

May 2020



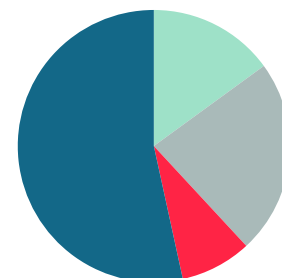
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	139,900	108,500	-22.44%
Median Sale Price	135,000	107,500	-20.37%
Median Percent of Selling Price to List Price	99.33%	96.06%	-3.29%
Median Days on Market to Sale	53.00	20.50	-61.32%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **20.37%** in May 2020 to \$107,500 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **20.50** days that homes spent on the market before selling decreased by 32.50 days or **61.32%** in May 2020 compared to last year's same month at **53.00** DOM.

Sales Success for May 2020 is Positive

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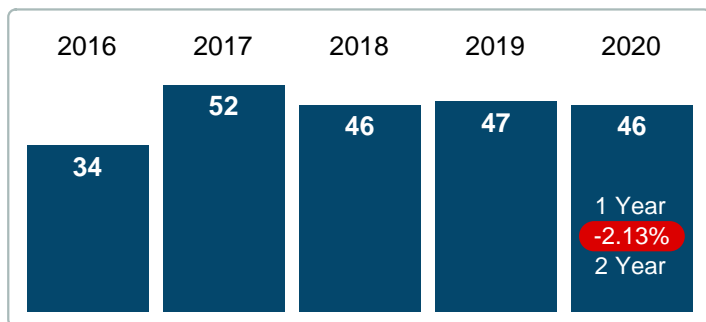
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



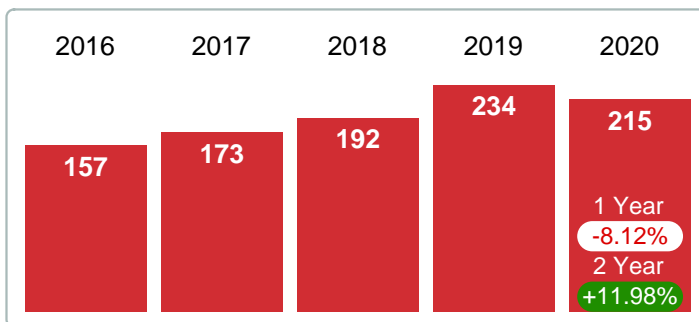
CLOSED LISTINGS

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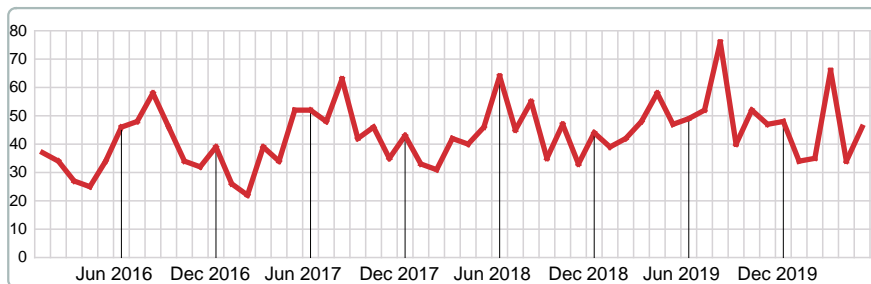
MAY



YEAR TO DATE (YTD)

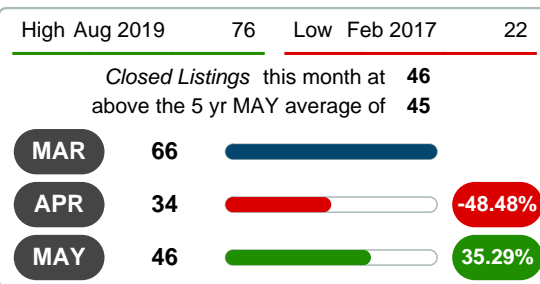


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	46.5	3	5	0	0
\$50,001 - \$70,000	4	8.70%	22.5	1	3	0	0
\$70,001 - \$140,000	15	32.61%	16.0	3	10	2	0
\$140,001 - \$170,000	6	13.04%	18.5	0	4	2	0
\$170,001 - \$270,000	6	13.04%	41.5	0	4	1	1
\$270,001 and up	5	10.87%	35.0	0	2	2	1
Total Closed Units	46			8	29	7	2
Total Closed Volume	6,086,377	100%	20.5	448.00K	3.50M	1.63M	512.50K
Median Closed Price	\$107,500			\$55,000	\$107,000	\$168,200	\$256,250

