

February 2020



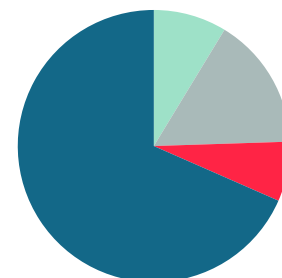
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	44	38	-13.64%
Pending Listings	40	69	72.50%
New Listings	75	97	29.33%
Average List Price	134,944	133,100	-1.37%
Average Sale Price	127,519	126,129	-1.09%
Average Percent of Selling Price to List Price	93.96%	93.16%	-0.86%
Average Days on Market to Sale	54.27	51.95	-4.28%
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.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.09%** in February 2020 to \$126,129 versus the previous year at \$127,519.

Average Days on Market Shortens

The average number of **51.95** days that homes spent on the market before selling decreased by 2.33 days or **4.28%** in February 2020 compared to last year's same month at **54.27** DOM.

Sales Success for February 2020 is Positive

Overall, with Average Prices falling 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

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

February 2020



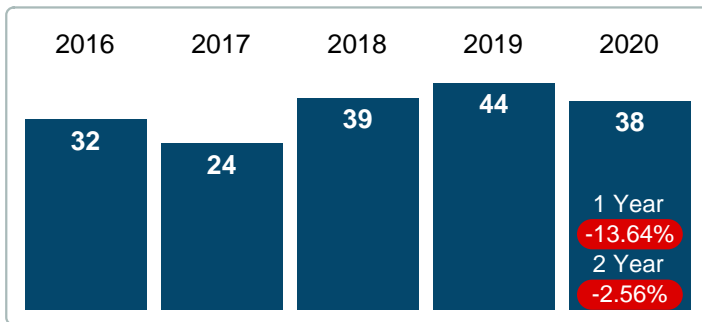
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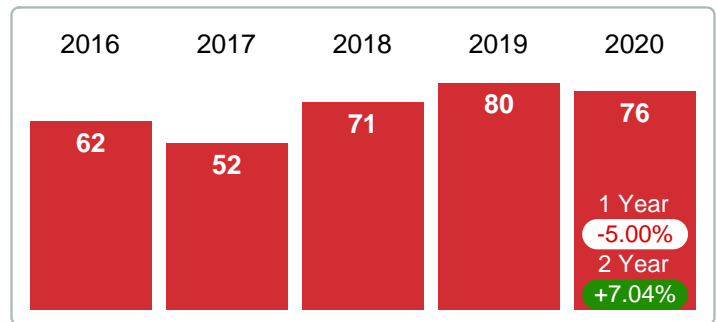
CLOSED LISTINGS

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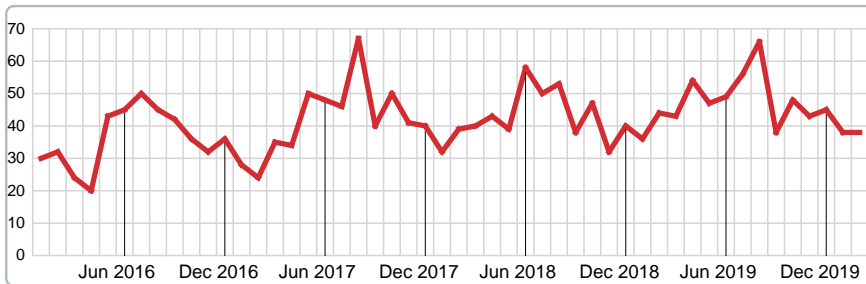
FEBRUARY



YEAR TO DATE (YTD)

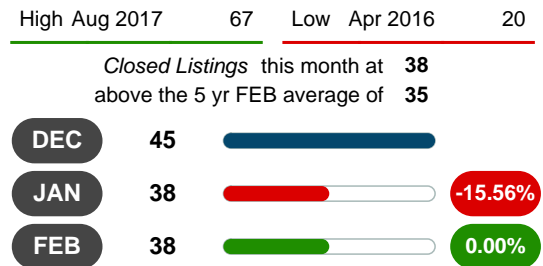


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	75.5	5	1	0	0
\$40,001 - \$60,000	5	13.16%	35.4	3	2	0	0
\$60,001 - \$140,000	10	26.32%	58.6	3	6	1	0
\$140,001 - \$180,000	6	15.79%	63.0	1	2	3	0
\$180,001 - \$270,000	5	13.16%	18.8	2	3	0	0
\$270,001 and up	4	10.53%	68.0	1	1	2	0
Total Closed Units	38			17	15	6	0
Total Closed Volume	4,792,900	100%	51.9	1.56M	2.06M	1.17M	0.00B
Average Closed Price	\$126,129			\$91,759	\$137,433	\$195,250	\$0

