

April 2020



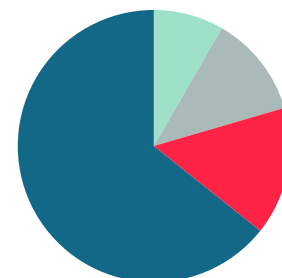
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	54	35	-35.19%
Pending Listings	61	51	-16.39%
New Listings	129	60	-53.49%
Average List Price	147,536	171,591	16.30%
Average Sale Price	141,856	164,434	15.92%
Average Percent of Selling Price to List Price	95.02%	95.04%	0.02%
Average Days on Market to Sale	48.65	40.11	-17.54%
End of Month Inventory	383	270	-29.50%
Months Supply of Inventory	8.61	5.75	-33.14%



■ Closed (8.33%)
■ Pending (12.14%)
■ Other OffMarket (15.24%)
■ Active (64.29%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of April 30, 2020 = **270**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **29.50%** to 270 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **5.75** 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 **15.92%** in April 2020 to \$164,434 versus the previous year at \$141,856.

Average Days on Market Shortens

The average number of **40.11** days that homes spent on the market before selling decreased by 8.53 days or **17.54%** in April 2020 compared to last year's same month at **48.65** DOM.

Sales Success for April 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 60 New Listings in April 2020, down **53.49%** from last year at 129. Furthermore, there were 35 Closed Listings this month versus last year at 54, a **-35.19%** decrease.

Closed versus Listed trends yielded a **58.3%** ratio, up from previous year's, April 2019, at **41.9%**, a **39.35%** 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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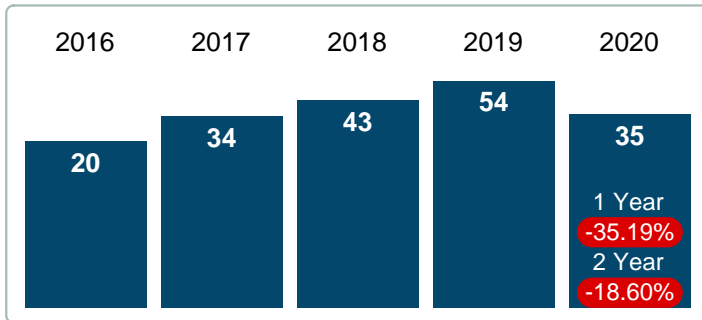
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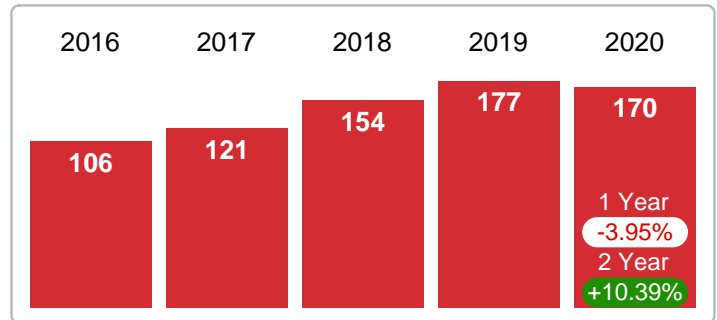
CLOSED LISTINGS

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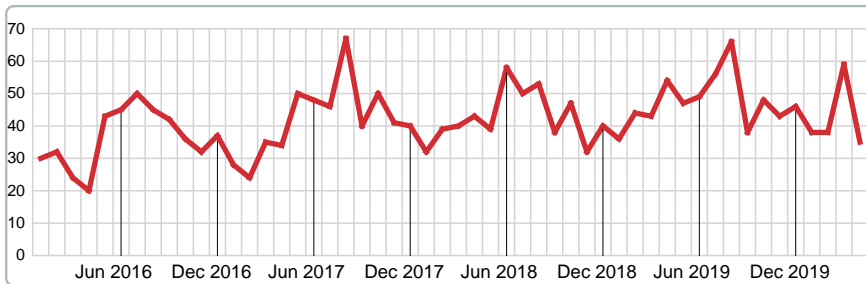
APRIL



YEAR TO DATE (YTD)

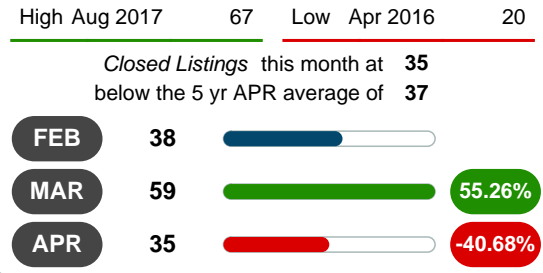


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	4	11.43%	8.3	2	1	0	1
\$25,001-\$100,000	7	20.00%	57.3	2	3	2	0
\$100,001-\$175,000	8	22.86%	52.0	2	4	2	0
\$175,001-\$250,000	9	25.71%	44.2	0	8	1	0
\$250,001-\$275,000	1	2.86%	39.0	0	1	0	0
\$275,001 and up	6	17.14%	19.5	0	4	2	0
Total Closed Units	35			6	21	7	1
Total Closed Volume	5,755,200	100%	40.1	350.50K	4.14M	1.27M	1,500
Average Closed Price	\$164,434			\$58,417	\$197,033	\$180,786	\$1,500

