

## February 2021



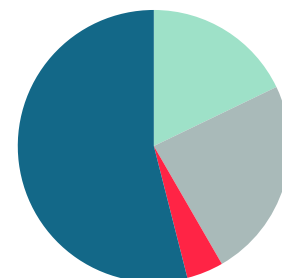
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	February		+/-%
	2020	2021	
Closed Listings	35	45	28.57%
Pending Listings	59	60	1.69%
New Listings	78	43	-44.87%
Average List Price	130,397	182,789	40.18%
Average Sale Price	123,607	177,417	43.53%
Average Percent of Selling Price to List Price	93.36%	95.48%	2.27%
Average Days on Market to Sale	55.09	34.33	-37.67%
End of Month Inventory	190	136	-28.42%
Months Supply of Inventory	3.89	2.43	-37.49%



■ Closed (17.86%)  
■ Pending (23.81%)  
■ Other OffMarket (4.37%)  
■ Active (53.97%)

**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of February 28, 2021 = **136**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **28.42%** to 136 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **2.43** 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 **43.53%** in February 2021 to \$177,417 versus the previous year at \$123,607.

##### Average Days on Market Shortens

The average number of **34.33** days that homes spent on the market before selling decreased by 20.75 days or **37.67%** in February 2021 compared to last year's same month at **55.09** DOM.

##### Sales Success for February 2021 is Positive

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

There were 43 New Listings in February 2021, down **44.87%** from last year at 78. Furthermore, there were 45 Closed Listings this month versus last year at 35, a **28.57%** increase.

Closed versus Listed trends yielded a **104.7%** ratio, up from previous year's, February 2020, at **44.9%**, a **133.22%** 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

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

#### 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

# February 2021



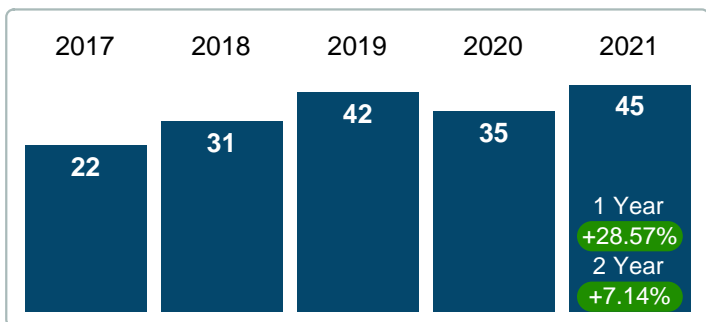
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



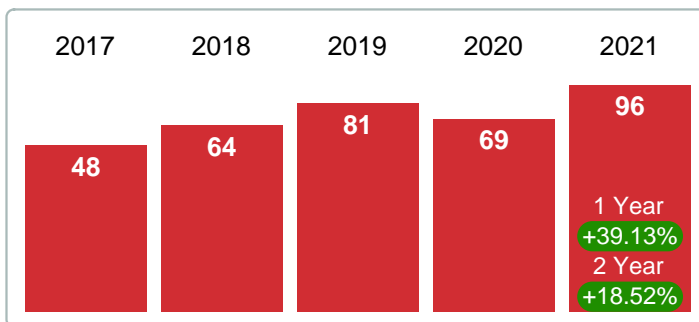
## CLOSED LISTINGS

Report produced on Aug 02, 2023 for MLS Technology Inc.

