

September 2020



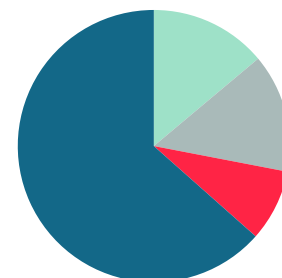
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	117,659	158,710	34.89%
Average Sale Price	111,681	152,281	36.35%
Average Percent of Selling Price to List Price	94.63%	95.57%	0.99%
Average Days on Market to Sale	55.33	48.84	-11.74%
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.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **36.35%** in September 2020 to \$152,281 versus the previous year at \$111,681.

Average Days on Market Shortens

The average number of **48.84** days that homes spent on the market before selling decreased by 6.49 days or **11.74%** in September 2020 compared to last year's same month at **55.33** DOM.

Sales Success for September 2020 is Positive

Overall, with Average 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.

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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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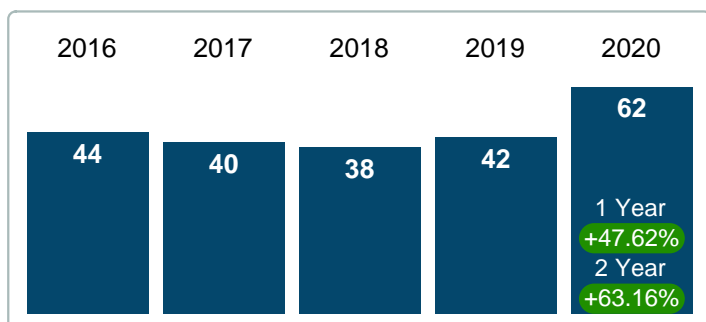
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



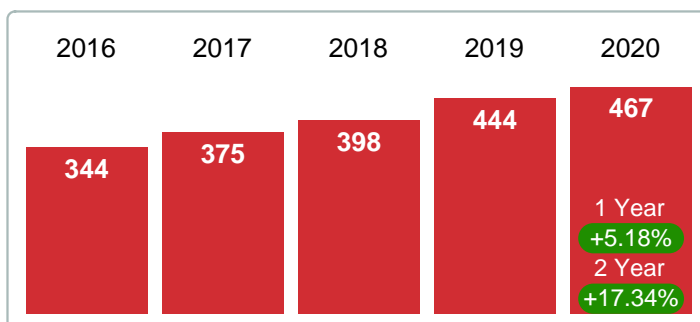
CLOSED LISTINGS

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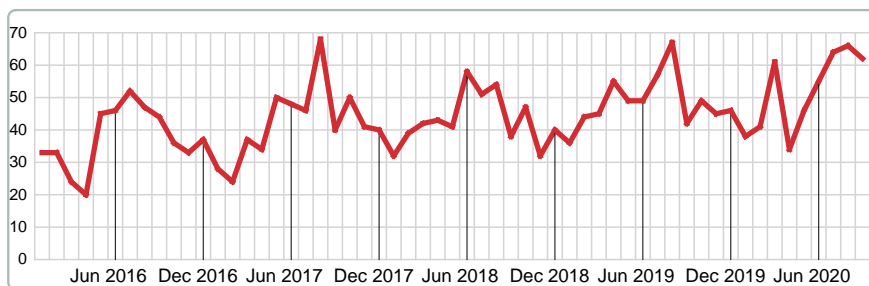
SEPTEMBER



YEAR TO DATE (YTD)

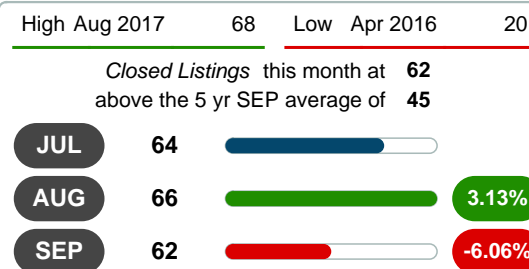


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.61%	1.0	0	0	1	0
\$25,001 - \$50,000	10	16.13%	59.2	7	3	0	0
\$50,001 - \$75,000	7	11.29%	21.0	3	3	1	0
\$75,001 - \$150,000	19	30.65%	47.8	4	15	0	0
\$150,001 - \$225,000	11	17.74%	53.3	1	6	4	0
\$225,001 - \$275,000	7	11.29%	54.4	0	5	2	0
\$275,001 and up	7	11.29%	59.0	4	0	3	0
Total Closed Units	62			19	32	11	0
Total Closed Volume	9,441,400	100%	48.8	2.55M	4.33M	2.56M	0.00B
Average Closed Price	\$152,281			\$134,316	\$135,253	\$232,845	\$0

