

January 2020



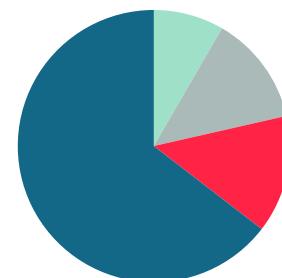
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	36	37	2.78%
Pending Listings	49	58	18.37%
New Listings	101	109	7.92%
Median List Price	145,450	134,900	-7.25%
Median Sale Price	126,250	132,000	4.55%
Median Percent of Selling Price to List Price	97.23%	96.10%	-1.15%
Median Days on Market to Sale	46.50	45.00	-3.23%
End of Month Inventory	375	286	-23.73%
Months Supply of Inventory	8.74	6.02	-31.09%



■ Closed (8.35%)
■ Pending (13.09%)
■ Other OffMarket (14.00%)
■ Active (64.56%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of January 31, 2020 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **23.73%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **6.02** 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 **4.55%** in January 2020 to \$132,000 versus the previous year at \$126,250.

Median Days on Market Shortens

The median number of **45.00** days that homes spent on the market before selling decreased by 1.50 days or **3.23%** in January 2020 compared to last year's same month at **46.50** DOM.

Sales Success for January 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 109 New Listings in January 2020, up **7.92%** from last year at 101. Furthermore, there were 37 Closed Listings this month versus last year at 36, a **2.78%** increase.

Closed versus Listed trends yielded a **33.9%** ratio, down from previous year's, January 2019, at **35.6%**, a **4.77%** downswing. 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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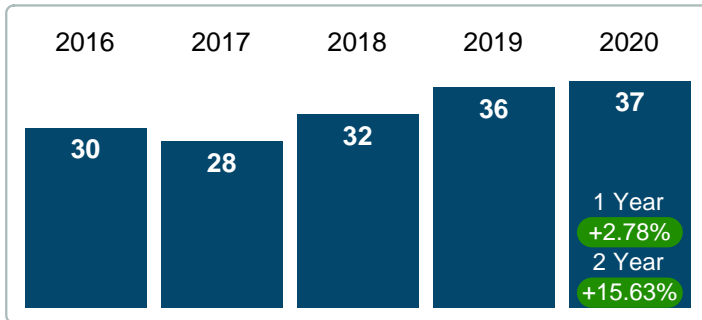
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



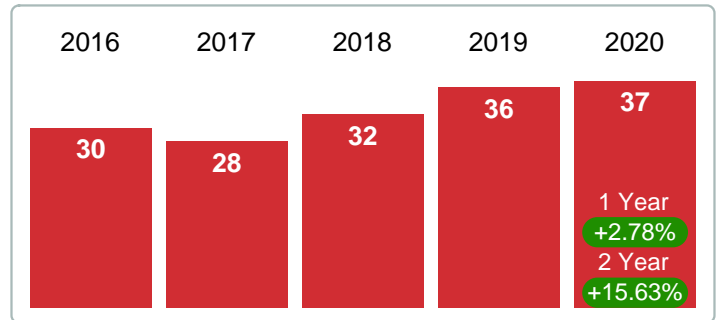
CLOSED LISTINGS

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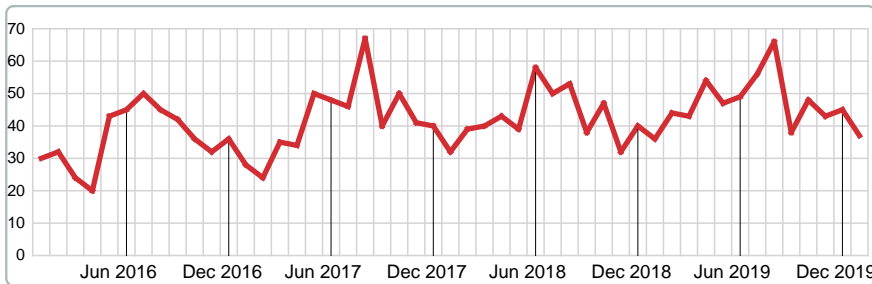
JANUARY



YEAR TO DATE (YTD)

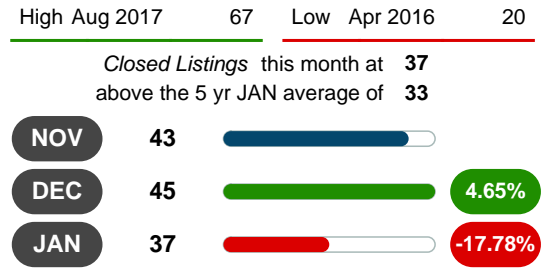


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



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	2	5.41%	48.5	0	2	0	0
\$40,001 - \$60,000	4	10.81%	55.5	2	2	0	0
\$60,001 - \$80,000	7	18.92%	20.0	1	4	1	1
\$80,001 - \$140,000	10	27.03%	48.5	3	6	1	0
\$140,001 - \$180,000	5	13.51%	35.0	0	4	1	0
\$180,001 - \$330,000	4	10.81%	30.5	0	3	0	1
\$330,001 and up	5	13.51%	72.0	1	1	2	1
Total Closed Units	37			7	22	5	3
Total Closed Volume	6,571,500	100%	45.0	1.16M	2.67M	1.05M	1.69M
Median Closed Price	\$132,000			\$81,500	\$104,950	\$147,000	\$320,000

