

November 2020



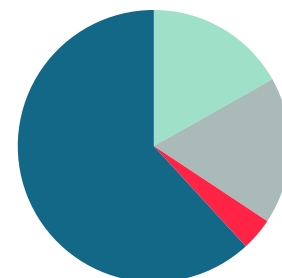
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



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%
Median List Price	139,995	129,000	-7.85%
Median Sale Price	138,500	122,950	-11.23%
Median Percent of Selling Price to List Price	98.72%	98.19%	-0.54%
Median Days on Market to Sale	33.00	14.00	-57.58%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.23%** in November 2020 to \$122,950 versus the previous year at \$138,500.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 19.00 days or **57.58%** in November 2020 compared to last year's same month at **33.00** DOM.

Sales Success for November 2020 is Positive

Overall, with Median Prices falling 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.

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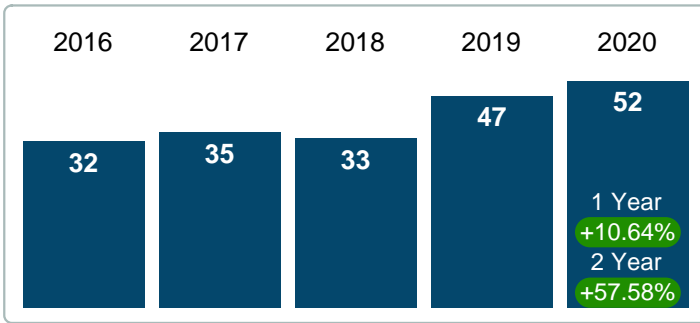
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



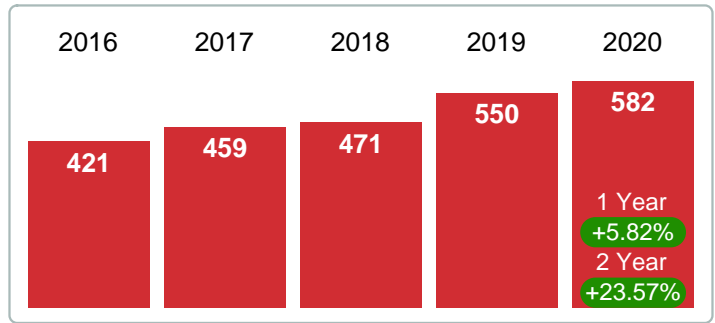
CLOSED LISTINGS

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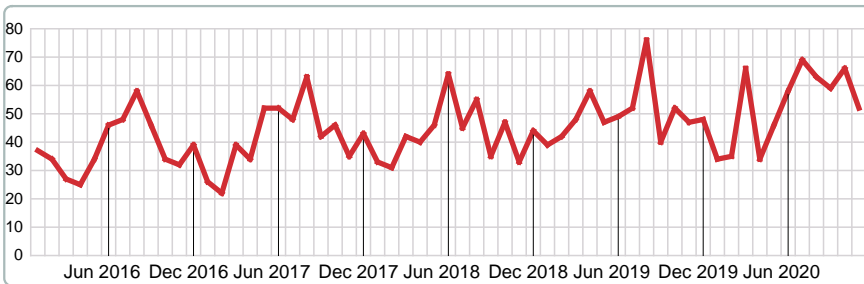
NOVEMBER



YEAR TO DATE (YTD)

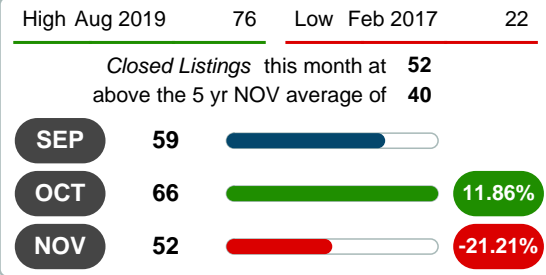


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	8.0	1	4	0	0
\$50,001 - \$80,000	7	13.46%	22.0	2	4	1	0
\$80,001 - \$100,000	7	13.46%	27.0	0	7	0	0
\$100,001 - \$140,000	11	21.15%	35.0	1	9	1	0
\$140,001 - \$200,000	9	17.31%	7.0	0	7	2	0
\$200,001 - \$270,000	7	13.46%	28.0	0	5	2	0
\$270,001 and up	6	11.54%	5.5	0	3	3	0
Total Closed Units	52			4	39	9	0
Total Closed Volume	8,153,976	100%	14.0	317.50K	5.85M	1.99M	0.00B
Median Closed Price	\$122,950			\$68,750	\$115,000	\$205,000	\$0

