

October 2020



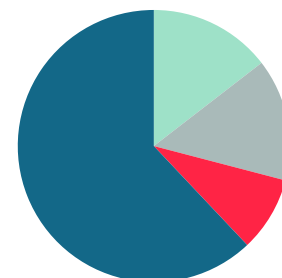
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	173,342	166,543	-3.92%
Average Sale Price	164,946	156,677	-5.01%
Average Percent of Selling Price to List Price	93.11%	93.75%	0.69%
Average Days on Market to Sale	54.16	48.31	-10.80%
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.

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 **5.01%** in October 2020 to \$156,677 versus the previous year at \$164,946.

Average Days on Market Shortens

The average number of **48.31** days that homes spent on the market before selling decreased by 5.85 days or **10.80%** in October 2020 compared to last year's same month at **54.16** DOM.

Sales Success for October 2020 is Positive

Overall, with Average 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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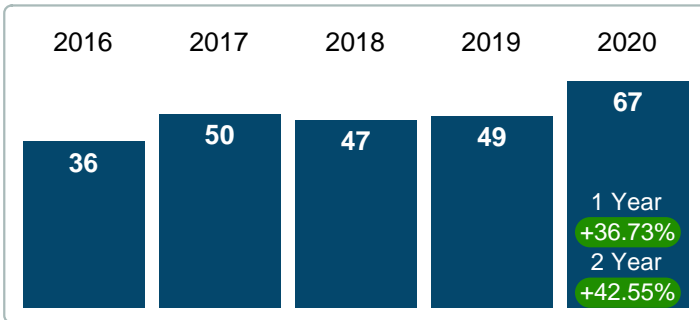
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



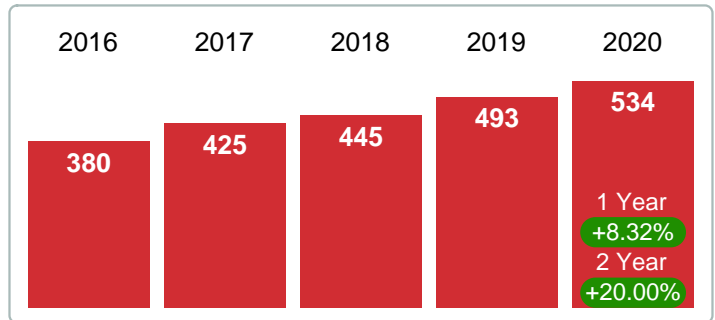
CLOSED LISTINGS

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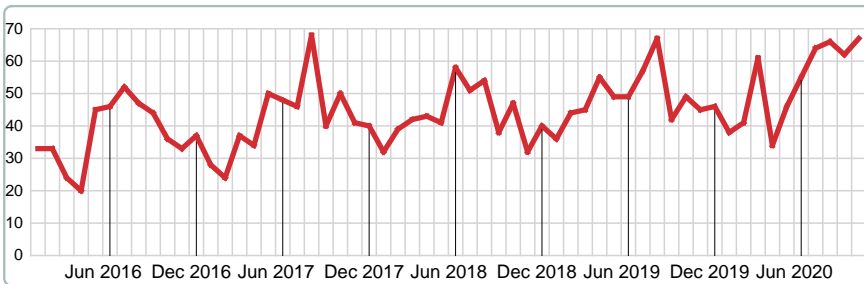
OCTOBER



YEAR TO DATE (YTD)

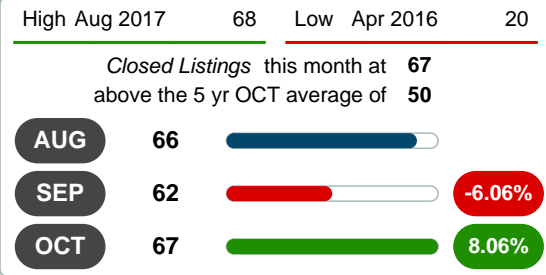


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	11	16.42%	50.8	7	4	0	0
\$50,001-\$75,000	8	11.94%	32.6	5	3	0	0
\$75,001-\$150,000	21	31.34%	46.8	4	15	2	0
\$150,001-\$175,000	7	10.45%	26.0	1	6	0	0
\$175,001-\$300,000	13	19.40%	63.3	1	9	3	0
\$300,001 and up	7	10.45%	61.4	1	4	1	1
Total Closed Units	67			19	41	6	1
Total Closed Volume	10,497,350	100%	48.3	1.90M	6.51M	1.30M	780.00K
Average Closed Price	\$156,677			\$100,237	\$158,791	\$217,067	\$780,000

