

October 2020



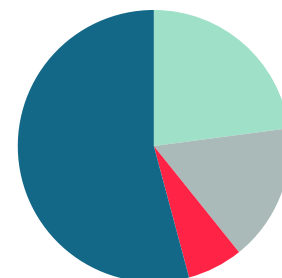
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	142,500	148,950	4.53%
Median Sale Price	139,450	148,009	6.14%
Median Percent of Selling Price to List Price	96.55%	97.32%	0.80%
Median Days on Market to Sale	58.50	35.50	-39.32%
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.

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 **6.14%** in October 2020 to \$148,009 versus the previous year at \$139,450.

Median Days on Market Shortens

The median number of **35.50** days that homes spent on the market before selling decreased by 23.00 days or **39.32%** in October 2020 compared to last year's same month at **58.50** DOM.

Sales Success for October 2020 is Positive

Overall, with Median 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.

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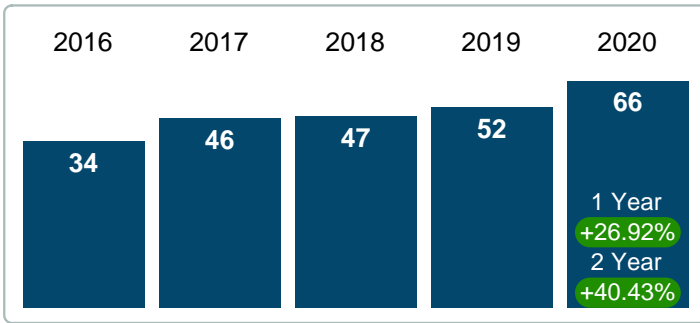
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



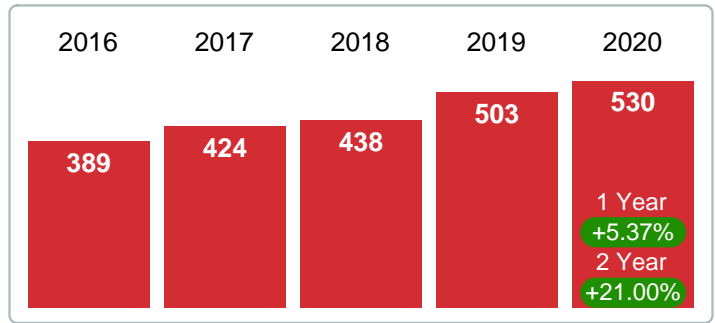
CLOSED LISTINGS

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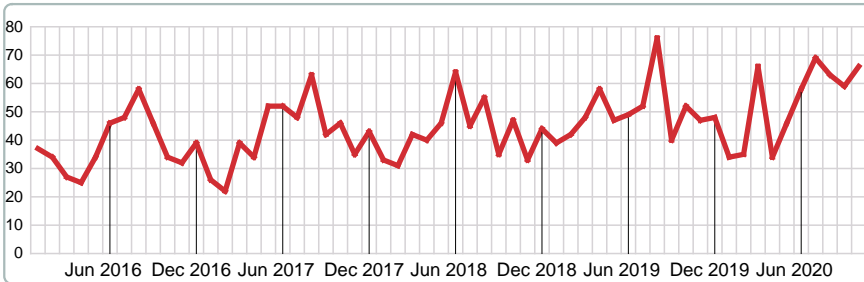
OCTOBER



YEAR TO DATE (YTD)

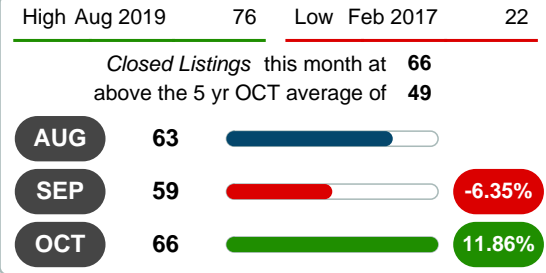


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.09%	22.5	2	4	0	0
\$50,001 - \$70,000	6	9.09%	32.0	3	3	0	0
\$70,001 - \$100,000	11	16.67%	24.0	2	8	1	0
\$100,001 - \$170,000	18	27.27%	25.5	2	14	2	0
\$170,001 - \$200,000	10	15.15%	67.0	2	5	3	0
\$200,001 - \$310,000	8	12.12%	61.0	0	6	2	0
\$310,001 and up	7	10.61%	72.0	0	5	1	1
Total Closed Units	66			11	45	9	1
Total Closed Volume	11,214,118	100%	35.5	947.50K	7.62M	1.86M	780.00K
Median Closed Price	\$148,009			\$72,000	\$149,900	\$190,000	\$780,000