September 2020



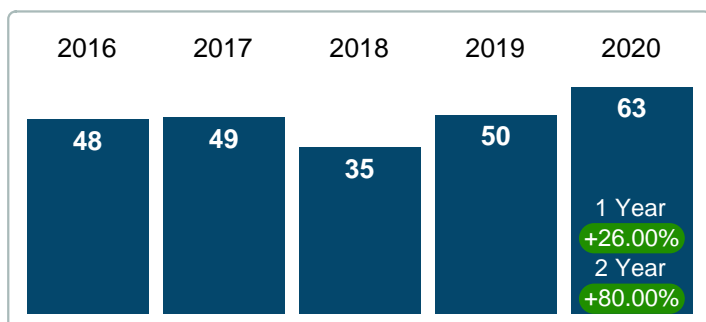
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



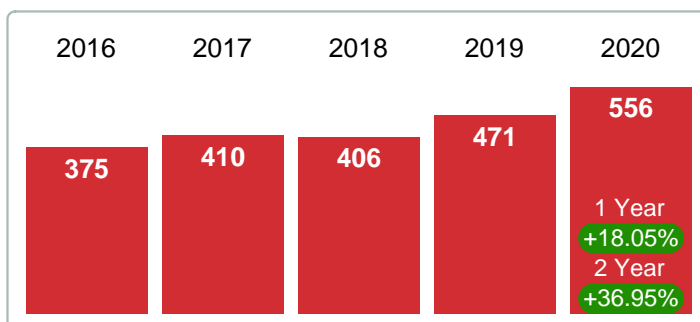
PENDING LISTINGS

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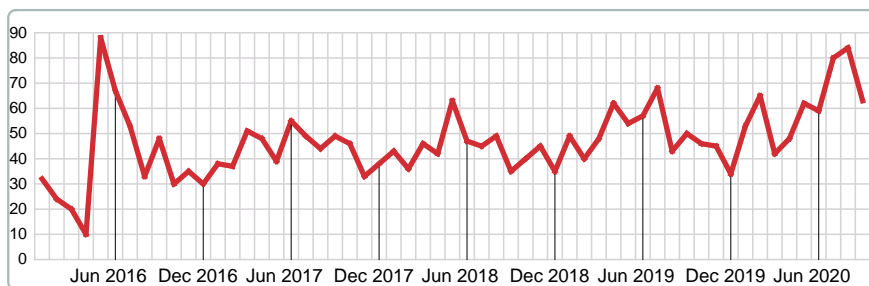
SEPTEMBER



YEAR TO DATE (YTD)

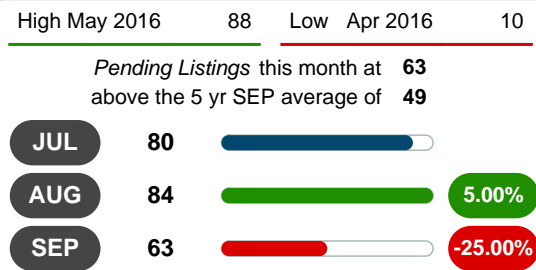


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	7.94%	52.6	4	1	0	0
\$25,001 - \$50,000	6	9.52%	54.8	6	0	0	0
\$50,001 - \$75,000	8	12.70%	47.5	4	3	1	0
\$75,001 - \$150,000	17	26.98%	39.2	2	11	4	0
\$150,001 - \$200,000	9	14.29%	29.6	1	6	1	1
\$200,001 - \$375,000	11	17.46%	63.6	2	6	2	1
\$375,001 and up	7	11.11%	39.3	1	4	2	0
Total Pending Units	63			20	31	10	2
Total Pending Volume	10,594,100	100%	68.5	1.94M	6.02M	2.21M	421.50K
Average Listing Price	\$307,483			\$96,945	\$194,268	\$221,140	\$210,750

September 2020



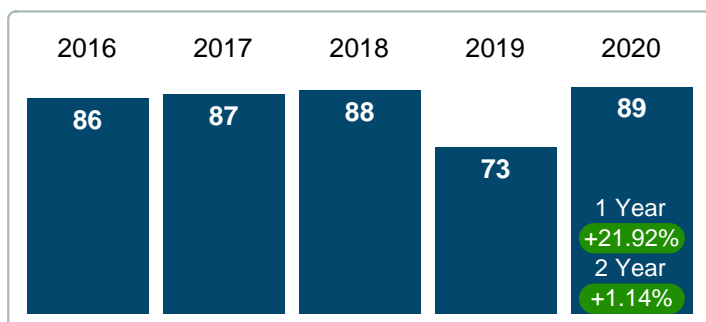
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



