

May 2020



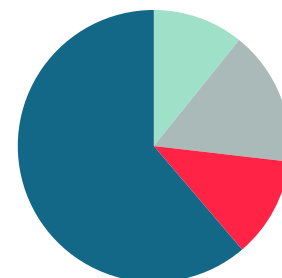
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	47	47	0.00%
Pending Listings	50	70	40.00%
New Listings	111	112	0.90%
Average List Price	150,478	138,652	-7.86%
Average Sale Price	144,046	130,210	-9.61%
Average Percent of Selling Price to List Price	95.51%	93.67%	-1.93%
Average Days on Market to Sale	55.23	41.36	-25.12%
End of Month Inventory	403	267	-33.75%
Months Supply of Inventory	8.92	5.69	-36.22%



■ Closed (10.78%)
■ Pending (16.06%)
■ Other OffMarket (11.93%)
■ Active (61.24%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of May 31, 2020 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **33.75%** to 267 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 **5.69** 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 **9.61%** in May 2020 to \$130,210 versus the previous year at \$144,046.

Average Days on Market Shortens

The average number of **41.36** days that homes spent on the market before selling decreased by 13.87 days or **25.12%** in May 2020 compared to last year's same month at **55.23** DOM.

Sales Success for May 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 112 New Listings in May 2020, up **0.90%** from last year at 111. Furthermore, there were 47 Closed Listings this month versus last year at 47, a **0.00%** decrease.

Closed versus Listed trends yielded a **42.0%** ratio, down from previous year's, May 2019, at **42.3%**, a **0.89%** 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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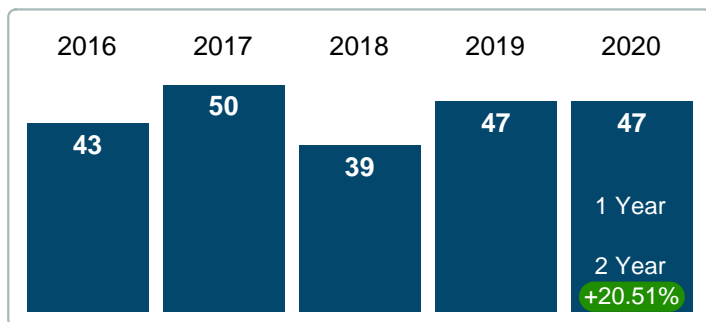
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



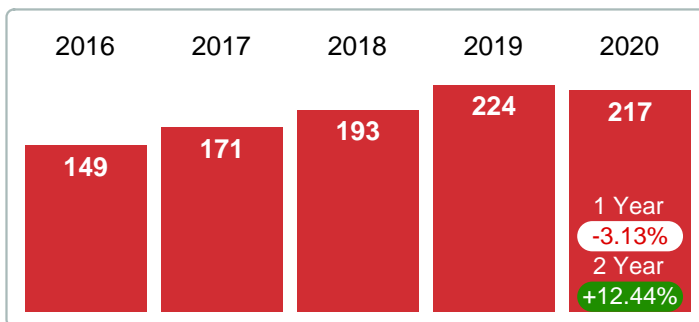
CLOSED LISTINGS

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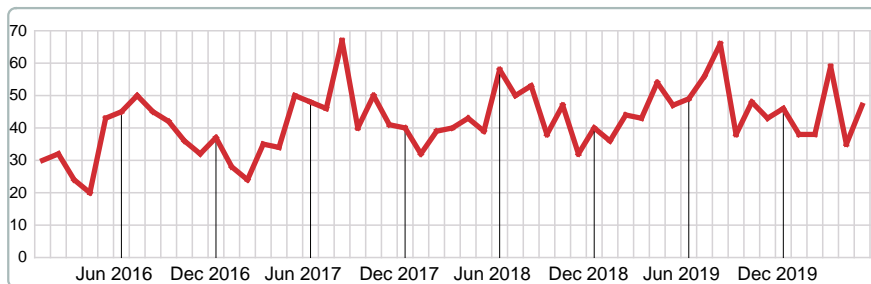
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 45

High Aug 2017 67 Low Apr 2016 20

Closed Listings this month at 47 above the 5 yr MAY average of 45

- MAR 59
- APR 35 (-40.68%)
- MAY 47 (34.29%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	8.51%	42.3	3	1	0	0
\$30,001 - \$40,000	5	10.64%	60.4	5	0	0	0
\$40,001 - \$70,000	7	14.89%	39.9	2	5	0	0
\$70,001 - \$140,000	14	29.79%	40.1	2	10	2	0
\$140,001 - \$180,000	7	14.89%	13.3	0	5	2	0
\$180,001 - \$270,000	5	10.64%	69.2	1	2	1	1
\$270,001 and up	5	10.64%	38.6	0	2	2	1
Total Closed Units	47			13	25	7	2
Total Closed Volume	6,119,872	100%	41.4	776.00K	3.20M	1.63M	512.50K
Average Closed Price	\$130,210			\$59,692	\$128,107	\$232,671	\$256,250

