

December 2020



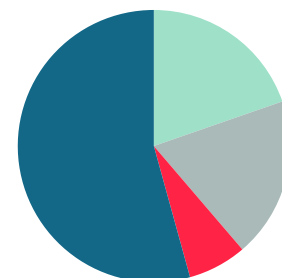
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	109,250	137,250	25.63%
Median Sale Price	106,500	130,250	22.30%
Median Percent of Selling Price to List Price	96.75%	96.96%	0.22%
Median Days on Market to Sale	48.50	10.00	-79.38%
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.

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 **22.30%** in December 2020 to \$130,250 versus the previous year at \$106,500.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 38.50 days or **79.38%** in December 2020 compared to last year's same month at **48.50** DOM.

Sales Success for December 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 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.

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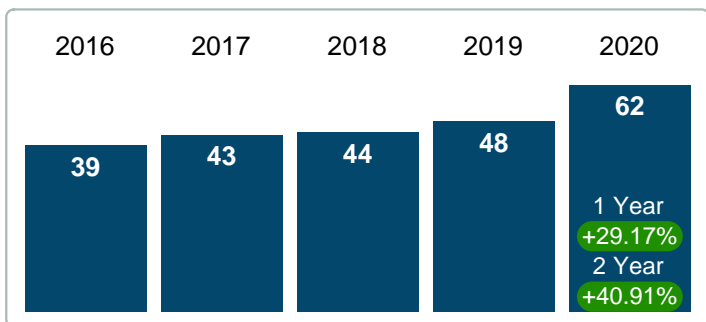
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



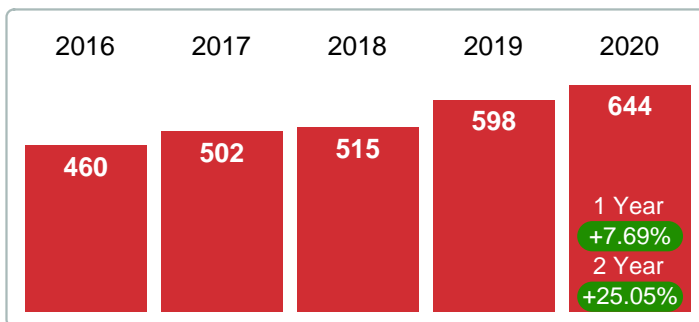
CLOSED LISTINGS

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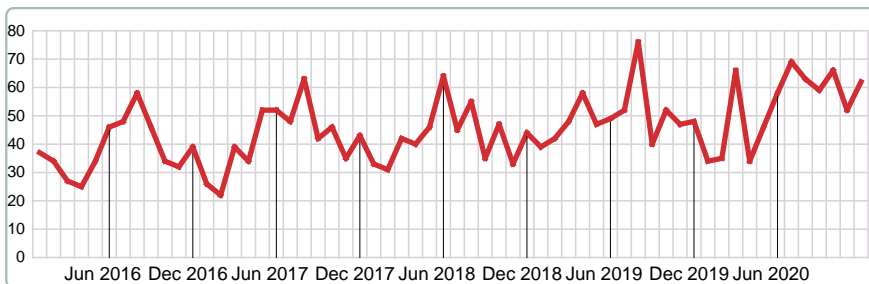
DECEMBER



YEAR TO DATE (YTD)

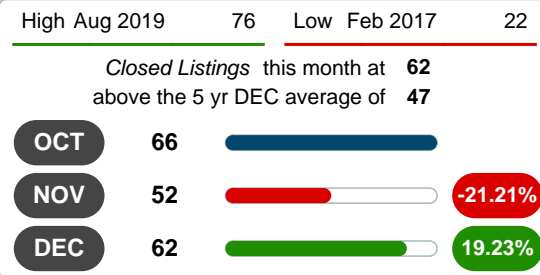


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	4.84%	32.0	3	0	0	0
\$40,001 - \$70,000	10	16.13%	5.0	3	7	0	0
\$70,001 - \$100,000	10	16.13%	14.5	2	7	1	0
\$100,001 - \$180,000	15	24.19%	8.0	3	11	1	0
\$180,001 - \$200,000	8	12.90%	21.0	0	5	2	1
\$200,001 - \$260,000	10	16.13%	42.0	2	5	3	0
\$260,001 and up	6	9.68%	13.0	1	4	0	1
Total Closed Units	62			14	39	7	2
Total Closed Volume	10,684,200	100%	10.0	1.50M	5.96M	1.34M	1.89M
Median Closed Price	\$130,250			\$89,450	\$130,500	\$193,000	\$942,500

