

January 2021



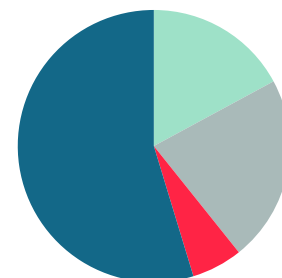
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	126,950	138,000	8.70%
Median Sale Price	121,500	140,000	15.23%
Median Percent of Selling Price to List Price	97.04%	98.96%	1.98%
Median Days on Market to Sale	41.00	12.00	-70.73%
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.

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 **15.23%** in January 2021 to \$140,000 versus the previous year at \$121,500.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 29.00 days or **70.73%** in January 2021 compared to last year's same month at **41.00** DOM.

Sales Success for January 2021 is Positive

Overall, with Median Prices going up 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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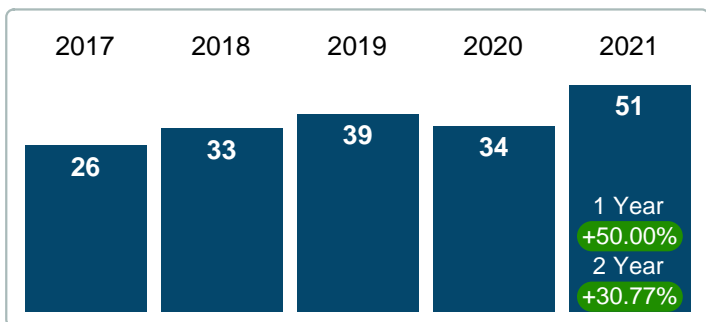
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



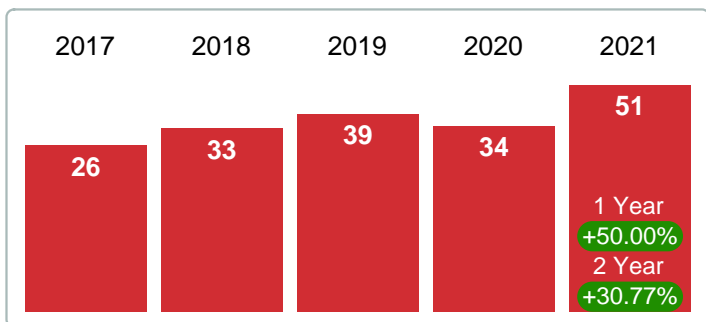
CLOSED LISTINGS

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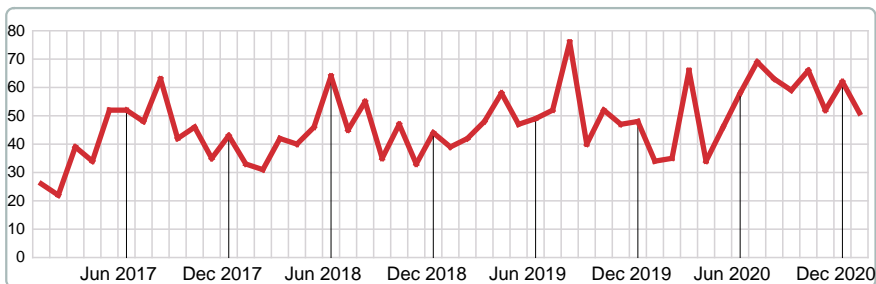
JANUARY



YEAR TO DATE (YTD)

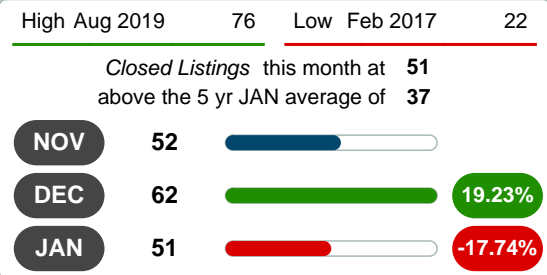


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.84%	21.5	3	1	0	0
\$40,001 - \$60,000	6	11.76%	58.0	2	3	1	0
\$60,001 - \$110,000	9	17.65%	2.0	6	3	0	0
\$110,001 - \$160,000	13	25.49%	10.0	1	10	1	1
\$160,001 - \$200,000	8	15.69%	3.5	0	5	2	1
\$200,001 - \$250,000	5	9.80%	32.0	1	3	1	0
\$250,001 and up	6	11.76%	45.0	1	3	2	0
Total Closed Units	51			14	28	7	2
Total Closed Volume	7,364,600	100%	12.0	1.35M	4.35M	1.36M	310.00K
Median Closed Price	\$140,000			\$71,700	\$142,500	\$199,500	\$155,000

