

May 2020



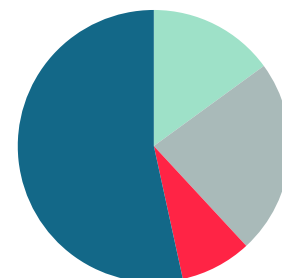
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	47	46	-2.13%
Pending Listings	54	71	31.48%
New Listings	85	95	11.76%
Average List Price	151,287	140,353	-7.23%
Average Sale Price	148,570	132,313	-10.94%
Average Percent of Selling Price to List Price	97.19%	94.09%	-3.19%
Average Days on Market to Sale	77.26	44.30	-42.65%
End of Month Inventory	216	164	-24.07%
Months Supply of Inventory	4.65	3.40	-26.96%



■ Closed (14.98%)
■ Pending (23.13%)
■ Other OffMarket (8.47%)
■ Active (53.42%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of May 31, 2020 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **24.07%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **3.40** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **10.94%** in May 2020 to \$132,313 versus the previous year at \$148,570.

Average Days on Market Shortens

The average number of **44.30** days that homes spent on the market before selling decreased by 32.95 days or **42.65%** in May 2020 compared to last year's same month at **77.26** DOM.

Sales Success for May 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 95 New Listings in May 2020, up **11.76%** from last year at 85. Furthermore, there were 46 Closed Listings this month versus last year at 47, a **-2.13%** decrease.

Closed versus Listed trends yielded a **48.4%** ratio, down from previous year's, May 2019, at **55.3%**, a **12.43%** downswing. This will certainly create pressure on a decreasing 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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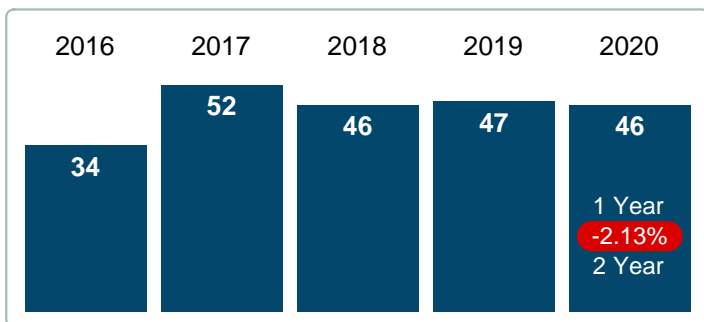
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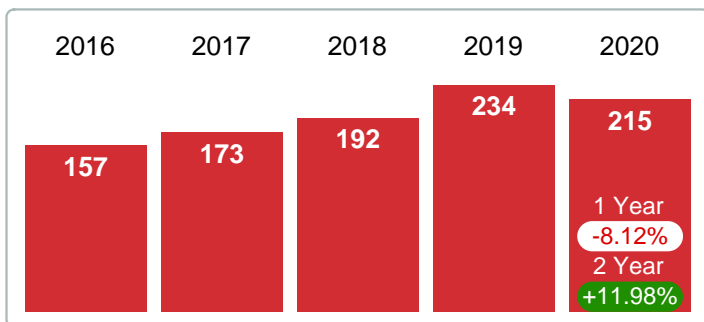
CLOSED LISTINGS

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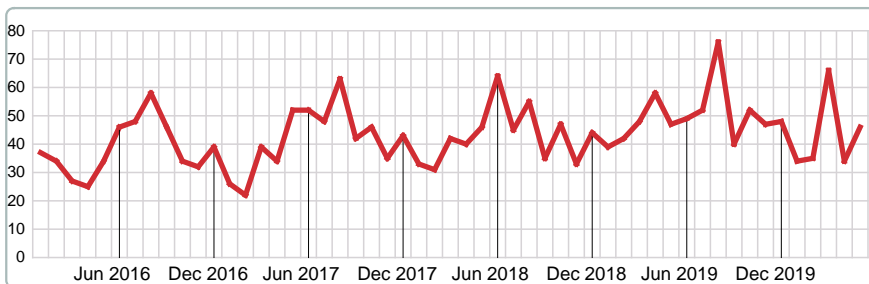
MAY



YEAR TO DATE (YTD)

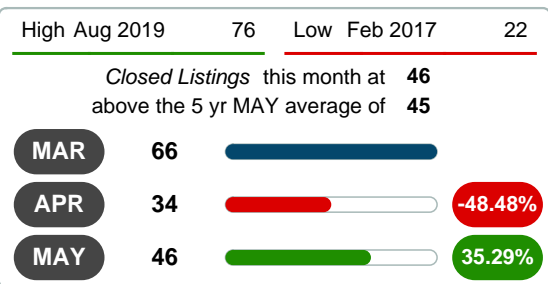


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	4.35%	12.0	1	1	0	0
\$30,001 - \$50,000	8	17.39%	92.0	3	5	0	0
\$50,001 - \$70,000	4	8.70%	37.3	1	3	0	0
\$70,001 - \$140,000	15	32.61%	32.5	3	10	2	0
\$140,001 - \$170,000	6	13.04%	26.2	0	4	2	0
\$170,001 - \$270,000	6	13.04%	48.7	0	4	1	1
\$270,001 and up	5	10.87%	38.6	0	2	2	1
Total Closed Units	46			8	29	7	2
Total Closed Volume	6,086,377	100%	44.3	448.00K	3.50M	1.63M	512.50K
Average Closed Price	\$132,313			\$56,000	\$120,592	\$232,671	\$256,250