October 2020



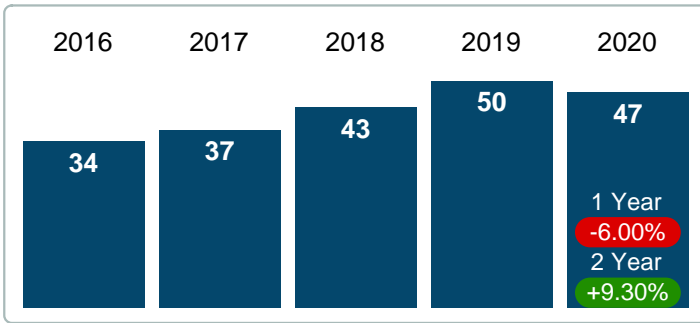
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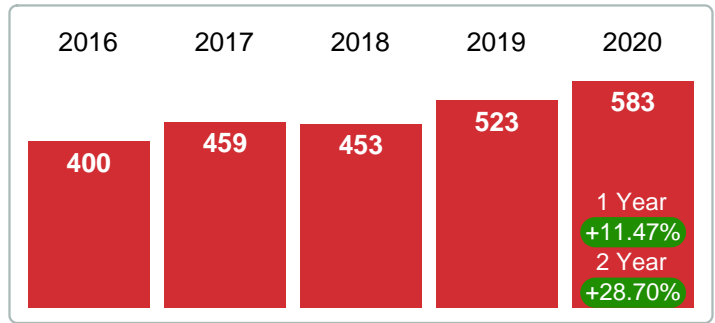
PENDING LISTINGS

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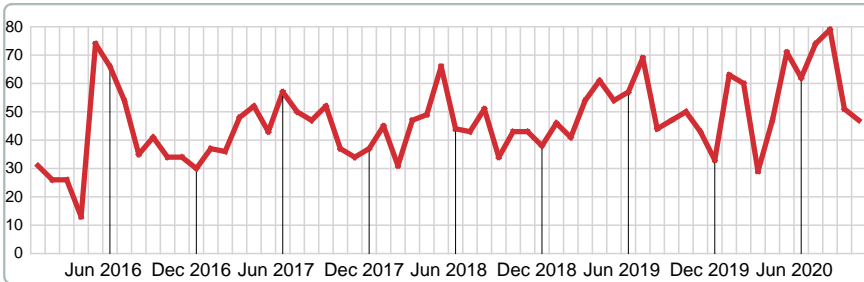
OCTOBER



YEAR TO DATE (YTD)

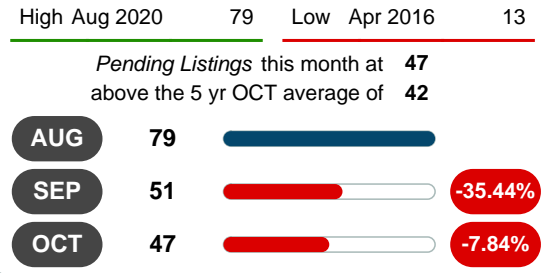


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	8.51%	17.5	2	2	0	0
\$60,001 - \$80,000	6	12.77%	73.5	1	5	0	0
\$80,001 - \$110,000	7	14.89%	10.0	2	5	0	0
\$110,001 - \$140,000	10	21.28%	51.0	1	8	1	0
\$140,001 - \$190,000	9	19.15%	4.0	0	8	1	0
\$190,001 - \$270,000	6	12.77%	19.0	1	2	3	0
\$270,001 and up	5	10.64%	3.0	0	3	1	1
Total Pending Units	47			7	33	6	1
Total Pending Volume	7,444,925	100%	11.0	724.40K	4.62M	1.30M	799.00K
Median Listing Price	\$135,000			\$89,900	\$135,000	\$220,750	\$799,000

October 2020



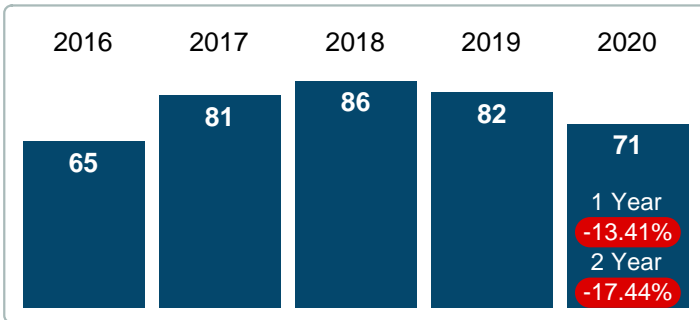
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