May 2020



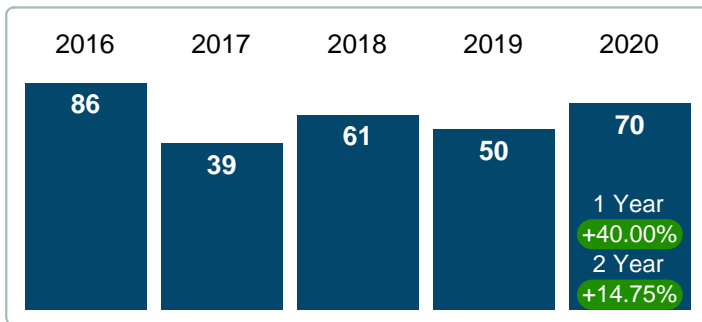
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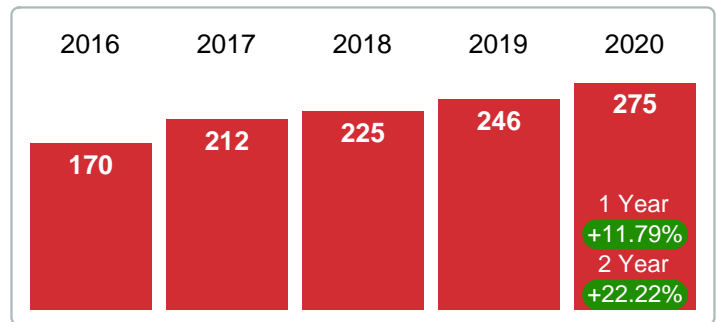
PENDING LISTINGS

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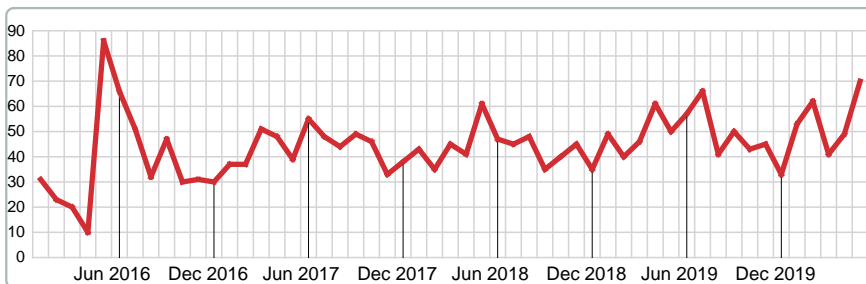
MAY



YEAR TO DATE (YTD)

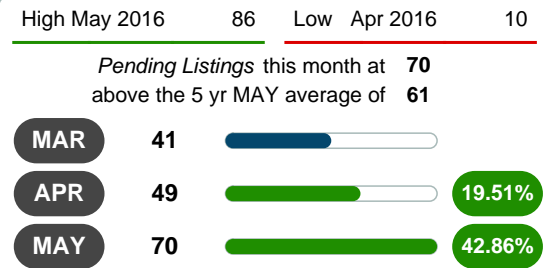


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	10.00%	57.4	5	2	0	0
\$60,001 - \$70,000	6	8.57%	71.2	2	4	0	0
\$70,001 - \$120,000	12	17.14%	36.8	4	7	1	0
\$120,001 - \$170,000	13	18.57%	54.9	0	12	1	0
\$170,001 - \$220,000	14	20.00%	33.4	1	10	3	0
\$220,001 - \$290,000	11	15.71%	38.7	1	7	3	0
\$290,001 and up	7	10.00%	43.1	2	1	3	1
Total Pending Units	70			15	43	11	1
Total Pending Volume	11,421,999	100%	27.7	1.79M	6.72M	2.51M	399.50K
Average Listing Price	\$107,233			\$119,367	\$156,253	\$228,464	\$399,500

May 2020



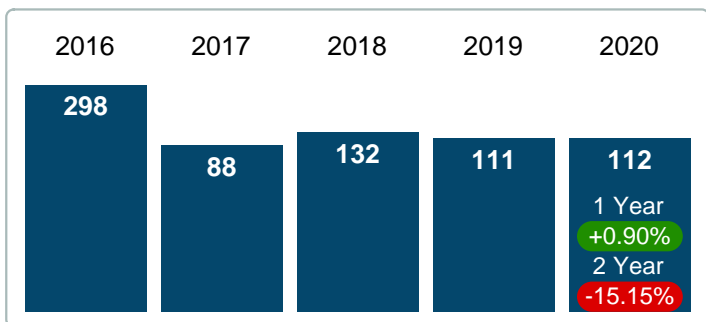
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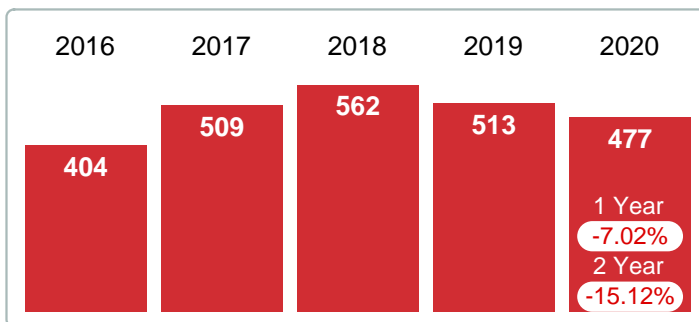
NEW LISTINGS

