

October 2020



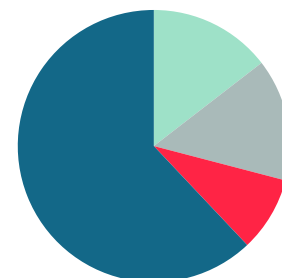
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	49	67	36.73%
Pending Listings	45	67	48.89%
New Listings	112	97	-13.39%
Median List Price	159,000	129,000	-18.87%
Median Sale Price	155,000	124,000	-20.00%
Median Percent of Selling Price to List Price	96.16%	96.95%	0.82%
Median Days on Market to Sale	37.00	32.00	-13.51%
End of Month Inventory	373	286	-23.32%
Months Supply of Inventory	7.92	5.49	-30.69%



■ Closed (14.53%)
■ Pending (14.53%)
■ Other OffMarket (8.89%)
■ Active (62.04%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of October 31, 2020 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **23.32%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **5.49** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **20.00%** in October 2020 to \$124,000 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 5.00 days or **13.51%** in October 2020 compared to last year's same month at **37.00** DOM.

Sales Success for October 2020 is Positive

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

There were 97 New Listings in October 2020, down **13.39%** from last year at 112. Furthermore, there were 67 Closed Listings this month versus last year at 49, a **36.73%** increase.

Closed versus Listed trends yielded a **69.1%** ratio, up from previous year's, October 2019, at **43.8%**, a **57.88%** upswing. 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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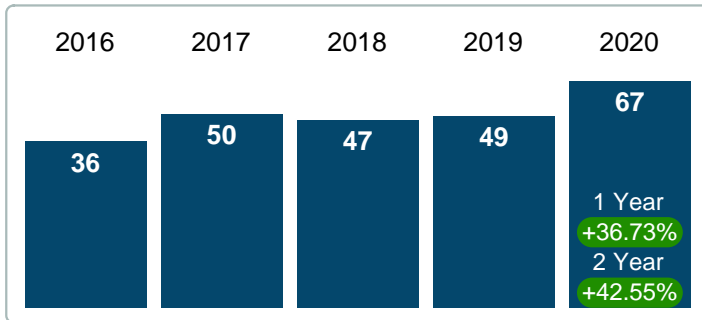
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



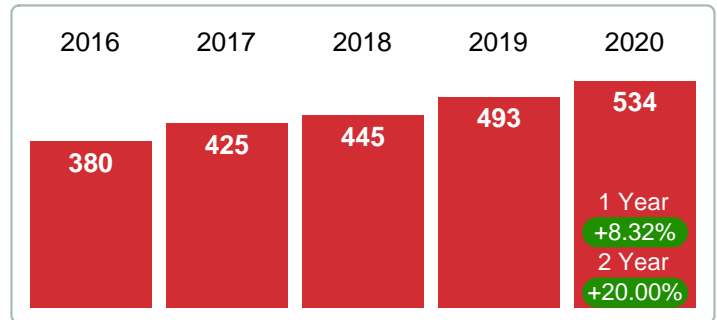
CLOSED LISTINGS

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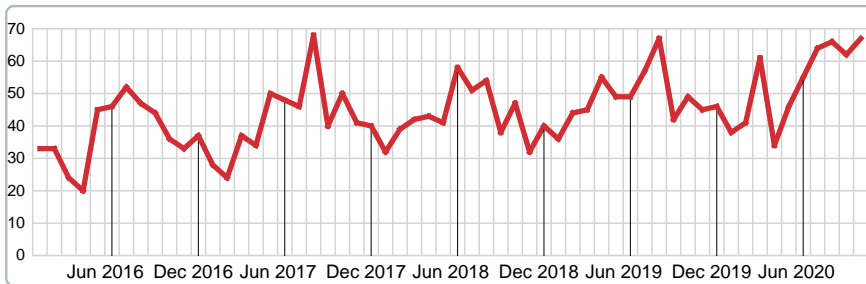
OCTOBER



YEAR TO DATE (YTD)

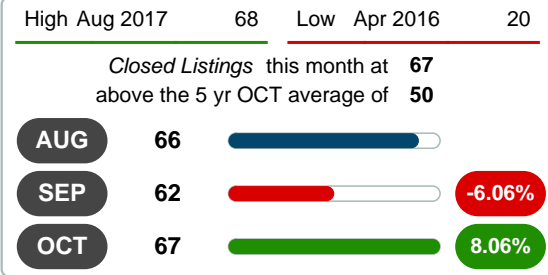


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



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	6	8.96%	1.5	5	1	0	0
\$20,001 - \$60,000	8	11.94%	54.0	3	5	0	0
\$60,001 - \$80,000	6	8.96%	20.5	4	2	0	0
\$80,001 - \$150,000	20	29.85%	21.5	4	14	2	0
\$150,001 - \$190,000	9	13.43%	8.0	1	7	1	0
\$190,001 - \$310,000	11	16.42%	54.0	1	8	2	0
\$310,001 and up	7	10.45%	26.0	1	4	1	1
Total Closed Units	67			19	41	6	1
Total Closed Volume	10,497,350	100%	32.0	1.90M	6.51M	1.30M	780.00K
Median Closed Price	\$124,000			\$65,000	\$148,000	\$192,450	\$780,000