February 2020



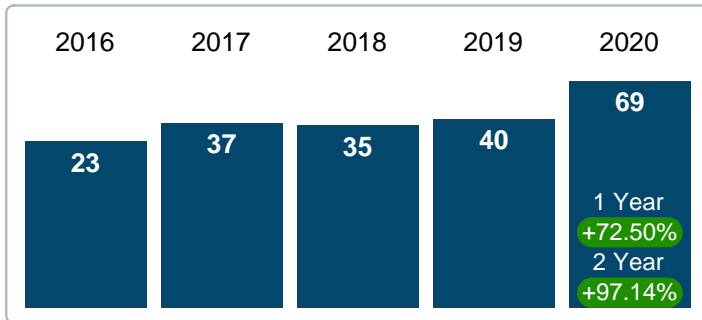
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



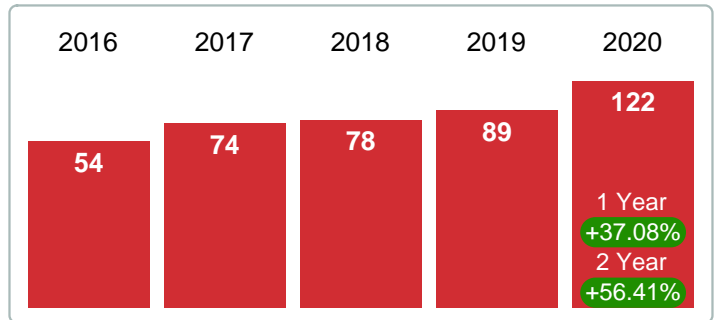
PENDING LISTINGS

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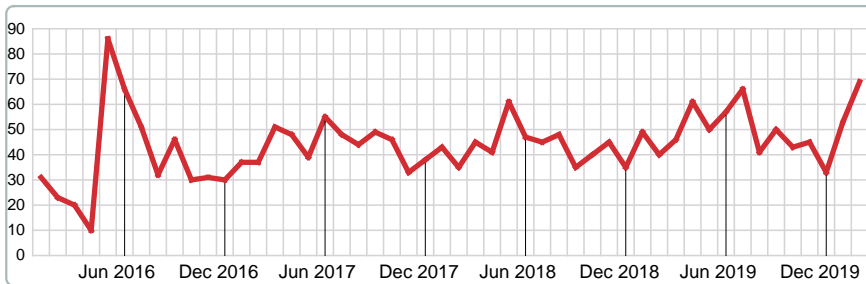
FEBRUARY



YEAR TO DATE (YTD)

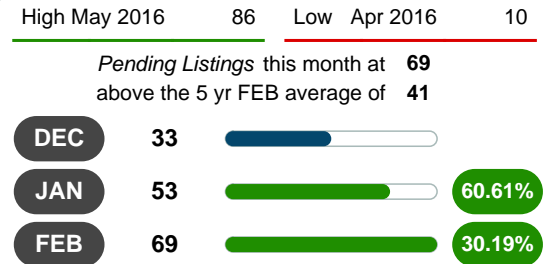


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.80%	8.3	3	1	0	0
\$30,001 - \$60,000	11	15.94%	43.0	7	2	2	0
\$60,001 - \$90,000	10	14.49%	38.1	3	6	1	0
\$90,001 - \$180,000	18	26.09%	54.8	3	10	5	0
\$180,001 - \$230,000	9	13.04%	33.0	1	6	2	0
\$230,001 - \$280,000	8	11.59%	31.6	1	5	2	0
\$280,001 and up	9	13.04%	15.2	1	4	3	1
Total Pending Units	69			19	34	15	1
Total Pending Volume	11,232,390	100%	29.3	1.78M	6.07M	2.68M	700.00K
Average Listing Price	\$131,544			\$93,942	\$178,482	\$178,606	\$700,000

February 2020



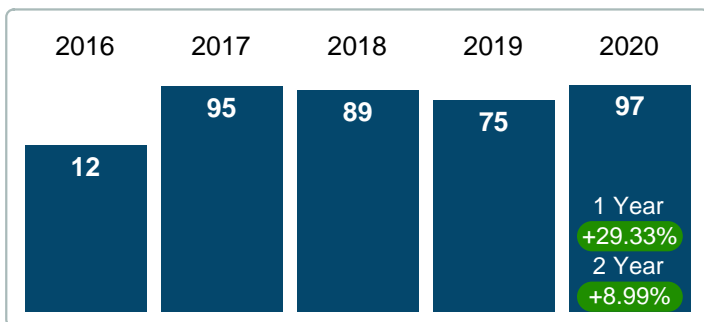
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