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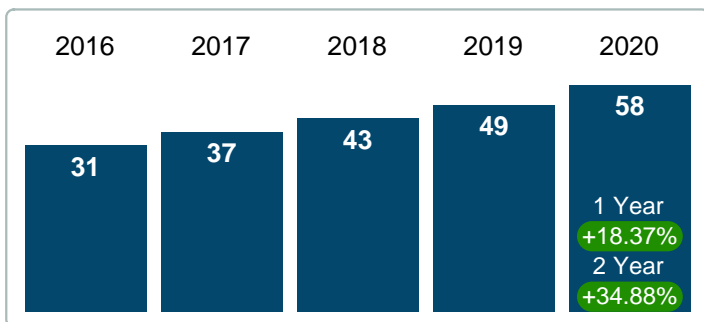
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



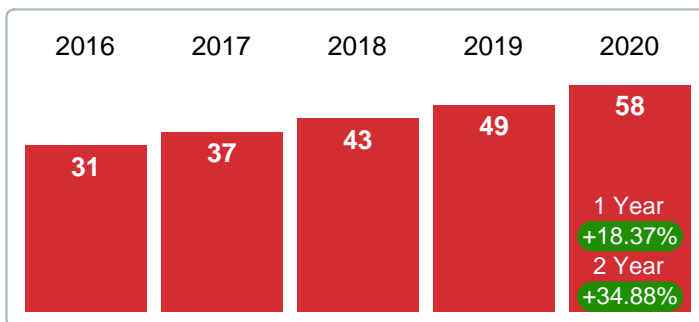
PENDING LISTINGS

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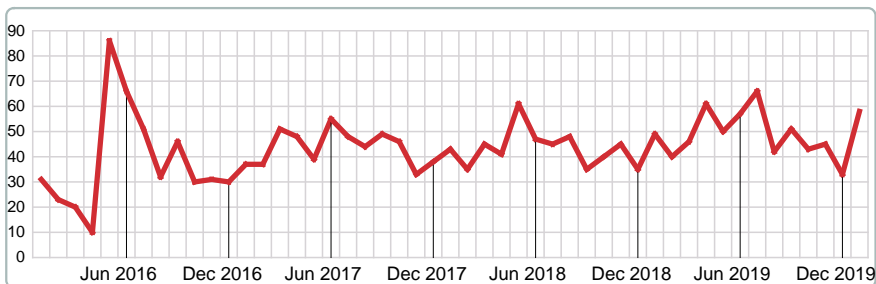
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 44

High May 2016 86 Low Apr 2016 10

Pending Listings this month at 58 above the 5 yr JAN average of 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	72.0	0	0	0	0
\$25,001 - \$50,000	8	13.79%	27.0	5	3	0	0
\$50,001 - \$100,000	13	22.41%	4.0	4	8	1	0
\$100,001 - \$150,000	8	13.79%	39.0	1	5	2	0
\$150,001 - \$225,000	16	27.59%	61.5	2	10	3	1
\$225,001 - \$275,000	4	6.90%	21.5	0	2	1	1
\$275,001 and up	9	15.52%	52.0	0	4	4	1
Total Pending Units	58			12	32	11	3
Total Pending Volume	10,123,700	100%	30.5	987.30K	4.85M	2.57M	1.72M
Median Listing Price	\$152,200			\$55,000	\$152,200	\$225,000	\$250,000

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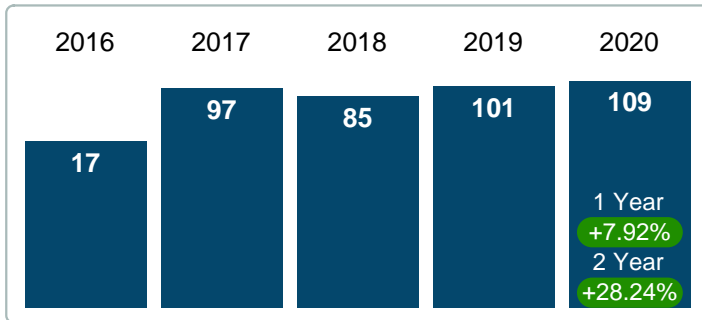
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