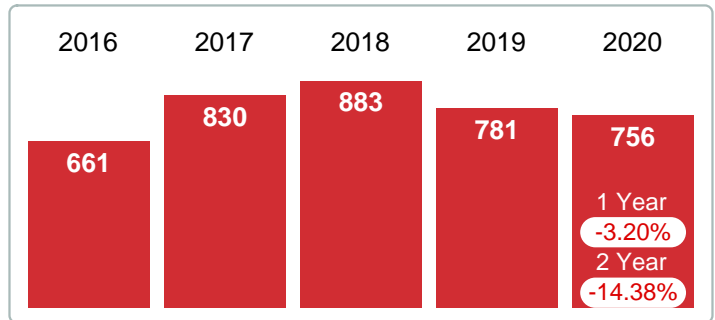
NEW LISTINGS

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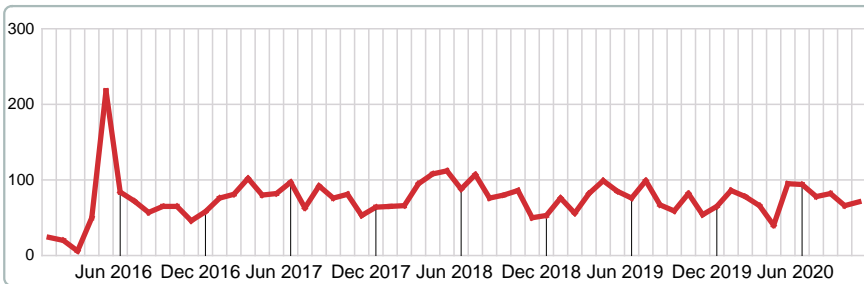
OCTOBER



YEAR TO DATE (YTD)

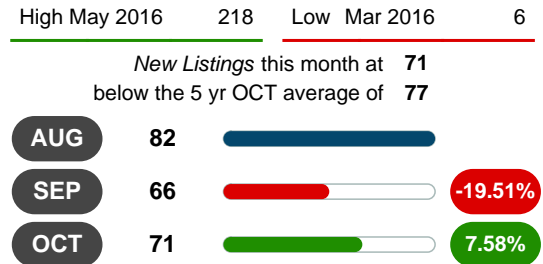


5 YEAR MARKET ACTIVITY TRENDS



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
\$60,000 and less	7	9.86%	4	3	0	0
\$60,001 - \$90,000	8	11.27%	2	6	0	0
\$90,001 - \$110,000	9	12.68%	1	8	0	0
\$110,001 - \$150,000	16	22.54%	1	14	0	1
\$150,001 - \$230,000	15	21.13%	1	8	6	0
\$230,001 - \$340,000	8	11.27%	0	3	4	1
\$340,001 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
Median New Listed Listing Price	\$145,000		\$65,000	\$122,400	\$234,450	\$749,000

October 2020



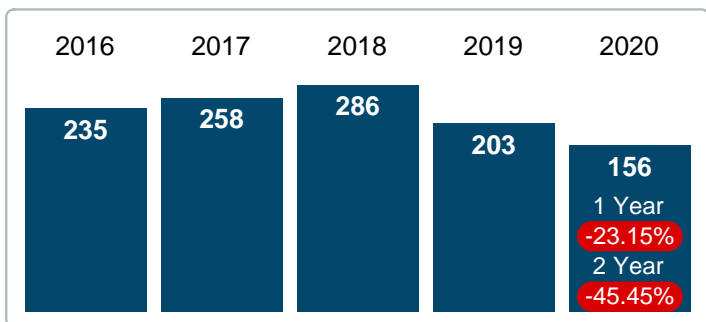
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



