

September 2020



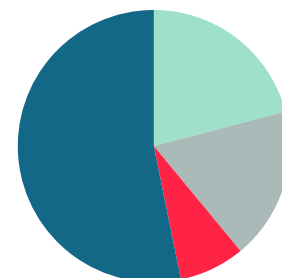
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	105,500	139,900	32.61%
Median Sale Price	104,500	133,500	27.75%
Median Percent of Selling Price to List Price	96.16%	97.48%	1.37%
Median Days on Market to Sale	43.00	39.00	-9.30%
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.

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 **27.75%** in September 2020 to \$133,500 versus the previous year at \$104,500.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 4.00 days or **9.30%** in September 2020 compared to last year's same month at **43.00** DOM.

Sales Success for September 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 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.

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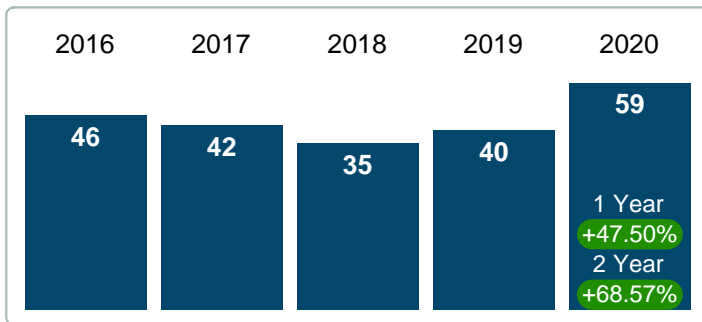
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



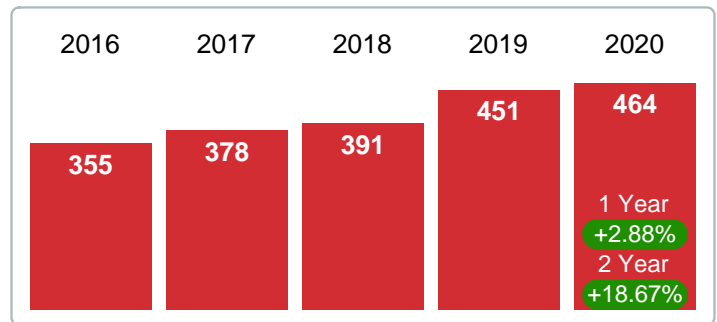
CLOSED LISTINGS

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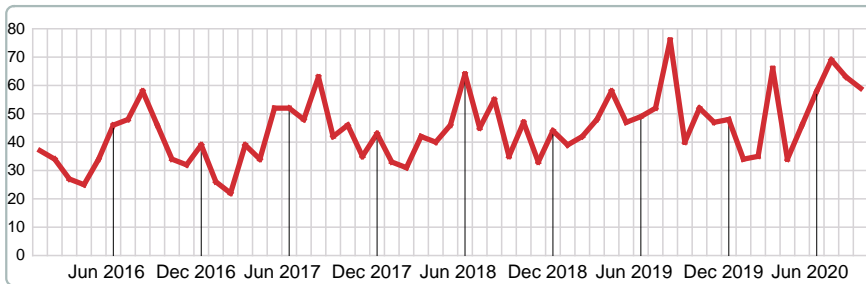
SEPTEMBER



YEAR TO DATE (YTD)

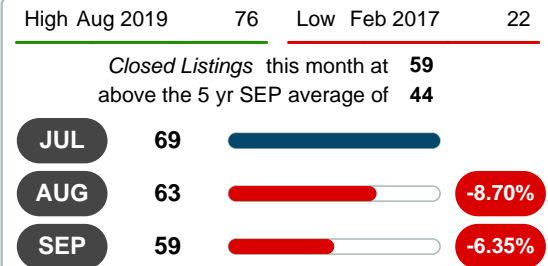


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.47%	57.0	2	2	1	0
\$40,001 - \$70,000	9	15.25%	27.0	3	5	1	0
\$70,001 - \$90,000	7	11.86%	11.0	1	6	0	0
\$90,001 - \$160,000	16	27.12%	48.5	2	13	1	0
\$160,001 - \$200,000	8	13.56%	10.5	1	3	4	0
\$200,001 - \$260,000	9	15.25%	61.0	0	5	4	0
\$260,001 and up	5	8.47%	4.0	0	2	3	0
Total Closed Units	59			9	36	14	0
Total Closed Volume	8,633,050	100%	39.0	768.00K	4.78M	3.09M	0.00B
Median Closed Price	\$133,500			\$68,000	\$124,750	\$196,750	\$0