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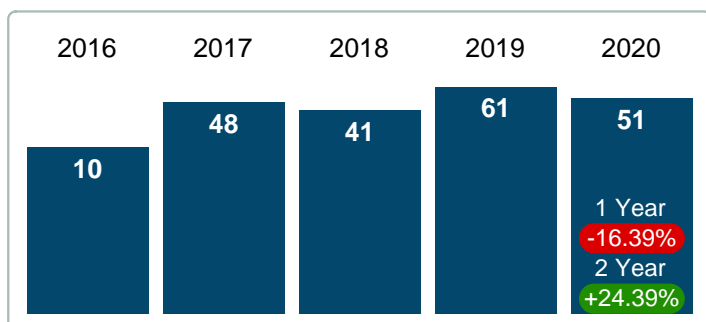
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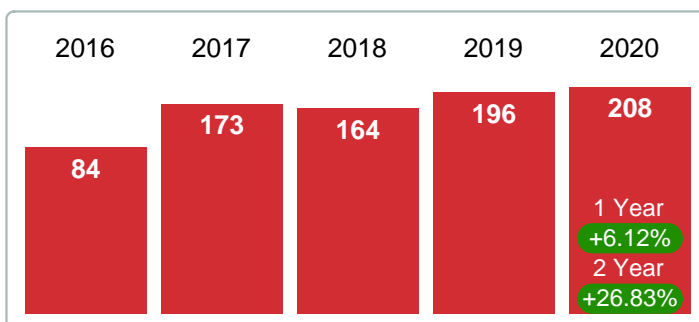
PENDING LISTINGS

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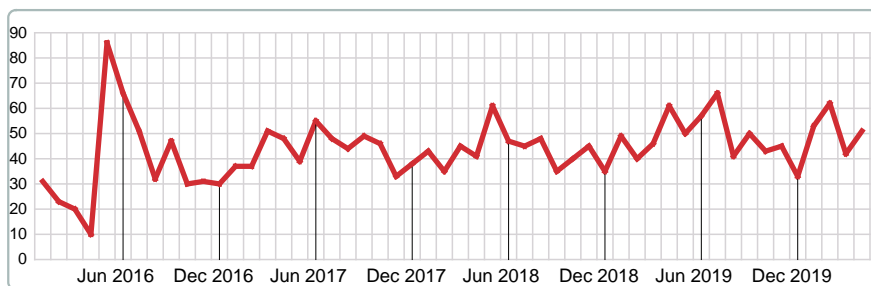
APRIL



YEAR TO DATE (YTD)

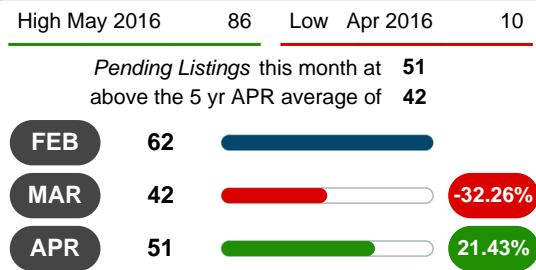


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$25,000 and less	3	5.88%	67.3	2	1	0	0
\$25,001 - \$50,000	6	11.76%	77.7	6	0	0	0
\$50,001 - \$75,000	6	11.76%	69.7	0	6	0	0
\$75,001 - \$150,000	14	27.45%	45.2	4	8	2	0
\$150,001 - \$225,000	11	21.57%	60.6	1	8	2	0
\$225,001 - \$350,000	5	9.80%	30.0	0	2	2	1
\$350,001 and up	6	11.76%	69.0	2	3	1	0
Total Pending Units	51			15	28	7	1
Total Pending Volume	8,401,950	100%	17.0	1.70M	4.49M	1.91M	299.00K
Average Listing Price	\$151,950			\$113,627	\$160,184	\$273,343	\$299,000

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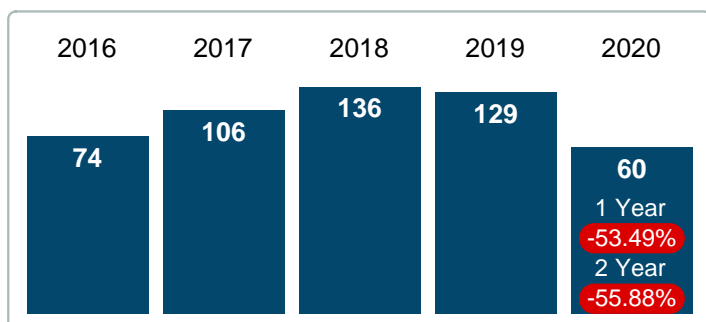
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



