

September 2020



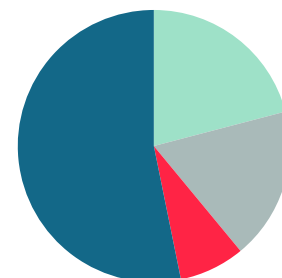
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	40	59	47.50%
Pending Listings	47	51	8.51%
New Listings	59	66	11.86%
Average List Price	123,180	151,569	23.05%
Average Sale Price	116,623	146,323	25.47%
Average Percent of Selling Price to List Price	93.88%	96.19%	2.46%
Average Days on Market to Sale	73.80	73.97	0.23%
End of Month Inventory	206	150	-27.18%
Months Supply of Inventory	4.30	2.95	-31.47%



■ Closed (20.92%)
■ Pending (18.09%)
■ Other OffMarket (7.80%)
■ Active (53.19%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of September 30, 2020 = **150**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **27.18%** to 150 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **2.95** 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 **25.47%** in September 2020 to \$146,323 versus the previous year at \$116,623.

Average Days on Market Lengthens

The average number of **73.97** days that homes spent on the market before selling increased by 0.17 days or **0.23%** in September 2020 compared to last year's same month at **73.80** DOM.

Sales Success for September 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 66 New Listings in September 2020, up **11.86%** from last year at 59. Furthermore, there were 59 Closed Listings this month versus last year at 40, a **47.50%** increase.

Closed versus Listed trends yielded a **89.4%** ratio, up from previous year's, September 2019, at **67.8%**, a **31.86%** 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

September 2020



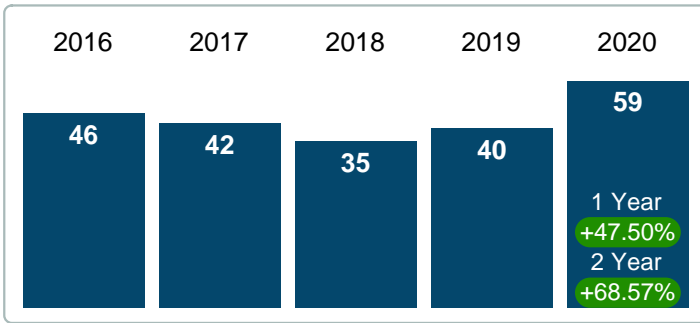
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



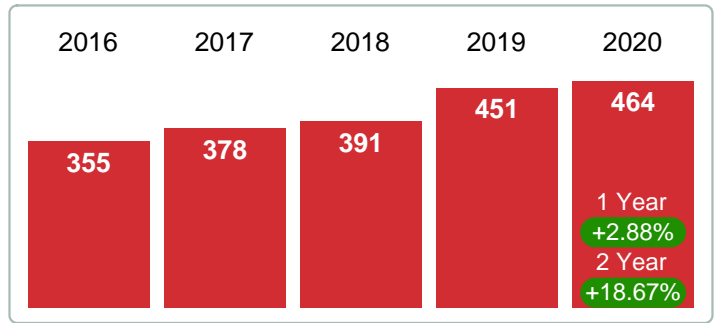
CLOSED LISTINGS

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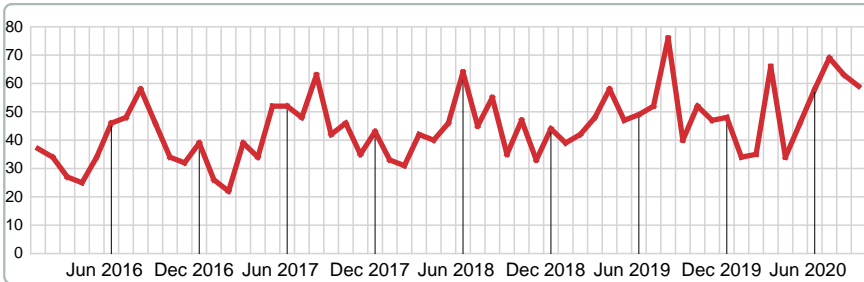
SEPTEMBER



YEAR TO DATE (YTD)

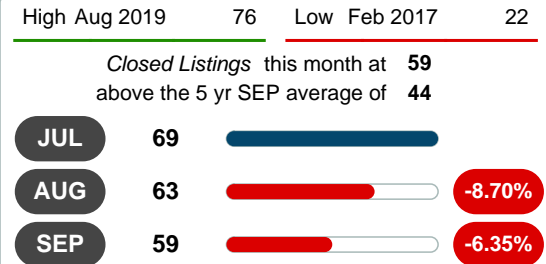


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.47%	86.8	2	2	1	0
\$40,001 - \$70,000	9	15.25%	147.9	3	5	1	0
\$70,001 - \$90,000	7	11.86%	56.7	1	6	0	0
\$90,001 - \$160,000	16	27.12%	60.3	2	13	1	0
\$160,001 - \$200,000	8	13.56%	59.4	1	3	4	0
\$200,001 - \$260,000	9	15.25%	75.1	0	5	4	0
\$260,001 and up	5	8.47%	17.4	0	2	3	0
Total Closed Units	59			9	36	14	0
Total Closed Volume	8,633,050	100%	74.0	768.00K	4.78M	3.09M	0.00B
Average Closed Price	\$146,323			\$85,333	\$132,718	\$220,514	\$0

