

# September 2020



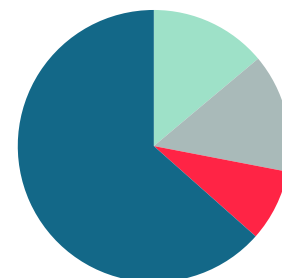
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	42	62	47.62%
Pending Listings	50	63	26.00%
New Listings	73	89	21.92%
Median List Price	105,500	126,950	20.33%
Median Sale Price	104,500	119,750	14.59%
Median Percent of Selling Price to List Price	96.51%	97.07%	0.59%
Median Days on Market to Sale	41.50	20.00	-51.81%
End of Month Inventory	371	283	-23.72%
Months Supply of Inventory	7.91	5.59	-29.25%



■ Closed (13.90%)  
■ Pending (14.13%)  
■ Other OffMarket (8.52%)  
■ Active (63.45%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of September 30, 2020 = **283**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **23.72%** to 283 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **5.59** 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 **14.59%** in September 2020 to \$119,750 versus the previous year at \$104,500.

#### Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 21.50 days or **51.81%** in September 2020 compared to last year's same month at **41.50** DOM.

#### Sales Success for September 2020 is Positive

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

There were 89 New Listings in September 2020, up **21.92%** from last year at 73. Furthermore, there were 62 Closed Listings this month versus last year at 42, a **47.62%** increase.

Closed versus Listed trends yielded a **69.7%** ratio, up from previous year's, September 2019, at **57.5%**, a **21.08%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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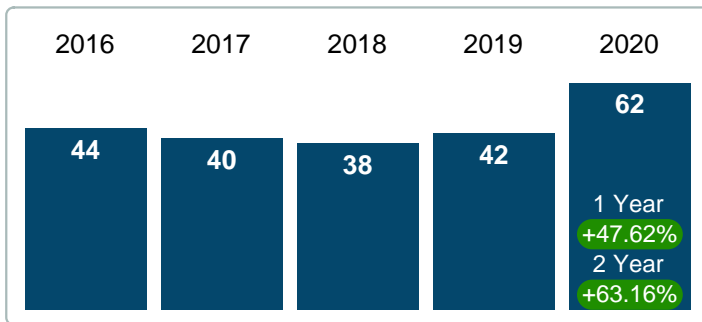
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



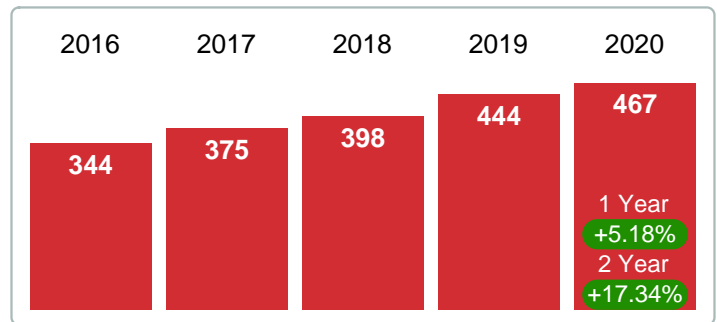
## CLOSED LISTINGS

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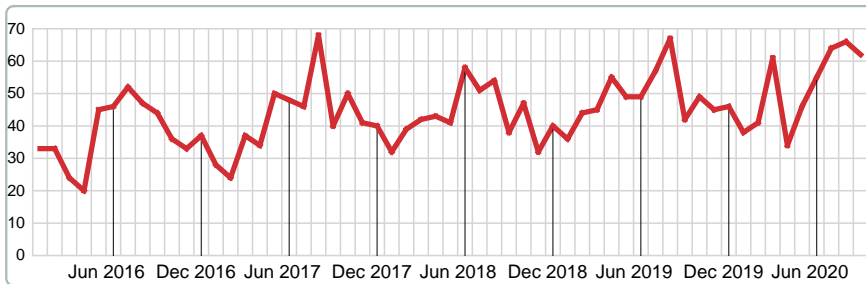
### SEPTEMBER



### YEAR TO DATE (YTD)

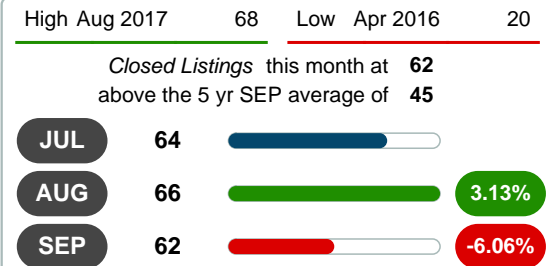


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 45



### 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	7	11.29%	17.0	4	2	1	0
\$40,001 - \$60,000	5	8.06%	6.0	3	2	0	0
\$60,001 - \$80,000	7	11.29%	23.0	3	3	1	0
\$80,001 - \$160,000	19	30.65%	23.0	4	15	0	0
\$160,001 - \$230,000	10	16.13%	10.5	1	5	4	0
\$230,001 - \$270,000	7	11.29%	40.0	0	5	2	0
\$270,001 and up	7	11.29%	40.0	4	0	3	0
<b>Total Closed Units</b>	<b>62</b>			<b>19</b>	<b>32</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,441,400</b>	<b>100%</b>	<b>20.0</b>	<b>2.55M</b>	<b>4.33M</b>	<b>2.56M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$119,750</b>			<b>\$68,000</b>	<b>\$129,000</b>	<b>\$214,500</b>	<b>\$0</b>

