

October 2020



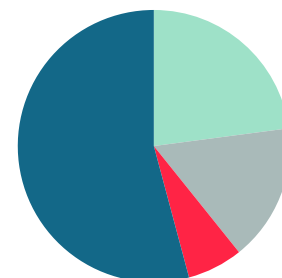
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	52	66	26.92%
Pending Listings	50	47	-6.00%
New Listings	82	71	-13.41%
Average List Price	166,393	179,562	7.91%
Average Sale Price	160,055	169,911	6.16%
Average Percent of Selling Price to List Price	94.08%	94.47%	0.41%
Average Days on Market to Sale	101.62	62.06	-38.93%
End of Month Inventory	203	156	-23.15%
Months Supply of Inventory	4.20	3.00	-28.69%



■ Closed (22.92%)
■ Pending (16.32%)
■ Other OffMarket (6.60%)
■ Active (54.17%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of October 31, 2020 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **23.15%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **3.00** 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 **6.16%** in October 2020 to \$169,911 versus the previous year at \$160,055.

Average Days on Market Shortens

The average number of **62.06** days that homes spent on the market before selling decreased by 39.55 days or **38.93%** in October 2020 compared to last year's same month at **101.62** DOM.

Sales Success for October 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 71 New Listings in October 2020, down **13.41%** from last year at 82. Furthermore, there were 66 Closed Listings this month versus last year at 52, a **26.92%** increase.

Closed versus Listed trends yielded a **93.0%** ratio, up from previous year's, October 2019, at **63.4%**, a **46.59%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

October 2020



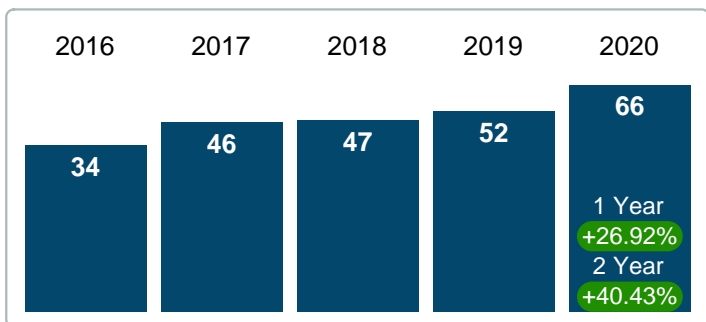
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



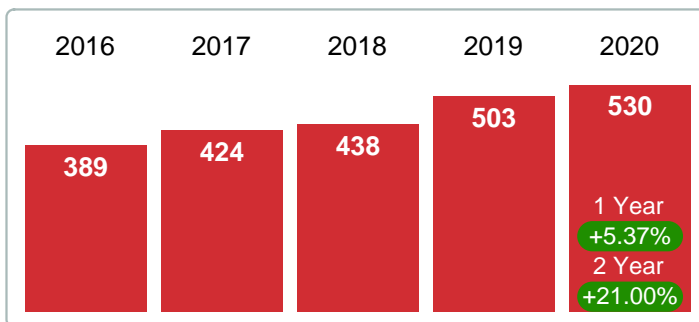
CLOSED LISTINGS

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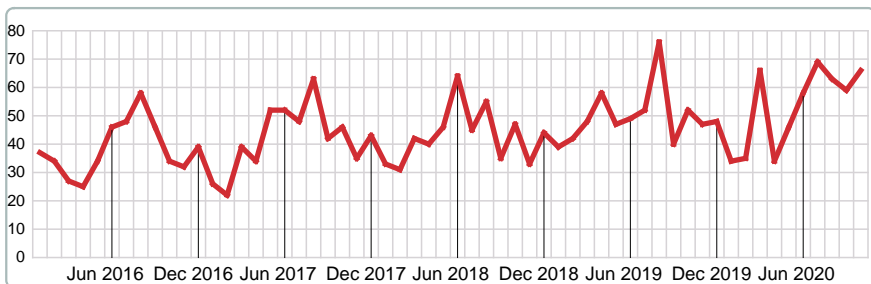
OCTOBER



YEAR TO DATE (YTD)

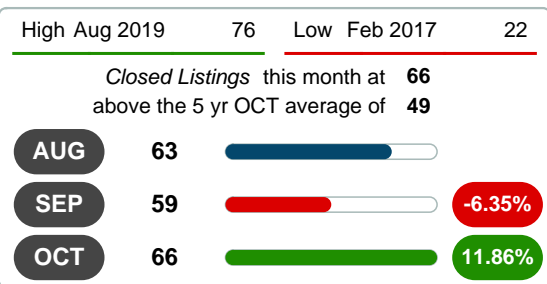


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



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	6	9.09%	45.2	2	4	0	0
\$50,001 - \$75,000	8	12.12%	38.3	4	4	0	0
\$75,001 - \$100,000	9	13.64%	43.3	1	7	1	0
\$100,001 - \$150,000	12	18.18%	42.7	2	8	2	0
\$150,001 - \$200,000	16	24.24%	62.2	2	11	3	0
\$200,001 - \$300,000	8	12.12%	95.8	0	6	2	0
\$300,001 and up	7	10.61%	122.3	0	5	1	1
Total Closed Units	66			11	45	9	1
Total Closed Volume	11,214,118	100%	62.1	947.50K	7.62M	1.86M	780.00K
Average Closed Price	\$169,911			\$86,136	\$169,438	\$206,880	\$780,000