January 2021



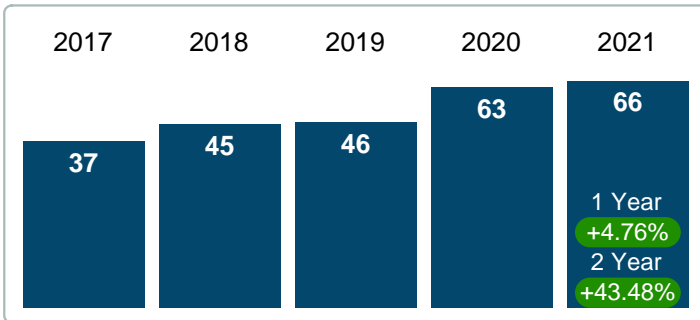
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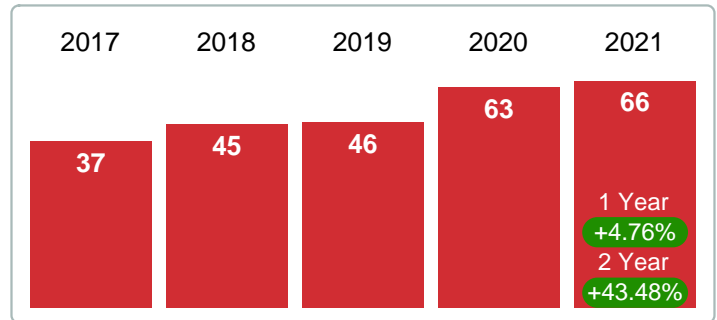
PENDING LISTINGS

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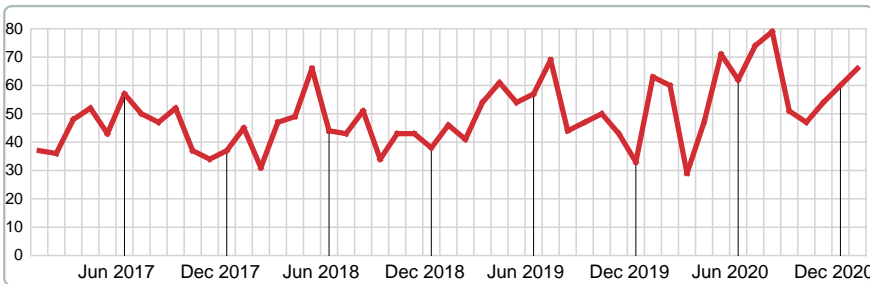
JANUARY



YEAR TO DATE (YTD)

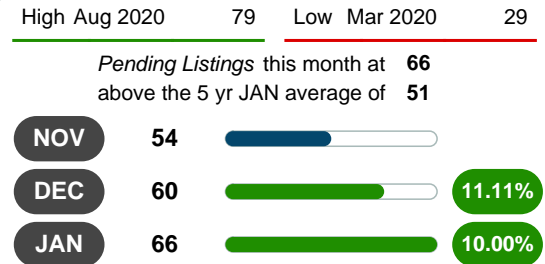


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.55%	65.0	3	0	0	0
\$50,001 - \$60,000	4	6.06%	5.0	2	2	0	0
\$60,001 - \$100,000	17	25.76%	65.0	7	9	1	0
\$100,001 - \$190,000	17	25.76%	7.0	3	10	4	0
\$190,001 - \$250,000	12	18.18%	53.0	1	4	5	2
\$250,001 - \$290,000	6	9.09%	37.0	0	3	3	0
\$290,001 and up	7	10.61%	8.0	0	3	3	1
Total Pending Units	66			16	31	16	3
Total Pending Volume	11,663,900	100%	22.0	1.42M	5.00M	4.47M	772.40K
Median Listing Price	\$136,000			\$72,900	\$130,000	\$244,750	\$249,900