November 2020



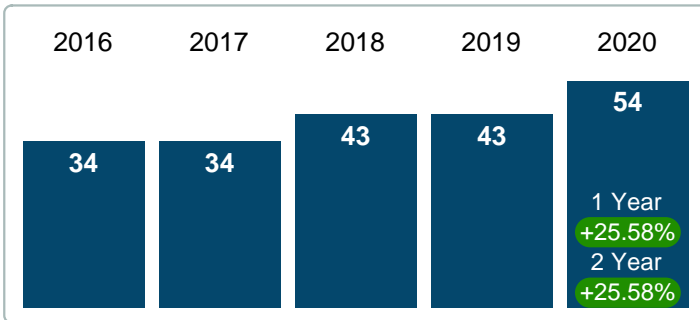
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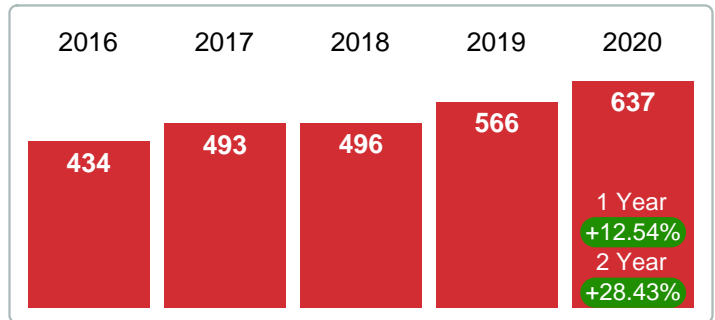
PENDING LISTINGS

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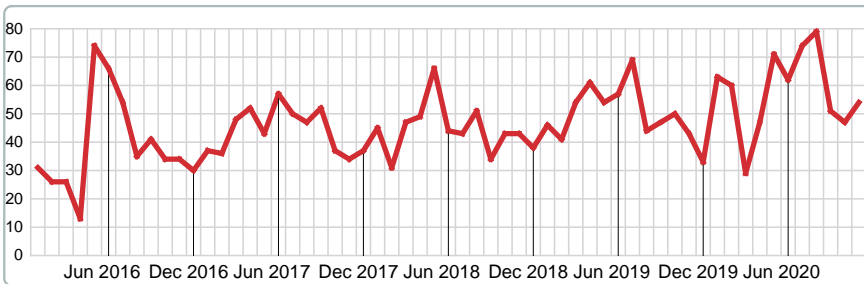
NOVEMBER



YEAR TO DATE (YTD)

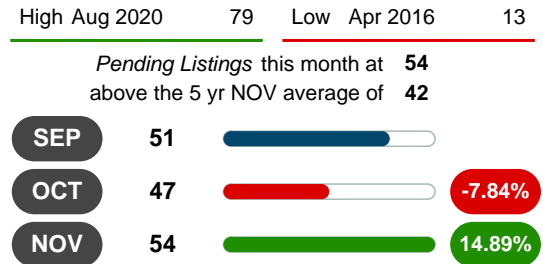


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42



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	5	9.26%	4.0	2	2	0	1
\$50,001 - \$80,000	6	11.11%	28.5	3	3	0	0
\$80,001 - \$110,000	9	16.67%	12.0	2	7	0	0
\$110,001 - \$160,000	12	22.22%	6.0	3	7	0	2
\$160,001 - \$200,000	9	16.67%	14.0	0	6	2	1
\$200,001 - \$310,000	7	12.96%	32.0	1	3	2	1
\$310,001 and up	6	11.11%	59.5	1	3	1	1
Total Pending Units	54			12	31	5	6
Total Pending Volume	10,179,800	100%	11.0	1.47M	4.84M	1.41M	2.46M
Median Listing Price	\$147,450			\$90,500	\$138,000	\$239,900	\$168,500

November 2020



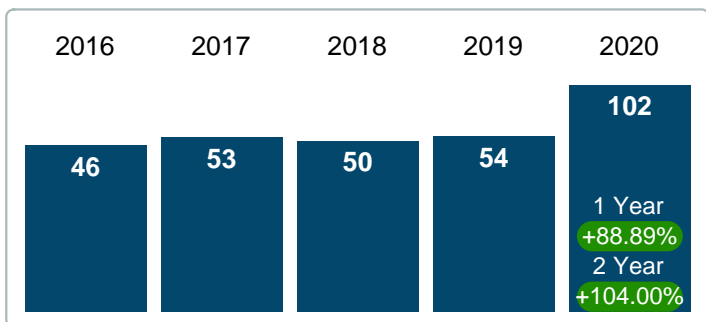
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