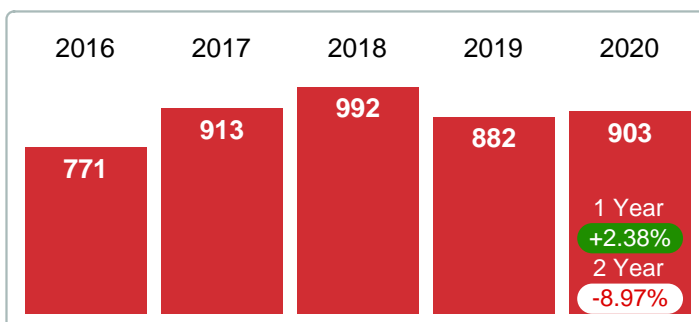
NEW LISTINGS

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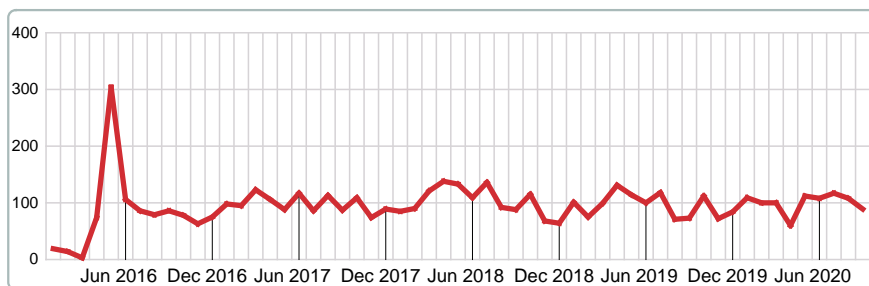
SEPTEMBER



YEAR TO DATE (YTD)

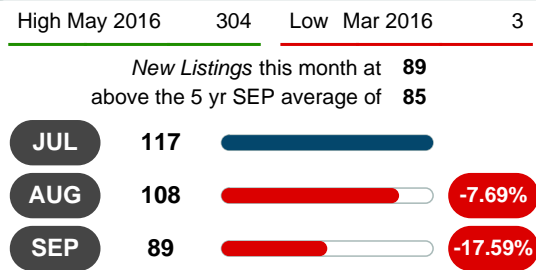


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	7	7.87%	6	1	0	0
\$25,001 - \$50,000	11	12.36%	11	0	0	0
\$50,001 - \$75,000	9	10.11%	5	4	0	0
\$75,001 - \$175,000	25	28.09%	7	15	3	0
\$175,001 - \$225,000	9	10.11%	1	6	2	0
\$225,001 - \$500,000	19	21.35%	8	7	4	0
\$500,001 and up	9	10.11%	4	2	3	0
Total New Listed Units	89		42	35	12	0
Total New Listed Volume	18,679,050	100%	8.47M	6.67M	3.54M	0.00B
Average New Listed Listing Price	\$346,667		\$201,725	\$190,520	\$294,867	\$0

September 2020



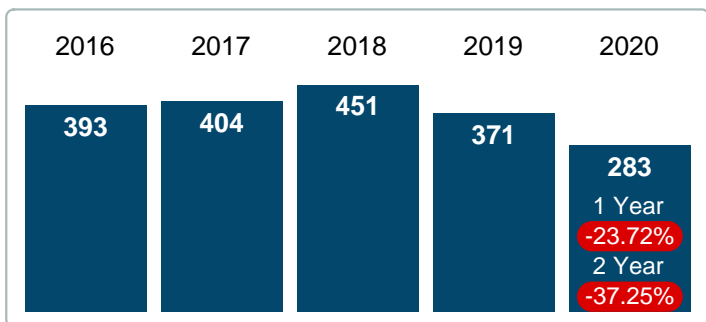
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