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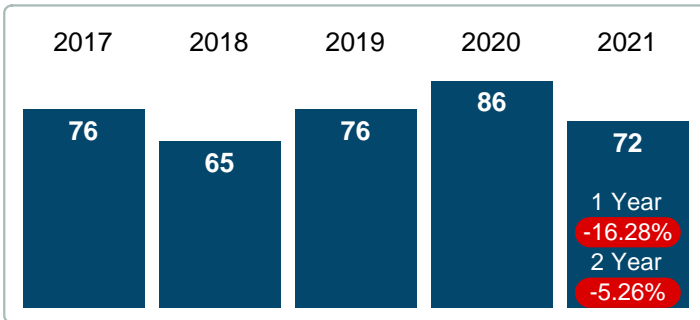
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



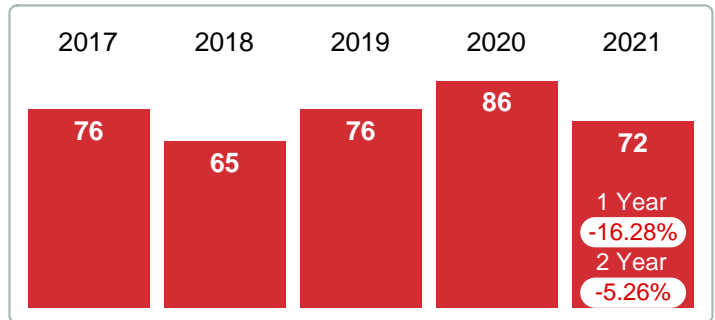
NEW LISTINGS

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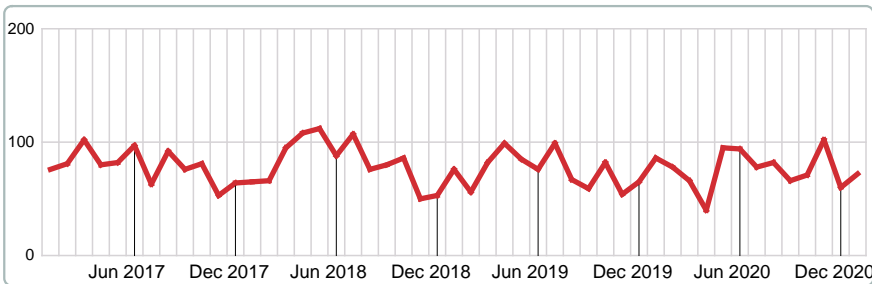
JANUARY



YEAR TO DATE (YTD)

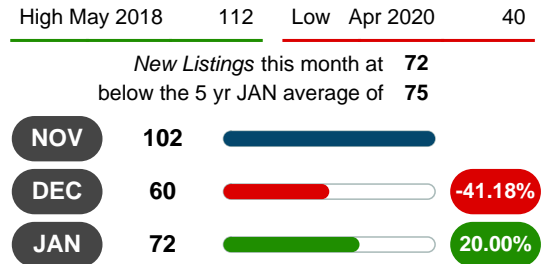


5 YEAR MARKET ACTIVITY TRENDS



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 - \$70,000	10	13.89%	5	5	0	0
\$70,001 - \$100,000	11	15.28%	5	4	1	1
\$100,001 - \$150,000	17	23.61%	2	12	3	0
\$150,001 - \$220,000	10	13.89%	1	6	2	1
\$220,001 - \$280,000	11	15.28%	1	4	5	1
\$280,001 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
Median New Listed Listing Price	\$129,200		\$72,450	\$130,950	\$224,000	\$155,000

January 2021



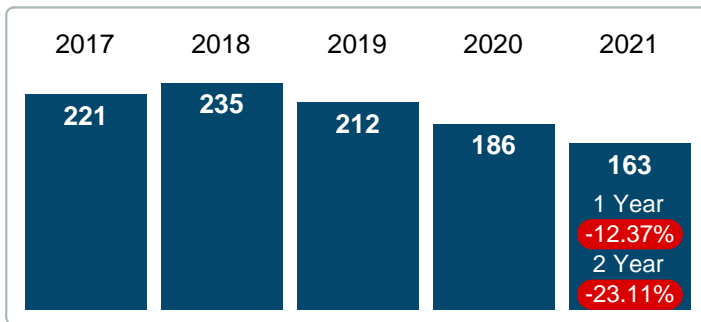
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