May 2020



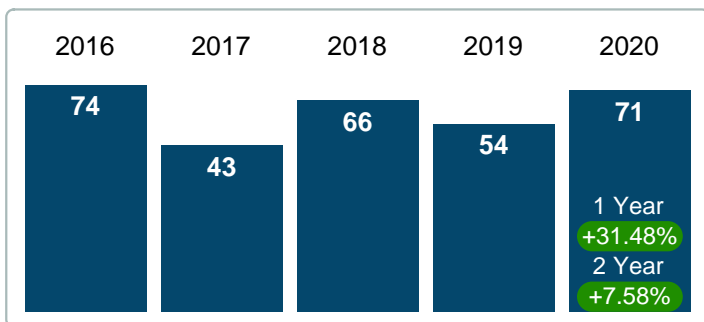
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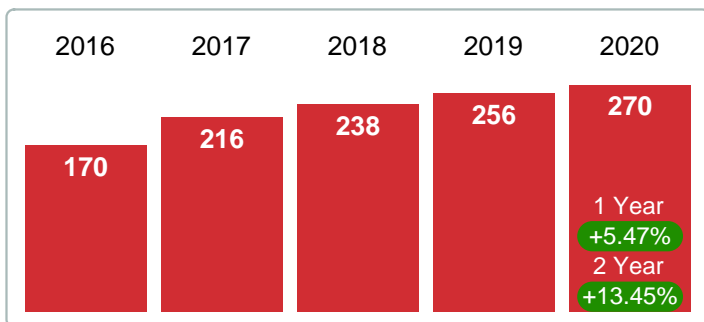
PENDING LISTINGS

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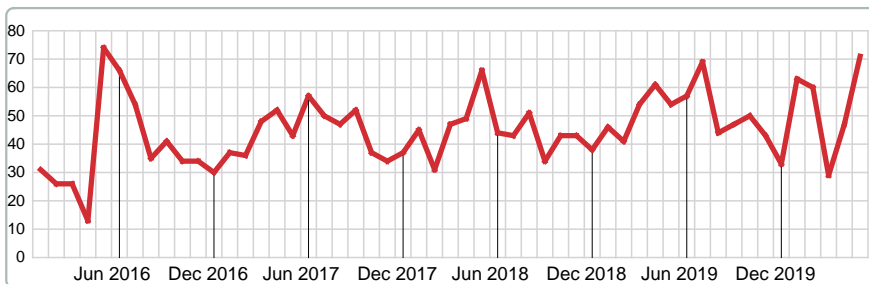
MAY



YEAR TO DATE (YTD)

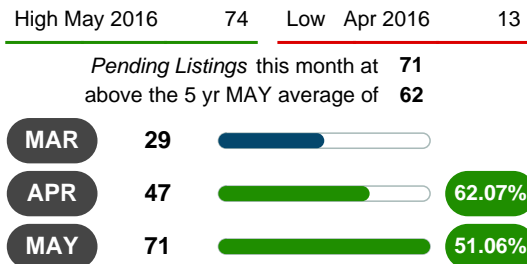


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 62



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	4	5.63%	242.8	2	2	0	0
\$50,001 - \$75,000	10	14.08%	42.2	4	6	0	0
\$75,001 - \$125,000	10	14.08%	55.6	3	6	1	0
\$125,001 - \$175,000	17	23.94%	61.2	1	14	1	1
\$175,001 - \$225,000	13	18.31%	33.8	1	7	5	0
\$225,001 - \$275,000	9	12.68%	28.6	0	7	2	0
\$275,001 and up	8	11.27%	28.6	0	3	4	1
Total Pending Units	71			11	45	13	2
Total Pending Volume	11,570,261	100%	53.7	993.50K	7.13M	2.91M	537.00K
Average Listing Price	\$163,575			\$90,318	\$158,470	\$223,738	\$268,500

May 2020



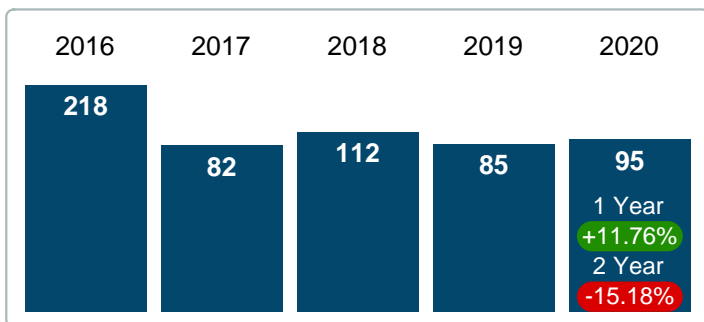
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



