

November 2020



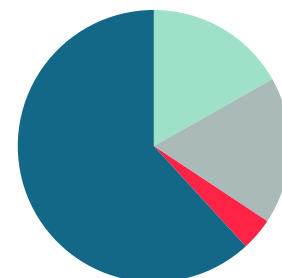
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	47	52	10.64%
Pending Listings	43	54	25.58%
New Listings	54	102	88.89%
Average List Price	149,000	162,860	9.30%
Average Sale Price	144,550	156,807	8.48%
Average Percent of Selling Price to List Price	96.09%	96.26%	0.18%
Average Days on Market to Sale	49.64	30.40	-38.75%
End of Month Inventory	191	191	0.00%
Months Supply of Inventory	3.86	3.64	-5.71%



■ Closed (16.83%)
■ Pending (17.48%)
■ Other OffMarket (3.88%)
■ Active (61.81%)

Absorption: Last 12 months, an Average of **53 Sales/Month Active Inventory** as of November 30, 2020 = **191**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **0.00%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **3.64** 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 **8.48%** in November 2020 to \$156,807 versus the previous year at \$144,550.

Average Days on Market Shortens

The average number of **30.40** days that homes spent on the market before selling decreased by 19.23 days or **38.75%** in November 2020 compared to last year's same month at **49.64** DOM.

Sales Success for November 2020 is Positive

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

There were 102 New Listings in November 2020, up **88.89%** from last year at 54. Furthermore, there were 52 Closed Listings this month versus last year at 47, a **10.64%** increase.

Closed versus Listed trends yielded a **51.0%** ratio, down from previous year's, November 2019, at **87.0%**, a **41.43%** downswing. 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

November 2020



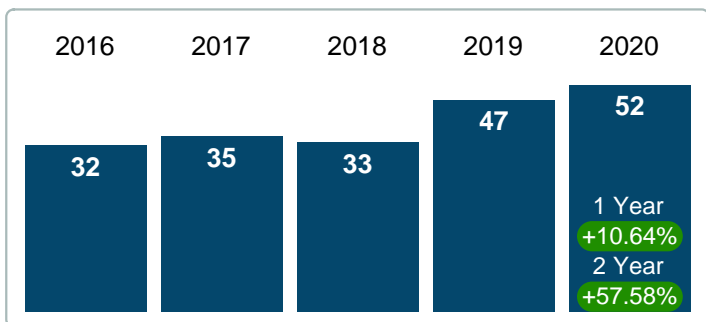
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



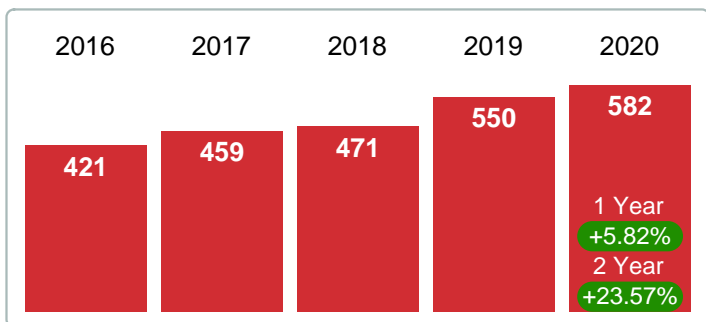
CLOSED LISTINGS

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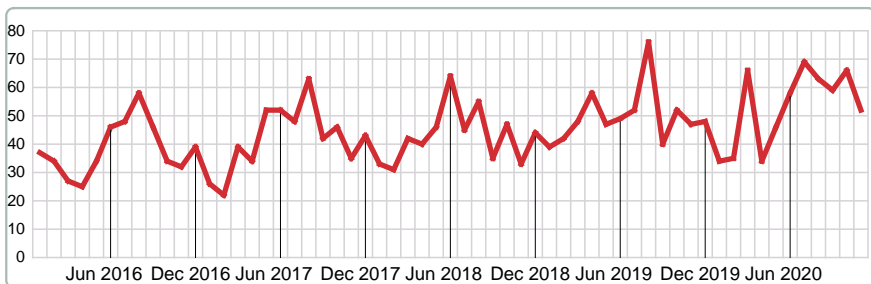
NOVEMBER



YEAR TO DATE (YTD)