# September 2020



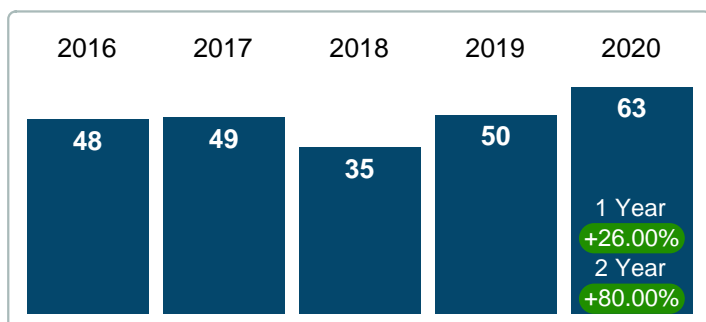
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



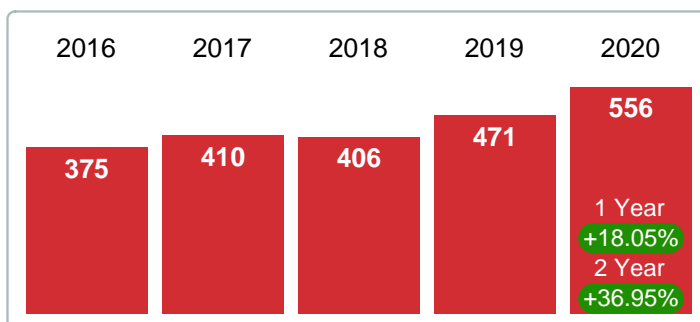
## PENDING LISTINGS

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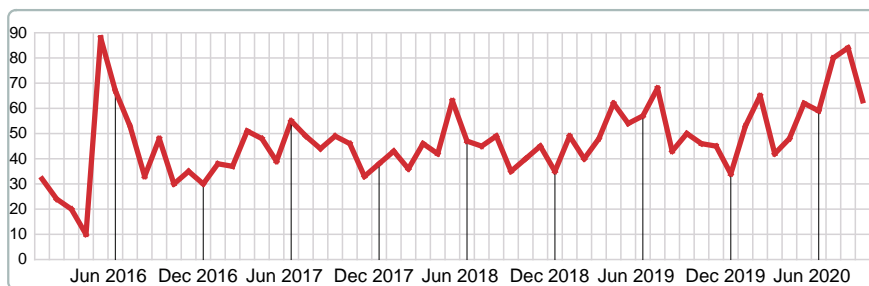
### SEPTEMBER



### YEAR TO DATE (YTD)

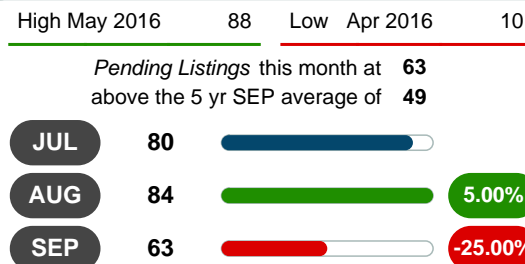


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.94%	44.0	4	1	0	0
\$30,001 - \$60,000	8	12.70%	65.5	7	1	0	0
\$60,001 - \$90,000	11	17.46%	27.0	3	6	2	0
\$90,001 - \$160,000	14	22.22%	30.5	2	8	3	1
\$160,001 - \$210,000	10	15.87%	16.5	2	7	1	0
\$210,001 - \$390,000	8	12.70%	54.0	1	4	2	1
\$390,001 and up	7	11.11%	8.0	1	4	2	0
<b>Total Pending Units</b>	<b>63</b>			<b>20</b>	<b>31</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,594,100</b>	<b>100%</b>	<b>34.0</b>	<b>1.94M</b>	<b>6.02M</b>	<b>2.21M</b>	<b>421.50K</b>
<b>Median Listing Price</b>	<b>\$129,000</b>			<b>\$51,000</b>	<b>\$152,500</b>	<b>\$159,700</b>	<b>\$210,750</b>

# September 2020



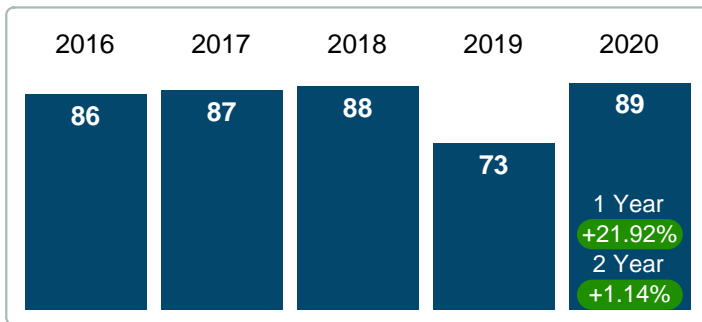
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