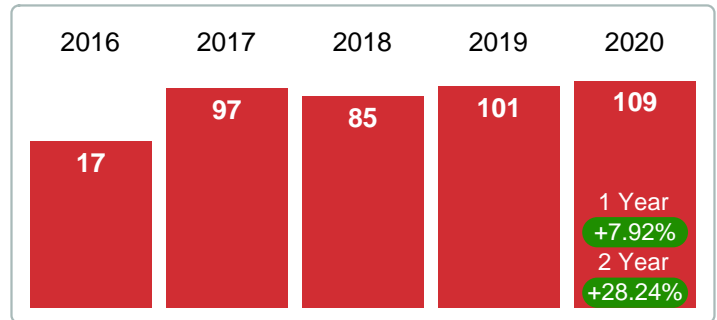
NEW LISTINGS

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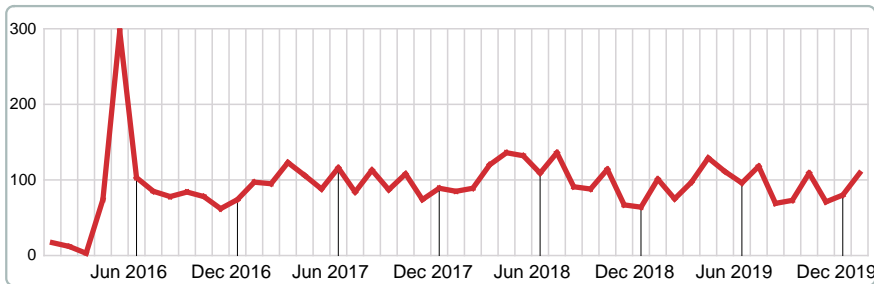
JANUARY



YEAR TO DATE (YTD)

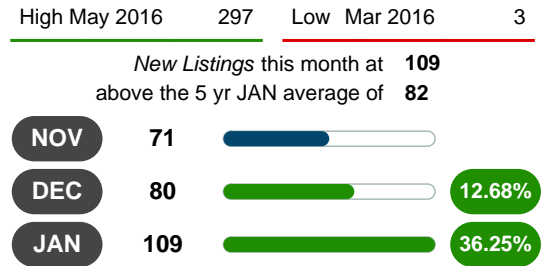


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 82



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$50,000	24	22.02%	22	1	1	0
\$50,001 - \$80,000	17	15.60%	7	8	2	0
\$80,001 - \$170,000	28	25.69%	6	19	2	1
\$170,001 - \$240,000	15	13.76%	3	8	4	0
\$240,001 - \$350,000	14	12.84%	2	5	6	1
\$350,001 and up	11	10.09%	5	2	3	1
Total New Listed Units	109		45	43	18	3
Total New Listed Volume	20,787,239	100%	7.06M	7.14M	4.82M	1.77M
Median New Listed Listing Price	\$139,900		\$55,000	\$149,900	\$247,200	\$299,000

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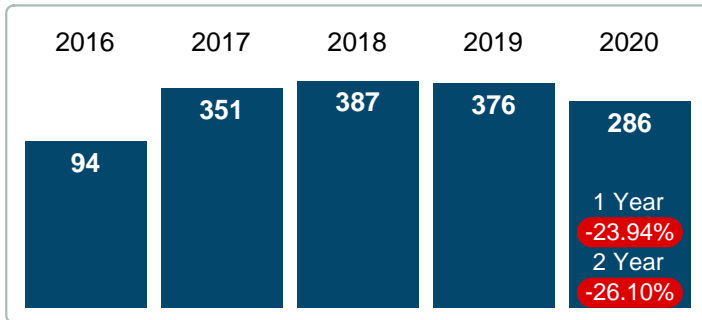
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



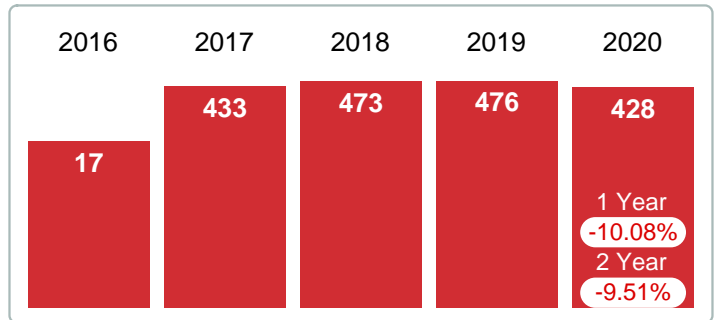
ACTIVE INVENTORY

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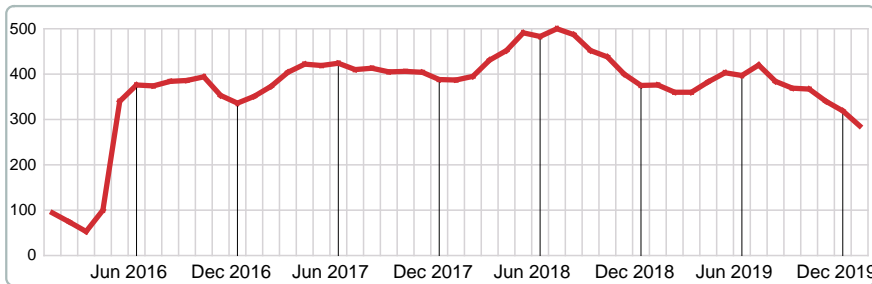
END OF JANUARY