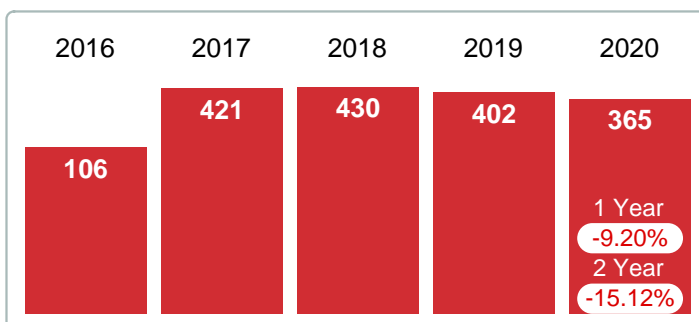
NEW LISTINGS

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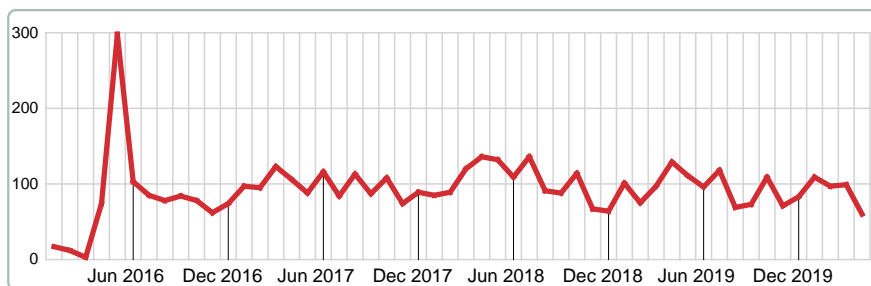
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

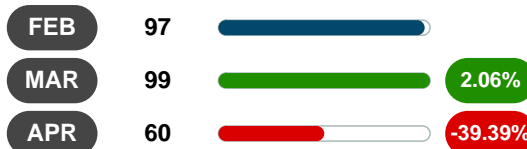


3 MONTHS

5 year APR AVG = 101

High May 2016 298 Low Mar 2016 3

New Listings this month at 60
below the 5 yr APR average of 101



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.33%	3	1	1	0
\$30,001 - \$40,000	5	8.33%	4	0	1	0
\$40,001 - \$80,000	10	16.67%	8	2	0	0
\$80,001 - \$170,000	16	26.67%	3	12	1	0
\$170,001 - \$280,000	10	16.67%	4	4	2	0
\$280,001 - \$470,000	7	11.67%	1	2	3	1
\$470,001 and up	7	11.67%	6	0	0	1
Total New Listed Units	60		29	21	8	2
Total New Listed Volume	11,542,850	100%	5.54M	2.93M	1.58M	1.50M
Average New Listed Listing Price	\$24,900		\$190,924	\$139,536	\$197,038	\$749,750

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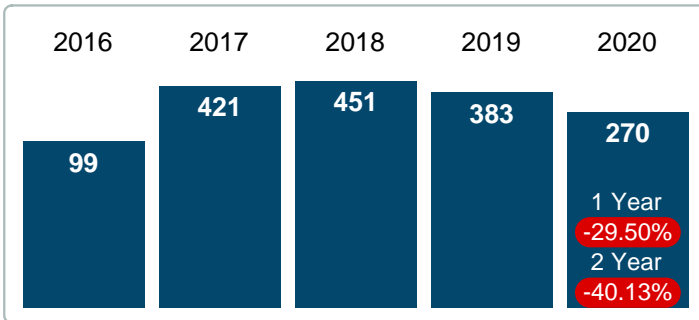
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



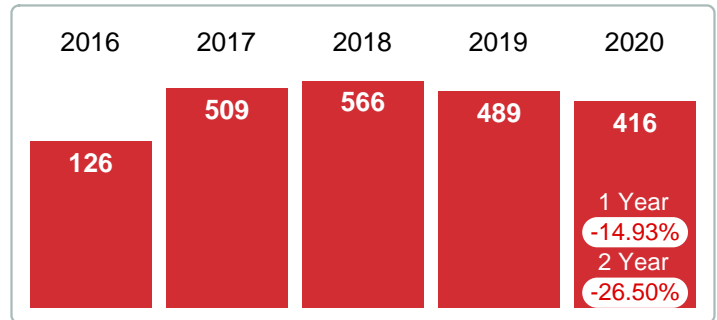
ACTIVE INVENTORY

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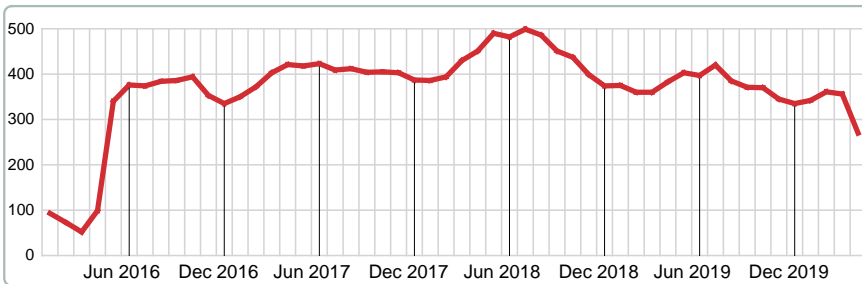
END OF APRIL