October 2020



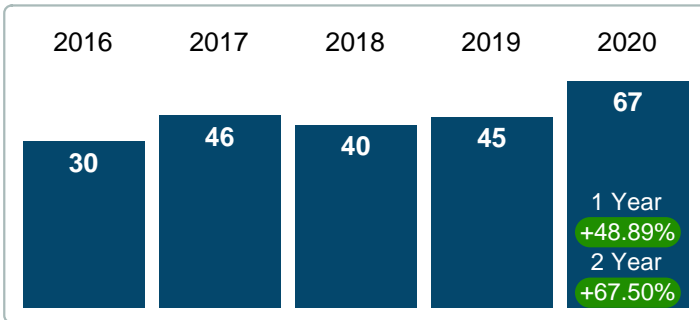
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



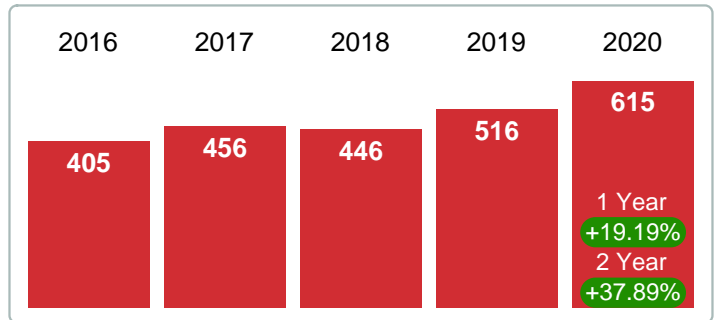
PENDING LISTINGS

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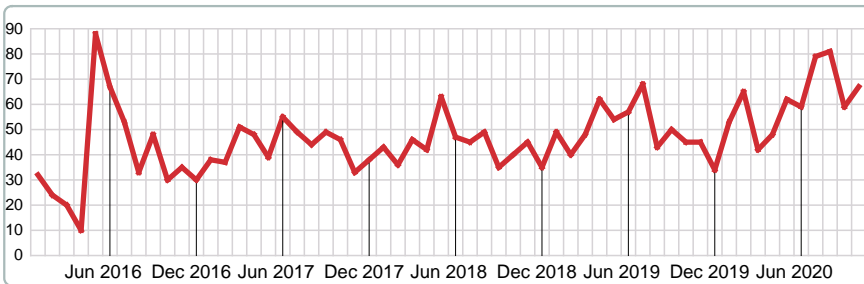
OCTOBER



YEAR TO DATE (YTD)

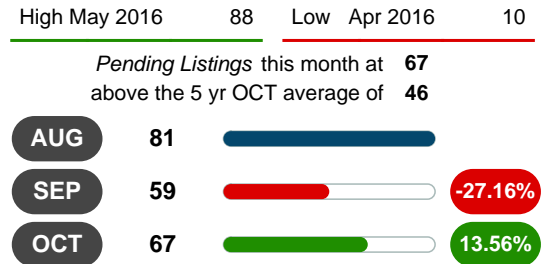


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46



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	6	8.96%	74.0	5	1	0	0
\$40,001 - \$70,000	6	8.96%	41.0	3	3	0	0
\$70,001 - \$110,000	11	16.42%	11.0	3	8	0	0
\$110,001 - \$140,000	16	23.88%	44.5	4	11	1	0
\$140,001 - \$200,000	12	17.91%	25.0	1	9	2	0
\$200,001 - \$270,000	8	11.94%	9.0	1	3	4	0
\$270,001 and up	8	11.94%	2.5	2	3	2	1
Total Pending Units	67			19	38	9	1
Total Pending Volume	10,674,625	100%	27.0	2.44M	5.44M	1.99M	799.00K
Median Listing Price	\$135,000			\$89,900	\$132,000	\$215,000	\$799,000

October 2020



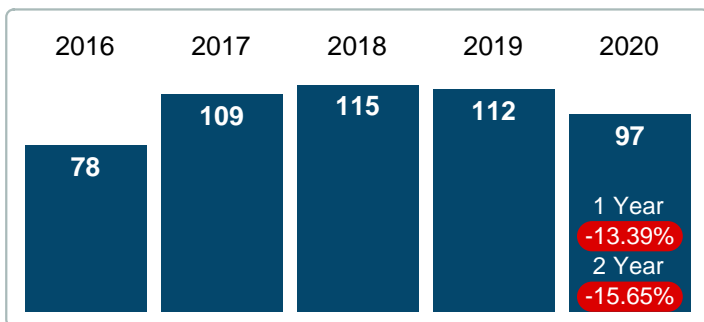
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



