

August 2020



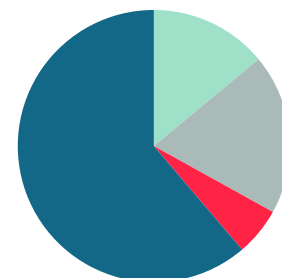
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | August 2020 | +/-% |
|---|---------|-------------|---------|
| Closed Listings | 67 | 66 | -1.49% |
| Pending Listings | 43 | 90 | 109.30% |
| New Listings | 71 | 108 | 52.11% |
| Median List Price | 145,000 | 148,950 | 2.72% |
| Median Sale Price | 142,000 | 148,950 | 4.89% |
| Median Percent of Selling Price to List Price | 96.88% | 97.84% | 1.00% |
| Median Days on Market to Sale | 13.00 | 11.50 | -11.54% |
| End of Month Inventory | 388 | 289 | -25.52% |
| Months Supply of Inventory | 8.33 | 5.91 | -29.07% |



■ Closed (13.98%)
■ Pending (19.07%)
■ Other OffMarket (5.72%)
■ Active (61.23%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of August 31, 2020 = **289**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **25.52%** to 289 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **5.91** 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 **4.89%** in August 2020 to \$148,950 versus the previous year at \$142,000.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 1.50 days or **11.54%** in August 2020 compared to last year's same month at **13.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 108 New Listings in August 2020, up **52.11%** from last year at 71. Furthermore, there were 66 Closed Listings this month versus last year at 67, a **-1.49%** decrease.

Closed versus Listed trends yielded a **61.1%** ratio, down from previous year's, August 2019, at **94.4%**, a **35.24%** downswing. 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 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median 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

August 2020



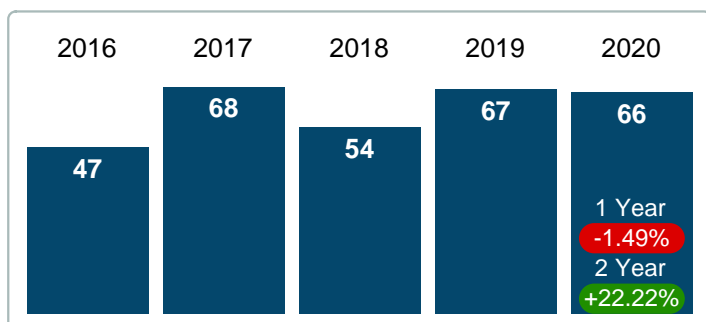
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



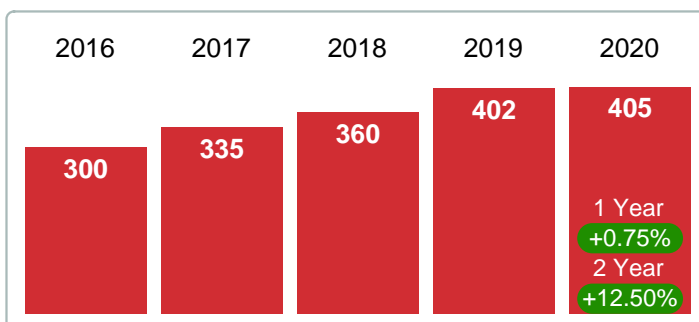
CLOSED LISTINGS

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

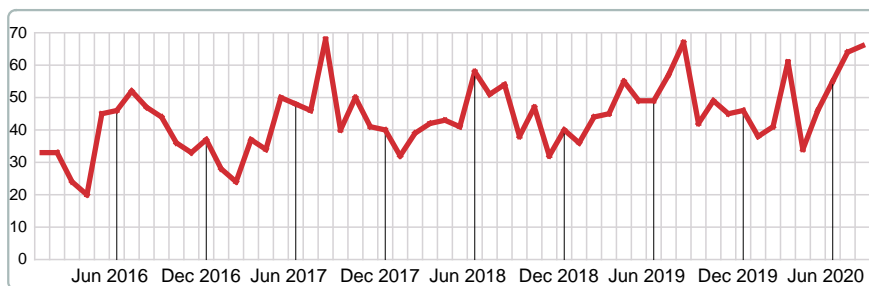
AUGUST



YEAR TO DATE (YTD)

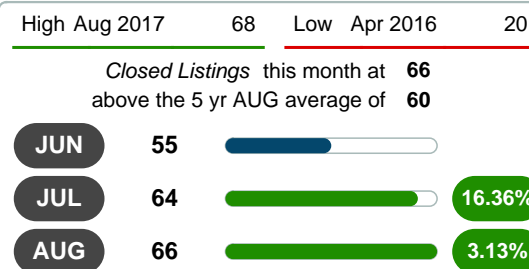


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 60



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 | 7 | 10.61% | 1.0 | 7 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 7 | 10.61% | 37.0 | 2 | 5 | 0 | 0 |
| \$70,001 - \$110,000 | 8 | 12.12% | 27.0 | 3 | 4 | 1 | 0 |
| \$110,001 - \$160,000 | 17 | 25.76% | 23.0 | 2 | 11 | 4 | 0 |
| \$160,001 - \$210,000 | 12 | 18.18% | 6.5 | 2 | 7 | 3 | 0 |
| \$210,001 - \$270,000 | 8 | 12.12% | 8.0 | 1 | 5 | 2 | 0 |
| \$270,001 and up | 7 | 10.61% | 12.0 | 1 | 3 | 3 | 0 |
| Total Closed Units | 66 | | | 18 | 35 | 13 | 0 |
| Total Closed Volume | 10,136,850 | 100% | 11.5 | 1.70M | 5.57M | 2.87M | 0.00B |
| Median Closed Price | \$148,950 | | | \$68,375 | \$150,000 | \$205,000 | \$0 |