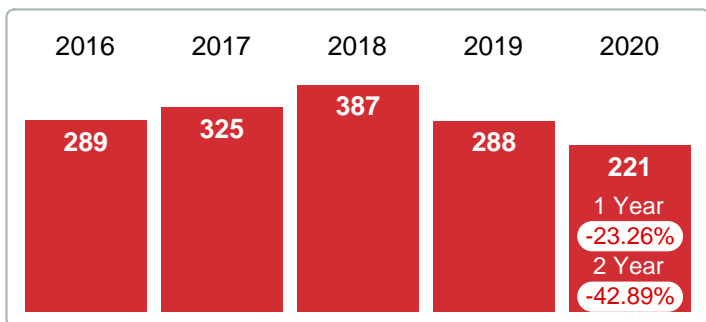
ACTIVE INVENTORY

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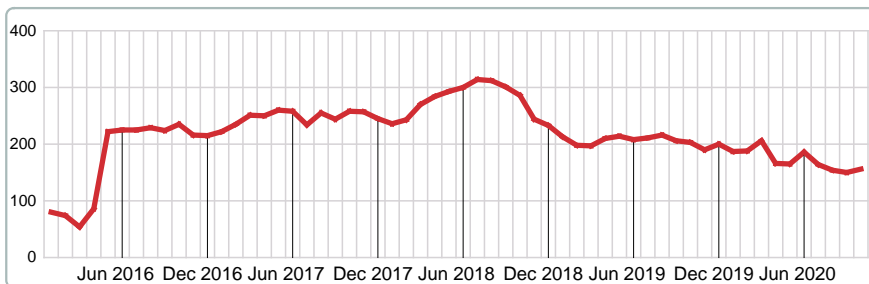
END OF OCTOBER



ACTIVE DURING OCTOBER

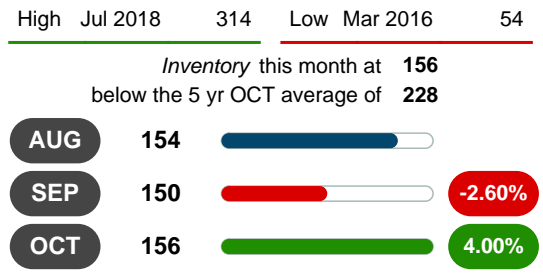


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 228



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	8.33%	64.0	9	2	2	0
\$40,001 - \$60,000	20	12.82%	81.0	13	6	1	0
\$60,001 - \$80,000	18	11.54%	65.5	7	11	0	0
\$80,001 - \$170,000	46	29.49%	42.5	7	31	6	2
\$170,001 - \$230,000	19	12.18%	45.0	0	11	7	1
\$230,001 - \$370,000	24	15.38%	68.0	0	12	8	4
\$370,001 and up	16	10.26%	45.0	3	5	5	3
Total Active Inventory by Units	156			39	78	29	10
Total Active Inventory by Volume	31,127,600	100%	49.5	3.43M	15.27M	7.36M	5.07M
Median Active Inventory Listing Price	\$119,250			\$59,000	\$119,250	\$225,000	\$264,250

October 2020



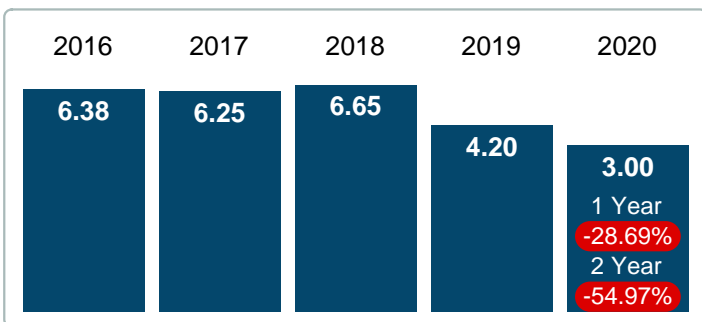
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



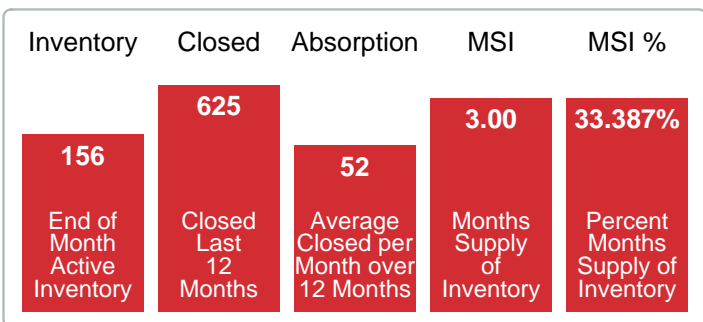
MONTHS SUPPLY of INVENTORY (MSI)