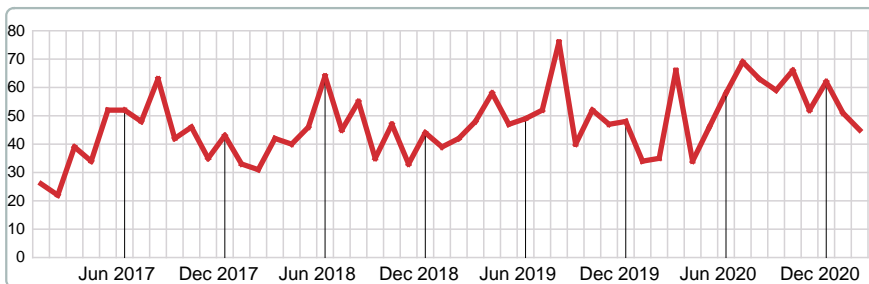
### FEBRUARY



### YEAR TO DATE (YTD)

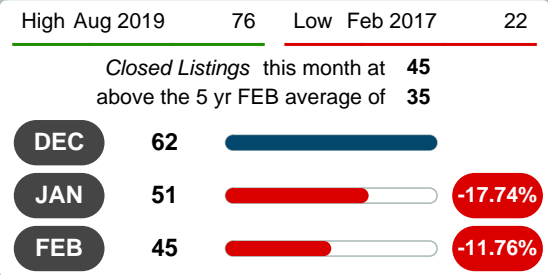


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 35



### 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	1	2.22%	65.0	1	0	0	0
\$25,001 - \$75,000	9	20.00%	46.1	1	7	0	1
\$75,001 - \$100,000	2	4.44%	18.0	0	1	1	0
\$100,001 - \$175,000	15	33.33%	29.3	2	9	3	1
\$175,001 - \$225,000	4	8.89%	9.0	0	4	0	0
\$225,001 - \$275,000	6	13.33%	54.0	0	4	2	0
\$275,001 and up	8	17.78%	28.8	0	2	4	2
<b>Total Closed Units</b>	<b>45</b>			<b>4</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>7,983,750</b>	<b>100%</b>	<b>34.3</b>	<b>342.50K</b>	<b>4.12M</b>	<b>2.71M</b>	<b>804.90K</b>
<b>Average Closed Price</b>	<b>\$177,417</b>			<b>\$85,625</b>	<b>\$152,687</b>	<b>\$271,380</b>	<b>\$201,225</b>

# February 2021



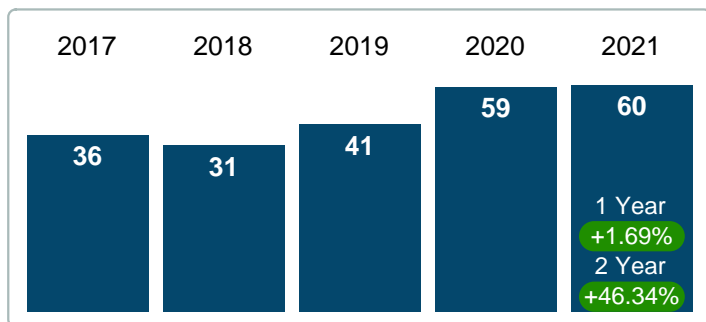
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



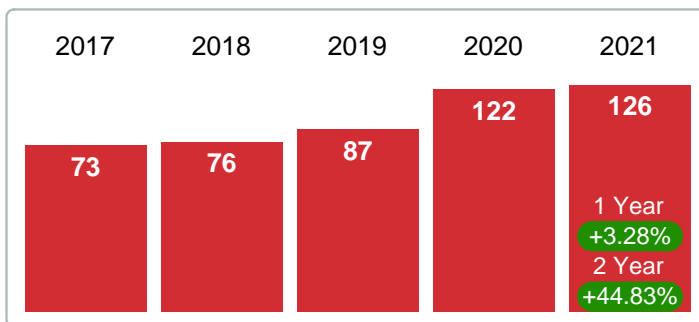
## PENDING LISTINGS

Report produced on Aug 02, 2023 for MLS Technology Inc.

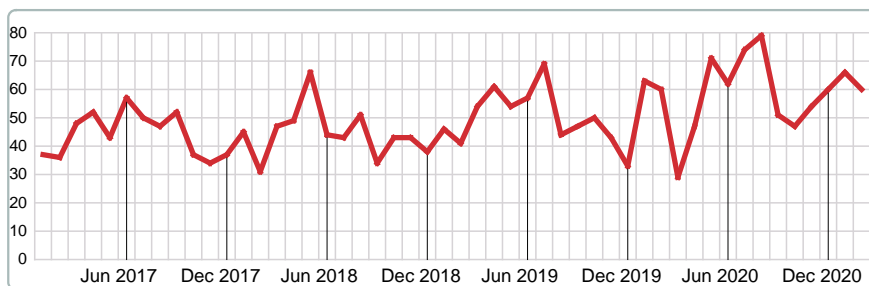
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 45

High Aug 2020 79 Low Mar 2020 29

Pending Listings this month at 60 above the 5 yr FEB average of 45

DEC	60	Progress bar	
JAN	66	Progress bar	10.00%
FEB	60	Progress bar	-9.09%

### 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	4	6.67%	21.8	2	2	0	0
\$50,001 - \$75,000	4	6.67%	35.0	1	3	0	0
\$75,001 - \$100,000	9	15.00%	49.9	4	5	0	0
\$100,001 - \$175,000	20	33.33%	66.8	0	16	3	1
\$175,001 - \$225,000	8	13.33%	65.6	0	6	2	0
\$225,001 - \$275,000	5	8.33%	26.8	0	1	3	1
\$275,001 and up	10	16.67%	97.0	2	5	1	2
<b>Total Pending Units</b>	<b>60</b>			<b>9</b>	<b>38</b>	<b>9</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>10,681,000</b>	<b>100%</b>	<b>60.2</b>	<b>1.41M</b>	<b>6.17M</b>	<b>1.93M</b>	<b>1.17M</b>
<b>Average Listing Price</b>	<b>\$179,169</b>			<b>\$156,744</b>	<b>\$162,376</b>	<b>\$214,611</b>	<b>\$292,125</b>

# February 2021



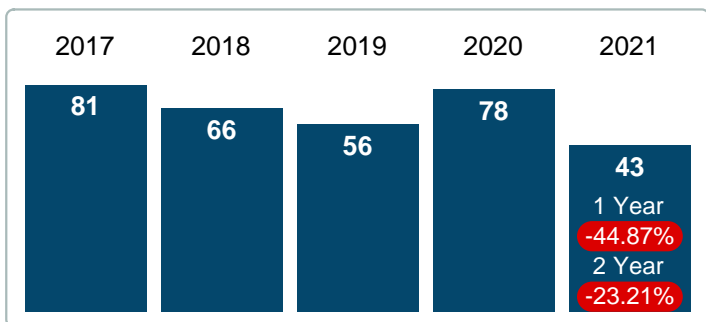
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