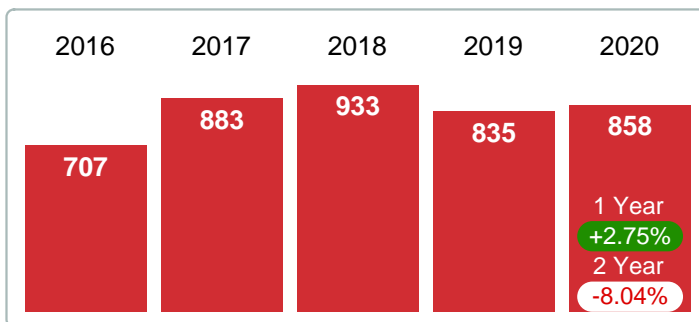
NEW LISTINGS

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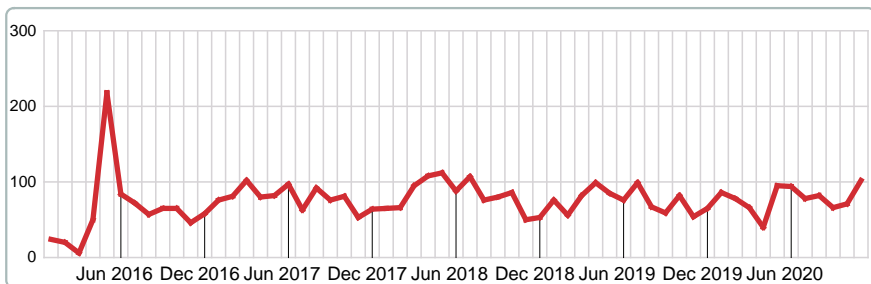
NOVEMBER



YEAR TO DATE (YTD)

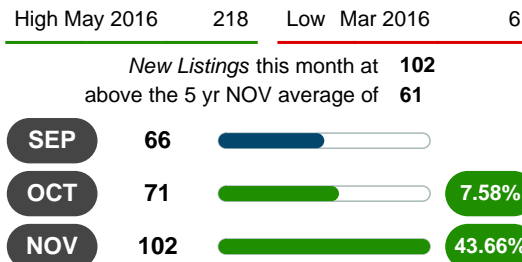


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	9	8.82%	4	4	0	1
\$40,001 - \$60,000	12	11.76%	10	2	0	0
\$60,001 - \$90,000	14	13.73%	6	8	0	0
\$90,001 - \$160,000	25	24.51%	5	18	1	1
\$160,001 - \$230,000	20	19.61%	3	14	1	2
\$230,001 - \$310,000	12	11.76%	1	7	4	0
\$310,001 and up	10	9.80%	2	4	2	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
Median New Listed Listing Price	\$138,000		\$69,900	\$139,900	\$277,000	\$188,750

November 2020



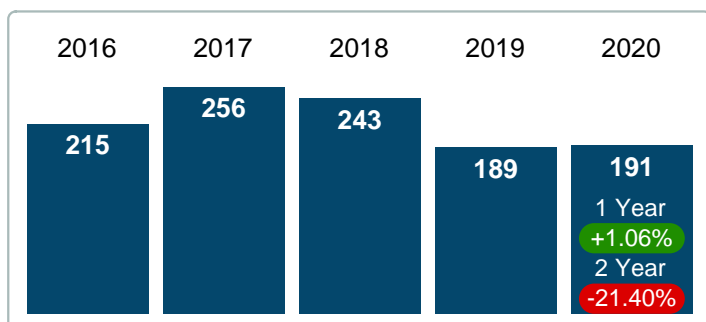
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



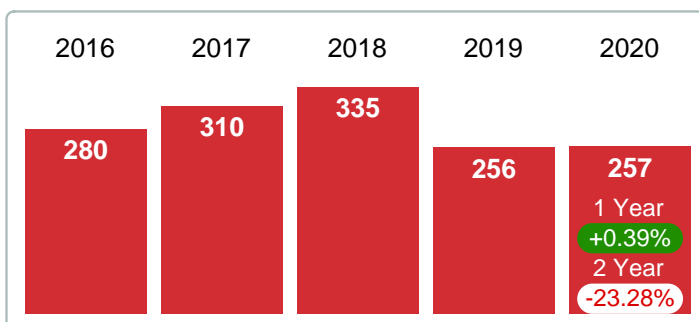
ACTIVE INVENTORY

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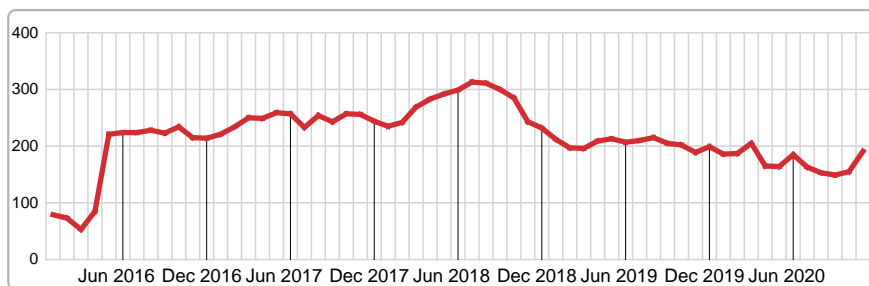
END OF NOVEMBER