October 2020



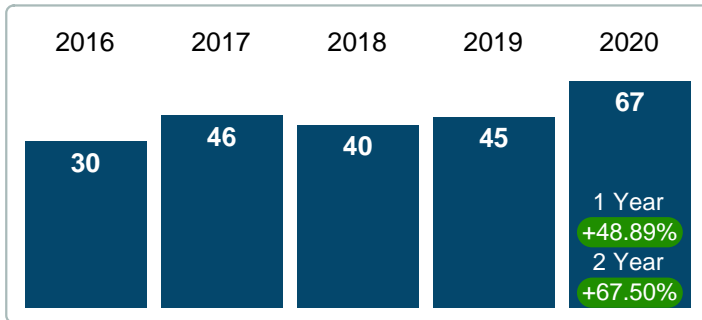
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



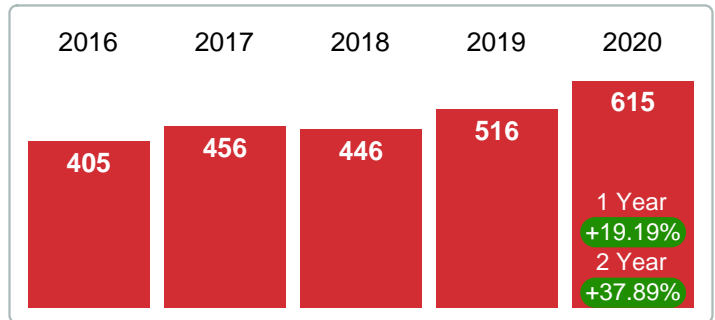
PENDING LISTINGS

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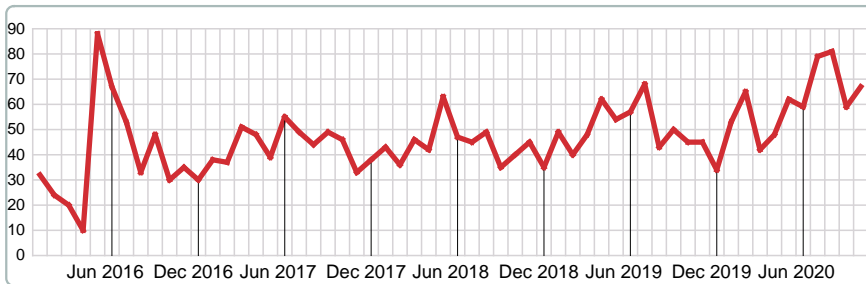
OCTOBER



YEAR TO DATE (YTD)

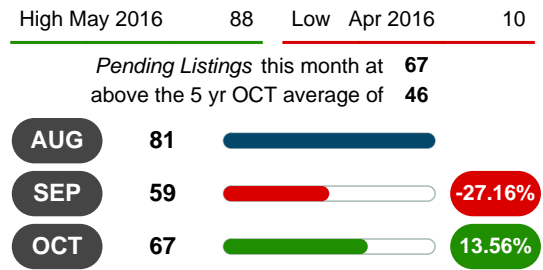


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.97%	60.8	4	0	0	0
\$25,001 - \$75,000	9	13.43%	50.8	4	5	0	0
\$75,001 - \$100,000	9	13.43%	44.9	2	7	0	0
\$100,001 - \$125,000	8	11.94%	31.6	2	6	0	0
\$125,001 - \$200,000	21	31.34%	51.5	4	14	3	0
\$200,001 - \$275,000	9	13.43%	27.6	1	4	4	0
\$275,001 and up	7	10.45%	17.6	2	2	2	1
Total Pending Units	67			19	38	9	1
Total Pending Volume	10,674,625	100%	23.8	2.44M	5.44M	1.99M	799.00K
Average Listing Price	\$314,833			\$128,511	\$143,188	\$221,422	\$799,000

October 2020



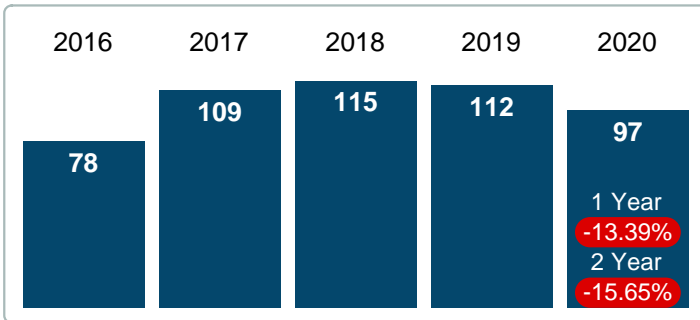
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