ACTIVE DURING APRIL

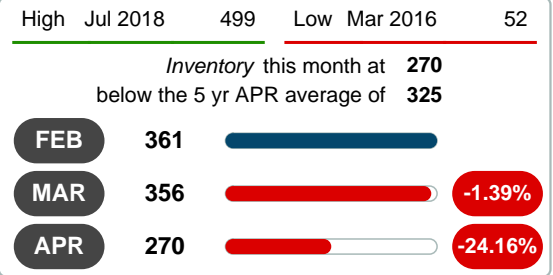


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 325



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	30	11.11%	111.1	30	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	63	23.33%	84.5	51	7	5	0
\$75,001 - \$150,000	64	23.70%	80.7	17	43	4	0
\$150,001 - \$225,000	43	15.93%	96.2	20	15	7	1
\$225,001 - \$375,000	43	15.93%	90.1	19	16	8	0
\$375,001 and up	27	10.00%	64.7	20	1	4	2
Total Active Inventory by Units	270			157	82	28	3
Total Active Inventory by Volume	48,239,369	100%	87.3	26.71M	12.97M	6.87M	1.68M
Average Active Inventory Listing Price	\$178,664			\$170,105	\$158,219	\$245,518	\$561,500

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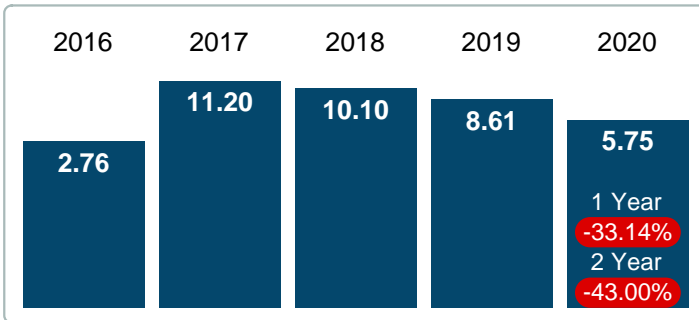
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



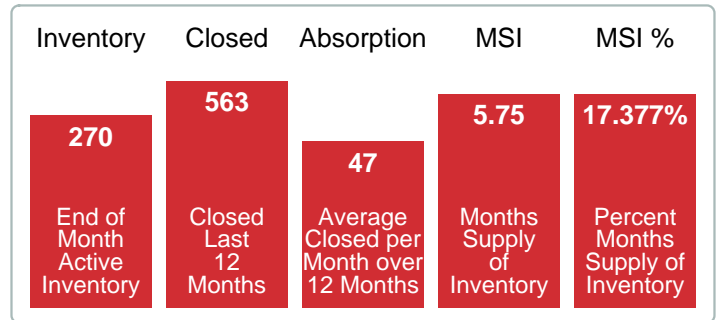
MONTHS SUPPLY of INVENTORY (MSI)

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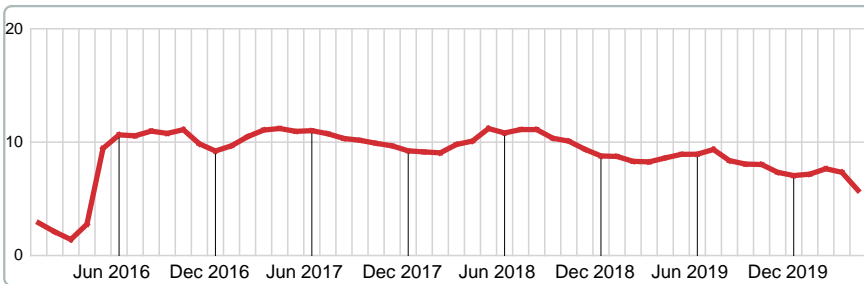
MSI FOR APRIL