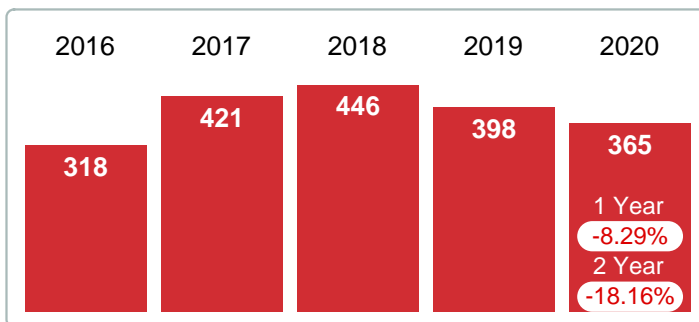
NEW LISTINGS

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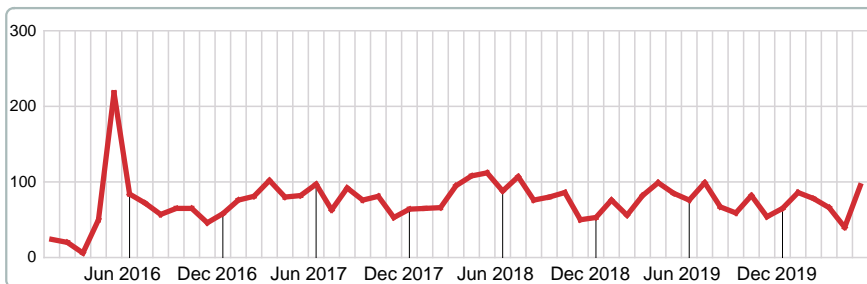
MAY



YEAR TO DATE (YTD)

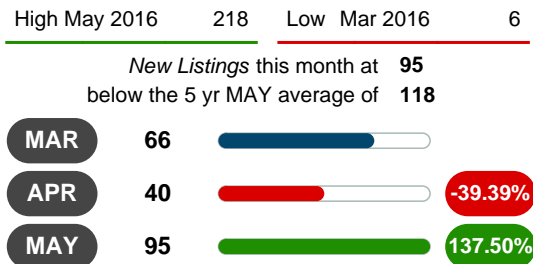


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 118



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	7.37%	4	3	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	16	16.84%	7	9	0	0
\$75,001 - \$150,000	28	29.47%	6	22	0	0
\$150,001 - \$200,000	22	23.16%	1	15	6	0
\$200,001 - \$275,000	13	13.68%	1	6	6	0
\$275,001 and up	9	9.47%	0	3	4	2
Total New Listed Units	95		19	58	16	2
Total New Listed Volume	14,808,411	100%	1.55M	8.19M	4.23M	844.00K
Average New Listed Listing Price	\$158,324		\$81,426	\$141,161	\$264,375	\$422,000

May 2020



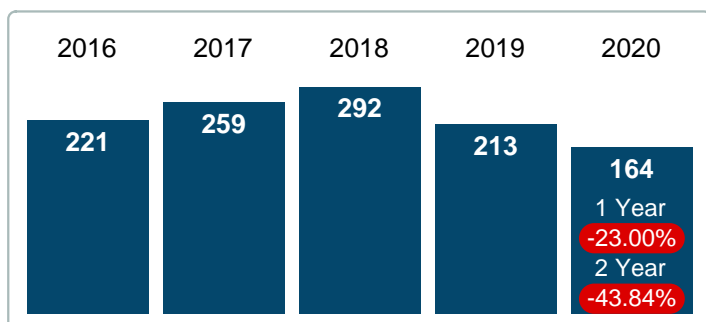
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



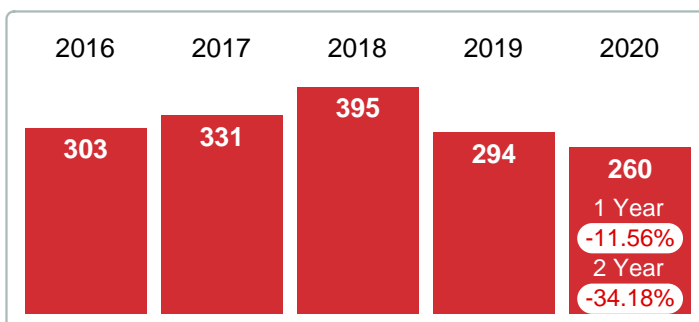
ACTIVE INVENTORY

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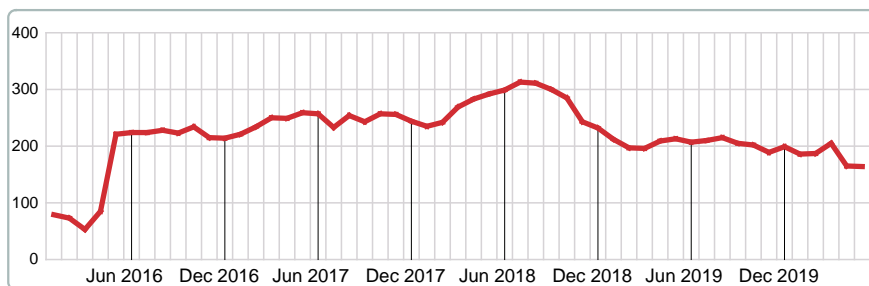
END OF MAY