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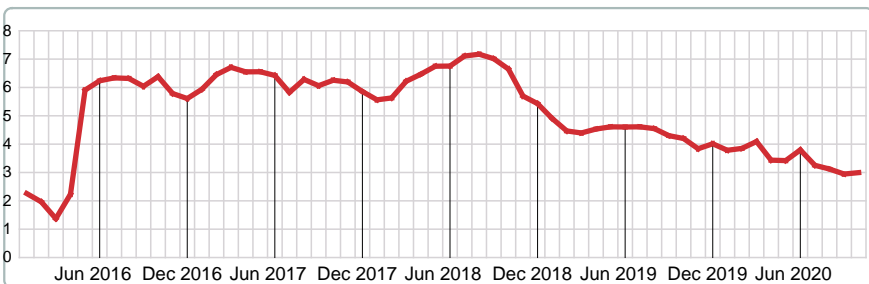
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

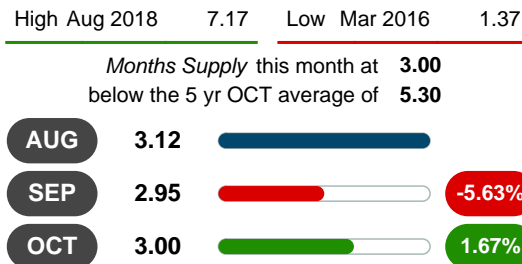


5 YEAR MARKET ACTIVITY TRENDS



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



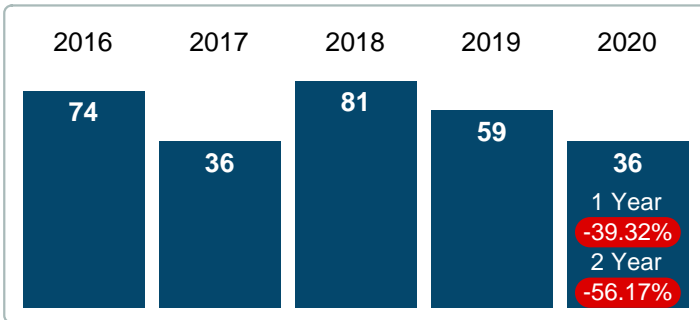
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



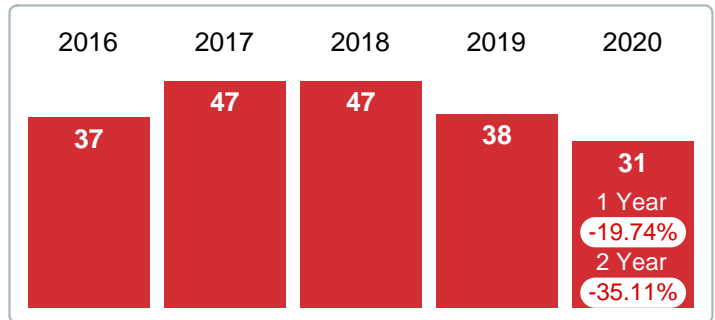
MEDIAN DAYS ON MARKET TO SALE

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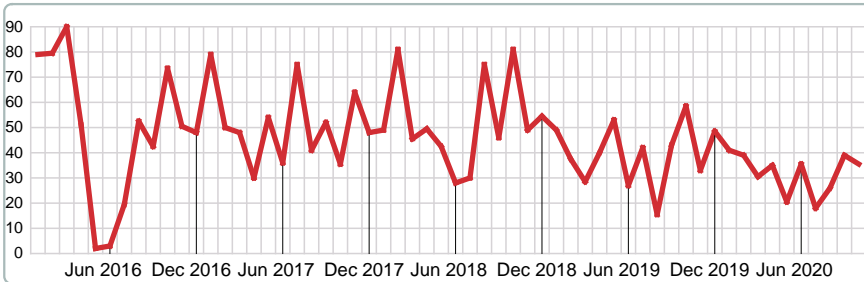
OCTOBER



YEAR TO DATE (YTD)

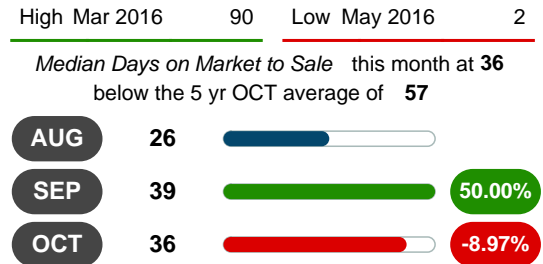


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



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	9.09%	23	23	25	0	0
\$50,001 - \$70,000	9.09%	32	6	55	0	0
\$70,001 - \$100,000	16.67%	24	36	29	2	0
\$100,001 - \$170,000	27.27%	26	144	17	41	0
\$170,001 - \$200,000	15.15%	67	157	8	95	0
\$200,001 - \$310,000	12.12%	61	0	61	131	0
\$310,001 and up	10.61%	72	0	72	149	2
Median Closed DOM		36	44	34	48	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