September 2020



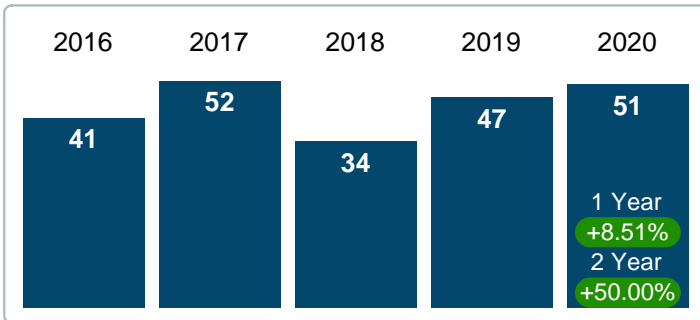
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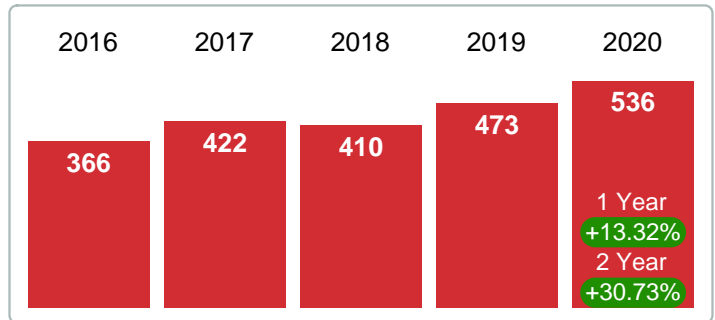
PENDING LISTINGS

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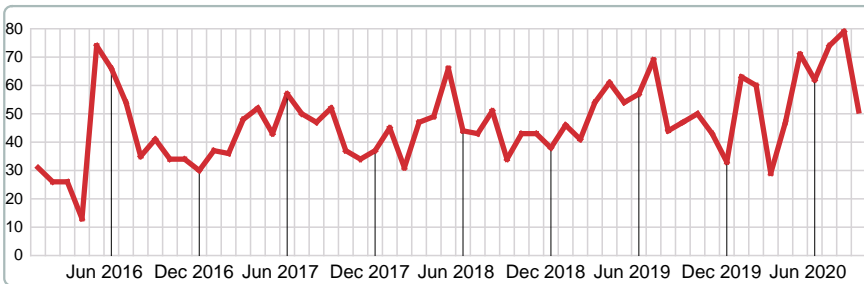
SEPTEMBER



YEAR TO DATE (YTD)

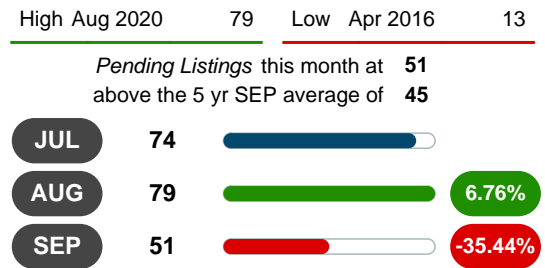


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



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	5.88%	15.3	2	1	0	0
\$50,001 - \$75,000	7	13.73%	37.4	3	3	1	0
\$75,001 - \$100,000	7	13.73%	20.4	0	6	1	0
\$100,001 - \$175,000	12	23.53%	24.8	1	7	3	1
\$175,001 - \$225,000	10	19.61%	50.1	2	6	2	0
\$225,001 - \$375,000	6	11.76%	85.8	1	4	0	1
\$375,001 and up	6	11.76%	22.7	0	4	2	0
Total Pending Units	51			9	31	9	2
Total Pending Volume	9,473,800	100%	36.3	1.05M	6.12M	1.88M	421.50K
Average Listing Price	\$185,729			\$116,456	\$197,461	\$209,211	\$210,750

September 2020



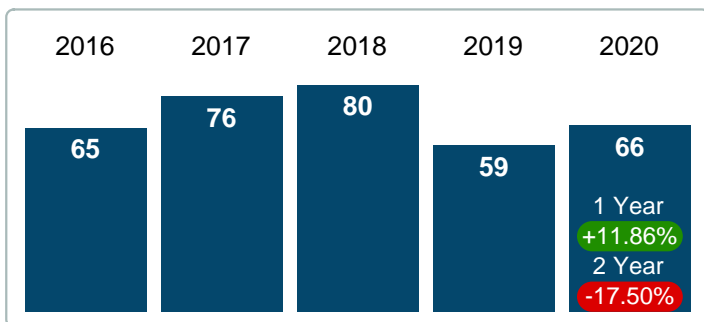
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