ACTIVE DURING MAY

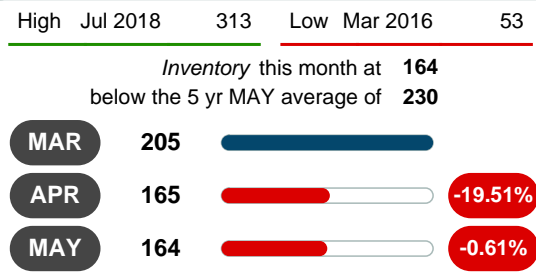


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 230



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	3	1.83%	20.7	2	1	0	0
\$25,001 - \$50,000	21	12.80%	101.2	15	3	3	0
\$50,001 - \$75,000	26	15.85%	67.8	12	11	3	0
\$75,001 - \$150,000	52	31.71%	79.0	7	40	5	0
\$150,001 - \$225,000	26	15.85%	76.2	1	17	7	1
\$225,001 - \$325,000	21	12.80%	67.6	3	11	7	0
\$325,001 and up	15	9.15%	82.7	4	3	5	3
Total Active Inventory by Units			164	44	86	30	4
Total Active Inventory by Volume			27,018,750	4.96M	12.95M	6.98M	2.13M
Average Active Inventory Listing Price			\$164,748	\$112,618	\$150,638	\$232,657	\$532,250

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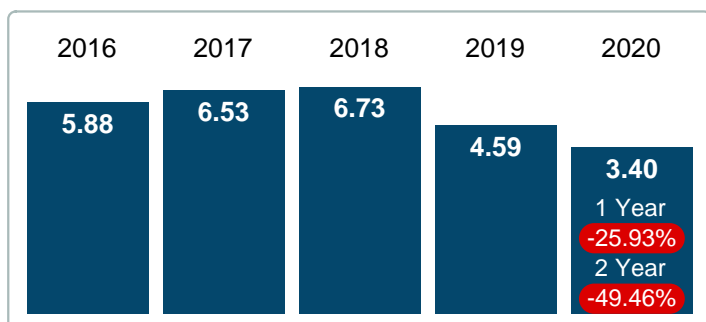
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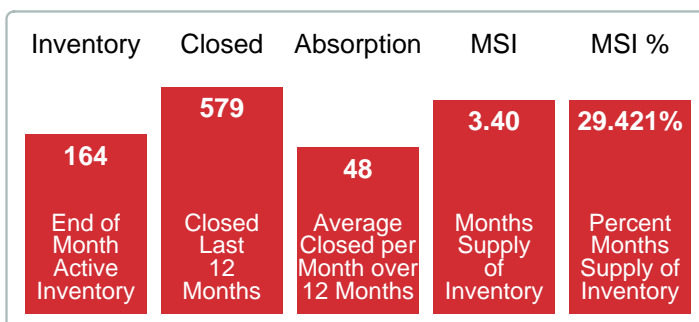
MONTHS SUPPLY of INVENTORY (MSI)

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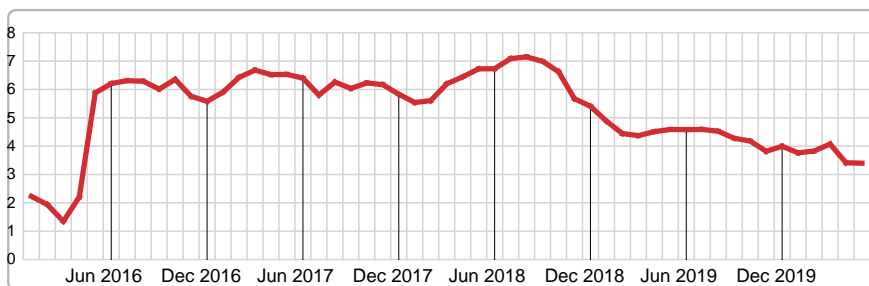
MSI FOR MAY