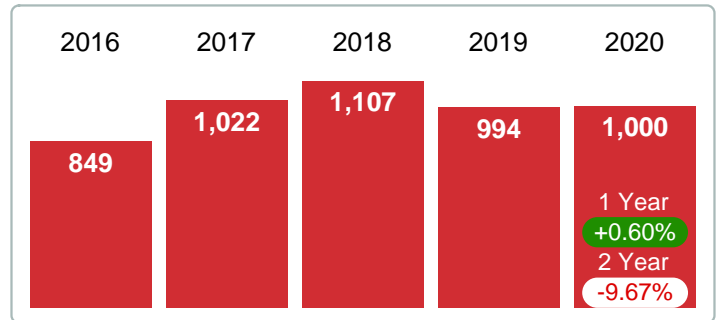
NEW LISTINGS

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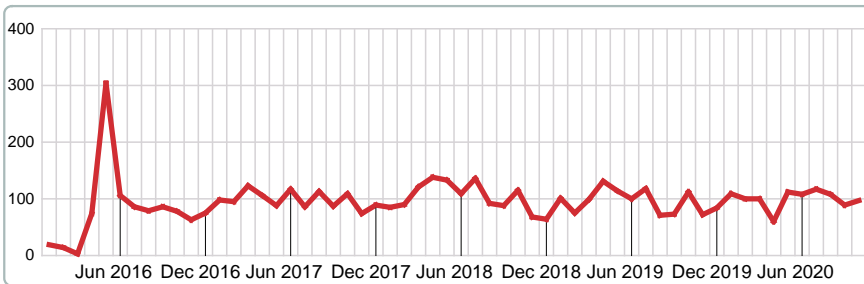
OCTOBER



YEAR TO DATE (YTD)

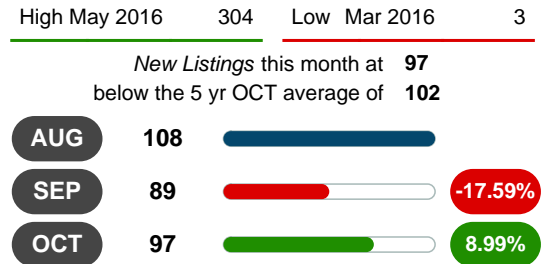


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	3	3.09%	3	0	0	0
\$25,001 - \$75,000	12	12.37%	8	4	0	0
\$75,001 - \$100,000	14	14.43%	3	11	0	0
\$100,001 - \$175,000	29	29.90%	7	20	1	1
\$175,001 - \$225,000	10	10.31%	3	4	3	0
\$225,001 - \$450,000	21	21.65%	9	5	6	1
\$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
Average New Listed Listing Price	\$749,500		\$180,037	\$141,123	\$277,642	\$779,900

October 2020



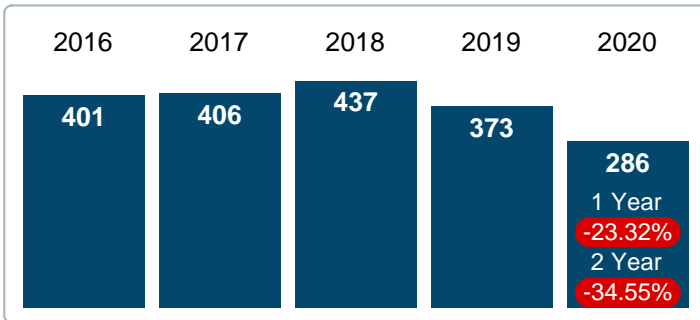
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