ACTIVE DURING NOVEMBER

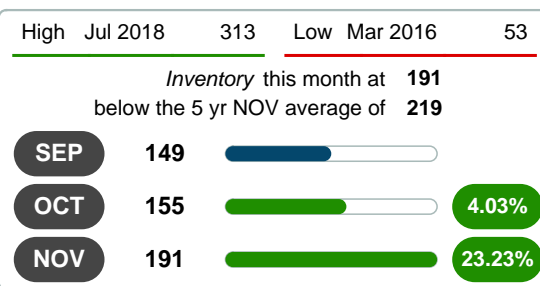


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 219



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	20	10.47%	68.0	13	5	2	0
\$40,001 - \$50,000	11	5.76%	49.0	10	1	0	0
\$50,001 - \$80,000	38	19.90%	72.5	18	19	1	0
\$80,001 - \$160,000	47	24.61%	50.0	8	34	5	0
\$160,001 - \$240,000	31	16.23%	36.0	3	16	10	2
\$240,001 - \$340,000	23	12.04%	35.0	1	12	7	3
\$340,001 and up	21	10.99%	56.0	3	9	6	3
Total Active Inventory by Units	191			56	96	31	8
Total Active Inventory by Volume	35,038,775	100%	53.0	5.02M	18.32M	8.19M	3.52M
Median Active Inventory Listing Price	\$116,000			\$57,938	\$121,950	\$235,500	\$325,000

November 2020



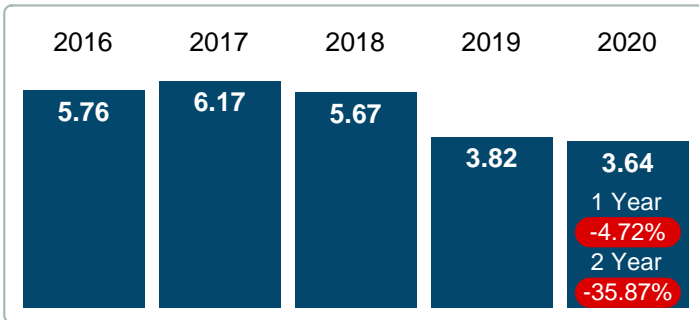
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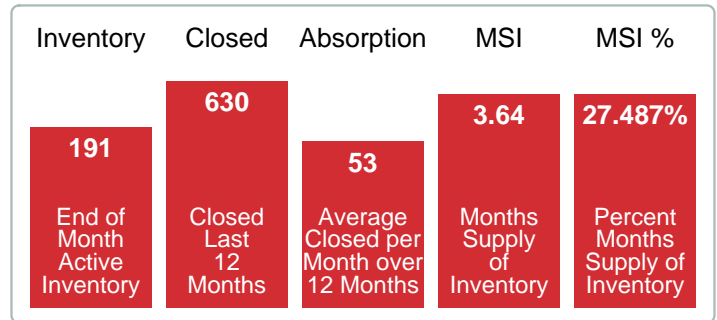
MONTHS SUPPLY of INVENTORY (MSI)

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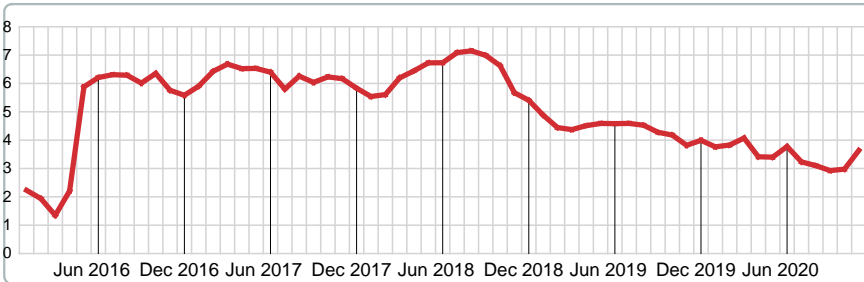
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