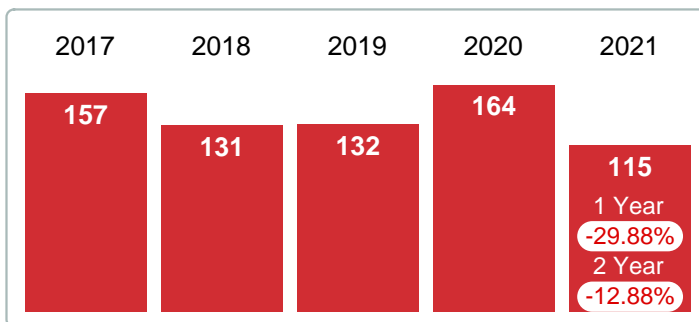
## NEW LISTINGS

Report produced on Aug 02, 2023 for MLS Technology Inc.

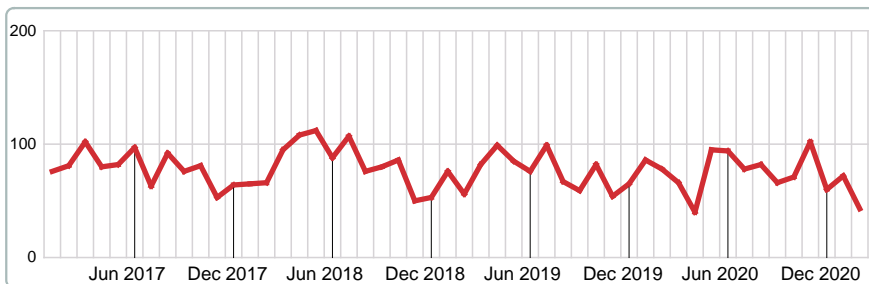
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 65

High May 2018 112 Low Apr 2020 40

New Listings this month at 43  
below the 5 yr FEB average of 65



### 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	4	9.30%	1	3	0	0
\$50,001 - \$100,000	5	11.63%	1	4	0	0
\$100,001 - \$125,000	4	9.30%	0	4	0	0
\$125,001 - \$200,000	12	27.91%	0	12	0	0
\$200,001 - \$275,000	8	18.60%	1	3	3	1
\$275,001 - \$425,000	5	11.63%	0	2	3	0
\$425,001 and up	5	11.63%	0	2	3	0
<b>Total New Listed Units</b>	<b>43</b>		<b>3</b>	<b>30</b>	<b>9</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,039,509</b>	<b>100%</b>	<b>365.51K</b>	<b>5.42M</b>	<b>4.01M</b>	<b>249.50K</b>
<b>Average New Listed Listing Price</b>	<b>\$186,680</b>		<b>\$121,837</b>	<b>\$180,610</b>	<b>\$445,133</b>	<b>\$249,500</b>

# February 2021



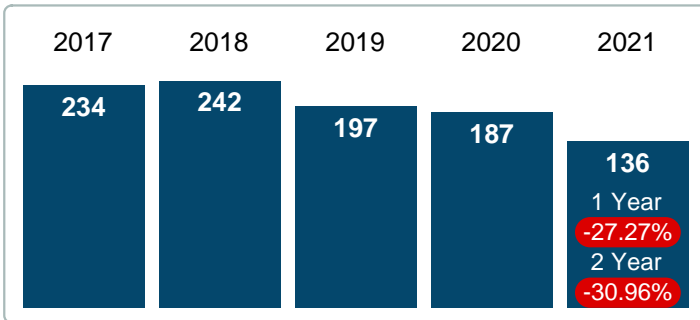
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



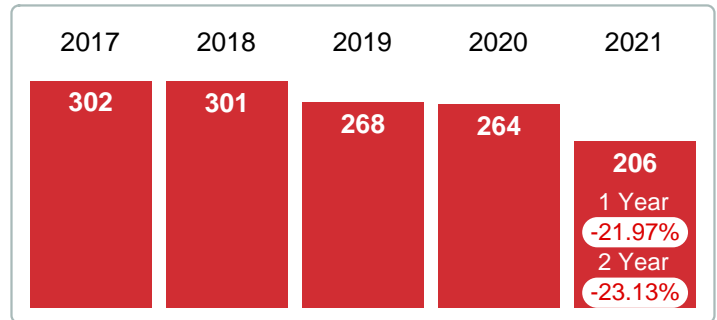
## ACTIVE INVENTORY

Report produced on Aug 02, 2023 for MLS Technology Inc.