October 2020



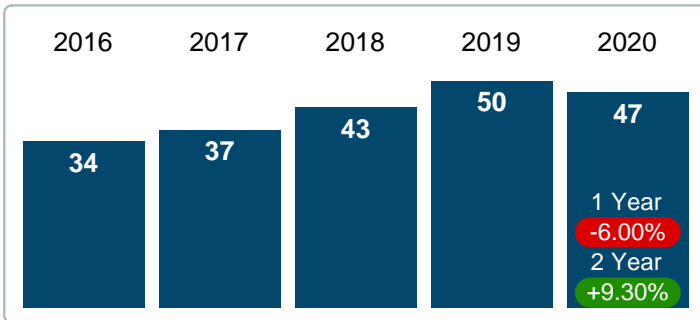
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



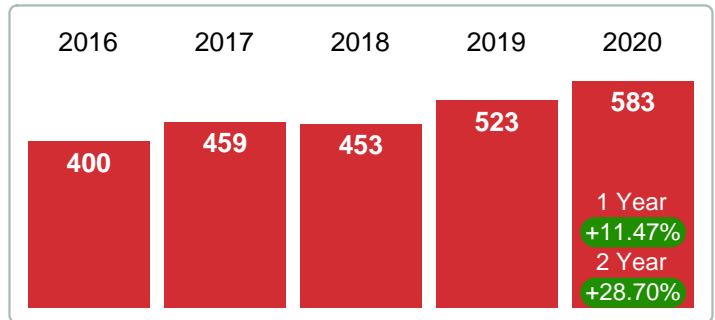
PENDING LISTINGS

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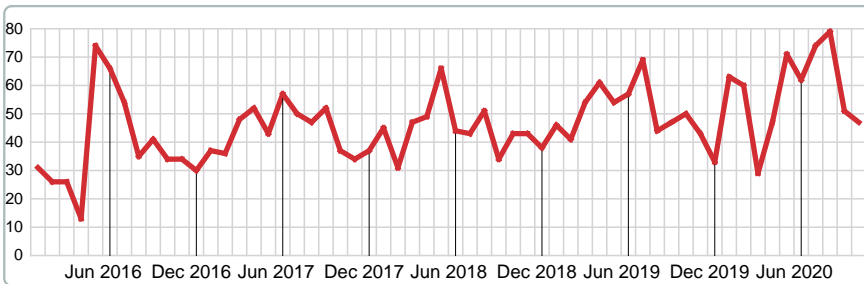
OCTOBER



YEAR TO DATE (YTD)

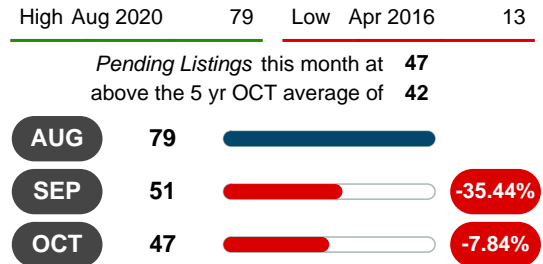


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



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	3	6.38%	50.7	1	2	0	0
\$50,001 - \$75,000	4	8.51%	47.0	1	3	0	0
\$75,001 - \$100,000	9	19.15%	44.9	2	7	0	0
\$100,001 - \$125,000	5	10.64%	41.2	2	3	0	0
\$125,001 - \$175,000	12	25.53%	38.3	0	11	1	0
\$175,001 - \$275,000	10	21.28%	44.1	1	5	4	0
\$275,001 and up	4	8.51%	2.3	0	2	1	1
Total Pending Units	47			7	33	6	1
Total Pending Volume	7,444,925	100%	40.3	724.40K	4.62M	1.30M	799.00K
Average Listing Price	\$154,259			\$103,486	\$139,961	\$217,133	\$799,000

October 2020



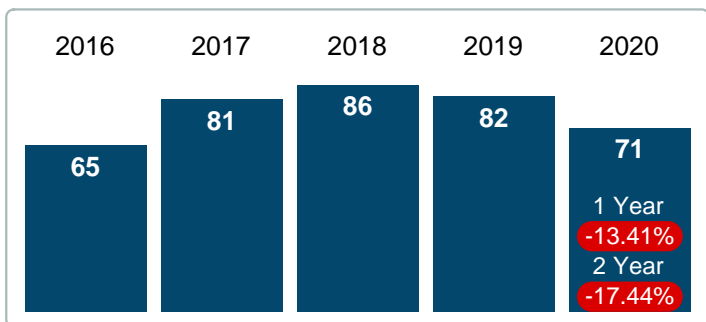
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