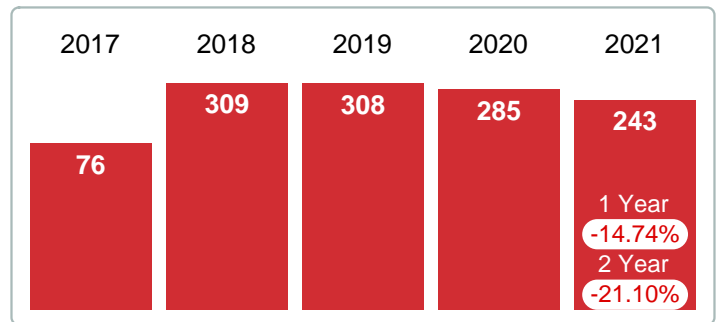
ACTIVE INVENTORY

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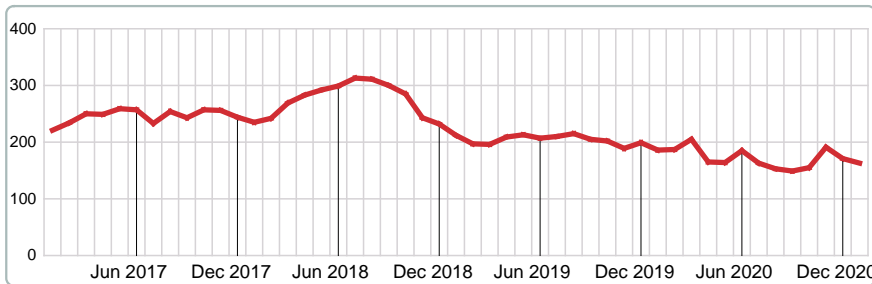
END OF JANUARY



ACTIVE DURING JANUARY

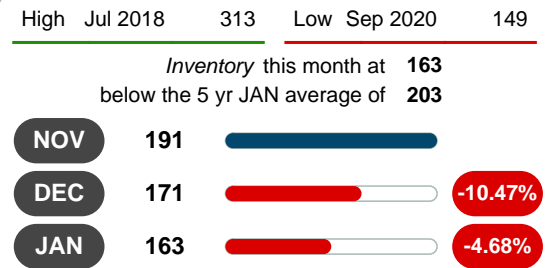


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 203



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	16	9.82%	76.5	11	3	2	0
\$40,001 - \$60,000	22	13.50%	76.0	13	8	1	0
\$60,001 - \$80,000	18	11.04%	70.0	7	11	0	0
\$80,001 - \$140,000	44	26.99%	55.5	10	31	2	1
\$140,001 - \$220,000	25	15.34%	52.0	2	14	8	1
\$220,001 - \$380,000	21	12.88%	89.0	0	13	5	3
\$380,001 and up	17	10.43%	102.0	4	5	5	3
Total Active Inventory by Units	163			47	85	23	8
Total Active Inventory by Volume	31,508,400	100%	76.0	4.65M	17.31M	6.18M	3.37M
Median Active Inventory Listing Price	\$115,000			\$59,900	\$119,900	\$215,000	\$307,000

January 2021



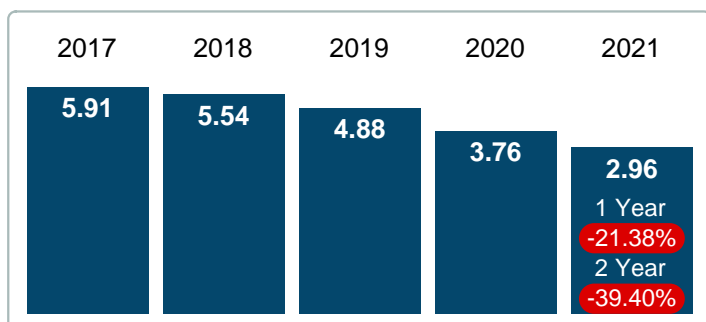
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



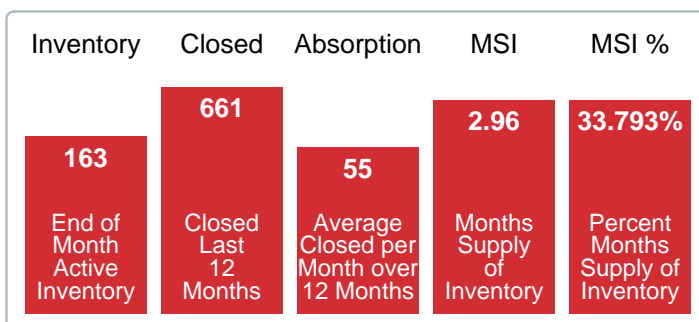
MONTHS SUPPLY of INVENTORY (MSI)

