

December 2020



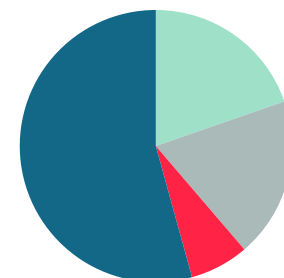
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	48	62	29.17%
Pending Listings	33	60	81.82%
New Listings	65	60	-7.69%
Average List Price	141,994	180,782	27.32%
Average Sale Price	135,544	172,326	27.14%
Average Percent of Selling Price to List Price	95.20%	94.89%	-0.33%
Average Days on Market to Sale	63.06	28.95	-54.09%
End of Month Inventory	200	171	-14.50%
Months Supply of Inventory	4.01	3.19	-20.61%



■ Closed (19.68%)
■ Pending (19.05%)
■ Other OffMarket (6.98%)
■ Active (54.29%)

Absorption: Last 12 months, an Average of **54 Sales/Month**
Active Inventory as of December 31, 2020 = **171**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **14.50%** to 171 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **3.19** 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 **27.14%** in December 2020 to \$172,326 versus the previous year at \$135,544.

Average Days on Market Shortens

The average number of **28.95** days that homes spent on the market before selling decreased by 34.11 days or **54.09%** in December 2020 compared to last year's same month at **63.06** DOM.

Sales Success for December 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 60 New Listings in December 2020, down **7.69%** from last year at 65. Furthermore, there were 62 Closed Listings this month versus last year at 48, a **29.17%** increase.

Closed versus Listed trends yielded a **103.3%** ratio, up from previous year's, December 2019, at **73.8%**, a **39.93%** 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

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

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

December 2020



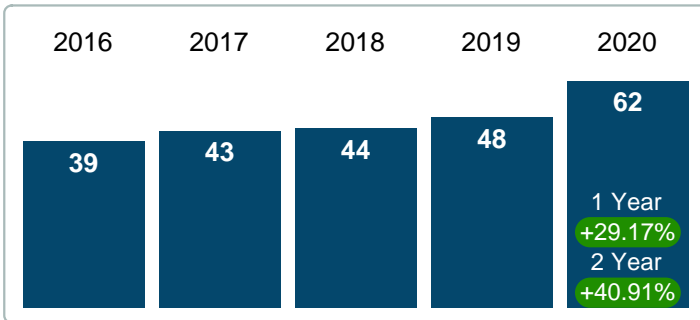
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



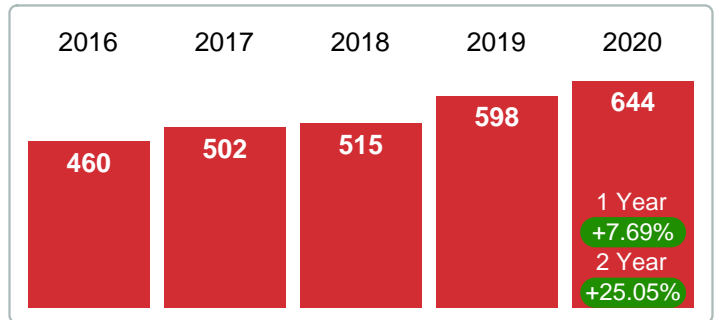
CLOSED LISTINGS

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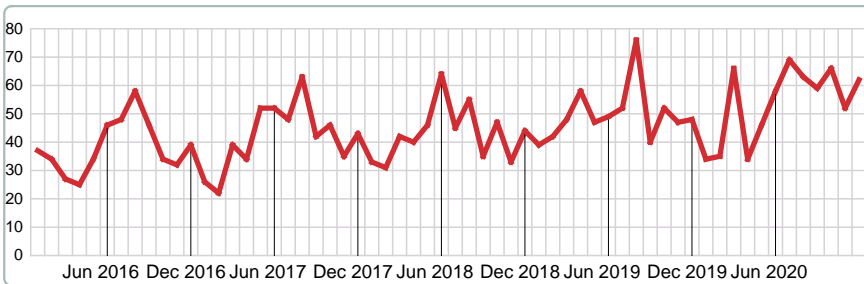
DECEMBER



YEAR TO DATE (YTD)

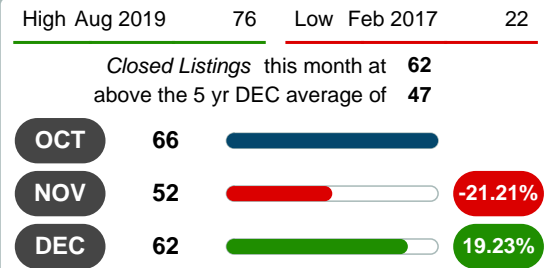


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	13	20.97%	30.6	6	7	0	0
\$75,001 - \$100,000	10	16.13%	21.1	2	7	1	0
\$100,001 - \$175,000	14	22.58%	9.7	3	11	0	0
\$175,001 - \$200,000	9	14.52%	39.4	0	5	3	1
\$200,001 - \$250,000	9	14.52%	53.2	2	5	2	0
\$250,001 and up	7	11.29%	30.9	1	4	1	1
Total Closed Units	62			14	39	7	2
Total Closed Volume	10,684,200	100%	29.0	1.50M	5.96M	1.34M	1.89M
Average Closed Price	\$172,326			\$106,986	\$152,921	\$191,071	\$942,500