INDICATORS FOR MAY 2020

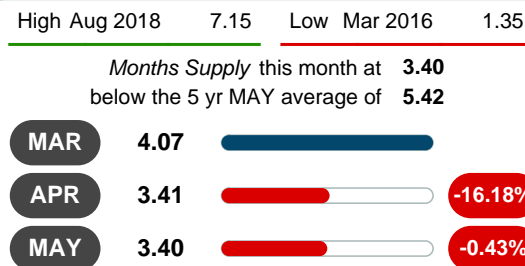


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.42



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	17	10.37%	4.53	4.65	1.71	0.00	0.00
\$40,001 - \$60,000	17	10.37%	3.71	6.32	1.76	12.00	0.00
\$60,001 - \$80,000	19	11.59%	4.00	4.42	3.77	6.00	0.00
\$80,001 - \$150,000	49	29.88%	3.20	3.11	3.58	1.88	0.00
\$150,001 - \$220,000	24	14.63%	2.09	4.00	1.73	3.11	3.00
\$220,001 - \$320,000	21	12.80%	3.65	36.00	3.60	3.27	0.00
\$320,001 and up	17	10.37%	6.58	0.00	4.36	5.14	6.00
Market Supply of Inventory (MSI)			3.40	5.28	2.85	3.64	2.67
Total Active Inventory by Units		100%	3.40	44	86	30	4

May 2020



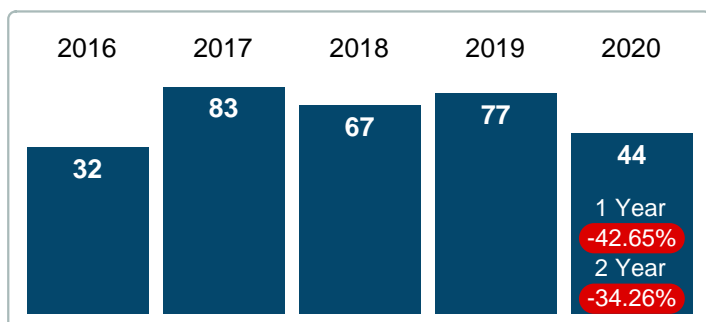
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



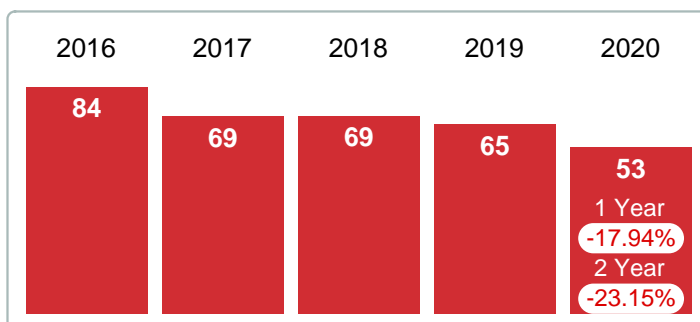
AVERAGE DAYS ON MARKET TO SALE

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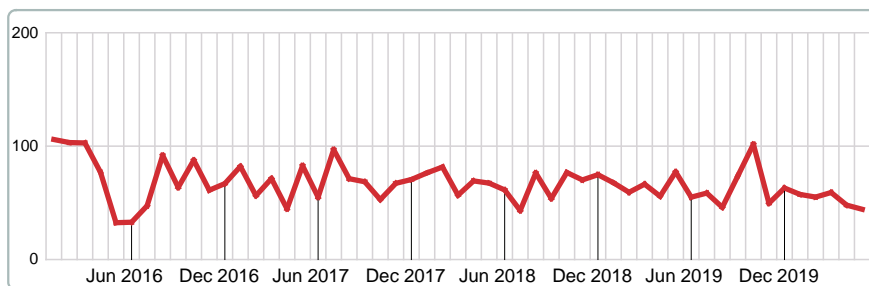
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

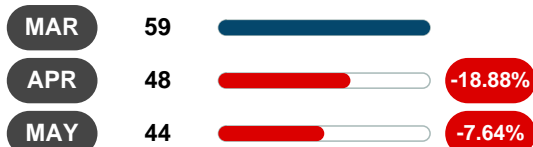


3 MONTHS

5 year MAY AVG = 61

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 44 below the 5 yr MAY average of 61



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
\$30,000 and less	4.35%	12	1	23	0	0
\$30,001 - \$50,000	17.39%	92	31	129	0	0
\$50,001 - \$70,000	8.70%	37	27	41	0	0
\$70,001 - \$140,000	32.61%	32	17	39	22	0
\$140,001 - \$170,000	13.04%	26	0	27	26	0
\$170,001 - \$270,000	13.04%	49	0	28	34	146
\$270,001 and up	10.87%	39	0	9	45	86
Average Closed DOM		44				
Total Closed Units	100%	44	8	29	7	2
Total Closed Volume		6,086,377	448.00K	3.50M	1.63M	512.50K