INDICATORS FOR APRIL 2020

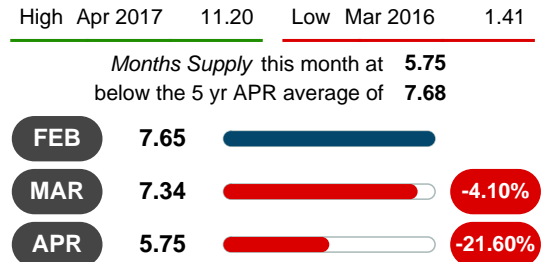


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.68



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
\$20,000 and less	22	8.15%	11.00	14.67	0.00	0.00	0.00
\$20,001 - \$40,000	37	13.70%	9.87	12.35	0.00	0.00	0.00
\$40,001 - \$80,000	39	14.44%	4.68	7.90	1.96	12.00	0.00
\$80,001 - \$160,000	69	25.56%	4.36	7.13	4.09	2.50	0.00
\$160,001 - \$240,000	41	15.19%	4.17	28.50	2.17	2.88	6.00
\$240,001 - \$380,000	35	12.96%	6.27	30.00	4.65	4.17	0.00
\$380,001 and up	27	10.00%	17.05	48.00	4.00	6.86	6.00
Market Supply of Inventory (MSI)	5.75	100%	5.75	13.08	3.08	4.10	2.00
Total Active Inventory by Units	270			157	82	28	3

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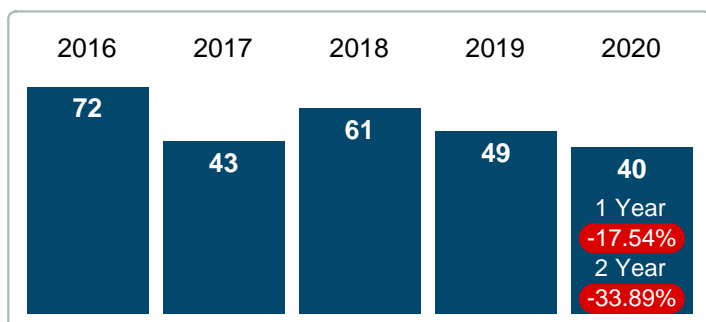
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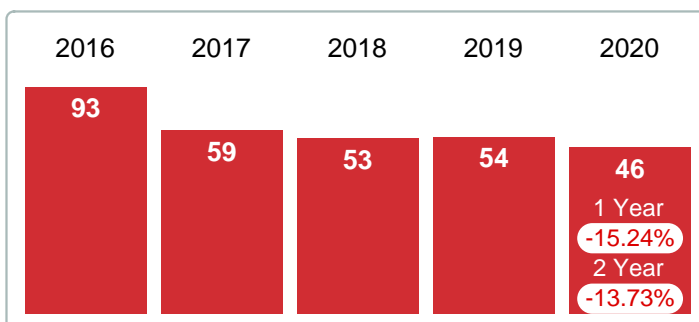
AVERAGE DAYS ON MARKET TO SALE

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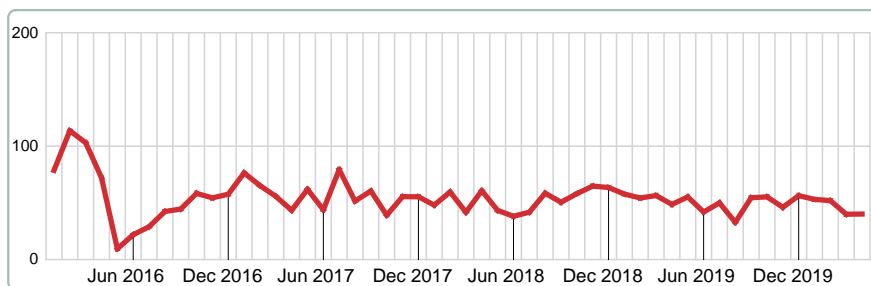
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

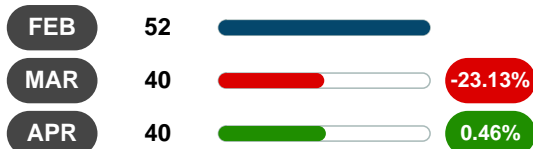


3 MONTHS

5 year APR AVG = 53

High Feb 2016 114 Low May 2016 9

Average Days on Market to Sale this month at 40 below the 5 yr APR average of 53



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	4	11.43%	8	1	5	0	26
\$25,001-\$100,000	7	20.00%	57	33	75	55	0
\$100,001-\$175,000	8	22.86%	52	24	42	100	0
\$175,001-\$250,000	9	25.71%	44	0	40	77	0
\$250,001-\$275,000	1	2.86%	39	0	39	0	0
\$275,001 and up	6	17.14%	20	0	21	17	0
Average Closed DOM	40			19	40	60	26
Total Closed Units	35	100%	40	6	21	7	1
Total Closed Volume	5,755,200			350.50K	4.14M	1.27M	1,500