August 2020



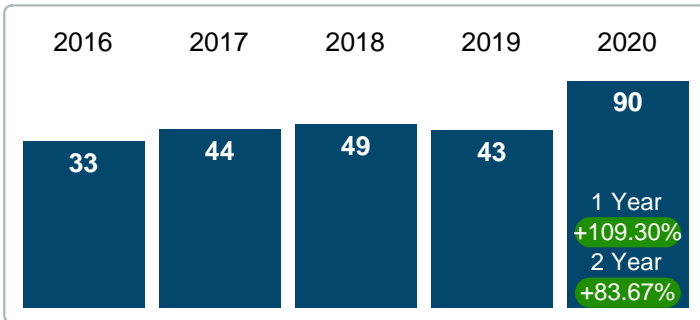
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



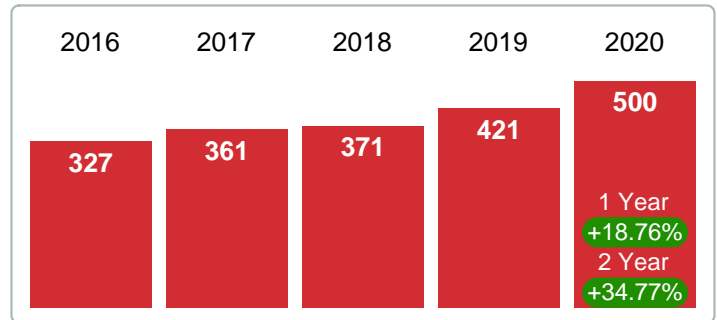
PENDING LISTINGS

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

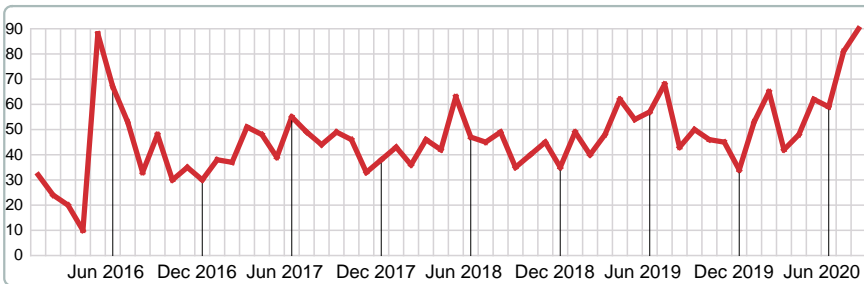
AUGUST



YEAR TO DATE (YTD)

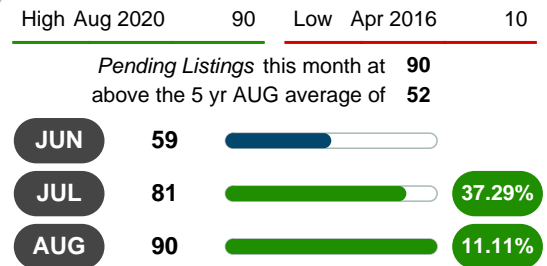


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$40,000 and less | 10 | 11.11% | 17.5 | 7 | 3 | 0 | 0 |
| \$40,001 - \$70,000 | 11 | 12.22% | 73.0 | 7 | 4 | 0 | 0 |
| \$70,001 - \$90,000 | 9 | 10.00% | 39.0 | 1 | 8 | 0 | 0 |
| \$90,001 - \$160,000 | 25 | 27.78% | 19.0 | 1 | 24 | 0 | 0 |
| \$160,001 - \$230,000 | 14 | 15.56% | 7.5 | 1 | 10 | 3 | 0 |
| \$230,001 - \$320,000 | 12 | 13.33% | 50.0 | 0 | 9 | 3 | 0 |
| \$320,001 and up | 9 | 10.00% | 30.0 | 5 | 3 | 1 | 0 |
| Total Pending Units | 90 | | | 22 | 61 | 7 | 0 |
| Total Pending Volume | 14,373,898 | 100% | 29.0 | 2.92M | 9.45M | 2.01M | 0.00B |
| Median Listing Price | \$132,450 | | | \$62,500 | \$135,000 | \$249,000 | \$0 |

August 2020



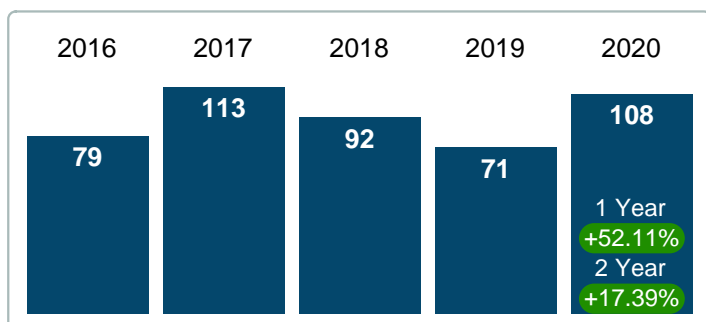
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