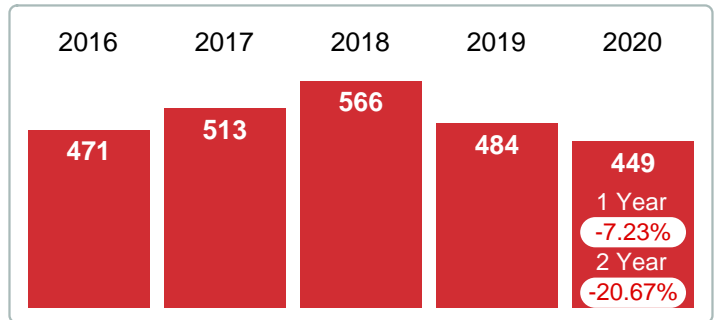
ACTIVE INVENTORY

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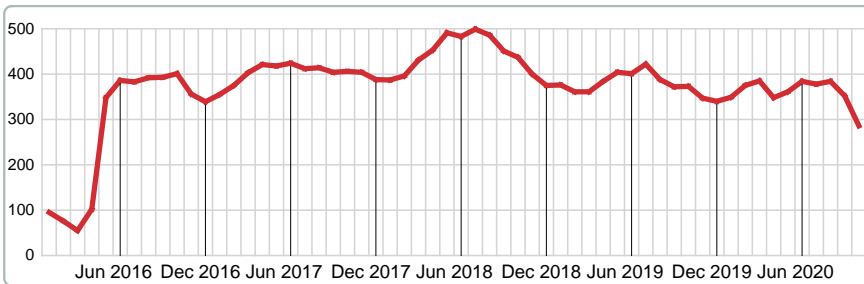
END OF OCTOBER



ACTIVE DURING OCTOBER

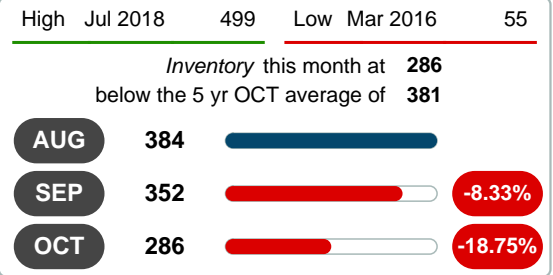


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 381



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	37	12.94%	121.6	35	1	0	1
\$25,001-\$75,000	69	24.13%	95.6	52	13	4	0
\$75,001-\$150,000	61	21.33%	69.0	20	37	3	1
\$150,001-\$225,000	44	15.38%	82.9	23	14	5	2
\$225,001-\$450,000	45	15.73%	63.3	19	13	9	4
\$450,001 and up	30	10.49%	64.3	19	3	5	3
Total Active Inventory by Units	286			168	81	26	11
Total Active Inventory by Volume	55,730,575	100%	83.0	28.69M	15.33M	6.59M	5.12M
Average Active Inventory Listing Price	\$194,862			\$170,758	\$189,292	\$253,388	\$465,670

October 2020



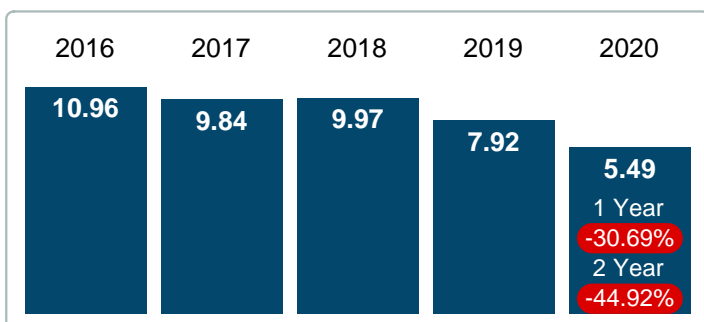
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



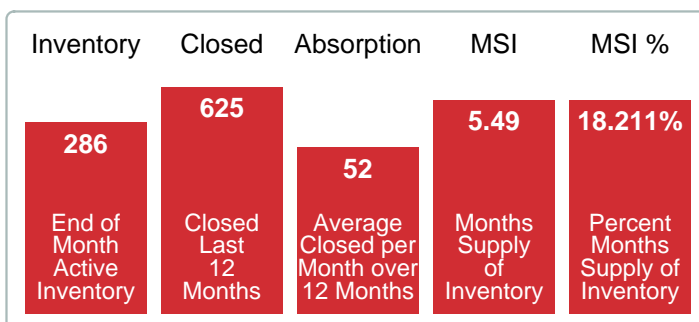
MONTHS SUPPLY of INVENTORY (MSI)

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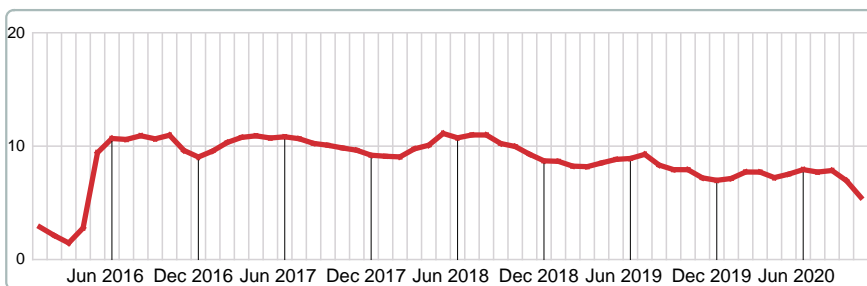
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