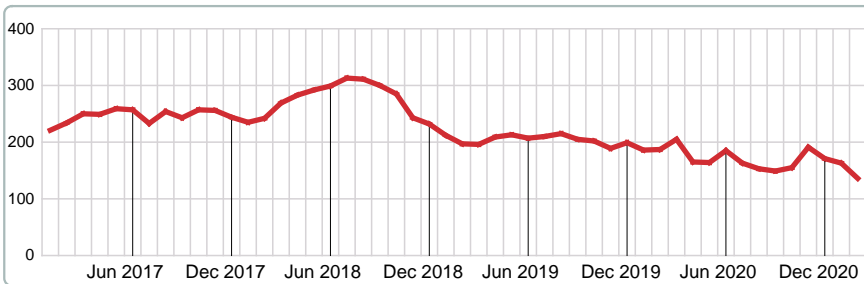
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

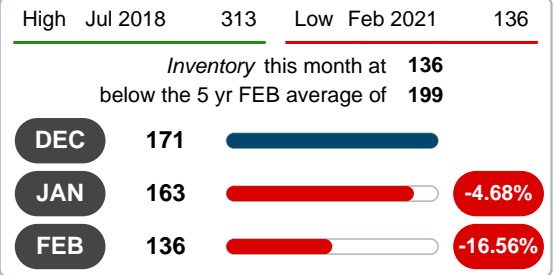


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 199



### 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	2	1.47%	33.5	2	0	0	0
\$25,001 - \$50,000	20	14.71%	122.8	14	4	2	0
\$50,001 - \$75,000	20	14.71%	117.8	8	11	1	0
\$75,001 - \$150,000	42	30.88%	80.1	8	31	2	1
\$150,001 - \$225,000	18	13.24%	69.8	2	12	4	0
\$225,001 - \$450,000	21	15.44%	104.0	3	11	6	1
\$450,001 and up	13	9.56%	101.5	0	4	7	2
<b>Total Active Inventory by Units</b>	<b>136</b>			<b>37</b>	<b>73</b>	<b>22</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>29,844,809</b>	<b>100%</b>	<b>95.6</b>	<b>3.43M</b>	<b>16.27M</b>	<b>7.94M</b>	<b>2.21M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$219,447</b>			<b>\$92,633</b>	<b>\$222,821</b>	<b>\$360,800</b>	<b>\$553,475</b>

# February 2021



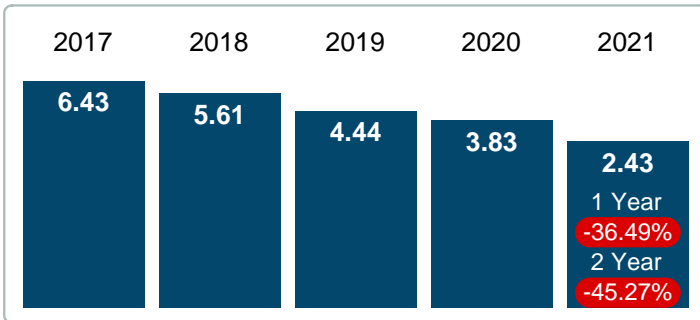
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



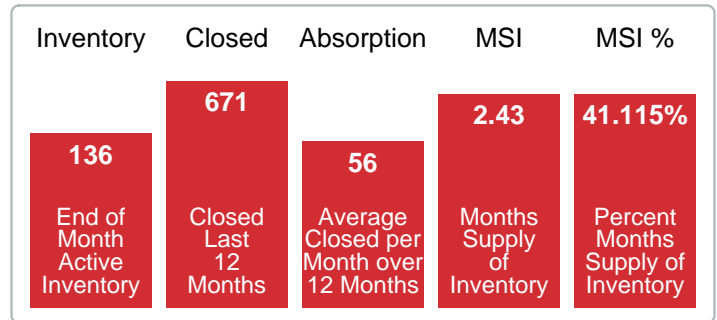
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 02, 2023 for MLS Technology Inc.

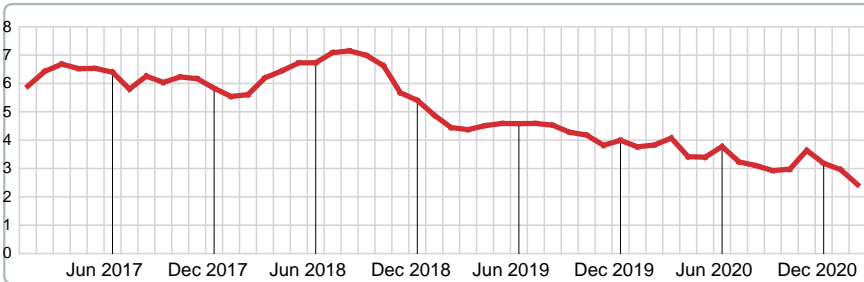
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