December 2020



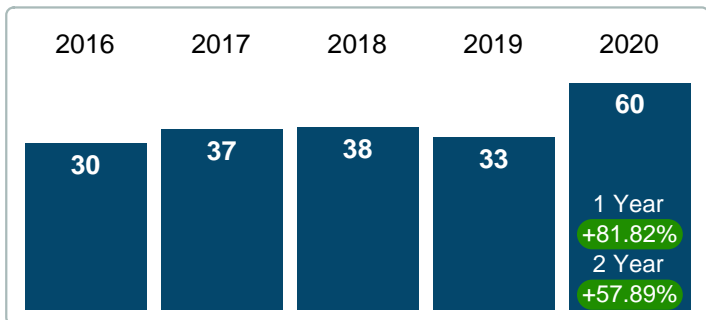
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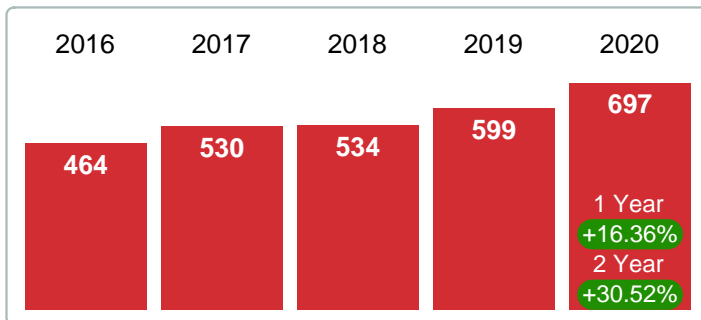
PENDING LISTINGS

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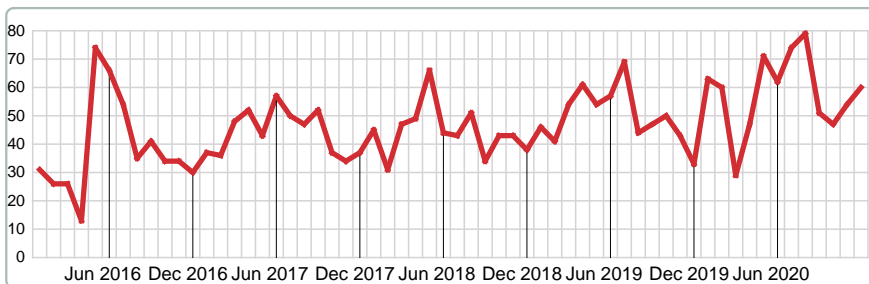
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

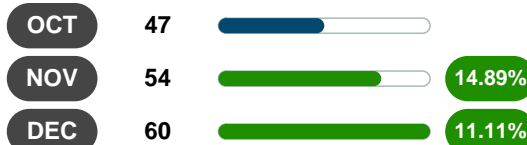


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.00%	60.5	3	3	0	0
\$50,001 - \$75,000	7	11.67%	8.0	0	6	1	0
\$75,001 - \$125,000	9	15.00%	7.0	2	5	2	0
\$125,001 - \$175,000	9	15.00%	9.0	1	6	2	0
\$175,001 - \$250,000	15	25.00%	8.0	0	10	5	0
\$250,001 - \$300,000	8	13.33%	18.0	0	5	3	0
\$300,001 and up	6	10.00%	21.5	1	3	1	1
Total Pending Units	60			7	38	14	1
Total Pending Volume	10,260,700	100%	9.5	719.20K	6.43M	2.76M	345.90K
Median Listing Price	\$165,000			\$79,900	\$160,950	\$186,500	\$345,900

December 2020



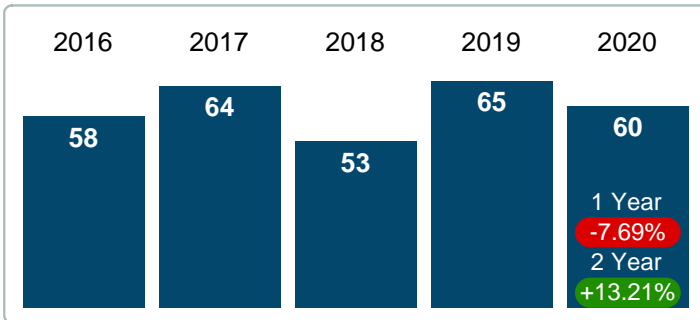
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