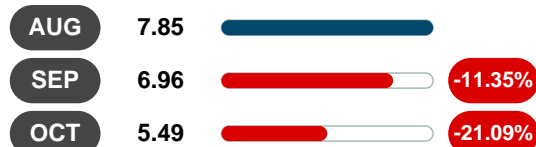


3 MONTHS

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



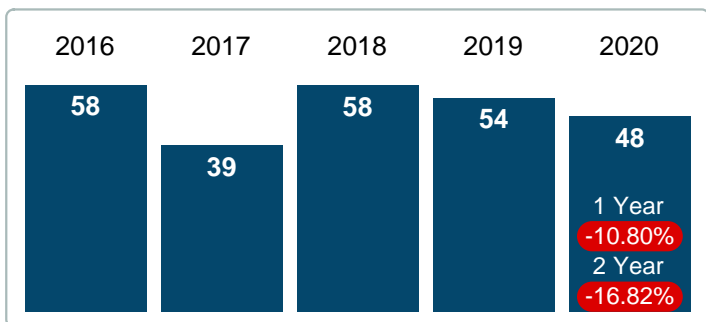
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



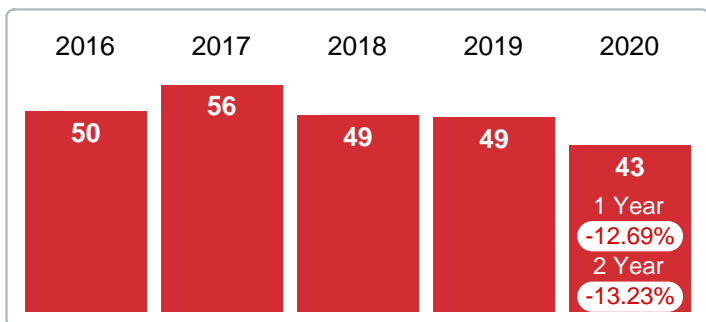
AVERAGE DAYS ON MARKET TO SALE

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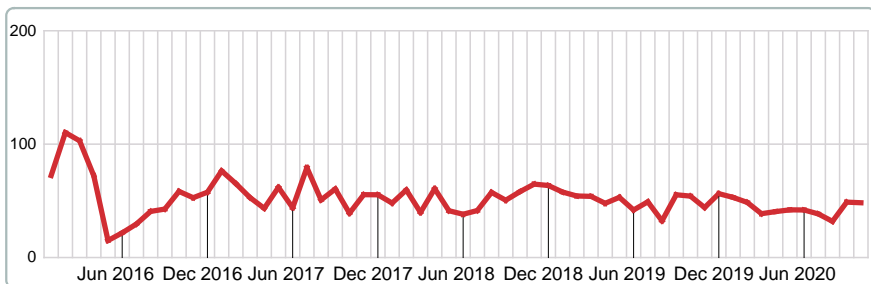
OCTOBER



YEAR TO DATE (YTD)

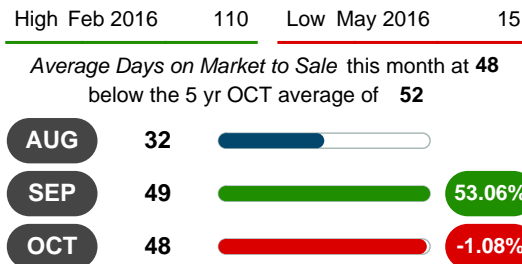


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	11	16.42%	51	48	57	0	0
\$50,001-\$75,000	8	11.94%	33	29	38	0	0
\$75,001-\$150,000	21	31.34%	47	105	35	18	0
\$150,001-\$175,000	7	10.45%	26	7	29	0	0
\$175,001-\$300,000	13	19.40%	63	155	60	44	0
\$300,001 and up	7	10.45%	61	1	70	149	2
Average Closed DOM	48			56	45	53	2
Total Closed Units	67	100%	48	19	41	6	1
Total Closed Volume	10,497,350			1.90M	6.51M	1.30M	780.00K

October 2020



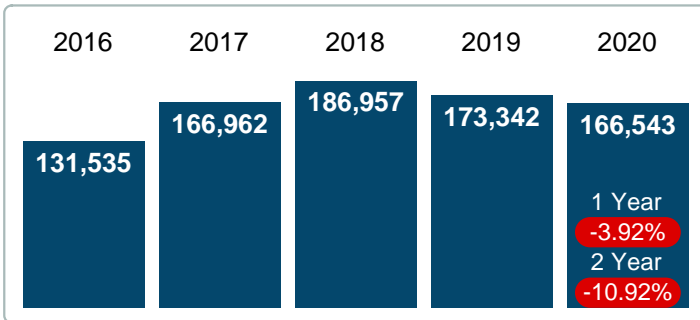
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