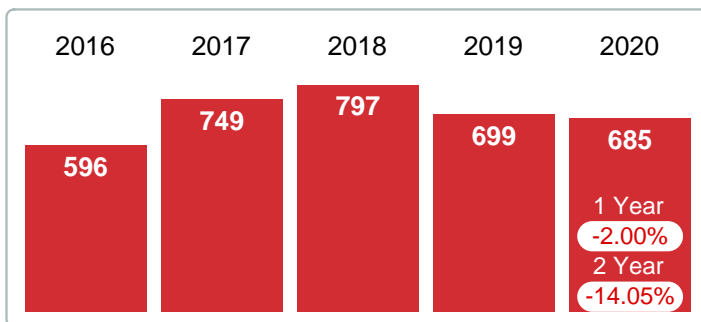
NEW LISTINGS

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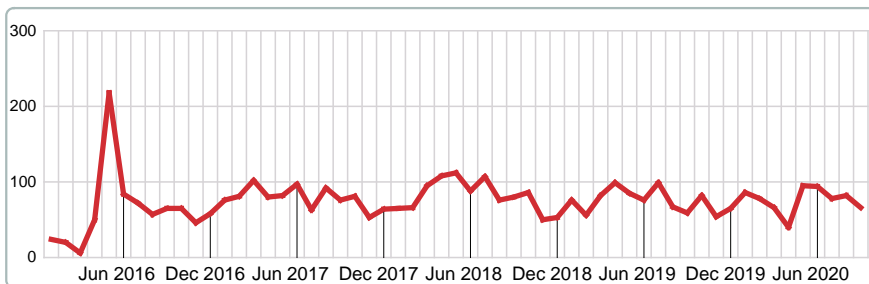
SEPTEMBER



YEAR TO DATE (YTD)

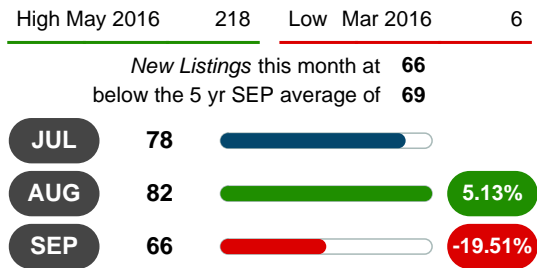


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 69



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.52%	0	1	0	0
\$25,001 - \$50,000	8	12.12%	8	0	0	0
\$50,001 - \$75,000	10	15.15%	5	5	0	0
\$75,001 - \$175,000	22	33.33%	5	14	3	0
\$175,001 - \$225,000	10	15.15%	0	7	3	0
\$225,001 - \$400,000	8	12.12%	1	5	2	0
\$400,001 and up	7	10.61%	0	3	4	0
Total New Listed Units	66		19	35	12	0
Total New Listed Volume	11,567,600	100%	1.52M	6.47M	3.57M	0.00B
Average New Listed Listing Price	\$184,940		\$80,200	\$184,869	\$297,783	\$0

September 2020



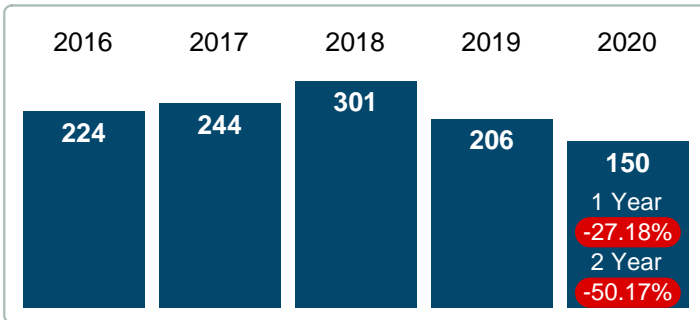
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



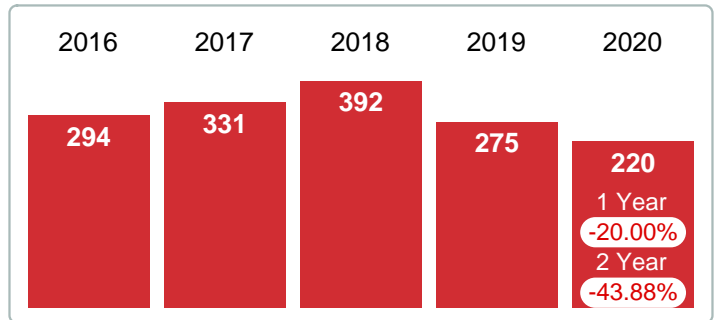
ACTIVE INVENTORY

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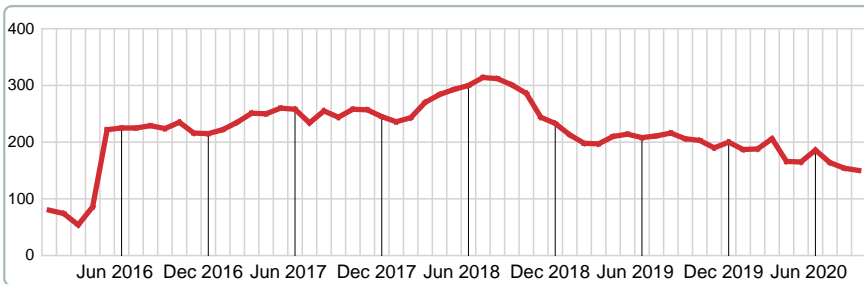
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