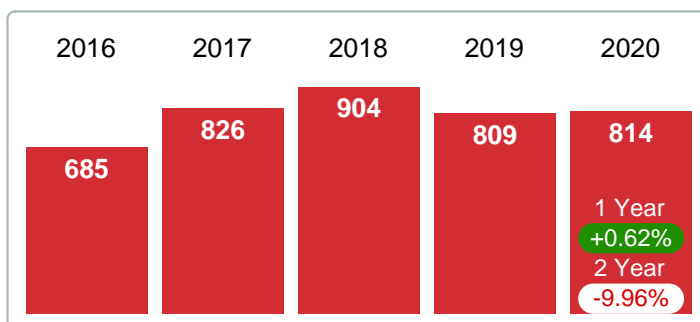
NEW LISTINGS

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

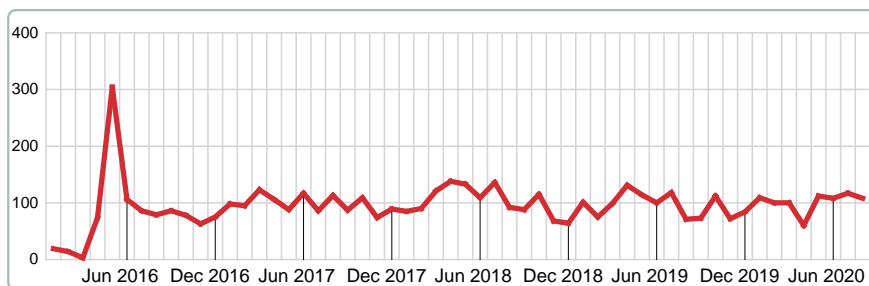
AUGUST



YEAR TO DATE (YTD)

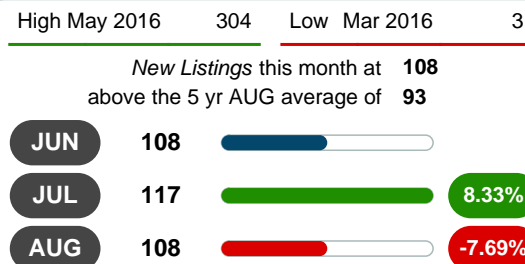


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 93



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 | 7 | 6.48% | 7 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 16 | 14.81% | 13 | 3 | 0 | 0 |
| \$60,001 - \$100,000 | 17 | 15.74% | 4 | 12 | 1 | 0 |
| \$100,001 - \$170,000 | 26 | 24.07% | 2 | 19 | 4 | 1 |
| \$170,001 - \$240,000 | 15 | 13.89% | 3 | 10 | 2 | 0 |
| \$240,001 - \$390,000 | 15 | 13.89% | 1 | 11 | 2 | 1 |
| \$390,001 and up | 12 | 11.11% | 10 | 2 | 0 | 0 |
| Total New Listed Units | 108 | | 40 | 57 | 9 | 2 |
| Total New Listed Volume | 20,433,849 | 100% | 8.06M | 10.32M | 1.51M | 539.00K |
| Median New Listed Listing Price | \$137,250 | | \$62,000 | \$149,900 | \$169,900 | \$269,500 |

August 2020



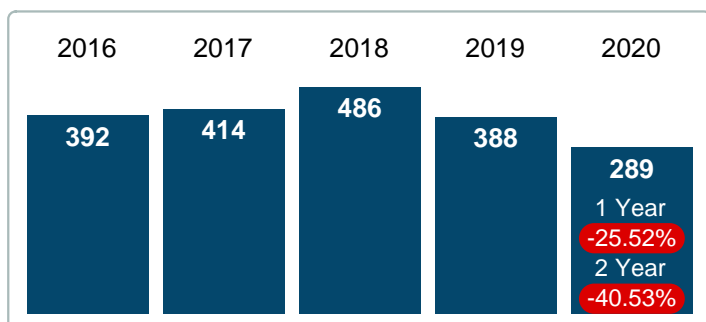
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



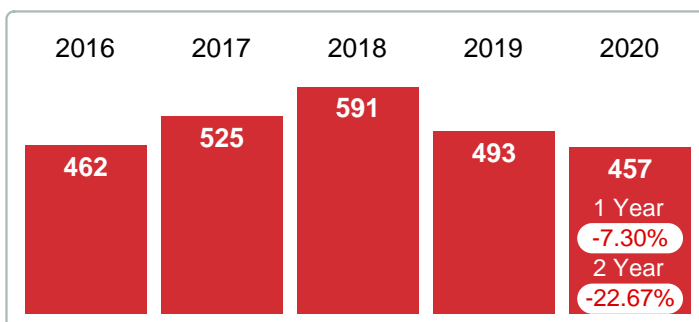
ACTIVE INVENTORY

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

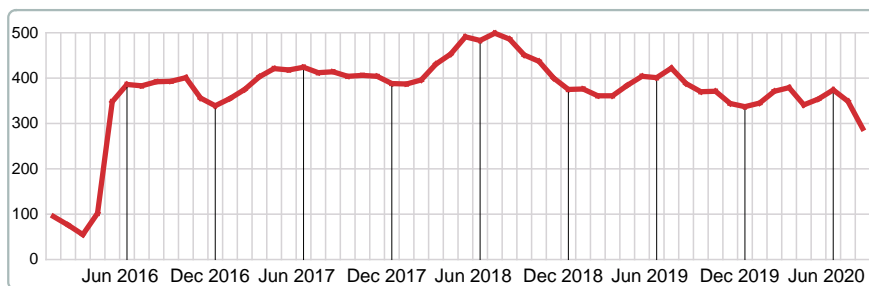
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 394