ACTIVE DURING JANUARY

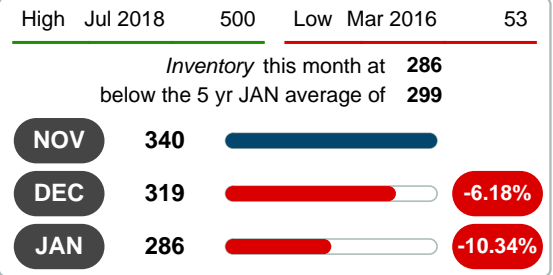


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 299



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	24	8.39%	10.5	24	0	0	0			
\$20,001 - \$40,000	37	12.94%	86.0	34	2	1	0			
\$40,001 - \$70,000	31	10.84%	67.0	24	5	2	0			
\$70,001 - \$160,000	82	28.67%	80.0	26	47	8	1			
\$160,001 - \$230,000	45	15.73%	58.0	11	22	11	1			
\$230,001 - \$360,000	37	12.94%	72.0	13	12	11	1			
\$360,001 and up	30	10.49%	75.0	20	5	4	1			
Total Active Inventory by Units				286		152	93	37	4	
Total Active Inventory by Volume				50,095,264	100%	68.5	24.01M	15.38M	8.81M	1.90M
Median Active Inventory Listing Price				\$119,000			\$59,950	\$138,000	\$205,000	\$261,800

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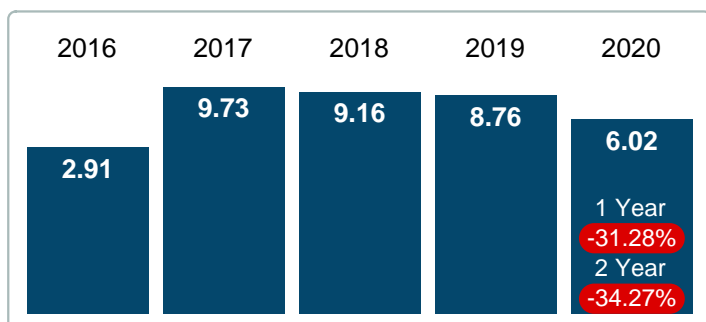
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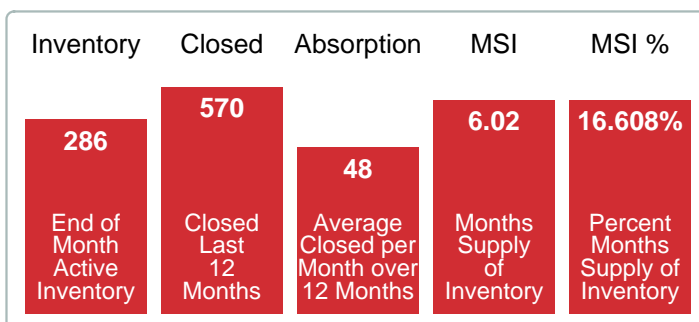
MONTHS SUPPLY of INVENTORY (MSI)

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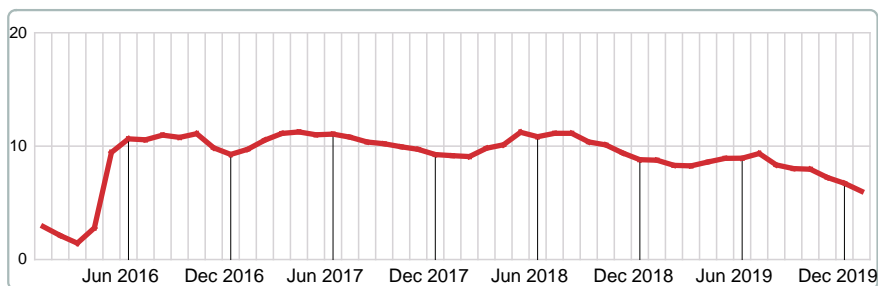
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

