

January 2021



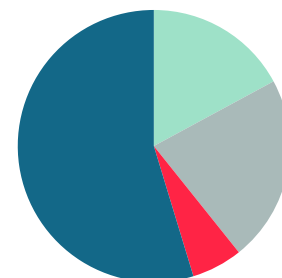
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	34	51	50.00%
Pending Listings	63	66	4.76%
New Listings	86	72	-16.28%
Average List Price	181,529	147,706	-18.63%
Average Sale Price	175,309	144,404	-17.63%
Average Percent of Selling Price to List Price	93.32%	96.75%	3.68%
Average Days on Market to Sale	57.41	29.71	-48.26%
End of Month Inventory	188	163	-13.30%
Months Supply of Inventory	3.80	2.96	-22.22%



■ Closed (17.11%)
■ Pending (22.15%)
■ Other OffMarket (6.04%)
■ Active (54.70%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of January 31, 2021 = **163**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **13.30%** to 163 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.96** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.63%** in January 2021 to \$144,404 versus the previous year at \$175,309.

Average Days on Market Shortens

The average number of **29.71** days that homes spent on the market before selling decreased by 27.71 days or **48.26%** in January 2021 compared to last year's same month at **57.41** DOM.

Sales Success for January 2021 is Positive

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

There were 72 New Listings in January 2021, down **16.28%** from last year at 86. Furthermore, there were 51 Closed Listings this month versus last year at 34, a **50.00%** increase.

Closed versus Listed trends yielded a **70.8%** ratio, up from previous year's, January 2020, at **39.5%**, a **79.17%** 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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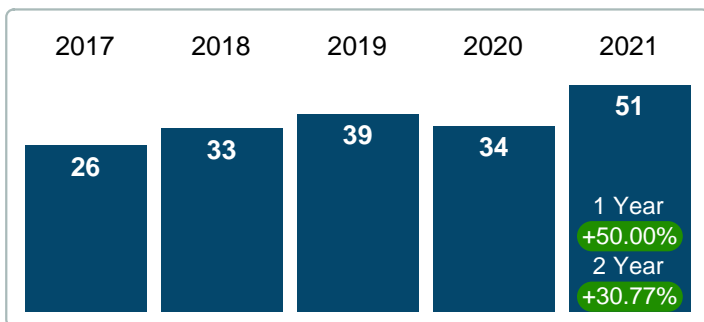
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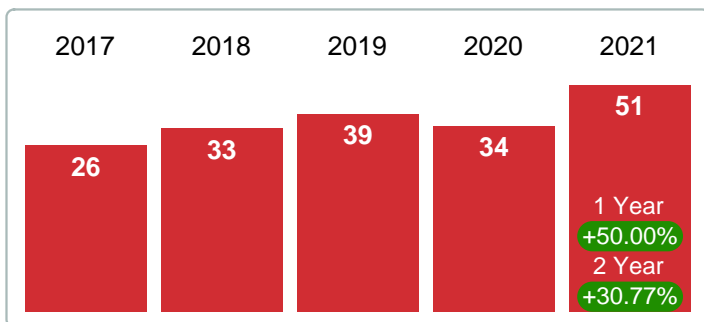
CLOSED LISTINGS

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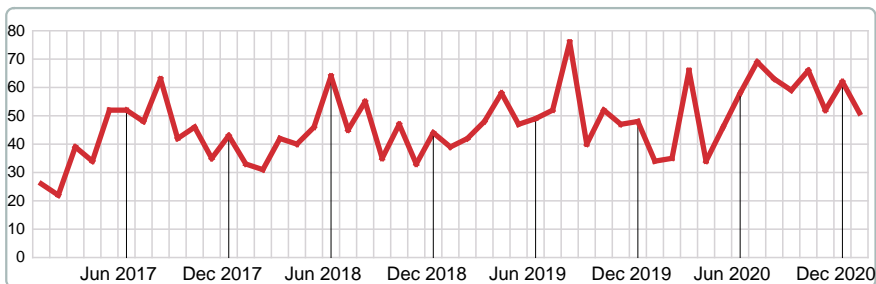
JANUARY



YEAR TO DATE (YTD)

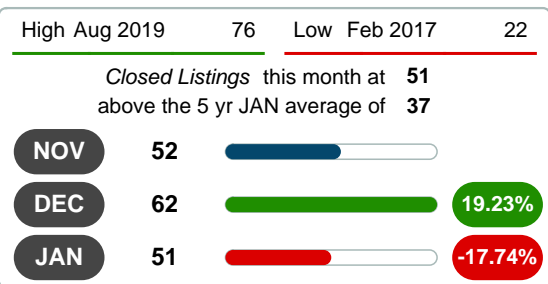


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.84%	20.3	3	1	0	0
\$40,001 - \$60,000	6	11.76%	69.5	2	3	1	0
\$60,001 - \$110,000	9	17.65%	21.9	6	3	0	0
\$110,001 - \$160,000	13	25.49%	19.6	1	10	1	1
\$160,001 - \$200,000	8	15.69%	14.6	0	5	2	1
\$200,001 - \$250,000	5	9.80%	40.0	1	3	1	0
\$250,001 and up	6	11.76%	41.3	1	3	2	0
Total Closed Units	51			14	28	7	2
Total Closed Volume	7,364,600	100%	29.7	1.35M	4.35M	1.36M	310.00K
Average Closed Price	\$144,404			\$96,207	\$155,364	\$193,929	\$155,000