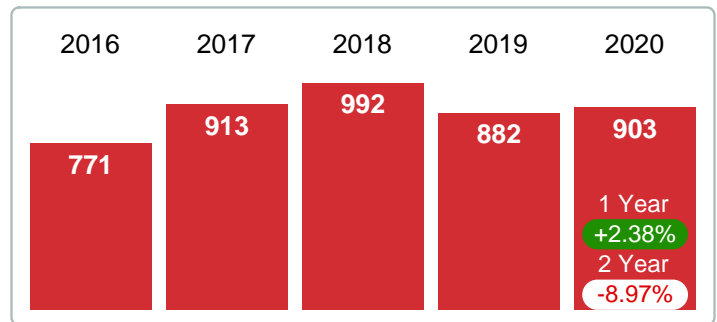
## NEW LISTINGS

Report produced on Oct 12, 2020 for MLS Technology Inc.

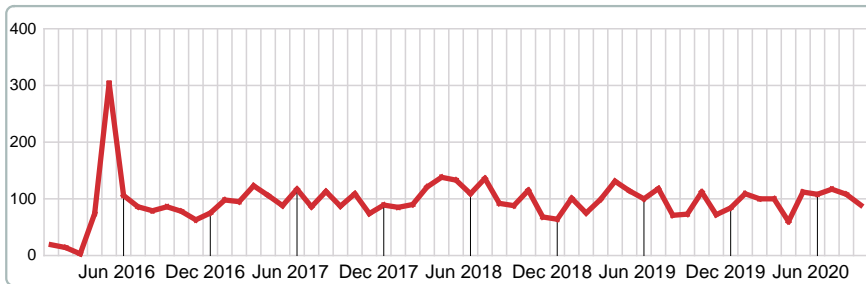
### SEPTEMBER



### YEAR TO DATE (YTD)

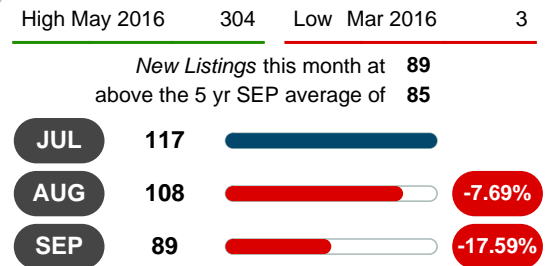


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 85



### 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	5	5.62%	4	1	0	0
\$20,001 - \$60,000	16	17.98%	14	2	0	0
\$60,001 - \$80,000	8	8.99%	5	3	0	0
\$80,001 - \$190,000	26	29.21%	6	16	4	0
\$190,001 - \$240,000	12	13.48%	2	7	3	0
\$240,001 - \$520,000	14	15.73%	7	4	3	0
\$520,001 and up	8	8.99%	4	2	2	0
<b>Total New Listed Units</b>	<b>89</b>		<b>42</b>	<b>35</b>	<b>12</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>18,679,050</b>	<b>100%</b>	<b>8.47M</b>	<b>6.67M</b>	<b>3.54M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$130,000</b>		<b>\$70,313</b>	<b>\$169,000</b>	<b>\$230,750</b>	<b>\$0</b>

# September 2020



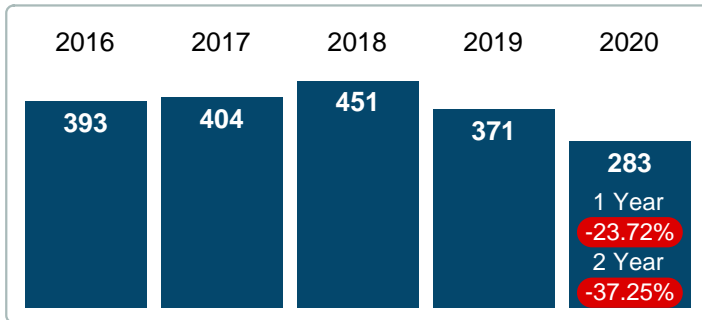
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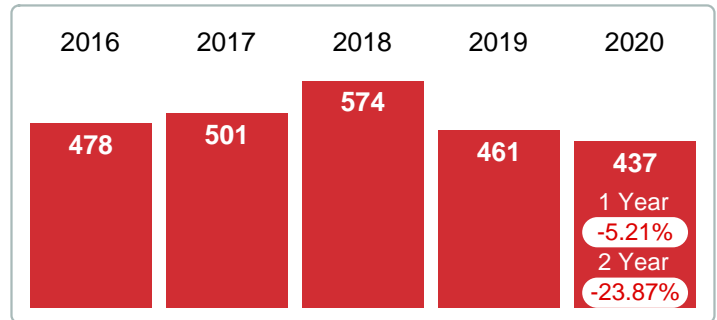
## ACTIVE INVENTORY