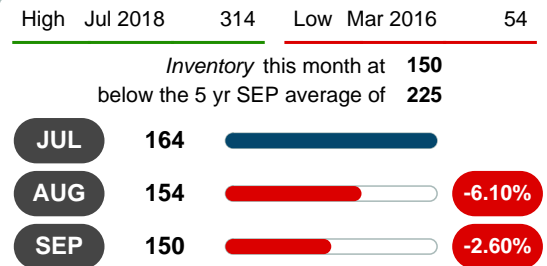


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 225



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	1.33%	82.5	1	1	0	0
\$25,001 - \$50,000	20	13.33%	70.6	13	5	2	0
\$50,001 - \$75,000	26	17.33%	73.3	13	12	1	0
\$75,001 - \$125,000	35	23.33%	89.3	7	24	4	0
\$125,001 - \$225,000	32	21.33%	52.6	4	19	7	2
\$225,001 - \$325,000	21	14.00%	55.2	1	10	7	3
\$325,001 and up	14	9.33%	80.9	3	6	4	1
Total Active Inventory by Units	150			42	77	25	6
Total Active Inventory by Volume	27,133,525	100%	70.6	4.12M	14.67M	6.06M	2.29M
Average Active Inventory Listing Price	\$180,890			\$97,988	\$190,490	\$242,392	\$381,750

September 2020



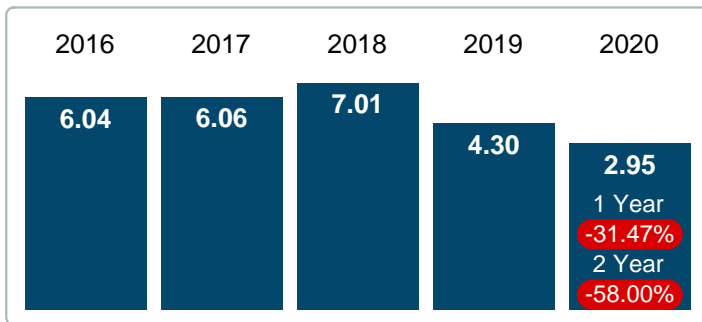
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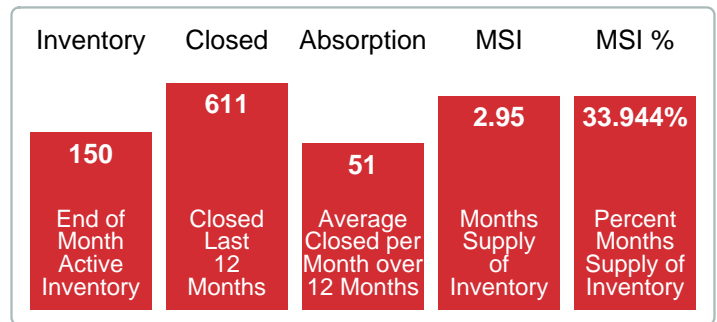
MONTHS SUPPLY of INVENTORY (MSI)

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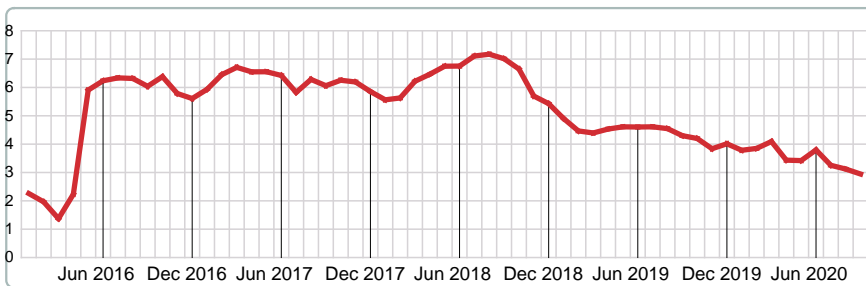
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