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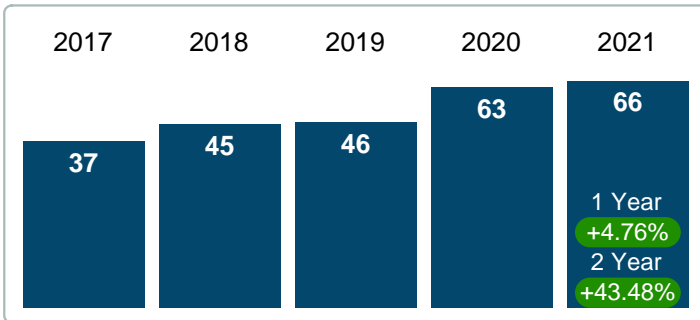
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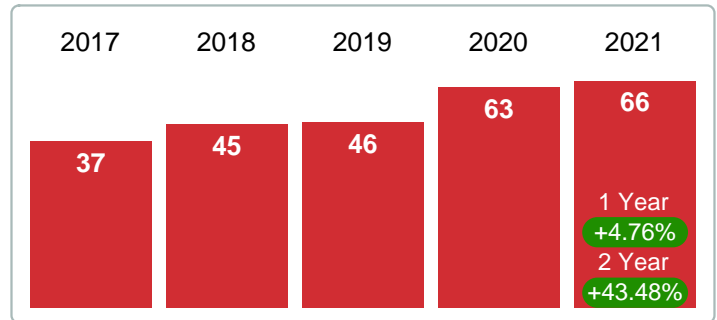
PENDING LISTINGS

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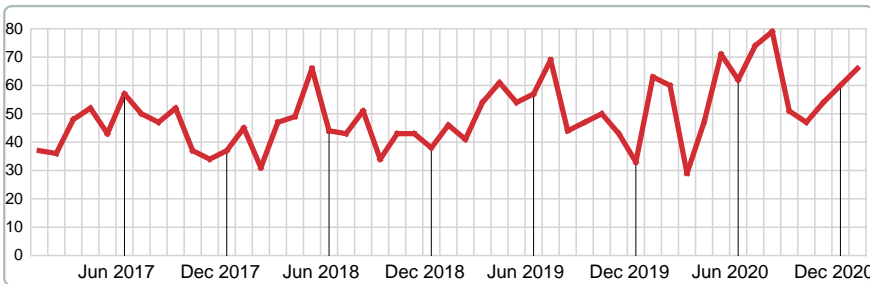
JANUARY



YEAR TO DATE (YTD)

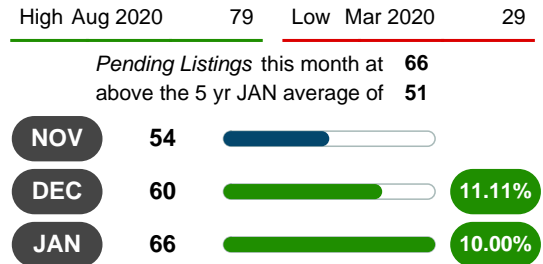


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



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	3	4.55%	86.0	3	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	21	31.82%	47.0	9	11	1	0
\$100,001 - \$175,000	17	25.76%	26.8	3	10	4	0
\$175,001 - \$250,000	12	18.18%	54.7	1	4	5	2
\$250,001 - \$275,000	2	3.03%	34.0	0	1	1	0
\$275,001 and up	11	16.67%	51.1	0	5	5	1
Total Pending Units	66			16	31	16	3
Total Pending Volume	11,663,900	100%	43.7	1.42M	5.00M	4.47M	772.40K
Average Listing Price	\$173,587			\$88,438	\$161,368	\$279,631	\$257,467

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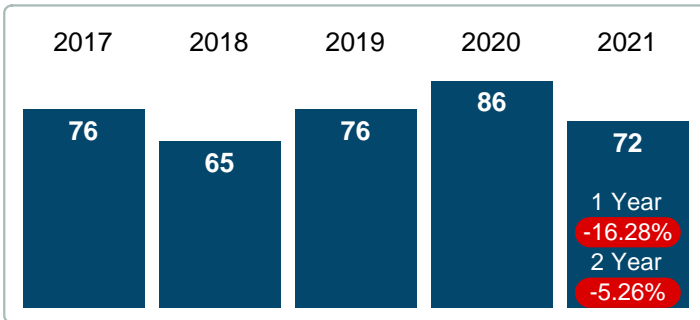
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