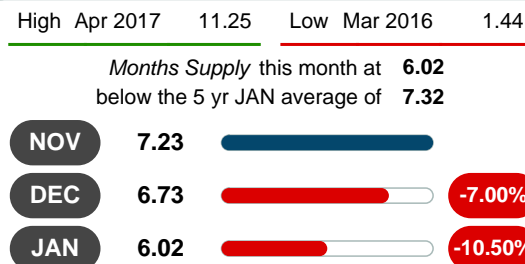


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 7.32



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	24	8.39%	13.09	16.00	0.00	0.00	0.00
\$20,001 - \$40,000	37	12.94%	11.38	14.07	2.40	0.00	0.00
\$40,001 - \$70,000	31	10.84%	4.71	8.73	1.36	12.00	0.00
\$70,001 - \$160,000	82	28.67%	4.13	6.64	3.42	4.17	4.00
\$160,001 - \$230,000	45	15.73%	5.05	33.00	3.47	5.28	6.00
\$230,001 - \$360,000	37	12.94%	7.05	22.29	5.14	6.29	1.71
\$360,001 and up	30	10.49%	16.36	48.00	15.00	6.00	2.40
Market Supply of Inventory (MSI)	6.02		6.02	12.76	3.37	5.62	2.82
Total Active Inventory by Units	286	100%	6.02	152	93	37	4

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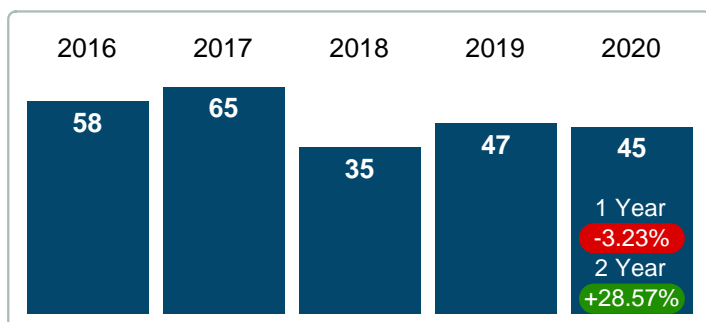
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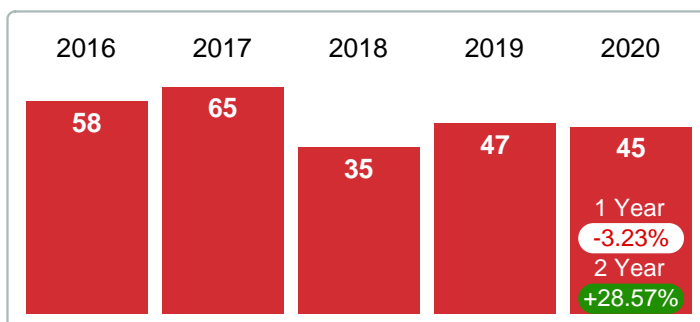
MEDIAN DAYS ON MARKET TO SALE

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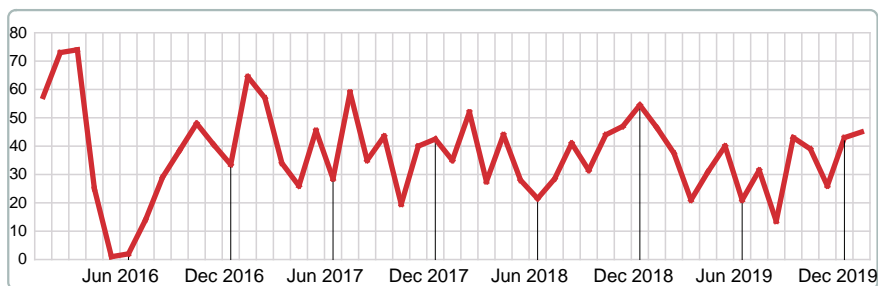
JANUARY



YEAR TO DATE (YTD)

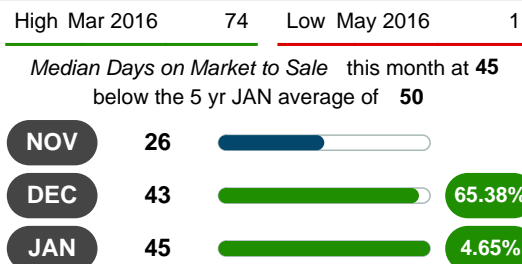


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 50



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	5.41%	49	0	49	0	0
\$40,001 - \$60,000	10.81%	56	96	24	0	0
\$60,001 - \$80,000	18.92%	20	107	17	140	20
\$80,001 - \$140,000	27.03%	49	78	15	77	0
\$140,001 - \$180,000	13.51%	35	0	36	13	0
\$180,001 - \$330,000	10.81%	31	0	51	0	10
\$330,001 and up	13.51%	72	72	105	113	3
Median Closed DOM		45	78	30	77	10
Total Closed Units	100%	37	7	22	5	3
Total Closed Volume		6,571,500	1.16M	2.67M	1.05M	1.69M