May 2020



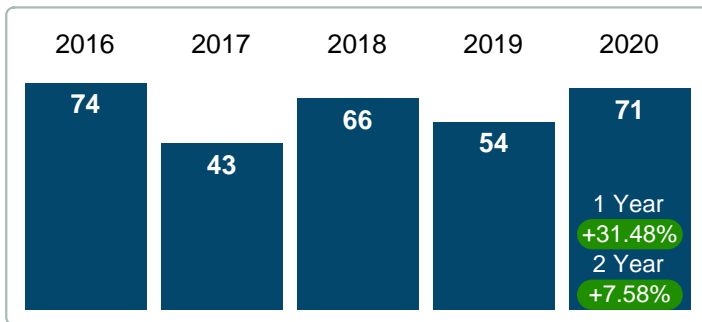
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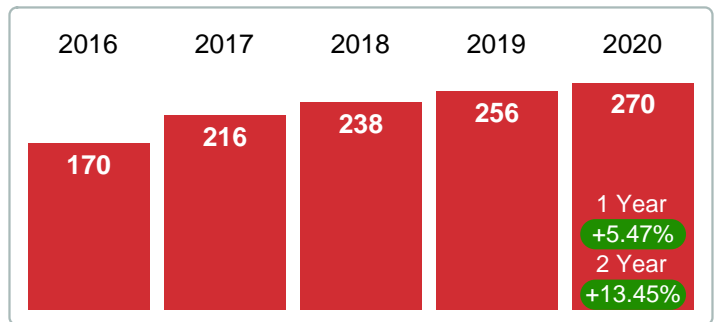
PENDING LISTINGS

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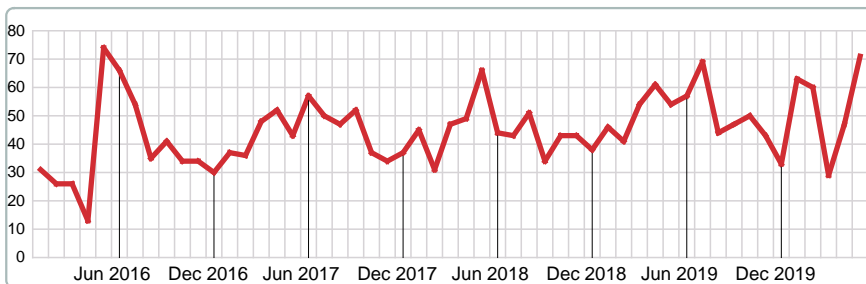
MAY



YEAR TO DATE (YTD)

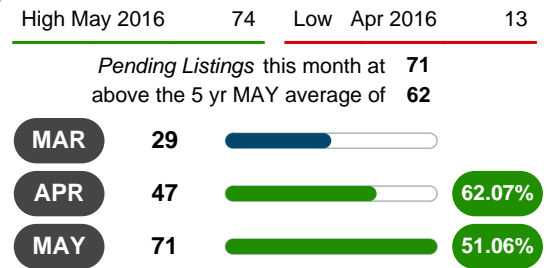


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.63%	144.0	2	2	0	0
\$50,001 - \$75,000	10	14.08%	2.5	4	6	0	0
\$75,001 - \$125,000	10	14.08%	60.5	3	6	1	0
\$125,001 - \$175,000	17	23.94%	27.0	1	14	1	1
\$175,001 - \$225,000	13	18.31%	11.0	1	7	5	0
\$225,001 - \$275,000	9	12.68%	4.0	0	7	2	0
\$275,001 and up	8	11.27%	13.5	0	3	4	1
Total Pending Units	71			11	45	13	2
Total Pending Volume	11,570,261	100%	13.0	993.50K	7.13M	2.91M	537.00K
Median Listing Price	\$159,900			\$74,900	\$149,000	\$212,000	\$268,500

May 2020



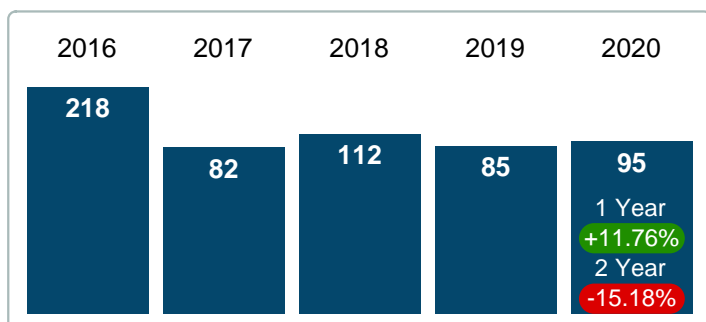
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