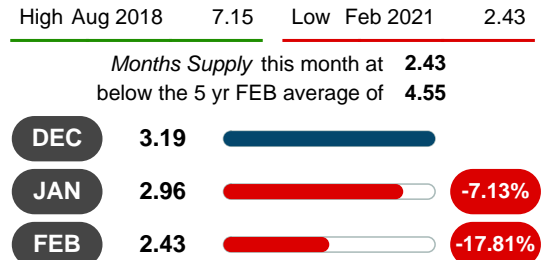


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.55



### 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	14	10.29%	4.20	6.00	1.33	24.00	0.00
\$40,001 - \$50,000	8	5.88%	3.43	7.20	1.50	0.00	0.00
\$50,001 - \$80,000	24	17.65%	2.97	2.74	3.40	1.71	0.00
\$80,001 - \$150,000	38	27.94%	2.25	3.56	2.10	1.26	4.00
\$150,001 - \$240,000	20	14.71%	1.24	2.18	1.28	1.09	0.00
\$240,001 - \$450,000	19	13.97%	2.33	9.00	2.26	1.76	1.71
\$450,001 and up	13	9.56%	13.00	0.00	12.00	16.80	8.00
Market Supply of Inventory (MSI)			2.43	4.15	2.09	2.15	2.29
Total Active Inventory by Units		100%	2.43	37	73	22	4

# February 2021



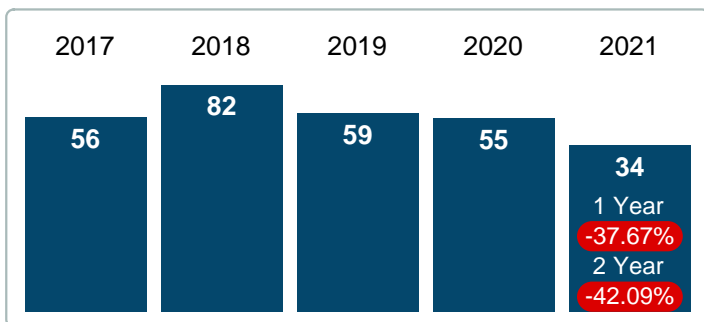
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



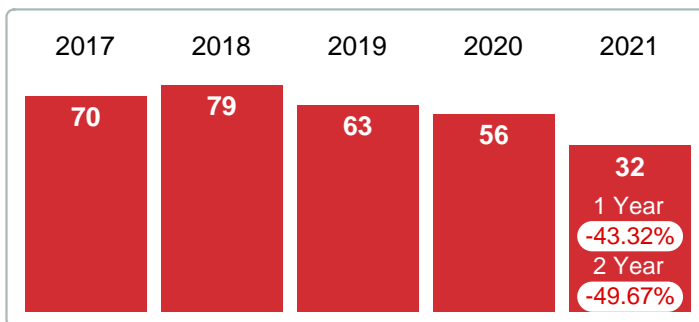
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 02, 2023 for MLS Technology Inc.

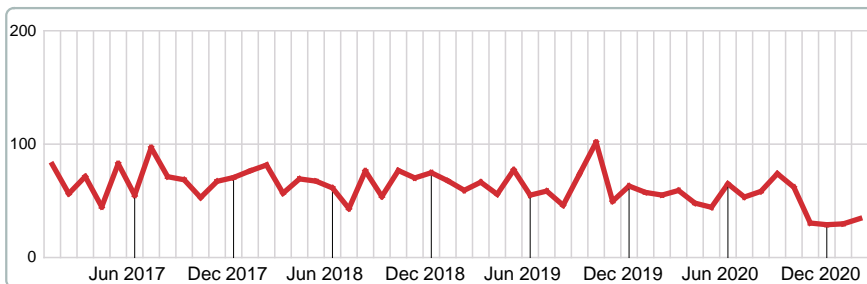
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

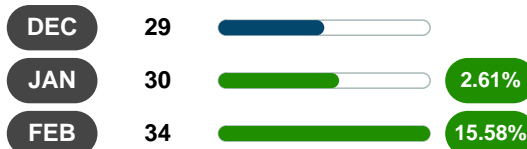


### 3 MONTHS

5 year FEB AVG = 57

High Oct 2019 102 Low Dec 2020 29

Average Days on Market to Sale this month at 34 below the 5 yr FEB average of 57



### 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	2.22%	65	65	0	0	0
\$25,001 - \$75,000	20.00%	46	169	35	0	1
\$75,001 - \$100,000	4.44%	18	0	20	16	0
\$100,001 - \$175,000	33.33%	29	45	21	35	57
\$175,001 - \$225,000	8.89%	9	0	9	0	0
\$225,001 - \$275,000	13.33%	54	0	61	40	0
\$275,001 and up	17.78%	29	0	7	11	87
<b>Average Closed DOM</b>		<b>34</b>	<b>81</b>	<b>28</b>	<b>25</b>	<b>58</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>4</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>7,983,750</b>	<b>342.50K</b>	<b>4.12M</b>	<b>2.71M</b>	<b>804.90K</b>