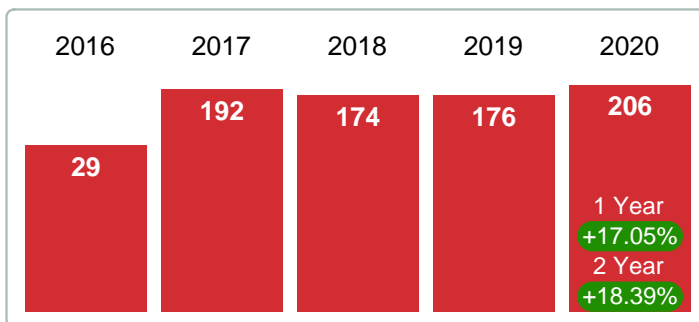
NEW LISTINGS

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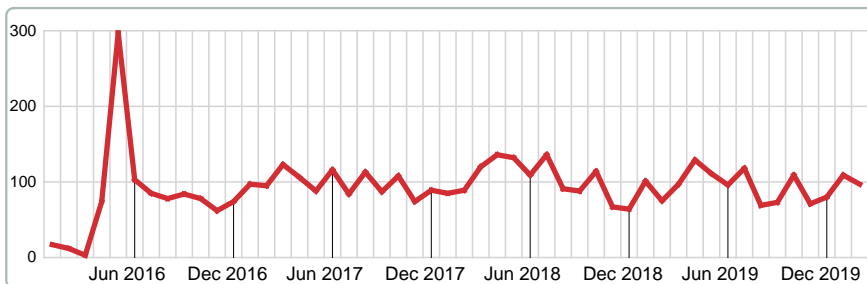
FEBRUARY



YEAR TO DATE (YTD)

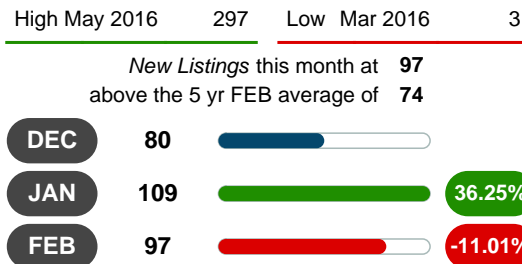


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	4	4.12%	2	1	1	0
\$25,001 - \$75,000	15	15.46%	13	2	0	0
\$75,001 - \$100,000	15	15.46%	7	7	0	1
\$100,001 - \$175,000	20	20.62%	4	13	3	0
\$175,001 - \$275,000	20	20.62%	6	12	0	2
\$275,001 - \$375,000	13	13.40%	4	6	3	0
\$375,001 and up	10	10.31%	5	2	1	2
Total New Listed Units	97		41	43	8	5
Total New Listed Volume	18,611,500	100%	7.16M	7.80M	1.74M	1.91M
Average New Listed Listing Price	\$215,000		\$174,680	\$181,342	\$217,800	\$381,900

February 2020



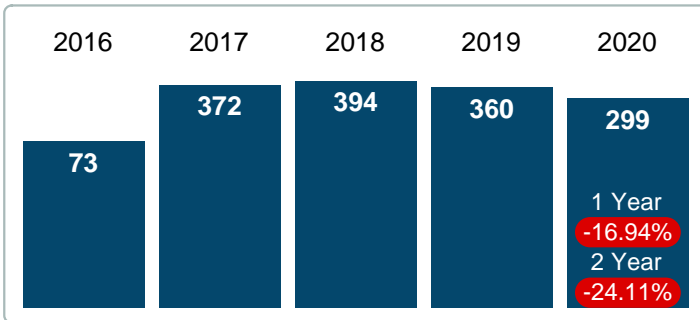
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