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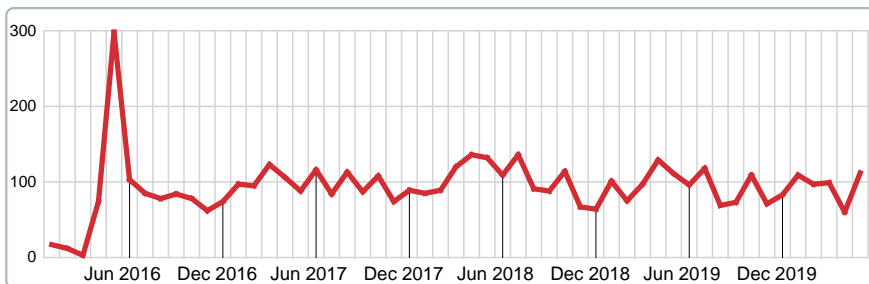
MAY



YEAR TO DATE (YTD)

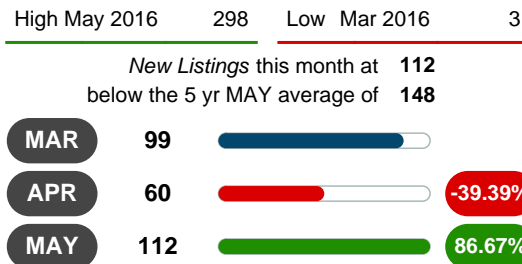


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 148



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	9.82%	8	2	0	1
\$20,001 - \$50,000	12	10.71%	10	2	0	0
\$50,001 - \$80,000	15	13.39%	7	8	0	0
\$80,001 - \$160,000	30	26.79%	7	22	1	0
\$160,001 - \$190,000	17	15.18%	1	12	4	0
\$190,001 - \$280,000	15	13.39%	3	6	6	0
\$280,001 and up	12	10.71%	4	2	4	2
Total New Listed Units	112		40	54	15	3
Total New Listed Volume	16,236,344	100%	3.93M	7.43M	4.02M	851.40K
Average New Listed Listing Price	\$102,249		\$98,254	\$137,598	\$268,300	\$283,800

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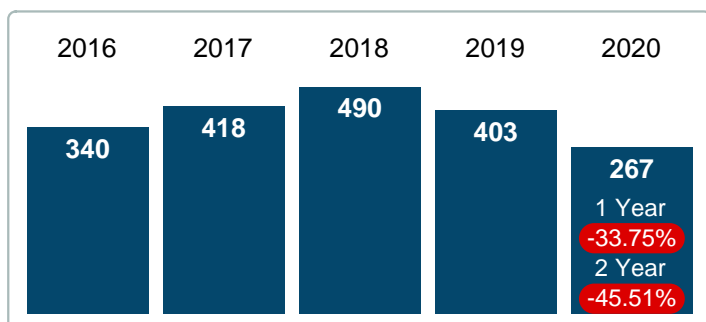
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



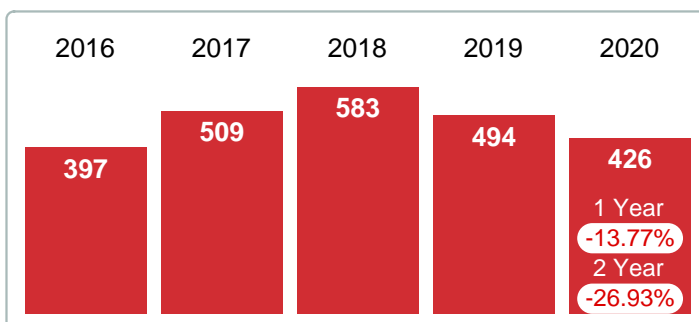
ACTIVE INVENTORY

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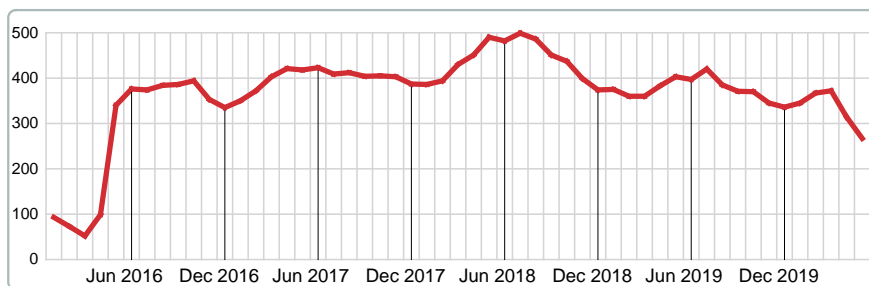
END OF MAY