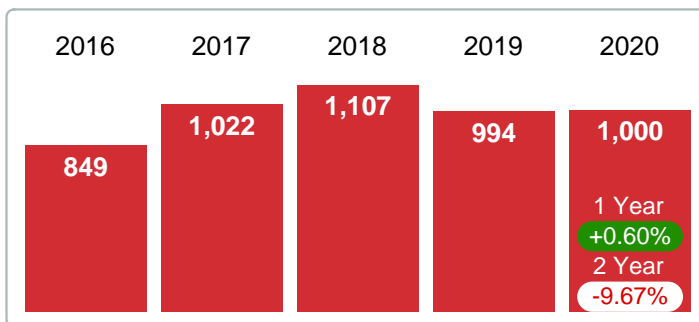
NEW LISTINGS

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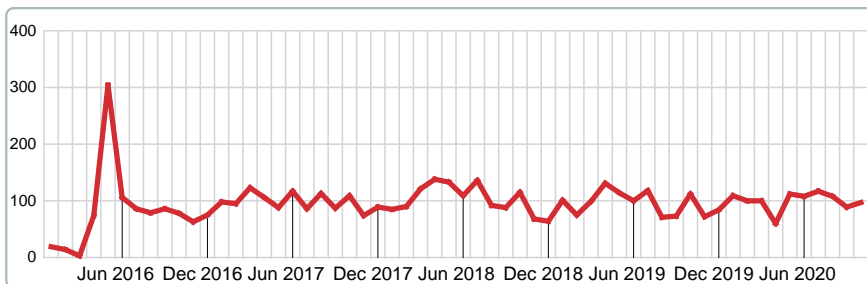
OCTOBER



YEAR TO DATE (YTD)

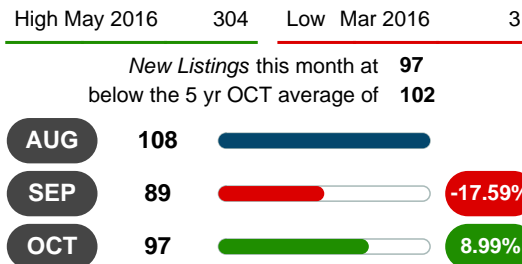


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.28%	7	2	0	0
\$40,001 - \$90,000	11	11.34%	5	6	0	0
\$90,001 - \$110,000	11	11.34%	3	8	0	0
\$110,001 - \$180,000	29	29.90%	6	21	1	1
\$180,001 - \$240,000	15	15.46%	6	2	6	1
\$240,001 - \$450,000	14	14.43%	6	5	3	0
\$450,001 and up	8	8.25%	2	0	2	4
Total New Listed Units	97		35	44	12	6
Total New Listed Volume	20,521,800	100%	6.30M	6.21M	3.33M	4.68M
Median New Listed Listing Price	\$149,000		\$149,000	\$122,400	\$237,450	\$749,000

October 2020



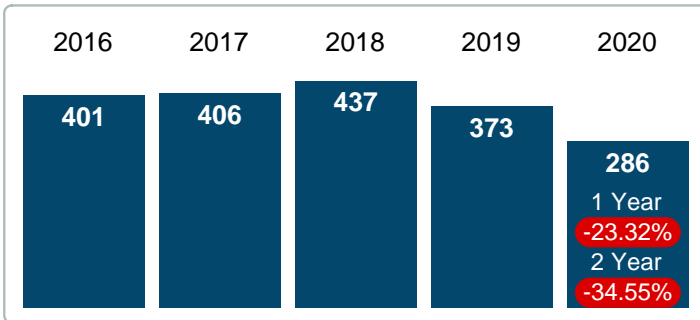
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



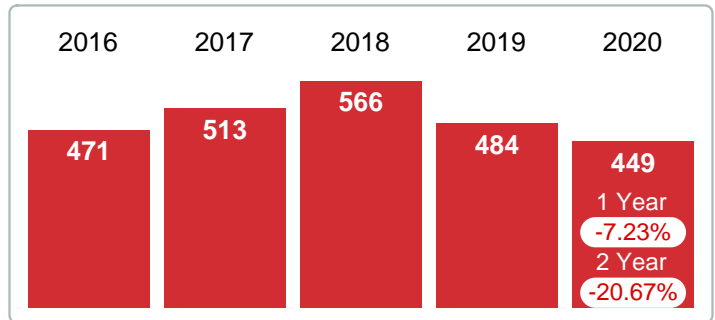
ACTIVE INVENTORY

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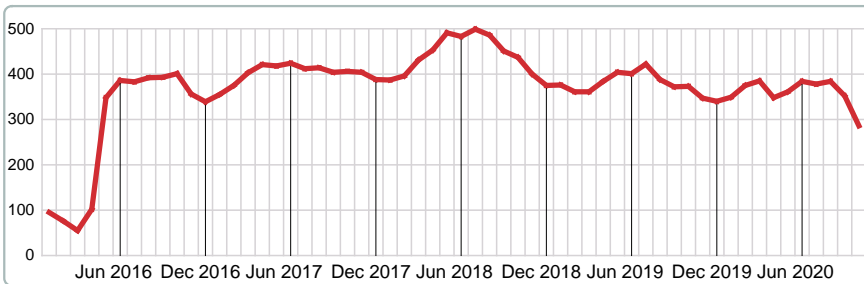
END OF OCTOBER