High Jul 2018 499 Low Mar 2016 55

Inventory this month at **289**
below the 5 yr AUG average of **394**

- JUN 374
- JUL 349 (-6.68%)
- AUG 289 (-17.19%)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$10,000 and less | 11 | 3.81% | 109.0 | 10 | 0 | 0 | 1 |
| \$10,001 - \$30,000 | 35 | 12.11% | 46.0 | 30 | 2 | 3 | 0 |
| \$30,001 - \$70,000 | 62 | 21.45% | 91.0 | 49 | 11 | 2 | 0 |
| \$70,001 - \$160,000 | 70 | 24.22% | 60.0 | 26 | 36 | 7 | 1 |
| \$160,001 - \$250,000 | 46 | 15.92% | 58.5 | 26 | 11 | 7 | 2 |
| \$250,001 - \$450,000 | 36 | 12.46% | 56.5 | 14 | 15 | 4 | 3 |
| \$450,001 and up | 29 | 10.03% | 73.0 | 21 | 5 | 2 | 1 |
| Total Active Inventory by Units | 289 | | | 176 | 80 | 25 | 8 |
| Total Active Inventory by Volume | 56,295,150 | 100% | 67.0 | 31.15M | 17.61M | 4.87M | 2.66M |
| Median Active Inventory Listing Price | \$109,000 | | | \$69,900 | \$126,250 | \$169,900 | \$251,000 |

August 2020



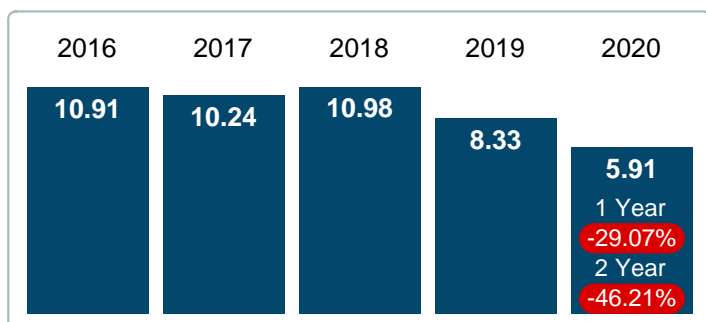
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



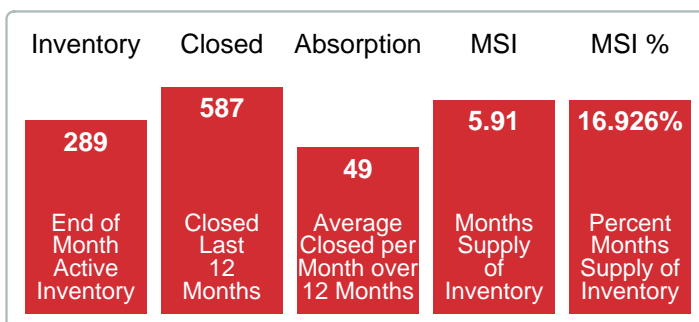
MONTHS SUPPLY of INVENTORY (MSI)

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

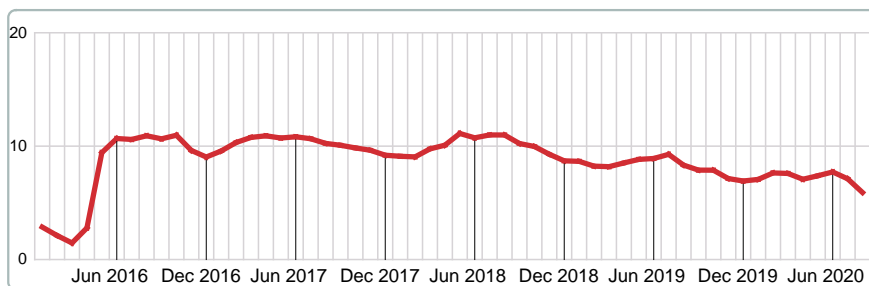
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