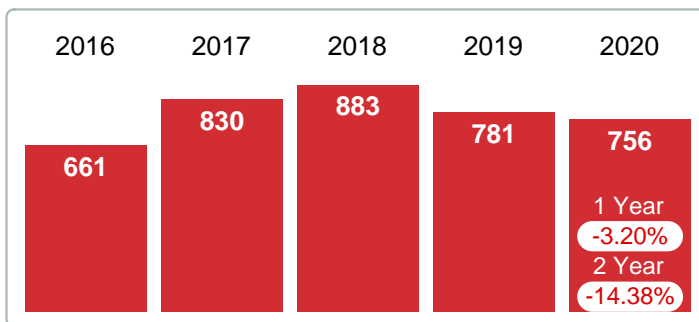
NEW LISTINGS

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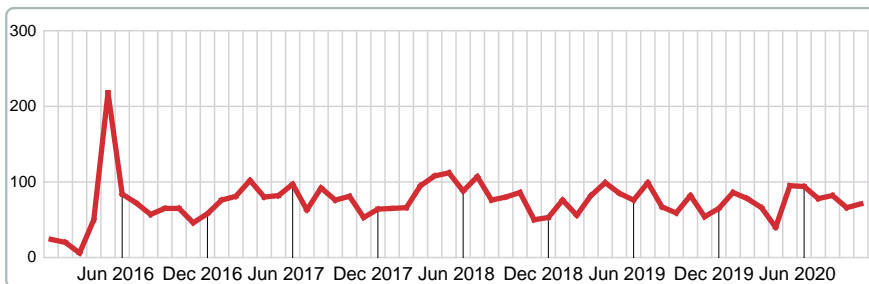
OCTOBER



YEAR TO DATE (YTD)

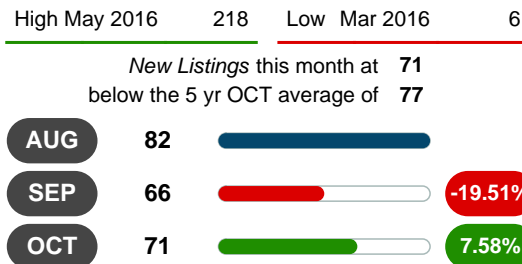


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 77



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	4	5.63%	2	2	0	0
\$50,001 - \$75,000	6	8.45%	3	3	0	0
\$75,001 - \$100,000	11	15.49%	1	10	0	0
\$100,001 - \$150,000	19	26.76%	2	16	0	1
\$150,001 - \$225,000	13	18.31%	0	8	5	0
\$225,001 - \$325,000	10	14.08%	1	3	5	1
\$325,001 and up	8	11.27%	0	2	2	4
Total New Listed Units	71		9	44	12	6
Total New Listed Volume	14,856,200	100%	769.40K	6.17M	3.24M	4.68M
Average New Listed Listing Price	\$195,453		\$85,489	\$140,255	\$269,683	\$779,900

October 2020



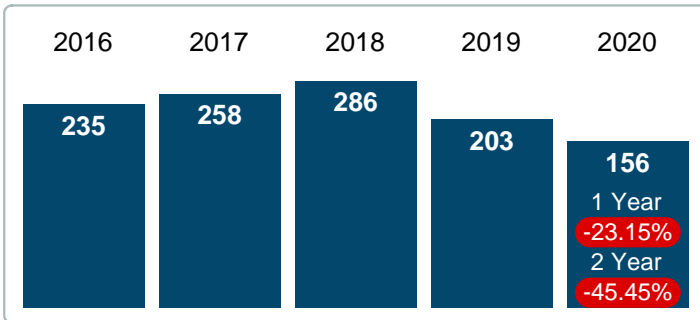
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



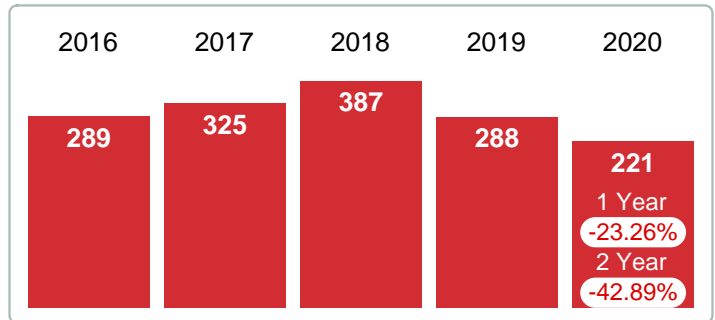
ACTIVE INVENTORY

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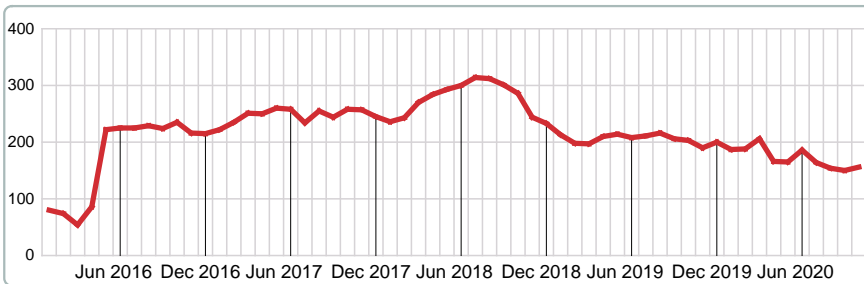
END OF OCTOBER