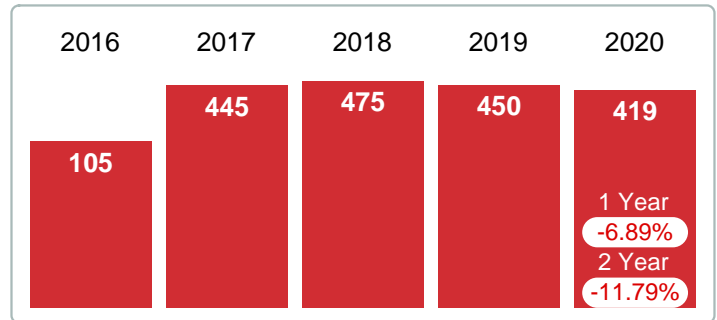
ACTIVE INVENTORY

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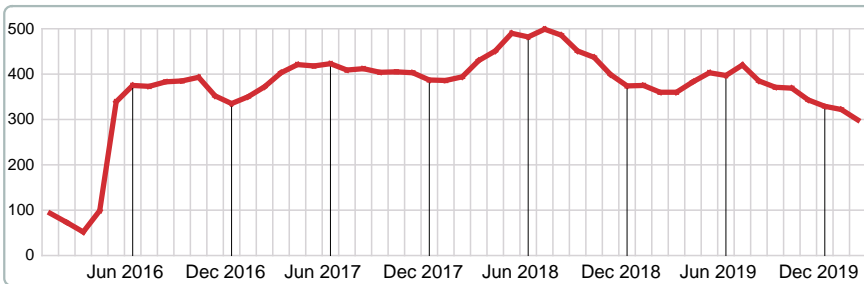
END OF FEBRUARY



ACTIVE DURING FEBRUARY

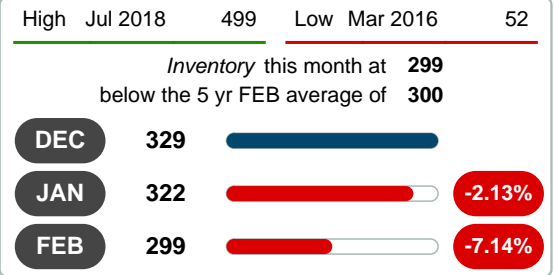


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 300



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	31	10.37%	78.5	31	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	68	22.74%	90.9	55	11	1	1
\$75,001 - \$150,000	74	24.75%	70.9	21	48	4	1
\$150,001 - \$225,000	53	17.73%	80.9	16	24	10	3
\$225,001 - \$375,000	44	14.72%	78.6	18	14	10	2
\$375,001 and up	29	9.70%	72.0	19	3	6	1
Total Active Inventory by Units	299			160	100	31	8
Total Active Inventory by Volume	52,923,307	100%	79.2	26.07M	15.60M	8.64M	2.61M
Average Active Inventory Listing Price	\$177,001			\$162,943	\$156,049	\$278,658	\$326,138

February 2020



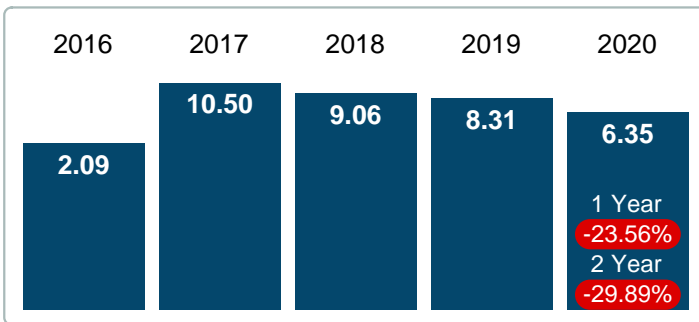
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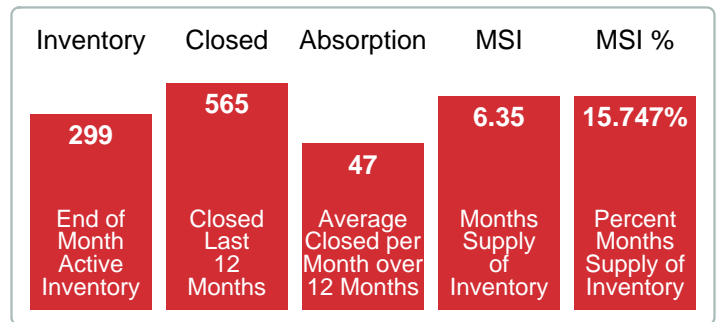
MONTHS SUPPLY of INVENTORY (MSI)

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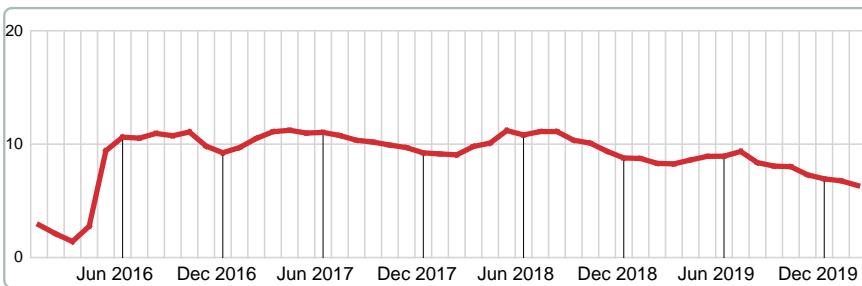
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

