

## February 2020



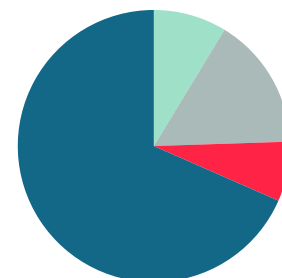
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	44	38	-13.64%
Pending Listings	40	69	72.50%
New Listings	75	97	29.33%
Median List Price	118,000	119,450	1.23%
Median Sale Price	115,000	115,000	0.00%
Median Percent of Selling Price to List Price	93.87%	95.93%	2.19%
Median Days on Market to Sale	37.50	24.00	-36.00%
End of Month Inventory	360	299	-16.94%
Months Supply of Inventory	8.31	6.35	-23.56%



■ Closed (8.70%)  
■ Pending (15.79%)  
■ Other OffMarket (7.09%)  
■ Active (68.42%)

**Absorption:** Last 12 months, an Average of **47** Sales/Month  
**Active Inventory** as of February 29, 2020 = **299**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **16.94%** to 299 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 **6.35** MSI for this period.

##### Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in February 2020 to \$115,000 versus the previous year at \$115,000.

##### Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 13.50 days or **36.00%** in February 2020 compared to last year's same month at **37.50** DOM.

##### Sales Success for February 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 97 New Listings in February 2020, up **29.33%** from last year at 75. Furthermore, there were 38 Closed Listings this month versus last year at 44, a **-13.64%** decrease.

Closed versus Listed trends yielded a **39.2%** ratio, down from previous year's, February 2019, at **58.7%**, a **33.22%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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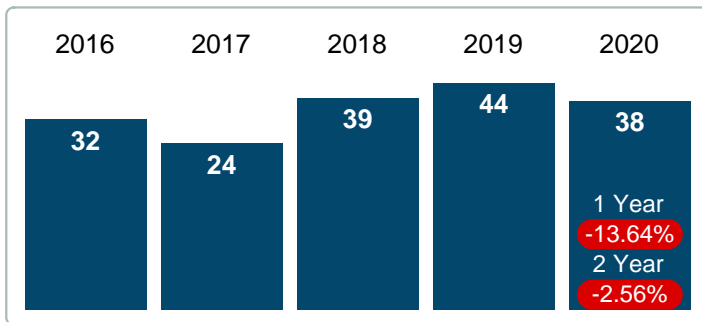
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



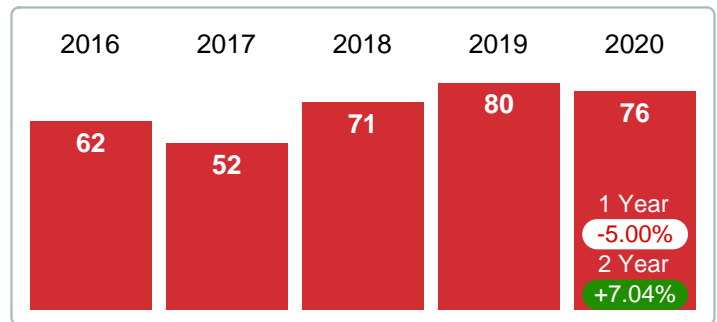
## CLOSED LISTINGS

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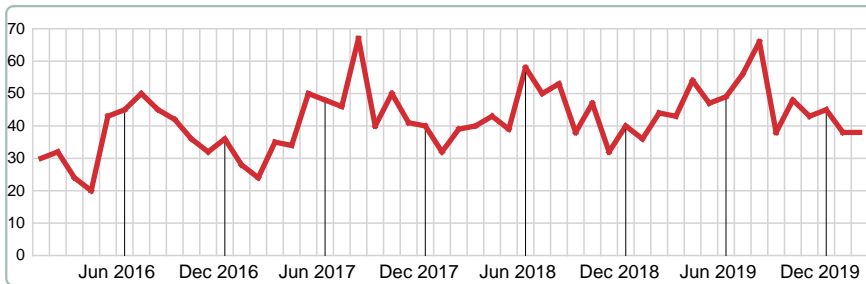
### FEBRUARY



### YEAR TO DATE (YTD)

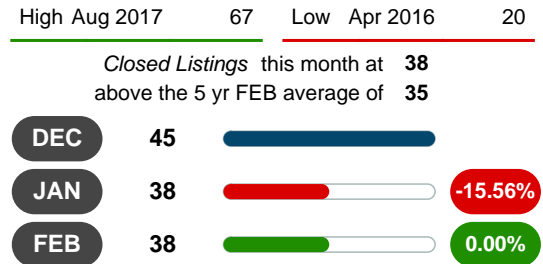


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	5.26%	7.0	2	0	0	0
\$20,001 - \$40,000	6	15.79%	88.0	5	1	0	0
\$40,001 - \$60,000	5	13.16%	4.0	3	2	0	0
\$60,001 - \$140,000	10	26.32%	38.0	3	6	1	0
\$140,001 - \$180,000	6	15.79%	51.5	1	2	3	0
\$180,001 - \$270,000	5	13.16%	1.0	2	3	0	0
\$270,001 and up	4	10.53%	68.5	1	1	2	0
<b>Total Closed Units</b>	<b>38</b>			<b>17</b>	<b>15</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,792,900</b>	<b>100%</b>	<b>24.0</b>	<b>1.56M</b>	<b>2.06M</b>	<b>1.17M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$115,000</b>			<b>\$59,900</b>	<b>\$138,000</b>	<b>\$156,500</b>	<b>\$0</b>