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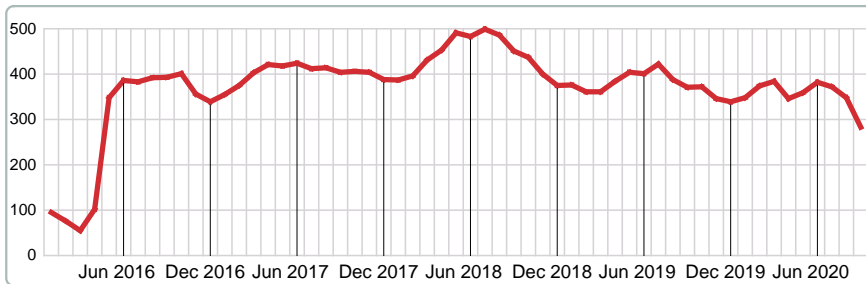
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

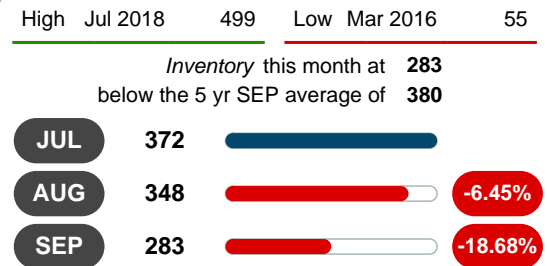


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 380



### 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	11	3.89%	139.0	10	0	0	1
\$10,001 - \$30,000	34	12.01%	62.0	30	2	2	0
\$30,001 - \$70,000	59	20.85%	91.0	44	14	1	0
\$70,001 - \$160,000	71	25.09%	78.0	30	36	5	0
\$160,001 - \$230,000	39	13.78%	72.0	19	14	5	1
\$230,001 - \$470,000	40	14.13%	46.5	18	14	5	3
\$470,001 and up	29	10.25%	48.0	21	3	4	1
Total Active Inventory by Units		283		172	83	22	6
Total Active Inventory by Volume		54,807,624	100%	31.00M	16.09M	5.47M	2.24M
Median Active Inventory Listing Price		\$109,000		\$75,000	\$115,000	\$215,000	\$289,250

# September 2020



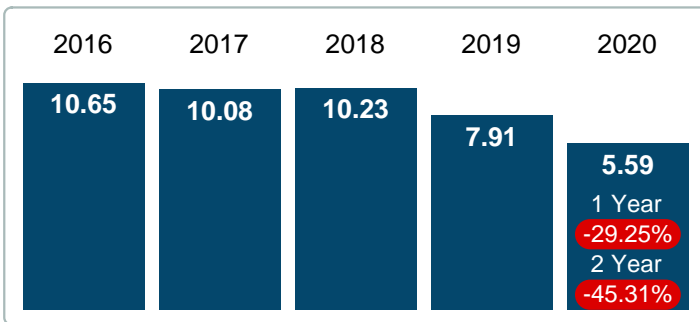
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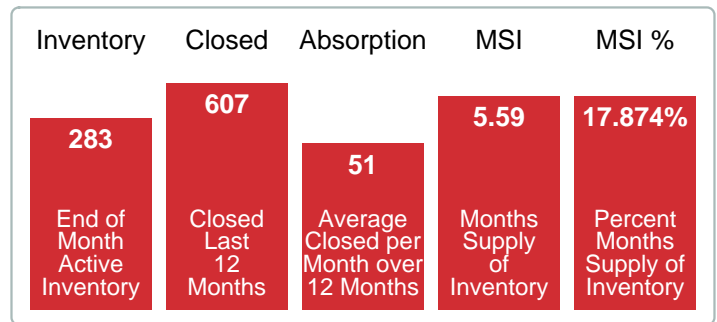
## MONTHS SUPPLY of INVENTORY (MSI)

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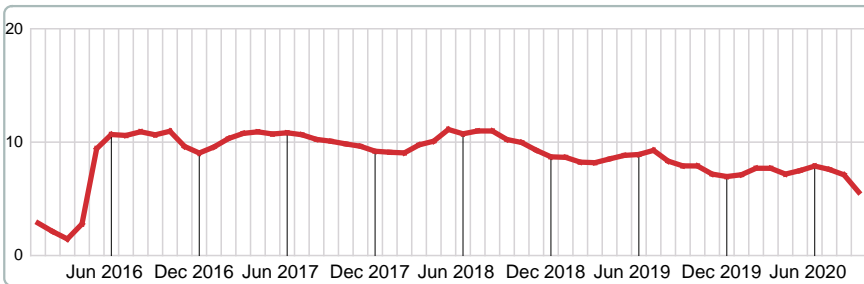
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