ACTIVE DURING MAY

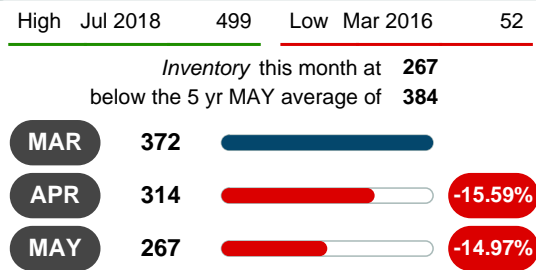


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 384



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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	36	13.48%	103.8	35	1	0	0
\$25,001-\$75,000	59	22.10%	79.4	45	10	4	0
\$75,001-\$150,000	56	20.97%	72.3	17	36	3	0
\$150,001-\$225,000	49	18.35%	81.6	21	20	7	1
\$225,001-\$400,000	41	15.36%	89.1	18	14	8	1
\$400,001 and up	26	9.74%	82.7	19	1	4	2
Total Active Inventory by Units			267	155	82	26	4
Total Active Inventory by Volume			47,323,169	25.79M	12.54M	6.86M	2.13M
Average Active Inventory Listing Price			\$177,240	\$166,362	\$152,960	\$263,823	\$533,750

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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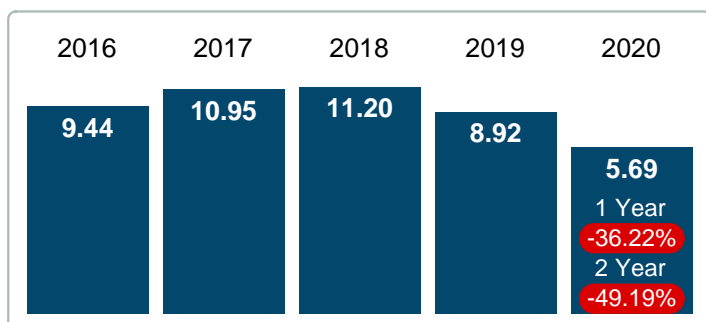
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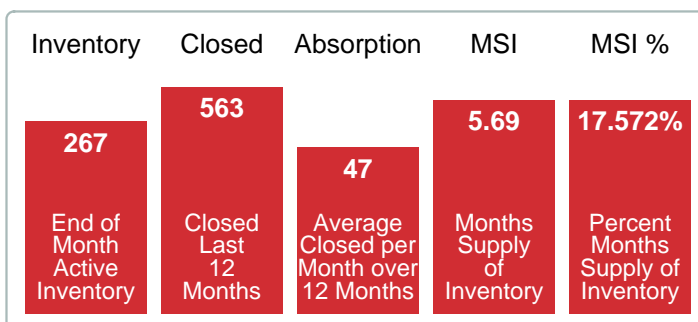
MONTHS SUPPLY of INVENTORY (MSI)

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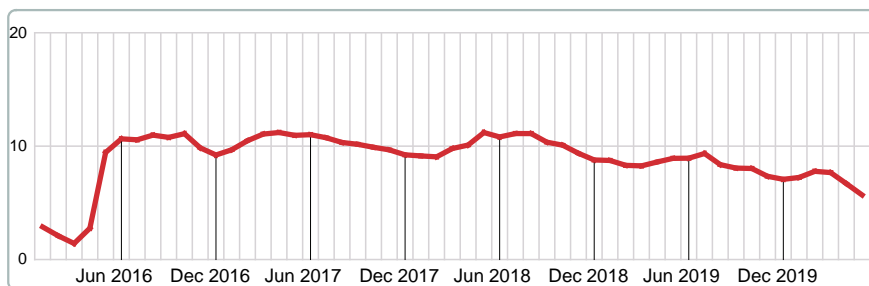
MSI FOR MAY