# February 2020



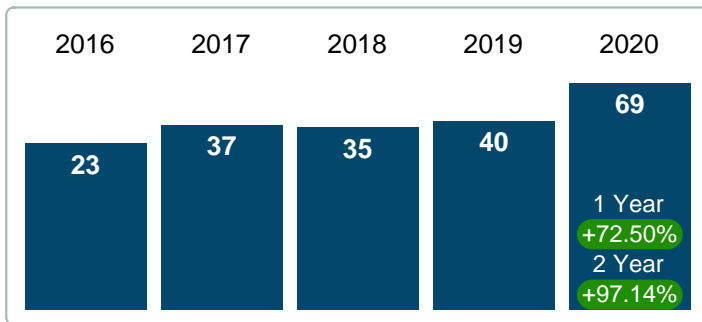
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



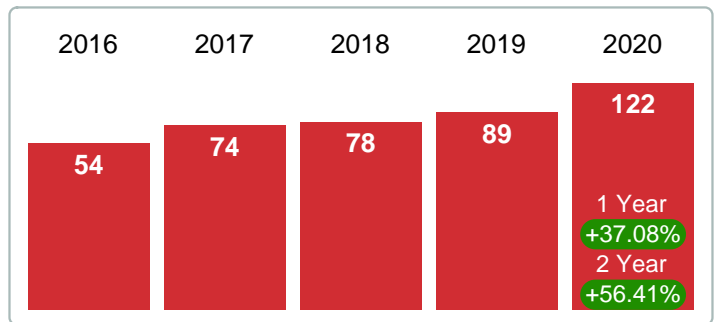
## PENDING LISTINGS

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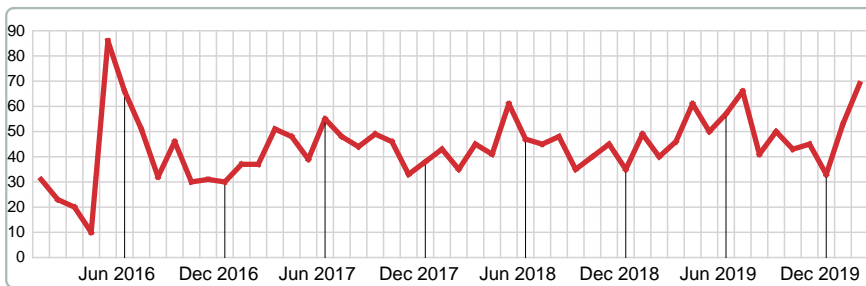
### FEBRUARY



### YEAR TO DATE (YTD)

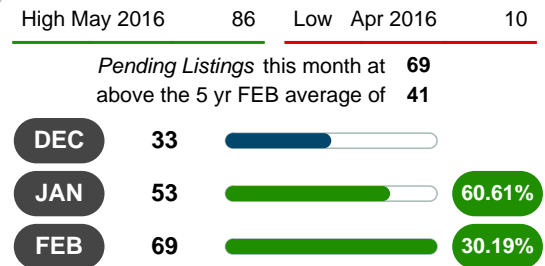


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.80%	8.5	3	1	0	0
\$30,001 - \$60,000	11	15.94%	3.0	7	2	2	0
\$60,001 - \$90,000	10	14.49%	7.5	3	6	1	0
\$90,001 - \$180,000	18	26.09%	34.5	3	10	5	0
\$180,001 - \$230,000	9	13.04%	6.0	1	6	2	0
\$230,001 - \$280,000	8	11.59%	14.5	1	5	2	0
\$280,001 and up	9	13.04%	17.0	1	4	3	1
<b>Total Pending Units</b>	<b>69</b>			<b>19</b>	<b>34</b>	<b>15</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,232,390</b>	<b>100%</b>	<b>14.0</b>	<b>1.78M</b>	<b>6.07M</b>	<b>2.68M</b>	<b>700.00K</b>
<b>Median Listing Price</b>	<b>\$143,500</b>			<b>\$60,000</b>	<b>\$151,950</b>	<b>\$179,000</b>	<b>\$700,000</b>

# February 2020



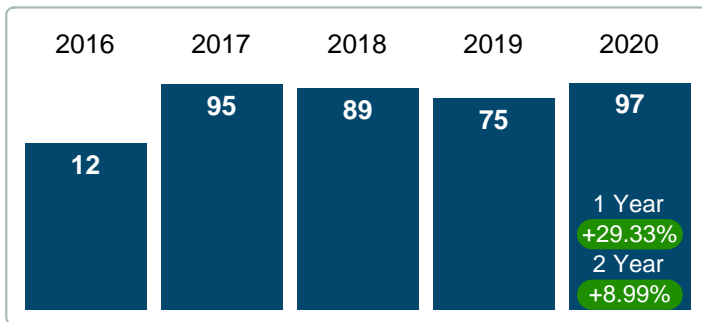
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