ACTIVE DURING OCTOBER

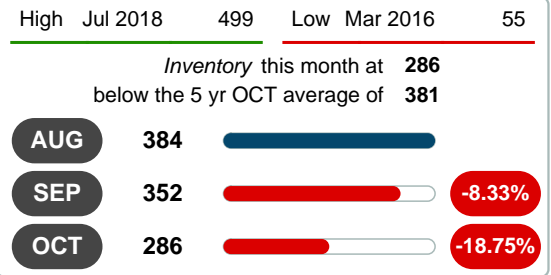


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 381



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	13	4.55%	164.0	11	1	0	1
\$10,001 - \$40,000	54	18.88%	93.0	51	1	2	0
\$40,001 - \$70,000	35	12.24%	82.0	22	11	2	0
\$70,001 - \$160,000	74	25.87%	47.0	28	40	4	2
\$160,001 - \$230,000	40	13.99%	53.5	21	13	5	1
\$230,001 - \$450,000	40	13.99%	64.5	16	12	8	4
\$450,001 and up	30	10.49%	55.0	19	3	5	3
Total Active Inventory by Units		286		168	81	26	11
Total Active Inventory by Volume		55,730,575	100%	28.69M	15.33M	6.59M	5.12M
Median Active Inventory Listing Price		\$114,500		\$71,200	\$119,000	\$230,750	\$239,500

October 2020



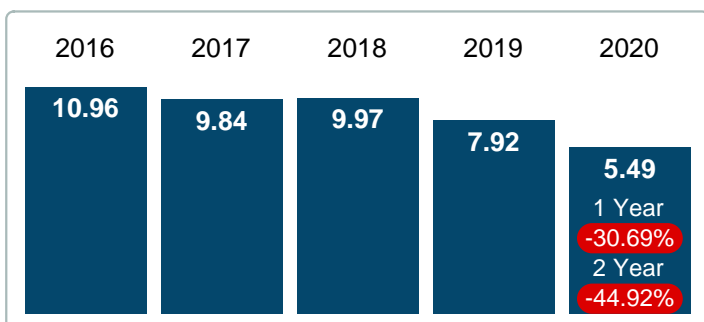
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



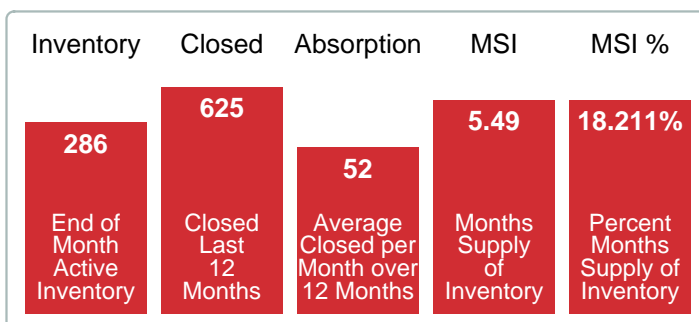
MONTHS SUPPLY of INVENTORY (MSI)

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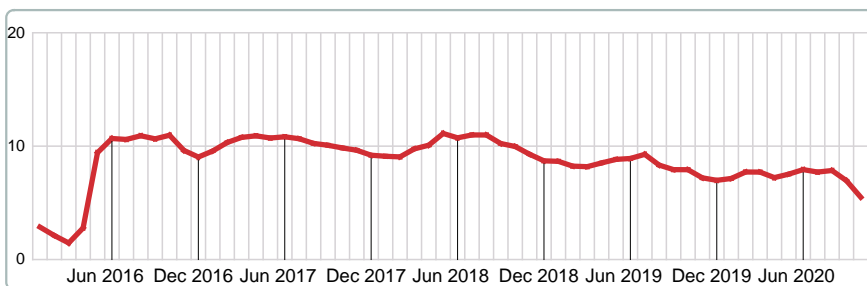
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