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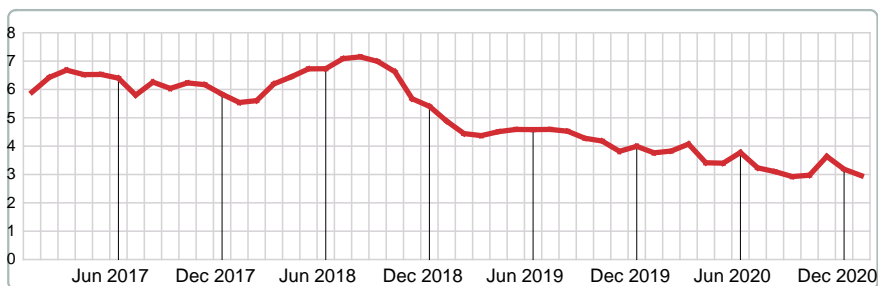
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

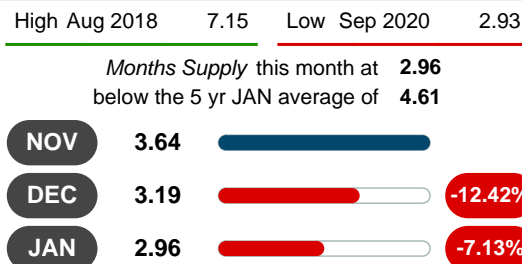


5 YEAR MARKET ACTIVITY TRENDS



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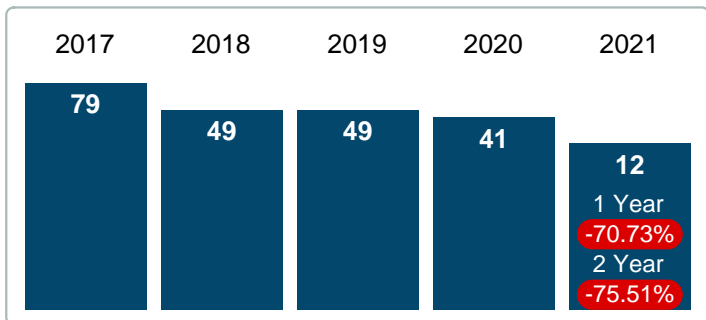
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



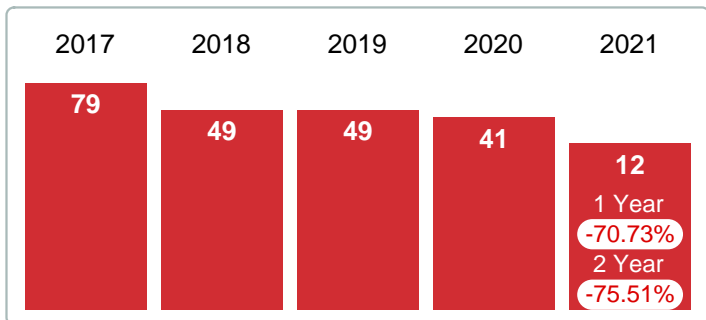
MEDIAN DAYS ON MARKET TO SALE

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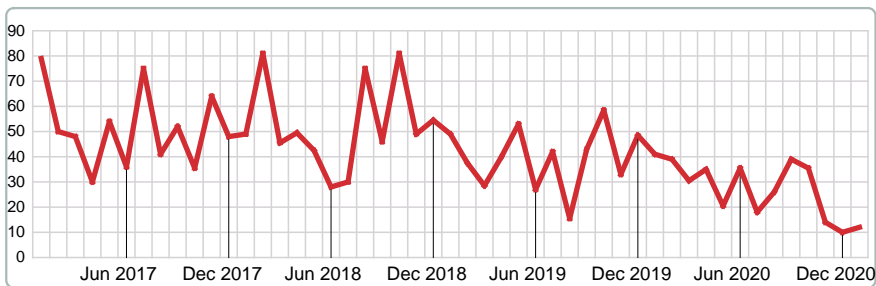
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 46