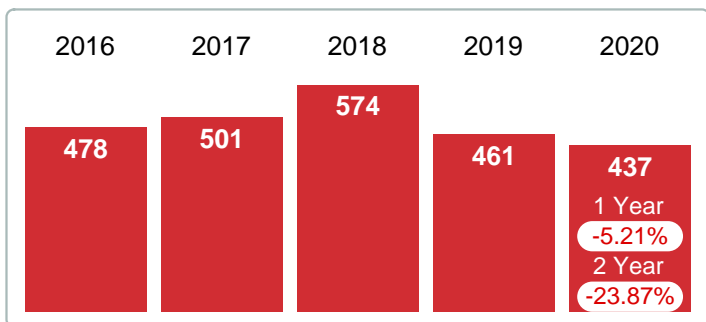
ACTIVE INVENTORY

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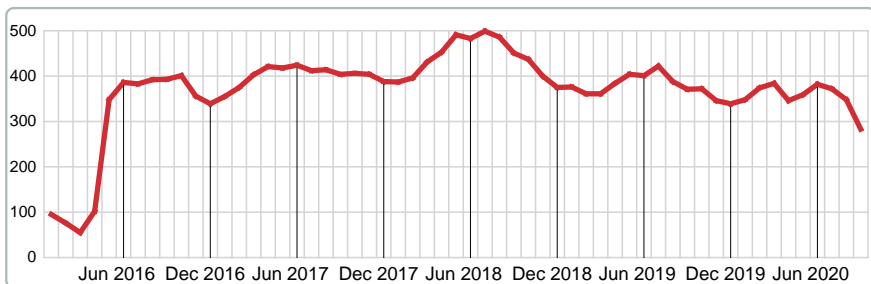
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

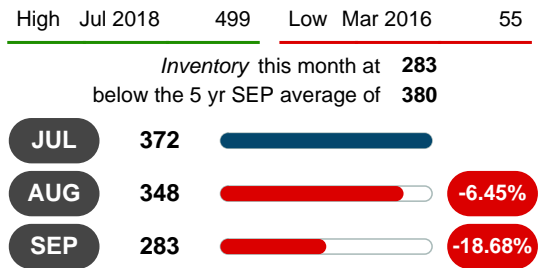


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 380



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	38	13.43%	98.7	35	2	0	1
\$25,001-\$75,000	70	24.73%	82.4	52	15	3	0
\$75,001-\$150,000	62	21.91%	84.6	22	35	5	0
\$150,001-\$225,000	40	14.13%	89.8	22	13	4	1
\$225,001-\$475,000	48	16.96%	76.1	24	15	6	3
\$475,001 and up	25	8.83%	81.2	17	3	4	1
Total Active Inventory by Units	283			172	83	22	6
Total Active Inventory by Volume	54,807,624	100%	84.9	31.00M	16.09M	5.47M	2.24M
Average Active Inventory Listing Price	\$193,667			\$180,251	\$193,887	\$248,809	\$372,996

September 2020



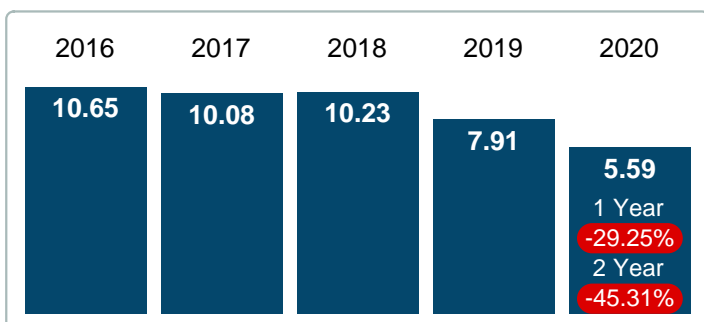
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



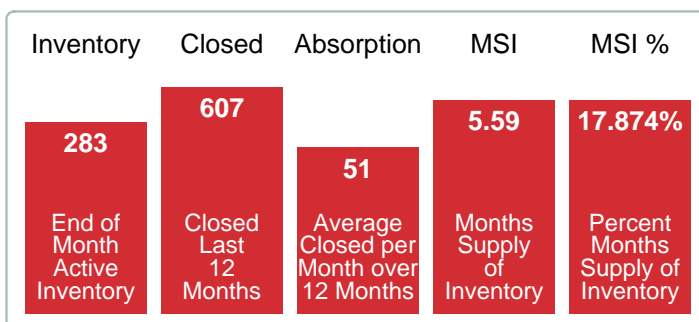
MONTHS SUPPLY of INVENTORY (MSI)

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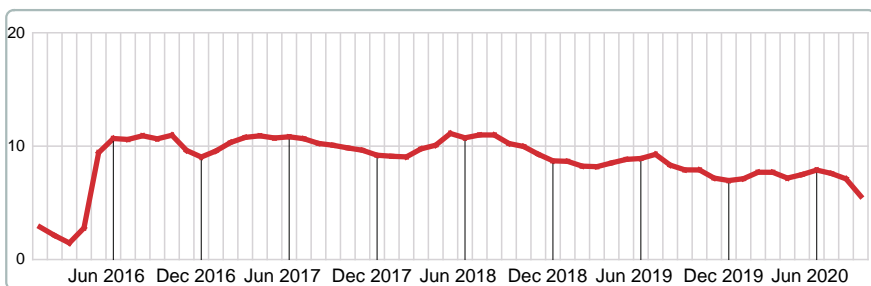
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