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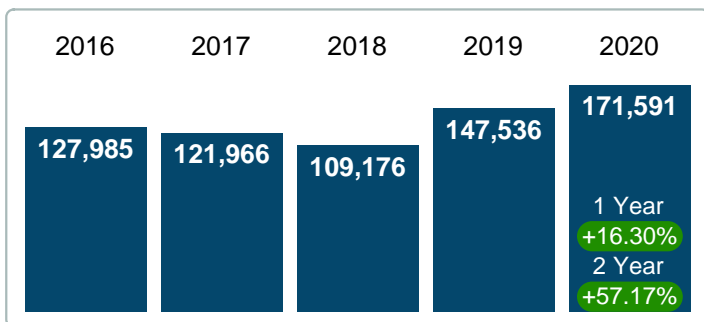
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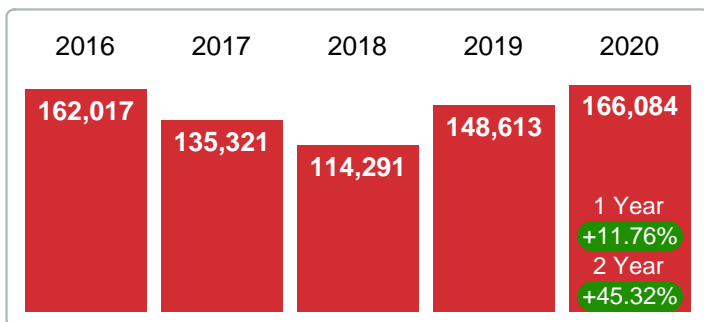
AVERAGE LIST PRICE AT CLOSING

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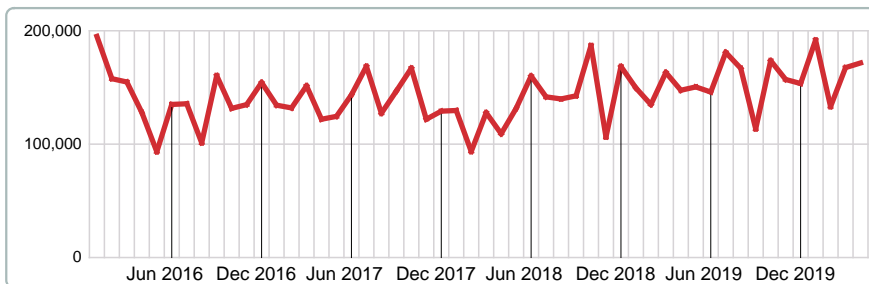
APRIL



YEAR TO DATE (YTD)

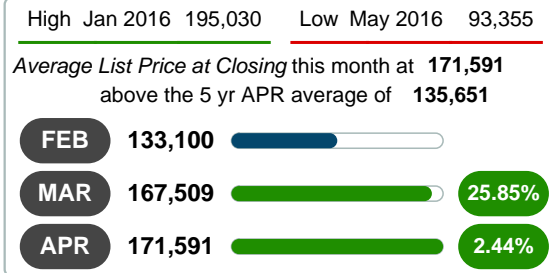


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 135,651



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	4	11.43%	16,344	19,500	24,900	0	1,475
\$25,001-\$100,000	7	20.00%	62,529	54,450	60,600	73,500	0
\$100,001-\$175,000	8	22.86%	144,275	125,000	160,075	131,950	0
\$175,001-\$250,000	9	25.71%	211,856	0	215,213	195,900	0
\$250,001-\$275,000	1	2.86%	259,900	0	249,000	0	0
\$275,001 and up	6	17.14%	363,633	0	365,725	359,450	0
Average List Price			171,591	66,317	203,838	189,386	1,475
Total Closed Units		100%	171,591	6	21	7	1
Total Closed Volume				397.90K	4.28M	1.33M	1,475

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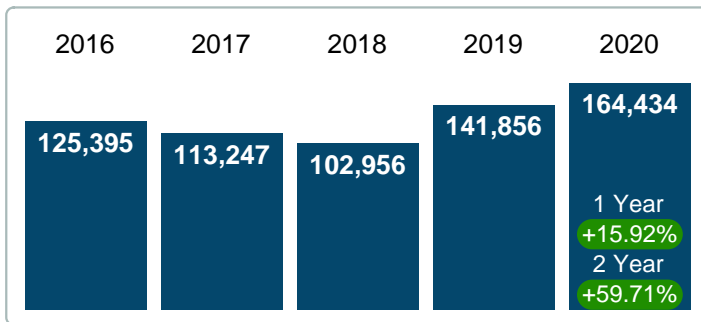
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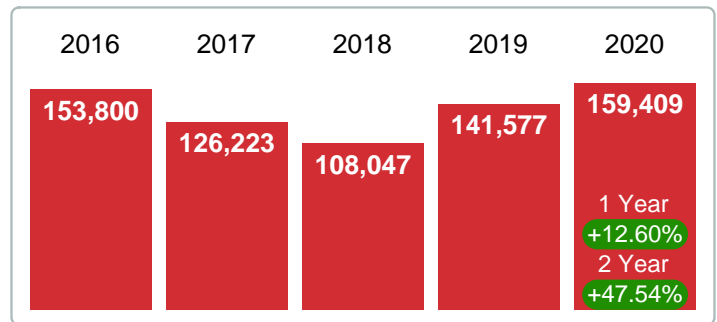
AVERAGE SOLD PRICE AT CLOSING