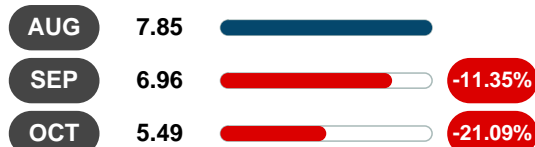


3 MONTHS

5 year OCT AVG = 8.84

High May 2018 11.12 Low Mar 2016 1.46

Months Supply this month at 5.49
below the 5 yr OCT average of 8.84



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	13	4.55%	31.20	44.00	12.00	0.00	12.00
\$10,001 - \$40,000	54	18.88%	9.97	11.13	1.33	24.00	0.00
\$40,001 - \$70,000	35	12.24%	4.72	7.33	2.87	4.00	0.00
\$70,001 - \$160,000	74	25.87%	3.89	7.15	3.10	2.09	8.00
\$160,001 - \$230,000	40	13.99%	3.93	31.50	1.97	1.88	4.00
\$230,001 - \$450,000	40	13.99%	4.71	13.71	3.06	2.74	8.00
\$450,001 and up	30	10.49%	25.71	57.00	12.00	15.00	12.00
Market Supply of Inventory (MSI)			5.49	12.07	2.86	3.09	7.76
Total Active Inventory by Units		100%	5.49	168	81	26	11

October 2020



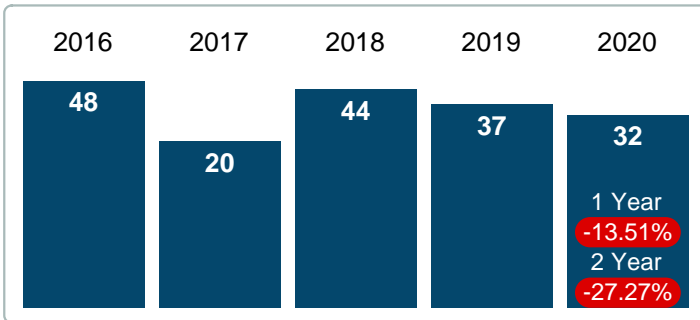
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



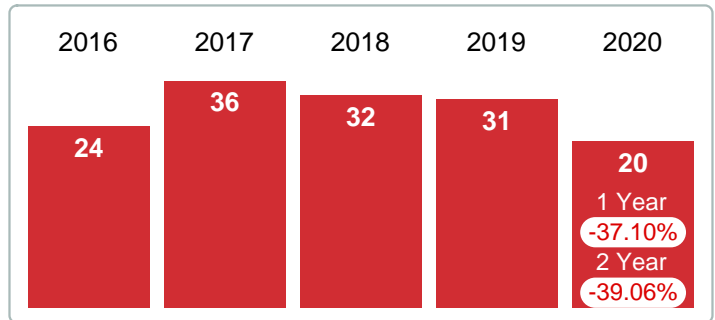
MEDIAN DAYS ON MARKET TO SALE

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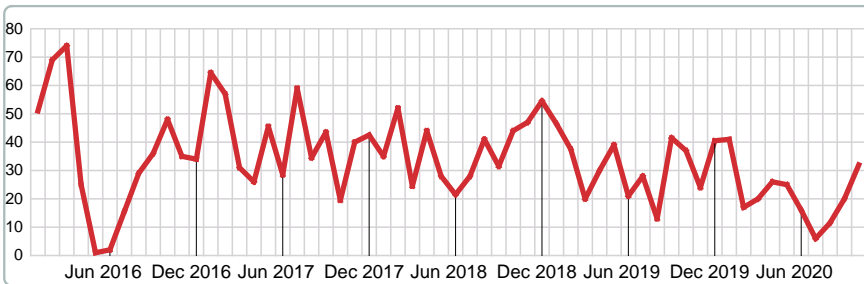
OCTOBER



YEAR TO DATE (YTD)

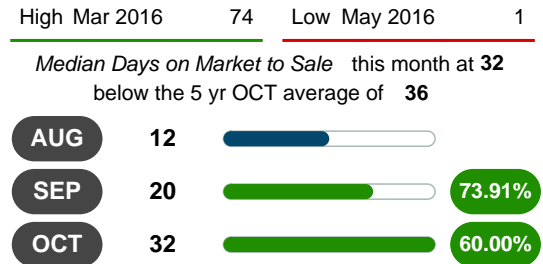


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



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	8.96%	2	2	1	0	0
\$20,001 - \$60,000	11.94%	54	72	53	0	0
\$60,001 - \$80,000	8.96%	21	32	21	0	0
\$80,001 - \$150,000	29.85%	22	109	19	18	0
\$150,001 - \$190,000	13.43%	8	7	8	95	0
\$190,001 - \$310,000	16.42%	54	155	57	19	0
\$310,001 and up	10.45%	26	1	49	149	2
Median Closed DOM		32	44	26	35	2
Total Closed Units	100%	67	19	41	6	1
Total Closed Volume		10,497,350	1.90M	6.51M	1.30M	780.00K