INDICATORS FOR MAY 2020

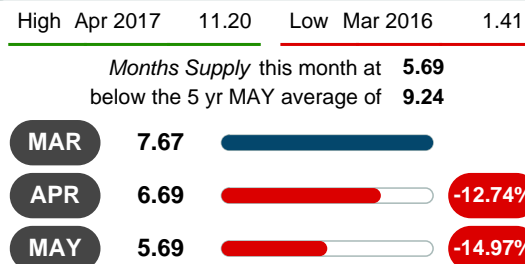


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 9.24



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	28	10.49%	14.61	19.06	3.00	0.00	0.00
\$20,001 - \$40,000	35	13.11%	8.94	10.11	1.33	0.00	0.00
\$40,001 - \$80,000	37	13.86%	4.15	6.57	2.36	8.00	0.00
\$80,001 - \$160,000	60	22.47%	3.98	7.74	3.64	1.38	0.00
\$160,001 - \$240,000	43	16.10%	4.34	29.14	2.57	3.36	4.00
\$240,001 - \$400,000	38	14.23%	6.51	29.14	4.65	4.00	1.50
\$400,001 and up	26	9.74%	19.50	76.00	4.00	8.00	6.00
Market Supply of Inventory (MSI)	5.69			12.83	3.13	3.71	2.40
Total Active Inventory by Units	267	100%	5.69	155	82	26	4

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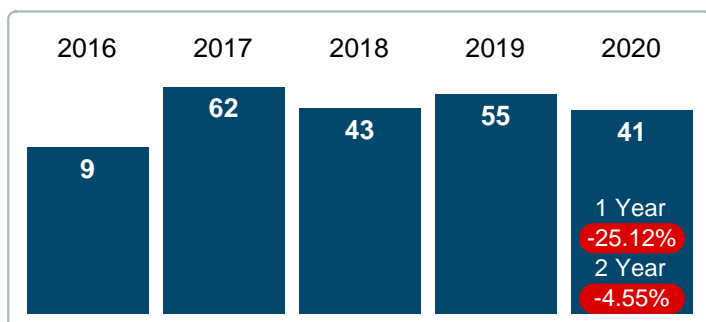
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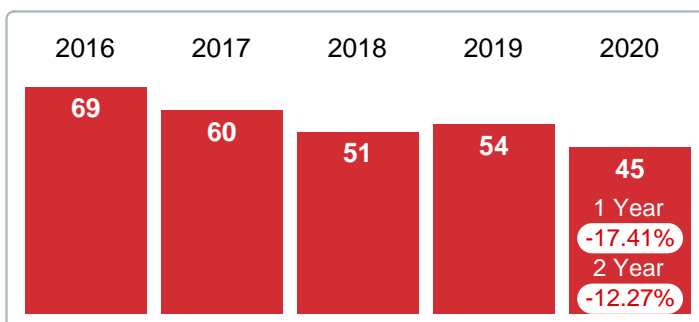
AVERAGE DAYS ON MARKET TO SALE

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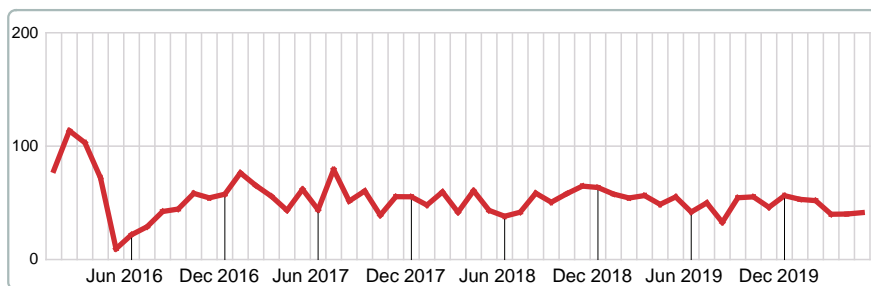
MAY



YEAR TO DATE (YTD)

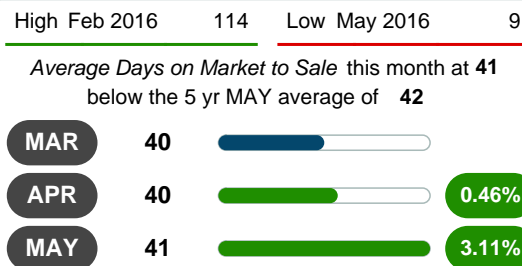


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 42



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
\$30,000 and less	8.51%	42	53	10	0	0
\$30,001 - \$40,000	10.64%	60	60	0	0	0
\$40,001 - \$70,000	14.89%	40	77	25	0	0
\$70,001 - \$140,000	29.79%	40	63	39	22	0
\$140,001 - \$180,000	14.89%	13	0	8	26	0
\$180,001 - \$270,000	10.64%	69	56	55	34	146
\$270,001 and up	10.64%	39	0	9	45	86
Average Closed DOM		41	61	28	31	116
Total Closed Units	100%	47	13	25	7	2
Total Closed Volume		6,119,872	776.00K	3.20M	1.63M	512.50K