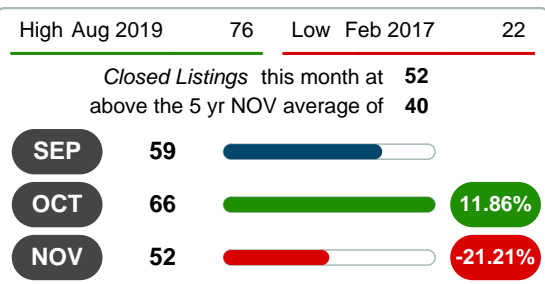


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	28.2	1	4	0	0
\$50,001 - \$75,000	5	9.62%	45.2	1	3	1	0
\$75,001 - \$100,000	9	17.31%	31.8	1	8	0	0
\$100,001 - \$125,000	7	13.46%	43.1	0	7	0	0
\$125,001 - \$200,000	13	25.00%	18.2	1	9	3	0
\$200,001 - \$275,000	7	13.46%	31.1	0	5	2	0
\$275,001 and up	6	11.54%	28.5	0	3	3	0
Total Closed Units	52			4	39	9	0
Total Closed Volume	8,153,976	100%	30.4	317.50K	5.85M	1.99M	0.00B
Average Closed Price	\$156,807			\$79,375	\$149,979	\$220,811	\$0

November 2020



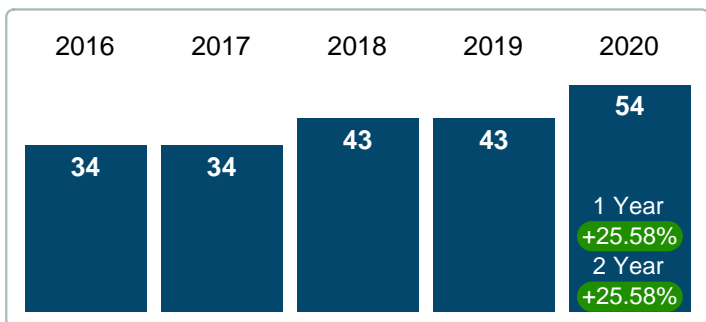
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



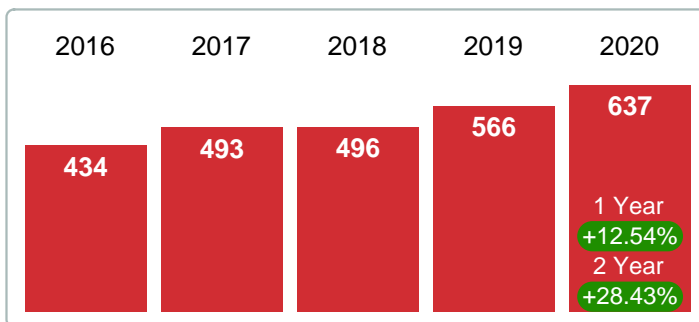
PENDING LISTINGS

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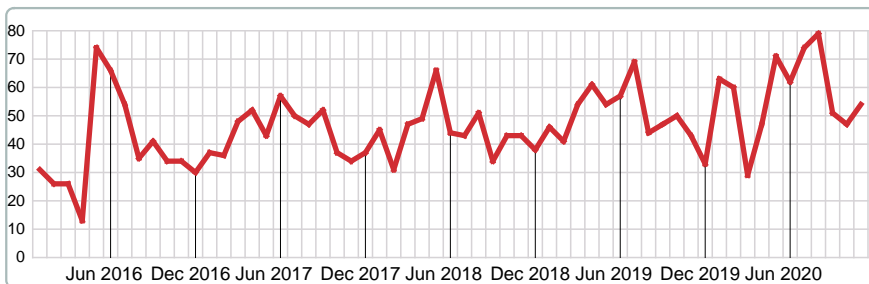
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42

High Aug 2020 79 Low Apr 2016 13

Pending Listings this month at 54
above the 5 yr NOV average of 42



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	5	9.26%	17.4	2	2	0	1
\$50,001 - \$75,000	6	11.11%	49.5	3	3	0	0
\$75,001 - \$100,000	7	12.96%	11.7	2	5	0	0
\$100,001 - \$150,000	10	18.52%	8.5	2	7	0	1
\$150,001 - \$200,000	13	24.07%	22.2	1	8	2	2
\$200,001 - \$300,000	7	12.96%	42.6	1	3	2	1
\$300,001 and up	6	11.11%	57.8	1	3	1	1
Total Pending Units	54			12	31	5	6
Total Pending Volume	10,179,800	100%	27.5	1.47M	4.84M	1.41M	2.46M
Average Listing Price	\$188,515			\$122,808	\$156,061	\$281,180	\$410,383

November 2020



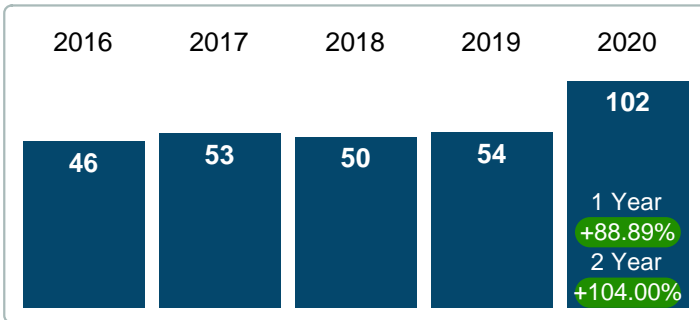
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