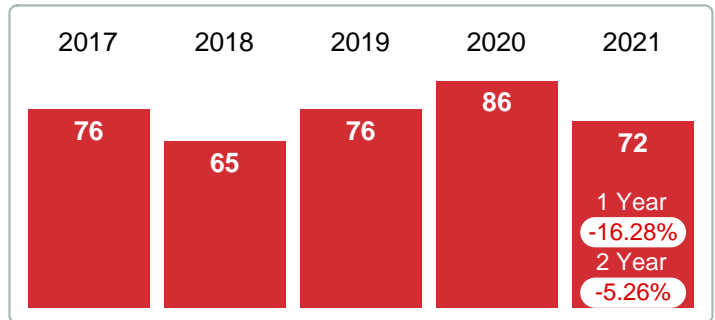
NEW LISTINGS

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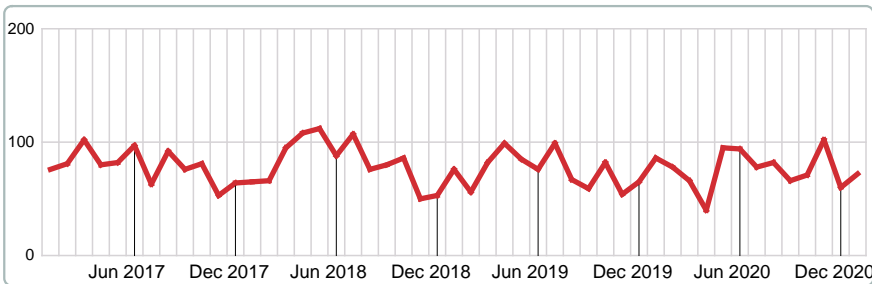
JANUARY



YEAR TO DATE (YTD)

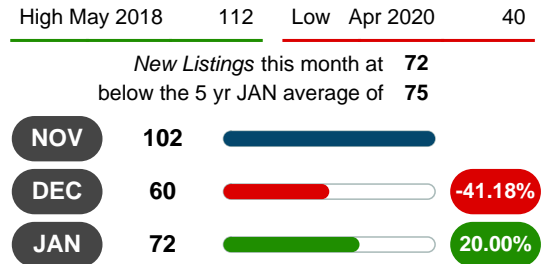


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 75



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	5	6.94%	4	1	0	0
\$50,001 - \$75,000	10	13.89%	5	5	0	0
\$75,001 - \$100,000	11	15.28%	5	4	1	1
\$100,001 - \$150,000	17	23.61%	2	12	3	0
\$150,001 - \$225,000	12	16.67%	1	7	3	1
\$225,001 - \$275,000	9	12.50%	1	3	4	1
\$275,001 and up	8	11.11%	0	6	2	0
Total New Listed Units	72		18	38	13	3
Total New Listed Volume	13,909,200	100%	1.56M	8.60M	3.26M	494.80K
Average New Listed Listing Price	\$156,553		\$86,606	\$226,297	\$250,477	\$164,933

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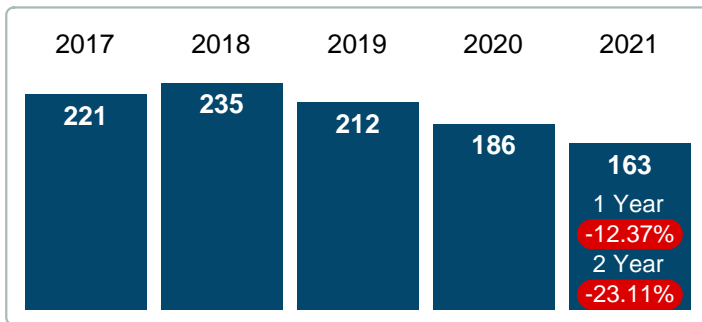
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



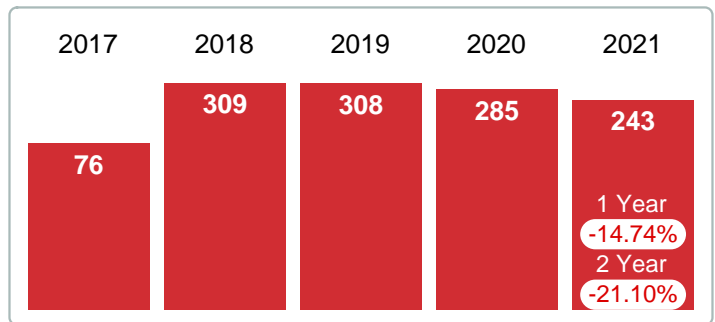
ACTIVE INVENTORY

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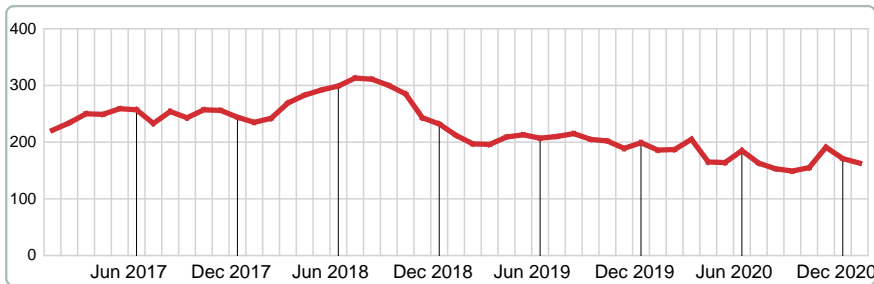
END OF JANUARY