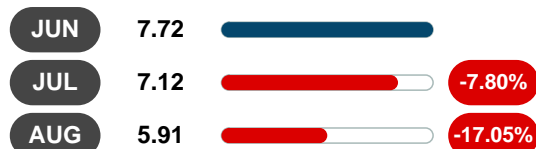


3 MONTHS

5 year AUG AVG = 9.28

High May 2018 11.12 Low Mar 2016 1.46

Months Supply this month at 5.91
below the 5 yr AUG average of 9.28



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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$10,000 and less | 11 | 3.81% | 26.40 | 40.00 | 0.00 | 0.00 | 12.00 |
| \$10,001 - \$30,000 | 35 | 12.11% | 11.05 | 10.59 | 6.00 | 0.00 | 0.00 |
| \$30,001 - \$70,000 | 62 | 21.45% | 6.95 | 10.89 | 2.81 | 4.80 | 0.00 |
| \$70,001 - \$160,000 | 70 | 24.22% | 3.93 | 7.26 | 3.04 | 3.36 | 3.00 |
| \$160,001 - \$250,000 | 46 | 15.92% | 3.89 | 24.00 | 1.42 | 2.55 | 8.00 |
| \$250,001 - \$450,000 | 36 | 12.46% | 6.00 | 21.00 | 5.81 | 1.85 | 5.14 |
| \$450,001 and up | 29 | 10.03% | 38.67 | 126.00 | 20.00 | 12.00 | 6.00 |
| Market Supply of Inventory (MSI) | | | 5.91 | 13.45 | 2.99 | 3.30 | 5.33 |
| Total Active Inventory by Units | | 100% | 5.91 | 176 | 80 | 25 | 8 |

August 2020



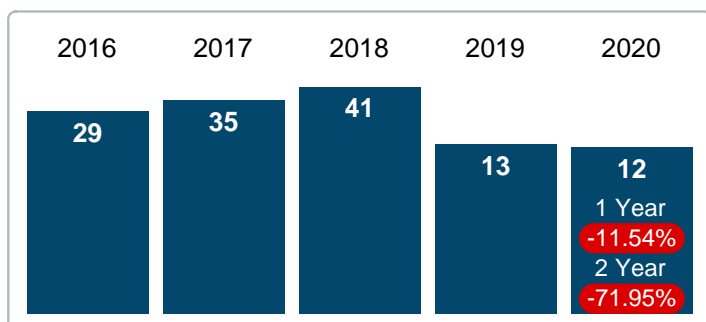
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



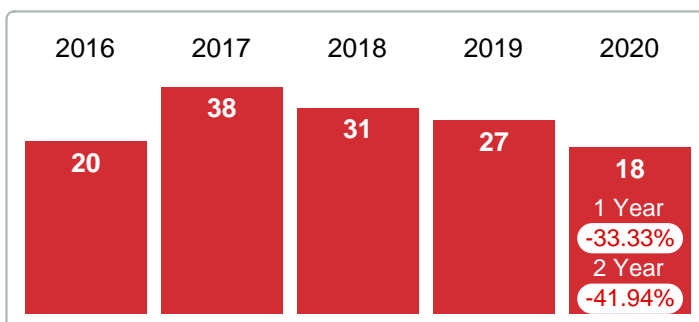
MEDIAN DAYS ON MARKET TO SALE

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

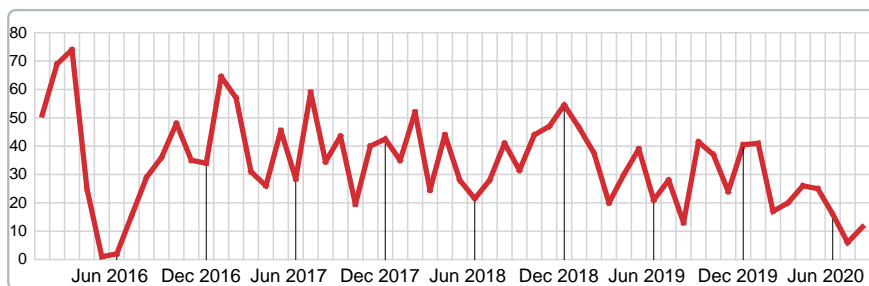
AUGUST



YEAR TO DATE (YTD)

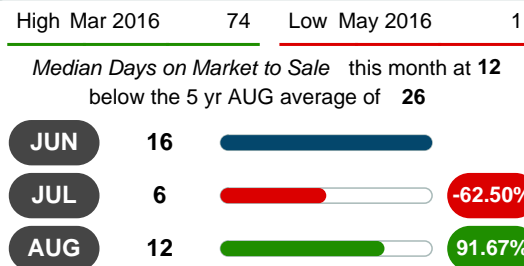


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 26



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 | 10.61% | 1 | 1 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 10.61% | 37 | 1 | 64 | 0 | 0 |
| \$70,001 - \$110,000 | 12.12% | 27 | 28 | 30 | 5 | 0 |
| \$110,001 - \$160,000 | 25.76% | 23 | 15 | 13 | 36 | 0 |
| \$160,001 - \$210,000 | 18.18% | 7 | 56 | 9 | 1 | 0 |
| \$210,001 - \$270,000 | 12.12% | 8 | 9 | 10 | 4 | 0 |
| \$270,001 and up | 10.61% | 12 | 184 | 1 | 12 | 0 |
| Median Closed DOM | | 12 | 7 | 13 | 7 | 0 |
| Total Closed Units | 100% | 11.5 | 18 | 35 | 13 | |
| Total Closed Volume | | 10,136,850 | 1.70M | 5.57M | 2.87M | 0.00B |

August 2020



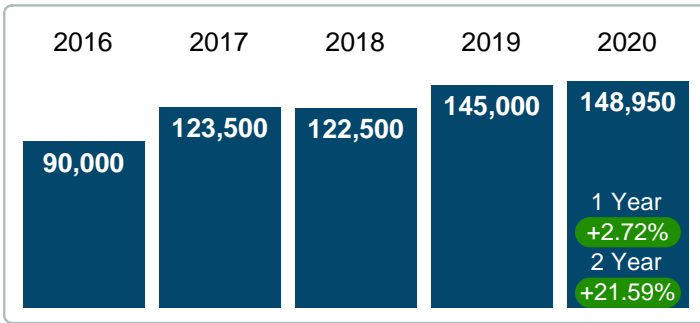
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