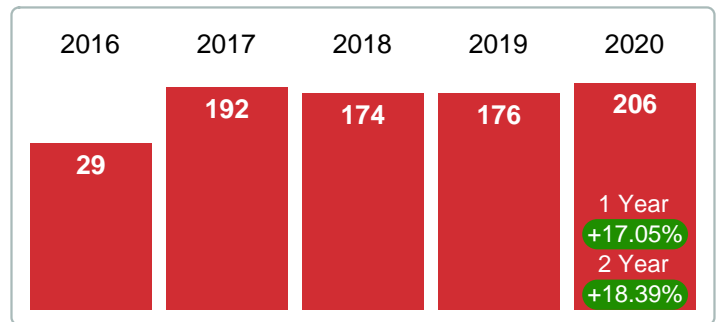
## NEW LISTINGS

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

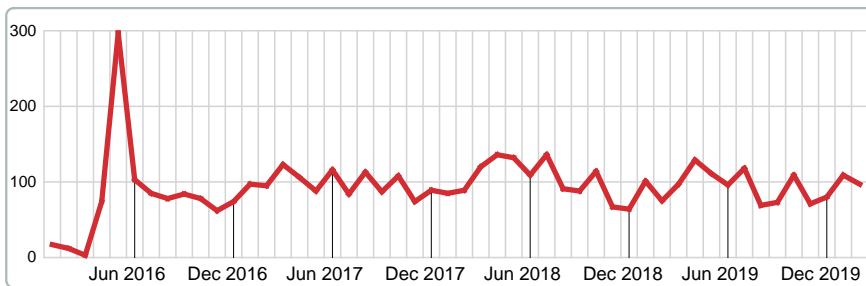
### FEBRUARY



### YEAR TO DATE (YTD)

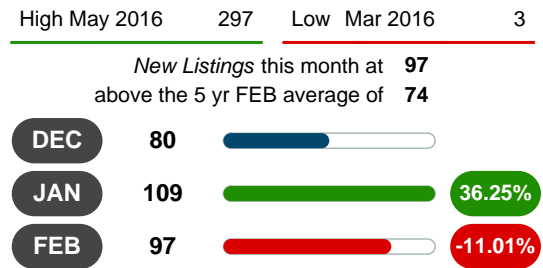


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 74



### 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	5.15%	3	1	1	0
\$30,001 - \$80,000	17	17.53%	13	4	0	0
\$80,001 - \$100,000	12	12.37%	6	5	0	1
\$100,001 - \$190,000	26	26.80%	7	15	3	1
\$190,001 - \$280,000	14	14.43%	3	10	0	1
\$280,001 - \$390,000	13	13.40%	4	6	3	0
\$390,001 and up	10	10.31%	5	2	1	2
<b>Total New Listed Units</b>	<b>97</b>		<b>41</b>	<b>43</b>	<b>8</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>18,611,500</b>	<b>100%</b>	<b>7.16M</b>	<b>7.80M</b>	<b>1.74M</b>	<b>1.91M</b>
<b>Median New Listed Listing Price</b>	<b>\$149,900</b>		<b>\$100,000</b>	<b>\$149,900</b>	<b>\$222,500</b>	<b>\$266,000</b>

# February 2020



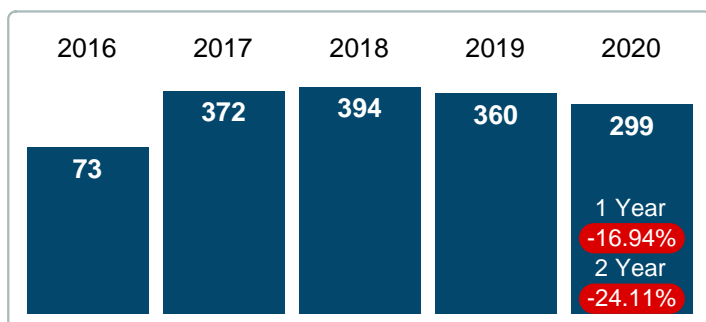
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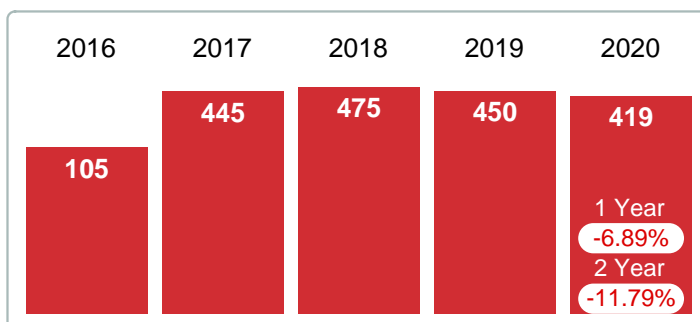
## ACTIVE INVENTORY