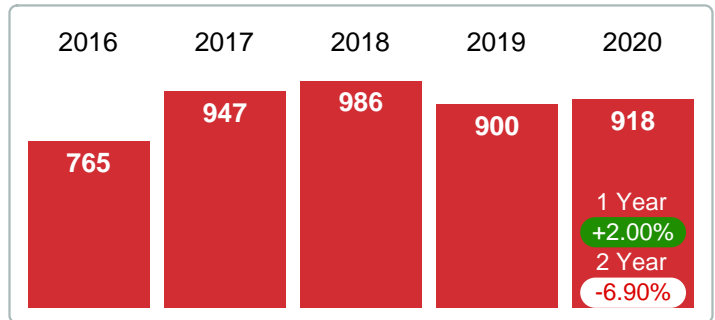
NEW LISTINGS

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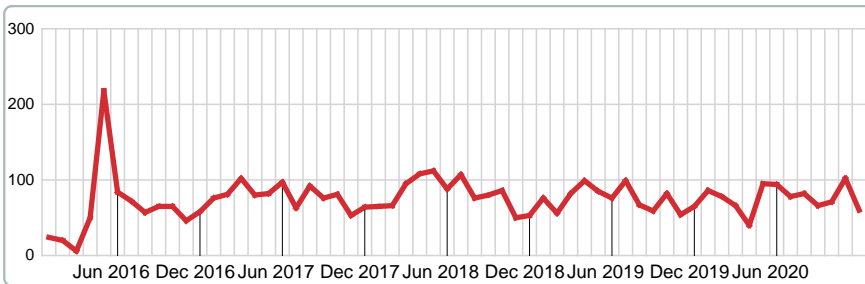
DECEMBER



YEAR TO DATE (YTD)

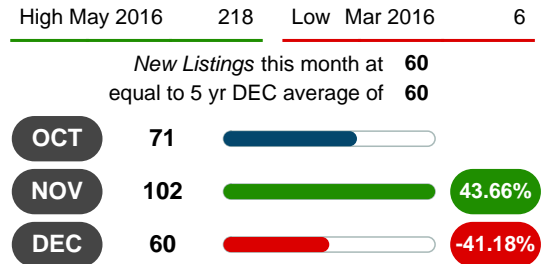


5 YEAR MARKET ACTIVITY TRENDS



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 - \$60,000	6	10.00%	1	4	1	0
\$60,001 - \$110,000	13	21.67%	5	8	0	0
\$110,001 - \$160,000	13	21.67%	2	8	3	0
\$160,001 - \$190,000	8	13.33%	0	4	4	0
\$190,001 - \$290,000	11	18.33%	0	5	6	0
\$290,001 and up	6	10.00%	1	1	3	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
Median New Listed Listing Price	\$136,000		\$81,900	\$130,000	\$193,000	\$475,000

December 2020



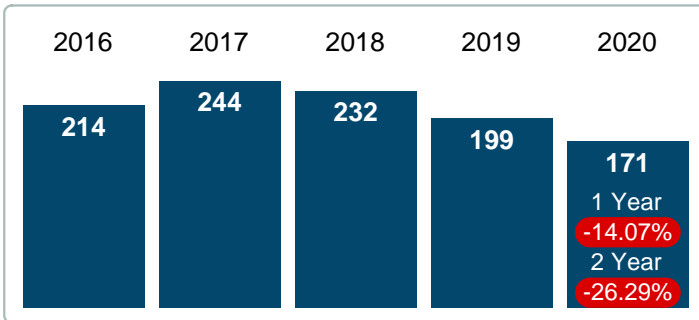
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



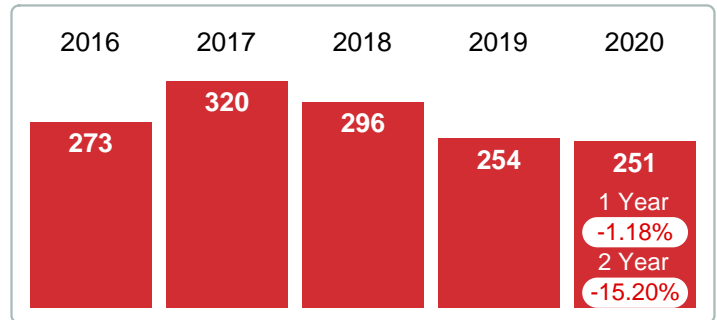
ACTIVE INVENTORY

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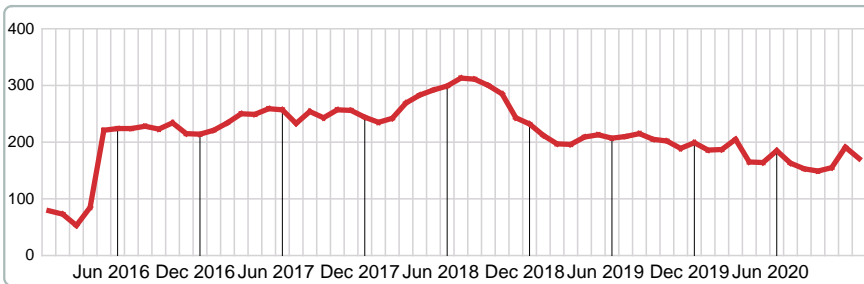
END OF DECEMBER