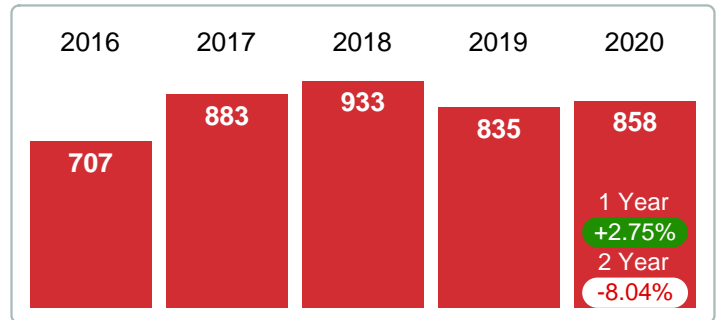
NEW LISTINGS

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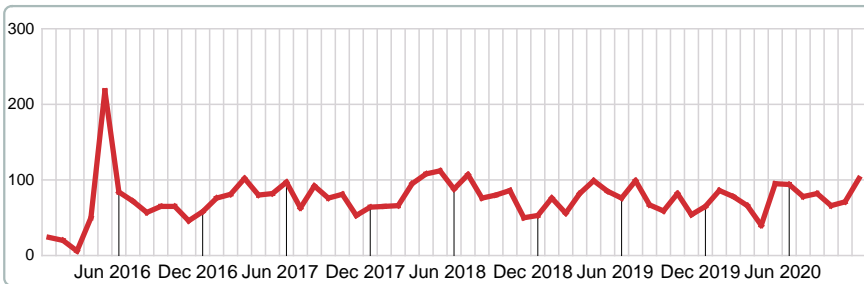
NOVEMBER



YEAR TO DATE (YTD)

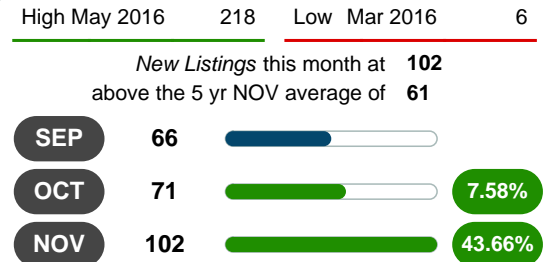


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 61



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	2	1.96%	1	1	0	0
\$25,001 - \$50,000	14	13.73%	10	3	0	1
\$50,001 - \$75,000	12	11.76%	5	7	0	0
\$75,001 - \$150,000	29	28.43%	8	21	0	0
\$150,001 - \$225,000	20	19.61%	4	11	2	3
\$225,001 - \$300,000	14	13.73%	1	10	3	0
\$300,001 and up	11	10.78%	2	4	3	2
Total New Listed Units	102		31	57	8	6
Total New Listed Volume	16,079,375	100%	3.23M	9.25M	2.36M	1.25M
Average New Listed Listing Price	\$161,487		\$104,148	\$162,228	\$294,563	\$207,883

November 2020



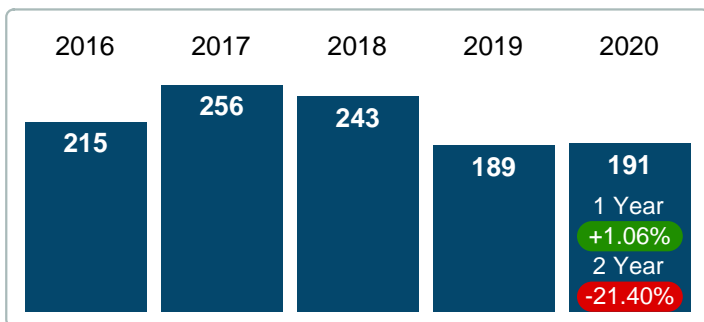
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