May 2020



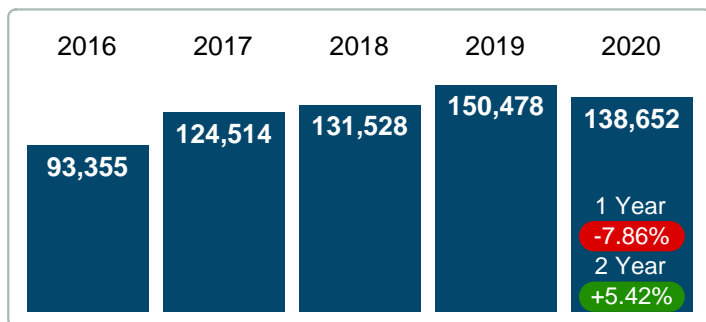
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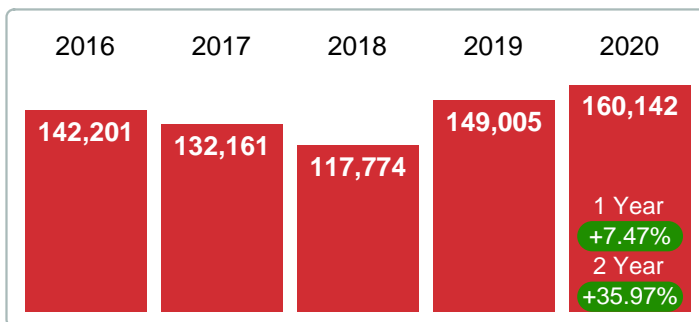
AVERAGE LIST PRICE AT CLOSING

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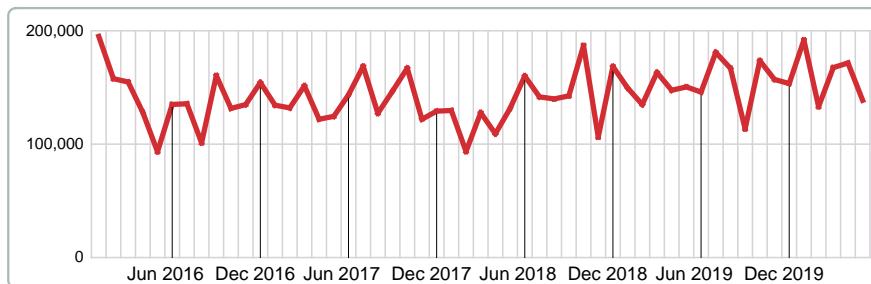
MAY



YEAR TO DATE (YTD)

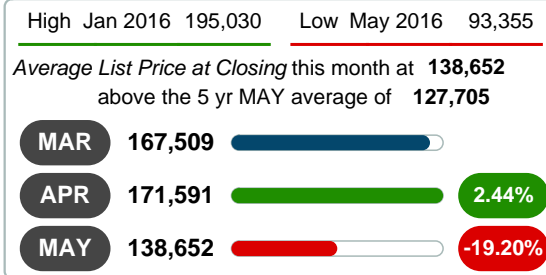


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 127,705



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
\$30,000 and less	6.38%	10,798	22,133	995	0	0
\$30,001 - \$40,000	6.38%	37,833	42,200	0	0	0
\$40,001 - \$70,000	17.02%	52,438	67,500	59,468	0	0
\$70,001 - \$140,000	31.91%	101,823	112,000	102,890	139,500	0
\$140,001 - \$180,000	12.77%	164,967	0	173,780	194,750	0
\$180,001 - \$270,000	14.89%	215,657	224,000	216,750	209,000	224,600
\$270,001 and up	10.64%	384,900	0	342,250	470,500	299,000
Average List Price		138,652	66,185	132,565	259,786	261,800
Total Closed Units	100%	138,652	13	25	7	2
Total Closed Volume		6,516,634	860.40K	3.31M	1.82M	523.60K

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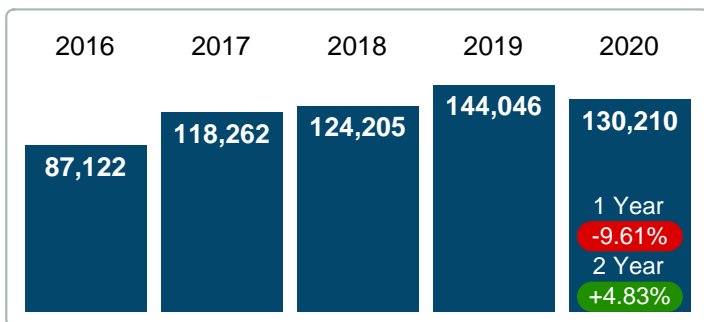
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