ACTIVE DURING JANUARY

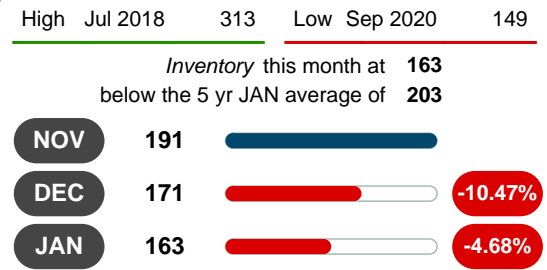


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 203



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	1.23%	95.0	2	0	0	0
\$25,001 - \$50,000	23	14.11%	96.7	17	4	2	0
\$50,001 - \$75,000	26	15.95%	90.2	11	14	1	0
\$75,001 - \$125,000	40	24.54%	72.8	9	29	1	1
\$125,001 - \$225,000	36	22.09%	62.8	4	21	10	1
\$225,001 - \$375,000	19	11.66%	103.5	0	12	4	3
\$375,001 and up	17	10.43%	108.4	4	5	5	3
Total Active Inventory by Units	163			47	85	23	8
Total Active Inventory by Volume	31,508,400	100%	84.3	4.65M	17.31M	6.18M	3.37M
Average Active Inventory Listing Price	\$193,303			\$98,862	\$203,655	\$268,817	\$421,050

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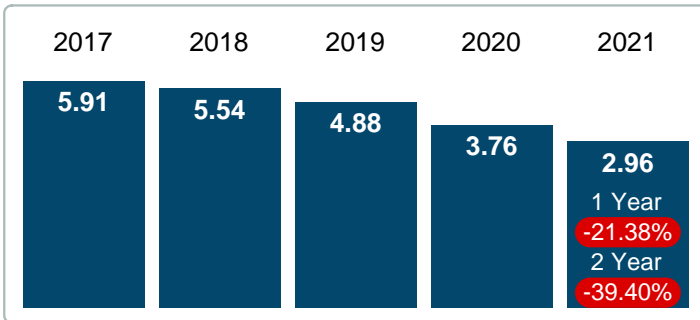
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



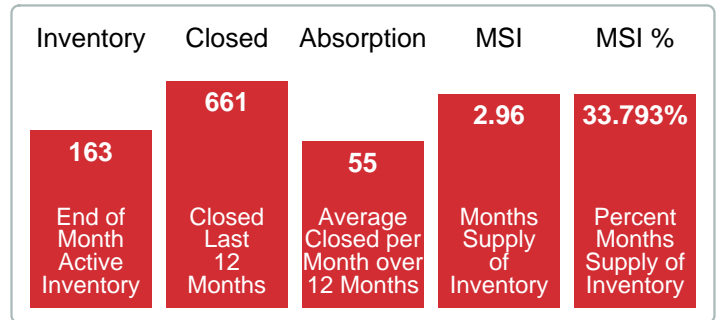
MONTHS SUPPLY of INVENTORY (MSI)

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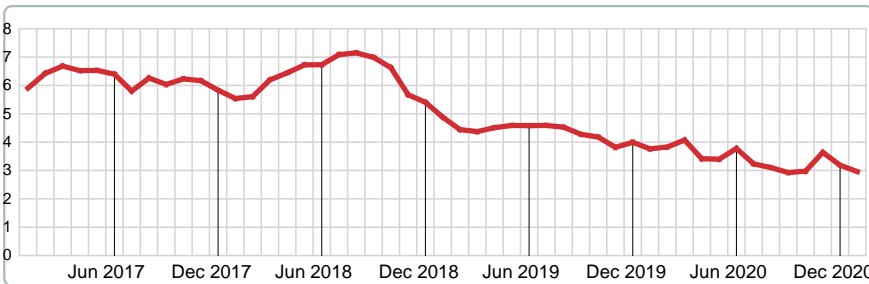
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