October 2020



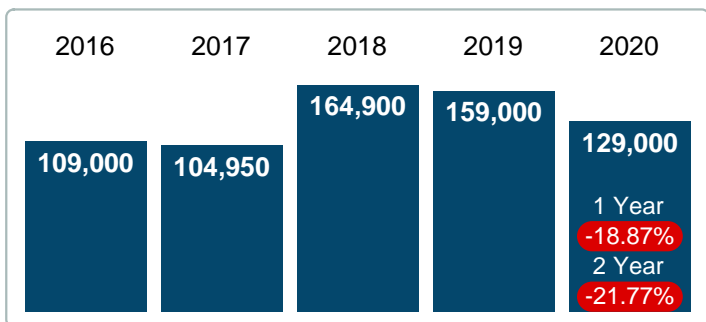
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



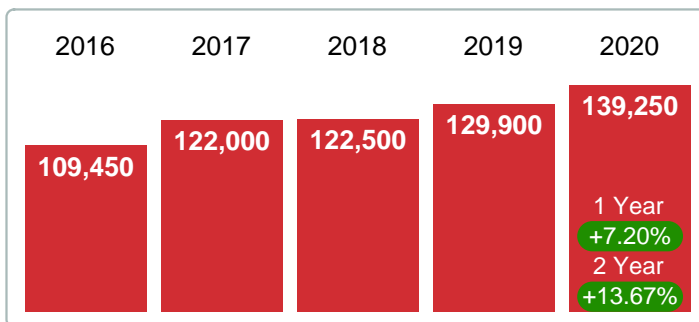
MEDIAN LIST PRICE AT CLOSING

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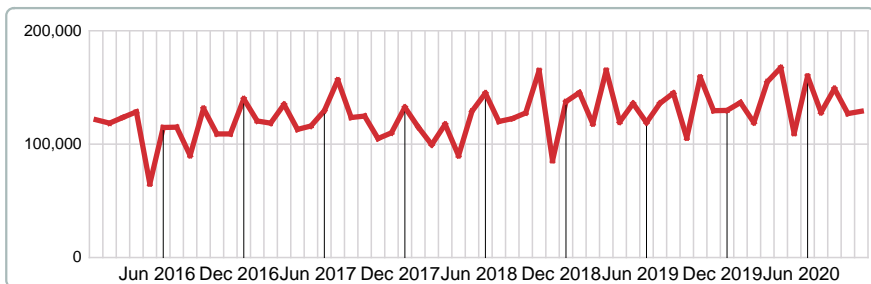
OCTOBER



YEAR TO DATE (YTD)

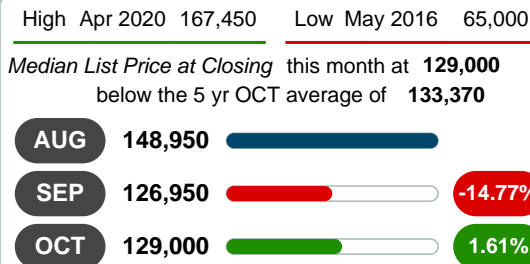


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 133,370



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	8.96%	16,750	16,500	18,000	0	0
\$20,001 - \$60,000	5.97%	36,250	37,500	35,000	0	0
\$60,001 - \$80,000	13.43%	65,000	69,900	65,000	0	0
\$80,001 - \$150,000	29.85%	99,450	97,000	99,900	109,000	0
\$150,001 - \$190,000	14.93%	165,000	165,900	164,950	184,500	0
\$190,001 - \$310,000	14.93%	216,000	0	216,000	210,700	0
\$310,001 and up	11.94%	492,000	512,500	420,000	675,000	799,000
Median List Price		129,000	65,000	149,900	189,700	799,000
Total Closed Units	100%	129,000	19	41	6	1
Total Closed Volume		11,158,399	2.06M	6.80M	1.50M	799.00K

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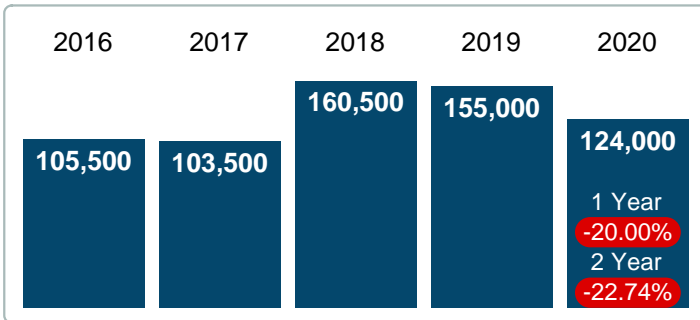
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