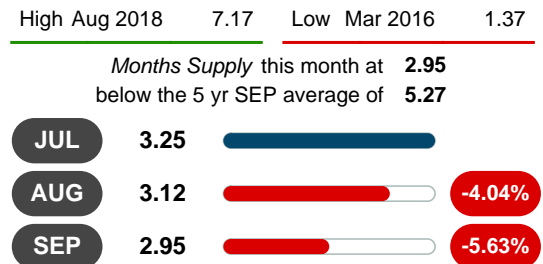


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.27



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	14	9.33%	4.42	4.15	3.27	24.00	0.00
\$40,001 - \$60,000	20	13.33%	4.00	7.09	2.32	2.00	0.00
\$60,001 - \$80,000	20	13.33%	3.43	3.65	3.80	0.00	0.00
\$80,001 - \$140,000	39	26.00%	3.00	3.00	2.89	4.00	0.00
\$140,001 - \$230,000	24	16.00%	1.58	6.86	1.16	1.57	4.80
\$230,001 - \$320,000	17	11.33%	2.87	0.00	3.08	2.31	4.80
\$320,001 and up	16	10.67%	5.65	0.00	4.80	4.00	6.00
Market Supply of Inventory (MSI)			2.95	4.89	2.48	2.59	3.79
Total Active Inventory by Units		100%	2.95	42	77	25	6

September 2020



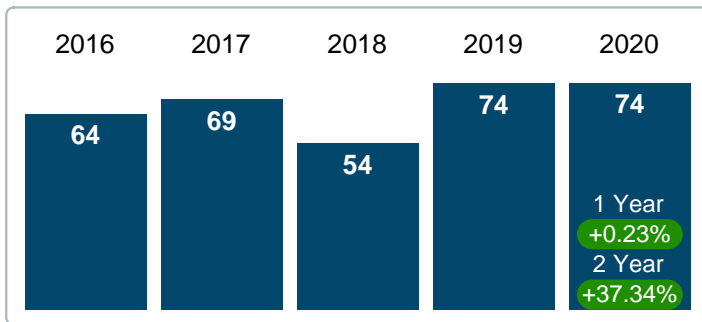
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



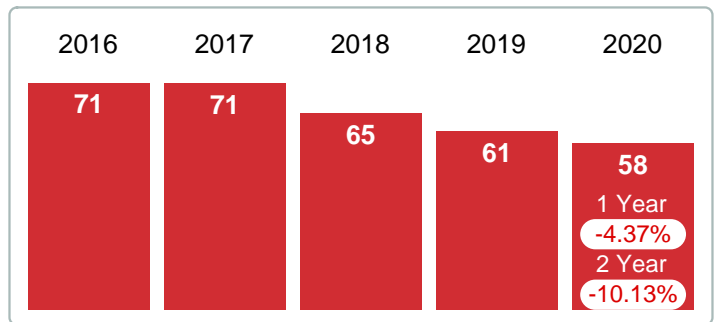
AVERAGE DAYS ON MARKET TO SALE

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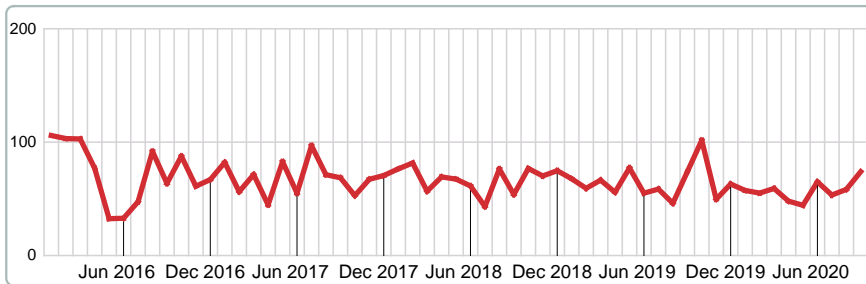
SEPTEMBER



YEAR TO DATE (YTD)

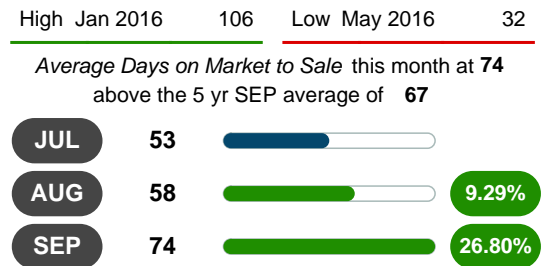


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 67



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
\$40,000 and less	8.47%	87	112	105	1	0
\$40,001 - \$70,000	15.25%	148	384	36	1	0
\$70,001 - \$90,000	11.86%	57	3	66	0	0
\$90,001 - \$160,000	27.12%	60	63	61	51	0
\$160,001 - \$200,000	13.56%	59	73	39	72	0
\$200,001 - \$260,000	15.25%	75	0	66	87	0
\$260,001 and up	8.47%	17	0	41	2	0
Average Closed DOM		74	175	58	49	0
Total Closed Units	100%	74	9	36	14	
Total Closed Volume		8,633,050	768.00K	4.78M	3.09M	0.00B