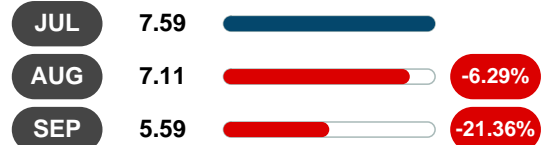


### 3 MONTHS

5 year SEP AVG = 8.89

High May 2018 11.12 Low Mar 2016 1.46

Months Supply this month at 5.59  
below the 5 yr SEP average of 8.89



### 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	11	3.89%	26.40	40.00	0.00	0.00	12.00
\$10,001 - \$30,000	34	12.01%	11.33	11.25	8.00	24.00	0.00
\$30,001 - \$70,000	59	20.85%	6.27	9.60	3.29	2.00	0.00
\$70,001 - \$160,000	71	25.09%	3.96	8.78	2.94	2.61	0.00
\$160,001 - \$230,000	39	13.78%	3.80	25.33	2.07	2.00	4.00
\$230,001 - \$470,000	40	14.13%	4.62	14.40	3.65	1.62	6.00
\$470,001 and up	29	10.25%	31.64	84.00	12.00	16.00	6.00
Market Supply of Inventory (MSI)			5.59	13.06	3.00	2.64	4.24
Total Active Inventory by Units		100%	5.59	172	83	22	6

# September 2020



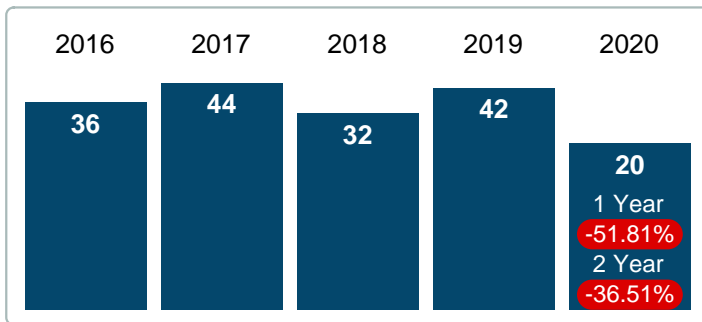
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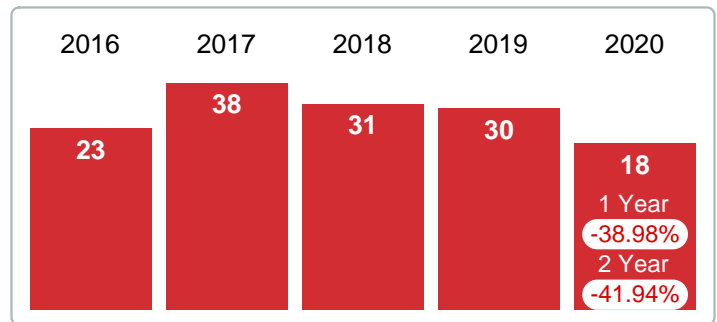
## MEDIAN DAYS ON MARKET TO SALE

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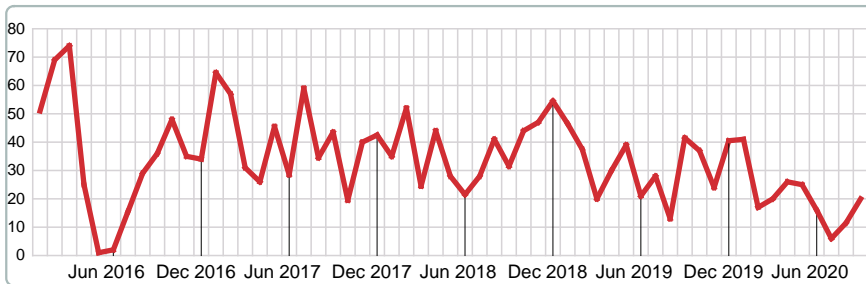
### SEPTEMBER



### YEAR TO DATE (YTD)

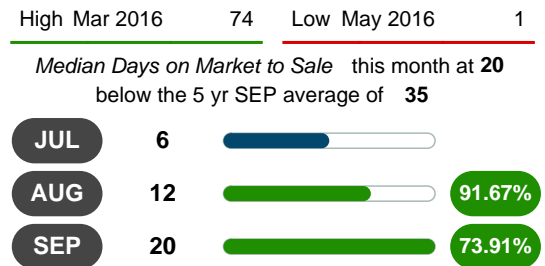


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 35



### 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	11.29%	17	10	105	1	0
\$40,001 - \$60,000	8.06%	6	6	46	0	0
\$60,001 - \$80,000	11.29%	23	12	27	1	0
\$80,001 - \$160,000	30.65%	23	6	39	0	0
\$160,001 - \$230,000	16.13%	11	73	11	7	0
\$230,001 - \$270,000	11.29%	40	0	7	59	0
\$270,001 and up	11.29%	40	114	0	1	0
Median Closed DOM		20	17	33	3	0
Total Closed Units	100%	20.0	19	32	11	
Total Closed Volume		9,441,400	2.55M	4.33M	2.56M	0.00B