ACTIVE DURING DECEMBER

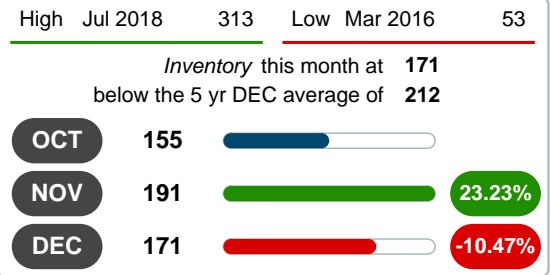


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 212



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	9.36%	73.5	11	3	2	0
\$40,001 - \$60,000	21	12.28%	49.0	13	7	1	0
\$60,001 - \$80,000	19	11.11%	54.0	6	13	0	0
\$80,001 - \$150,000	48	28.07%	59.0	10	35	3	0
\$150,001 - \$230,000	26	15.20%	53.0	3	13	9	1
\$230,001 - \$380,000	23	13.45%	66.0	0	11	8	4
\$380,001 and up	18	10.53%	72.0	4	4	7	3
Total Active Inventory by Units	171			47	86	30	8
Total Active Inventory by Volume	32,739,100	100%	59.0	4.71M	15.81M	8.57M	3.65M
Median Active Inventory Listing Price	\$119,000			\$59,900	\$115,500	\$232,250	\$325,000

December 2020



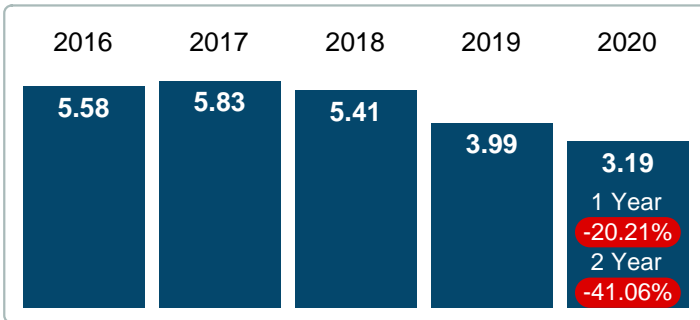
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



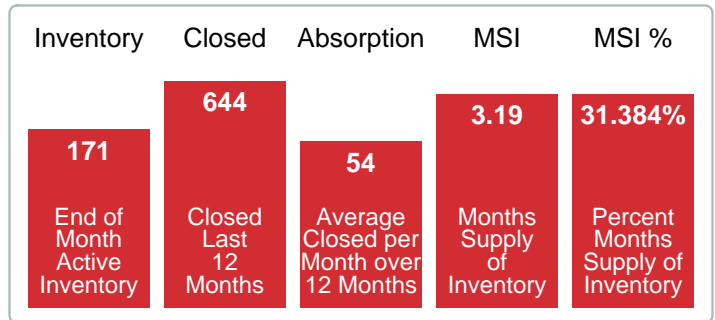
MONTHS SUPPLY of INVENTORY (MSI)

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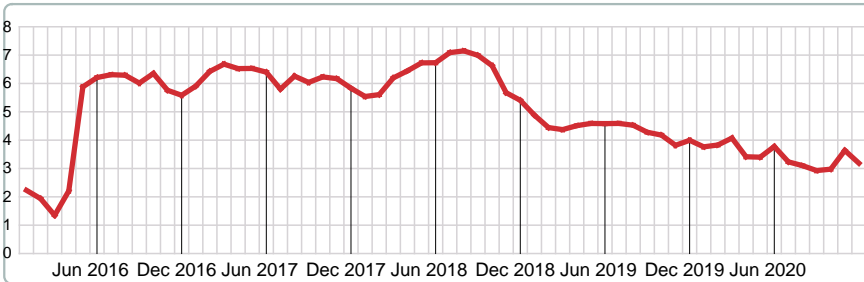
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