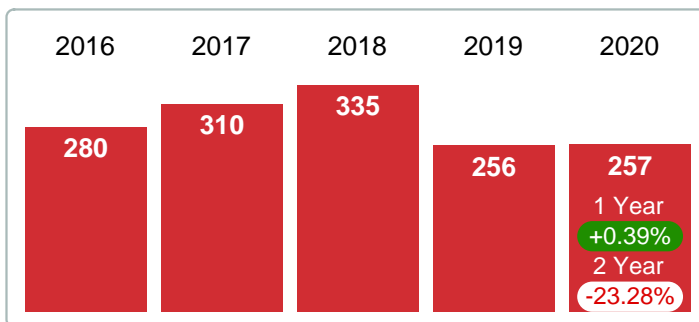
ACTIVE INVENTORY

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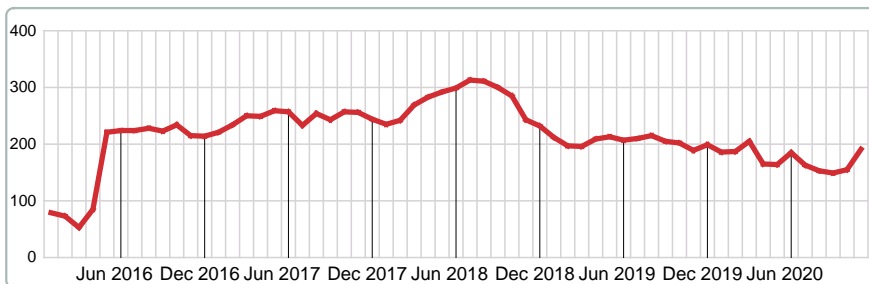
END OF NOVEMBER



ACTIVE DURING NOVEMBER

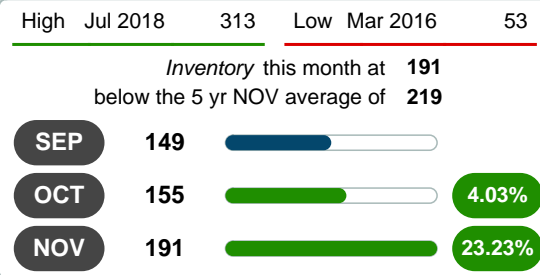


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 219



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	1.57%	47.3	3	0	0	0
\$25,001 - \$50,000	28	14.66%	77.3	20	6	2	0
\$50,001 - \$75,000	31	16.23%	86.2	16	14	1	0
\$75,001 - \$150,000	51	26.70%	68.8	9	39	3	0
\$150,001 - \$225,000	25	13.09%	50.8	4	12	8	1
\$225,001 - \$325,000	32	16.75%	60.6	1	16	11	4
\$325,001 and up	21	10.99%	74.7	3	9	6	3
Total Active Inventory by Units	191			56	96	31	8
Total Active Inventory by Volume	35,038,775	100%	69.4	5.02M	18.32M	8.19M	3.52M
Average Active Inventory Listing Price	\$183,449			\$89,582	\$190,797	\$264,155	\$439,613

November 2020



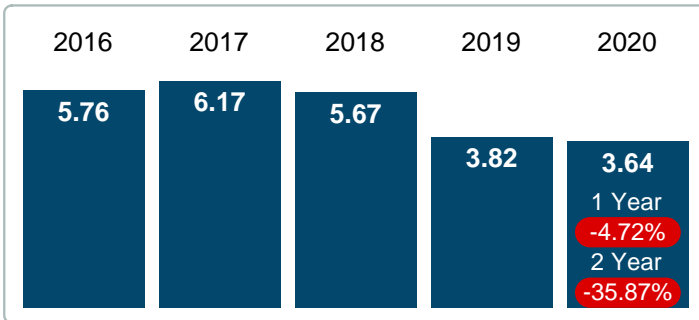
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



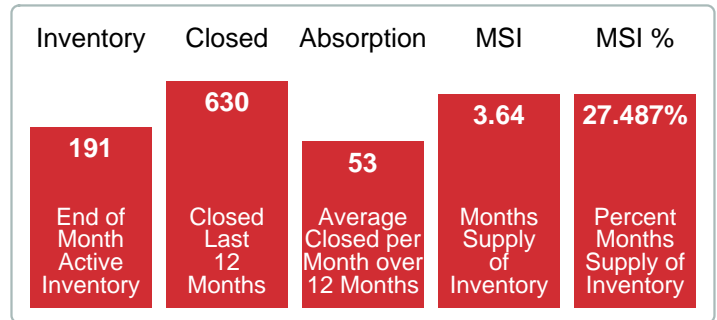
MONTHS SUPPLY of INVENTORY (MSI)

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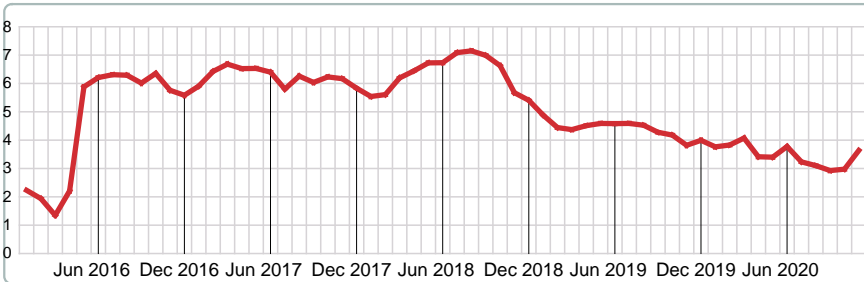
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.01