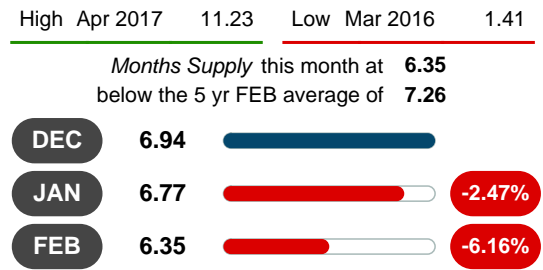


5 YEAR MARKET ACTIVITY TRENDS



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		100%	6.35	160	100	31	8

February 2020



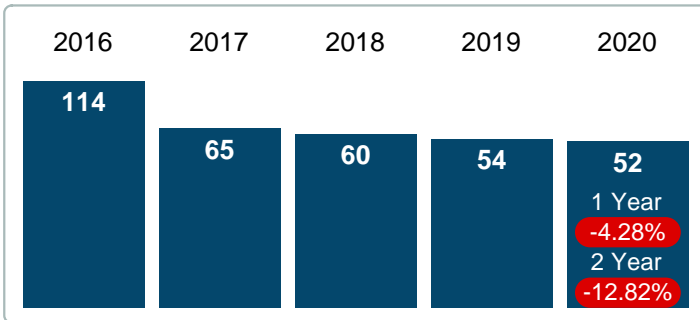
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



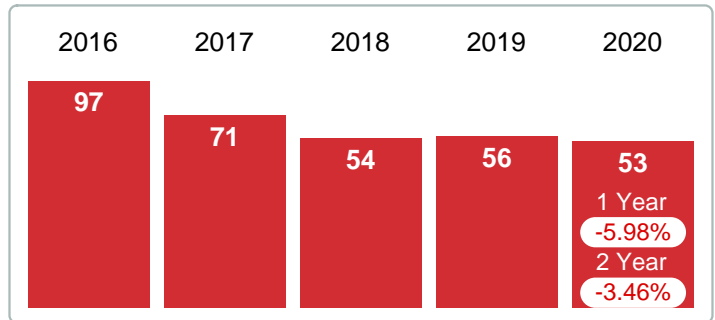
AVERAGE DAYS ON MARKET TO SALE

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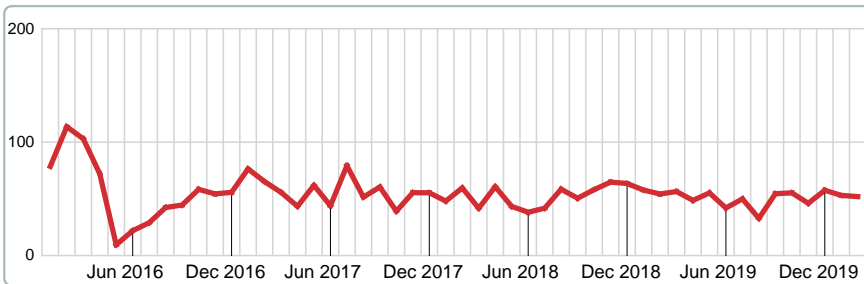
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

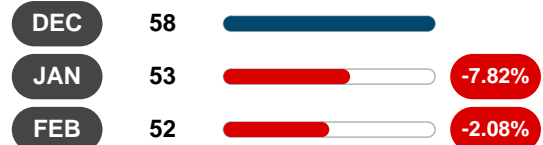


3 MONTHS

5 year FEB AVG = 69

High Feb 2016 114 Low May 2016 9

Average Days on Market to Sale this month at 52 below the 5 yr FEB average of 69



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
\$20,000 and less	5.26%	7	7	0	0	0
\$20,001 - \$40,000	15.79%	76	86	21	0	0
\$40,001 - \$60,000	13.16%	35	56	4	0	0
\$60,001 - \$140,000	26.32%	59	11	63	174	0
\$140,001 - \$180,000	15.79%	63	27	8	112	0
\$180,001 - \$270,000	13.16%	19	3	30	0	0
\$270,001 and up	10.53%	68	1	134	69	0
Average Closed DOM		52	40	43	108	0
Total Closed Units	100%	52	17	15	6	0
Total Closed Volume		4,792,900	1.56M	2.06M	1.17M	0.00B