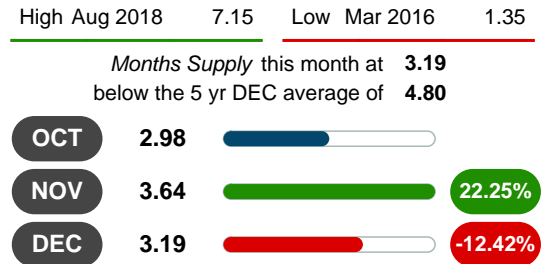


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.80



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



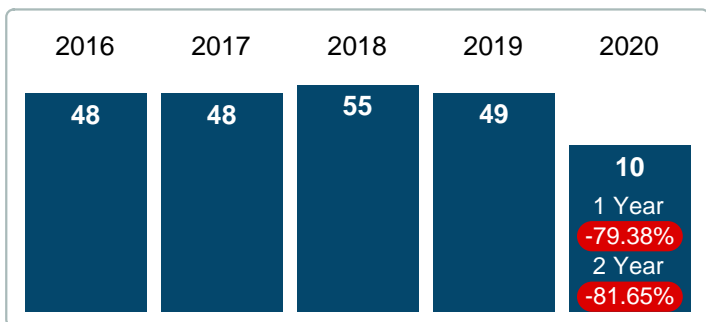
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



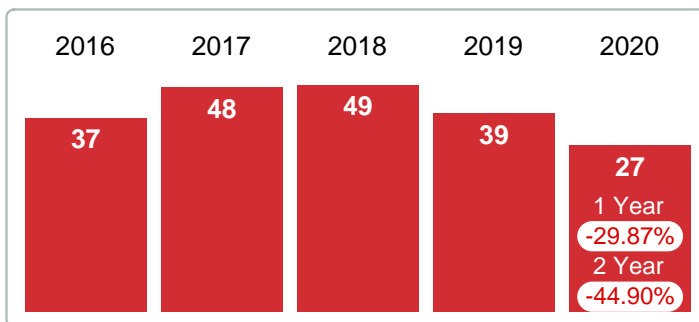
MEDIAN DAYS ON MARKET TO SALE

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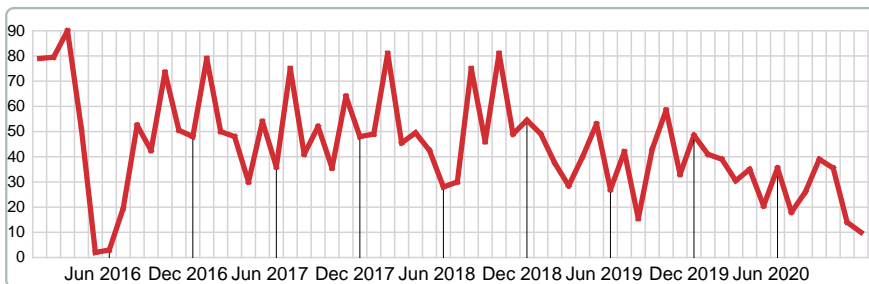
DECEMBER



YEAR TO DATE (YTD)

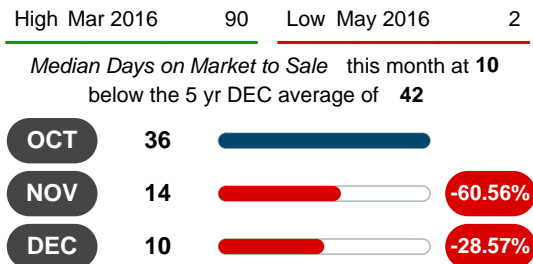


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 42



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	4.84%	32	32	0	0	0
\$40,001 - \$70,000	16.13%	5	4	48	0	0
\$70,001 - \$100,000	16.13%	15	35	22	1	0
\$100,001 - \$180,000	24.19%	8	10	5	1	0
\$180,001 - \$200,000	12.90%	21	0	16	20	124
\$200,001 - \$260,000	16.13%	42	34	52	5	0
\$260,001 and up	9.68%	13	55	4	0	20
Median Closed DOM		10	10	11	1	72
Total Closed Units	100%	62	14	39	7	2
Total Closed Volume		10,684,200	1.50M	5.96M	1.34M	1.89M

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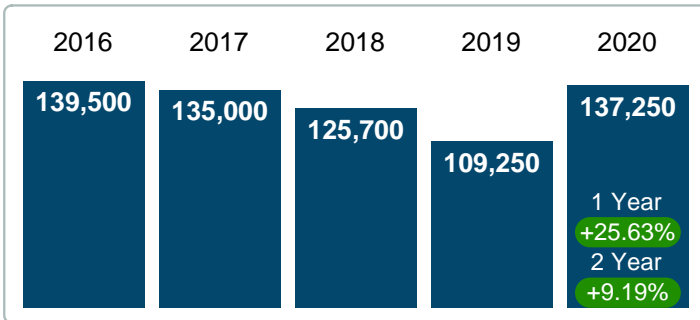
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