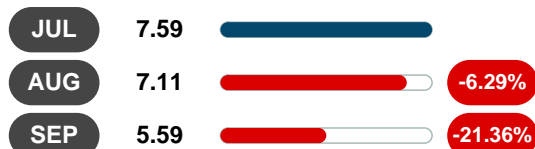


3 MONTHS

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



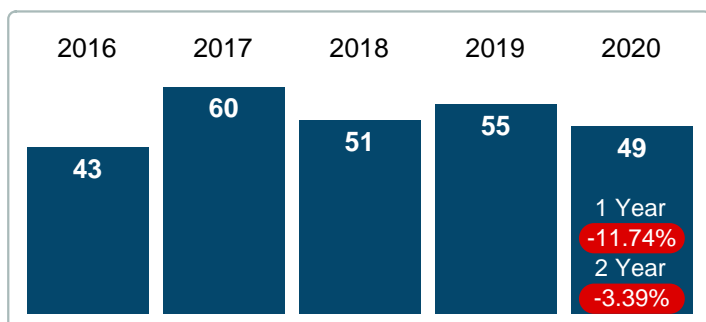
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



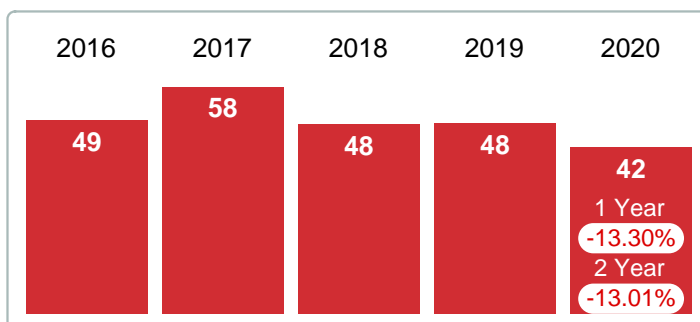
AVERAGE DAYS ON MARKET TO SALE

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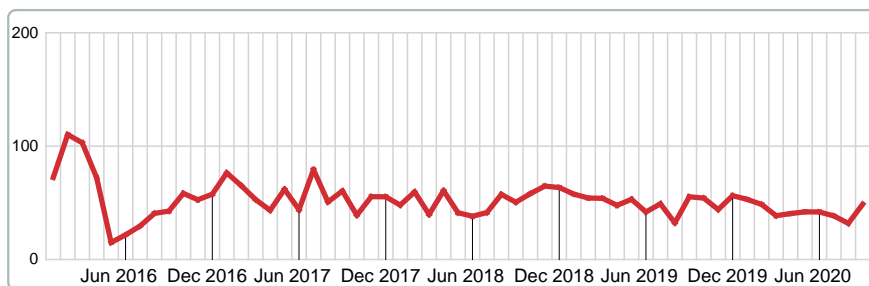
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 52

High Feb 2016 110 Low May 2016 15

Average Days on Market to Sale this month at 49 below the 5 yr SEP average of 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
\$25,000 and less	1.61%	1	0	0	1	0
\$25,001 - \$50,000	16.13%	59	42	100	0	0
\$50,001 - \$75,000	11.29%	21	32	17	1	0
\$75,001 - \$150,000	30.65%	48	9	58	0	0
\$150,001 - \$225,000	17.74%	53	73	55	46	0
\$225,001 - \$275,000	11.29%	54	0	53	59	0
\$275,001 and up	11.29%	59	102	0	2	0
Average Closed DOM		49	48	57	28	0
Total Closed Units	100%	49	19	32	11	
Total Closed Volume		9,441,400	2.55M	4.33M	2.56M	0.00B

September 2020



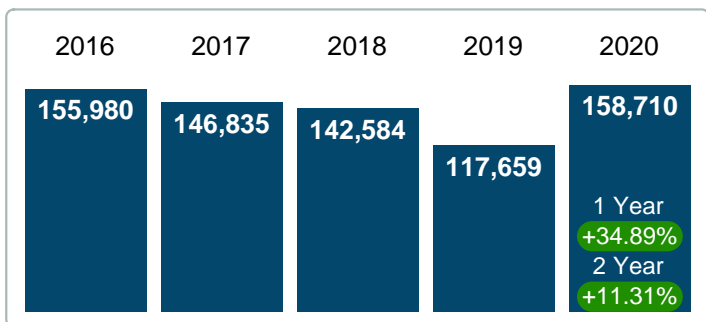
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