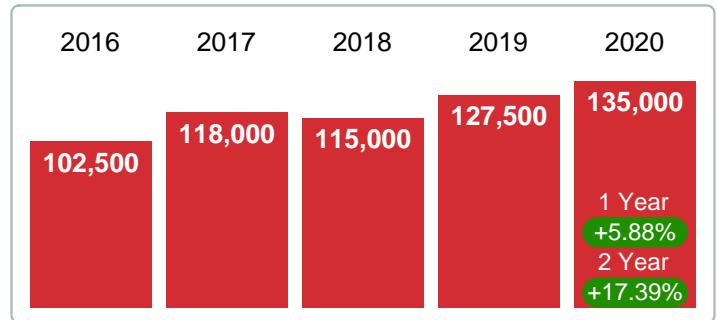
MEDIAN SOLD PRICE AT CLOSING

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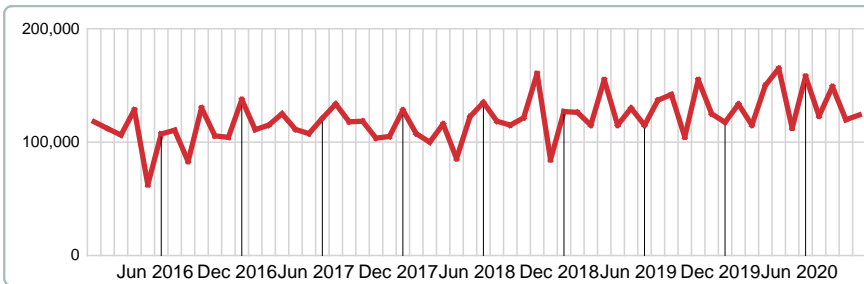
OCTOBER



YEAR TO DATE (YTD)

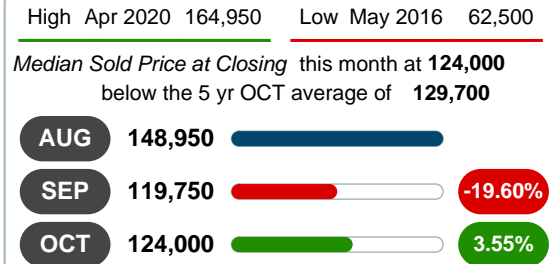


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 129,700



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	8.96%	13,500	13,000	14,000	0	0
\$20,001 - \$60,000	11.94%	47,750	32,000	49,500	0	0
\$60,001 - \$80,000	8.96%	68,500	65,000	74,500	0	0
\$80,001 - \$150,000	29.85%	98,500	86,500	108,000	105,500	0
\$150,001 - \$190,000	13.43%	160,000	160,000	159,000	190,000	0
\$190,001 - \$310,000	16.42%	215,000	275,000	208,500	210,700	0
\$310,001 and up	10.45%	480,000	640,000	416,500	480,000	780,000
Median Sold Price		124,000	65,000	148,000	192,450	780,000
Total Closed Units	100%	124,000	19	41	6	1
Total Closed Volume		10,497,350	1.90M	6.51M	1.30M	780.00K

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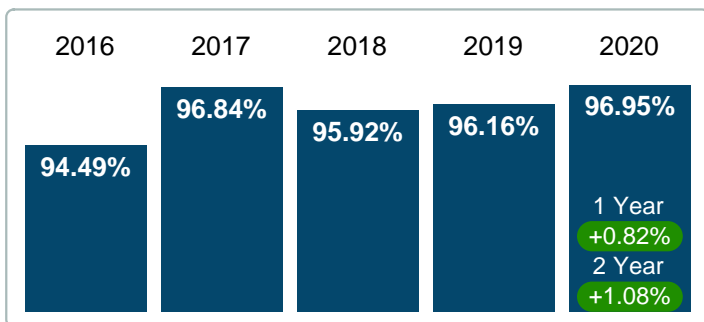
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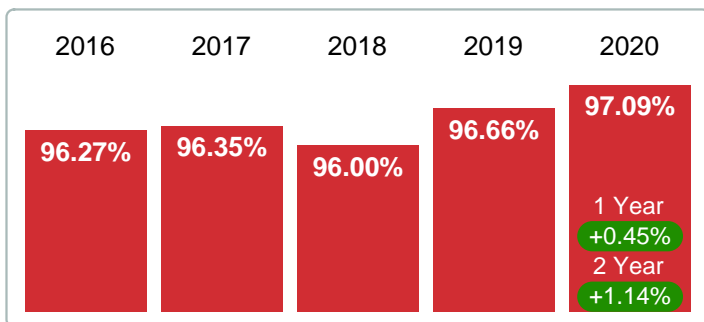
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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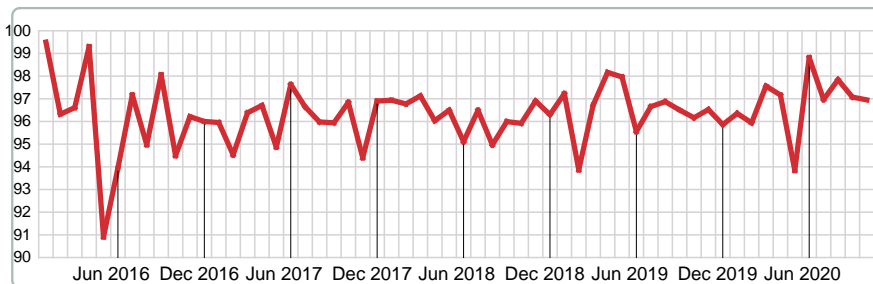
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