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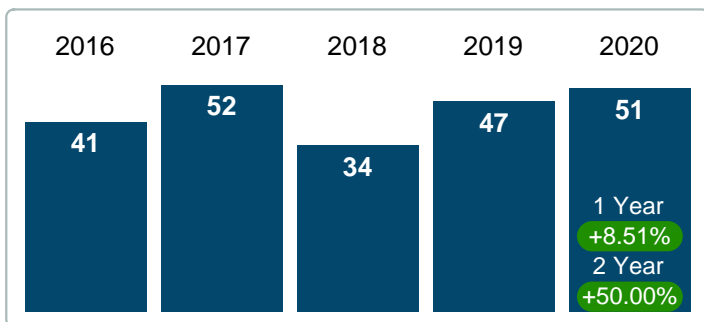
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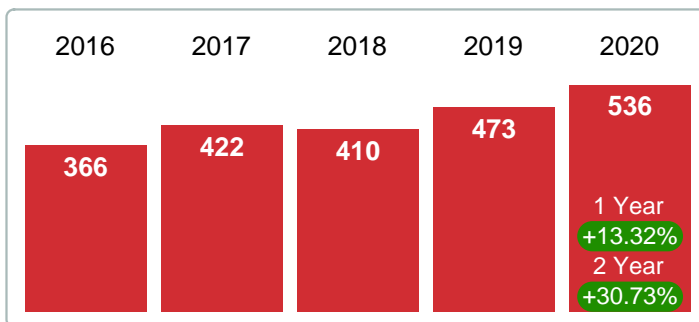
PENDING LISTINGS

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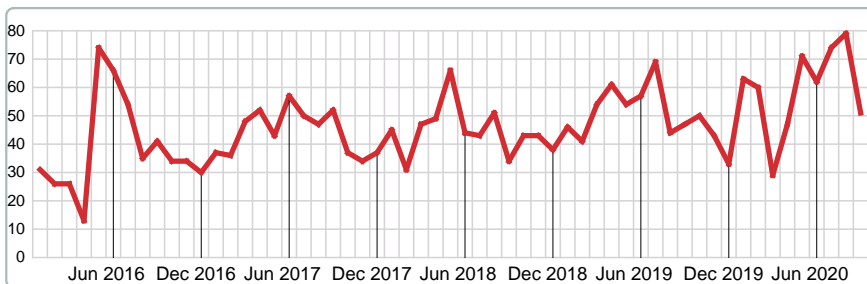
SEPTEMBER



YEAR TO DATE (YTD)

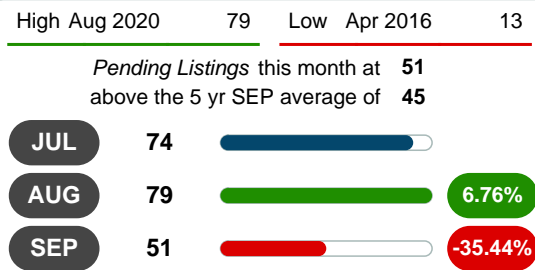


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.88%	1.0	2	1	0	0
\$50,001 - \$75,000	7	13.73%	41.0	3	3	1	0
\$75,001 - \$100,000	7	13.73%	16.0	0	6	1	0
\$100,001 - \$175,000	12	23.53%	17.5	1	7	3	1
\$175,001 - \$225,000	10	19.61%	45.5	2	6	2	0
\$225,001 - \$375,000	6	11.76%	68.0	1	4	0	1
\$375,001 and up	6	11.76%	6.0	0	4	2	0
Total Pending Units	51			9	31	9	2
Total Pending Volume	9,473,800	100%	26.0	1.05M	6.12M	1.88M	421.50K
Median Listing Price	\$152,500			\$72,500	\$164,900	\$134,900	\$210,750

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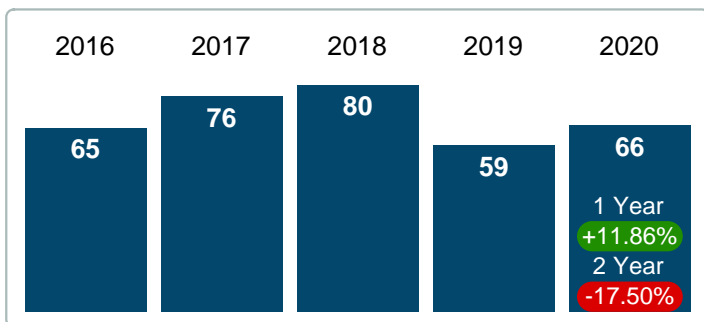
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