# September 2020



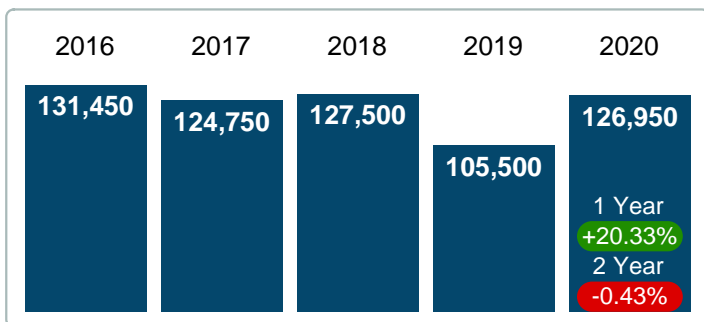
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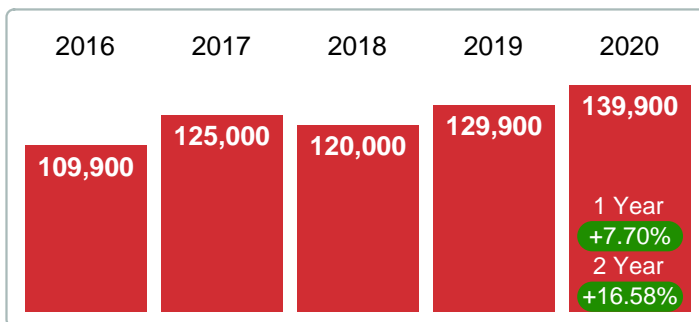
## MEDIAN LIST PRICE AT CLOSING

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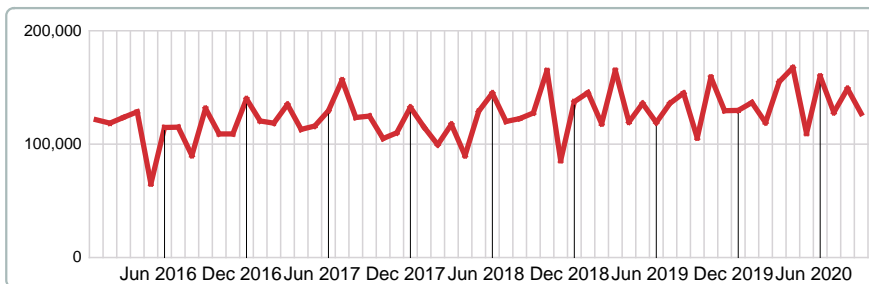
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

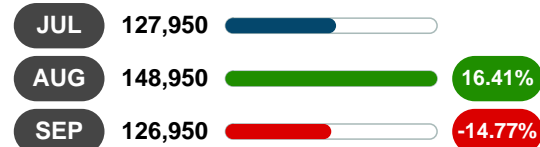


### 3 MONTHS

5 year SEP AVG = 123,230

High Apr 2020 167,450 Low May 2016 65,000

Median List Price at Closing this month at **126,950**  
above the 5 yr SEP average of **123,230**



### 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	8.06%	35,500	35,500	39,900	23,000	0
\$40,001 - \$60,000	11.29%	49,900	49,950	49,000	0	0
\$60,001 - \$80,000	11.29%	70,000	70,450	70,000	0	0
\$80,001 - \$160,000	30.65%	109,000	99,900	125,000	85,000	0
\$160,001 - \$230,000	12.90%	175,500	0	175,500	175,950	0
\$230,001 - \$270,000	14.52%	255,000	235,000	255,000	259,000	0
\$270,001 and up	11.29%	415,000	403,500	0	415,000	0
<b>Median List Price</b>		<b>126,950</b>	<b>71,000</b>	<b>130,700</b>	<b>214,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>126,950</b>	<b>19</b>	<b>32</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,840,000</b>	<b>2.75M</b>	<b>4.46M</b>	<b>2.63M</b>	<b>0.00B</b>



# September 2020



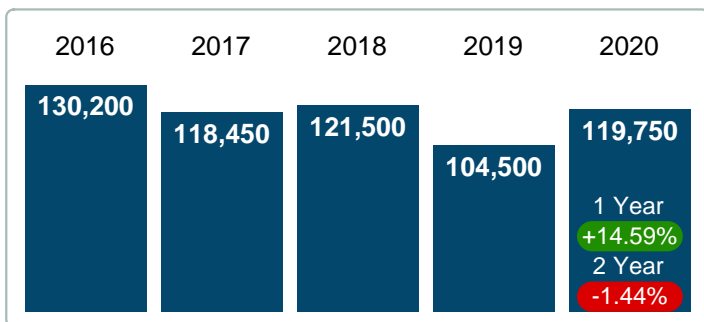
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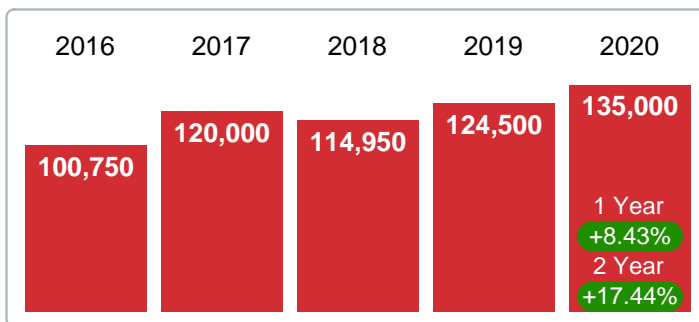
## MEDIAN SOLD PRICE AT CLOSING