# February 2021



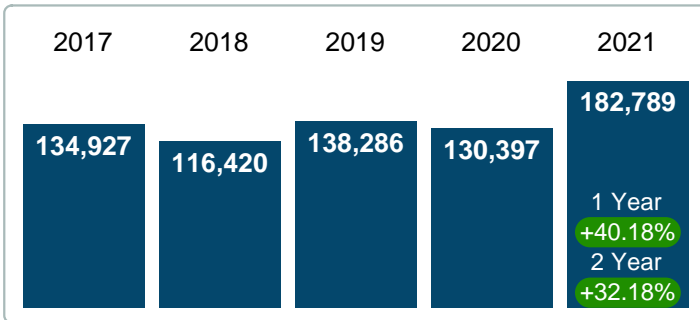
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



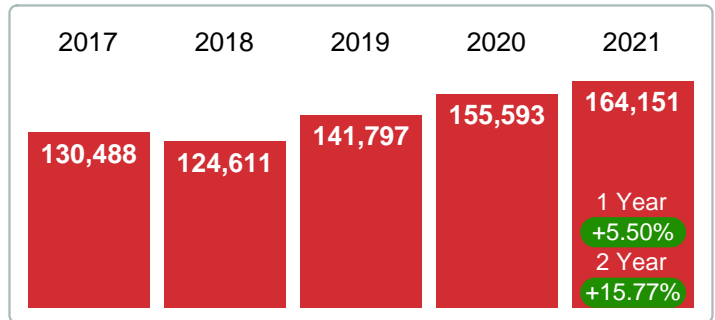
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 02, 2023 for MLS Technology Inc.

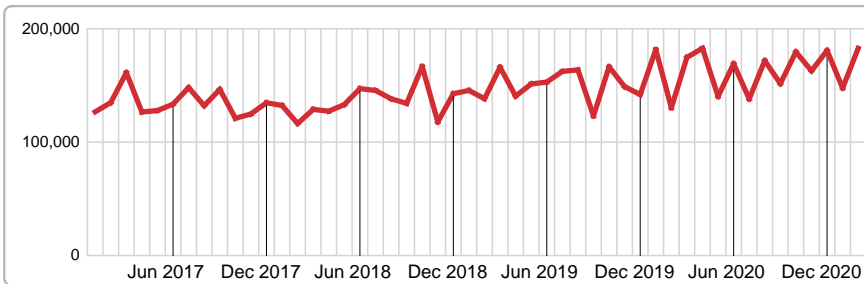
### FEBRUARY



### YEAR TO DATE (YTD)

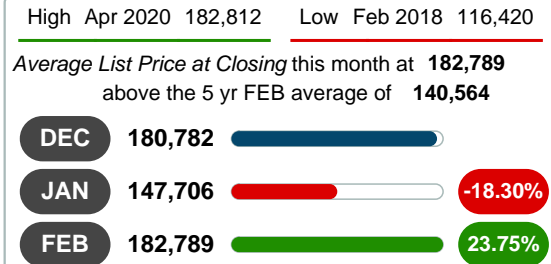


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 140,564



### 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	1	2.22%	25,000	25,000	0	0	0
\$25,001 - \$75,000	8	17.78%	51,875	69,900	56,314	0	39,900
\$75,001 - \$100,000	2	4.44%	94,000	0	99,000	119,000	0
\$100,001 - \$175,000	15	33.33%	139,767	134,900	135,867	161,633	197,500
\$175,001 - \$225,000	5	11.11%	194,060	0	193,200	0	0
\$225,001 - \$275,000	6	13.33%	250,650	0	247,975	256,000	0
\$275,001 and up	8	17.78%	378,350	0	346,750	415,600	335,450
Average List Price			182,789	91,175	154,600	277,830	227,075
Total Closed Units		100%	182,789	4	27	10	4
Total Closed Volume			8,225,500	364.70K	4.17M	2.78M	908.30K



# February 2021



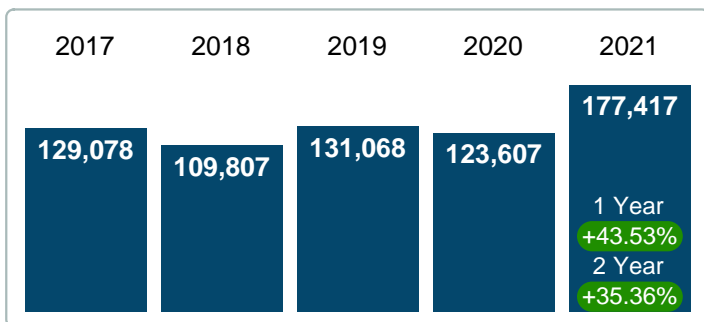
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



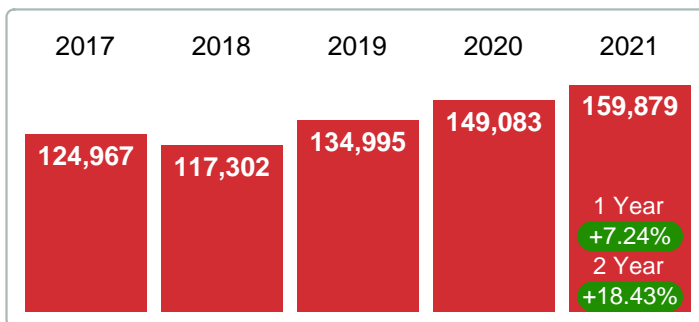
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 02, 2023 for MLS Technology Inc.