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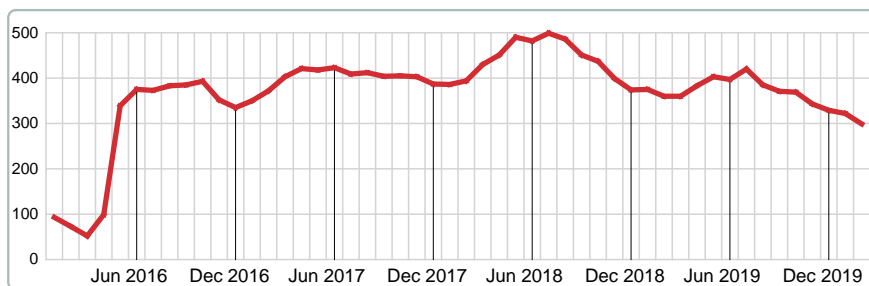
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

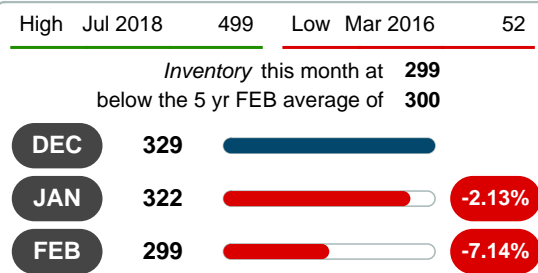


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 300



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	23	7.69%	40.0	23	0	0	0
\$20,001 - \$40,000	37	12.37%	105.0	36	1	0	0
\$40,001 - \$80,000	50	16.72%	86.0	31	17	1	1
\$80,001 - \$160,000	72	24.08%	57.0	22	44	5	1
\$160,001 - \$230,000	45	15.05%	61.0	11	22	9	3
\$230,001 - \$370,000	40	13.38%	59.0	15	13	10	2
\$370,001 and up	32	10.70%	53.5	22	3	6	1
<b>Total Active Inventory by Units</b>	<b>299</b>			<b>160</b>	<b>100</b>	<b>31</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>52,923,307</b>	<b>100%</b>	<b>70.0</b>	<b>26.07M</b>	<b>15.60M</b>	<b>8.64M</b>	<b>2.61M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$124,500</b>			<b>\$65,000</b>	<b>\$132,425</b>	<b>\$269,900</b>	<b>\$204,800</b>

# February 2020



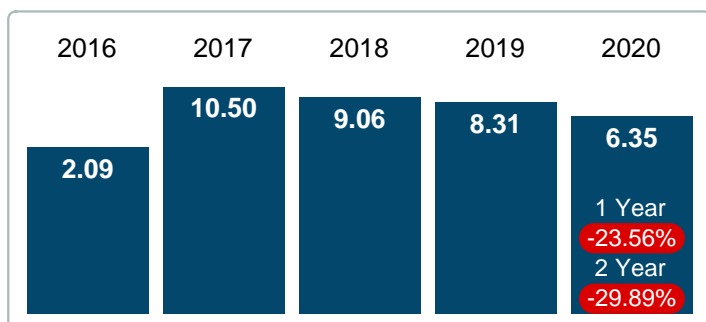
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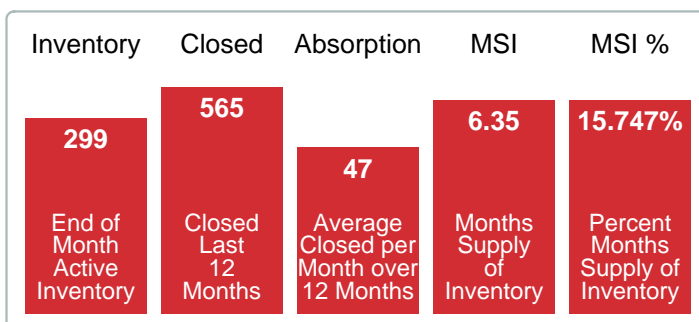
## MONTHS SUPPLY of INVENTORY (MSI)

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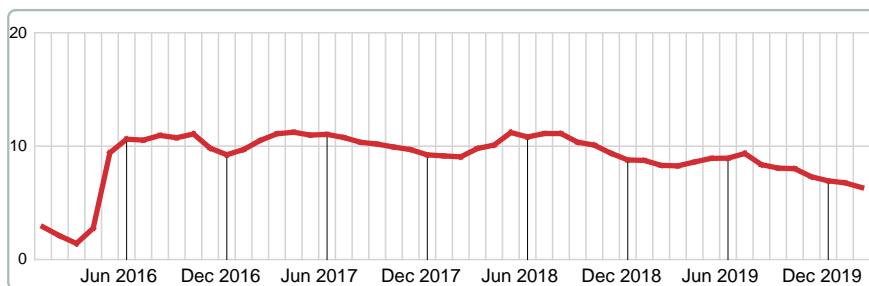
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020