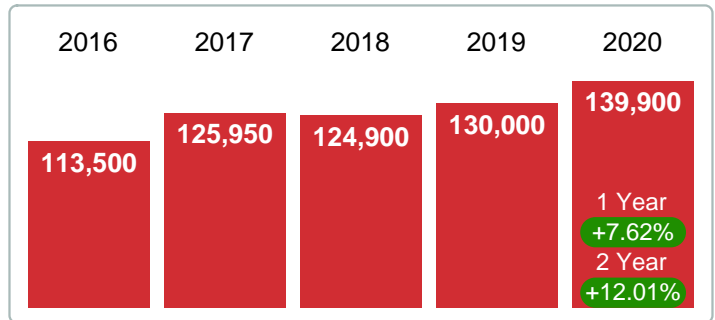
MEDIAN LIST PRICE AT CLOSING

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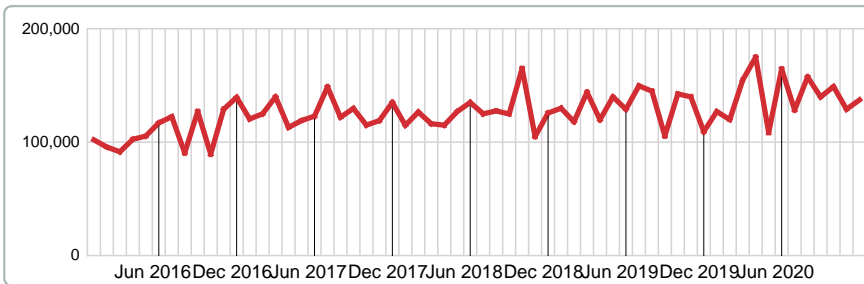
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

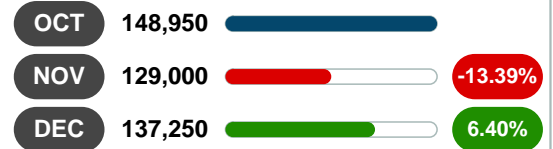


3 MONTHS

5 year DEC AVG = 129,340

High Apr 2020 174,900 Low Oct 2016 89,450

Median List Price at Closing this month at **137,250**
 above the 5 yr DEC average of **129,340**



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	3.23%	35,000	35,000	0	0	0
\$40,001 - \$70,000	16.13%	59,000	49,200	62,250	0	0
\$70,001 - \$100,000	16.13%	89,950	79,900	90,000	0	0
\$100,001 - \$180,000	29.03%	137,250	113,450	145,000	179,900	0
\$180,001 - \$200,000	6.45%	191,450	0	189,900	193,000	0
\$200,001 - \$260,000	16.13%	234,750	239,950	211,450	249,900	239,500
\$260,001 and up	12.90%	349,500	380,000	302,000		01,700,000
Median List Price		137,250	92,450	139,500	193,000	969,750
Total Closed Units	100%	137,250	14	39	7	2
Total Closed Volume			1.67M	6.22M	1.38M	1.94M

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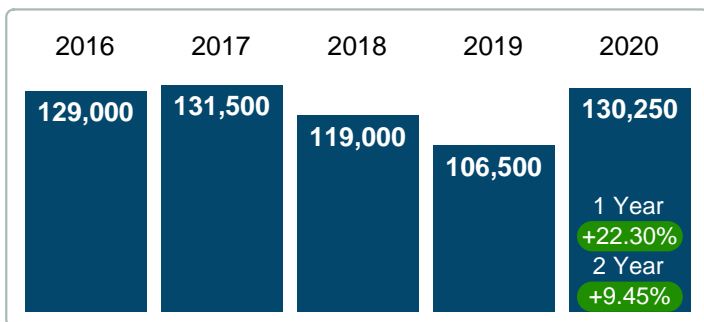
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