ACTIVE DURING OCTOBER

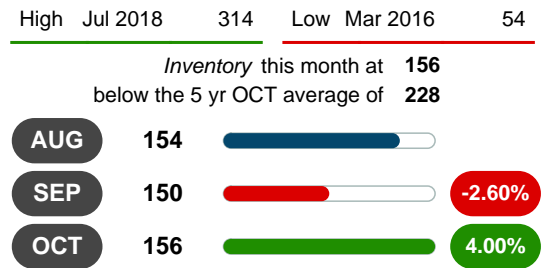


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 228



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	1.28%	36.5	2	0	0	0
\$25,001 - \$50,000	18	11.54%	87.3	12	4	2	0
\$50,001 - \$75,000	26	16.67%	89.0	14	11	1	0
\$75,001 - \$150,000	44	28.21%	69.9	7	32	4	1
\$150,001 - \$225,000	25	16.03%	52.5	1	14	8	2
\$225,001 - \$375,000	26	16.67%	71.0	0	13	9	4
\$375,001 and up	15	9.62%	54.7	3	4	5	3
Total Active Inventory by Units	156			39	78	29	10
Total Active Inventory by Volume	31,127,600	100%	70.6	3.43M	15.27M	7.36M	5.07M
Average Active Inventory Listing Price	\$199,536			\$87,992	\$195,728	\$253,731	\$507,090

October 2020



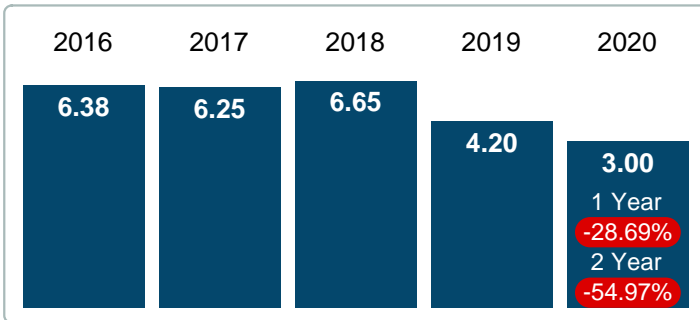
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



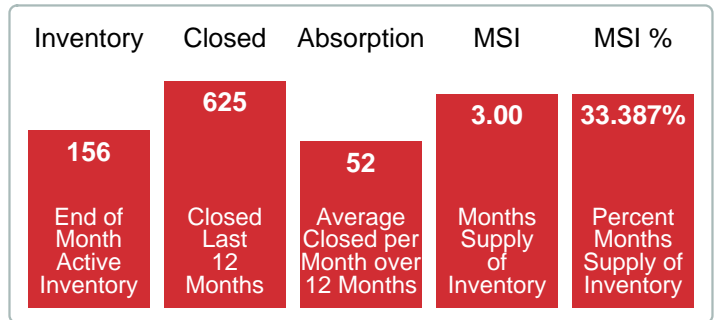
MONTHS SUPPLY of INVENTORY (MSI)

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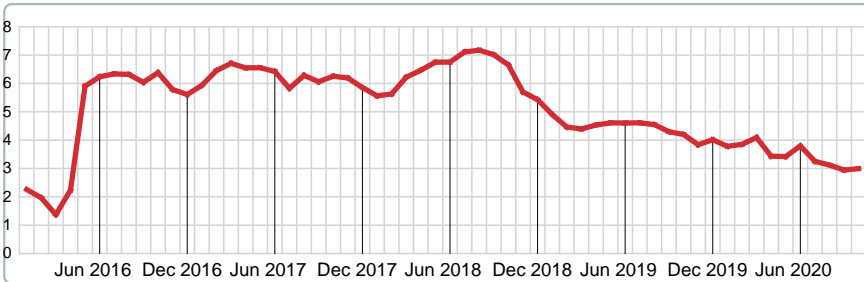
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