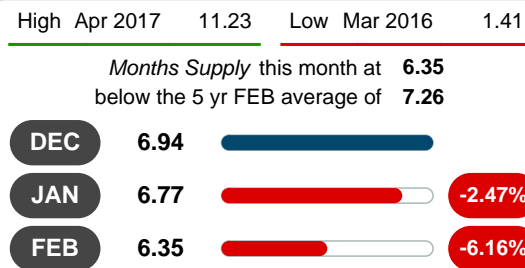


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 7.26



### 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	23	7.69%	12.00	14.53	0.00	0.00	0.00
\$20,001 - \$40,000	37	12.37%	10.57	13.50	1.20	0.00	0.00
\$40,001 - \$80,000	50	16.72%	5.56	8.27	3.46	4.00	12.00
\$80,001 - \$160,000	72	24.08%	4.41	8.00	3.85	2.50	6.00
\$160,001 - \$230,000	45	15.05%	5.09	22.00	3.57	4.50	18.00
\$230,001 - \$370,000	40	13.38%	6.86	20.00	5.03	5.45	3.00
\$370,001 and up	32	10.70%	19.20	52.80	12.00	9.00	3.00
Market Supply of Inventory (MSI)	6.35			12.89	3.77	4.59	5.65
Total Active Inventory by Units	299	100%	6.35	160	100	31	8

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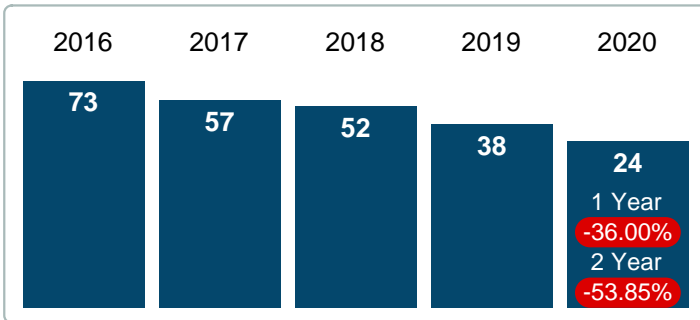
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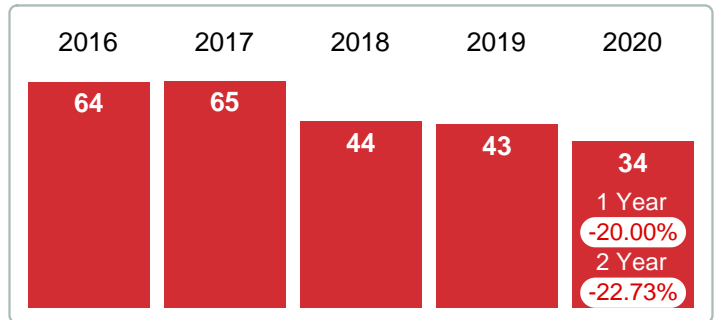
## MEDIAN DAYS ON MARKET TO SALE

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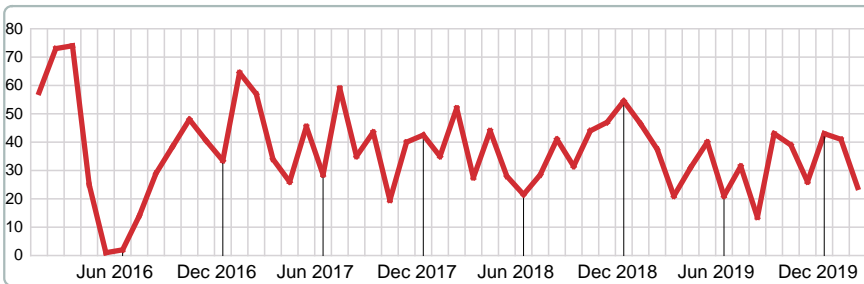
### FEBRUARY



### YEAR TO DATE (YTD)

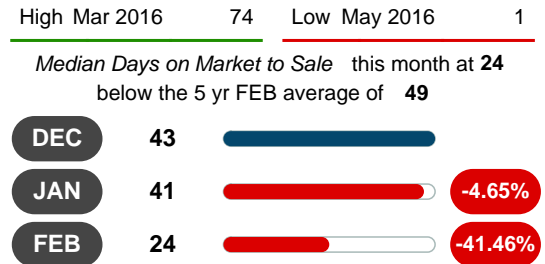


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 49



### 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
\$20,000 and less	5.26%	7	7	0	0	0
\$20,001 - \$40,000	15.79%	88	97	21	0	0
\$40,001 - \$60,000	13.16%	4	2	4	0	0
\$60,001 - \$140,000	26.32%	38	4	64	174	0
\$140,001 - \$180,000	15.79%	52	27	8	97	0
\$180,001 - \$270,000	13.16%	1	3	1	0	0
\$270,001 and up	10.53%	69	1	134	69	0
<b>Median Closed DOM</b>		<b>24</b>	<b>12</b>	<b>17</b>	<b>87</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>24.0</b>	<b>17</b>	<b>15</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,792,900</b>	<b>1.56M</b>	<b>2.06M</b>	<b>1.17M</b>	<b>0.00B</b>