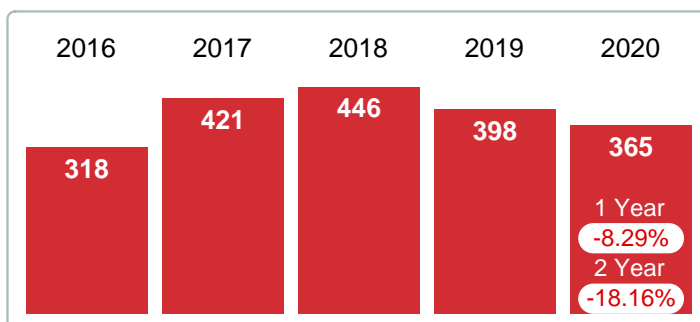
NEW LISTINGS

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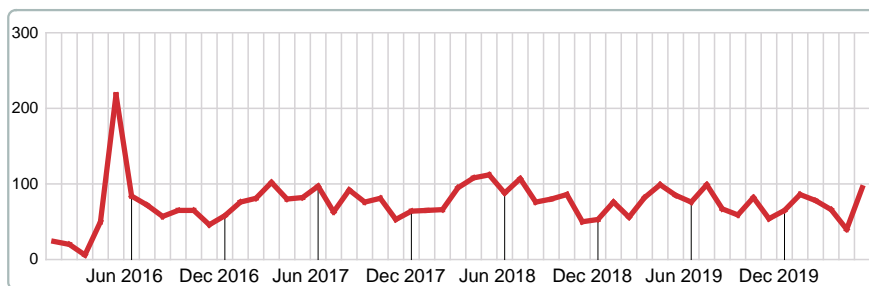
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

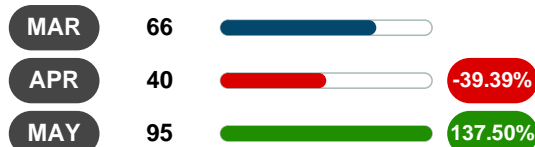


3 MONTHS

5 year MAY AVG = 118

High May 2016 218 Low Mar 2016 6

New Listings this month at 95 below the 5 yr MAY average of 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 - \$70,000	11	11.58%	3	8	0	0
\$70,001 - \$90,000	13	13.68%	8	5	0	0
\$90,001 - \$170,000	29	30.53%	3	24	2	0
\$170,001 - \$210,000	13	13.68%	0	9	4	0
\$210,001 - \$270,000	11	11.58%	1	4	6	0
\$270,001 and up	11	11.58%	0	5	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
Median New Listed Listing Price	\$134,900		\$74,900	\$131,450	\$222,400	\$422,000

May 2020



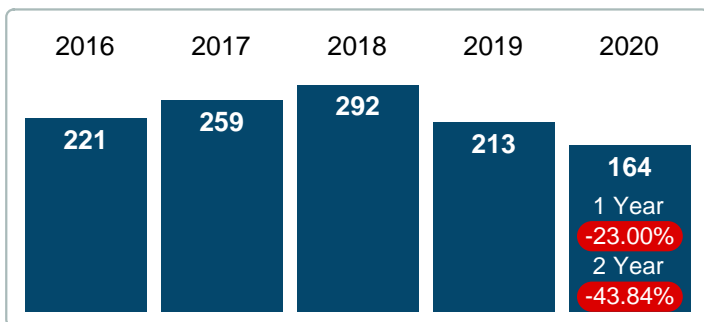
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



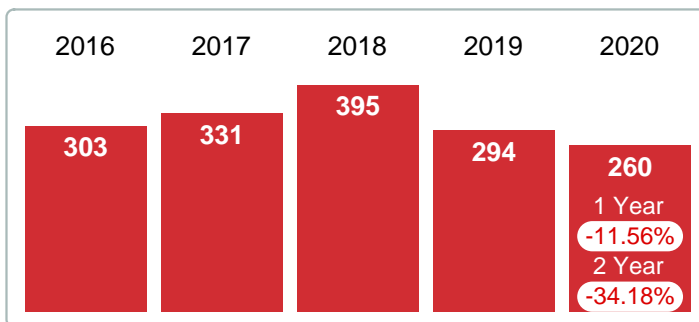
ACTIVE INVENTORY

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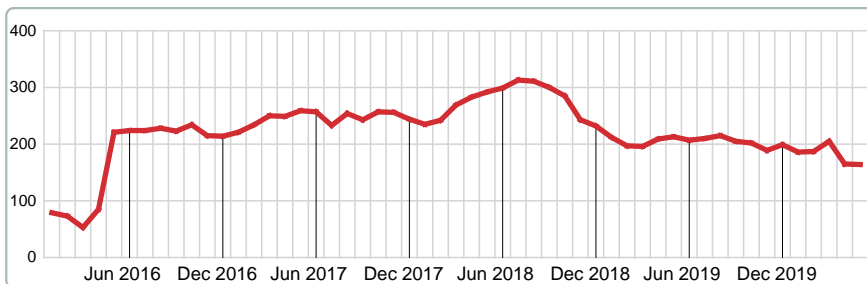
END OF MAY