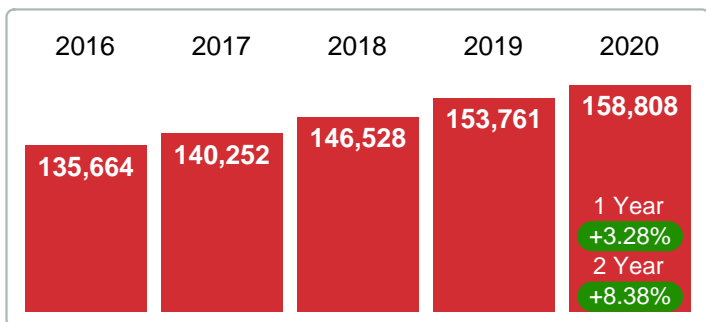
AVERAGE LIST PRICE AT CLOSING

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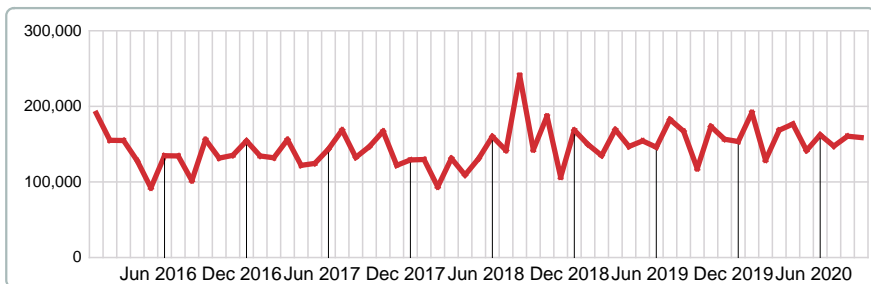
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

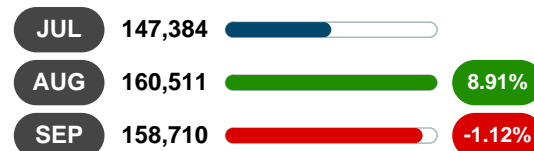


3 MONTHS

5 year SEP AVG = 144,354

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

Average List Price at Closing this month at **158,710**
above the 5 yr SEP average of **144,354**



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
\$25,000 and less	1.61%	23,000	0	0	23,000	0
\$25,001 - \$50,000	14.52%	41,978	43,843	43,633	0	0
\$50,001 - \$75,000	12.90%	67,413	68,633	67,967	85,000	0
\$75,001 - \$150,000	29.03%	108,550	96,950	113,907	0	0
\$150,001 - \$225,000	16.13%	178,220	235,000	189,633	184,075	0
\$225,001 - \$275,000	14.52%	253,256	0	255,280	259,000	0
\$275,001 and up	11.29%	412,071	403,000	0	424,167	0
Average List Price		158,710	144,611	139,300	239,527	0
Total Closed Units	100%	158,710	19	32	11	0
Total Closed Volume		9,840,000	2.75M	4.46M	2.63M	0.00B

September 2020



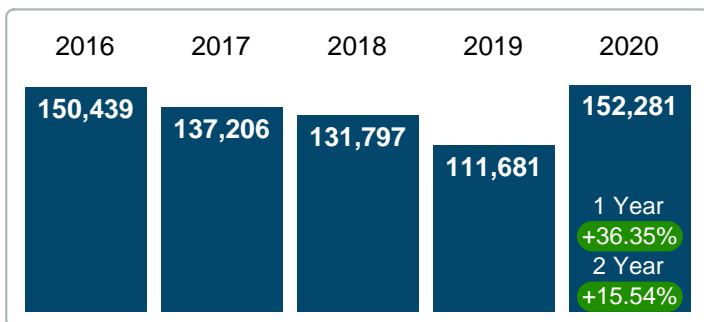
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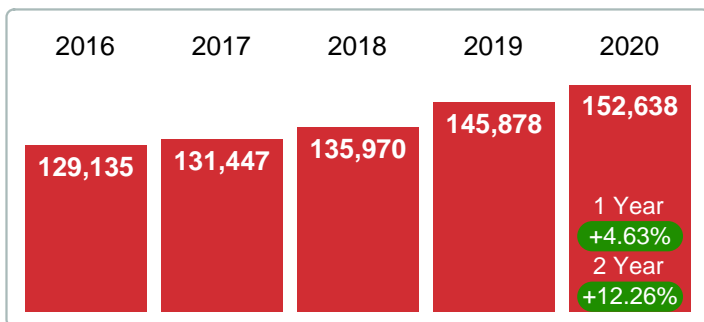
AVERAGE SOLD PRICE AT CLOSING