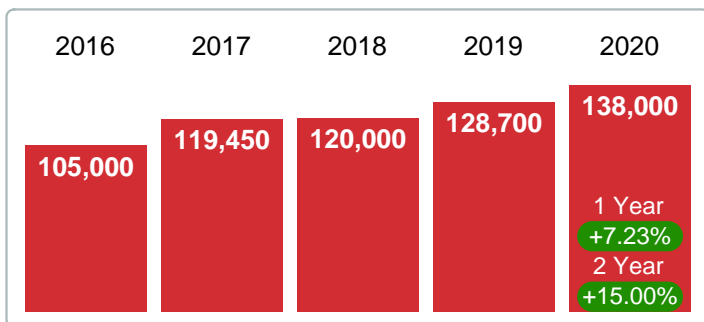
MEDIAN SOLD PRICE AT CLOSING

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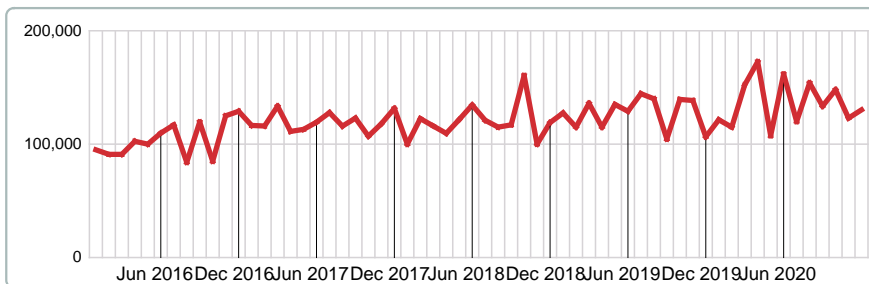
DECEMBER



YEAR TO DATE (YTD)

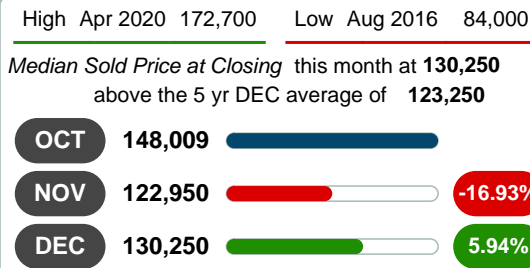


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123,250



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	4.84%	35,000	35,000	0	0	0
\$40,001 - \$70,000	16.13%	55,000	45,000	58,500	0	0
\$70,001 - \$100,000	16.13%	91,750	89,450	88,500	95,000	0
\$100,001 - \$180,000	24.19%	130,000	115,000	130,500	180,000	0
\$180,001 - \$200,000	12.90%	185,200	0	185,400	187,750	185,000
\$200,001 - \$260,000	16.13%	220,000	226,500	214,900	225,000	0
\$260,001 and up	9.68%	365,000	280,000	365,000		01,700,000
Median Sold Price		130,250	89,450	130,500	193,000	942,500
Total Closed Units	100%	130,250	14	39	7	2
Total Closed Volume		10,684,200	1.50M	5.96M	1.34M	1.89M

December 2020



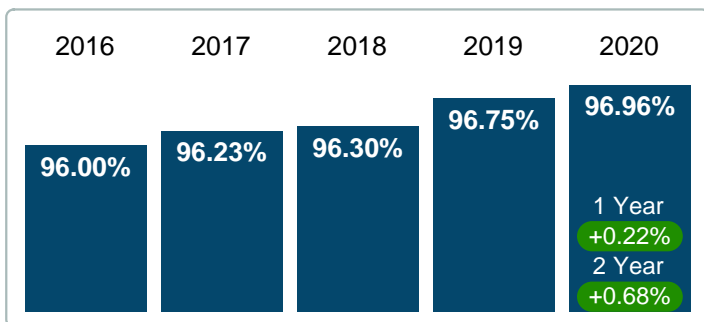
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



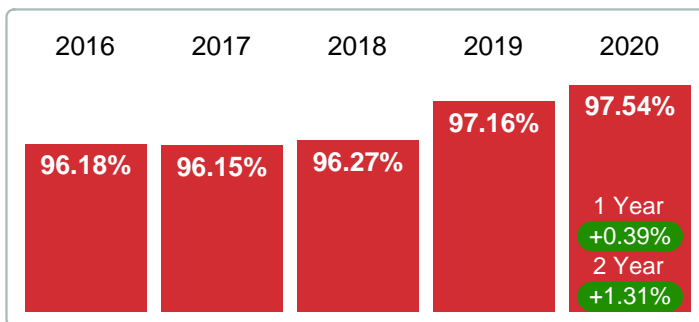
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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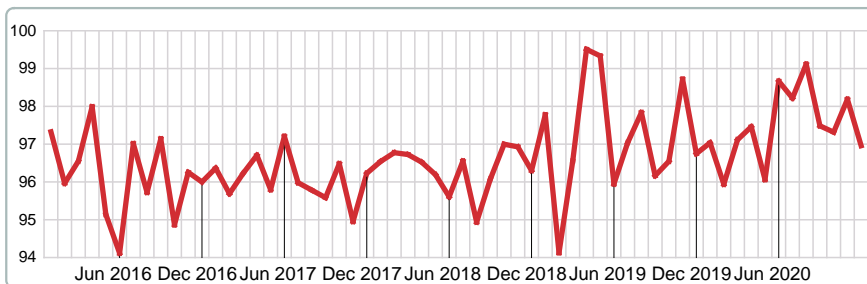
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