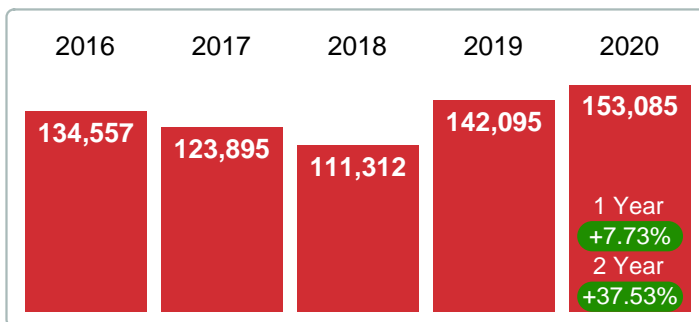
AVERAGE SOLD PRICE AT CLOSING

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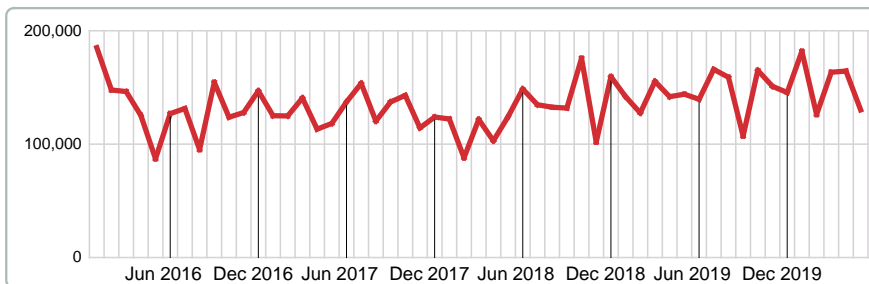
MAY



YEAR TO DATE (YTD)

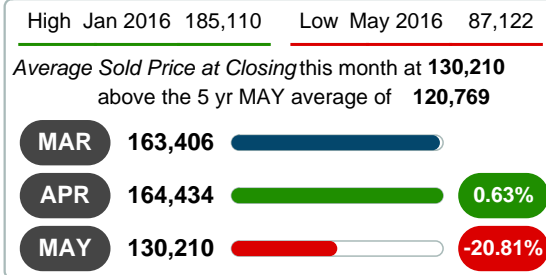


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 120,769



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
\$30,000 and less	8.51%	14,374	18,833	995	0	0
\$30,001 - \$40,000	10.64%	36,100	36,100	0	0	0
\$40,001 - \$70,000	14.89%	55,929	62,500	53,300	0	0
\$70,001 - \$140,000	29.79%	107,263	104,500	101,768	137,500	0
\$140,001 - \$180,000	14.89%	163,886	0	165,400	160,100	0
\$180,001 - \$270,000	10.64%	204,700	205,000	208,000	192,500	210,000
\$270,001 and up	10.64%	363,600	0	337,250	420,500	302,500
Average Sold Price		130,210	59,692	128,107	232,671	256,250
Total Closed Units	100%	130,210	13	25	7	2
Total Closed Volume		6,119,872	776.00K	3.20M	1.63M	512.50K

May 2020



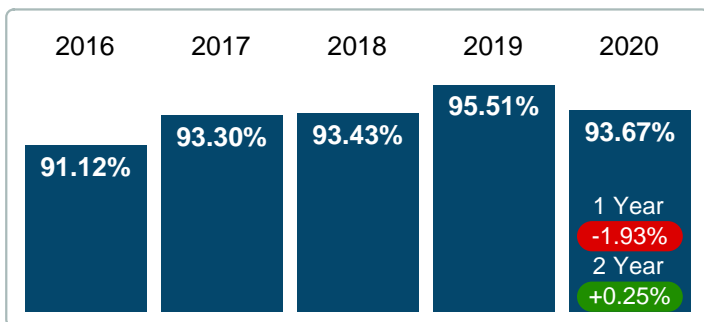
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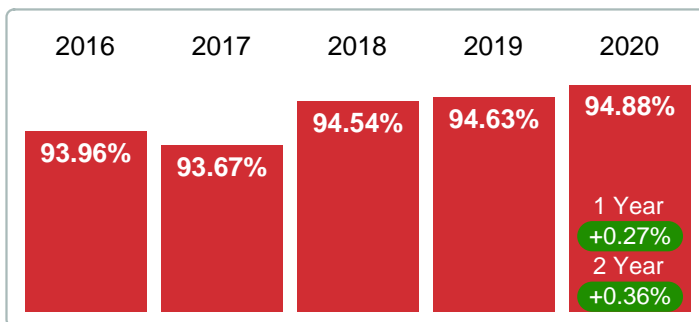
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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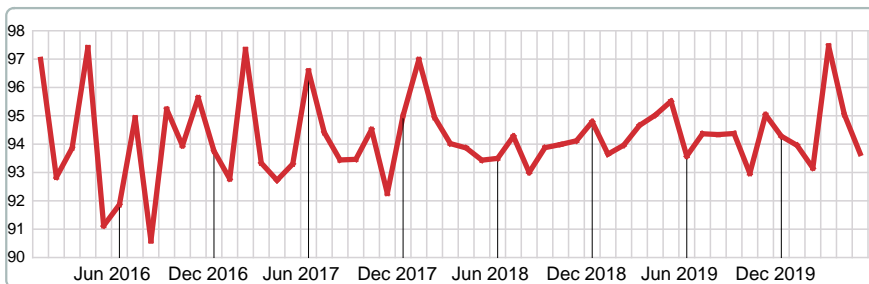
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