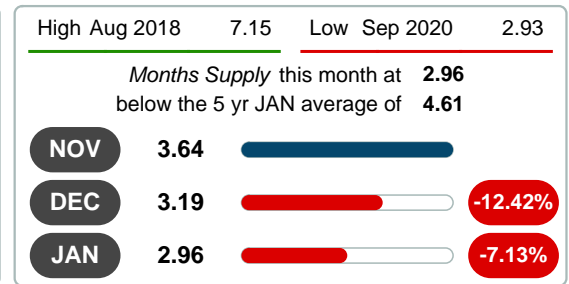


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.61



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	9.82%	4.80	5.74	2.25	24.00	0.00
\$40,001 - \$60,000	22	13.50%	4.19	6.78	3.00	1.71	0.00
\$60,001 - \$80,000	18	11.04%	3.27	3.36	3.47	0.00	0.00
\$80,001 - \$140,000	44	26.99%	3.02	4.29	2.86	1.50	12.00
\$140,001 - \$220,000	25	15.34%	1.60	2.67	1.34	2.00	2.00
\$220,001 - \$380,000	21	12.88%	2.33	0.00	2.52	1.62	9.00
\$380,001 and up	17	10.43%	9.71	0.00	6.67	7.50	9.00
Market Supply of Inventory (MSI)			2.96	4.99	2.48	2.32	5.65
Total Active Inventory by Units		100%	2.96	47	85	23	8

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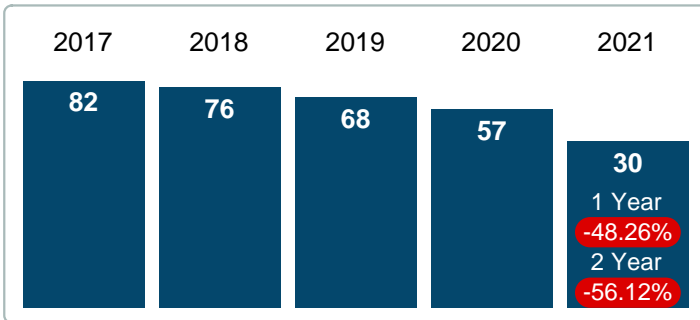
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



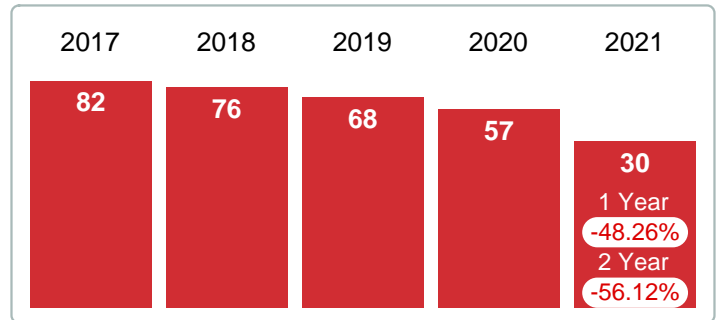
AVERAGE DAYS ON MARKET TO SALE

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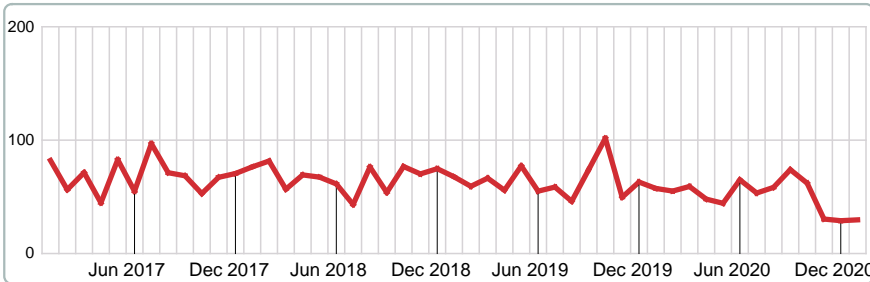
JANUARY



YEAR TO DATE (YTD)

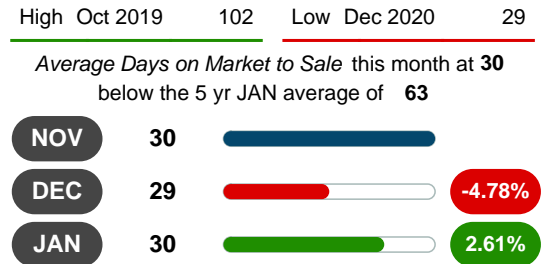


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 63



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
\$40,000 and less	7.84%	20	17	29	0	0
\$40,001 - \$60,000	11.76%	70	59	39	181	0
\$60,001 - \$110,000	17.65%	22	13	41	0	0
\$110,001 - \$160,000	25.49%	20	1	18	55	18
\$160,001 - \$200,000	15.69%	15	0	14	22	3
\$200,001 - \$250,000	9.80%	40	1	56	32	0
\$250,001 and up	11.76%	41	35	52	29	0
Average Closed DOM		30	20	30	53	11
Total Closed Units	100%	30	14	28	7	2
Total Closed Volume		7,364,600	1.35M	4.35M	1.36M	310.00K