May 2020



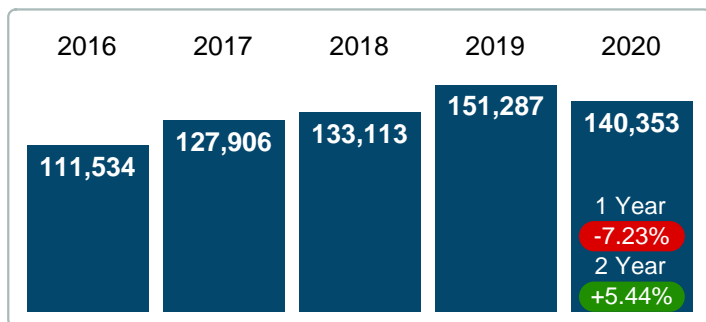
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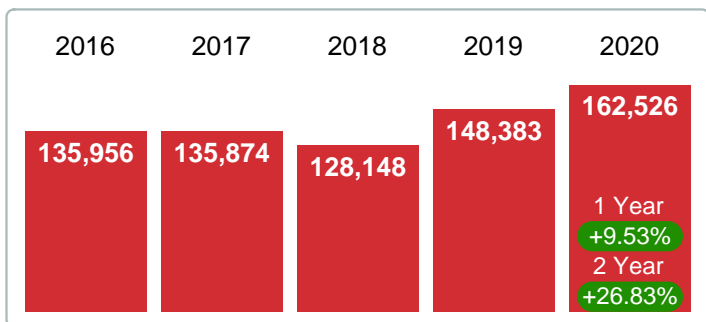
AVERAGE LIST PRICE AT CLOSING

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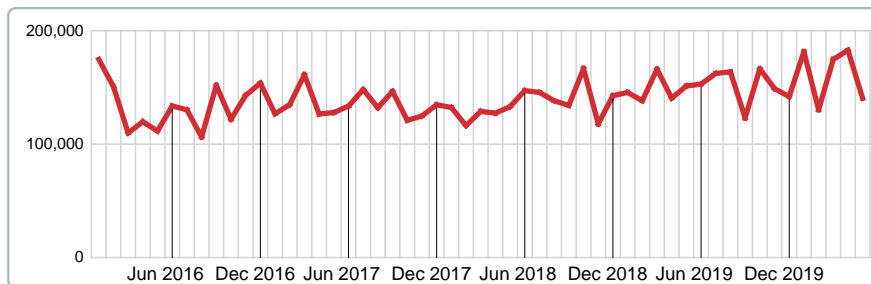
MAY



YEAR TO DATE (YTD)

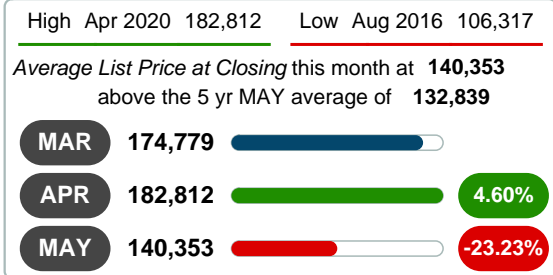


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 132,839



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
\$30,000 and less	2.17%	24,500	35,000	24,500	0	0
\$30,001 - \$50,000	15.22%	42,714	44,167	53,168	0	0
\$50,001 - \$70,000	8.70%	59,500	75,000	58,000	0	0
\$70,001 - \$140,000	34.78%	96,615	80,833	102,890	139,500	0
\$140,001 - \$170,000	10.87%	156,760	0	165,725	194,750	0
\$170,001 - \$270,000	17.39%	205,075	0	197,125	209,000	224,600
\$270,001 and up	10.87%	384,900	0	342,250	470,500	299,000
Average List Price		140,353	60,625	125,143	259,786	261,800
Total Closed Units	100%	140,353	8	29	7	2
Total Closed Volume		6,456,239	485.00K	3.63M	1.82M	523.60K

May 2020



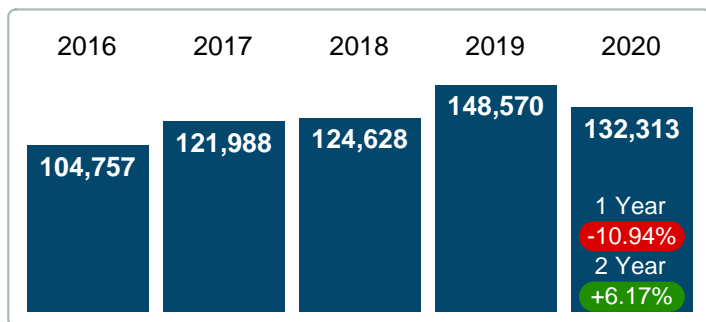
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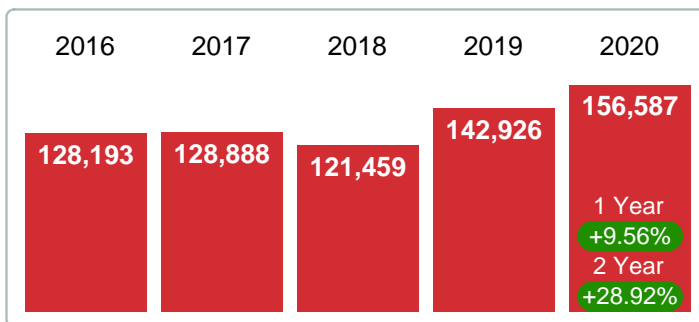
AVERAGE SOLD PRICE AT CLOSING