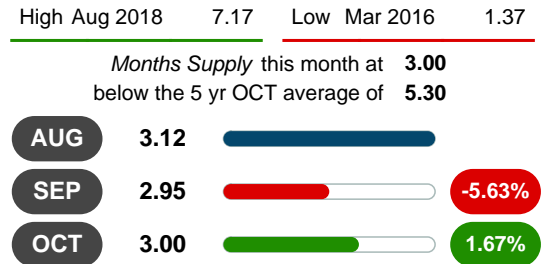


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.30



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	13	8.33%	4.22	4.50	2.00	24.00	0.00
\$40,001 - \$60,000	20	12.82%	3.93	7.09	2.25	2.00	0.00
\$60,001 - \$80,000	18	11.54%	3.04	3.50	3.14	0.00	0.00
\$80,001 - \$170,000	46	29.49%	2.28	2.90	2.13	2.06	8.00
\$170,001 - \$230,000	19	12.18%	2.15	0.00	2.00	2.63	4.00
\$230,001 - \$370,000	24	15.38%	3.24	0.00	2.88	2.91	9.60
\$370,001 and up	16	10.26%	10.11	0.00	8.57	8.57	7.20
Market Supply of Inventory (MSI)			3.00	4.46	2.44	2.97	6.32
Total Active Inventory by Units		100%	3.00	39	78	29	10

October 2020



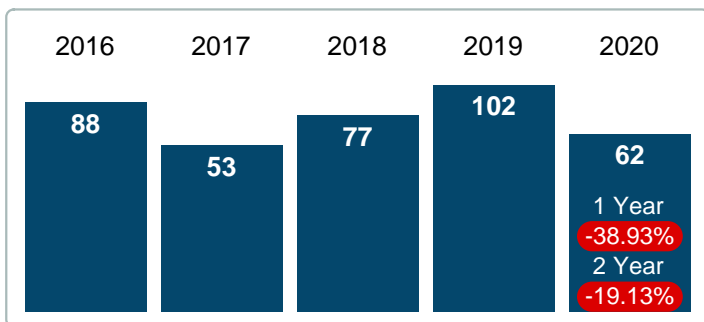
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



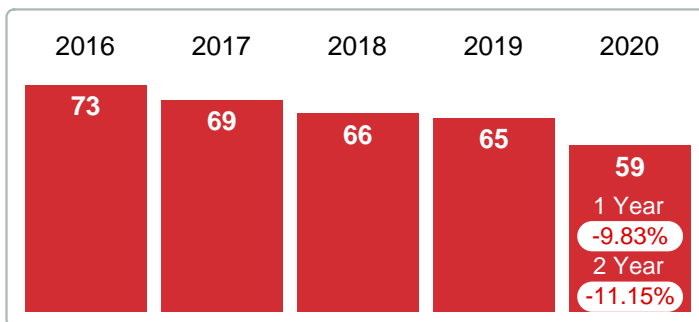
AVERAGE DAYS ON MARKET TO SALE

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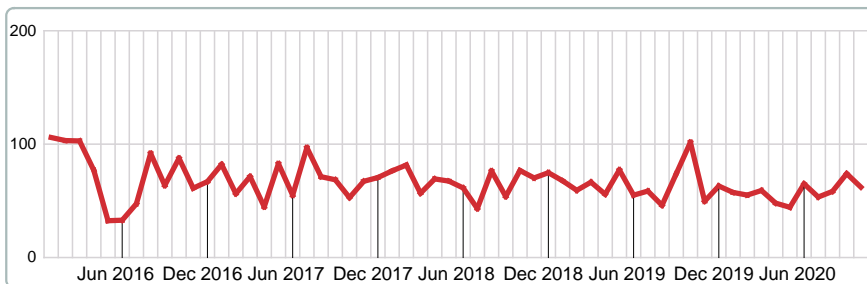
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

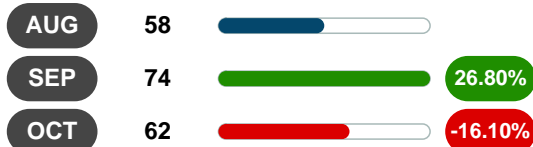


3 MONTHS

5 year OCT AVG = 76

High Jan 2016 106 Low May 2016 32

Average Days on Market to Sale this month at 62 below the 5 yr OCT average of 76



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	9.09%	45	23	57	0	0	
\$50,001 - \$75,000	12.12%	38	22	55	0	0	
\$75,001 - \$100,000	13.64%	43	4	55	2	0	
\$100,001 - \$150,000	18.18%	43	144	18	41	0	
\$150,001 - \$200,000	24.24%	62	157	31	114	0	
\$200,001 - \$300,000	12.12%	96	0	84	131	0	
\$300,001 and up	10.61%	122	0	141	149	2	
Average Closed DOM		62		67	56	93	2
Total Closed Units	100%	66	11	45	9	1	
Total Closed Volume		11,214,118	947.50K	7.62M	1.86M	780.00K	

