

Residential - Entire MLS Entry (multiple counties included)



Sales and Inventory Report

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|-----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2020 | 222 | \$45,736,459 | \$208,784 | \$206,020 | \$200,000 | 52 | 59 | 98% | 819 | 3.69 |
| February | 2020 | 279 | \$65,038,797 | \$237,275 | \$233,113 | \$224,000 | 52 | 55 | 98% | 797 | 2.86 |
| March | 2020 | 324 | \$69,917,929 | \$218,067 | \$215,796 | \$211,450 | 57 | 61 | 98% | 707 | 2.18 |
| April | 2020 | 325 | \$74,597,893 | \$233,188 | \$229,531 | \$225,000 | 56 | 60 | 98% | 739 | 2.27 |
| May | 2020 | 334 | \$78,703,834 | \$239,389 | \$235,640 | \$228,400 | 46 | 49 | 98% | 685 | 2.05 |
| June | 2020 | 430 | \$100,078,163 | \$234,444 | \$232,739 | \$225,000 | 39 | 46 | 99% | 633 | 1.47 |
| July | 2020 | 470 | \$113,789,863 | \$244,457 | \$242,106 | \$234,300 | 40 | 42 | 99% | 547 | 1.16 |
| August | 2020 | 439 | \$109,310,713 | \$252,028 | \$248,999 | \$228,000 | 35 | 39 | 98% | 511 | 1.16 |
| September | 2020 | 382 | \$91,638,468 | \$242,226 | \$239,891 | \$230,500 | 31 | 33 | 99% | 464 | 1.21 |
| October | 2020 | 419 | \$103,223,350 | \$248,681 | \$246,356 | \$233,000 | 29 | 32 | 99% | 436 | 1.04 |
| November | 2020 | 372 | \$89,033,843 | \$241,771 | \$239,338 | \$232,000 | 20 | 23 | 98% | 422 | 1.13 |
| December | 2020 | 388 | \$98,189,632 | \$254,905 | \$253,066 | \$246,500 | 26 | 27 | 99% | 399 | 1.03 |
| Annual | - | 4,384 | \$1,039,258,945 | \$239,704 | \$237,057 | \$227,000 | 39 | 42 | 98% | 597 | 1.63 |

DeSoto

Sales and Inventory Report

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2020 | 179 | \$39,126,290 | \$221,515 | \$218,582 | \$210,000 | 44 | 48 | 98% | 573 | 3.2 |
| February | 2020 | 234 | \$56,141,550 | \$242,889 | \$239,921 | \$229,950 | 49 | 53 | 98% | 553 | 2.36 |
| March | 2020 | 274 | \$63,302,779 | \$233,019 | \$231,032 | \$220,000 | 57 | 60 | 99% | 491 | 1.79 |
| April | 2020 | 281 | \$67,071,365 | \$241,618 | \$238,688 | \$233,500 | 45 | 49 | 98% | 521 | 1.85 |
| May | 2020 | 281 | \$69,498,296 | \$250,001 | \$247,324 | \$239,000 | 44 | 47 | 98% | 490 | 1.74 |
| June | 2020 | 373 | \$90,708,913 | \$244,357 | \$243,187 | \$239,900 | 35 | 43 | 99% | 450 | 1.21 |
| July | 2020 | 398 | \$100,706,813 | \$254,839 | \$253,032 | \$248,900 | 35 | 37 | 99% | 377 | 0.95 |
| August | 2020 | 374 | \$96,377,063 | \$260,408 | \$257,692 | \$242,950 | 32 | 36 | 98% | 364 | 0.97 |

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|-----------|------|-------|---------------|-----------|-----------|-----------|----|----|-----|-----|------|
| September | 2020 | 316 | \$78,660,642 | \$250,674 | \$248,926 | \$240,000 | 30 | 30 | 99% | 315 | 1 |
| October | 2020 | 362 | \$92,215,402 | \$256,562 | \$254,738 | \$237,700 | 28 | 30 | 99% | 290 | 0.8 |
| November | 2020 | 312 | \$76,717,335 | \$247,342 | \$245,888 | \$240,450 | 16 | 19 | 99% | 275 | 0.88 |
| December | 2020 | 325 | \$85,176,707 | \$263,466 | \$262,082 | \$255,000 | 22 | 22 | 99% | 276 | 0.85 |
| Annual | - | 3,709 | \$915,703,156 | \$248,943 | \$246,886 | \$237,500 | 35 | 38 | 99% | 415 | 1.34 |