December 2020



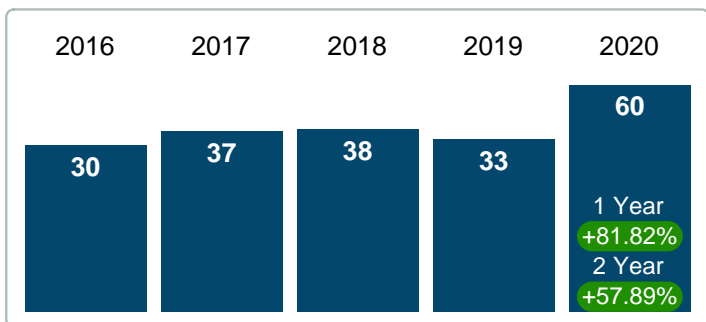
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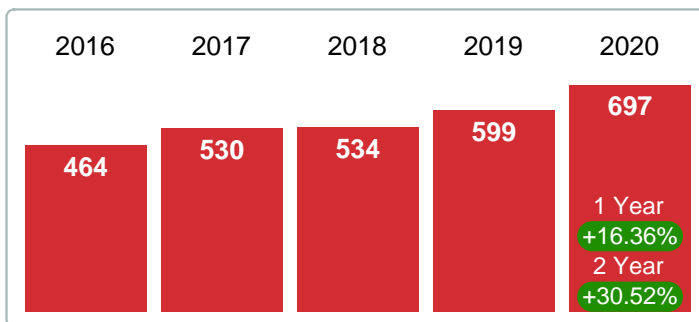
PENDING LISTINGS

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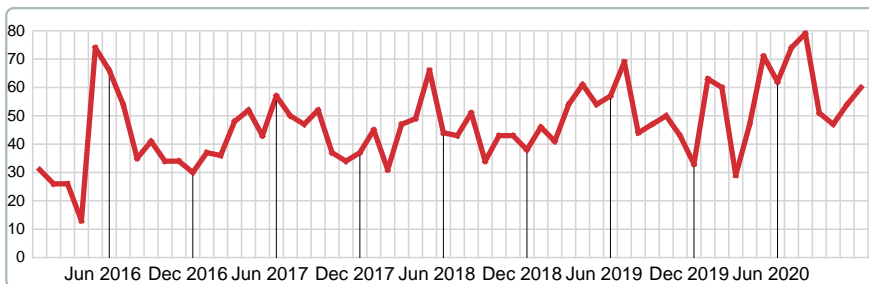
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

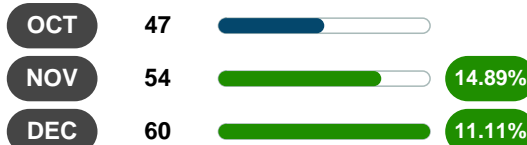


3 MONTHS

5 year DEC AVG = 40

High Aug 2020 79 Low Apr 2016 13

Pending Listings this month at 60
above the 5 yr DEC average of 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.00%	56.5	3	3	0	0
\$50,001 - \$75,000	7	11.67%	58.0	0	6	1	0
\$75,001 - \$125,000	9	15.00%	28.8	2	5	2	0
\$125,001 - \$175,000	9	15.00%	29.6	1	6	2	0
\$175,001 - \$250,000	15	25.00%	30.2	0	10	5	0
\$250,001 - \$300,000	8	13.33%	40.0	0	5	3	0
\$300,001 and up	6	10.00%	27.3	1	3	1	1
Total Pending Units	60			7	38	14	1
Total Pending Volume	10,260,700	100%	37.3	719.20K	6.43M	2.76M	345.90K
Average Listing Price	\$171,567			\$102,743	\$169,311	\$197,271	\$345,900