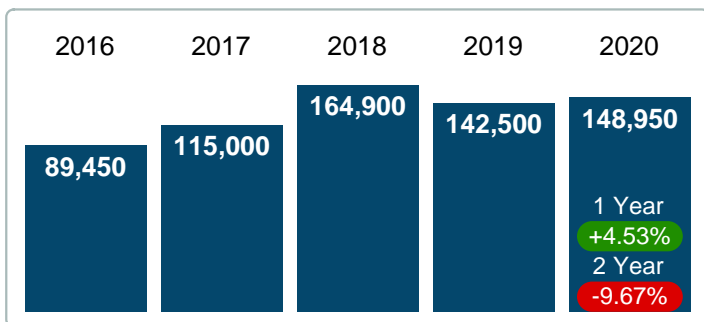
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



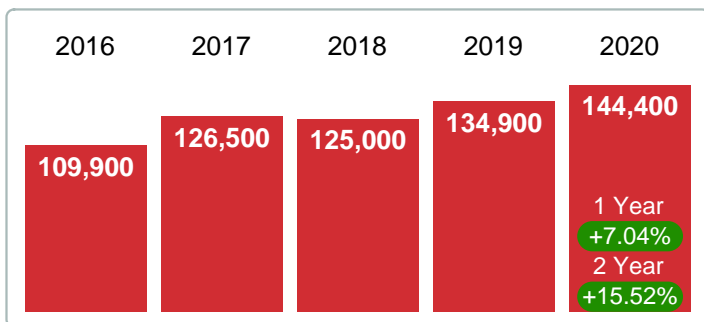
MEDIAN LIST PRICE AT CLOSING

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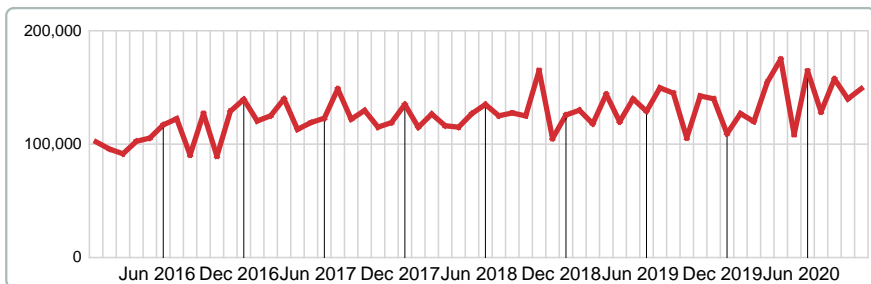
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 132,160

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

Median List Price at Closing this month at **148,950**
 above the 5 yr OCT average of **132,160**

- AUG** 157,500
- SEP** 139,900 (-11.17%)
- OCT** 148,950 (6.47%)

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	4	6.06%	17,500	11,000	26,500	0	0
\$50,001 - \$70,000	7	10.61%	65,000	65,000	65,000	0	0
\$70,001 - \$100,000	12	18.18%	84,950	79,000	85,000	89,000	0
\$100,001 - \$170,000	18	27.27%	145,500	124,000	151,200	136,000	0
\$170,001 - \$200,000	10	15.15%	188,000	180,000	192,000	184,500	0
\$200,001 - \$310,000	8	12.12%	249,450	0	249,950	237,750	0
\$310,001 and up	7	10.61%	539,000	0	445,000	675,000	799,000
Median List Price			148,950	78,500	152,500	184,500	799,000
Total Closed Units		100%	148,950	11	45	9	1
Total Closed Volume			11,851,099	980.80K	8.00M	2.07M	799.00K

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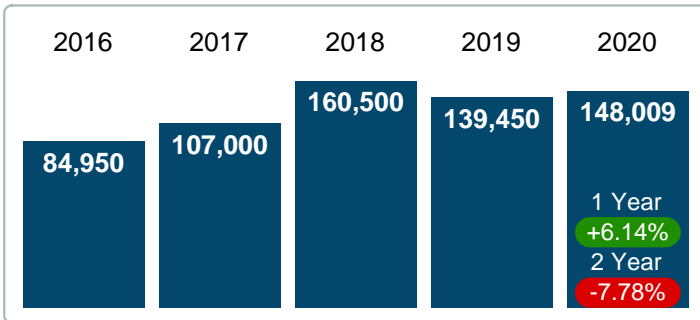
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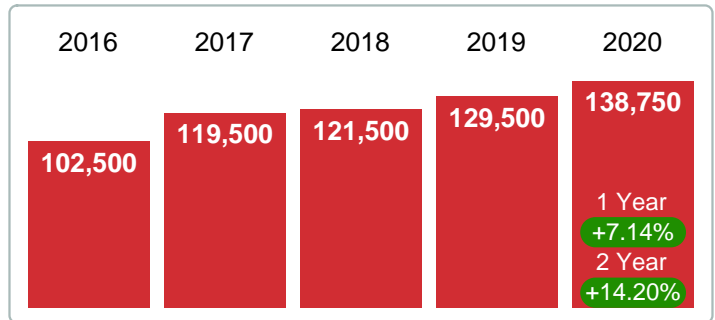
MEDIAN SOLD PRICE AT CLOSING