High Aug 2018 7.15 Low Mar 2016 1.35

Months Supply this month at **3.64**
below the 5 yr NOV average of **5.01**



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	20	10.47%	6.32	7.43	3.75	24.00	0.00
\$40,001 - \$50,000	11	5.76%	4.71	13.33	0.75	0.00	0.00
\$50,001 - \$80,000	38	19.90%	4.34	5.84	3.93	1.71	0.00
\$80,001 - \$160,000	47	24.61%	2.64	3.84	2.57	2.14	0.00
\$160,001 - \$240,000	31	16.23%	2.55	5.14	2.06	2.86	6.00
\$240,001 - \$340,000	23	12.04%	3.73	12.00	3.60	3.00	7.20
\$340,001 and up	21	10.99%	10.08	0.00	9.82	8.00	7.20
Market Supply of Inventory (MSI)			3.64	6.72	2.93	3.15	5.05
Total Active Inventory by Units		100%	3.64	56	96	31	8

November 2020



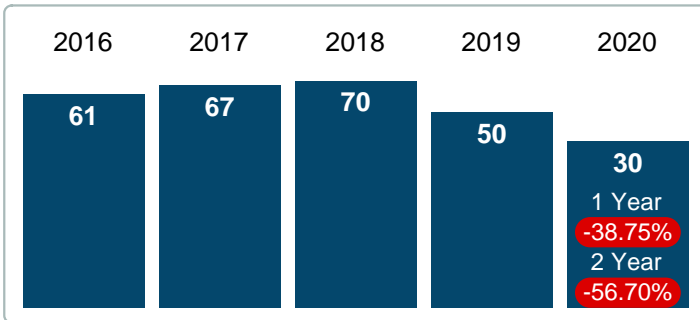
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



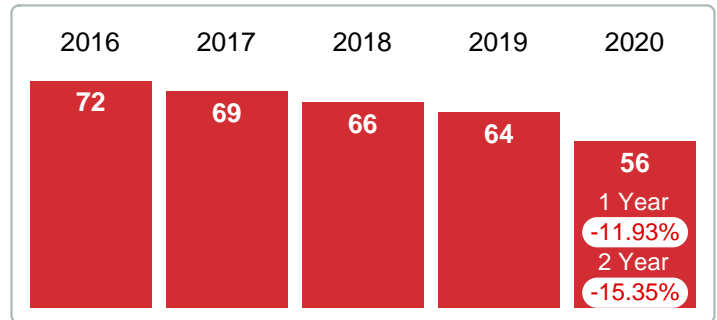
AVERAGE DAYS ON MARKET TO SALE

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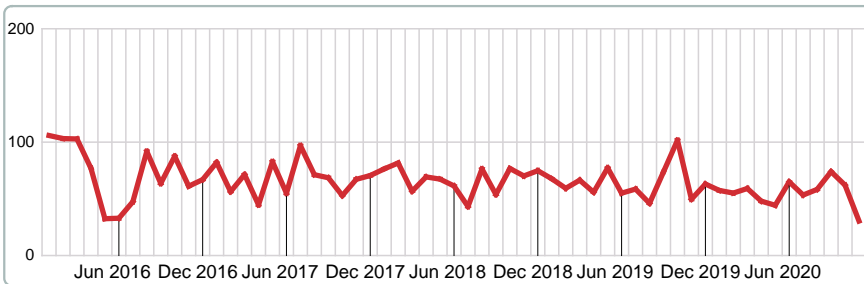
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

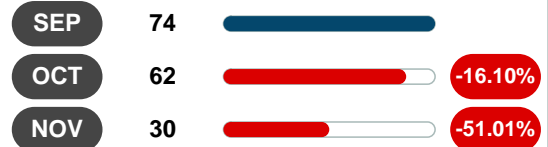


3 MONTHS

5 year NOV AVG = 56

High Jan 2016 106 Low Nov 2020 30

Average Days on Market to Sale this month at 30 below the 5 yr NOV average of 56



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
\$50,000 and less	9.62%	28	14	32	0	0
\$50,001 - \$75,000	9.62%	45	64	47	22	0
\$75,001 - \$100,000	17.31%	32	3	35	0	0
\$100,001 - \$125,000	13.46%	43	0	43	0	0
\$125,001 - \$200,000	25.00%	18	13	14	33	0
\$200,001 - \$275,000	13.46%	31	0	31	32	0
\$275,001 and up	11.54%	29	0	35	22	0
Average Closed DOM		30	24	32	28	0
Total Closed Units	100%	30	4	39	9	0
Total Closed Volume		8,153,976	317.50K	5.85M	1.99M	0.00B