September 2020



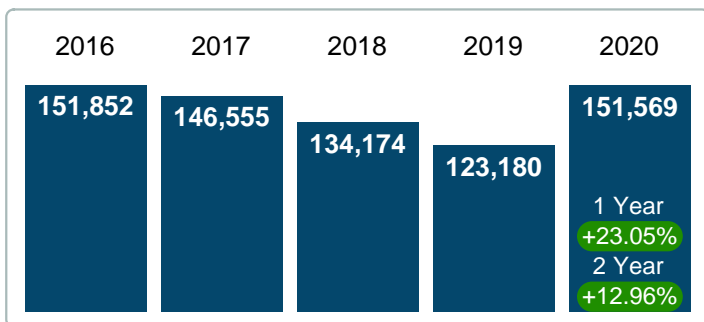
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



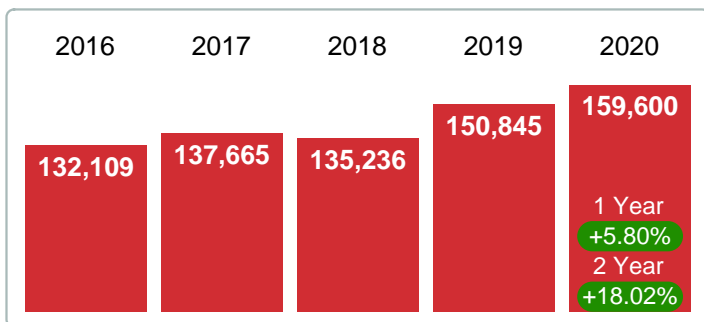
AVERAGE LIST PRICE AT CLOSING

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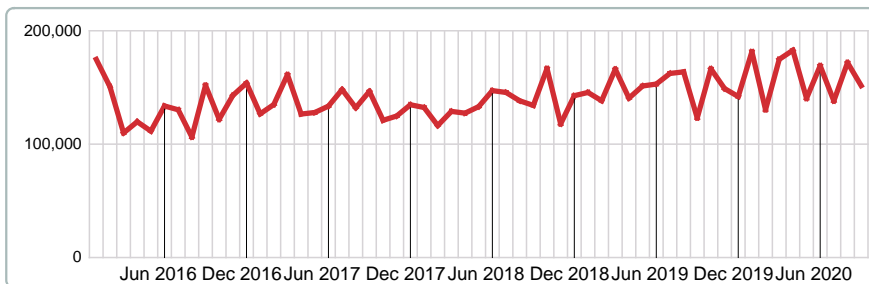
SEPTEMBER



YEAR TO DATE (YTD)

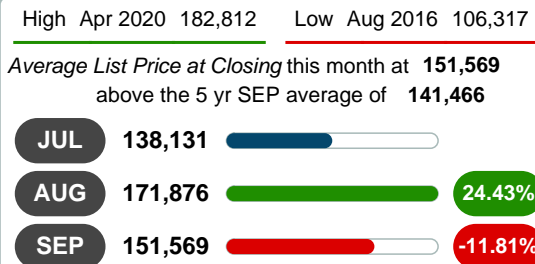


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 141,466



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
\$25,000 and less	3.39%	23,000	23,000	0	23,000	0
\$25,001 - \$50,000	8.47%	41,680	38,750	43,633	0	0
\$50,001 - \$75,000	10.17%	67,400	65,500	70,350	85,000	0
\$75,001 - \$150,000	35.59%	112,400	94,450	115,972	149,000	0
\$150,001 - \$200,000	16.95%	168,970	197,500	169,475	173,450	0
\$200,001 - \$250,000	11.86%	232,471	0	238,475	240,600	0
\$250,001 and up	13.56%	325,800	0	269,967	424,167	0
Average List Price		151,569	90,600	137,264	227,550	0
Total Closed Units	100%	151,569	9	36	14	0
Total Closed Volume		8,942,600	815.40K	4.94M	3.19M	0.00B

September 2020



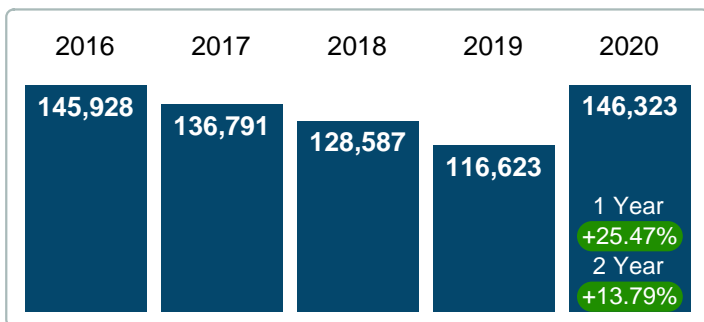
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