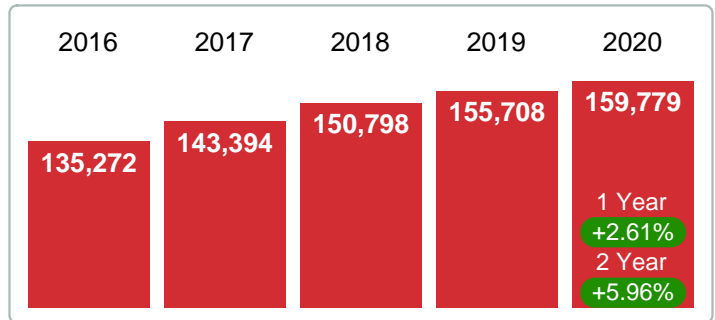
AVERAGE LIST PRICE AT CLOSING

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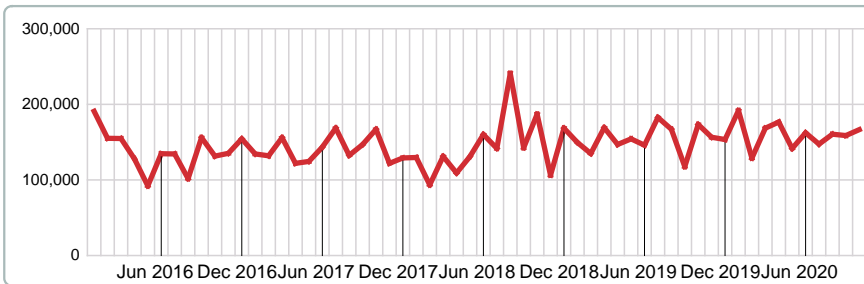
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

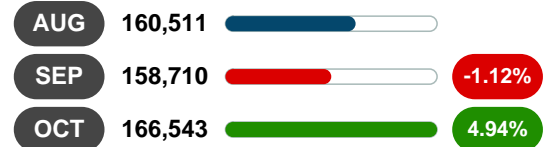


3 MONTHS

5 year OCT AVG = 165,068

High Aug 2018 240,977 Low May 2016 92,148

Average List Price at Closing this month at **166,543**
 above the 5 yr OCT average of **165,068**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 to \$50,000	9	13.43%	20,878	19,271	46,375	0	0
\$50,001 to \$75,000	8	11.94%	65,038	67,260	70,833	0	0
\$75,001 to \$150,000	22	32.84%	106,145	100,375	113,813	109,000	0
\$150,001 to \$175,000	8	11.94%	163,275	165,900	164,633	0	0
\$175,001 to \$300,000	12	17.91%	217,150	325,000	222,211	201,967	0
\$300,001 and up	8	11.94%	525,375	700,000	426,000	675,000	799,000
Average List Price			166,543	108,611	165,778	249,817	799,000
Total Closed Units		100%	166,543	19	41	6	1
Total Closed Volume			11,158,399	2.06M	6.80M	1.50M	799.00K

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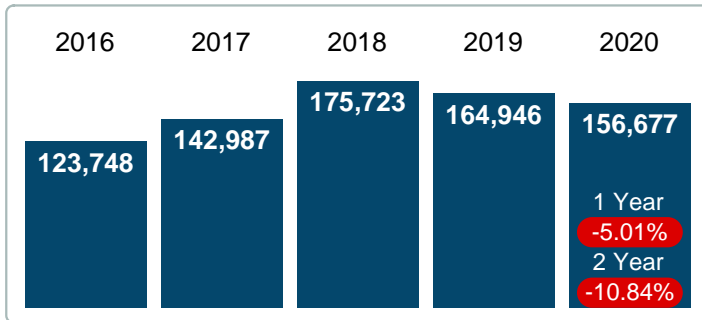
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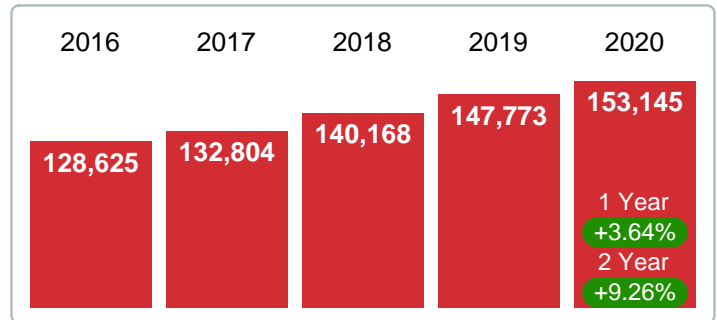
AVERAGE SOLD PRICE AT CLOSING