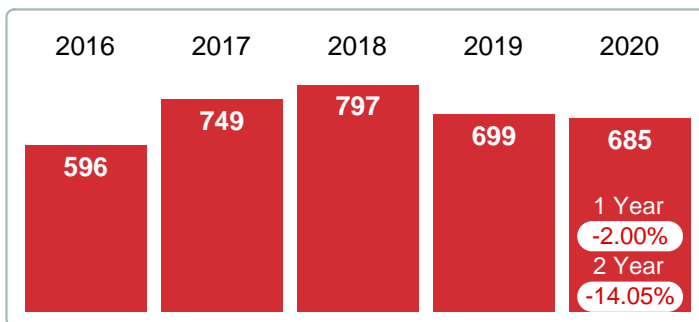
NEW LISTINGS

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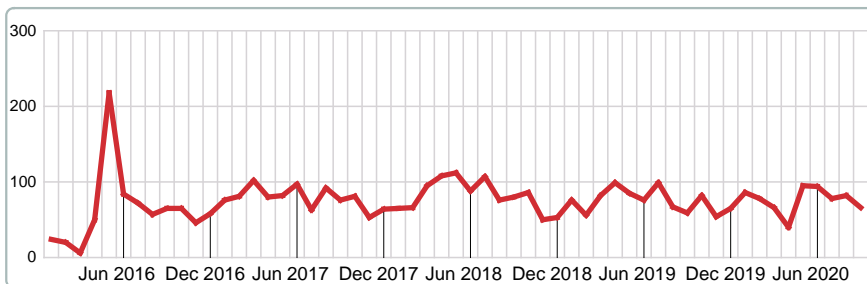
SEPTEMBER



YEAR TO DATE (YTD)

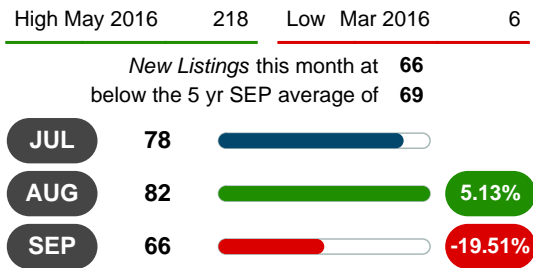


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	5	7.58%	4	1	0	0
\$40,001 - \$60,000	8	12.12%	6	2	0	0
\$60,001 - \$80,000	7	10.61%	4	3	0	0
\$80,001 - \$170,000	20	30.30%	4	13	3	0
\$170,001 - \$220,000	10	15.15%	0	8	2	0
\$220,001 - \$410,000	9	13.64%	1	5	3	0
\$410,001 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
Median New Listed Listing Price	\$117,950		\$59,900	\$169,000	\$225,750	\$0

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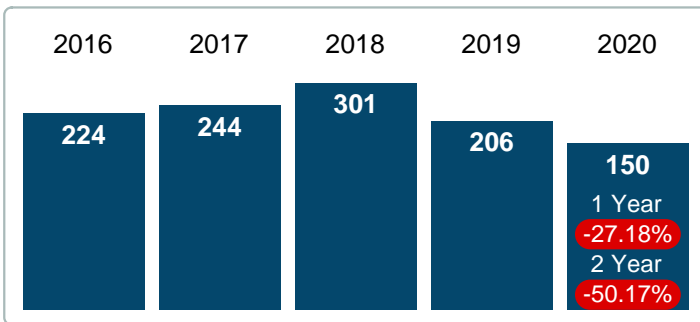
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



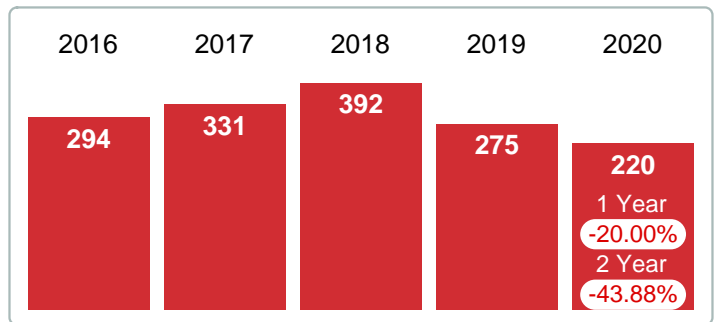
ACTIVE INVENTORY

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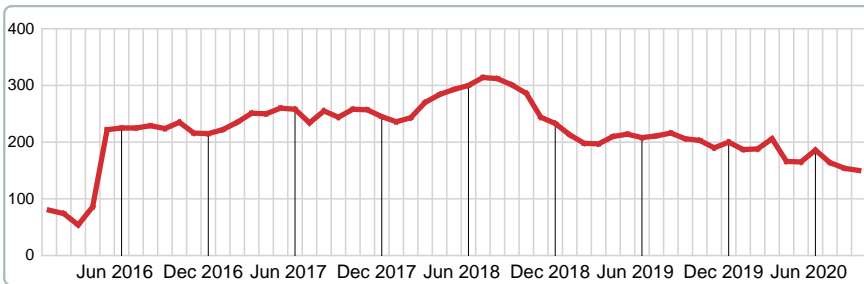
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