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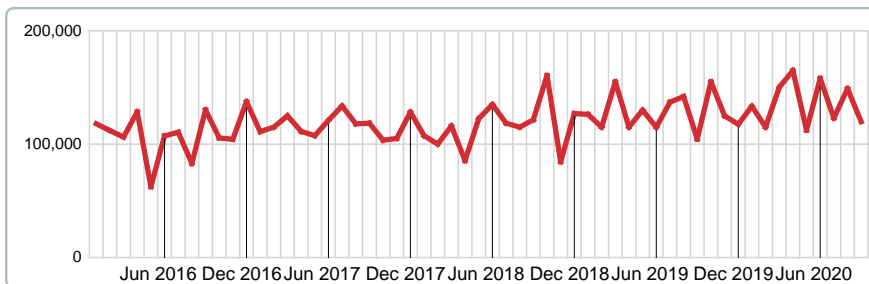
### SEPTEMBER



### YEAR TO DATE (YTD)

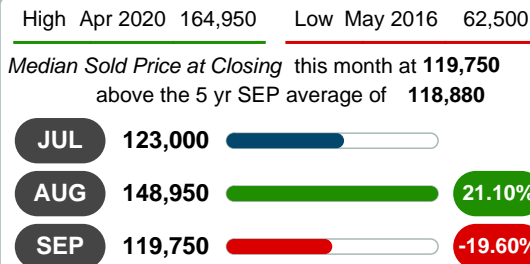


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 118,880



### 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	11.29%	35,900	36,000	37,950	23,000	0
\$40,001 - \$60,000	8.06%	47,000	47,000	50,500	0	0
\$60,001 - \$80,000	11.29%	68,000	64,500	70,000	64,000	0
\$80,001 - \$160,000	30.65%	104,000	89,750	115,000	0	0
\$160,001 - \$230,000	16.13%	177,500	197,000	176,000	174,450	0
\$230,001 - \$270,000	11.29%	250,000	0	250,000	243,750	0
\$270,001 and up	11.29%	400,000	364,750	0	415,000	0
<b>Median Sold Price</b>		<b>119,750</b>	<b>68,000</b>	<b>129,000</b>	<b>214,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>119,750</b>	<b>19</b>	<b>32</b>	<b>11</b>	
<b>Total Closed Volume</b>		<b>9,441,400</b>	<b>2.55M</b>	<b>4.33M</b>	<b>2.56M</b>	<b>0.00B</b>

# September 2020



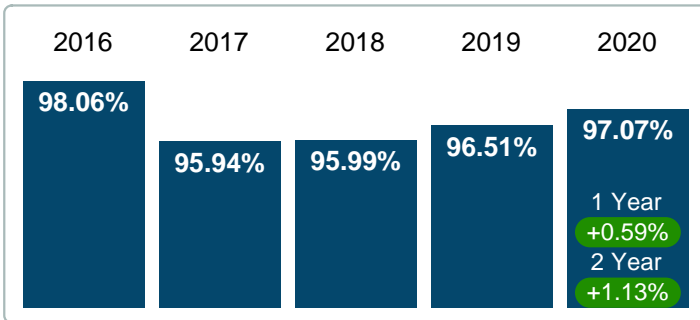
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



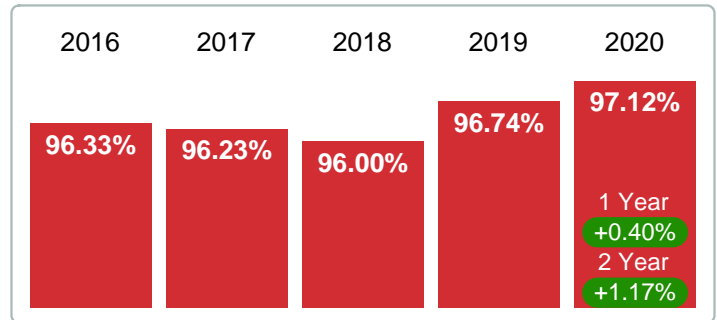
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 12, 2020 for MLS Technology Inc.

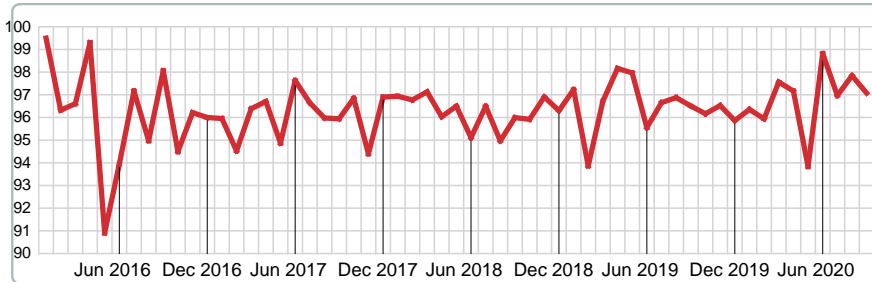
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