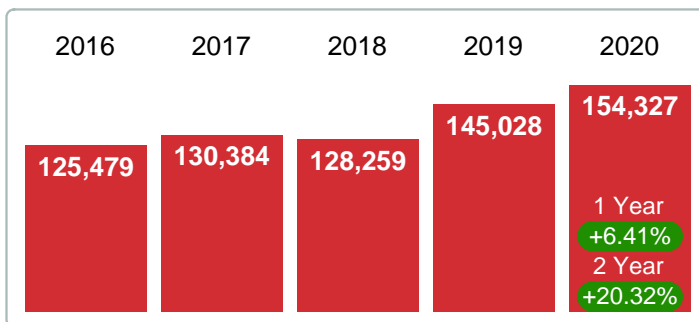
AVERAGE SOLD PRICE AT CLOSING

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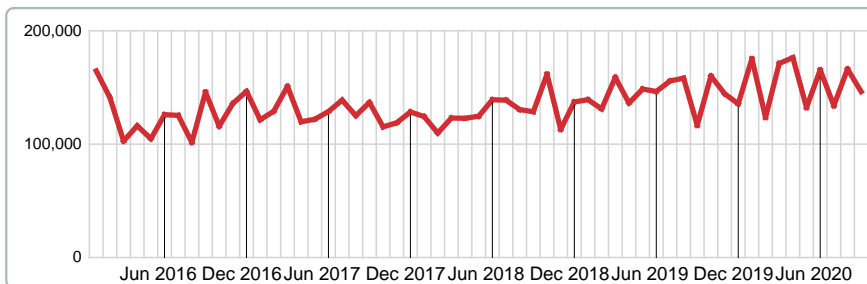
SEPTEMBER



YEAR TO DATE (YTD)

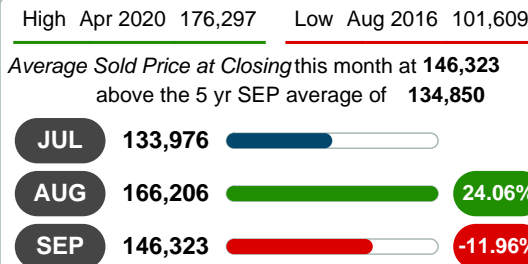


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 134,850



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
\$40,000 and less	8.47%	30,680	27,250	37,950	23,000	0
\$40,001 - \$70,000	15.25%	60,153	56,667	61,475	64,000	0
\$70,001 - \$90,000	11.86%	85,500	82,500	86,000	0	0
\$90,001 - \$160,000	27.12%	127,750	132,000	126,923	130,000	0
\$160,001 - \$200,000	13.56%	174,350	197,000	171,000	171,200	0
\$200,001 - \$260,000	15.25%	233,914	0	234,665	232,975	0
\$260,001 and up	8.47%	359,150	0	271,125	417,833	0
Average Sold Price		146,323	85,333	132,718	220,514	0
Total Closed Units	100%	146,323	9	36	14	0
Total Closed Volume		8,633,050	768.00K	4.78M	3.09M	0.00B

September 2020



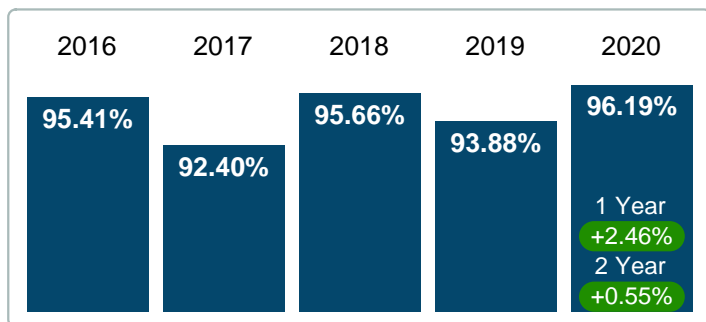
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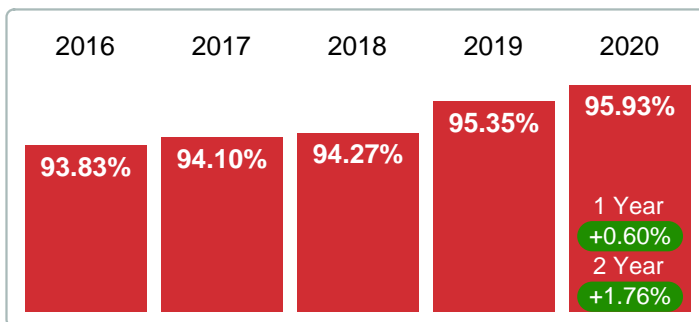
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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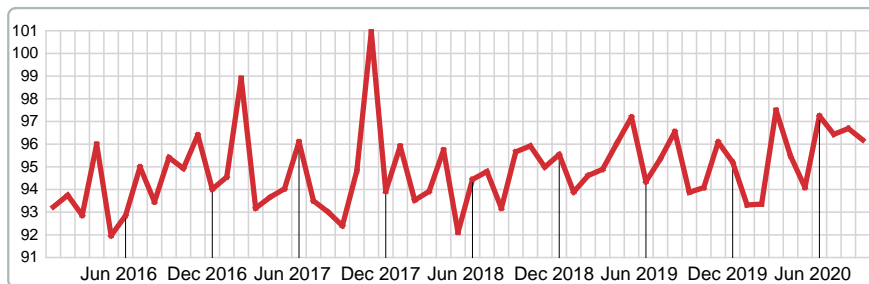
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