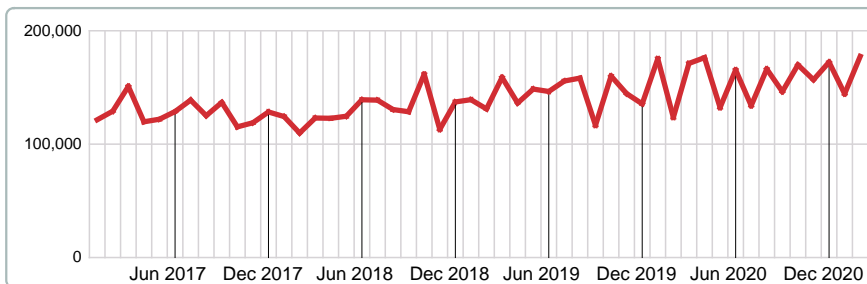
### FEBRUARY



### YEAR TO DATE (YTD)

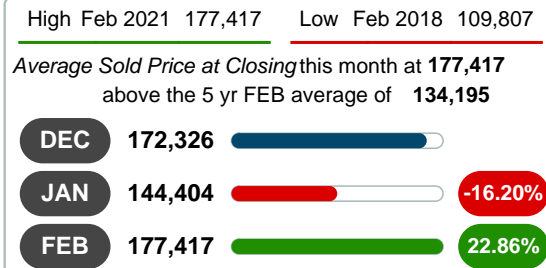


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 134,195



### 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	1	2.22%	17,000	17,000	0	0	0
\$25,001 - \$75,000	9	20.00%	50,544	60,000	50,714	0	39,900
\$75,001 - \$100,000	2	4.44%	93,500	0	99,500	87,500	0
\$100,001 - \$175,000	15	33.33%	139,110	132,750	133,306	159,633	142,500
\$175,001 - \$225,000	4	8.89%	191,975	0	191,975	0	0
\$225,001 - \$275,000	6	13.33%	248,067	0	245,100	254,000	0
\$275,001 and up	8	17.78%	372,738	0	360,000	409,850	311,250
<b>Average Sold Price</b>			<b>177,417</b>	<b>85,625</b>	<b>152,687</b>	<b>271,380</b>	<b>201,225</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>177,417</b>	<b>4</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>			<b>7,983,750</b>	<b>342.50K</b>	<b>4.12M</b>	<b>2.71M</b>	<b>804.90K</b>

# February 2021



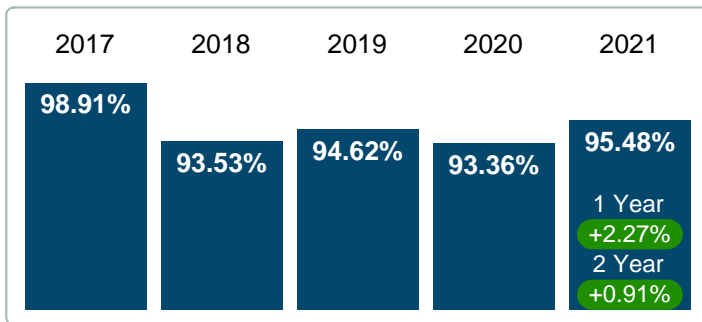
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



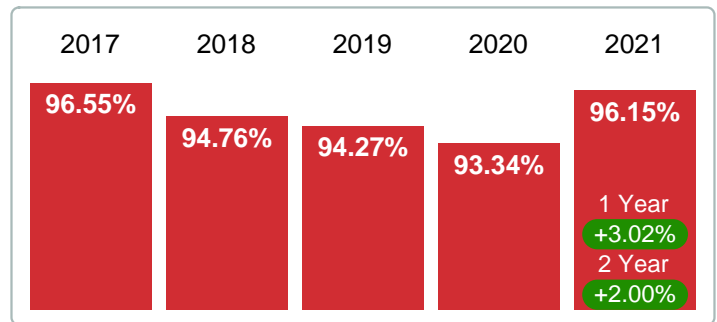
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

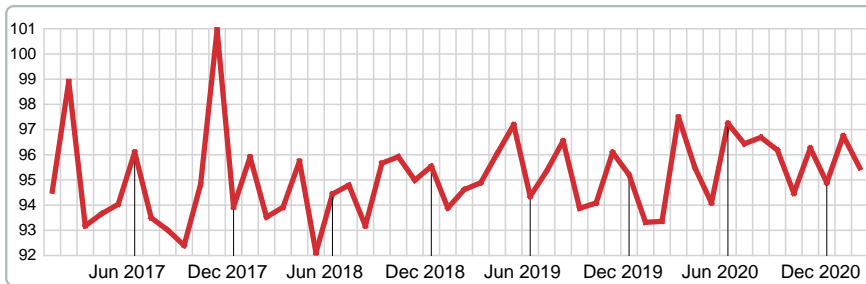
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