December 2020



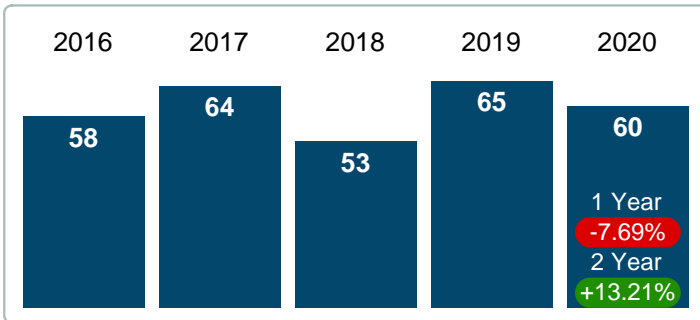
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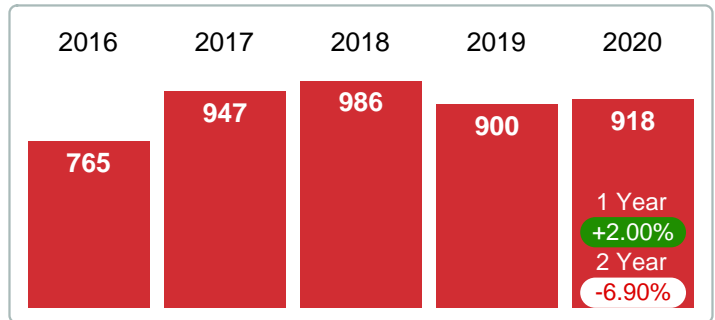
NEW LISTINGS

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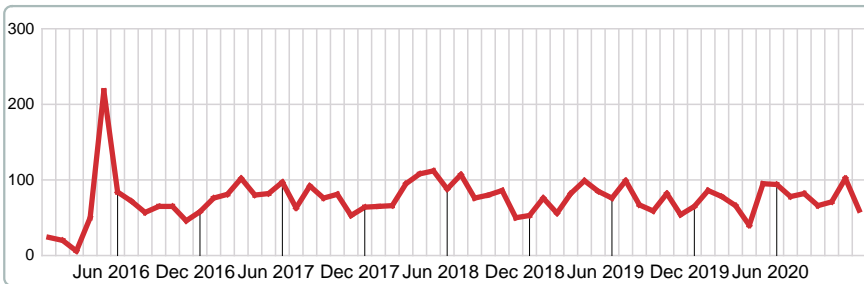
DECEMBER



YEAR TO DATE (YTD)

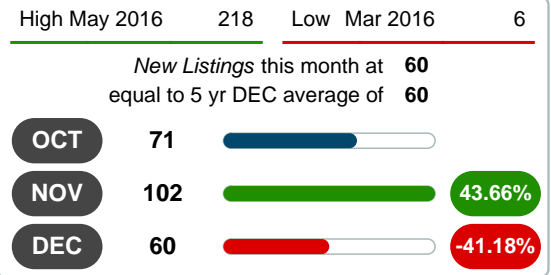


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.00%	2	1	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	18	30.00%	6	11	1	0
\$100,001 - \$150,000	12	20.00%	2	7	3	0
\$150,001 - \$175,000	5	8.33%	0	3	2	0
\$175,001 - \$275,000	14	23.33%	0	8	6	0
\$275,001 and up	8	13.33%	1	1	5	1
Total New Listed Units	60		11	31	17	1
Total New Listed Volume	10,463,900	100%	1.21M	4.31M	4.47M	475.00K
Average New Listed Listing Price	\$180,340		\$110,382	\$138,906	\$262,859	\$475,000

December 2020



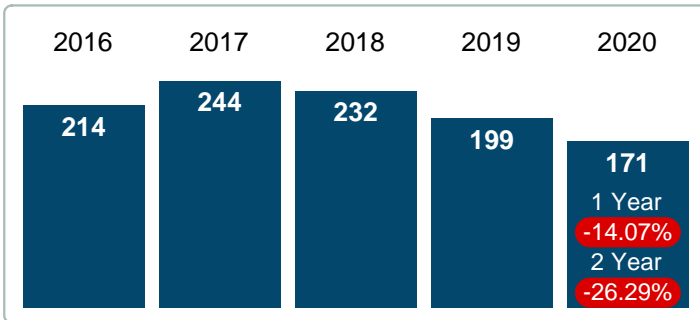
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



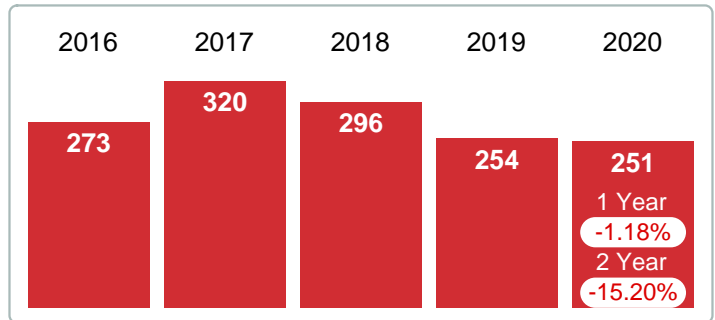
ACTIVE INVENTORY

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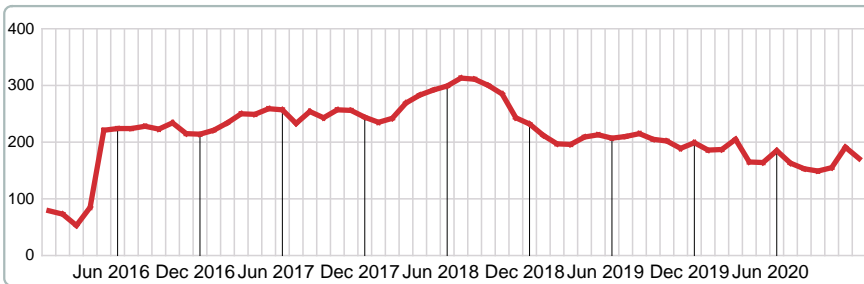
END OF DECEMBER