February 2020



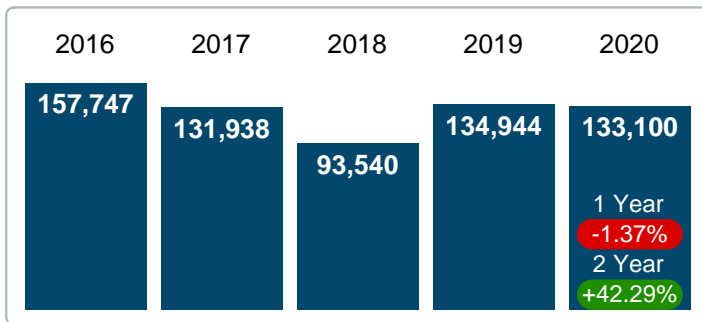
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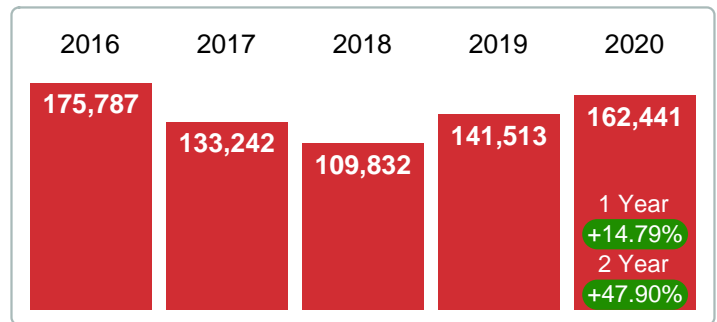
AVERAGE LIST PRICE AT CLOSING

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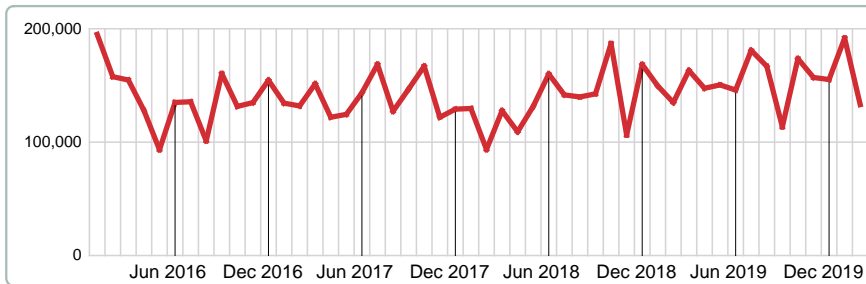
FEBRUARY



YEAR TO DATE (YTD)

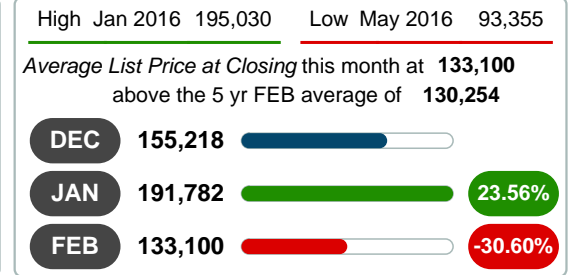


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 130,254



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
\$20,000 and less	5.26%	19,000	19,000	0	0	0
\$20,001 - \$40,000	7.89%	33,233	40,960	39,900	0	0
\$40,001 - \$60,000	18.42%	51,200	56,467	56,950	0	0
\$60,001 - \$140,000	26.32%	101,150	99,767	107,050	159,000	0
\$140,001 - \$180,000	15.79%	158,783	175,000	157,400	163,633	0
\$180,001 - \$270,000	13.16%	208,400	212,500	235,000	0	0
\$270,001 and up	13.16%	311,100	350,000	299,000	315,750	0
Average List Price		133,100	97,735	140,993	213,567	0
Total Closed Units	100%	133,100	17	15	6	0
Total Closed Volume		5,057,800	1.66M	2.11M	1.28M	0.00B

February 2020



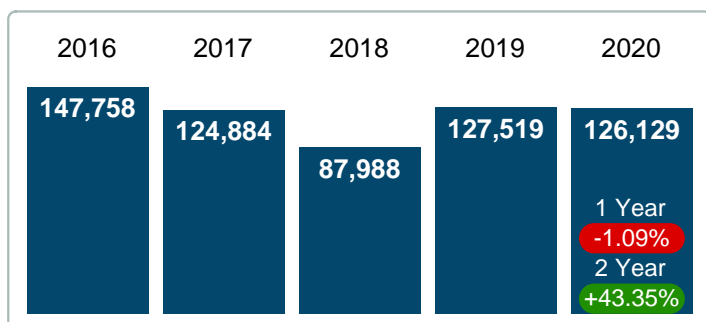
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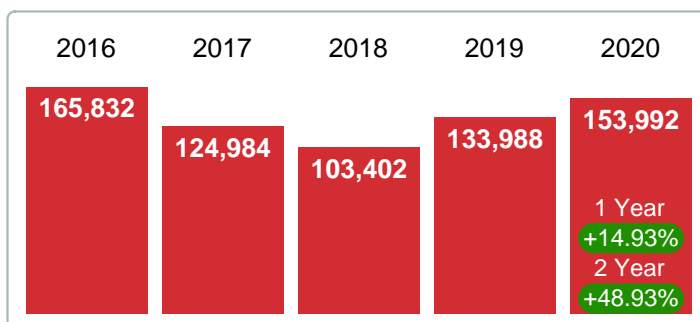
AVERAGE SOLD PRICE AT CLOSING