ACTIVE DURING MAY

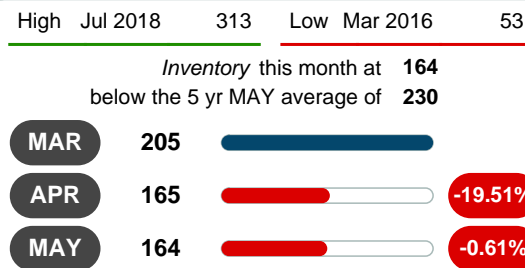


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 230



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	10.37%	87.0	12	2	3	0
\$40,001 - \$60,000	17	10.37%	76.0	10	5	2	0
\$60,001 - \$80,000	19	11.59%	61.0	7	11	1	0
\$80,001 - \$150,000	49	29.88%	72.0	7	37	5	0
\$150,001 - \$220,000	24	14.63%	31.0	1	15	7	1
\$220,001 - \$320,000	21	12.80%	83.0	3	12	6	0
\$320,001 and up	17	10.37%	75.0	4	4	6	3
Total Active Inventory by Units		164		44	86	30	4
Total Active Inventory by Volume		27,018,750	100%	4.96M	12.95M	6.98M	2.13M
Median Active Inventory Listing Price		\$111,950		\$62,450	\$122,000	\$201,500	\$422,000

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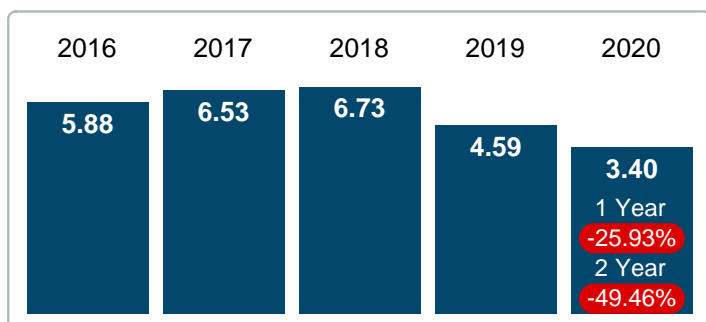
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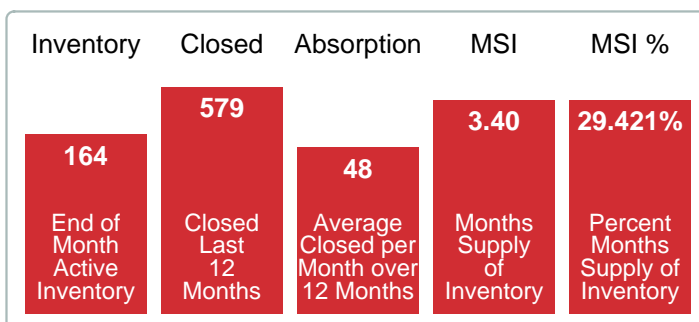
MONTHS SUPPLY of INVENTORY (MSI)

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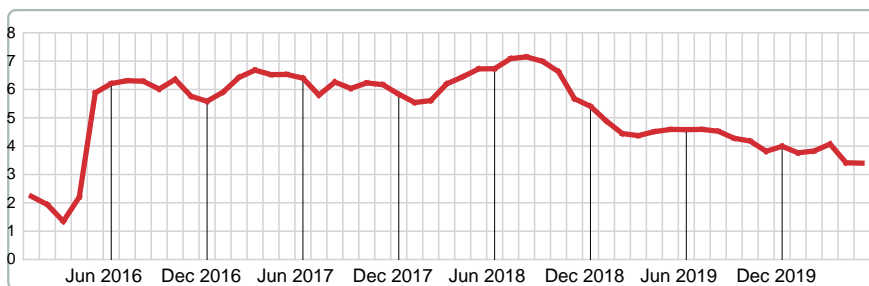
MSI FOR MAY