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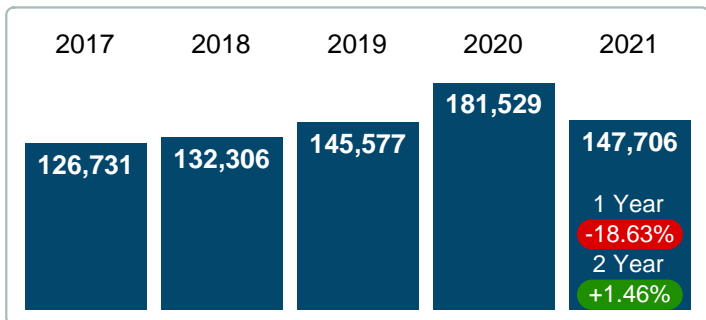
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



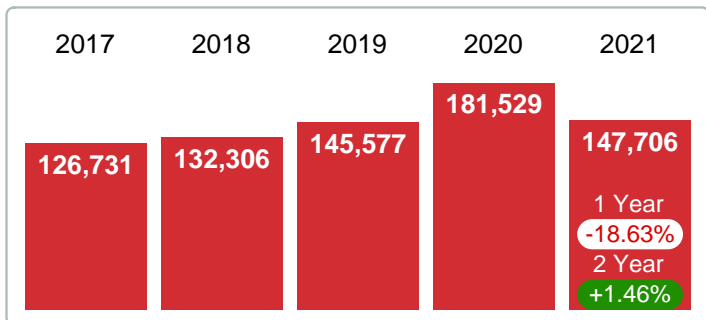
AVERAGE LIST PRICE AT CLOSING

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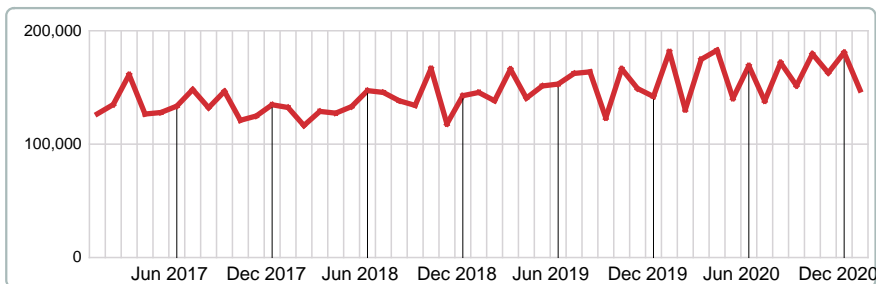
JANUARY



YEAR TO DATE (YTD)

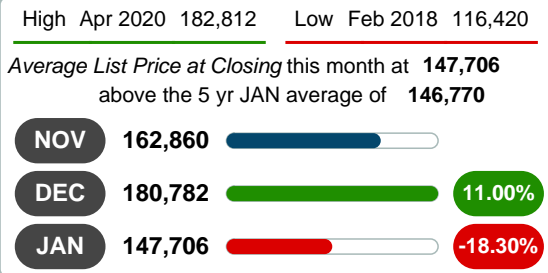


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 146,770



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	
\$40,000 and less	3	5.88%	25,833	28,167	35,000	0	
\$40,001 - \$60,000	6	11.76%	53,200	51,200	59,933	60,000	
\$60,001 - \$110,000	10	19.61%	81,030	84,817	78,800	0	
\$110,001 - \$160,000	14	27.45%	140,543	160,000	138,910	134,500	
\$160,001 - \$200,000	8	15.69%	185,950	0	177,660	189,700	
\$200,001 - \$250,000	3	5.88%	238,267	245,000	227,967	239,900	
\$250,001 and up	7	13.73%	308,000	312,000	336,667	289,500	
Average List Price		147,706		100,914	157,946	198,971	152,450
Total Closed Units		51	100%	14	28	7	2
Total Closed Volume		7,533,000		1.41M	4.42M	1.39M	304.90K

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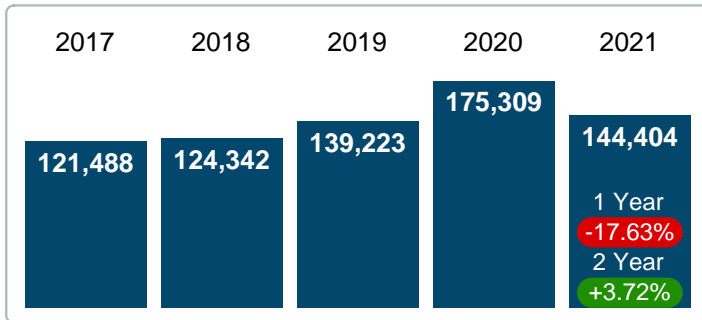
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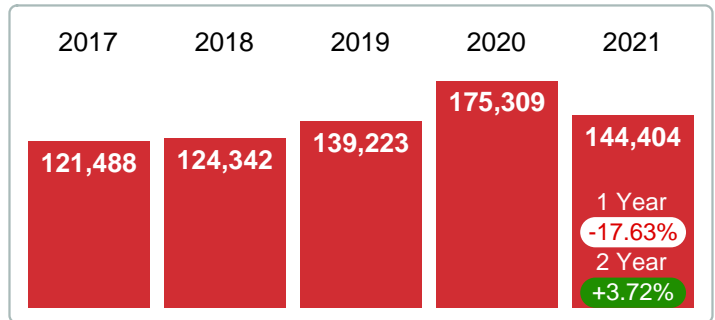
AVERAGE SOLD PRICE AT CLOSING