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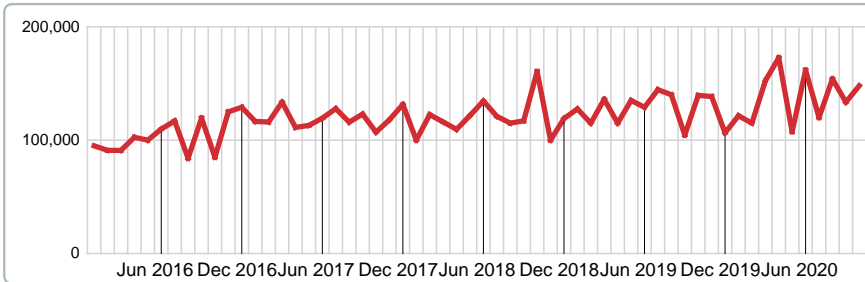
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 127,982

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

Median Sold Price at Closing this month at **148,009** above the 5 yr OCT average of **127,982**



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	9.09%	24,500	8,500	40,500	0	0
\$50,001 - \$70,000	9.09%	60,250	63,000	55,150	0	0
\$70,001 - \$100,000	16.67%	84,900	78,000	87,000	82,000	0
\$100,001 - \$170,000	27.27%	147,750	120,000	148,950	138,509	0
\$170,001 - \$200,000	15.15%	189,500	174,500	191,000	190,000	0
\$200,001 - \$310,000	12.12%	232,500	0	237,500	228,250	0
\$310,001 and up	10.61%	480,000	0	430,000	480,000	780,000
Median Sold Price		148,009	72,000	149,900	190,000	780,000
Total Closed Units	100%	66	11	45	9	1
Total Closed Volume		11,214,118	947.50K	7.62M	1.86M	780.00K

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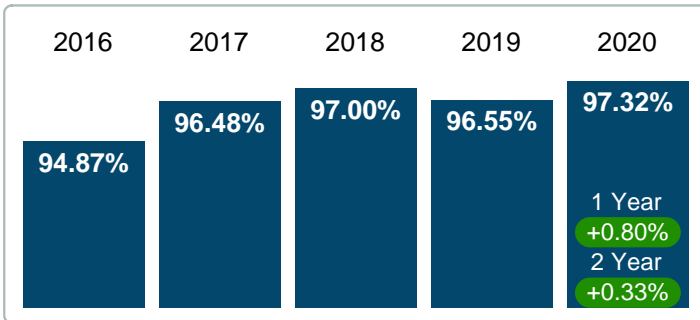
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



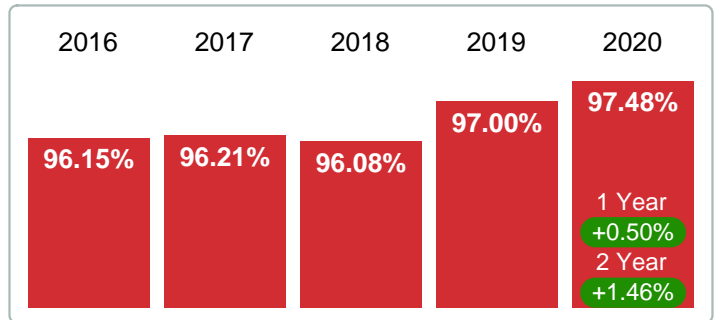
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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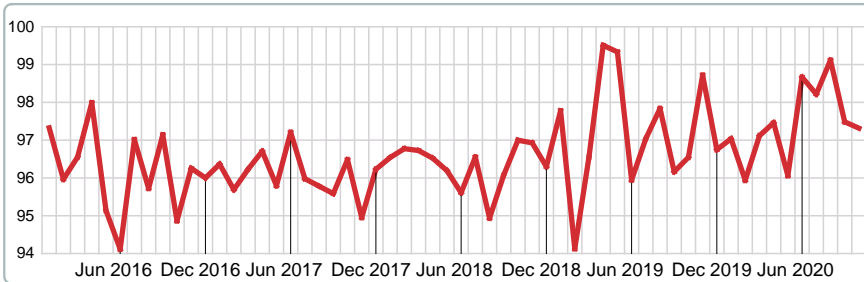
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