INDICATORS FOR MAY 2020

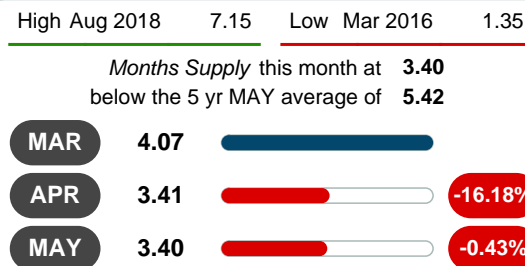


5 YEAR MARKET ACTIVITY TRENDS



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

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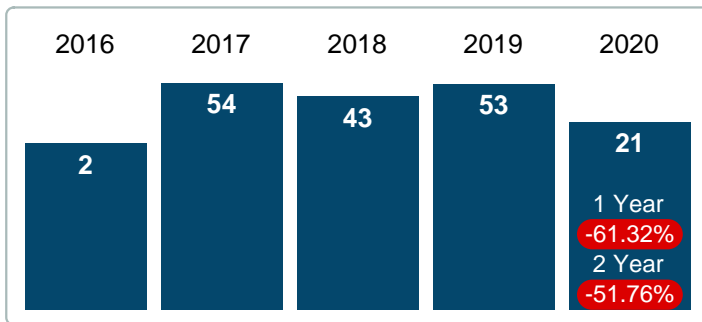
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



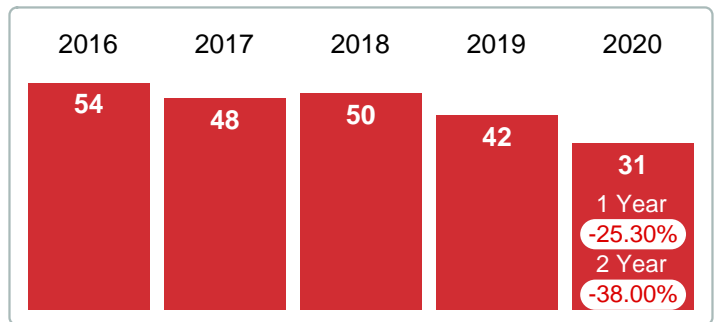
MEDIAN DAYS ON MARKET TO SALE

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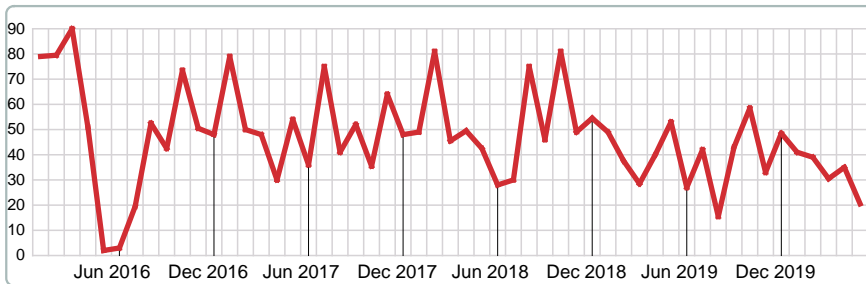
MAY



YEAR TO DATE (YTD)

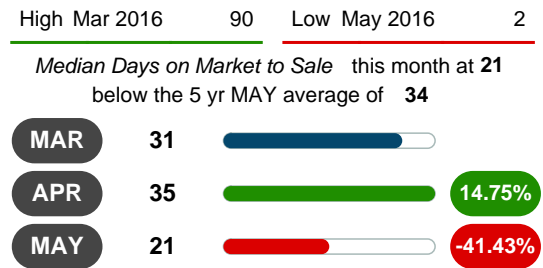


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 34



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
\$30,000 and less	4.35%	12	1	23	0	0
\$30,001 - \$50,000	17.39%	47	1	115	0	0
\$50,001 - \$70,000	8.70%	23	27	18	0	0
\$70,001 - \$140,000	32.61%	16	6	16	22	0
\$140,001 - \$170,000	13.04%	19	0	19	26	0
\$170,001 - \$270,000	13.04%	42	0	25	34	146
\$270,001 and up	10.87%	35	0	9	45	86
Median Closed DOM		21	4	17	35	116
Total Closed Units	100%	20.5	8	29	7	2
Total Closed Volume		6,086,377	448.00K	3.50M	1.63M	512.50K

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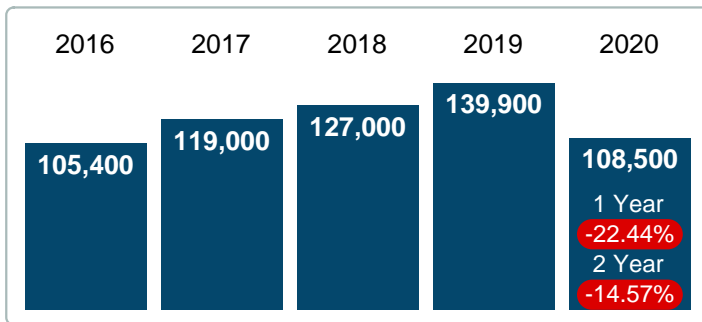
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