October 2020



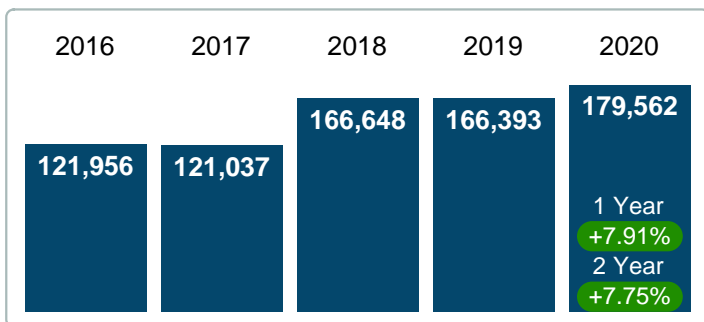
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



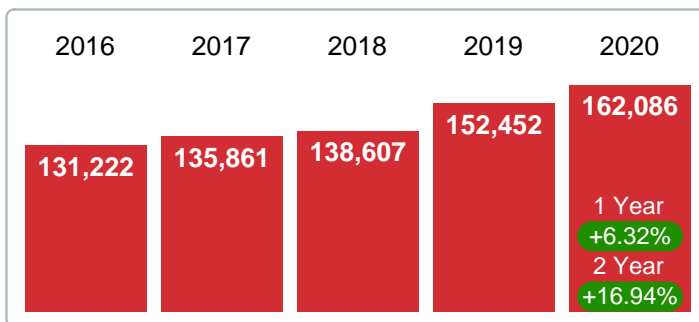
AVERAGE LIST PRICE AT CLOSING

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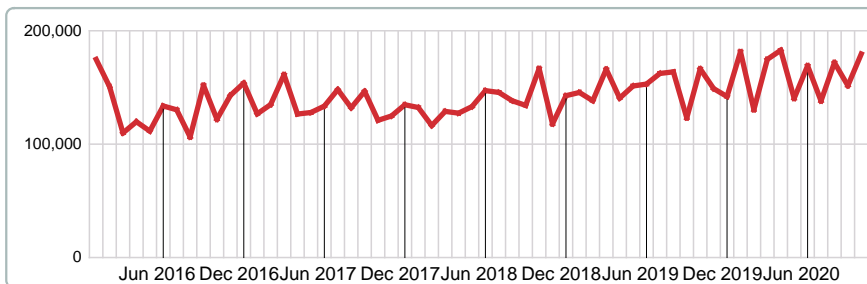
OCTOBER



YEAR TO DATE (YTD)

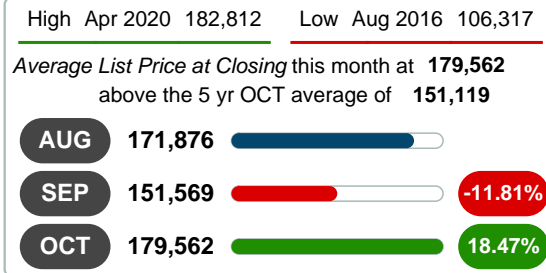


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 151,119



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 4	6.06%	18,750	11,000	46,375	0	0
\$50,001 - \$75,000 8	12.12%	66,288	67,825	71,875	0	0
\$75,001 - \$100,000 11	16.67%	87,427	79,500	91,871	89,000	0
\$100,001 - \$150,000 11	16.67%	131,136	124,000	133,013	136,000	0
\$150,001 - \$200,000 17	25.76%	177,541	180,000	176,800	186,967	0
\$200,001 - \$300,000 8	12.12%	249,550	0	253,483	237,750	0
\$300,001 and up 7	10.61%	546,714	0	470,600	675,000	799,000
Average List Price		179,562	89,164	177,753	230,267	799,000
Total Closed Units	100%	179,562	11	45	9	1
Total Closed Volume		11,851,099	980.80K	8.00M	2.07M	799.00K

October 2020



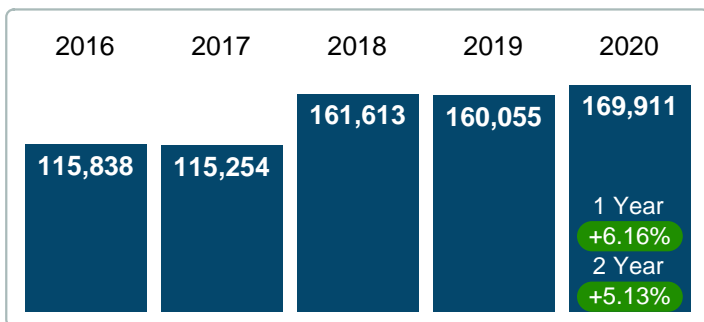
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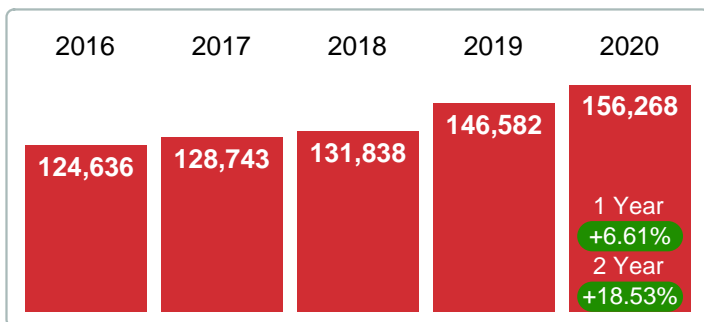
AVERAGE SOLD PRICE AT CLOSING