Marshall

Sales and Inventory Report

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2020 | 11 | \$1,971,100 | \$181,163 | \$179,190 | \$176,000 | 51 | 63 | 98% | 66 | 6 |
| February | 2020 | 14 | \$2,405,297 | \$189,607 | \$171,806 | \$174,500 | 54 | 54 | 90% | 69 | 4.93 |
| March | 2020 | 12 | \$1,753,900 | \$148,458 | \$146,158 | \$148,500 | 41 | 72 | 98% | 51 | 4.25 |
| April | 2020 | 17 | \$3,160,967 | \$201,876 | \$185,939 | \$170,000 | 213 | 213 | 92% | 49 | 2.88 |
| May | 2020 | 8 | \$1,699,800 | \$224,674 | \$212,475 | \$199,900 | 56 | 56 | 94% | 49 | 6.13 |
| June | 2020 | 14 | \$2,375,100 | \$175,164 | \$169,650 | \$152,450 | 55 | 55 | 96% | 45 | 3.21 |
| July | 2020 | 34 | \$5,648,450 | \$171,288 | \$166,130 | \$164,500 | 42 | 42 | 96% | 38 | 1.12 |
| August | 2020 | 20 | \$3,702,550 | \$188,907 | \$185,127 | \$167,500 | 33 | 33 | 97% | 24 | 1.2 |
| September | 2020 | 21 | \$4,568,900 | \$216,866 | \$217,566 | \$209,900 | 31 | 31 | 100% | 38 | 1.81 |
| October | 2020 | 26 | \$5,006,850 | \$199,605 | \$192,571 | \$176,500 | 31 | 40 | 96% | 33 | 1.27 |
| November | 2020 | 20 | \$4,742,000 | \$251,825 | \$237,100 | \$209,900 | 42 | 42 | 94% | 30 | 1.5 |
| December | 2020 | 25 | \$5,309,075 | \$215,387 | \$212,363 | \$213,100 | 25 | 25 | 98% | 22 | 0.88 |
| Annual | - | 222 | \$42,343,989 | \$197,646 | \$190,738 | \$175,500 | 53 | 56 | 96% | 43 | 2.32 |

Tate

Sales and Inventory Report

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2020 | 17 | \$2,798,669 | \$169,900 | \$164,627 | \$175,000 | 107 | 107 | 96% | 77 | 4.53 |
| February | 2020 | 17 | \$3,316,200 | \$204,235 | \$195,070 | \$196,900 | 66 | 66 | 95% | 73 | 4.29 |
| March | 2020 | 20 | \$3,346,450 | \$169,847 | \$167,322 | \$186,500 | 59 | 59 | 98% | 67 | 3.35 |
| April | 2020 | 18 | \$3,271,000 | \$185,938 | \$181,722 | \$184,000 | 85 | 85 | 97% | 59 | 3.28 |

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|-----------|------|-----|--------------|-----------|-----------|-----------|-----|-----|-----|----|------|
| May | 2020 | 26 | \$4,151,588 | \$166,989 | \$159,676 | \$159,250 | 52 | 52 | 95% | 46 | 1.77 |
| June | 2020 | 18 | \$3,521,400 | \$201,432 | \$195,633 | \$210,000 | 51 | 51 | 97% | 37 | 2.06 |
| July | 2020 | 13 | \$2,284,600 | \$184,046 | \$175,738 | \$194,900 | 111 | 111 | 95% | 41 | 3.15 |
| August | 2020 | 23 | \$4,890,100 | \$216,296 | \$212,613 | \$205,000 | 34 | 41 | 98% | 36 | 1.57 |
| September | 2020 | 23 | \$4,641,000 | \$208,226 | \$201,782 | \$172,000 | 31 | 46 | 96% | 32 | 1.39 |
| October | 2020 | 20 | \$3,965,988 | \$202,609 | \$198,299 | \$190,500 | 40 | 40 | 97% | 37 | 1.85 |
| November | 2020 | 22 | \$4,344,608 | \$201,116 | \$197,482 | \$177,079 | 19 | 19 | 98% | 43 | 1.95 |
| December | 2020 | 22 | \$4,592,700 | \$212,845 | \$208,759 | \$201,950 | 69 | 69 | 98% | 34 | 1.55 |
| Annual | - | 239 | \$45,124,303 | \$194,090 | \$188,804 | \$188,000 | 57 | 59 | 97% | 49 | 2.46 |