November 2020



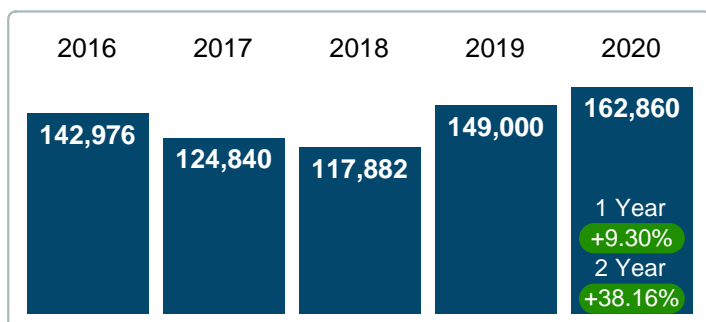
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



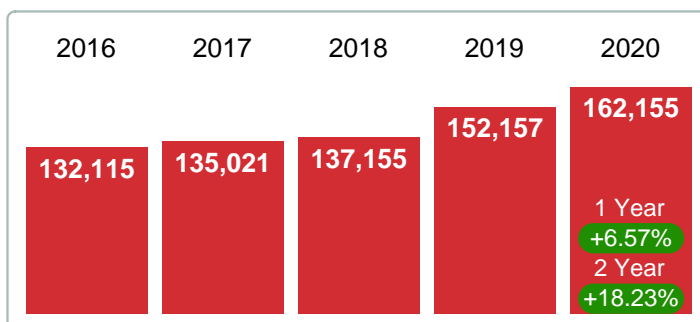
AVERAGE LIST PRICE AT CLOSING

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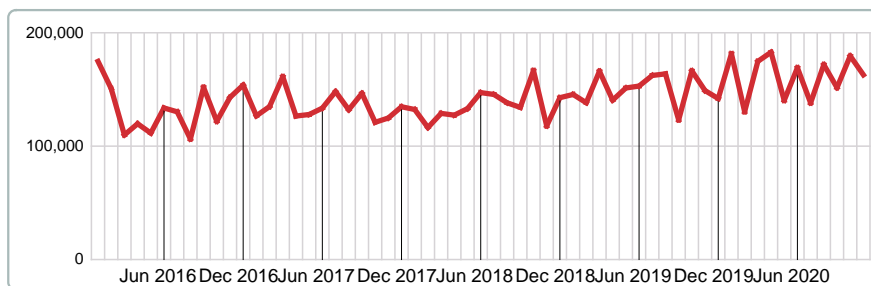
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 139,512

High Apr 2020 182,812 Low Aug 2016 106,317

Average List Price at Closing this month at **162,860**
above the 5 yr NOV average of **139,512**

SEP	151,569	
OCT	179,562	+18.47%
NOV	162,860	-9.30%

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
\$50,000 and less	7.69%	26,069	55,000	26,069	0	0
\$50,001 - \$75,000	9.62%	66,660	72,500	73,567	65,000	0
\$75,001 - \$100,000	17.31%	89,800	89,900	93,425	0	0
\$100,001 - \$125,000	13.46%	117,821	0	120,679	0	0
\$125,001 - \$200,000	25.00%	152,869	129,000	163,667	158,767	0
\$200,001 - \$275,000	13.46%	236,843	0	246,000	242,450	0
\$275,001 and up	13.46%	393,286	0	464,667	360,667	0
Average List Price		162,860	86,600	154,208	234,244	0
Total Closed Units	100%	162,860	4	39	9	0
Total Closed Volume		8,468,724	346.40K	6.01M	2.11M	0.00B

November 2020



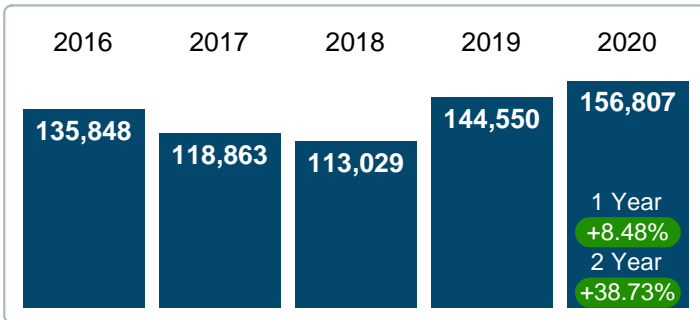
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