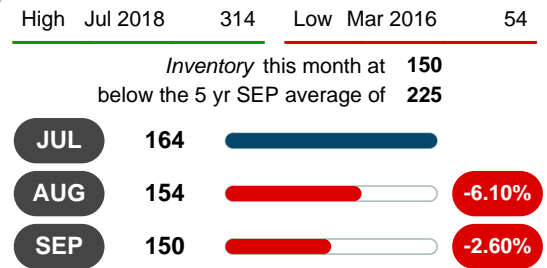


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 225



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	9.33%	58.0	9	3	2	0
\$40,001 - \$60,000	20	13.33%	90.0	13	6	1	0
\$60,001 - \$80,000	20	13.33%	63.5	7	13	0	0
\$80,001 - \$140,000	39	26.00%	54.0	6	27	6	0
\$140,001 - \$230,000	24	16.00%	42.5	4	12	6	2
\$230,001 - \$320,000	17	11.33%	38.0	0	10	5	2
\$320,001 and up	16	10.67%	67.0	3	6	5	2
Total Active Inventory by Units			150	42	77	25	6
Total Active Inventory by Volume			27,133,525	4.12M	14.67M	6.06M	2.29M
Median Active Inventory Listing Price			\$111,200	\$59,950	\$117,950	\$215,000	\$264,250

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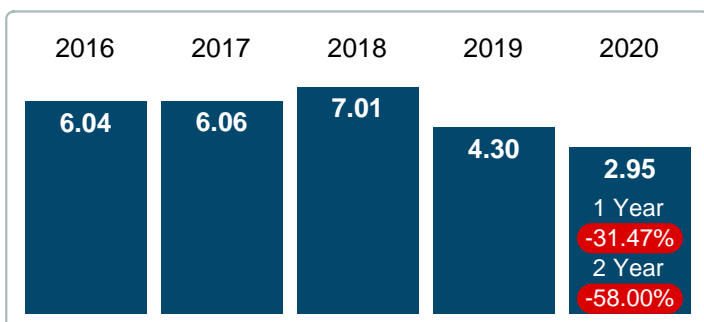
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



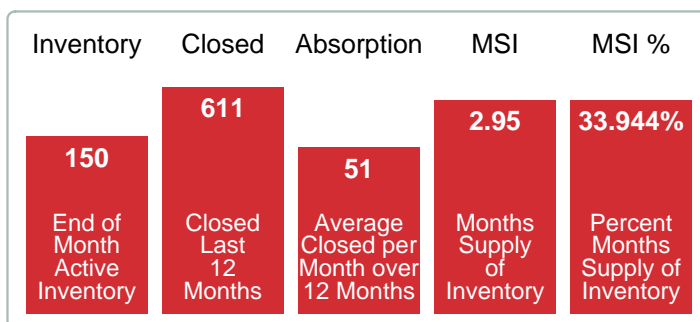
MONTHS SUPPLY of INVENTORY (MSI)

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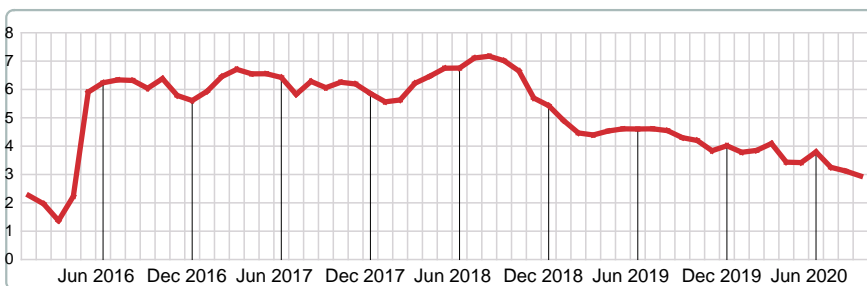
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

