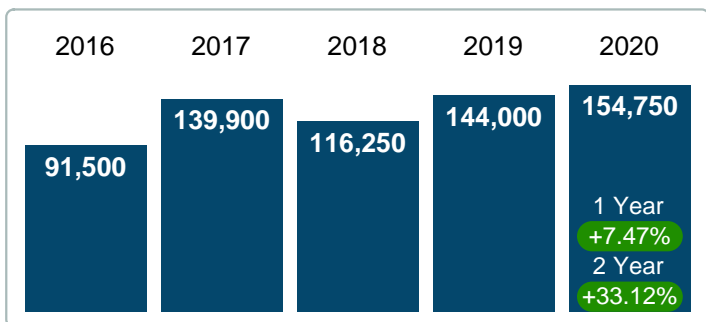
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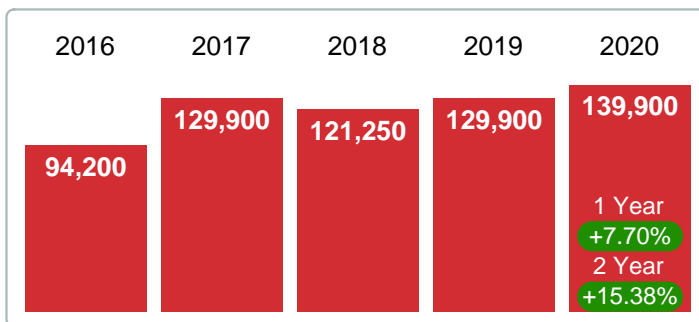
MEDIAN LIST PRICE AT CLOSING

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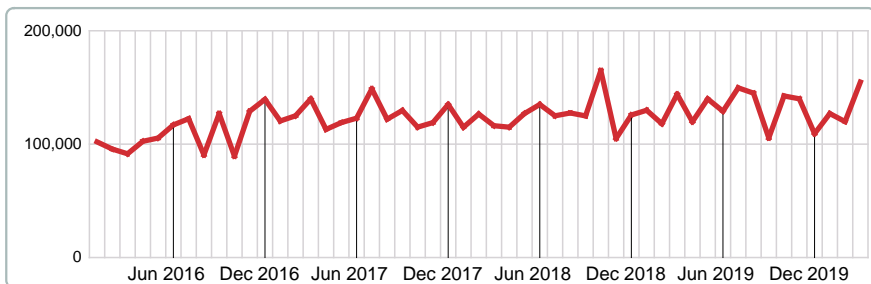
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

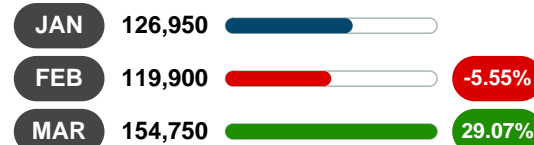


3 MONTHS

5 year MAR AVG = 129,280

High Oct 2018 164,900 Low Oct 2016 89,450

Median List Price at Closing this month at **154,750**
above the 5 yr MAR average of **129,280**



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	4.55%	37,500	28,000	43,700	0	0
\$50,001 - \$75,000	4	6.06%	62,450	53,500	69,950	0	0
\$75,001 - \$100,000	12	18.18%	87,498	81,250	89,250	0	0
\$100,001 - \$175,000	21	31.82%	149,000	109,200	149,450	147,000	170,000
\$175,001 - \$225,000	9	13.64%	199,000	0	194,450	205,000	0
\$225,001 - \$275,000	10	15.15%	257,000	259,900	259,000	245,000	250,000
\$275,001 and up	7	10.61%	348,600	0	348,600	292,900	700,000
Median List Price			154,750	81,250	144,200	225,000	250,000
Total Closed Units		100%	154,750	8	38	17	3
Total Closed Volume			11,535,390	775.80K	5.61M	4.03M	1.12M

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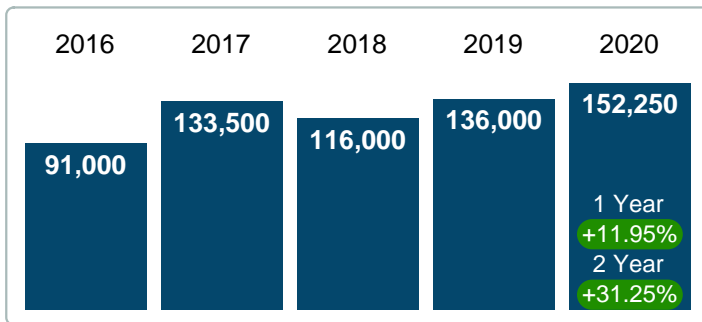
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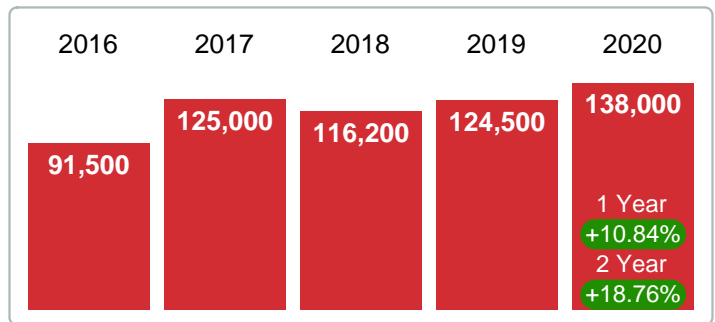
MEDIAN SOLD PRICE AT CLOSING