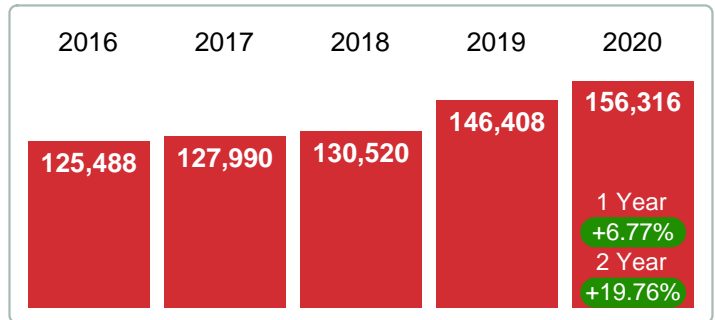
AVERAGE SOLD PRICE AT CLOSING

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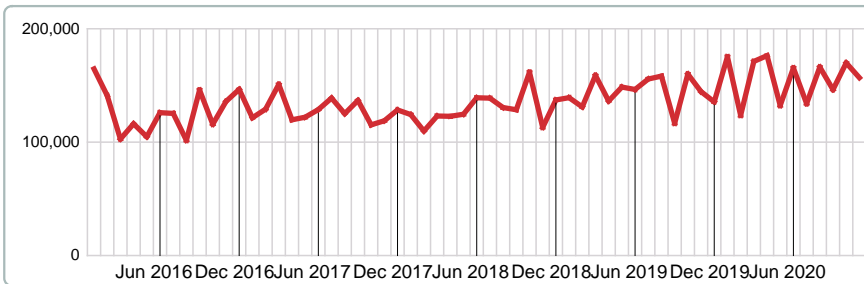
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

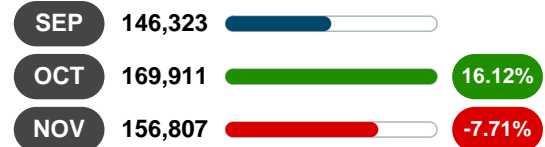


3 MONTHS

5 year NOV AVG = 133,819

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

Average Sold Price at Closing this month at **156,807** above the 5 yr NOV average of **133,819**



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
\$50,000 and less	9.62%	30,500	50,000	25,625	0	0
\$50,001 - \$75,000	9.62%	65,980	57,500	72,133	56,000	0
\$75,001 - \$100,000	17.31%	88,670	80,000	89,754	0	0
\$100,001 - \$125,000	13.46%	113,414	0	113,414	0	0
\$125,001 - \$200,000	25.00%	156,523	130,000	158,822	158,467	0
\$200,001 - \$275,000	13.46%	241,264	0	243,190	236,450	0
\$275,001 and up	11.54%	392,667	0	457,667	327,667	0
Average Sold Price		156,807	79,375	149,979	220,811	0
Total Closed Units	100%	156,807	4	39	9	0
Total Closed Volume		8,153,976	317.50K	5.85M	1.99M	0.00B

November 2020



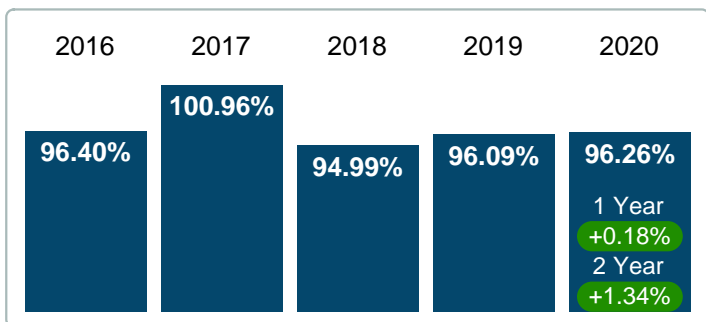
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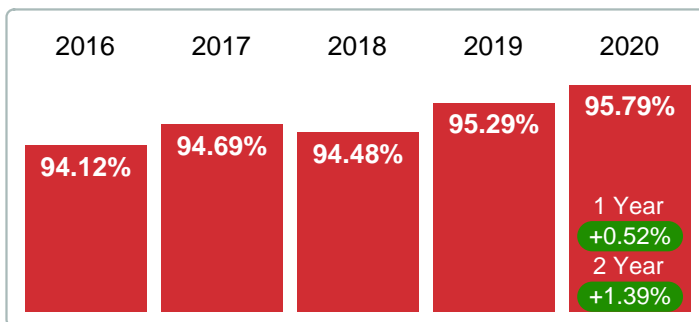
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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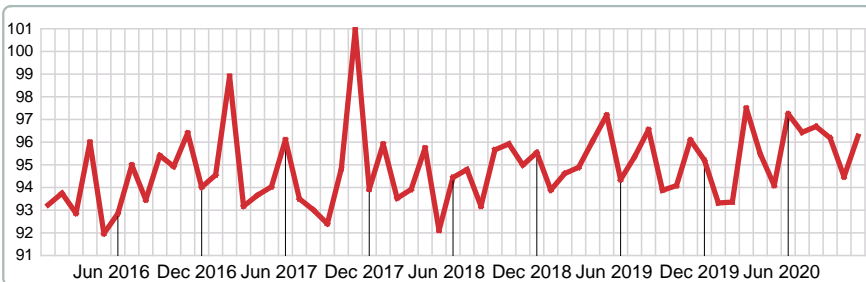
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