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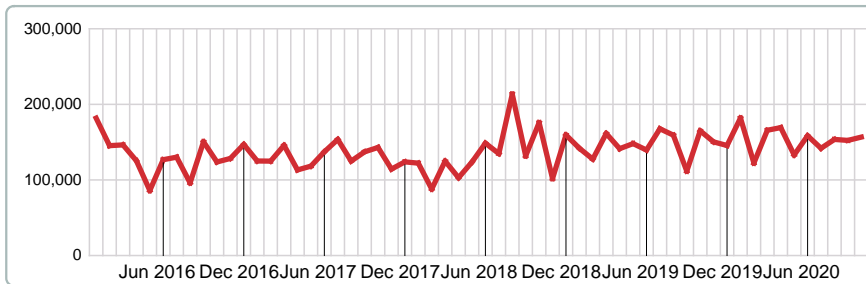
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

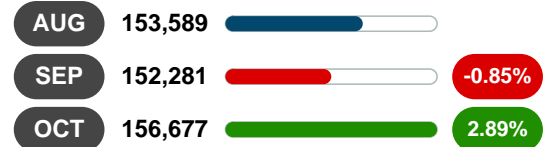


3 MONTHS

5 year OCT AVG = 152,816

High Aug 2018 213,461 | Low May 2016 86,039

Average Sold Price at Closing this month at **156,677**
 above the 5 yr OCT average of **152,816**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	11	16.42%	23,682	16,571	36,125	0	0
\$50,001-\$75,000	8	11.94%	62,706	64,500	59,717	0	0
\$75,001-\$150,000	21	31.34%	107,252	97,750	110,020	105,500	0
\$150,001-\$175,000	7	10.45%	159,214	160,000	159,083	0	0
\$175,001-\$300,000	13	19.40%	214,646	275,000	211,556	203,800	0
\$300,001 and up	7	10.45%	511,143	640,000	419,500	480,000	780,000
Average Sold Price			156,677	100,237	158,791	217,067	780,000
Total Closed Units		100%	156,677	19	41	6	1
Total Closed Volume			10,497,350	1.90M	6.51M	1.30M	780.00K

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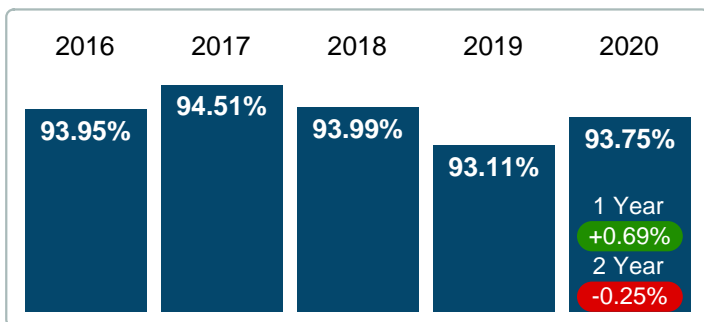
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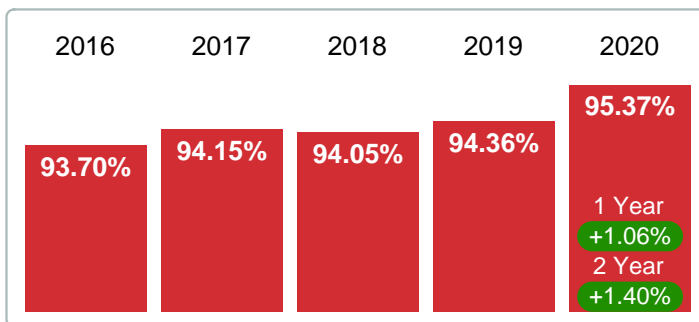
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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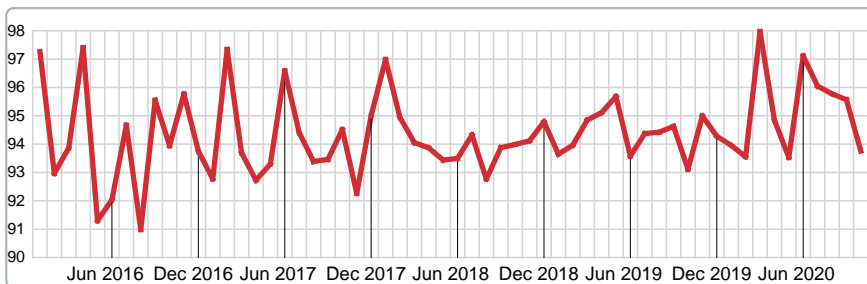
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