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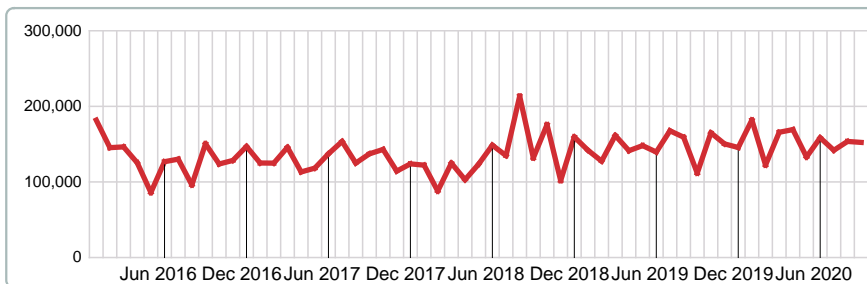
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

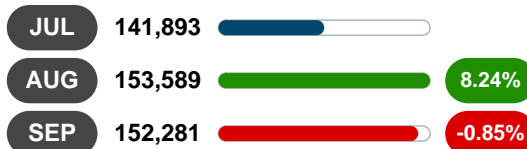


3 MONTHS

5 year SEP AVG = 136,681

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

Average Sold Price at Closing this month at **152,281**
above the 5 yr SEP average of **136,681**



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
\$25,000 and less	1	1.61%	23,000	0	0	23,000	0
\$25,001 - \$50,000	10	16.13%	39,990	39,714	40,633	0	0
\$50,001 - \$75,000	7	11.29%	64,554	64,833	64,458	64,000	0
\$75,001 - \$150,000	19	30.65%	106,184	91,500	110,100	0	0
\$150,001 - \$225,000	11	17.74%	184,057	197,000	182,388	183,325	0
\$225,001 - \$275,000	7	11.29%	250,643	0	253,400	243,750	0
\$275,001 and up	7	11.29%	395,714	379,125	0	417,833	0
Average Sold Price			152,281	134,316	135,253	232,845	0
Total Closed Units		100%	152,281	19	32	11	0
Total Closed Volume			9,441,400	2.55M	4.33M	2.56M	0.00B

September 2020



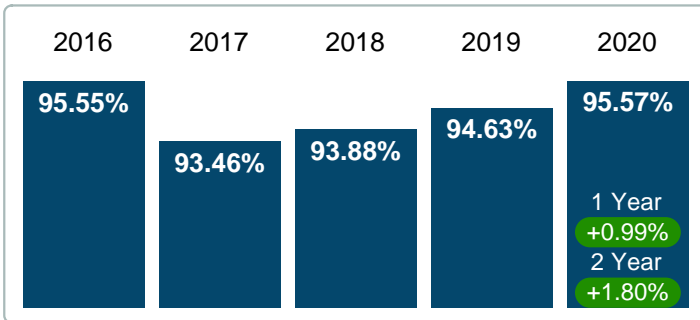
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



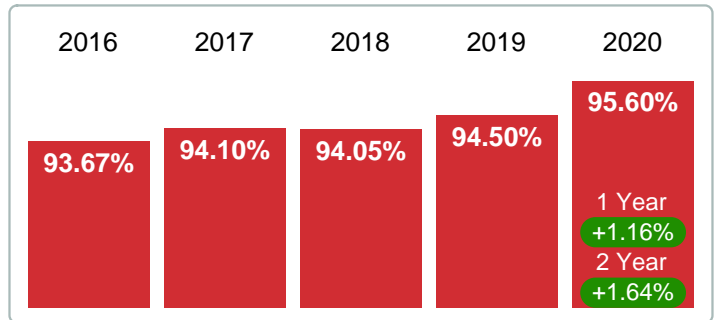
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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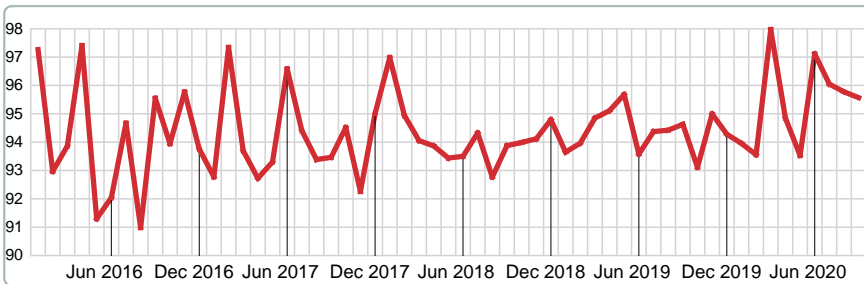
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