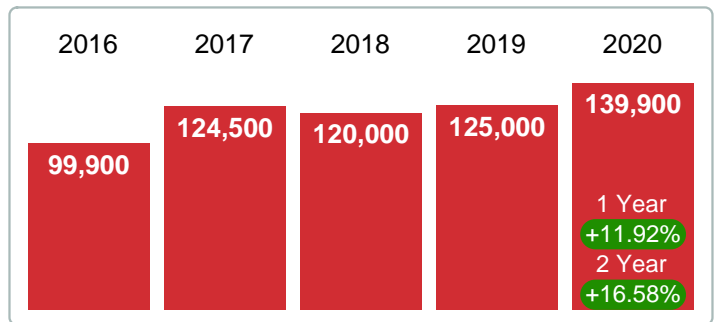
MEDIAN LIST PRICE AT CLOSING

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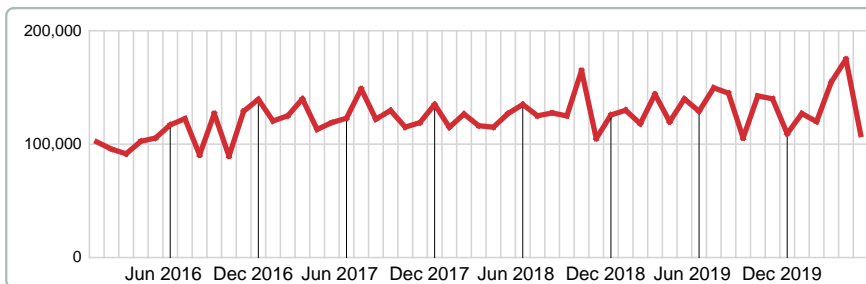
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

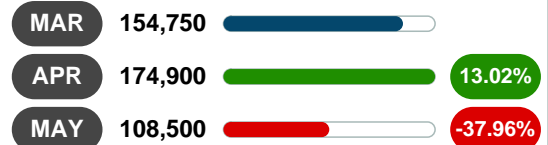


3 MONTHS

5 year MAY AVG = 119,960

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

Median List Price at Closing this month at **108,500**
 below the 5 yr MAY average of **119,960**



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
\$30,000 and less	2.17%	24,500	0	24,500	0	0
\$30,001 - \$50,000	15.22%	42,500	42,500	44,000	0	0
\$50,001 - \$70,000	8.70%	60,000	0	60,000	0	0
\$70,001 - \$140,000	34.78%	87,500	78,750	93,950	139,500	0
\$140,001 - \$170,000	10.87%	159,900	0	154,900	160,000	0
\$170,001 - \$270,000	17.39%	208,750	0	189,000	219,250	224,600
\$270,001 and up	10.87%	299,000	0	342,250	470,500	299,000
Median List Price		108,500	61,250	108,000	209,000	261,800
Total Closed Units	100%	108,500	8	29	7	2
Total Closed Volume		6,456,239	485.00K	3.63M	1.82M	523.60K

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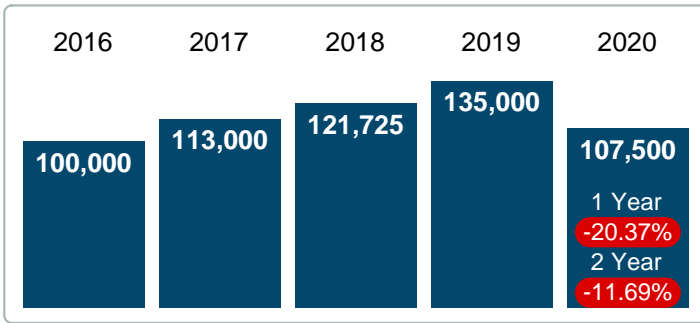
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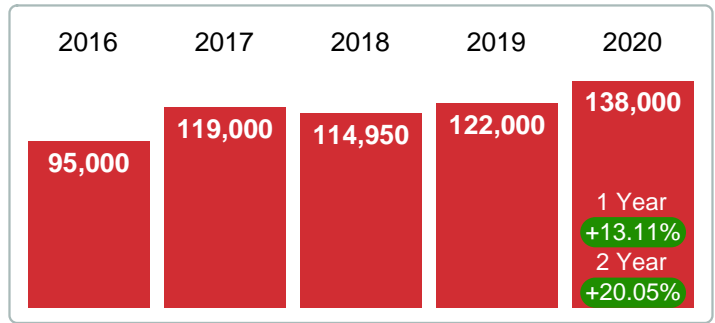
MEDIAN SOLD PRICE AT CLOSING