ACTIVE DURING DECEMBER

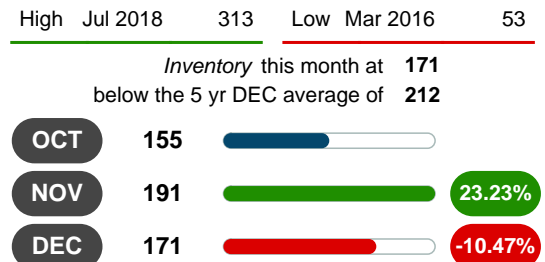


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 212



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.75%	56.0	3	0	0	0
\$25,001 - \$50,000	22	12.87%	93.9	16	4	2	0
\$50,001 - \$75,000	28	16.37%	68.3	11	16	1	0
\$75,001 - \$150,000	51	29.82%	73.2	10	38	3	0
\$150,001 - \$225,000	23	13.45%	69.2	3	11	8	1
\$225,001 - \$375,000	26	15.20%	93.5	0	13	9	4
\$375,001 and up	18	10.53%	81.5	4	4	7	3
Total Active Inventory by Units	171			47	86	30	8
Total Active Inventory by Volume	32,739,100	100%	78.2	4.71M	15.81M	8.57M	3.65M
Average Active Inventory Listing Price	\$191,457			\$100,183	\$183,870	\$285,723	\$455,750

December 2020



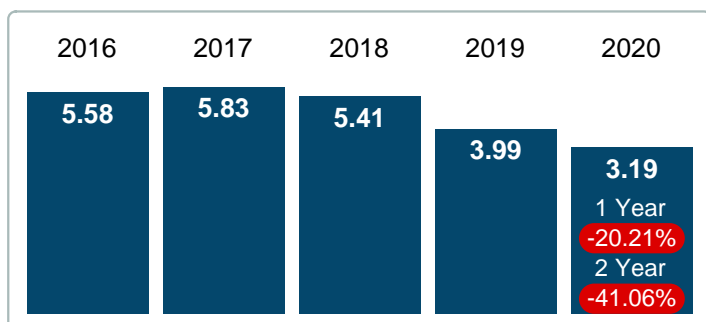
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



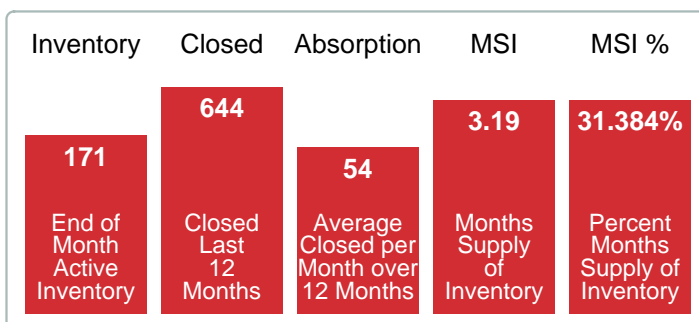
MONTHS SUPPLY of INVENTORY (MSI)

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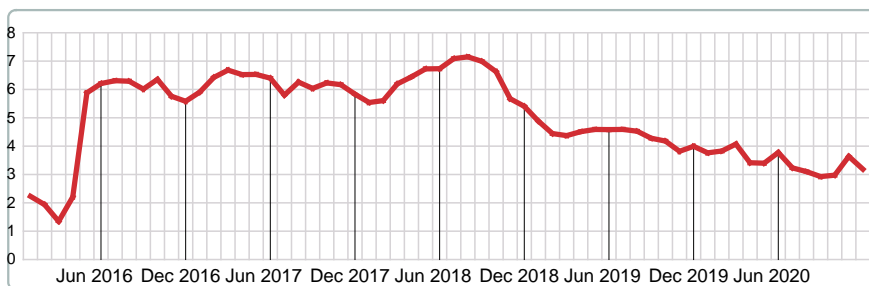
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