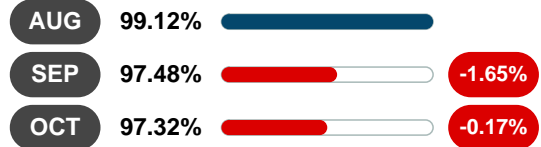


3 MONTHS

5 year OCT AVG = 96.44%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **97.32%**
above the 5 yr OCT average of **96.44%**



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	6	9.09%	76.97%	85.29%	76.97%	0.00%	0.00%
\$50,001 - \$70,000	6	9.09%	87.49%	99.31%	84.33%	0.00%	0.00%
\$70,001 - \$100,000	11	16.67%	92.13%	98.69%	95.55%	92.13%	0.00%
\$100,001 - \$170,000	18	27.27%	97.77%	96.43%	97.00%	101.75%	0.00%
\$170,001 - \$200,000	10	15.15%	100.00%	97.06%	100.00%	100.00%	0.00%
\$200,001 - \$310,000	8	12.12%	94.78%	0.00%	94.78%	96.18%	0.00%
\$310,001 and up	7	10.61%	96.92%	0.00%	96.92%	71.11%	97.62%
Median Sold/List Ratio		97.32%		99.31%	96.92%	100.00%	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



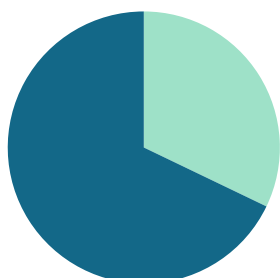
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

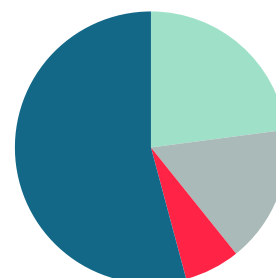


Inventory
 New Listings
71 = 32.13%
 Start Inventory
150
 Total Inventory Units
221
 Volume
\$41,989,725

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%
Median List Price	142,500	148,950	4.53%	134,900	144,400	7.04%
Median Sale Price	139,450	148,009	6.14%	129,500	138,750	7.14%
Median Percent of Selling Price to List Price	96.55%	97.32%	0.80%	97.00%	97.48%	0.50%
Median Days on Market to Sale	58.50	35.50	-39.32%	38.00	30.50	-19.74%
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

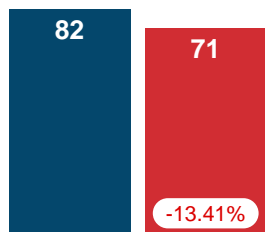
Inventory on October 31, 2020 = **156**

2019 **2020**

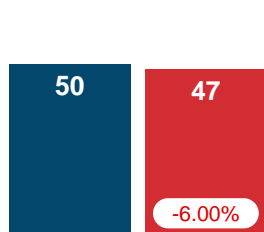
OCTOBER MARKET

MEDIAN PRICES

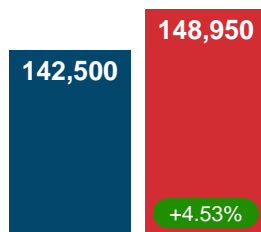
New Listings



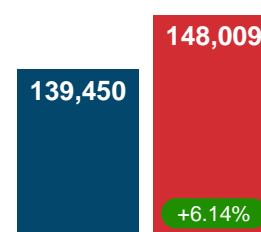
Pending Listings



List Price



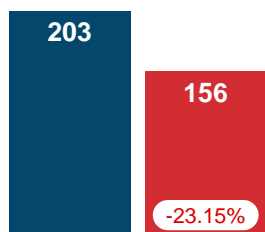
Sale Price



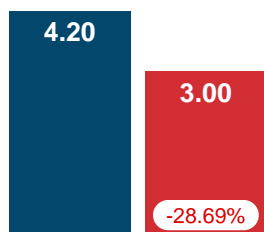
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

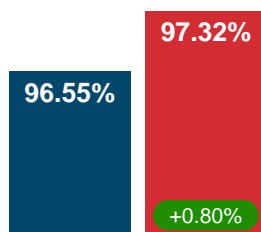
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