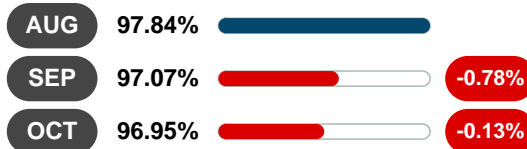


3 MONTHS

5 year OCT AVG = 96.07%

High Jan 2016 99.50% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.95%**
above the 5 yr OCT average of **96.07%**



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	6	8.96%	85.87%	93.96%	77.78%	0.00%	0.00%
\$20,001 \$60,000	8	11.94%	85.09%	96.00%	80.00%	0.00%	0.00%
\$60,001 \$80,000	6	8.96%	91.42%	95.86%	89.20%	0.00%	0.00%
\$80,001 \$150,000	20	29.85%	99.83%	100.00%	99.33%	96.07%	0.00%
\$150,001 \$190,000	9	13.43%	96.95%	96.44%	96.95%	102.98%	0.00%
\$190,001 \$310,000	11	16.42%	98.04%	84.62%	97.81%	100.00%	0.00%
\$310,001 and up	7	10.45%	96.92%	91.43%	97.63%	71.11%	97.62%
Median Sold/List Ratio		96.95%		96.00%	96.95%	100.00%	97.62%
Total Closed Units		67	100%	19	41	6	1
Total Closed Volume		10,497,350		1.90M	6.51M	1.30M	780.00K

October 2020



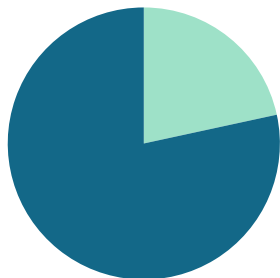
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

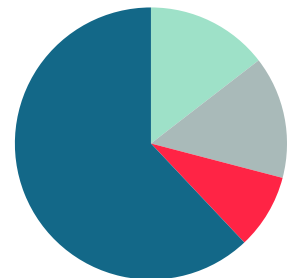


Inventory
 New Listings
97 = 21.60%
 Start Inventory
352
 Total Inventory Units
449
 Volume
\$85,101,424

Market Activity

Closed Sales
67 = 14.53%
 Pending Sales
67 = 14.53%
 Other Off Market
41 = 8.89%
 Active Inventory
286 = 62.04%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	67	36.73%	493	534	8.32%
Pending Sales	45	67	48.89%	516	615	19.19%
New Listings	112	97	-13.39%	994	1,000	0.60%
Median List Price	159,000	129,000	-18.87%	129,900	139,250	7.20%
Median Sale Price	155,000	124,000	-20.00%	127,500	135,000	5.88%
Median Percent of Selling Price to List Price	96.16%	96.95%	0.82%	96.66%	97.09%	0.45%
Median Days on Market to Sale	37.00	32.00	-13.51%	31.00	19.50	-37.10%
Monthly Inventory	373	286	-23.32%	373	286	-23.32%
Months Supply of Inventory	7.92	5.49	-30.69%	7.92	5.49	-30.69%

Absorption: Last 12 months, an Average of **52** Sales/Month

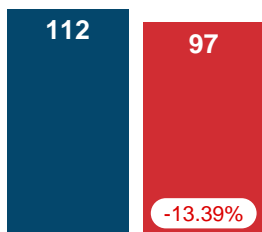
Inventory on October 31, 2020 = **286**

2019 **2020**

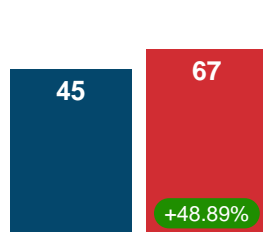
OCTOBER MARKET

MEDIAN PRICES

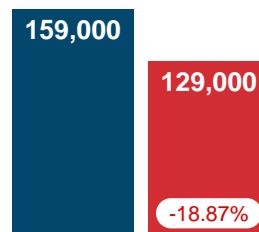
New Listings



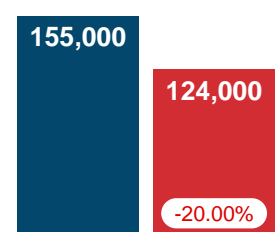
Pending Listings



List Price



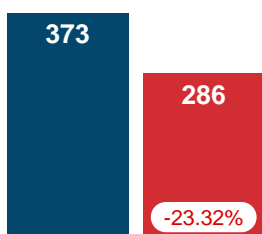
Sale Price



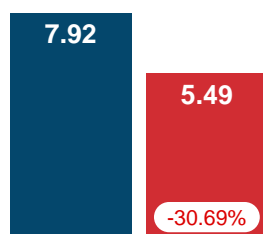
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

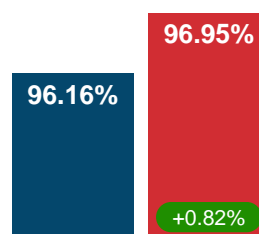
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