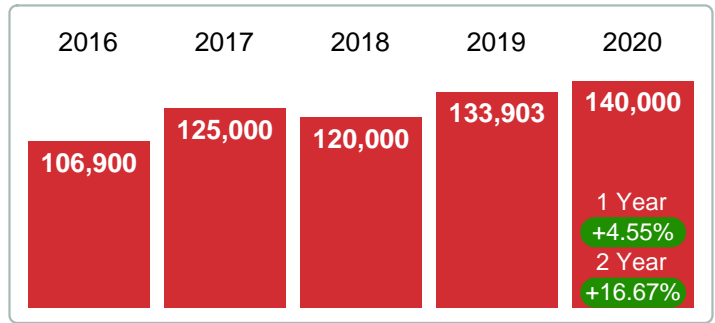
MEDIAN LIST PRICE AT CLOSING

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

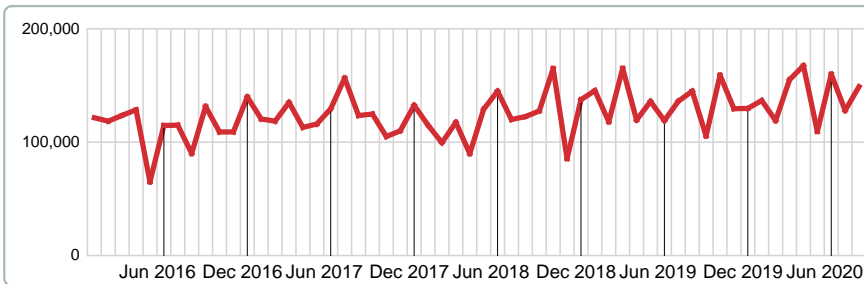
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

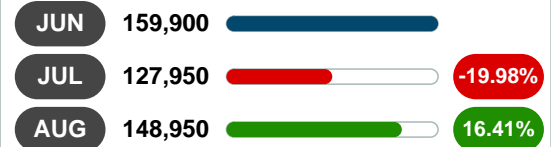


3 MONTHS

5 year AUG AVG = 125,990

High Apr 2020 167,450 Low May 2016 65,000

Median List Price at Closing this month at **148,950**
above the 5 yr AUG average of **125,990**



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 | 12.12% | 29,900 | 29,900 | 39,900 | 0 | 0 |
| \$40,001 - \$70,000 | 7.58% | 64,500 | 55,000 | 64,500 | 0 | 0 |
| \$70,001 - \$110,000 | 12.12% | 96,500 | 99,500 | 94,000 | 75,000 | 0 |
| \$110,001 - \$160,000 | 24.24% | 138,500 | 129,000 | 143,900 | 129,900 | 0 |
| \$160,001 - \$210,000 | 21.21% | 179,450 | 172,000 | 179,900 | 197,500 | 0 |
| \$210,001 - \$270,000 | 10.61% | 230,000 | 0 | 229,000 | 243,000 | 0 |
| \$270,001 and up | 12.12% | 352,000 | 329,950 | 359,900 | 349,900 | 0 |
| Median List Price | | 148,950 | 82,000 | 157,500 | 205,000 | 0 |
| Total Closed Units | 100% | 148,950 | 18 | 35 | 13 | 0 |
| Total Closed Volume | | 10,593,700 | 1.91M | 5.74M | 2.95M | 0.00B |

August 2020



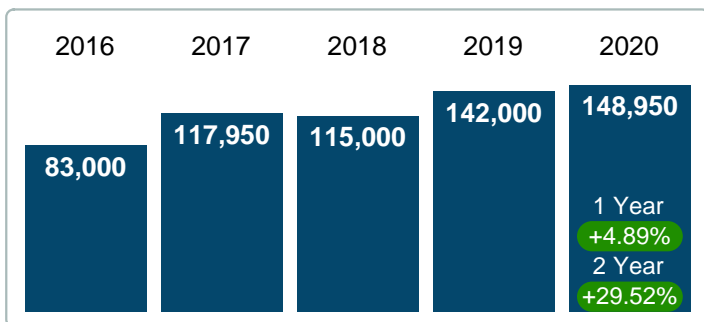
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