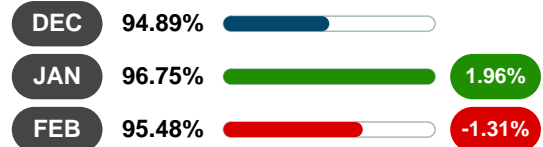


### 3 MONTHS

5 year FEB AVG = 95.18%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.48%**  
equal to 5 yr FEB average of **95.18%**



### 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	1	2.22%	68.00%	68.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	9	20.00%	91.59%	85.84%	91.21%	0.00%	100.00%
\$75,001 - \$100,000	2	4.44%	87.02%	0.00%	100.51%	73.53%	0.00%
\$100,001 - \$175,000	15	33.33%	96.46%	98.60%	97.90%	98.84%	72.15%
\$175,001 - \$225,000	4	8.89%	99.34%	0.00%	99.34%	0.00%	0.00%
\$225,001 - \$275,000	6	13.33%	98.88%	0.00%	98.74%	99.16%	0.00%
\$275,001 and up	8	17.78%	99.08%	0.00%	105.05%	99.28%	92.70%
Average Sold/List Ratio		95.50%		87.76%	97.13%	96.55%	89.39%
Total Closed Units		45	100%	4	27	10	4
Total Closed Volume		7,983,750		342.50K	4.12M	2.71M	804.90K

# February 2021



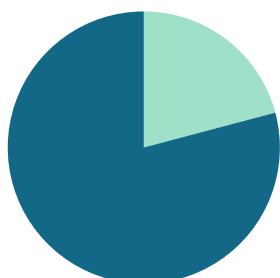
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

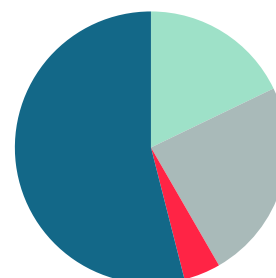


**Inventory**  
 New Listings  
**43 = 20.87%**  
 Start Inventory  
**163**  
 Total Inventory Units  
**206**  
 Volume  
**\$41,547,909**

### Market Activity

Closed Sales  
**45 = 17.86%**  
 Pending Sales  
**60 = 23.81%**  
 Other Off Market  
**11 = 4.37%**  
 Active Inventory  
**136 = 53.97%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	35	45	28.57%	69	96	39.13%
Pending Sales	59	60	1.69%	122	126	3.28%
New Listings	78	43	-44.87%	164	115	-29.88%
Average List Price	130,397	182,789	40.18%	155,593	164,151	5.50%
Average Sale Price	123,607	177,417	43.53%	149,083	159,879	7.24%
Average Percent of Selling Price to List Price	93.36%	95.48%	2.27%	93.34%	96.15%	3.02%
Average Days on Market to Sale	55.09	34.33	-37.67%	56.23	31.88	-43.32%
Monthly Inventory	190	136	-28.42%	190	136	-28.42%
Months Supply of Inventory	3.89	2.43	-37.49%	3.89	2.43	-37.49%

**Absorption:** Last 12 months, an Average of **56** Sales/Month

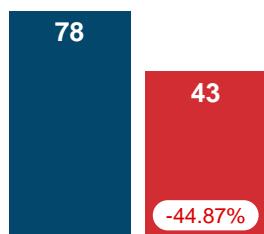
**Inventory** on February 28, 2021 = **136**

**2020** **2021**

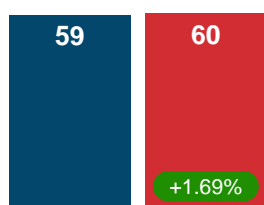
### FEBRUARY MARKET

### AVERAGE PRICES

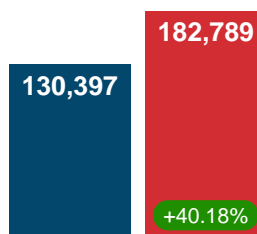
#### New Listings



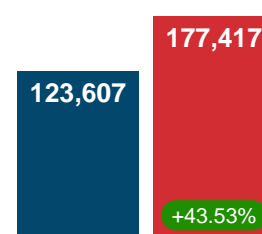
#### Pending Listings



#### List Price



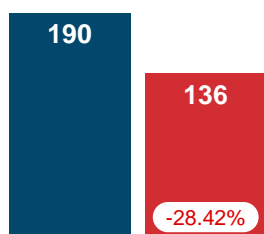
#### Sale Price



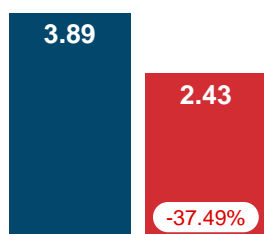
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

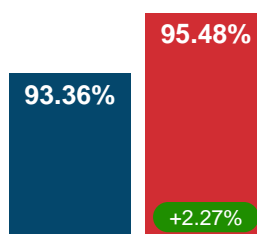
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