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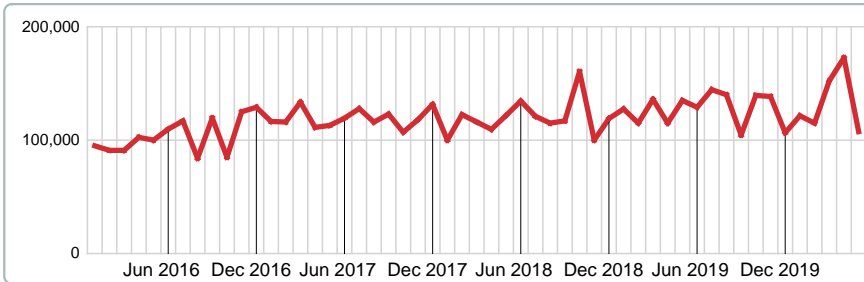
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

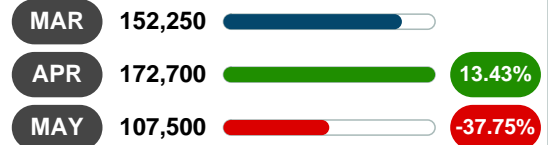


3 MONTHS

5 year MAY AVG = 115,445

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

Median Sold Price at Closing this month at **107,500**
 below the 5 yr MAY average of **115,445**



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
\$30,000 and less	2	4.35%	24,000	30,000	18,000	0	0
\$30,001 - \$50,000	8	17.39%	42,500	35,000	45,000	0	0
\$50,001 - \$70,000	4	8.70%	61,500	70,000	58,000	0	0
\$70,001 - \$140,000	15	32.61%	105,500	79,000	106,250	137,500	0
\$140,001 - \$170,000	6	13.04%	156,000	0	155,000	160,100	0
\$170,001 - \$270,000	6	13.04%	194,250	0	188,000	192,500	210,000
\$270,001 and up	5	10.87%	302,500	0	337,250	420,500	302,500
Median Sold Price			107,500	55,000	107,000	168,200	256,250
Total Closed Units		100%	107,500	8	29	7	2
Total Closed Volume			6,086,377	448.00K	3.50M	1.63M	512.50K

May 2020



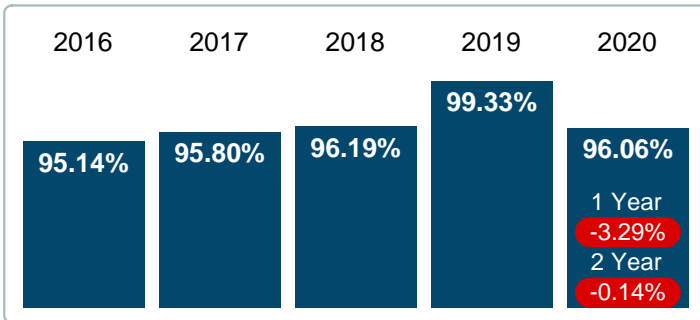
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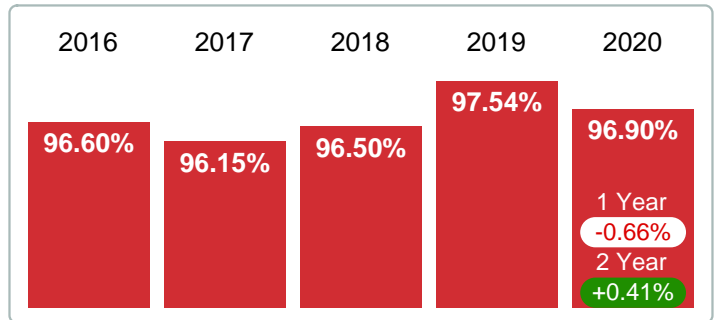
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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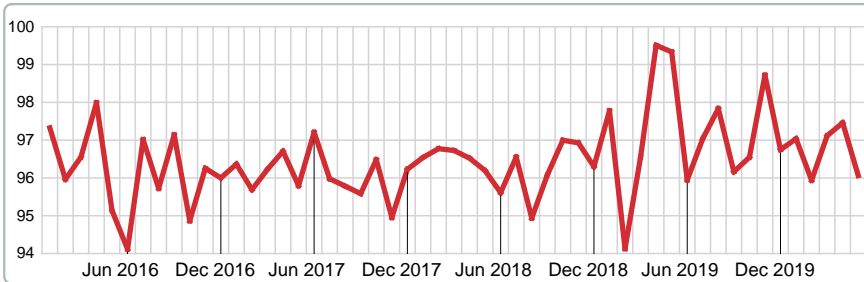
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