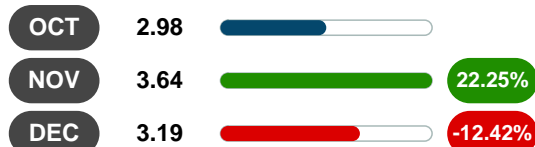


3 MONTHS

5 year DEC AVG = 4.80

High Aug 2018 7.15 Low Mar 2016 1.35

Months Supply this month at **3.19**
below the 5 yr DEC average of **4.80**



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
\$40,000 and less	16	9.36%	4.92	6.00	2.25	24.00	0.00
\$40,001 - \$60,000	21	12.28%	4.27	7.43	2.71	2.00	0.00
\$60,001 - \$80,000	19	11.11%	3.35	3.13	3.90	0.00	0.00
\$80,001 - \$150,000	48	28.07%	2.89	4.62	2.80	1.64	0.00
\$150,001 - \$230,000	26	15.20%	1.94	4.50	1.50	2.40	3.00
\$230,001 - \$380,000	23	13.45%	2.88	0.00	2.36	3.00	9.60
\$380,001 and up	18	10.53%	9.82	0.00	5.33	10.50	7.20
Market Supply of Inventory (MSI)			3.19	5.48	2.54	3.08	5.33
Total Active Inventory by Units		100%	3.19	47	86	30	8

December 2020



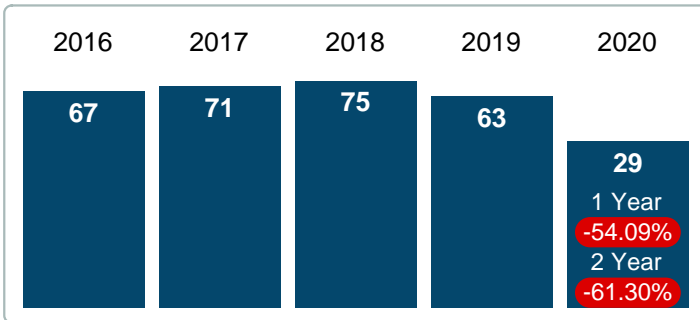
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



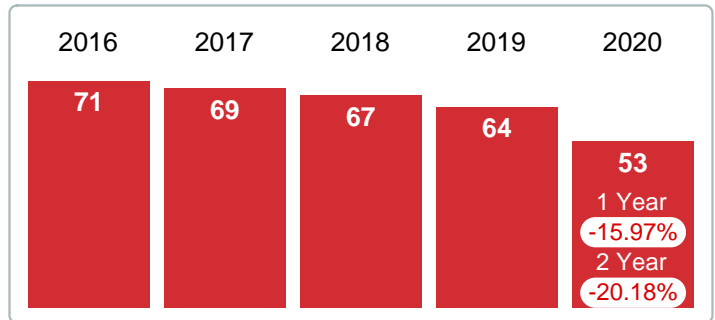
AVERAGE DAYS ON MARKET TO SALE

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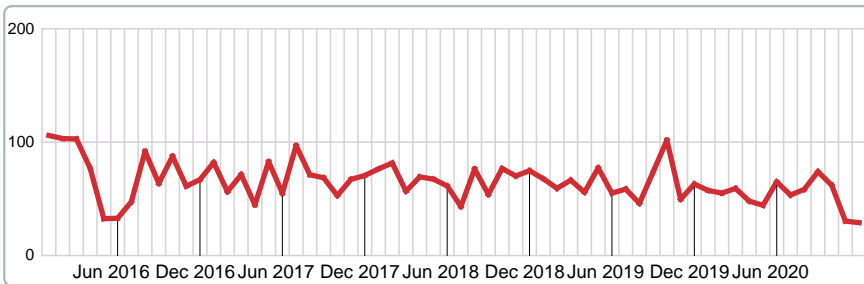
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

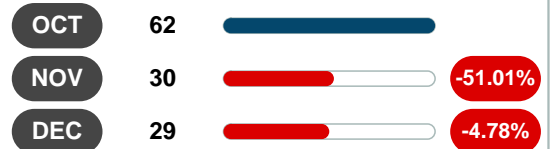


3 MONTHS

5 year DEC AVG = 61

High Jan 2016 106 Low Dec 2020 29

Average Days on Market to Sale this month at 29 below the 5 yr DEC average of 61



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	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	13	20.97%	31	22	38	0	0
\$75,001 - \$100,000	10	16.13%	21	35	20	1	0
\$100,001 - \$175,000	14	22.58%	10	9	10	0	0
\$175,001 - \$200,000	9	14.52%	39	0	38	14	124
\$200,001 - \$250,000	9	14.52%	53	34	70	31	0
\$250,001 and up	7	11.29%	31	55	35	1	20
Average Closed DOM	29			25	31	15	72
Total Closed Units	62	100%	29	14	39	7	2
Total Closed Volume	10,684,200			1.50M	5.96M	1.34M	1.89M