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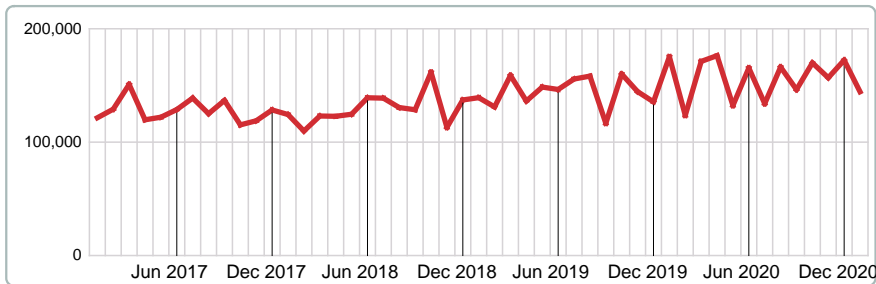
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

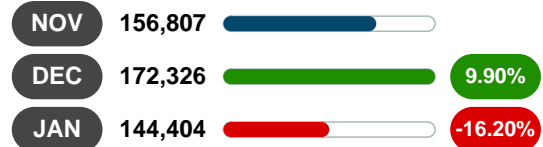


3 MONTHS

5 year JAN AVG = 140,953

High Apr 2020 176,297 Low Feb 2018 109,807

Average Sold Price at Closing this month at **144,404** above the 5 yr JAN average of **140,953**



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
\$40,000 and less	7.84%	28,125	27,500	30,000	0	0
\$40,001 - \$60,000	11.76%	50,417	48,750	50,000	55,000	0
\$60,001 - \$110,000	17.65%	79,422	81,483	75,300	0	0
\$110,001 - \$160,000	25.49%	135,954	160,000	133,840	124,000	145,000
\$160,001 - \$200,000	15.69%	179,863	0	178,980	189,500	165,000
\$200,001 - \$250,000	9.80%	234,000	245,000	236,667	215,000	0
\$250,001 and up	11.76%	309,750	273,000	333,667	292,250	0
Average Sold Price		144,404	96,207	155,364	193,929	155,000
Total Closed Units	100%	144,404	14	28	7	2
Total Closed Volume		7,364,600	1.35M	4.35M	1.36M	310.00K

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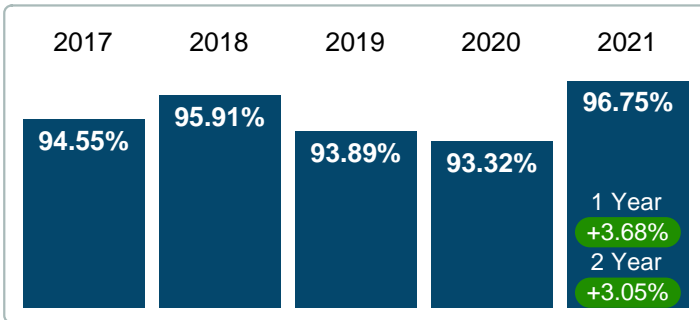
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



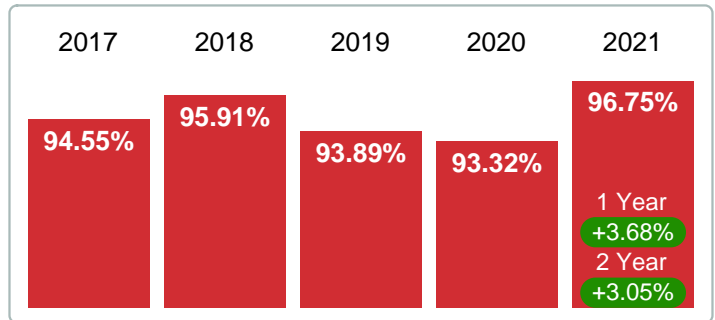
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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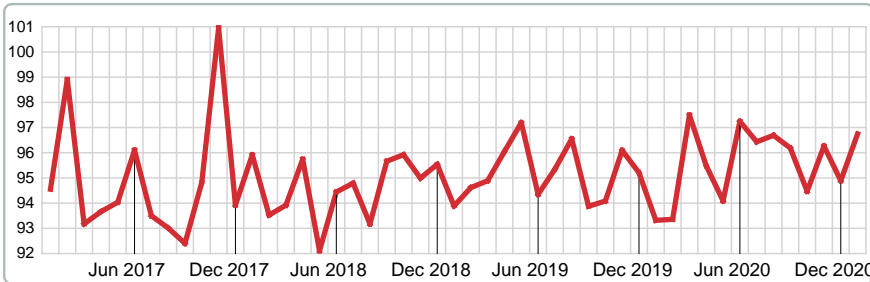
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