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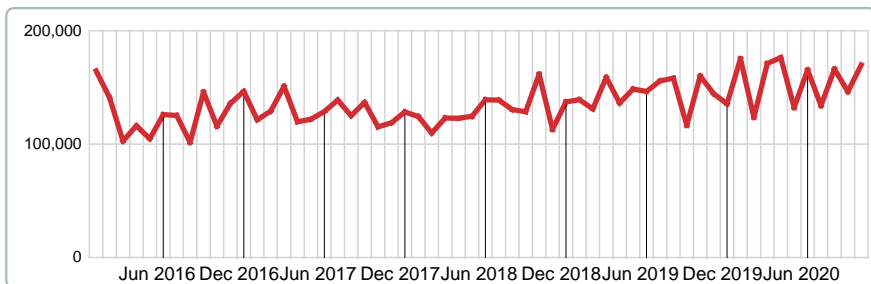
OCTOBER



YEAR TO DATE (YTD)

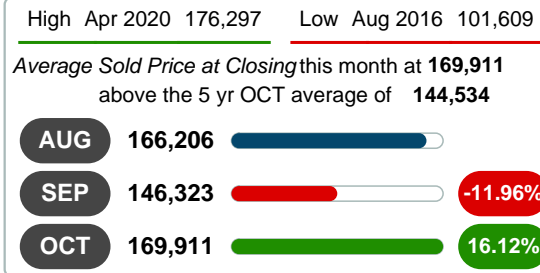


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 144,534



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	9.09%	26,917	8,500	36,125	0	0
\$50,001 - \$75,000	12.12%	62,488	64,375	60,600	0	0
\$75,001 - \$100,000	13.64%	86,544	84,000	87,557	82,000	0
\$100,001 - \$150,000	18.18%	129,535	120,000	129,675	138,509	0
\$150,001 - \$200,000	24.24%	176,619	174,500	173,682	188,800	0
\$200,001 - \$300,000	12.12%	232,563	0	234,000	228,250	0
\$300,001 and up	10.61%	504,714	0	454,600	480,000	780,000
Average Sold Price		169,911	86,136	169,438	206,880	780,000
Total Closed Units	100%	169,911	11	45	9	1
Total Closed Volume		11,214,118	947.50K	7.62M	1.86M	780.00K

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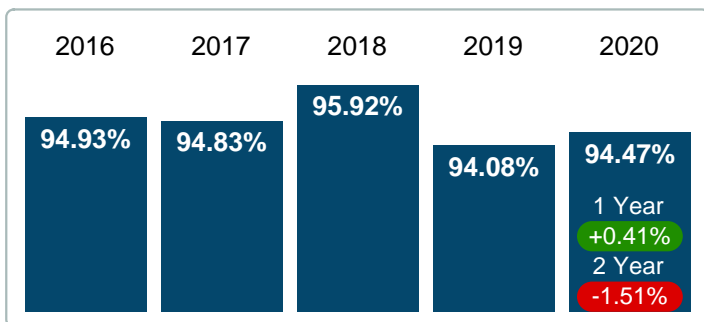
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



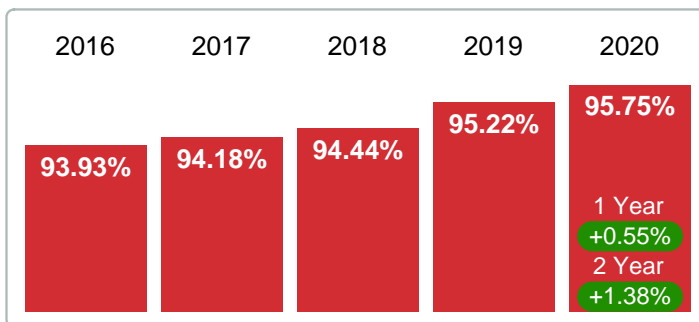
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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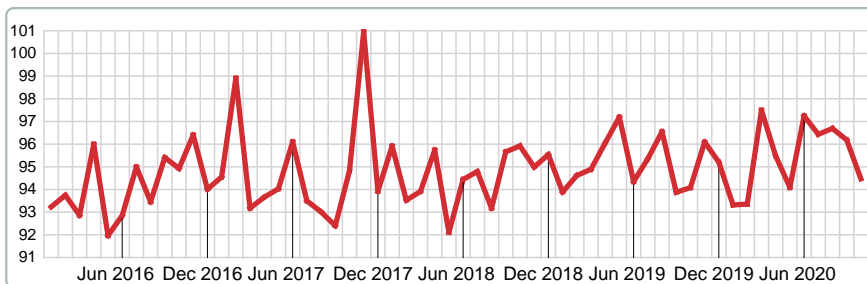
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