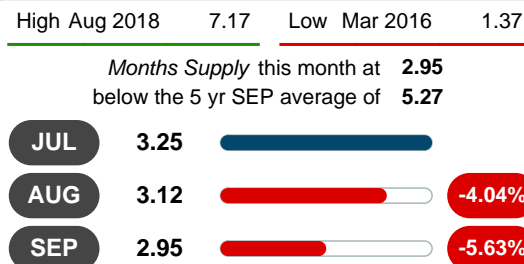


5 YEAR MARKET ACTIVITY TRENDS



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

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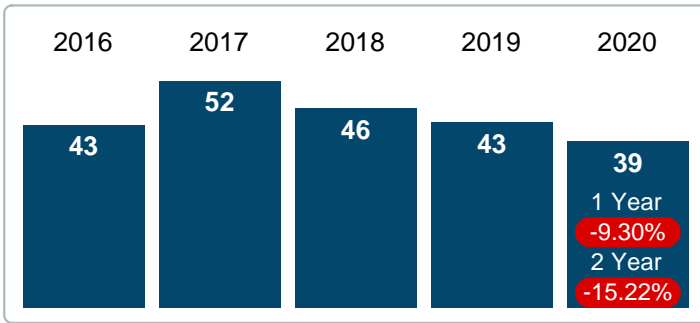
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



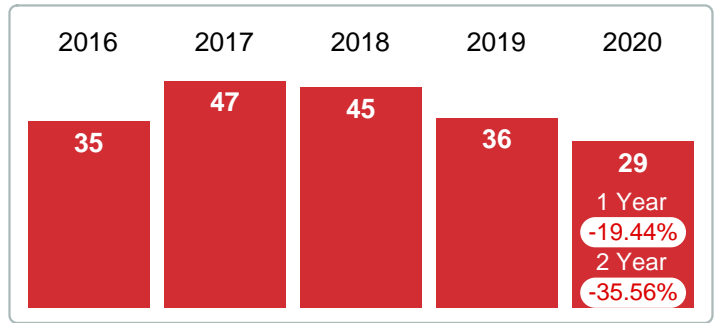
MEDIAN DAYS ON MARKET TO SALE

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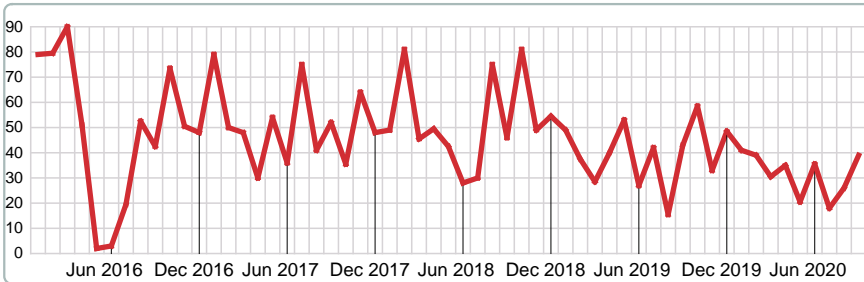
SEPTEMBER



YEAR TO DATE (YTD)

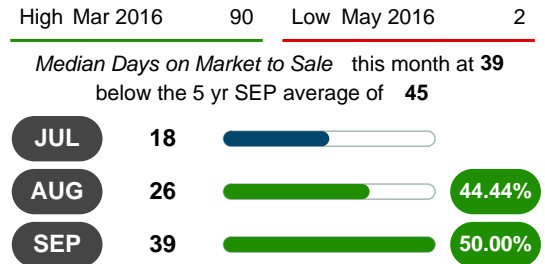


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



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
\$40,000 and less	8.47%	57	112	105	1	0
\$40,001 - \$70,000	15.25%	27	77	27	1	0
\$70,001 - \$90,000	11.86%	11	3	47	0	0
\$90,001 - \$160,000	27.12%	49	63	46	51	0
\$160,001 - \$200,000	13.56%	11	73	11	7	0
\$200,001 - \$260,000	15.25%	61	0	6	70	0
\$260,001 and up	8.47%	4	0	41	1	0
Median Closed DOM		39	73	39	7	0
Total Closed Units	100%	59	9	36	14	
Total Closed Volume		8,633,050	768.00K	4.78M	3.09M	0.00B

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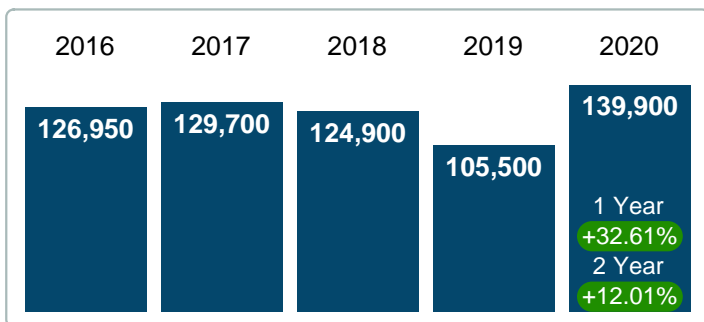
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