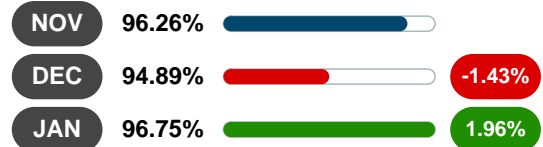


3 MONTHS

5 year JAN AVG = 94.88%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.75%**
above the 5 yr JAN average of **94.88%**



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
\$40,000 and less	4	7.84%	95.24%	98.41%	85.71%	0.00%	0.00%
\$40,001 - \$60,000	6	11.76%	88.72%	94.97%	83.57%	91.67%	0.00%
\$60,001 - \$110,000	9	17.65%	95.94%	96.06%	95.70%	0.00%	0.00%
\$110,001 - \$160,000	13	25.49%	96.74%	100.00%	96.60%	92.19%	99.38%
\$160,001 - \$200,000	8	15.69%	100.96%	0.00%	100.82%	99.89%	103.77%
\$200,001 - \$250,000	5	9.80%	101.08%	100.00%	105.25%	89.62%	0.00%
\$250,001 and up	6	11.76%	97.81%	87.50%	99.21%	100.87%	0.00%
Average Sold/List Ratio		96.70%		96.36%	96.68%	96.43%	101.58%
Total Closed Units		51	100%	14	28	7	2
Total Closed Volume		7,364,600		1.35M	4.35M	1.36M	310.00K

January 2021



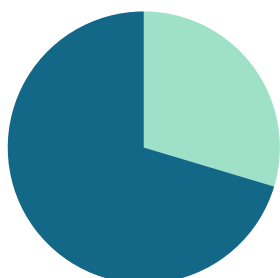
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

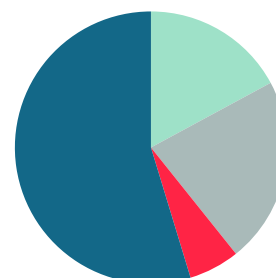


Inventory
 New Listings
72 = 29.63%
 Start Inventory
171
 Total Inventory Units
243
 Volume
\$46,648,300

Market Activity

Closed Sales
51 = 17.11%
 Pending Sales
66 = 22.15%
 Other Off Market
18 = 6.04%
 Active Inventory
163 = 54.70%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	34	51	50.00%	34	51	50.00%
Pending Sales	63	66	4.76%	63	66	4.76%
New Listings	86	72	-16.28%	86	72	-16.28%
Average List Price	181,529	147,706	-18.63%	181,529	147,706	-18.63%
Average Sale Price	175,309	144,404	-17.63%	175,309	144,404	-17.63%
Average Percent of Selling Price to List Price	93.32%	96.75%	3.68%	93.32%	96.75%	3.68%
Average Days on Market to Sale	57.41	29.71	-48.26%	57.41	29.71	-48.26%
Monthly Inventory	188	163	-13.30%	188	163	-13.30%
Months Supply of Inventory	3.80	2.96	-22.22%	3.80	2.96	-22.22%

Absorption: Last 12 months, an Average of **55** Sales/Month

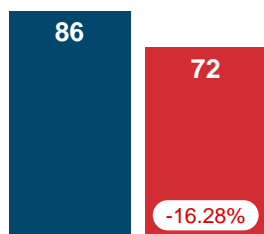
Inventory on January 31, 2021 = **163**

2020 **2021**

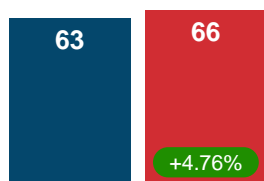
JANUARY MARKET

AVERAGE PRICES

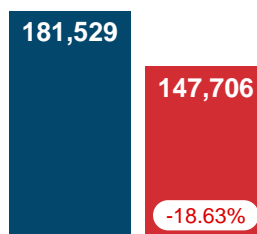
New Listings



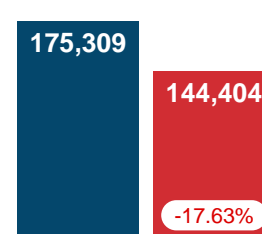
Pending Listings



List Price



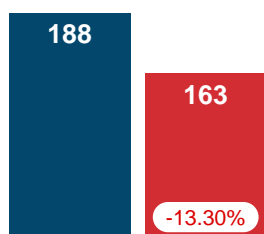
Sale Price



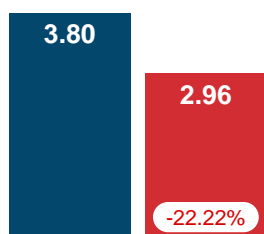
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

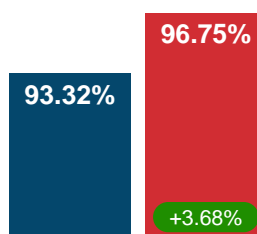
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