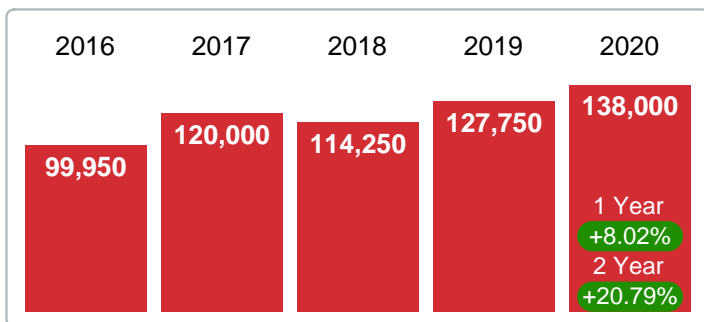
MEDIAN SOLD PRICE AT CLOSING

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

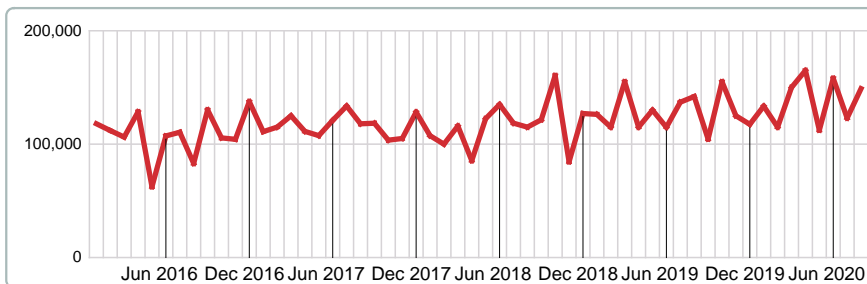
AUGUST



YEAR TO DATE (YTD)

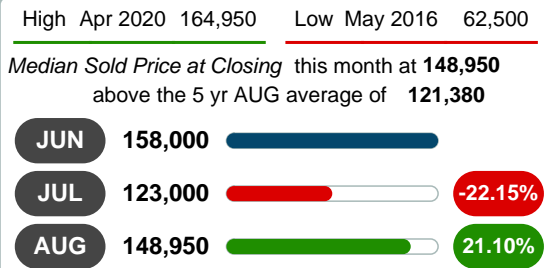


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 121,380



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 | 10.61% | 25,000 | 25,000 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 10.61% | 58,500 | 53,375 | 58,500 | 0 | 0 |
| \$70,001 - \$110,000 | 12.12% | 90,500 | 90,000 | 95,450 | 75,000 | 0 |
| \$110,001 - \$160,000 | 25.76% | 138,000 | 128,500 | 145,000 | 144,700 | 0 |
| \$160,001 - \$210,000 | 18.18% | 178,500 | 172,000 | 177,000 | 205,000 | 0 |
| \$210,001 - \$270,000 | 12.12% | 233,000 | 250,000 | 228,000 | 244,000 | 0 |
| \$270,001 and up | 10.61% | 340,000 | 285,000 | 340,000 | 340,000 | 0 |
| Median Sold Price | | 148,950 | 68,375 | 150,000 | 205,000 | 0 |
| Total Closed Units | 100% | 148,950 | 18 | 35 | 13 | 0 |
| Total Closed Volume | | 10,136,850 | 1.70M | 5.57M | 2.87M | 0.00B |

August 2020



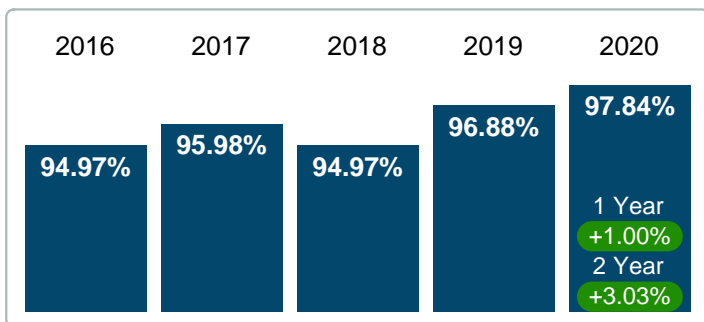
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



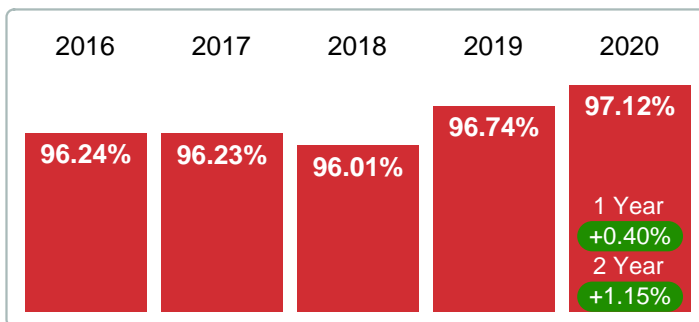
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

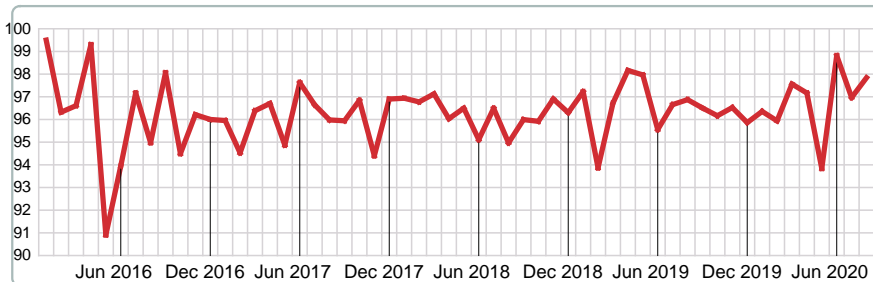
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