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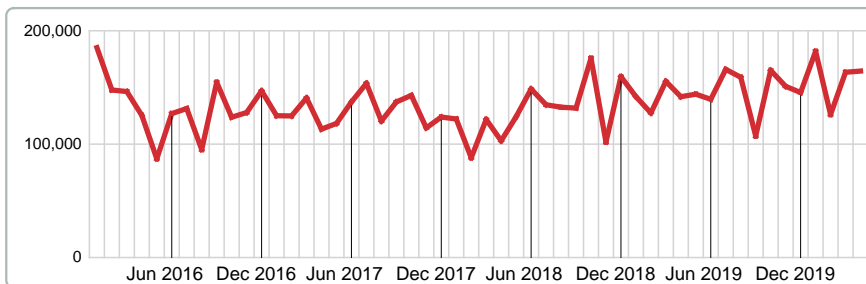
APRIL



YEAR TO DATE (YTD)

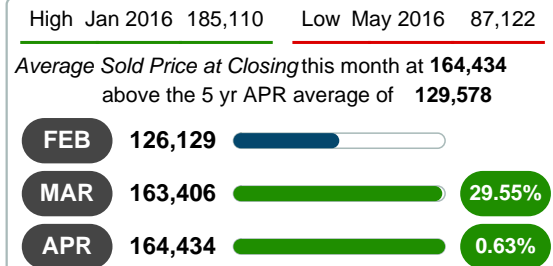


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 129,578



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	4	11.43%	16,350	19,500	24,900	0	1,500
\$25,001-\$100,000	7	20.00%	55,071	43,250	53,500	69,250	0
\$100,001-\$175,000	8	22.86%	138,425	112,500	155,850	129,500	0
\$175,001-\$250,000	9	25.71%	205,378	0	207,925	185,000	0
\$250,001-\$275,000	1	2.86%	255,000	0	255,000	0	0
\$275,001 and up	6	17.14%	348,917	0	352,625	341,500	0
Average Sold Price			164,434	58,417	197,033	180,786	1,500
Total Closed Units		100%	164,434	6	21	7	1
Total Closed Volume			5,755,200	350.50K	4.14M	1.27M	1,500

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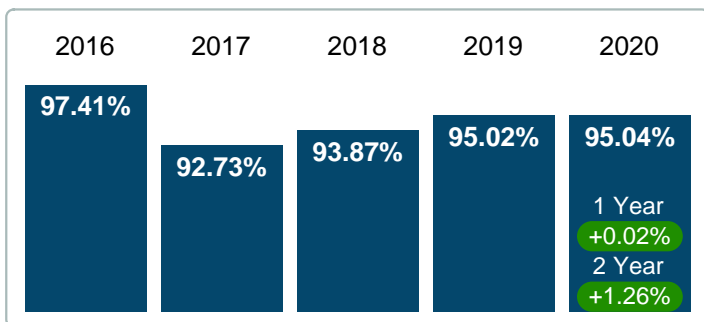
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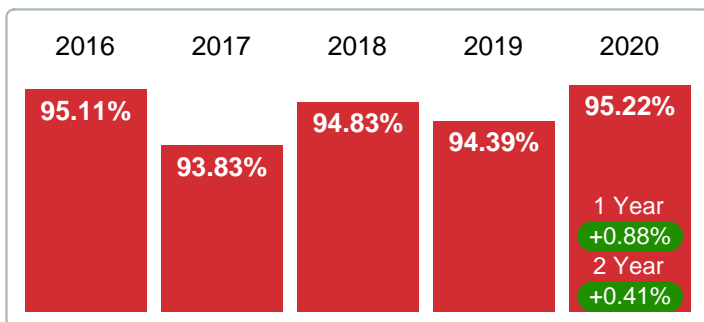
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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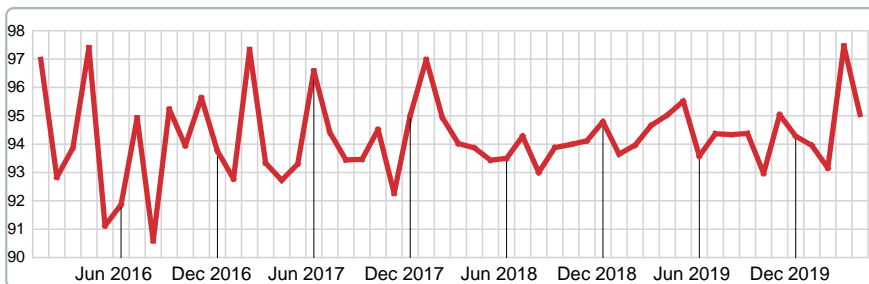
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