January 2020



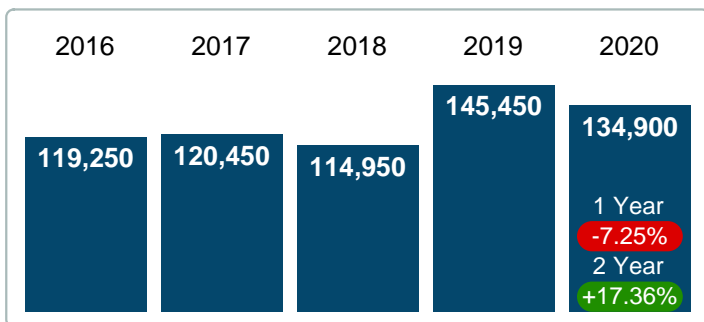
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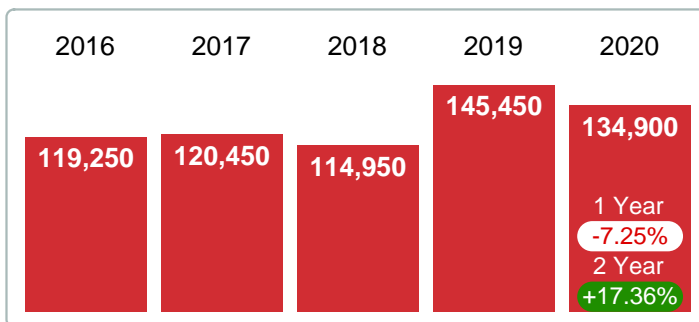
MEDIAN LIST PRICE AT CLOSING

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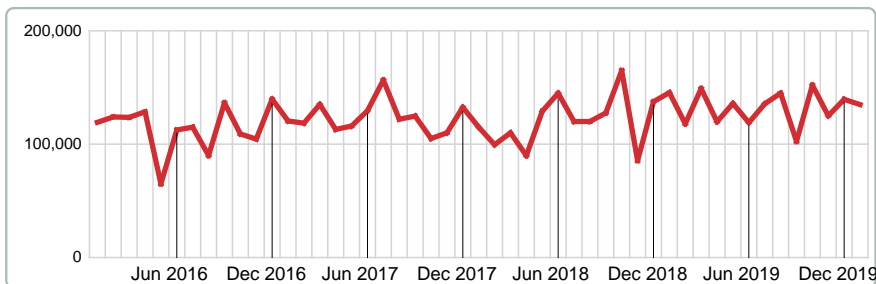
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 127,000

High Oct 2018 164,900 Low May 2016 65,000
 Median List Price at Closing this month at **134,900**
 above the 5 yr JAN average of **127,000**

NOV	125,000	
DEC	139,500	11.60%
JAN	134,900	-3.30%

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	1	2.70%	1,300	0	1,300	0	0
\$40,001 - \$60,000	5	13.51%	49,900	47,450	49,900	0	0
\$60,001 - \$80,000	6	16.22%	72,450	70,000	71,250	0	74,900
\$80,001 - \$140,000	10	27.03%	108,450	121,000	107,400	112,450	0
\$140,001 - \$180,000	5	13.51%	159,000	159,000	165,000	154,900	0
\$180,001 - \$330,000	5	13.51%	209,000	0	199,450	0	314,900
\$330,001 and up	5	13.51%	355,000	790,000	355,000	345,750	1,300,000
Median List Price			134,900	102,000	107,400	154,900	314,900
Total Closed Units		100%	134,900	7	22	5	3
Total Closed Volume			6,943,700	1.36M	2.83M	1.07M	1.69M

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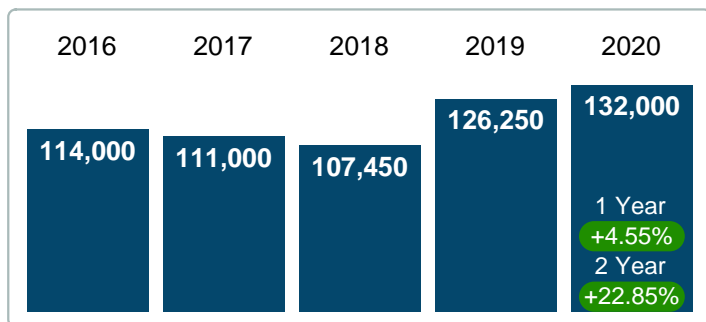
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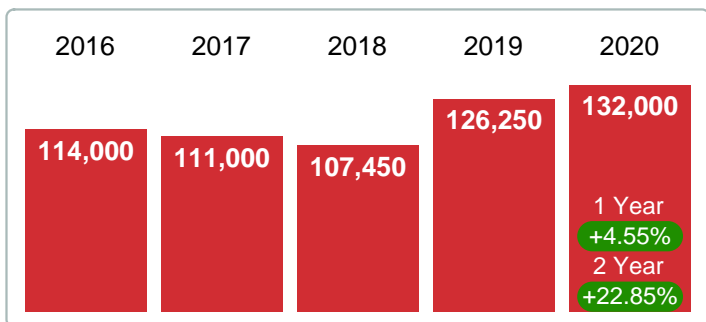
MEDIAN SOLD PRICE AT CLOSING