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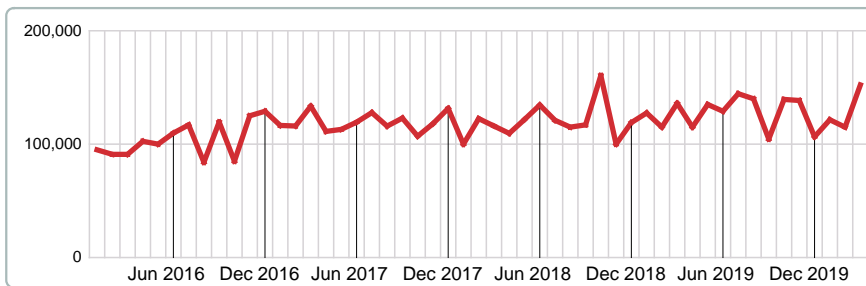
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

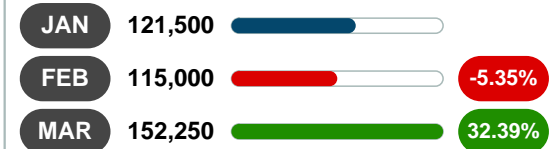


3 MONTHS

5 year MAR AVG = 125,750

High Oct 2018 160,500 Low Aug 2016 84,000

Median Sold Price at Closing this month at **152,250** above the 5 yr MAR average of **125,750**



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	6.06%	41,000	34,000	41,750	0	0
\$50,001 - \$75,000	9.09%	67,500	52,500	70,000	0	0
\$75,001 - \$100,000	12.12%	89,900	81,250	89,950	0	0
\$100,001 - \$175,000	33.33%	139,950	102,250	140,000	144,500	170,000
\$175,001 - \$225,000	13.64%	195,000	0	191,450	199,000	0
\$225,001 - \$275,000	15.15%	251,000	259,900	248,500	242,500	255,000
\$275,001 and up	10.61%	339,000	0	343,800	304,500	700,000
Median Sold Price		152,250	81,250	136,200	221,000	255,000
Total Closed Units	100%	152,250	8	38	17	3
Total Closed Volume		11,298,900	747.40K	5.55M	3.87M	1.13M

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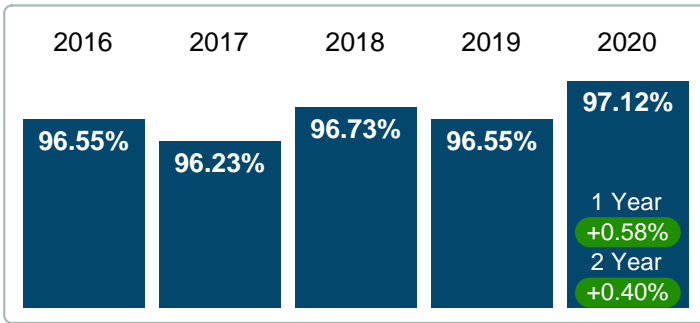
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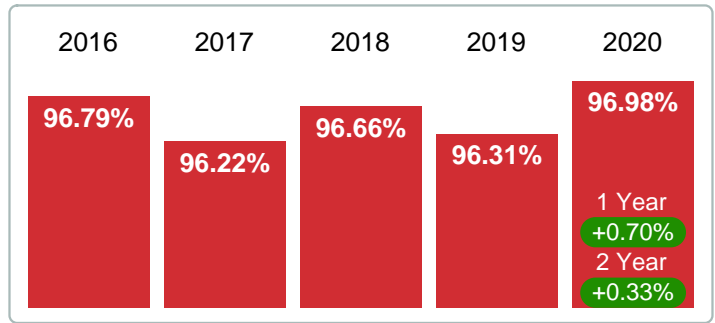
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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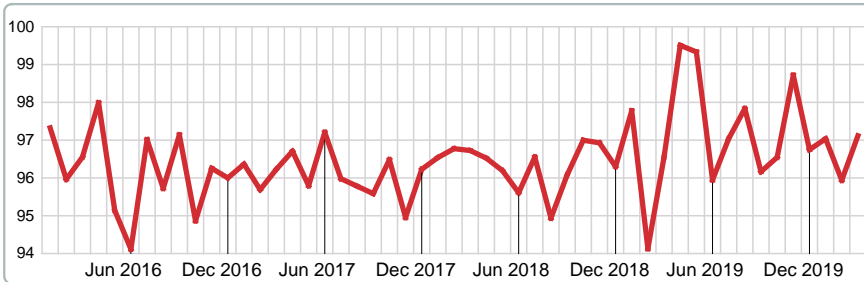
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