December 2020



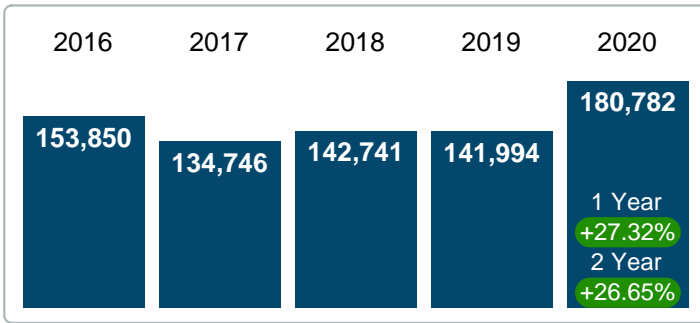
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



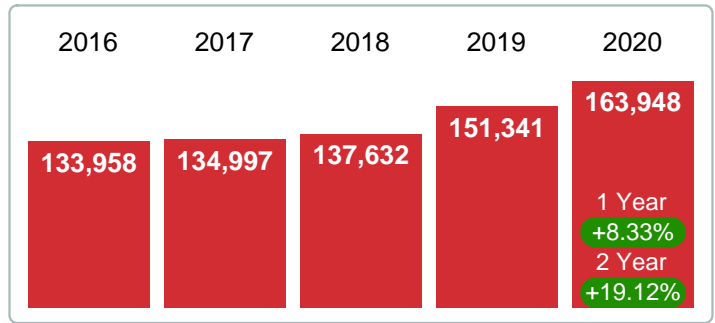
AVERAGE LIST PRICE AT CLOSING

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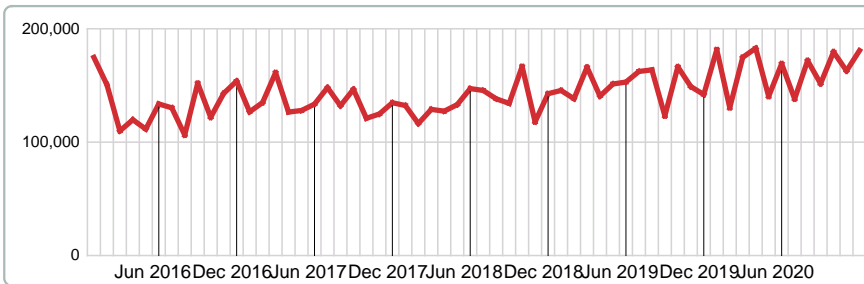
DECEMBER



YEAR TO DATE (YTD)

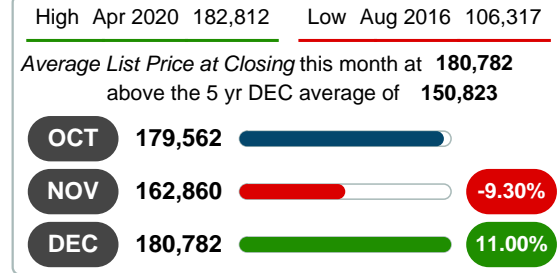


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 150,823



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	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	12	19.35%	53,150	45,483	62,986	0	0
\$75,001 - \$100,000	10	16.13%	90,110	95,450	95,900	109,000	0
\$100,001 - \$175,000	14	22.58%	127,129	115,633	133,336	0	0
\$175,001 - \$200,000	8	12.90%	185,600	0	192,000	184,300	239,500
\$200,001 - \$250,000	9	14.52%	228,022	239,950	244,160	229,450	0
\$250,001 and up	9	14.52%	483,644	380,000	364,475	260,000	1,700,000
Average List Price			180,782	119,329	159,426	197,257	969,750
Total Closed Units		100%	180,782	14	39	7	2
Total Closed Volume			11,208,500	1.67M	6.22M	1.38M	1.94M

December 2020



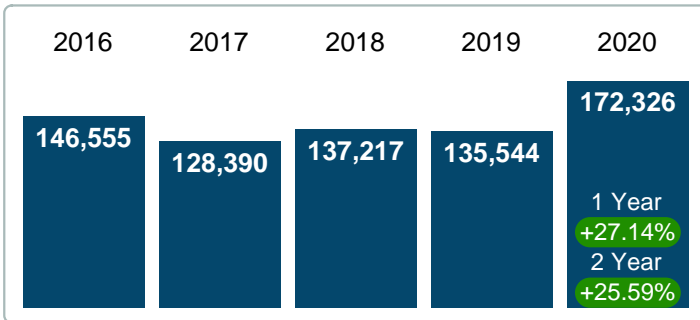
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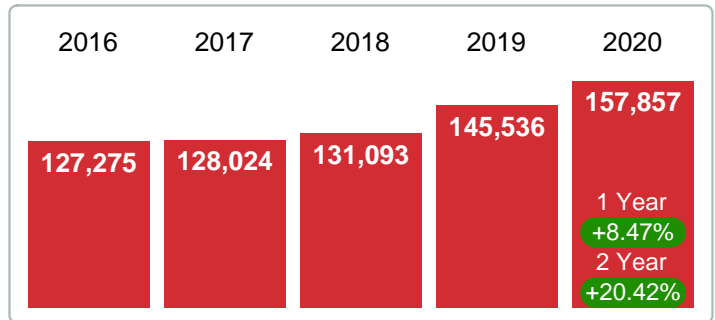
AVERAGE SOLD PRICE AT CLOSING