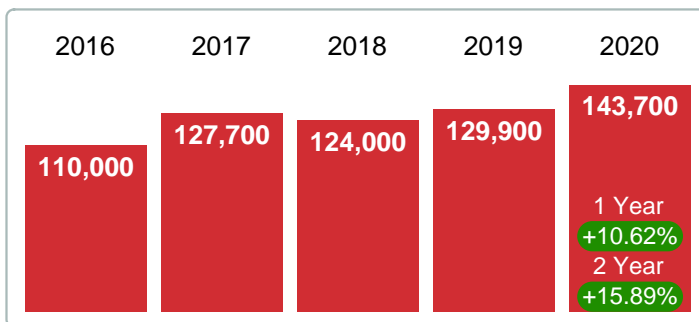
MEDIAN LIST PRICE AT CLOSING

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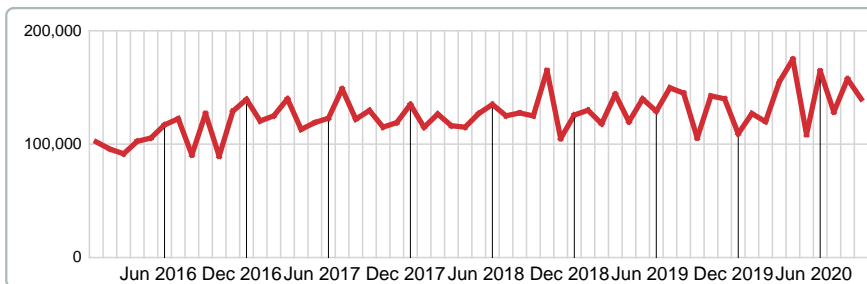
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

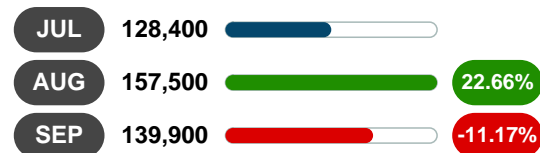


3 MONTHS

5 year SEP AVG = 125,390

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

Median List Price at Closing this month at **139,900** above the 5 yr SEP average of **125,390**



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
\$40,000 and less	6.78%	29,250	29,250	39,900	23,000	0
\$40,001 - \$70,000	11.86%	59,000	51,000	59,000	0	0
\$70,001 - \$90,000	13.56%	81,950	75,450	84,000	85,000	0
\$90,001 - \$160,000	30.51%	130,750	134,500	129,000	149,000	0
\$160,001 - \$200,000	11.86%	172,000	0	175,000	170,950	0
\$200,001 - \$260,000	13.56%	237,000	235,000	244,450	229,900	0
\$260,001 and up	11.86%	282,500	0	264,900	348,750	0
Median List Price		139,900	71,000	128,950	198,250	0
Total Closed Units	100%	139,900	9	36	14	0
Total Closed Volume		8,942,600	815.40K	4.94M	3.19M	0.00B

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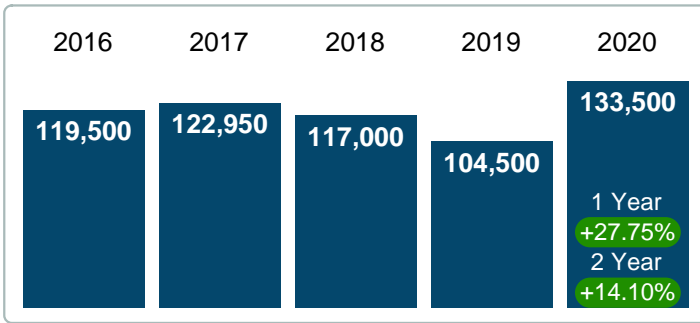
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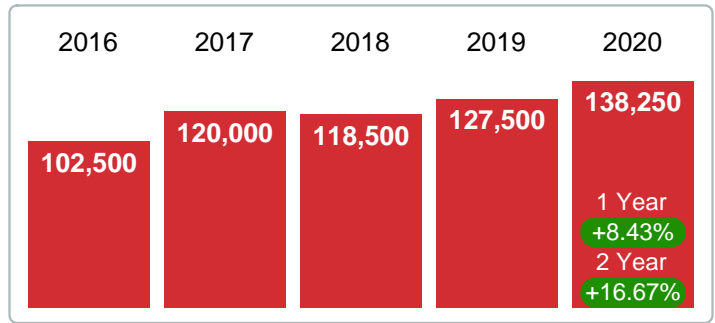
MEDIAN SOLD PRICE AT CLOSING