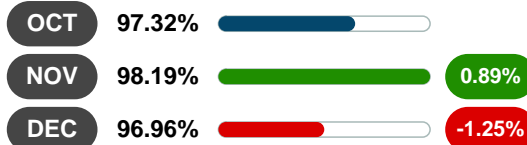


3 MONTHS

5 year DEC AVG = 96.45%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **96.96%**
above the 5 yr DEC average of **96.45%**



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	3	4.84%	85.71%	85.71%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	10	16.13%	93.97%	92.44%	95.51%	0.00%	0.00%
\$70,001 - \$100,000	10	16.13%	96.72%	94.59%	98.88%	87.16%	0.00%
\$100,001 - \$180,000	15	24.19%	99.18%	100.00%	97.14%	100.00%	0.00%
\$180,001 - \$200,000	8	12.90%	99.76%	0.00%	99.51%	100.72%	77.24%
\$200,001 - \$260,000	10	16.13%	95.92%	94.36%	96.60%	96.65%	0.00%
\$260,001 and up	6	9.68%	100.00%	73.68%	100.00%	0.00%	100.00%
Median Sold/List Ratio		96.96%		92.96%	98.88%	100.00%	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



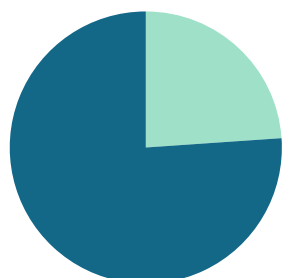
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

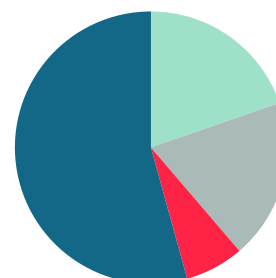


Inventory
 New Listings
60 = 23.90%
 Start Inventory
191
 Total Inventory Units
251
 Volume
\$45,502,675

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%
Median List Price	109,250	137,250	25.63%	130,000	139,900	7.62%
Median Sale Price	106,500	130,250	22.30%	128,700	138,000	7.23%
Median Percent of Selling Price to List Price	96.75%	96.96%	0.22%	97.16%	97.54%	0.39%
Median Days on Market to Sale	48.50	10.00	-79.38%	38.50	27.00	-29.87%
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%

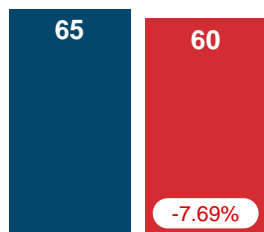
Absorption: Last 12 months, an Average of **54** Sales/Month

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

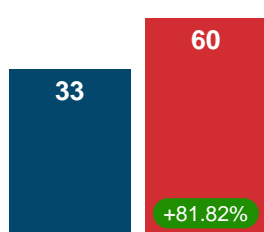
DECEMBER MARKET

MEDIAN PRICES

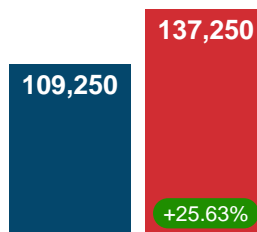
New Listings



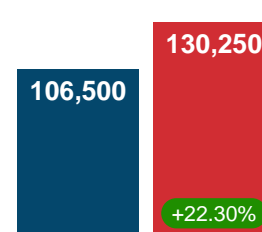
Pending Listings



List Price



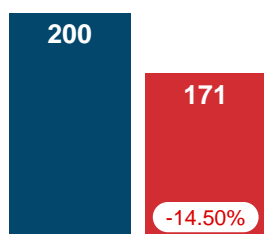
Sale Price



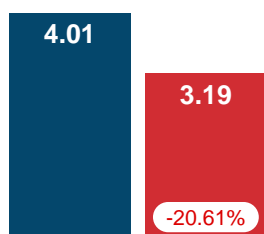
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

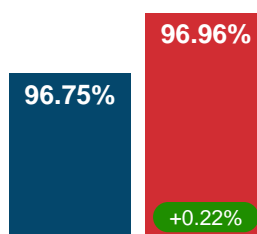
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