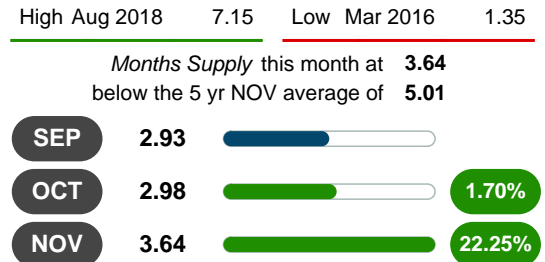


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.01



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



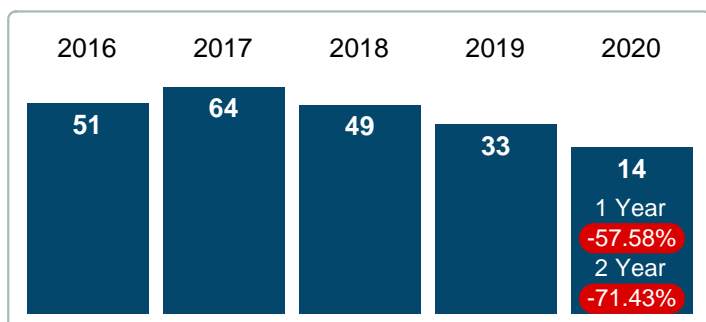
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



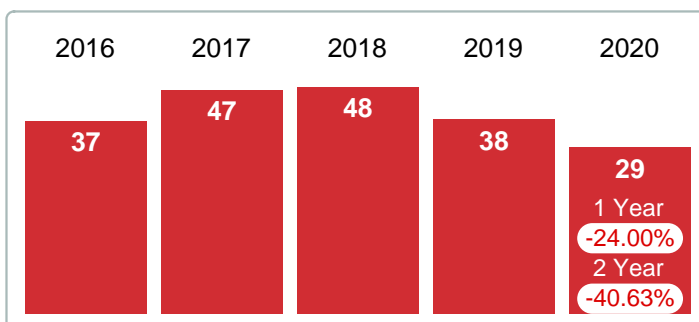
MEDIAN DAYS ON MARKET TO SALE

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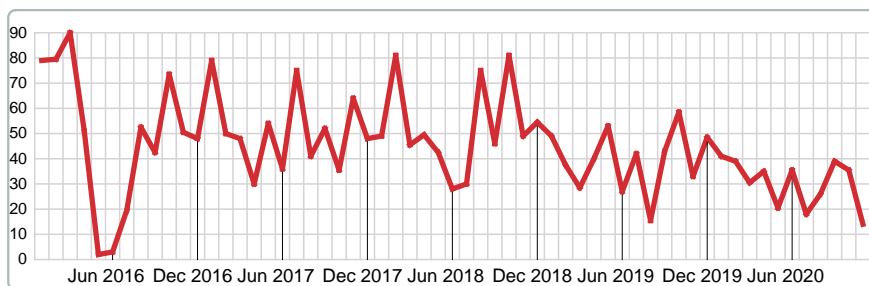
NOVEMBER



YEAR TO DATE (YTD)

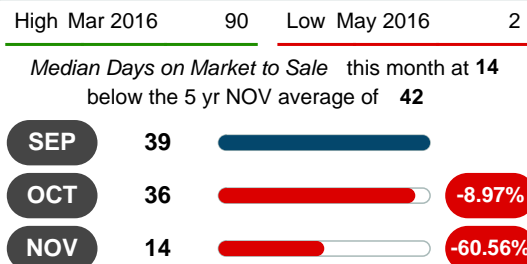


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
\$50,000 and less	9.62%	8	14	5	0	0
\$50,001 - \$80,000	13.46%	22	34	50	22	0
\$80,001 - \$100,000	13.46%	27	0	27	0	0
\$100,001 - \$140,000	21.15%	35	13	35	96	0
\$140,001 - \$200,000	17.31%	7	0	9	1	0
\$200,001 - \$270,000	13.46%	28	0	18	32	0
\$270,001 and up	11.54%	6	0	8	1	0
Median Closed DOM		14	14	14	22	0
Total Closed Units	100%	14.0	4	39	9	
Total Closed Volume		8,153,976	317.50K	5.85M	1.99M	0.00B

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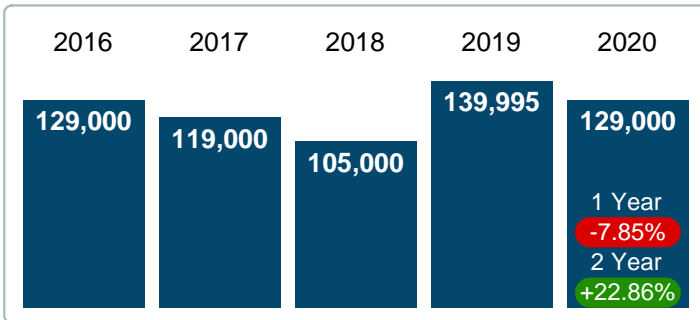
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