# February 2020



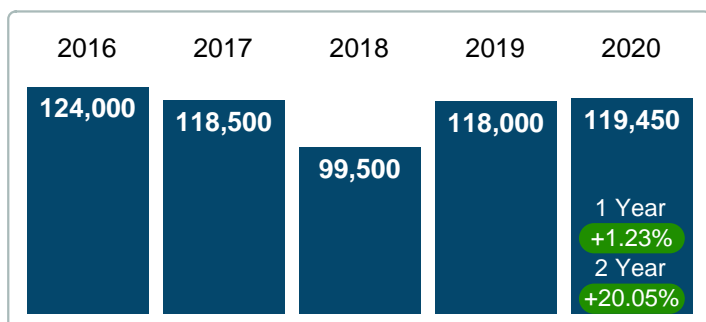
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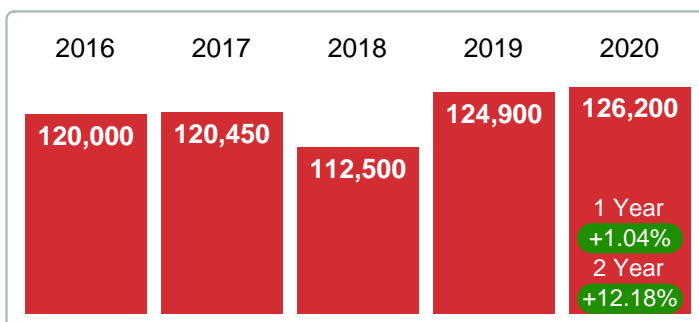
## MEDIAN LIST PRICE AT CLOSING

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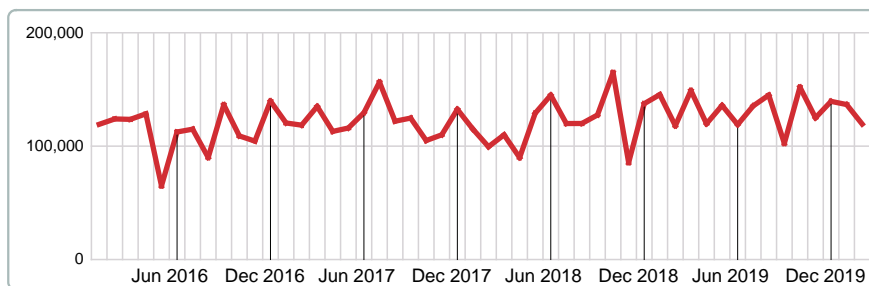
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

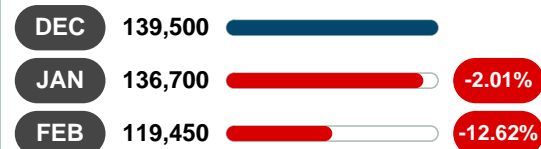


### 3 MONTHS

5 year FEB AVG = 115,890

High Oct 2018 164,900 Low May 2016 65,000

Median List Price at Closing this month at **119,450**  
 above the 5 yr FEB average of **115,890**



### 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
\$20,000 and less	2	5.26%	19,000	19,000	0	0	0
\$20,001 - \$40,000	3	7.89%	29,900	29,900	39,900	0	0
\$40,001 - \$60,000	7	18.42%	49,500	52,250	44,000	0	0
\$60,001 - \$140,000	10	26.32%	107,250	99,500	115,000	0	0
\$140,001 - \$180,000	6	15.79%	159,000	175,000	157,400	159,000	0
\$180,001 - \$270,000	5	13.16%	190,000	212,500	215,000	187,000	0
\$270,001 and up	5	13.16%	299,000	350,000	287,000	315,750	0
Median List Price			119,450	59,900	132,500	173,000	0
Total Closed Units		100%	119,450	17	15	6	
Total Closed Volume			5,057,800	1.66M	2.11M	1.28M	0.00B



# February 2020



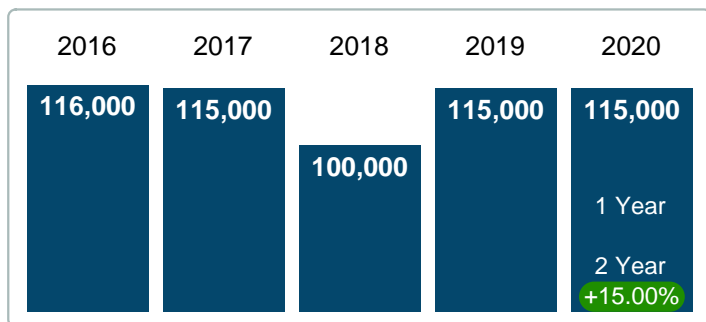
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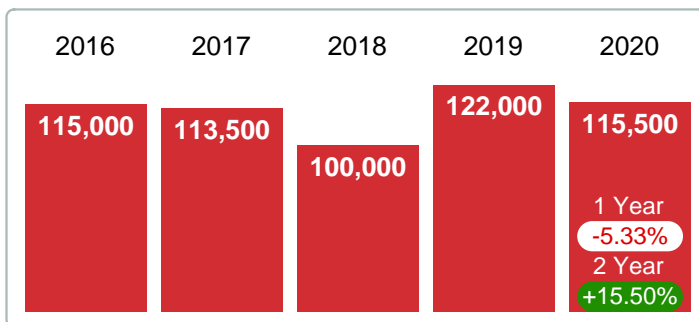
## MEDIAN SOLD PRICE AT CLOSING