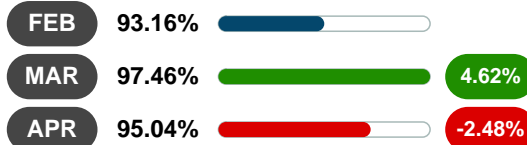


3 MONTHS

5 year APR AVG = 94.81%

High Mar 2020 97.46% Low Aug 2016 90.59%

Average Sold/List Ratio this month at **95.04%** equal to 5 yr APR average of **94.81%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	4	11.43%	100.42%	100.00%	100.00%	0.00%	101.69%
\$25,001-\$100,000	7	20.00%	86.61%	79.86%	87.06%	92.70%	0.00%
\$100,001-\$175,000	8	22.86%	95.83%	90.74%	97.26%	98.08%	0.00%
\$175,001-\$250,000	9	25.71%	96.46%	0.00%	96.72%	94.44%	0.00%
\$250,001-\$275,000	1	2.86%	102.41%	0.00%	102.41%	0.00%	0.00%
\$275,001 and up	6	17.14%	96.89%	0.00%	97.66%	95.34%	0.00%
Average Sold/List Ratio		95.00%		90.20%	96.05%	95.24%	101.69%
Total Closed Units		35	100%	6	21	7	1
Total Closed Volume		5,755,200		350.50K	4.14M	1.27M	1,500

April 2020



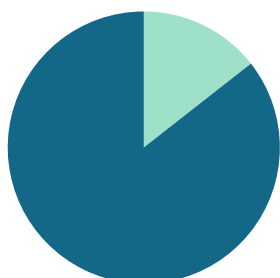
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

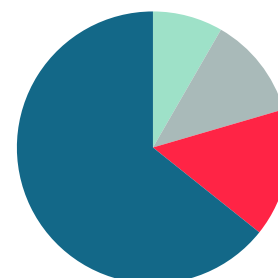


Inventory
 New Listings
60 = 14.42%
 Start Inventory
356
 Total Inventory Units
416
 Volume
\$75,046,894

Market Activity

Closed Sales
35 = 8.33%
 Pending Sales
51 = 12.14%
 Other Off Market
64 = 15.24%
 Active Inventory
270 = 64.29%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	35	-35.19%	177	170	-3.95%
Pending Sales	61	51	-16.39%	196	208	6.12%
New Listings	129	60	-53.49%	402	365	-9.20%
Average List Price	147,536	171,591	16.30%	148,613	166,084	11.76%
Average Sale Price	141,856	164,434	15.92%	141,577	159,409	12.60%
Average Percent of Selling Price to List Price	95.02%	95.04%	0.02%	94.39%	95.22%	0.88%
Average Days on Market to Sale	48.65	40.11	-17.54%	53.79	45.59	-15.24%
Monthly Inventory	383	270	-29.50%	383	270	-29.50%
Months Supply of Inventory	8.61	5.75	-33.14%	8.61	5.75	-33.14%

Absorption: Last 12 months, an Average of **47** Sales/Month

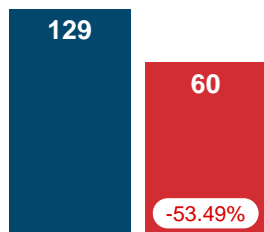
Inventory on April 30, 2020 = **270**

2019 **2020**

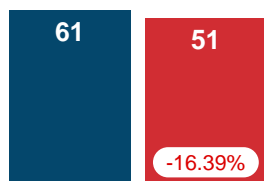
APRIL MARKET

AVERAGE PRICES

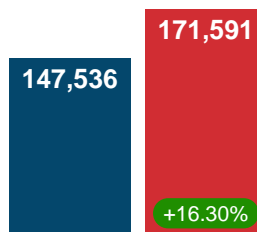
New Listings



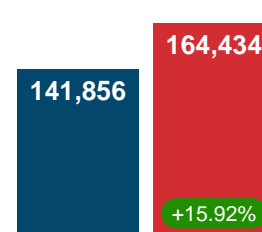
Pending Listings



List Price



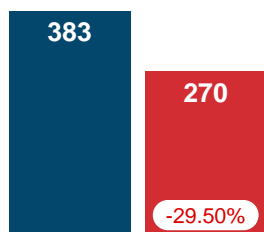
Sale Price



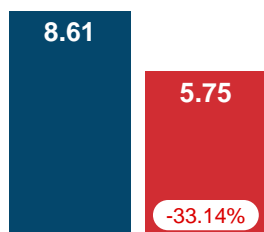
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

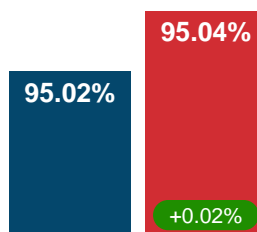
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