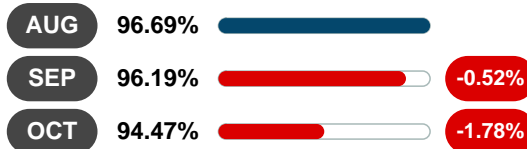


3 MONTHS

5 year OCT AVG = 94.85%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **94.47%**
below the 5 yr OCT average of **94.85%**



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	6	9.09%	82.11%	85.29%	80.52%	0.00%	0.00%
\$50,001 - \$75,000	8	12.12%	89.70%	95.29%	84.11%	0.00%	0.00%
\$75,001 - \$100,000	9	13.64%	96.37%	105.66%	95.65%	92.13%	0.00%
\$100,001 - \$150,000	12	18.18%	98.05%	96.43%	97.53%	101.75%	0.00%
\$150,001 - \$200,000	16	24.24%	98.54%	97.06%	98.13%	100.99%	0.00%
\$200,001 - \$300,000	8	12.12%	93.74%	0.00%	92.93%	96.18%	0.00%
\$300,001 and up	7	10.61%	93.47%	0.00%	97.12%	71.11%	97.62%
Average Sold/List Ratio		94.50%		94.94%	94.02%	95.79%	97.62%
Total Closed Units		66	100%	11	45	9	1
Total Closed Volume		11,214,118		947.50K	7.62M	1.86M	780.00K

October 2020



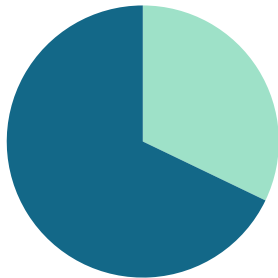
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

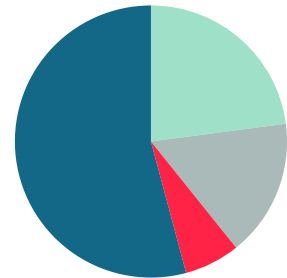


Inventory
 New Listings
71 = 32.13%
 Start Inventory
150
 Total Inventory Units
221
 Volume
\$41,989,725

Market Activity

Closed Sales
66 = 22.92%
 Pending Sales
47 = 16.32%
 Other Off Market
19 = 6.60%
 Active Inventory
156 = 54.17%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	52	66	26.92%	503	530	5.37%
Pending Sales	50	47	-6.00%	523	583	11.47%
New Listings	82	71	-13.41%	781	756	-3.20%
Average List Price	166,393	179,562	7.91%	152,452	162,086	6.32%
Average Sale Price	160,055	169,911	6.16%	146,582	156,268	6.61%
Average Percent of Selling Price to List Price	94.08%	94.47%	0.41%	95.22%	95.75%	0.55%
Average Days on Market to Sale	101.62	62.06	-38.93%	64.95	58.56	-9.83%
Monthly Inventory	203	156	-23.15%	203	156	-23.15%
Months Supply of Inventory	4.20	3.00	-28.69%	4.20	3.00	-28.69%

Absorption: Last 12 months, an Average of **52** Sales/Month

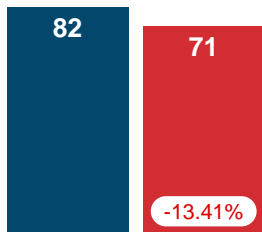
Inventory on October 31, 2020 = **156**

2019 **2020**

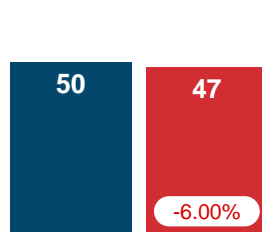
OCTOBER MARKET

AVERAGE PRICES

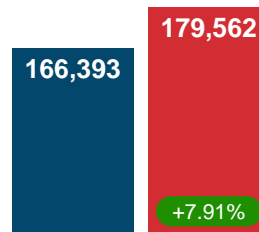
New Listings



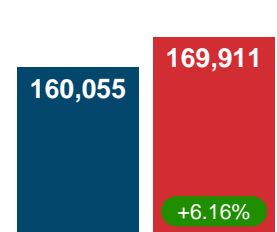
Pending Listings



List Price



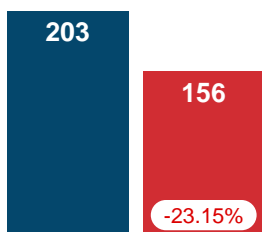
Sale Price



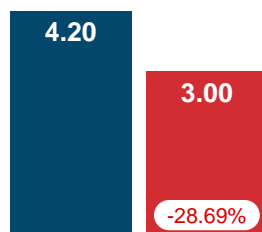
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

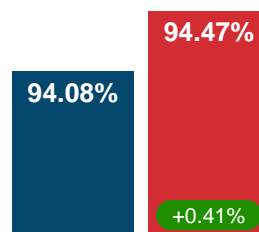
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