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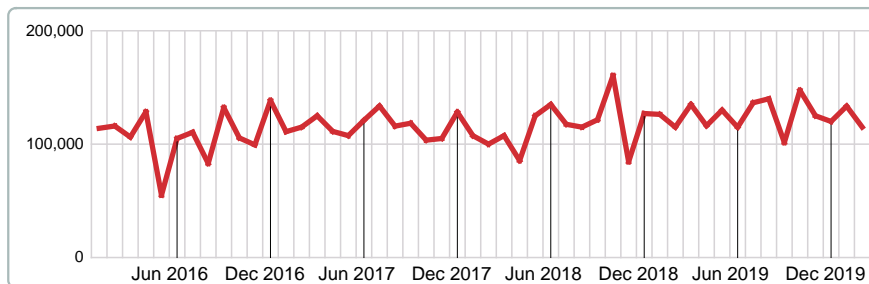
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

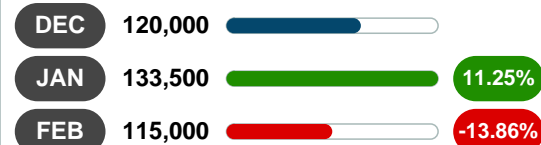


### 3 MONTHS

5 year FEB AVG = 112,200

High Oct 2018 160,500 Low May 2016 55,000

Median Sold Price at Closing this month at 115,000 above the 5 yr FEB average of 112,200



### 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
\$20,000 and less	5.26%	18,000	18,000	0	0	0
\$20,001 - \$40,000	15.79%	34,500	34,000	36,000	0	0
\$40,001 - \$60,000	13.16%	59,900	59,900	51,000	0	0
\$60,001 - \$140,000	26.32%	113,750	93,000	115,500	112,500	0
\$140,001 - \$180,000	15.79%	154,000	166,000	153,750	145,000	0
\$180,001 - \$270,000	13.16%	232,500	212,500	232,500	0	0
\$270,001 and up	10.53%	305,000	320,000	290,000	301,000	0
<b>Median Sold Price</b>		<b>115,000</b>	<b>59,900</b>	<b>138,000</b>	<b>156,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>115,000</b>	<b>17</b>	<b>15</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,792,900</b>	<b>1.56M</b>	<b>2.06M</b>	<b>1.17M</b>	<b>0.00B</b>

# February 2020



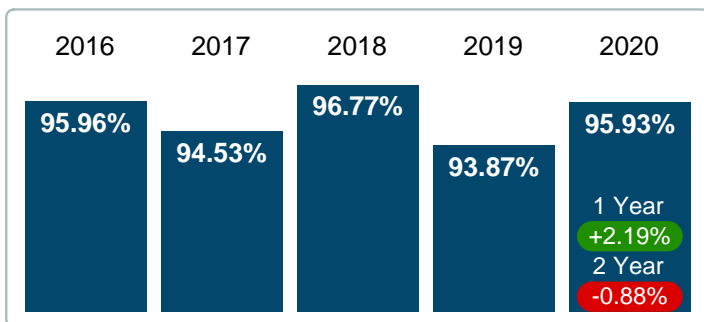
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



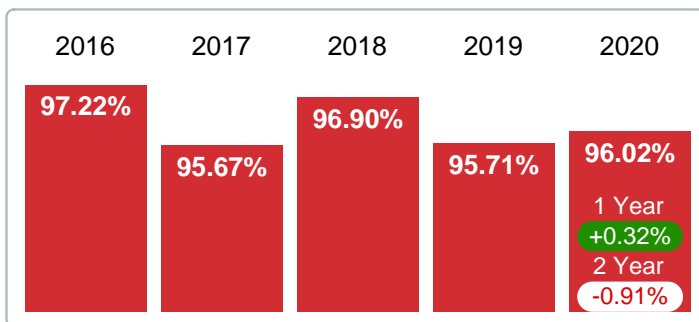
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

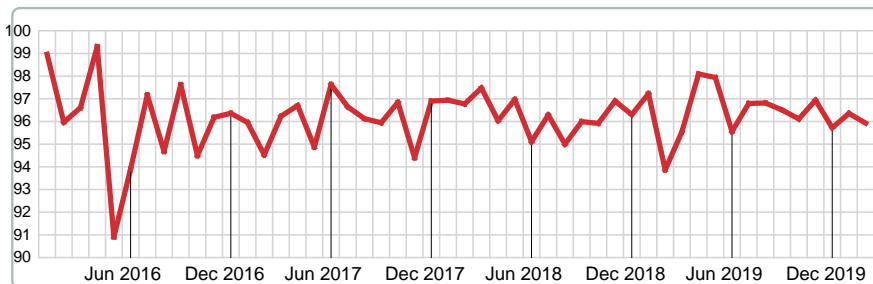
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