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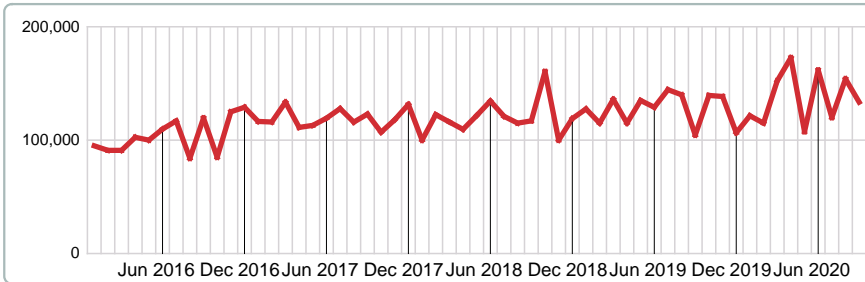
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

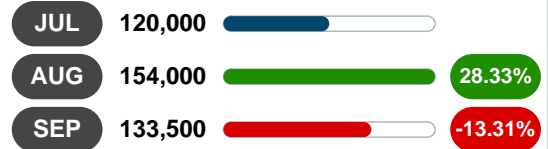


3 MONTHS

5 year SEP AVG = 119,490

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

Median Sold Price at Closing this month at **133,500** above the 5 yr SEP average of **119,490**



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
\$40,000 and less	5	8.47%	35,500	27,250	37,950	23,000	0
\$40,001 - \$70,000	9	15.25%	64,000	60,000	68,000	64,000	0
\$70,001 - \$90,000	7	11.86%	87,000	82,500	88,250	0	0
\$90,001 - \$160,000	16	27.12%	131,750	132,000	133,500	130,000	0
\$160,001 - \$200,000	8	13.56%	172,450	197,000	175,000	169,900	0
\$200,001 - \$260,000	9	15.25%	237,000	0	237,000	236,200	0
\$260,001 and up	5	8.47%	278,500	0	271,125	415,000	0
Median Sold Price			133,500	68,000	124,750	196,750	0
Total Closed Units		100%	133,500	9	36	14	
Total Closed Volume			8,633,050	768.00K	4.78M	3.09M	0.00B

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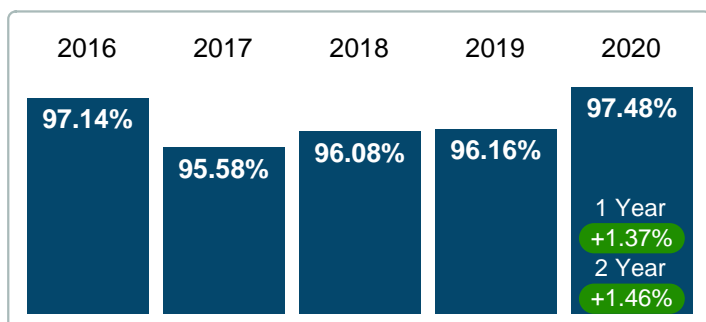
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



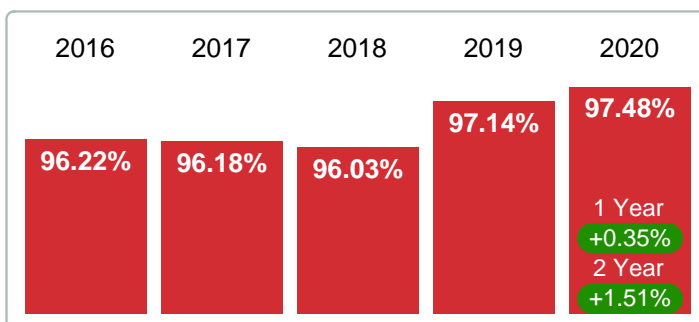
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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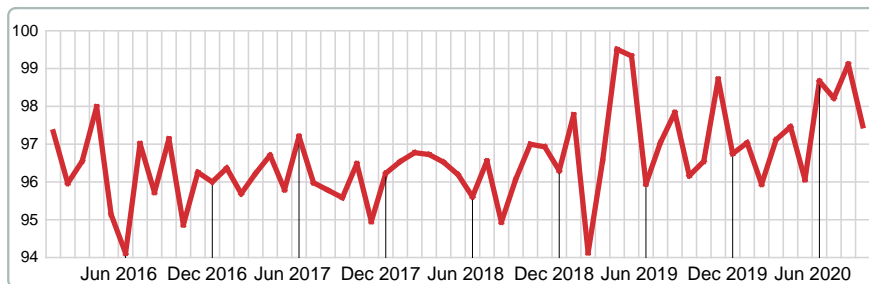
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