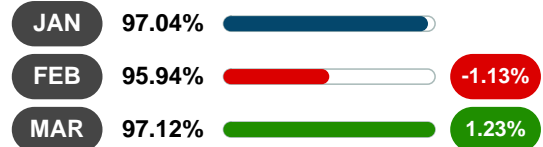


3 MONTHS

5 year MAR AVG = 96.63%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **97.12%**
equal to 5 yr MAR average of **96.63%**



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	4	6.06%	88.84%	85.58%	96.42%	0.00%	0.00%	
\$50,001 - \$75,000	6	9.09%	92.23%	95.45%	90.11%	0.00%	0.00%	
\$75,001 - \$100,000	8	12.12%	100.28%	100.00%	101.39%	0.00%	0.00%	
\$100,001 - \$175,000	22	33.33%	96.73%	93.64%	97.12%	94.33%	100.00%	
\$175,001 - \$225,000	9	13.64%	100.00%	0.00%	100.00%	97.07%	0.00%	
\$225,001 - \$275,000	10	15.15%	97.46%	100.00%	96.45%	96.05%	102.00%	
\$275,001 and up	7	10.61%	98.67%	0.00%	116.47%	96.04%	100.00%	
Median Sold/List Ratio		97.12%		94.96%	99.61%	96.19%	100.00%	
Total Closed Units		66	100%	97.12%	8	38	17	3
Total Closed Volume		11,298,900			747.40K	5.55M	3.87M	1.13M

March 2020



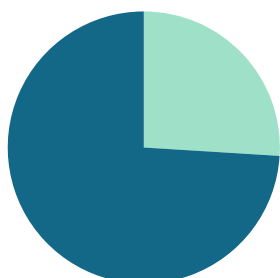
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

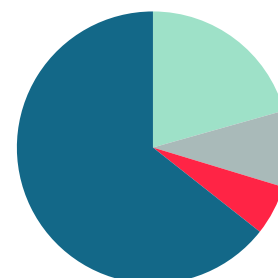


Inventory
 New Listings
66 = 25.98%
 Start Inventory
188
 Total Inventory Units
254
 Volume
\$41,405,789

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%
Median List Price	144,000	154,750	7.47%	129,900	139,900	7.70%
Median Sale Price	136,000	152,250	11.95%	124,500	138,000	10.84%
Median Percent of Selling Price to List Price	96.55%	97.12%	0.58%	96.31%	96.98%	0.70%
Median Days on Market to Sale	28.50	30.50	7.02%	41.00	33.00	-19.51%
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

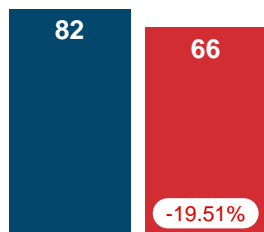
Inventory on March 31, 2020 = **206**

2019 **2020**

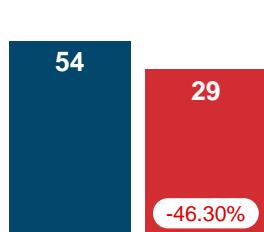
MARCH MARKET

MEDIAN PRICES

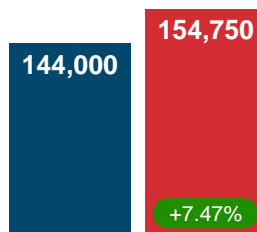
New Listings



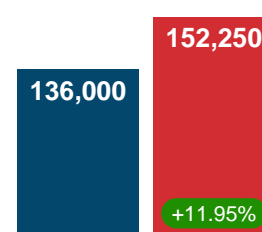
Pending Listings



List Price



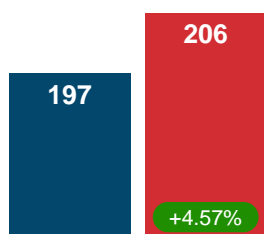
Sale Price



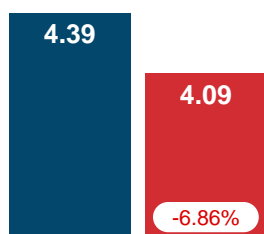
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

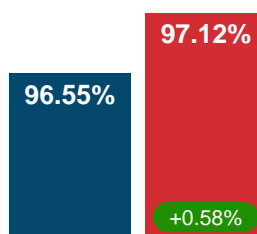
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