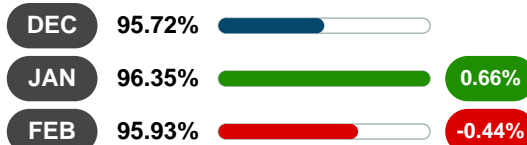


### 3 MONTHS

5 year FEB AVG = 95.41%

High Apr 2016 99.30% Low May 2016 90.91%

Median Sold/List Ratio this month at **95.93%**  
above the 5 yr FEB average of **95.41%**



### 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
\$20,000 and less	2	5.26%	94.44%	94.44%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	6	15.79%	80.69%	77.78%	90.23%	0.00%	0.00%
\$40,001 - \$60,000	5	13.16%	95.45%	100.00%	90.65%	0.00%	0.00%
\$60,001 - \$140,000	10	26.32%	97.18%	95.91%	98.74%	70.75%	0.00%
\$140,001 - \$180,000	6	15.79%	95.40%	94.86%	97.83%	91.19%	0.00%
\$180,001 - \$270,000	5	13.16%	98.42%	100.00%	98.18%	0.00%	0.00%
\$270,001 and up	4	10.53%	94.99%	91.43%	96.99%	95.61%	0.00%
Median Sold/List Ratio		95.93%		94.86%	96.99%	92.09%	0.00%
Total Closed Units		38	100%	17	15	6	
Total Closed Volume		4,792,900		1.56M	2.06M	1.17M	0.00B

# February 2020



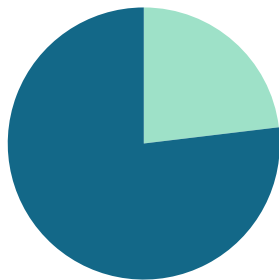
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

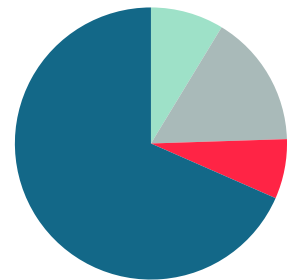


**Inventory**  
 New Listings  
**97 = 23.10%**  
 Start Inventory  
**323**  
 Total Inventory Units  
**420**  
 Volume  
**\$73,431,802**

### Market Activity

Closed Sales  
**38 = 8.70%**  
 Pending Sales  
**69 = 15.79%**  
 Other Off Market  
**31 = 7.09%**  
 Active Inventory  
**299 = 68.42%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	44	38	-13.64%	80	76	-5.00%
Pending Sales	40	69	72.50%	89	122	37.08%
New Listings	75	97	29.33%	176	206	17.05%
Median List Price	118,000	119,450	1.23%	124,900	126,200	1.04%
Median Sale Price	115,000	115,000	0.00%	122,000	115,500	-5.33%
Median Percent of Selling Price to List Price	93.87%	95.93%	2.19%	95.72%	96.02%	0.32%
Median Days on Market to Sale	37.50	24.00	-36.00%	42.50	34.00	-20.00%
Monthly Inventory	360	299	-16.94%	360	299	-16.94%
Months Supply of Inventory	8.31	6.35	-23.56%	8.31	6.35	-23.56%

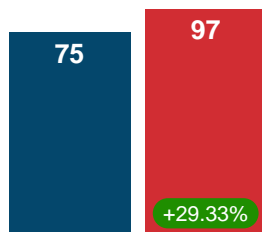
**Absorption:** Last 12 months, an Average of **47** Sales/Month

**Inventory** on February 29, 2020 = **299** 2019 2020

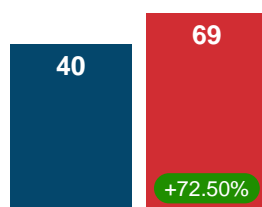
### FEBRUARY MARKET

### MEDIAN PRICES

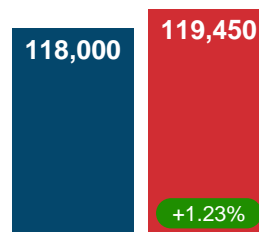
#### New Listings



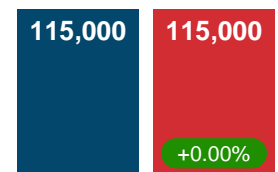
#### Pending Listings



#### List Price



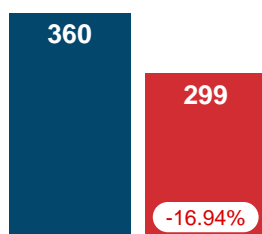
#### Sale Price



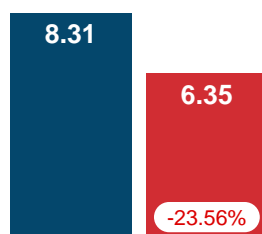
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

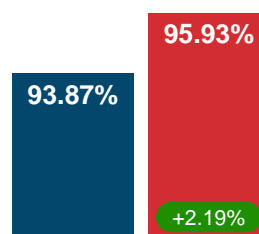
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