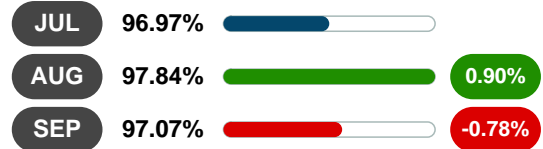


### 3 MONTHS

5 year SEP AVG = 96.72%

High Jan 2016 99.50% Low May 2016 90.91%

Median Sold/List Ratio this month at **97.07%**  
equal to 5 yr SEP average of **96.72%**



## 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	7	11.29%	91.53%	91.39%	92.61%	100.00%	0.00%
\$40,001 \$60,000	5	8.06%	94.19%	100.00%	93.55%	0.00%	0.00%
\$60,001 \$80,000	7	11.29%	95.38%	95.38%	100.00%	75.29%	0.00%
\$80,001 \$160,000	19	30.65%	96.50%	95.00%	96.76%	0.00%	0.00%
\$160,001 \$230,000	10	16.13%	99.18%	83.83%	98.25%	100.00%	0.00%
\$230,001 \$270,000	7	11.29%	98.15%	0.00%	98.15%	94.27%	0.00%
\$270,001 and up	7	11.29%	97.39%	94.11%	0.00%	98.58%	0.00%
Median Sold/List Ratio		97.07%		94.55%	97.57%	98.58%	0.00%
Total Closed Units		62	100%	97.07%	19	32	11
Total Closed Volume		9,441,400			2.55M	4.33M	2.56M

# September 2020



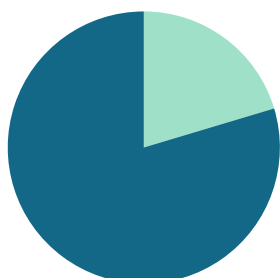
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

### INVENTORY

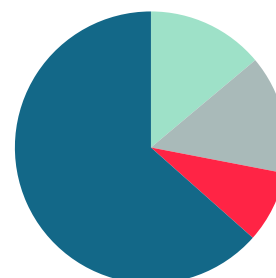


**Inventory**  
 New Listings  
**89 = 20.37%**  
 Start Inventory  
**348**  
 Total Inventory Units  
**437**  
 Volume  
**\$82,647,824**

### Market Activity

Closed Sales  
**62 = 13.90%**  
 Pending Sales  
**63 = 14.13%**  
 Other Off Market  
**38 = 8.52%**  
 Active Inventory  
**283 = 63.45%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	42	62	47.62%	444	467	5.18%
Pending Sales	50	63	26.00%	471	556	18.05%
New Listings	73	89	21.92%	882	903	2.38%
Median List Price	105,500	126,950	20.33%	129,900	139,900	7.70%
Median Sale Price	104,500	119,750	14.59%	124,500	135,000	8.43%
Median Percent of Selling Price to List Price	96.51%	97.07%	0.59%	96.74%	97.12%	0.40%
Median Days on Market to Sale	41.50	20.00	-51.81%	29.50	18.00	-38.98%
Monthly Inventory	371	283	-23.72%	371	283	-23.72%
Months Supply of Inventory	7.91	5.59	-29.25%	7.91	5.59	-29.25%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

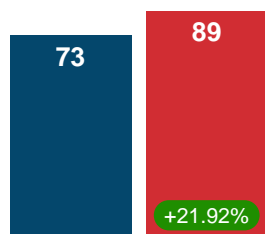
**Inventory** on September 30, 2020 = **283**

**2019** **2020**

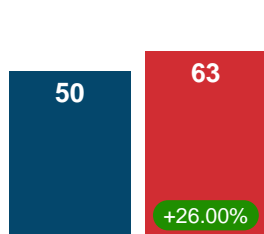
### SEPTEMBER MARKET

### MEDIAN PRICES

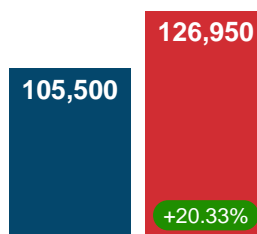
#### New Listings



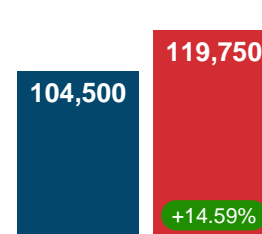
#### Pending Listings



#### List Price



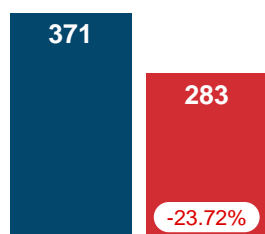
#### Sale Price



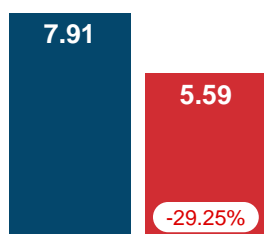
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

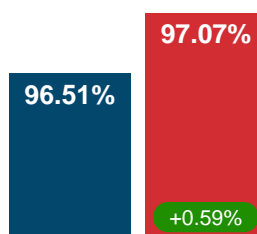
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