Tunica

Sales and Inventory Report

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2020 | 1 | \$303,000 | \$325,000 | \$303,000 | \$303,000 | 384 | 963 | 93% | 12 | 12 |
| February | 2020 | 2 | \$393,000 | \$202,250 | \$196,500 | \$196,500 | 109 | 109 | 97% | 11 | 5.5 |
| March | 2020 | 4 | \$174,400 | \$54,075 | \$43,600 | \$16,700 | 36 | 50 | 80% | 13 | 3.25 |
| April | 2020 | 1 | \$149,900 | \$149,900 | \$149,900 | \$149,900 | 124 | 124 | 100% | 14 | 14 |
| May | 2020 | 3 | \$401,900 | \$138,266 | \$133,966 | \$149,900 | 29 | 29 | 96% | 12 | 4 |
| June | 2020 | 1 | \$135,900 | \$135,900 | \$135,900 | \$135,900 | 3 | 3 | 100% | 10 | 10 |
| July | 2020 | 1 | \$139,000 | \$139,900 | \$139,000 | \$139,000 | 2 | 2 | 99% | 10 | 10 |
| August | 2020 | 1 | \$125,000 | \$126,900 | \$125,000 | \$125,000 | 18 | 18 | 98% | 10 | 10 |
| September | 2020 | 1 | \$159,000 | \$165,000 | \$159,000 | \$159,000 | 28 | 28 | 96% | 10 | 10 |
| October | 2020 | 3 | \$584,000 | \$202,300 | \$194,666 | \$184,000 | 20 | 21 | 96% | 4 | 1.33 |
| November | 2020 | 1 | \$110,000 | \$110,000 | \$110,000 | \$110,000 | 26 | 26 | 100% | 3 | 3 |
| December | 2020 | 1 | \$175,000 | \$169,000 | \$175,000 | \$175,000 | 2 | 2 | 103% | 4 | 4 |
| Annual | - | 20 | \$2,850,100 | \$148,205 | \$142,505 | \$149,900 | 55 | 86 | 96% | 9 | 5.4 |

Panola

Sales and Inventory Report

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
|-------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|

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|-----------|------|----|--------------|-----------|-----------|-----------|-----|-----|------|----|------|
| January | 2020 | 6 | \$556,000 | \$78,050 | \$92,666 | \$84,000 | 93 | 93 | 118% | 39 | 6.5 |
| February | 2020 | 4 | \$781,500 | \$205,000 | \$195,375 | \$202,750 | 153 | 153 | 95% | 38 | 9.5 |
| March | 2020 | 2 | \$195,000 | \$109,950 | \$97,500 | \$97,500 | 230 | 230 | 88% | 32 | 16 |
| April | 2020 | 2 | \$55,500 | \$28,550 | \$27,750 | \$27,750 | 14 | 14 | 97% | 36 | 18 |
| May | 2020 | 4 | \$563,000 | \$146,247 | \$140,750 | \$152,000 | 112 | 112 | 96% | 38 | 9.5 |
| June | 2020 | 8 | \$1,184,900 | \$153,737 | \$148,112 | \$165,950 | 107 | 107 | 96% | 35 | 4.38 |
| July | 2020 | 9 | \$1,678,500 | \$192,877 | \$186,500 | \$145,000 | 83 | 83 | 96% | 30 | 3.33 |
| August | 2020 | 13 | \$1,944,300 | \$157,476 | \$149,561 | \$128,000 | 116 | 147 | 94% | 24 | 1.85 |
| September | 2020 | 13 | \$2,268,829 | \$184,788 | \$174,525 | \$155,000 | 59 | 59 | 94% | 23 | 1.77 |
| October | 2020 | 2 | \$291,110 | \$148,250 | \$145,555 | \$145,555 | 32 | 32 | 98% | 23 | 11.5 |
| November | 2020 | 6 | \$1,130,500 | \$188,816 | \$188,416 | \$180,750 | 99 | 99 | 99% | 24 | 4 |
| December | 2020 | 6 | \$1,230,900 | \$209,066 | \$205,150 | \$185,500 | 93 | 93 | 98% | 27 | 4.5 |
| Annual | - | 75 | \$11,880,039 | \$163,324 | \$158,400 | \$145,000 | 96 | 101 | 96% | 31 | 4.96 |