High Oct 2018 81 Low Dec 2020 10

Median Days on Market to Sale this month at 12 below the 5 yr JAN average of 46



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	7.84%	22	14	29	0	0
\$40,001 - \$60,000	11.76%	58	59	20	181	0
\$60,001 - \$110,000	17.65%	2	3	1	0	0
\$110,001 - \$160,000	25.49%	10	1	10	55	18
\$160,001 - \$200,000	15.69%	4	0	4	22	3
\$200,001 - \$250,000	9.80%	32	1	58	32	0
\$250,001 and up	11.76%	45	35	75	29	0
Median Closed DOM		12	8	12	43	11
Total Closed Units	100%	12.0	14	28	7	2
Total Closed Volume		7,364,600	1.35M	4.35M	1.36M	310.00K

January 2021



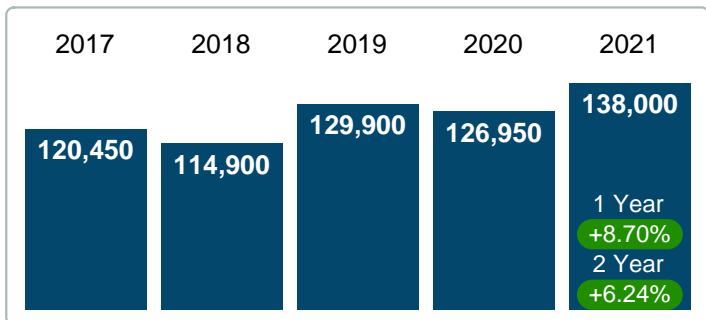
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



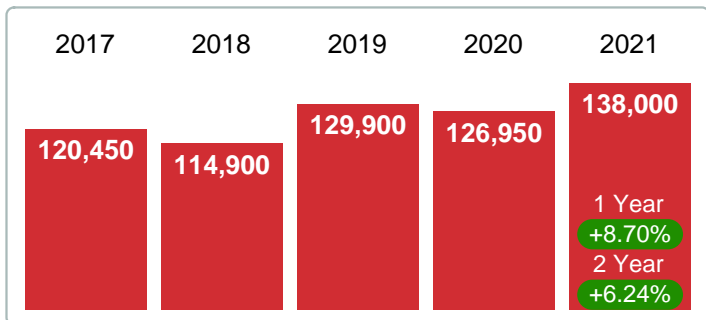
MEDIAN LIST PRICE AT CLOSING

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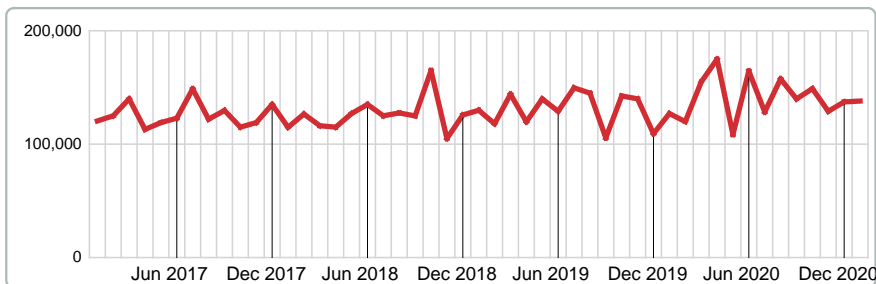
JANUARY



YEAR TO DATE (YTD)

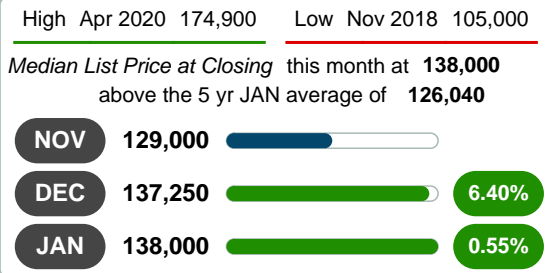


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 126,040



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	5.88%	35,000	21,250	35,000	0	0
\$40,001 - \$60,000	6	11.76%	54,900	47,500	57,400	60,000	0
\$60,001 - \$110,000	10	19.61%	81,450	84,500	69,450	0	0
\$110,001 - \$160,000	14	27.45%	139,000	160,000	138,000	134,500	152,450
\$160,001 - \$200,000	8	15.69%	179,950	0	179,950	189,700	0
\$200,001 - \$250,000	3	5.88%	239,900	245,000	229,900	239,900	0
\$250,001 and up	7	13.73%	310,000	312,000	315,500	289,500	0
Median List Price			138,000	81,450	144,000	199,500	152,450
Total Closed Units		100%	138,000	14	28	7	2
Total Closed Volume			7,533,000	1.41M	4.42M	1.39M	304.90K