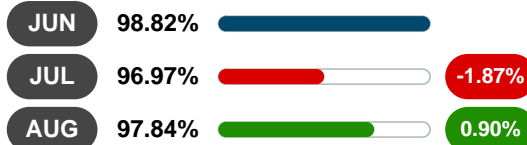


3 MONTHS

5 year AUG AVG = 96.13%

High Jan 2016 99.50% Low May 2016 90.91%

Median Sold/List Ratio this month at **97.84%**
above the 5 yr AUG average of **96.13%**



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 | 7 | 10.61% | 86.21% | 86.21% | 0.00% | 0.00% | 0.00% |
| \$40,001 - \$70,000 | 7 | 10.61% | 98.32% | 97.50% | 98.32% | 0.00% | 0.00% |
| \$70,001 - \$110,000 | 8 | 12.12% | 98.40% | 90.00% | 100.00% | 100.00% | 0.00% |
| \$110,001 - \$160,000 | 17 | 25.76% | 97.38% | 95.85% | 97.38% | 100.04% | 0.00% |
| \$160,001 - \$210,000 | 12 | 18.18% | 100.00% | 100.00% | 99.12% | 100.00% | 0.00% |
| \$210,001 - \$270,000 | 8 | 12.12% | 99.57% | 80.67% | 100.00% | 98.06% | 0.00% |
| \$270,001 and up | 7 | 10.61% | 96.05% | 81.43% | 96.05% | 97.17% | 0.00% |
| Median Sold/List Ratio | | 97.84% | | 92.54% | 99.12% | 100.00% | 0.00% |
| Total Closed Units | | 66 | 100% | 18 | 35 | 13 | |
| Total Closed Volume | | 10,136,850 | | 1.70M | 5.57M | 2.87M | 0.00B |

August 2020



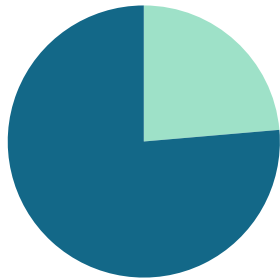
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

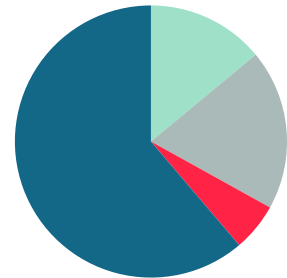


Inventory
 New Listings
108 = 23.63%
 Start Inventory
349
 Total Inventory Units
457
 Volume
\$84,089,048

Market Activity

Closed Sales
66 = 13.98%
 Pending Sales
90 = 19.07%
 Other Off Market
27 = 5.72%
 Active Inventory
289 = 61.23%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 67 | 66 | -1.49% | 402 | 405 | 0.75% |
| Pending Sales | 43 | 90 | 109.30% | 421 | 500 | 18.76% |
| New Listings | 71 | 108 | 52.11% | 809 | 814 | 0.62% |
| Median List Price | 145,000 | 148,950 | 2.72% | 133,903 | 140,000 | 4.55% |
| Median Sale Price | 142,000 | 148,950 | 4.89% | 127,750 | 138,000 | 8.02% |
| Median Percent of Selling Price to List Price | 96.88% | 97.84% | 1.00% | 96.74% | 97.12% | 0.40% |
| Median Days on Market to Sale | 13.00 | 11.50 | -11.54% | 27.00 | 18.00 | -33.33% |
| Monthly Inventory | 388 | 289 | -25.52% | 388 | 289 | -25.52% |
| Months Supply of Inventory | 8.33 | 5.91 | -29.07% | 8.33 | 5.91 | -29.07% |

Absorption: Last 12 months, an Average of **49** Sales/Month

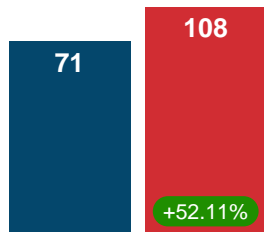
Inventory on August 31, 2020 = **289**

2019 **2020**

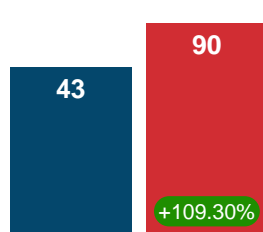
AUGUST MARKET

MEDIAN PRICES

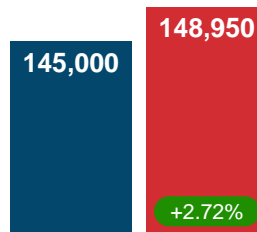
New Listings



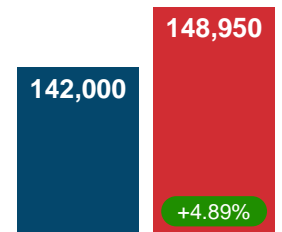
Pending Listings



List Price



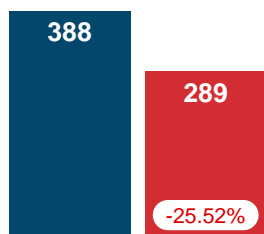
Sale Price



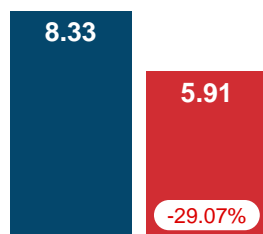
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

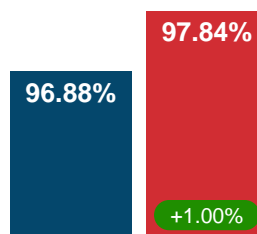
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