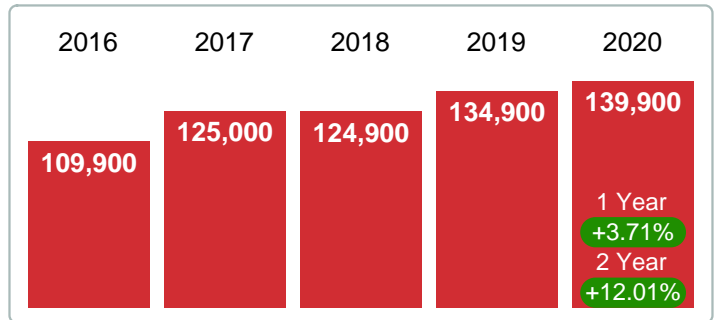
MEDIAN LIST PRICE AT CLOSING

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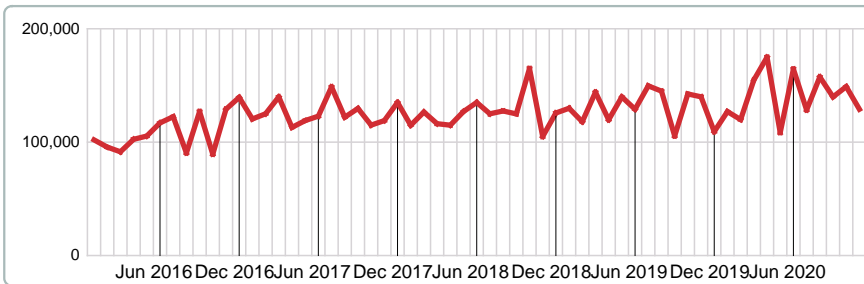
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

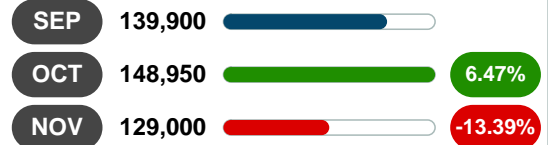


3 MONTHS

5 year NOV AVG = 124,399

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

Median List Price at Closing this month at **129,000** above the 5 yr NOV average of **124,399**



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
\$50,000 and less	7.69%	29,450	0	29,450	0	0
\$50,001 - \$80,000	15.38%	72,700	63,750	79,000	65,000	0
\$80,001 - \$100,000	11.54%	95,950	89,900	96,000	0	0
\$100,001 - \$140,000	25.00%	125,000	129,000	119,900	134,900	0
\$140,001 - \$200,000	13.46%	169,900	0	169,900	170,700	0
\$200,001 - \$270,000	11.54%	225,000	0	225,000	242,450	0
\$270,001 and up	15.38%	292,000	0	299,000	285,000	0
Median List Price		129,000	81,200	119,900	215,000	0
Total Closed Units	100%	129,000	4	39	9	0
Total Closed Volume		8,468,724	346.40K	6.01M	2.11M	0.00B

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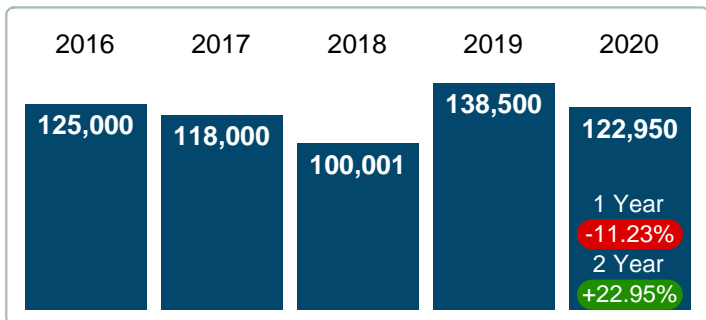
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