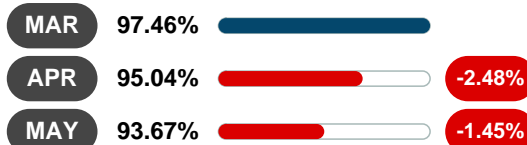


3 MONTHS

5 year MAY AVG = 93.41%

High Mar 2020 97.46% Low Aug 2016 90.59%

Average Sold/List Ratio this month at **93.67%** above the 5 yr MAY average of **93.41%**



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
\$30,000 and less	4	8.51%	87.11%	82.81%	100.00%	0.00%	0.00%
\$30,001 - \$40,000	5	10.64%	85.71%	85.71%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	7	14.89%	91.86%	92.50%	91.60%	0.00%	0.00%
\$70,001 - \$140,000	14	29.79%	98.81%	94.38%	99.75%	98.56%	0.00%
\$140,001 - \$180,000	7	14.89%	92.55%	0.00%	95.30%	85.68%	0.00%
\$180,001 - \$270,000	5	10.64%	93.78%	91.52%	95.89%	92.11%	93.50%
\$270,001 and up	5	10.64%	96.46%	0.00%	98.25%	92.31%	101.17%
Average Sold/List Ratio		93.70%		87.87%	96.81%	92.17%	97.34%
Total Closed Units		47	100%	13	25	7	2
Total Closed Volume		6,119,872		776.00K	3.20M	1.63M	512.50K

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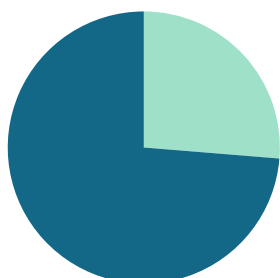
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

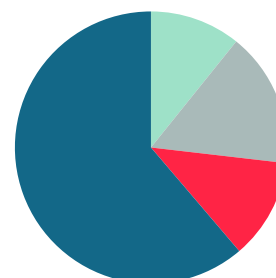


Inventory
 New Listings
112 = 26.29%
 Start Inventory
314
 Total Inventory Units
426
 Volume
\$70,931,352

Market Activity

Closed Sales
47 = 10.78%
 Pending Sales
70 = 16.06%
 Other Off Market
52 = 11.93%
 Active Inventory
267 = 61.24%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	47	47	0.00%	224	217	-3.13%
Pending Sales	50	70	40.00%	246	275	11.79%
New Listings	111	112	0.90%	513	477	-7.02%
Average List Price	150,478	138,652	-7.86%	149,005	160,142	7.47%
Average Sale Price	144,046	130,210	-9.61%	142,095	153,085	7.73%
Average Percent of Selling Price to List Price	95.51%	93.67%	-1.93%	94.63%	94.88%	0.27%
Average Days on Market to Sale	55.23	41.36	-25.12%	54.09	44.67	-17.41%
Monthly Inventory	403	267	-33.75%	403	267	-33.75%
Months Supply of Inventory	8.92	5.69	-36.22%	8.92	5.69	-36.22%

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

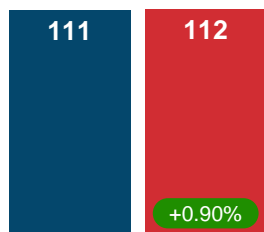
Inventory on May 31, 2020 = **267**

2019 **2020**

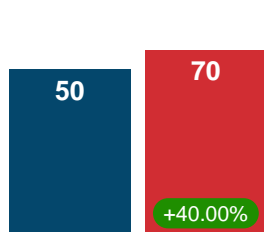
MAY MARKET

AVERAGE PRICES

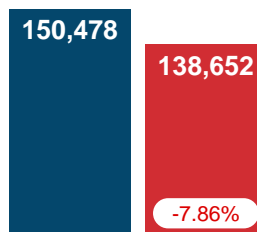
New Listings



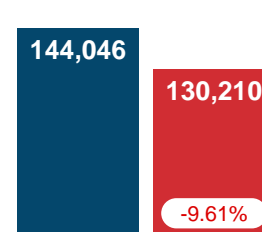
Pending Listings



List Price



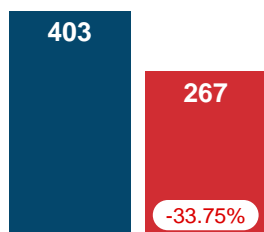
Sale Price



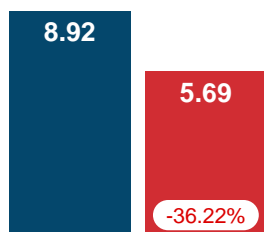
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

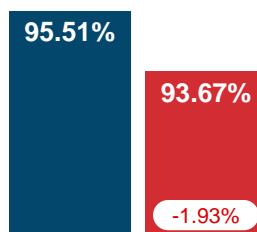
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