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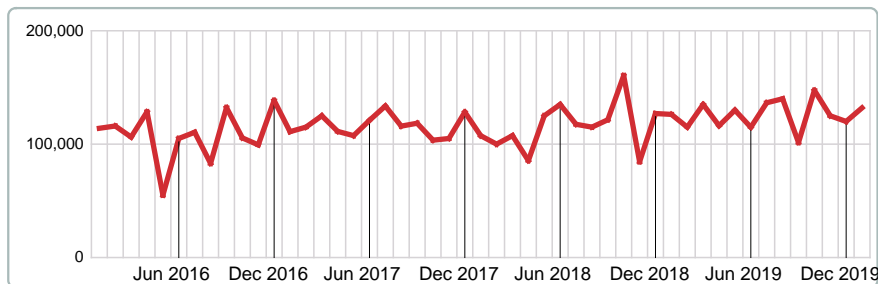
JANUARY



YEAR TO DATE (YTD)

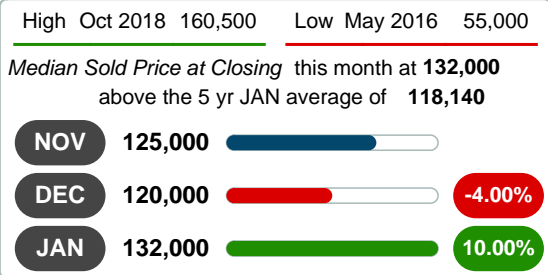


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 118,140



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	5.41%	15,650	0	15,650	0	0
\$40,001 - \$60,000	10.81%	44,250	44,250	46,000	0	0
\$60,001 - \$80,000	18.92%	74,000	62,000	71,000	79,000	74,000
\$80,001 - \$140,000	27.03%	121,500	138,500	104,950	139,900	0
\$140,001 - \$180,000	13.51%	156,000	0	158,000	147,000	0
\$180,001 - \$330,000	10.81%	239,500	0	209,000	0	320,000
\$330,001 and up	13.51%	347,500	648,900	333,000	340,250	1,300,000
Median Sold Price		132,000	81,500	104,950	147,000	320,000
Total Closed Units		37	7	22	5	3
Total Closed Volume		6,571,500	1.16M	2.67M	1.05M	1.69M

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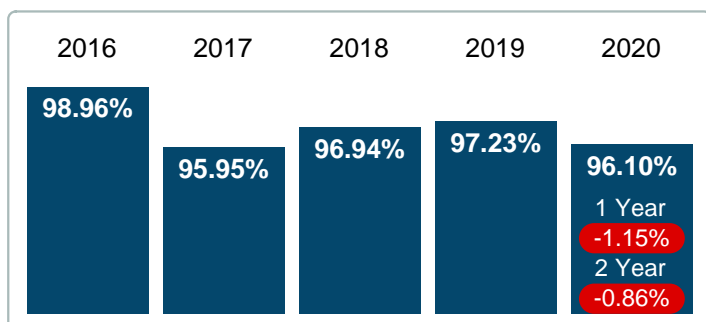
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



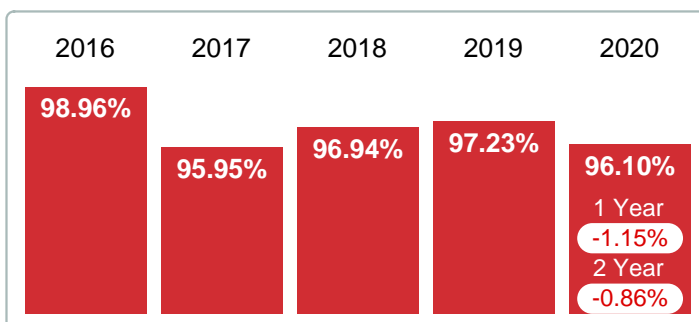
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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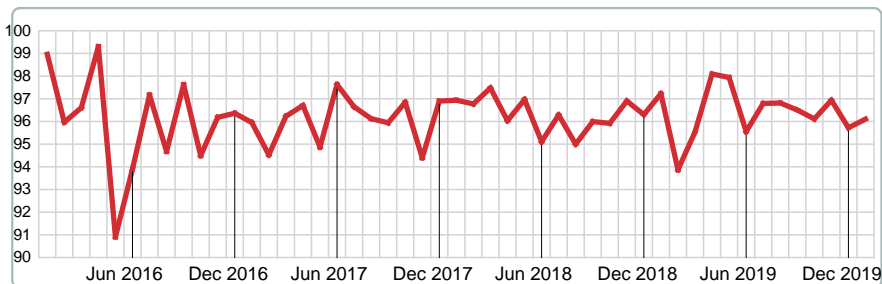
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