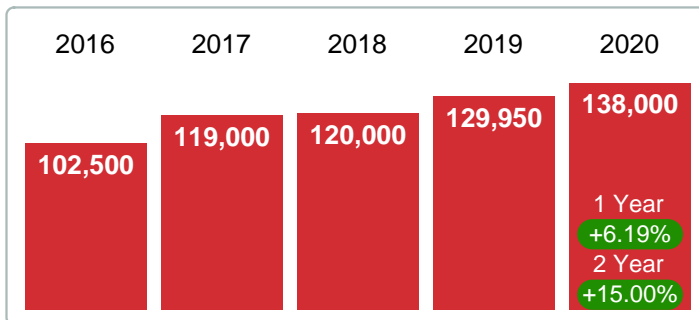
MEDIAN SOLD PRICE AT CLOSING

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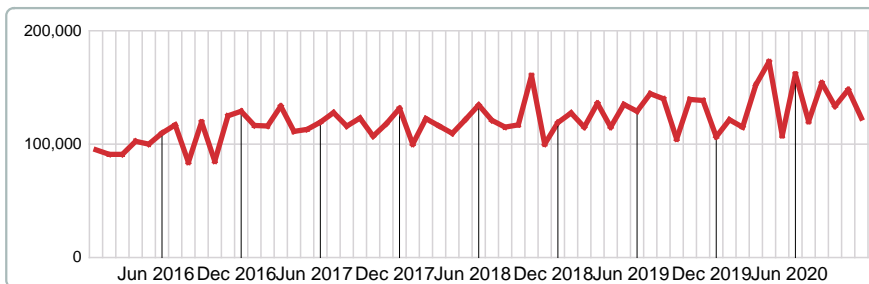
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

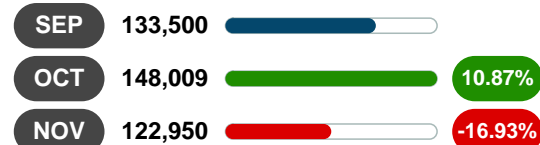


3 MONTHS

5 year NOV AVG = 120,890

High Apr 2020 172,700 Low Aug 2016 84,000

Median Sold Price at Closing this month at **122,950** above the 5 yr NOV average of **120,890**



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
\$50,000 and less 5	9.62%	39,000	50,000	29,000	0	0
\$50,001 - \$80,000 7	13.46%	73,500	68,750	74,250	56,000	0
\$80,001 - \$100,000 7	13.46%	89,000	0	89,000	0	0
\$100,001 - \$140,000 11	21.15%	115,000	130,000	115,000	135,000	0
\$140,001 - \$200,000 9	17.31%	166,000	0	166,000	170,200	0
\$200,001 - \$270,000 7	13.46%	245,000	0	245,000	236,450	0
\$270,001 and up 6	11.54%	299,000	0	300,000	285,000	0
Median Sold Price		122,950	68,750	115,000	205,000	0
Total Closed Units		52	4	39	9	
Total Closed Volume		8,153,976	317.50K	5.85M	1.99M	0.00B

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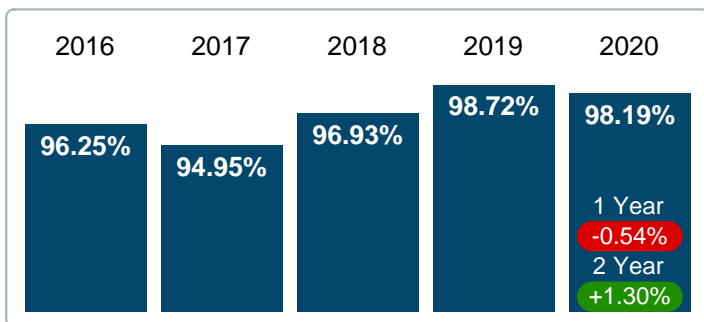
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



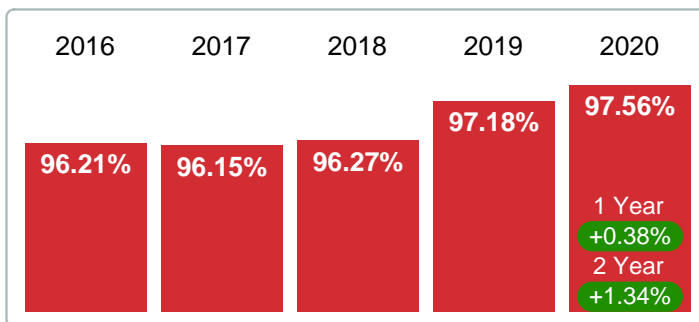
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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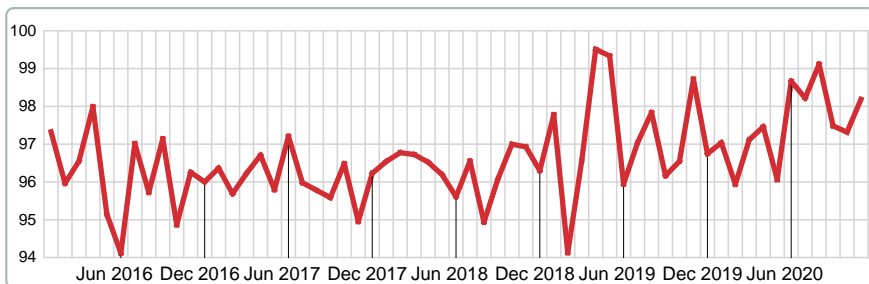
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