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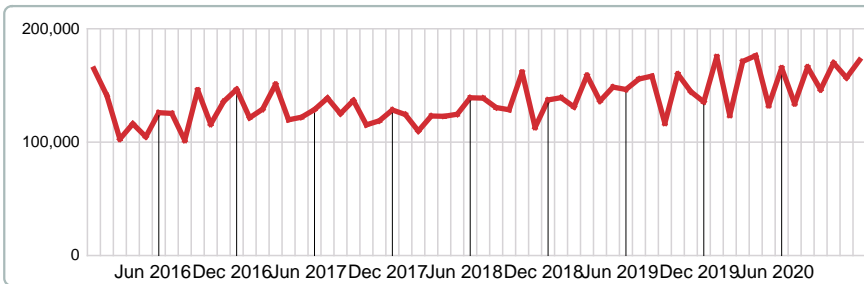
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

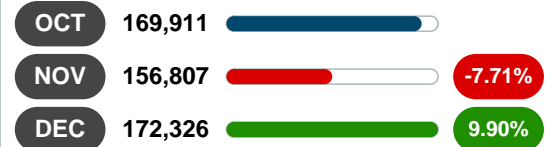


3 MONTHS

5 year DEC AVG = 144,006

High Apr 2020 176,297 Low Aug 2016 101,609

Average Sold Price at Closing this month at **172,326** above the 5 yr DEC average of **144,006**



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	0.00%	0	0	0	0	0
\$25,001 - \$75,000	20.97%	50,454	41,667	57,986	0	0
\$75,001 - \$100,000	16.13%	90,030	89,450	89,486	95,000	0
\$100,001 - \$175,000	22.58%	127,036	111,967	131,145	0	0
\$175,001 - \$200,000	14.52%	185,733	0	186,220	185,167	185,000
\$200,001 - \$250,000	14.52%	221,511	226,500	222,720	213,500	0
\$250,001 and up	11.29%	526,329	280,000	361,075	260,000	1,700,000
Average Sold Price		172,326	106,986	152,921	191,071	942,500
Total Closed Units	100%	172,326	14	39	7	2
Total Closed Volume		10,684,200	1.50M	5.96M	1.34M	1.89M

December 2020



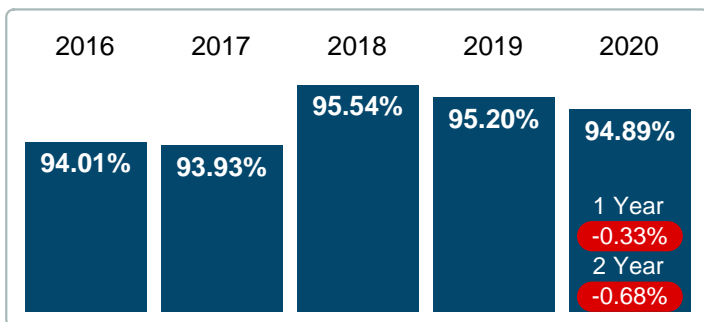
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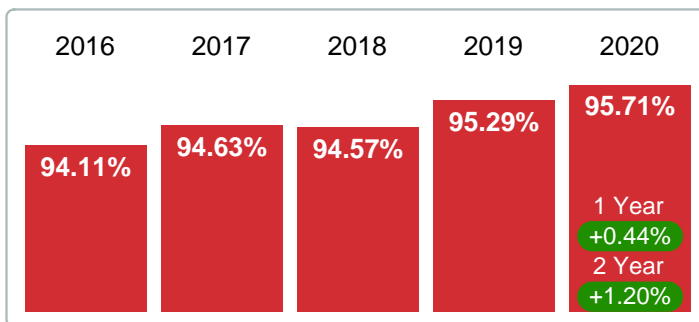
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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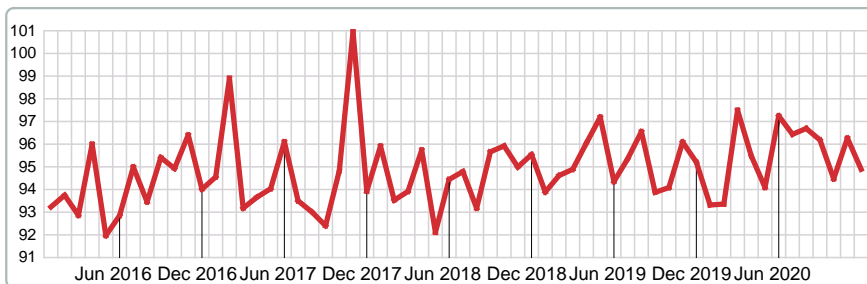
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