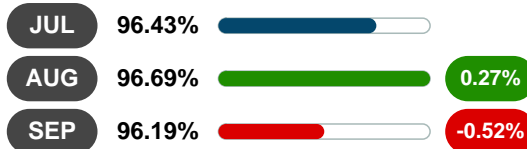


3 MONTHS

5 year SEP AVG = 94.71%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **96.19%**
above the 5 yr SEP average of **94.71%**



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
\$40,000 and less	5	8.47%	93.56%	91.30%	92.61%	100.00%	0.00%
\$40,001 - \$70,000	9	15.25%	93.02%	98.59%	93.23%	75.29%	0.00%
\$70,001 - \$90,000	7	11.86%	101.11%	103.25%	100.75%	0.00%	0.00%
\$90,001 - \$160,000	16	27.12%	95.10%	97.71%	95.30%	87.25%	0.00%
\$160,001 - \$200,000	8	13.56%	96.90%	83.83%	98.83%	98.72%	0.00%
\$200,001 - \$260,000	9	15.25%	96.69%	0.00%	96.33%	97.14%	0.00%
\$260,001 and up	5	8.47%	99.04%	0.00%	99.61%	98.66%	0.00%
Average Sold/List Ratio		96.20%		95.65%	96.45%	95.85%	0.00%
Total Closed Units		59	100%	9	36	14	
Total Closed Volume		8,633,050		768.00K	4.78M	3.09M	0.00B

September 2020



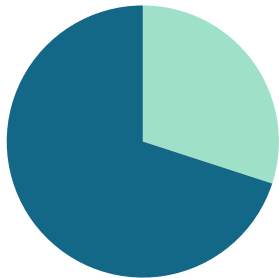
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY



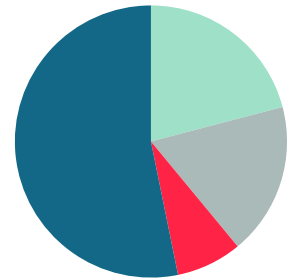
Inventory

- New Listings **66 = 30.00%**
- Start Inventory **154**
- Total Inventory Units **220**
- Volume **\$39,961,225**

Market Activity

- Closed Sales **59 = 20.92%**
- Pending Sales **51 = 18.09%**
- Other Off Market **22 = 7.80%**
- Active Inventory **150 = 53.19%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	40	59	47.50%	451	464	2.88%
Pending Sales	47	51	8.51%	473	536	13.32%
New Listings	59	66	11.86%	699	685	-2.00%
Average List Price	123,180	151,569	23.05%	150,845	159,600	5.80%
Average Sale Price	116,623	146,323	25.47%	145,028	154,327	6.41%
Average Percent of Selling Price to List Price	93.88%	96.19%	2.46%	95.35%	95.93%	0.60%
Average Days on Market to Sale	73.80	73.97	0.23%	60.72	58.07	-4.37%
Monthly Inventory	206	150	-27.18%	206	150	-27.18%
Months Supply of Inventory	4.30	2.95	-31.47%	4.30	2.95	-31.47%

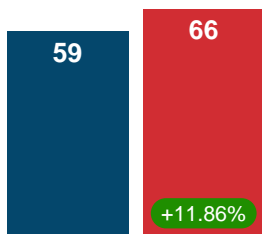
Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on September 30, 2020 = **150** 2019 2020

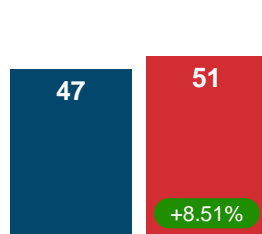
SEPTEMBER MARKET

AVERAGE PRICES

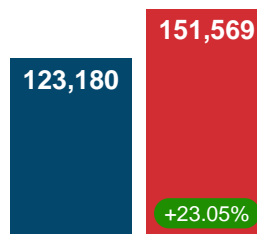
New Listings



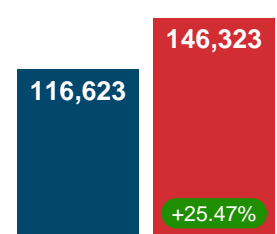
Pending Listings



List Price



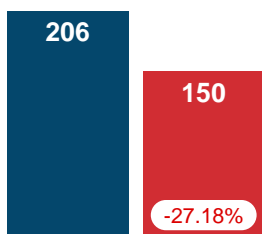
Sale Price



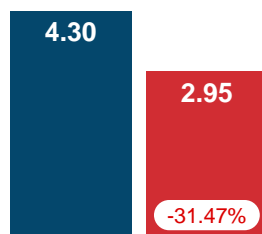
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

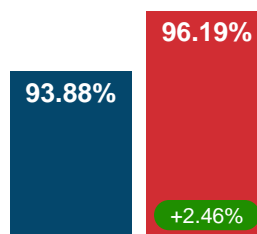
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