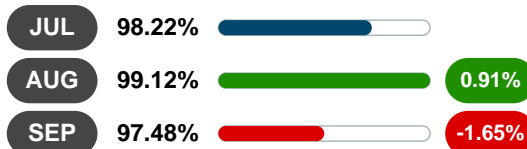


3 MONTHS

5 year SEP AVG = 96.49%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **97.48%**
above the 5 yr SEP average of **96.49%**



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
\$40,000 and less	5	8.47%	95.24%	91.30%	92.61%	100.00%	0.00%
\$40,001 - \$70,000	9	15.25%	93.88%	100.00%	93.22%	75.29%	0.00%
\$70,001 - \$90,000	7	11.86%	103.25%	103.25%	100.61%	0.00%	0.00%
\$90,001 - \$160,000	16	27.12%	96.23%	97.71%	96.50%	87.25%	0.00%
\$160,001 - \$200,000	8	13.56%	99.18%	83.83%	100.00%	99.18%	0.00%
\$200,001 - \$260,000	9	15.25%	98.25%	0.00%	98.15%	99.20%	0.00%
\$260,001 and up	5	8.47%	98.58%	0.00%	99.61%	98.58%	0.00%
Median Sold/List Ratio		97.48%		100.00%	96.63%	98.49%	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



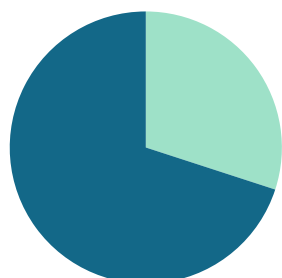
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

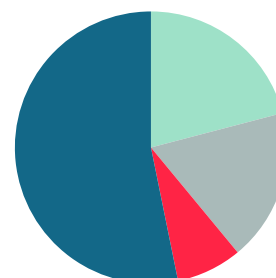


Inventory
 New Listings **66 = 30.00%**
 Start Inventory **154**
 Total Inventory Units **220**
 Volume **\$39,961,225**

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%
Median List Price	105,500	139,900	32.61%	129,900	143,700	10.62%
Median Sale Price	104,500	133,500	27.75%	127,500	138,250	8.43%
Median Percent of Selling Price to List Price	96.16%	97.48%	1.37%	97.14%	97.48%	0.35%
Median Days on Market to Sale	43.00	39.00	-9.30%	36.00	29.00	-19.44%
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%

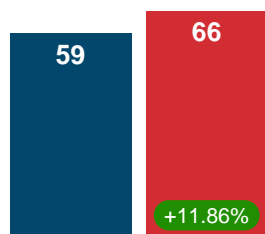
Absorption: Last 12 months, an Average of **51** Sales/Month

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

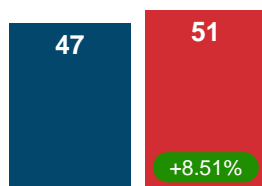
SEPTEMBER MARKET

MEDIAN PRICES

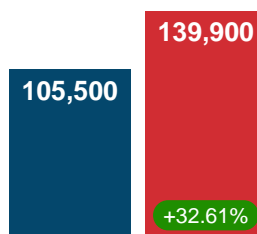
New Listings



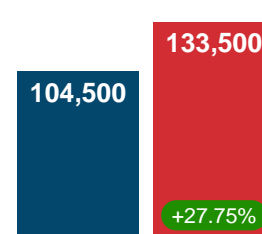
Pending Listings



List Price



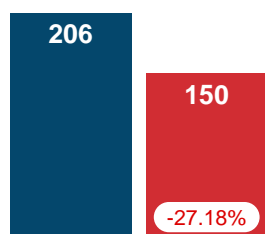
Sale Price



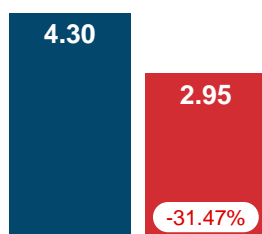
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

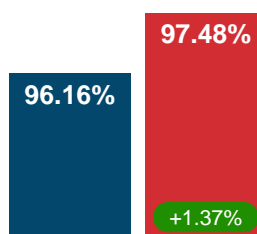
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