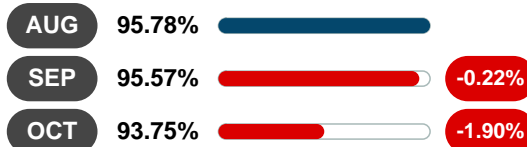


3 MONTHS

5 year OCT AVG = 93.86%

High Mar 2020 97.97% Low Aug 2016 90.99%

Average Sold/List Ratio this month at **93.75%**
equal to 5 yr OCT average of **93.86%**



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	
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$1-\$50,000	11	16.42%	84.85%	87.32%	80.52%	0.00%	0.00%	
\$50,001-\$75,000	8	11.94%	91.66%	96.23%	84.04%	0.00%	0.00%	
\$75,001-\$150,000	21	31.34%	96.77%	97.55%	96.66%	96.07%	0.00%	
\$150,001-\$175,000	7	10.45%	96.62%	96.44%	96.64%	0.00%	0.00%	
\$175,001-\$300,000	13	19.40%	96.34%	84.62%	96.09%	100.99%	0.00%	
\$300,001 and up	7	10.45%	93.44%	91.43%	98.48%	71.11%	97.62%	
Average Sold/List Ratio		93.80%		92.37%	94.21%	94.37%	97.62%	
Total Closed Units		67	100%	93.80%	19	41	6	1
Total Closed Volume		10,497,350			1.90M	6.51M	1.30M	780.00K

October 2020



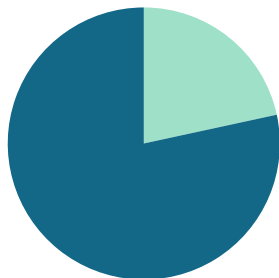
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

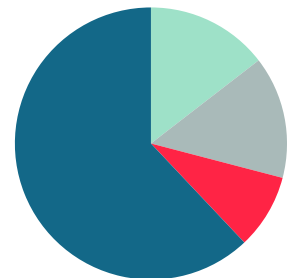


Inventory
 New Listings
97 = 21.60%
 Start Inventory
352
 Total Inventory Units
449
 Volume
\$85,101,424

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%
Average List Price	173,342	166,543	-3.92%	155,708	159,779	2.61%
Average Sale Price	164,946	156,677	-5.01%	147,773	153,145	3.64%
Average Percent of Selling Price to List Price	93.11%	93.75%	0.69%	94.36%	95.37%	1.06%
Average Days on Market to Sale	54.16	48.31	-10.80%	48.94	42.73	-12.69%
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

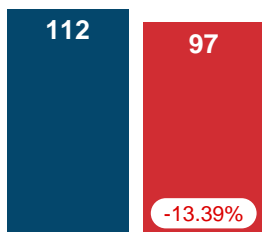
Inventory on October 31, 2020 = **286**

2019 **2020**

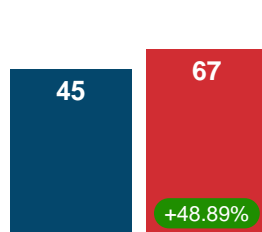
OCTOBER MARKET

AVERAGE PRICES

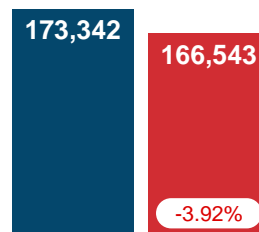
New Listings



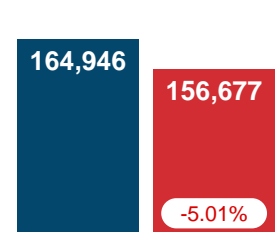
Pending Listings



List Price



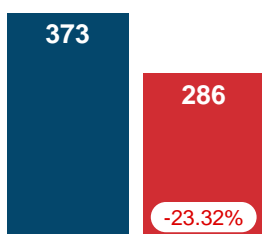
Sale Price



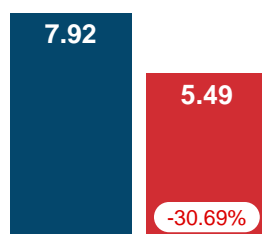
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

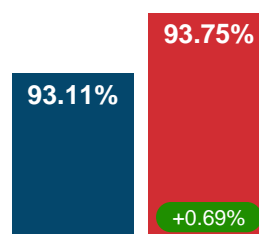
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