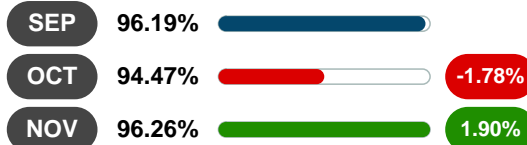


3 MONTHS

5 year NOV AVG = 96.94%

High Nov 2017 100.96% Low May 2016 91.97%

Average Sold/List Ratio this month at **96.26%**
below the 5 yr NOV average of **96.94%**



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
\$50,000 and less	5	9.62%	97.30%	90.91%	98.89%	0.00%	0.00%
\$50,001 - \$75,000	5	9.62%	92.07%	79.31%	98.29%	86.15%	0.00%
\$75,001 - \$100,000	9	17.31%	95.55%	88.99%	96.37%	0.00%	0.00%
\$100,001 - \$125,000	7	13.46%	94.17%	0.00%	94.17%	0.00%	0.00%
\$125,001 - \$200,000	13	25.00%	98.13%	100.78%	97.27%	99.82%	0.00%
\$200,001 - \$275,000	7	13.46%	98.50%	0.00%	98.98%	97.30%	0.00%
\$275,001 and up	6	11.54%	95.76%	0.00%	97.82%	93.71%	0.00%
Average Sold/List Ratio		96.30%		90.00%	97.04%	95.71%	0.00%
Total Closed Units		52	100%	4	39	9	
Total Closed Volume		8,153,976		317.50K	5.85M	1.99M	0.00B

November 2020



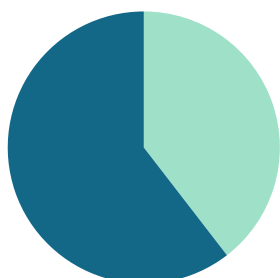
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

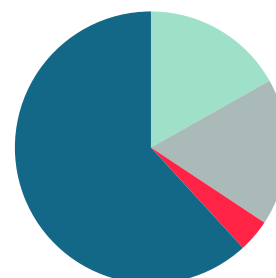


Inventory
 New Listings
102 = 39.53%
 Start Inventory
156
 Total Inventory Units
258
 Volume
\$47,206,975

Market Activity

Closed Sales
52 = 16.83%
 Pending Sales
54 = 17.48%
 Other Off Market
12 = 3.88%
 Active Inventory
191 = 61.81%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	47	52	10.64%	550	582	5.82%
Pending Sales	43	54	25.58%	566	637	12.54%
New Listings	54	102	88.89%	835	858	2.75%
Average List Price	149,000	162,860	9.30%	152,157	162,155	6.57%
Average Sale Price	144,550	156,807	8.48%	146,408	156,316	6.77%
Average Percent of Selling Price to List Price	96.09%	96.26%	0.18%	95.29%	95.79%	0.52%
Average Days on Market to Sale	49.64	30.40	-38.75%	63.64	56.05	-11.93%
Monthly Inventory	191	191	0.00%	191	191	0.00%
Months Supply of Inventory	3.86	3.64	-5.71%	3.86	3.64	-5.71%

Absorption: Last 12 months, an Average of **53** Sales/Month

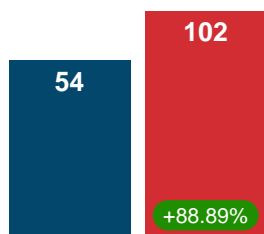
Inventory on November 30, 2020 = **191**

2019 **2020**

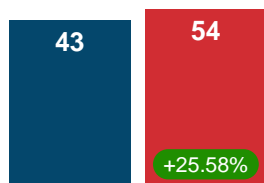
NOVEMBER MARKET

AVERAGE PRICES

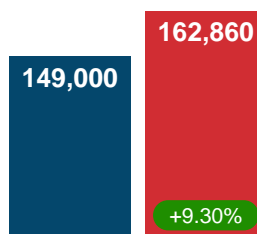
New Listings



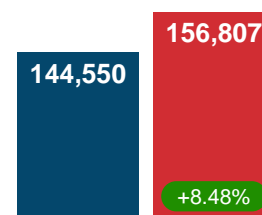
Pending Listings



List Price



Sale Price



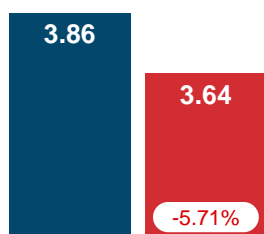
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

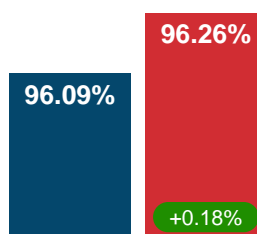
Active Inventory

+0.00%

Monthly Supply of Inventory



Sale/List Ratio



Days on Market