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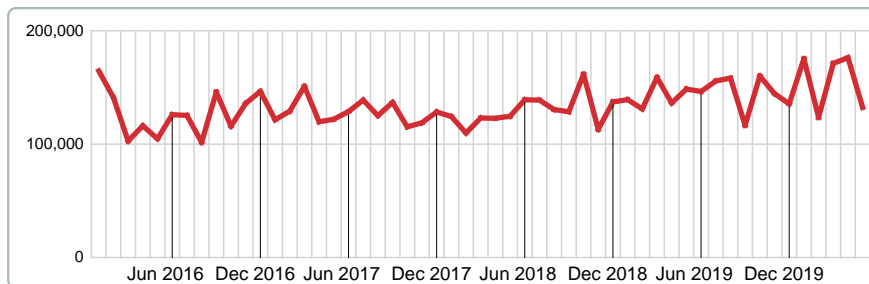
MAY



YEAR TO DATE (YTD)

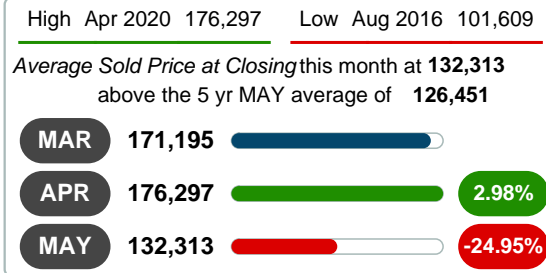


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 126,451



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	
\$30,000 and less	2	4.35%	24,000	30,000	18,000	0	
\$30,001 - \$50,000	8	17.39%	41,500	36,667	44,400	0	
\$50,001 - \$70,000	4	8.70%	61,125	70,000	58,167	0	
\$70,001 - \$140,000	15	32.61%	102,045	79,333	101,768	137,500	
\$140,001 - \$170,000	6	13.04%	156,617	0	154,875	160,100	
\$170,001 - \$270,000	6	13.04%	195,583	0	192,750	192,500	
\$270,001 and up	5	10.87%	363,600	0	337,250	420,500	
Average Sold Price		132,313		56,000	120,592	232,671	256,250
Total Closed Units		46	100%	132,313	8	29	7
Total Closed Volume		6,086,377		448.00K	3.50M	1.63M	512.50K

May 2020



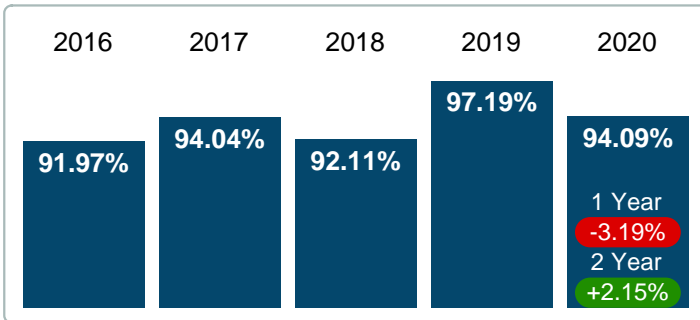
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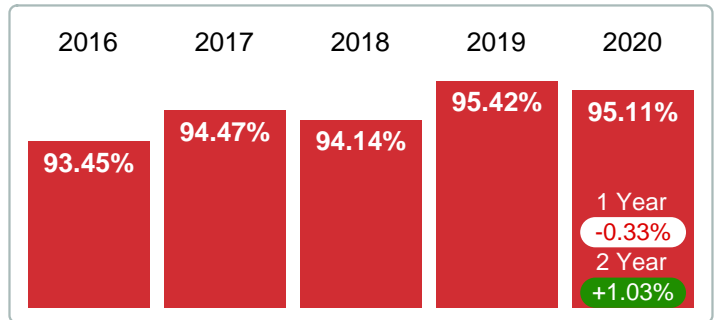
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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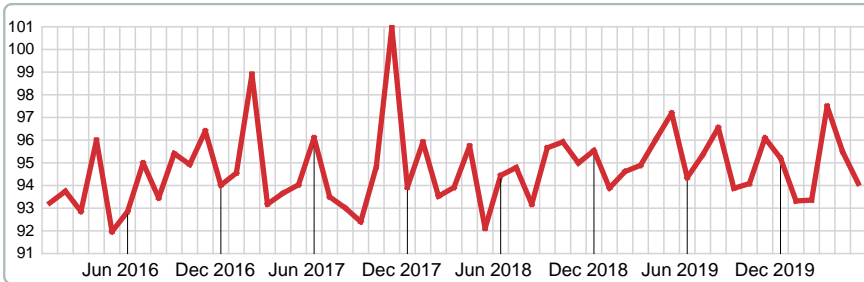
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