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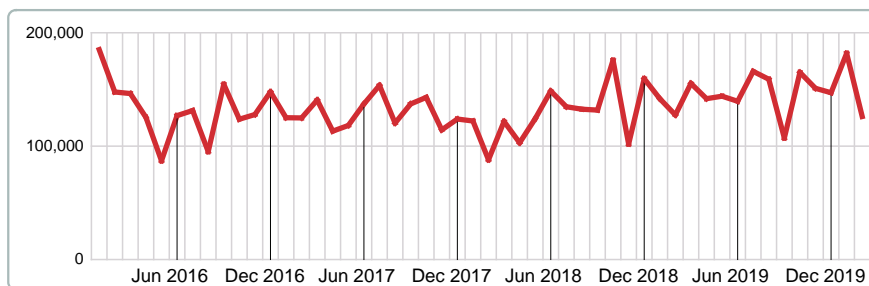
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

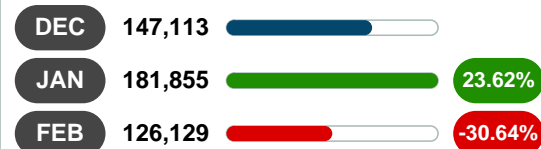


3 MONTHS

5 year FEB AVG = 122,856

High Jan 2016 185,110 Low May 2016 87,122

Average Sold Price at Closing this month at 126,129 above the 5 yr FEB average of 122,856



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
\$20,000 and less	5.26%	18,000	18,000	0	0	0
\$20,001 - \$40,000	15.79%	32,500	31,800	36,000	0	0
\$40,001 - \$60,000	13.16%	53,780	55,633	51,000	0	0
\$60,001 - \$140,000	26.32%	103,600	95,667	106,083	112,500	0
\$140,001 - \$180,000	15.79%	155,083	166,000	153,750	152,333	0
\$180,001 - \$270,000	13.16%	222,900	212,500	229,833	0	0
\$270,001 and up	10.53%	303,000	320,000	290,000	301,000	0
Average Sold Price		126,129	91,759	137,433	195,250	0
Total Closed Units	100%	126,129	17	15	6	0
Total Closed Volume		4,792,900	1.56M	2.06M	1.17M	0.00B

February 2020



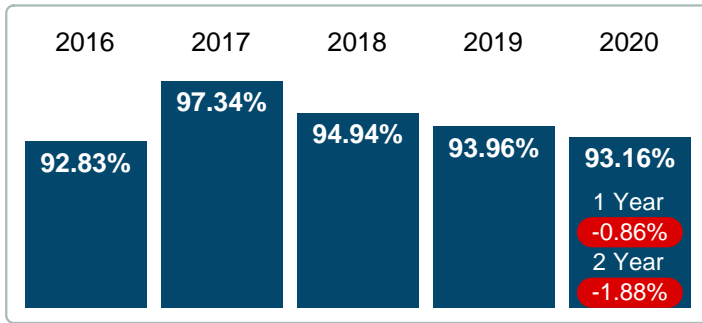
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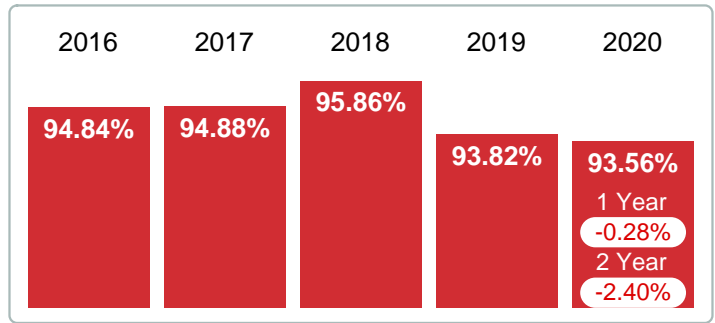
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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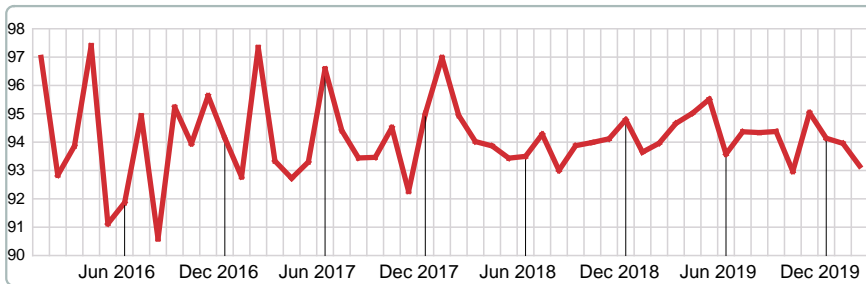
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