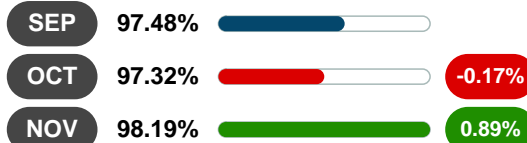


3 MONTHS

5 year NOV AVG = 97.01%

High Apr 2019 99.51% Low Jun 2016 94.12%

Median Sold/List Ratio this month at **98.19%**
above the 5 yr NOV average of **97.01%**



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
\$50,000 and less	<div style="width: 9.62%;"></div> 5	9.62%	97.83%	90.91%	98.92%	0.00%	0.00%
\$50,001 - \$80,000	<div style="width: 13.46%;"></div> 7	13.46%	91.99%	84.15%	98.43%	86.15%	0.00%
\$80,001 - \$100,000	<div style="width: 13.46%;"></div> 7	13.46%	98.54%	0.00%	98.54%	0.00%	0.00%
\$100,001 - \$140,000	<div style="width: 21.15%;"></div> 11	21.15%	97.50%	100.78%	95.08%	100.07%	0.00%
\$140,001 - \$200,000	<div style="width: 17.31%;"></div> 9	17.31%	100.00%	0.00%	100.00%	99.69%	0.00%
\$200,001 - \$270,000	<div style="width: 13.46%;"></div> 7	13.46%	97.47%	0.00%	97.47%	97.30%	0.00%
\$270,001 and up	<div style="width: 11.54%;"></div> 6	11.54%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		98.19%		89.95%	97.83%	99.38%	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



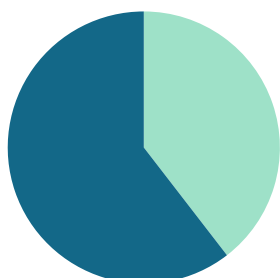
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

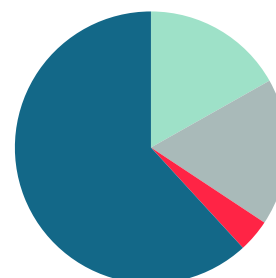


Inventory
 New Listings
102 = 39.53%
 Start Inventory
156
 Total Inventory Units
258
 Volume
\$47,206,975

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%
Median List Price	139,995	129,000	-7.85%	134,900	139,900	3.71%
Median Sale Price	138,500	122,950	-11.23%	129,950	138,000	6.19%
Median Percent of Selling Price to List Price	98.72%	98.19%	-0.54%	97.18%	97.56%	0.38%
Median Days on Market to Sale	33.00	14.00	-57.58%	37.50	28.50	-24.00%
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

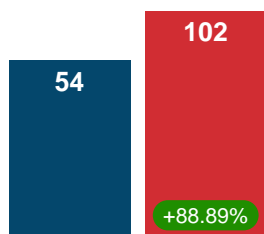
Inventory on November 30, 2020 = **191**

2019 **2020**

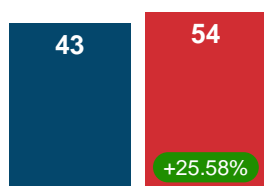
NOVEMBER MARKET

MEDIAN PRICES

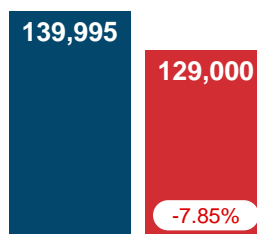
New Listings



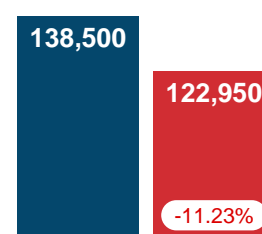
Pending Listings



List Price



Sale Price



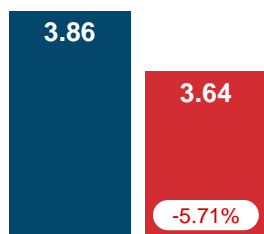
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

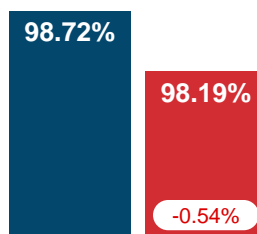
Active Inventory

+0.00%

Monthly Supply of Inventory



Sale/List Ratio



Days on Market