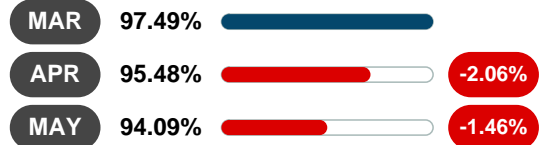


3 MONTHS

5 year MAY AVG = 93.88%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **94.09%**
 equal to 5 yr MAY average of **93.88%**



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
\$30,000 and less	2	4.35%	79.59%	85.71%	73.47%	0.00%	0.00%
\$30,001 - \$50,000	8	17.39%	84.24%	82.97%	85.00%	0.00%	0.00%
\$50,001 - \$70,000	4	8.70%	99.90%	93.33%	102.09%	0.00%	0.00%
\$70,001 - \$140,000	15	32.61%	99.27%	98.12%	99.75%	98.56%	0.00%
\$140,001 - \$170,000	6	13.04%	91.14%	0.00%	93.87%	85.68%	0.00%
\$170,001 - \$270,000	6	13.04%	96.23%	0.00%	97.95%	92.11%	93.50%
\$270,001 and up	5	10.87%	96.46%	0.00%	98.25%	92.31%	101.17%
Average Sold/List Ratio		94.10%		90.29%	95.38%	92.17%	97.34%
Total Closed Units		46	100%	8	29	7	2
Total Closed Volume		6,086,377		448.00K	3.50M	1.63M	512.50K

May 2020



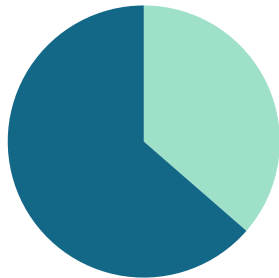
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

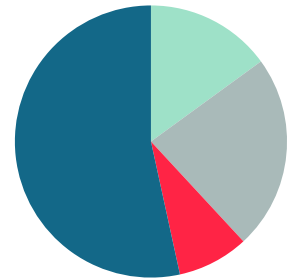


Inventory
 New Listings
95 = 36.40%
 Start Inventory
166
 Total Inventory Units
261
 Volume
\$42,635,761

Market Activity

Closed Sales
46 = 14.98%
 Pending Sales
71 = 23.13%
 Other Off Market
26 = 8.47%
 Active Inventory
164 = 53.42%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	47	46	-2.13%	234	215	-8.12%
Pending Sales	54	71	31.48%	256	270	5.47%
New Listings	85	95	11.76%	398	365	-8.29%
Average List Price	151,287	140,353	-7.23%	148,383	162,526	9.53%
Average Sale Price	148,570	132,313	-10.94%	142,926	156,587	9.56%
Average Percent of Selling Price to List Price	97.19%	94.09%	-3.19%	95.42%	95.11%	-0.33%
Average Days on Market to Sale	77.26	44.30	-42.65%	64.91	53.27	-17.94%
Monthly Inventory	216	164	-24.07%	216	164	-24.07%
Months Supply of Inventory	4.65	3.40	-26.96%	4.65	3.40	-26.96%

Absorption: Last 12 months, an Average of **48** Sales/Month

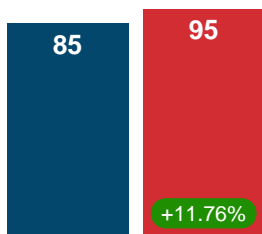
Inventory on May 31, 2020 = **164**

2019 **2020**

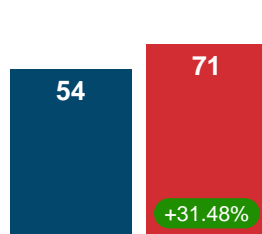
MAY MARKET

AVERAGE PRICES

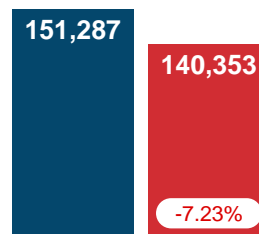
New Listings



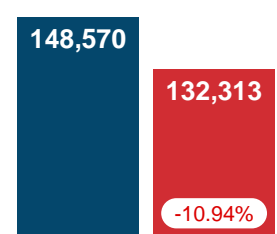
Pending Listings



List Price



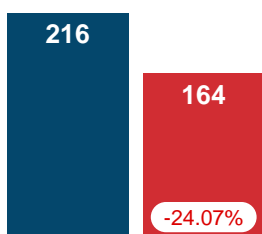
Sale Price



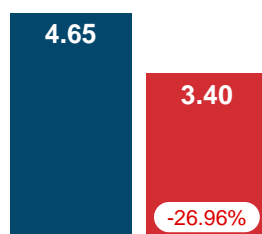
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

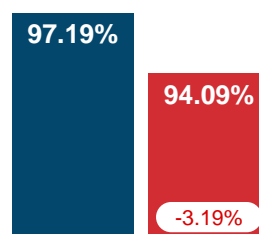
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