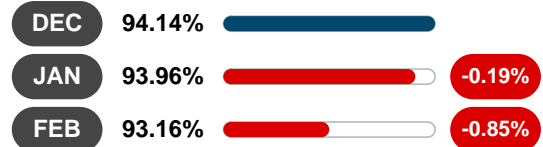


3 MONTHS

5 year FEB AVG = 94.45%

High Apr 2016 97.41% Low Aug 2016 90.59%

Average Sold/List Ratio this month at **93.16%**
below the 5 yr FEB average of **94.45%**



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
\$20,000 and less	2	5.26%	94.44%	94.44%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	6	15.79%	80.59%	78.66%	90.23%	0.00%	0.00%
\$40,001 - \$60,000	5	13.16%	95.25%	98.32%	90.65%	0.00%	0.00%
\$60,001 - \$140,000	10	26.32%	94.73%	96.08%	98.05%	70.75%	0.00%
\$140,001 - \$180,000	6	15.79%	95.16%	94.86%	97.83%	93.47%	0.00%
\$180,001 - \$270,000	5	13.16%	98.70%	100.00%	97.83%	0.00%	0.00%
\$270,001 and up	4	10.53%	94.91%	91.43%	96.99%	95.61%	0.00%
Average Sold/List Ratio		93.20%		91.27%	96.40%	90.40%	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



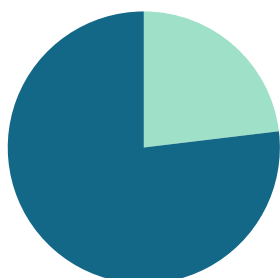
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

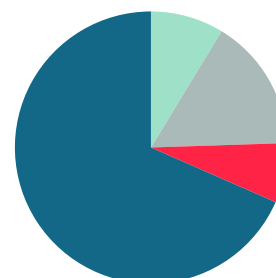


Inventory
 New Listings
97 = 23.10%
 Start Inventory
323
 Total Inventory Units
420
 Volume
\$73,431,802

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%
Average List Price	134,944	133,100	-1.37%	141,513	162,441	14.79%
Average Sale Price	127,519	126,129	-1.09%	133,988	153,992	14.93%
Average Percent of Selling Price to List Price	93.96%	93.16%	-0.86%	93.82%	93.56%	-0.28%
Average Days on Market to Sale	54.27	51.95	-4.28%	55.84	52.50	-5.98%
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%

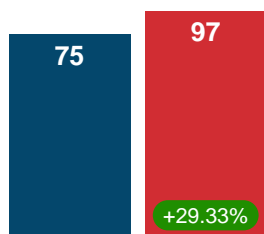
Absorption: Last 12 months, an Average of **47** Sales/Month

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

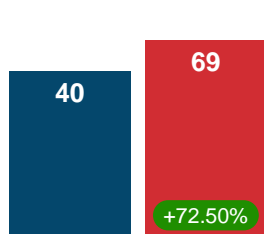
FEBRUARY MARKET

AVERAGE PRICES

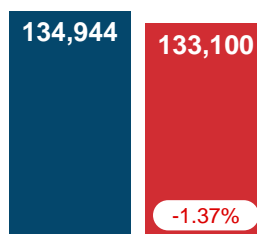
New Listings



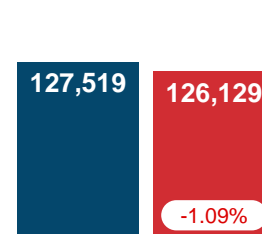
Pending Listings



List Price



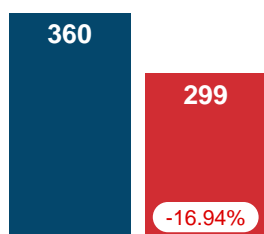
Sale Price



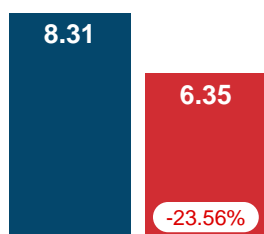
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

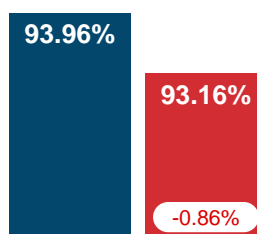
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