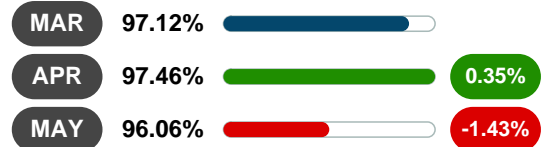


3 MONTHS

5 year MAY AVG = 96.50%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **96.06%**
 below the 5 yr MAY average of **96.50%**



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	
\$30,000 and less	2	4.35%	79.59%	85.71%	73.47%	0.00%	0.00%	
\$30,001 \$50,000	8	17.39%	83.28%	82.35%	84.91%	0.00%	0.00%	
\$50,001 \$70,000	4	8.70%	96.67%	93.33%	100.00%	0.00%	0.00%	
\$70,001 \$140,000	15	32.61%	97.12%	98.82%	96.33%	98.56%	0.00%	
\$140,001 \$170,000	6	13.04%	95.39%	0.00%	95.39%	85.68%	0.00%	
\$170,001 \$270,000	6	13.04%	95.89%	0.00%	98.89%	92.11%	93.50%	
\$270,001 and up	5	10.87%	100.00%	0.00%	98.25%	92.31%	101.17%	
Median Sold/List Ratio		96.06%		89.52%	96.49%	97.12%	97.34%	
Total Closed Units		46	100%	96.06%	8	29	7	2
Total Closed Volume		6,086,377			448.00K	3.50M	1.63M	512.50K

May 2020



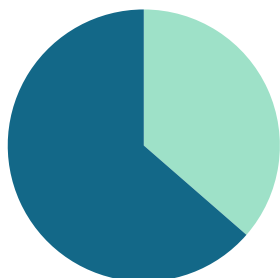
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

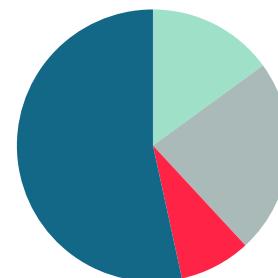


Inventory
 New Listings
95 = 36.40%
 Start Inventory
166
 Total Inventory Units
261
 Volume
\$42,635,761

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%
Median List Price	139,900	108,500	-22.44%	125,000	139,900	11.92%
Median Sale Price	135,000	107,500	-20.37%	122,000	138,000	13.11%
Median Percent of Selling Price to List Price	99.33%	96.06%	-3.29%	97.54%	96.90%	-0.66%
Median Days on Market to Sale	53.00	20.50	-61.32%	41.50	31.00	-25.30%
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

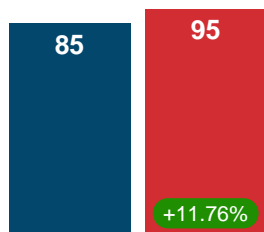
Inventory on May 31, 2020 = **164**

2019 **2020**

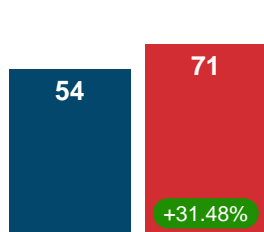
MAY MARKET

MEDIAN PRICES

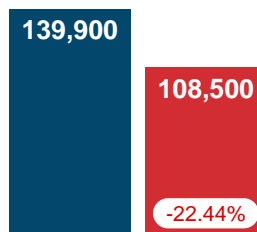
New Listings



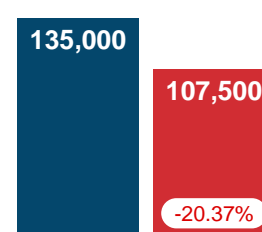
Pending Listings



List Price



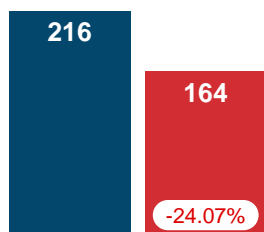
Sale Price



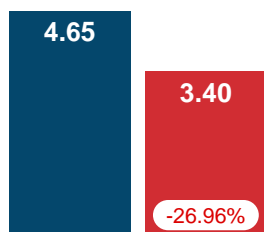
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

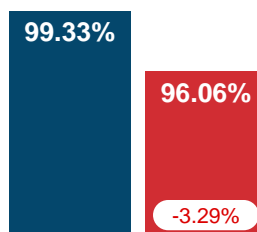
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