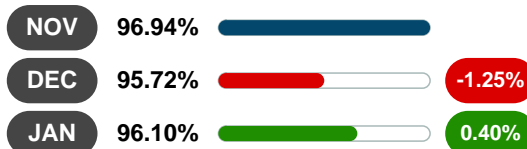


3 MONTHS

5 year JAN AVG = 97.04%

High Apr 2016 99.30% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.10%**
below the 5 yr JAN average of **97.04%**



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	2	5.41%	80.61%	0.00%	80.61%	0.00%	0.00%
\$40,001 - \$60,000	4	10.81%	88.18%	93.31%	83.82%	0.00%	0.00%
\$60,001 - \$80,000	7	18.92%	97.47%	88.57%	98.73%	92.94%	98.80%
\$80,001 - \$140,000	10	27.03%	97.80%	87.11%	97.80%	100.00%	0.00%
\$140,001 - \$180,000	5	13.51%	90.97%	0.00%	90.18%	94.90%	0.00%
\$180,001 - \$330,000	4	10.81%	98.05%	0.00%	96.10%	0.00%	101.62%
\$330,001 and up	5	13.51%	95.28%	82.14%	93.80%	98.44%	100.00%
Median Sold/List Ratio		96.10%		88.57%	97.04%	95.28%	100.00%
Total Closed Units		37	100%	7	22	5	3
Total Closed Volume		6,571,500		1.16M	2.67M	1.05M	1.69M

January 2020



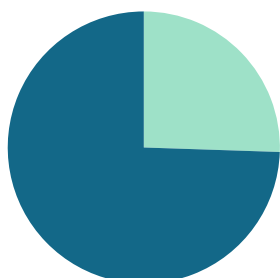
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

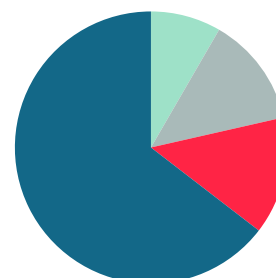


Inventory
 New Listings
109 = 25.53%
 Start Inventory
318
 Total Inventory Units
427
 Volume
\$78,270,763

Market Activity

Closed Sales
37 = 8.35%
 Pending Sales
58 = 13.09%
 Other Off Market
62 = 14.00%
 Active Inventory
286 = 64.56%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	36	37	2.78%	36	37	2.78%
Pending Sales	49	58	18.37%	49	58	18.37%
New Listings	101	109	7.92%	101	109	7.92%
Median List Price	145,450	134,900	-7.25%	145,450	134,900	-7.25%
Median Sale Price	126,250	132,000	4.55%	126,250	132,000	4.55%
Median Percent of Selling Price to List Price	97.23%	96.10%	-1.15%	97.23%	96.10%	-1.15%
Median Days on Market to Sale	46.50	45.00	-3.23%	46.50	45.00	-3.23%
Monthly Inventory	375	286	-23.73%	375	286	-23.73%
Months Supply of Inventory	8.74	6.02	-31.09%	8.74	6.02	-31.09%

Absorption: Last 12 months, an Average of **48** Sales/Month

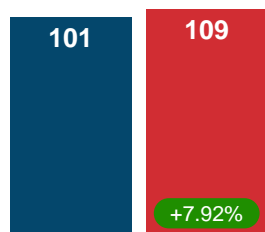
Inventory on January 31, 2020 = **286**

2019 **2020**

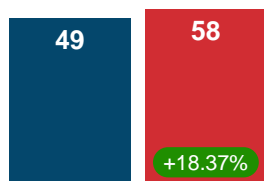
JANUARY MARKET

MEDIAN PRICES

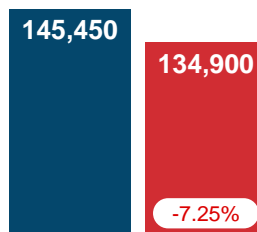
New Listings



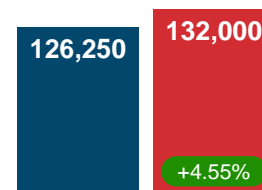
Pending Listings



List Price



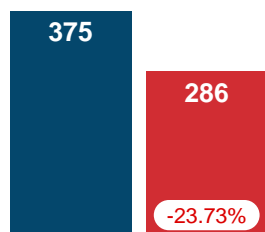
Sale Price



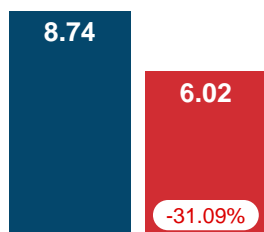
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

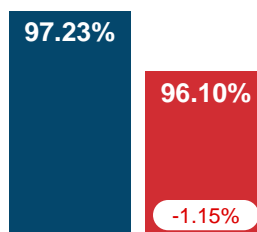
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