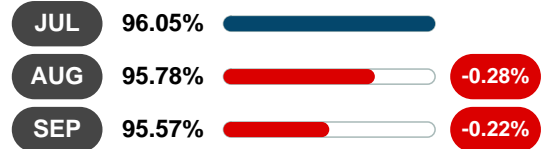


3 MONTHS

5 year SEP AVG = 94.62%

High Mar 2020 97.97% Low Aug 2016 90.99%

Average Sold/List Ratio this month at **95.57%**
above the 5 yr SEP average of **94.62%**



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
\$25,000 and less	1	1.61%	100.00%	0.00%	0.00%	100.00%	0.00%
\$25,001 - \$50,000	10	16.13%	92.27%	91.95%	93.03%	0.00%	0.00%
\$50,001 - \$75,000	7	11.29%	91.89%	94.48%	94.84%	75.29%	0.00%
\$75,001 - \$150,000	19	30.65%	96.91%	94.78%	97.47%	0.00%	0.00%
\$150,001 - \$225,000	11	17.74%	96.59%	83.83%	96.71%	99.59%	0.00%
\$225,001 - \$275,000	7	11.29%	97.83%	0.00%	99.25%	94.27%	0.00%
\$275,001 and up	7	11.29%	95.84%	93.73%	0.00%	98.66%	0.00%
Average Sold/List Ratio		95.60%		92.89%	96.94%	96.20%	0.00%
Total Closed Units		62	100%	19	32	11	
Total Closed Volume		9,441,400		2.55M	4.33M	2.56M	0.00B

September 2020



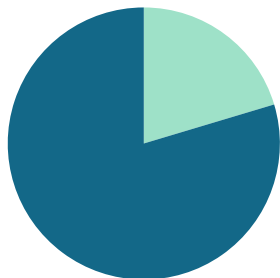
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

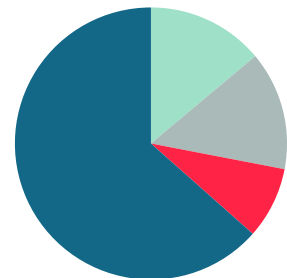


Inventory
 New Listings
89 = 20.37%
 Start Inventory
348
 Total Inventory Units
437
 Volume
\$82,647,824

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%
Average List Price	117,659	158,710	34.89%	153,761	158,808	3.28%
Average Sale Price	111,681	152,281	36.35%	145,878	152,638	4.63%
Average Percent of Selling Price to List Price	94.63%	95.57%	0.99%	94.50%	95.60%	1.16%
Average Days on Market to Sale	55.33	48.84	-11.74%	48.36	41.93	-13.30%
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

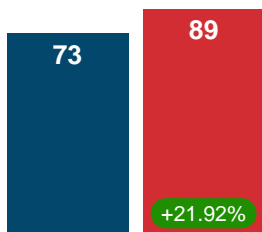
Inventory on September 30, 2020 = **283**

2019 **2020**

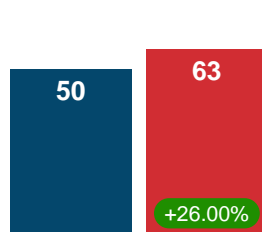
SEPTEMBER MARKET

AVERAGE PRICES

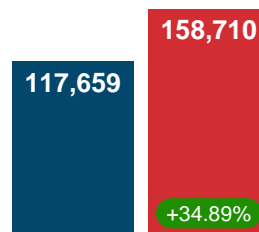
New Listings



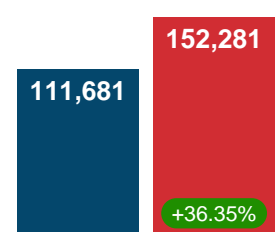
Pending Listings



List Price



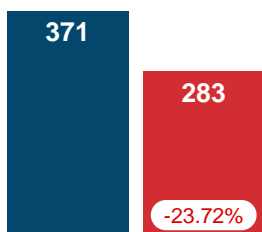
Sale Price



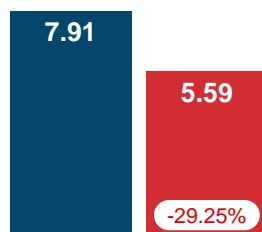
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

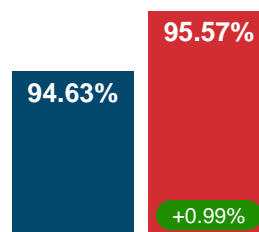
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