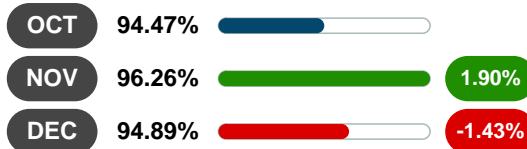


3 MONTHS

5 year DEC AVG = 94.72%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **94.89%** equal to 5 yr DEC average of **94.72%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	13	20.97%	91.92%	91.83%	92.00%	0.00%	0.00%
\$75,001 - \$100,000	10	16.13%	93.58%	94.59%	94.20%	87.16%	0.00%
\$100,001 - \$175,000	14	22.58%	98.67%	97.09%	99.10%	0.00%	0.00%
\$175,001 - \$200,000	9	14.52%	96.12%	0.00%	97.28%	100.48%	77.24%
\$200,001 - \$250,000	9	14.52%	92.96%	94.36%	92.25%	93.34%	0.00%
\$250,001 and up	7	11.29%	95.63%	73.68%	98.93%	100.00%	100.00%
Average Sold/List Ratio		94.90%		92.42%	95.82%	96.47%	88.62%
Total Closed Units		62	100%	14	39	7	2
Total Closed Volume		10,684,200		1.50M	5.96M	1.34M	1.89M

December 2020



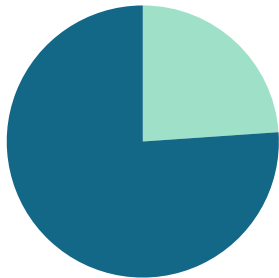
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

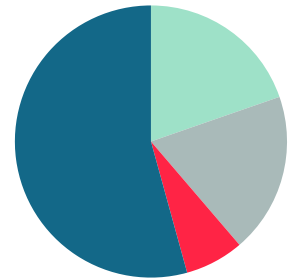


Inventory
 New Listings
60 = 23.90%
 Start Inventory
191
 Total Inventory Units
251
 Volume
\$45,502,675

Market Activity

Closed Sales
62 = 19.68%
 Pending Sales
60 = 19.05%
 Other Off Market
22 = 6.98%
 Active Inventory
171 = 54.29%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	62	29.17%	598	644	7.69%
Pending Sales	33	60	81.82%	599	697	16.36%
New Listings	65	60	-7.69%	900	918	2.00%
Average List Price	141,994	180,782	27.32%	151,341	163,948	8.33%
Average Sale Price	135,544	172,326	27.14%	145,536	157,857	8.47%
Average Percent of Selling Price to List Price	95.20%	94.89%	-0.33%	95.29%	95.71%	0.44%
Average Days on Market to Sale	63.06	28.95	-54.09%	63.59	53.44	-15.97%
Monthly Inventory	200	171	-14.50%	200	171	-14.50%
Months Supply of Inventory	4.01	3.19	-20.61%	4.01	3.19	-20.61%

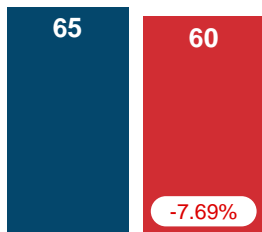
Absorption: Last 12 months, an Average of **54** Sales/Month

Inventory on December 31, 2020 = **171** 2019 2020

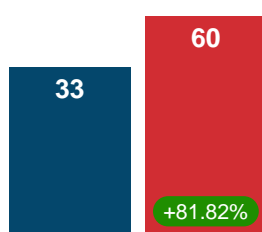
DECEMBER MARKET

AVERAGE PRICES

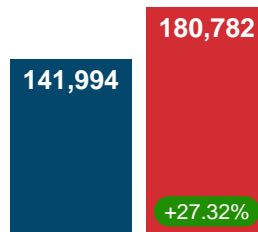
New Listings



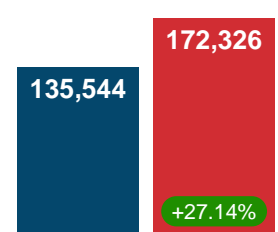
Pending Listings



List Price



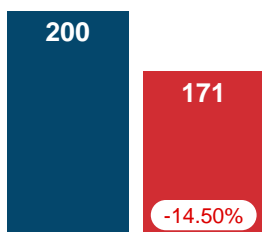
Sale Price



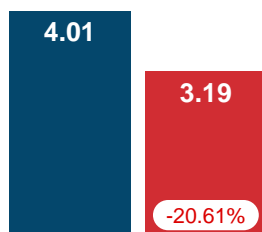
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

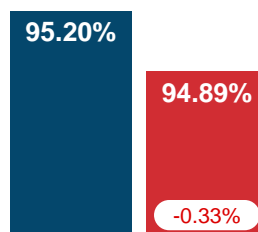
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