January 2021



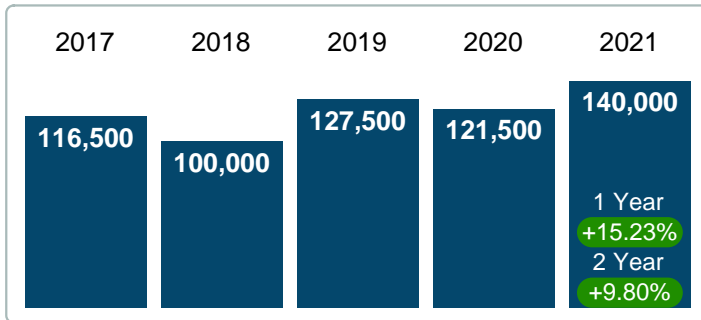
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



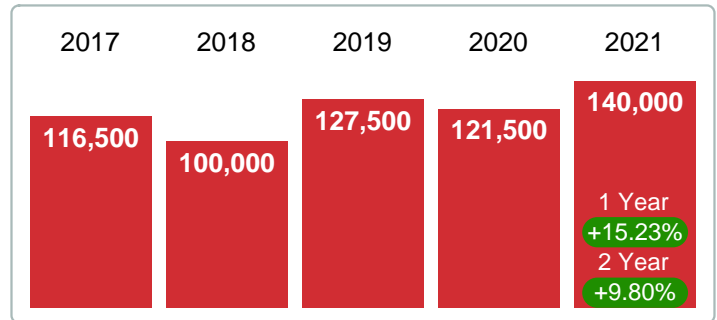
MEDIAN SOLD PRICE AT CLOSING

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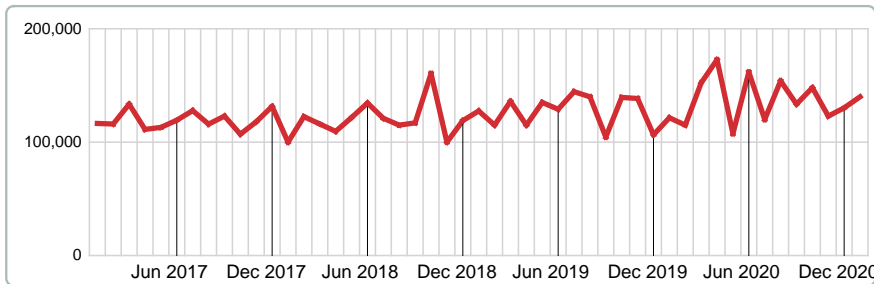
JANUARY



YEAR TO DATE (YTD)

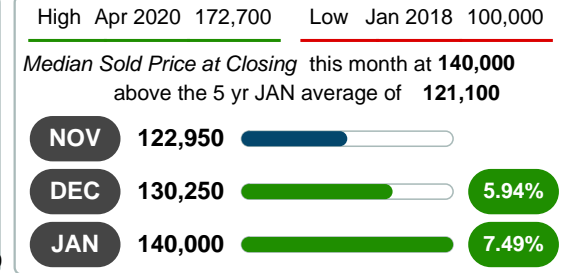


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 121,100



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	7.84%	33,750	37,500	30,000	0	0
\$40,001 - \$60,000	6	11.76%	51,250	48,750	48,500	55,000	0
\$60,001 - \$110,000	9	17.65%	73,500	81,500	69,900	0	0
\$110,001 - \$160,000	13	25.49%	140,000	160,000	136,000	124,000	145,000
\$160,001 - \$200,000	8	15.69%	177,250	0	175,000	189,500	165,000
\$200,001 - \$250,000	5	9.80%	232,500	245,000	232,500	215,000	0
\$250,001 and up	6	11.76%	294,500	273,000	370,000	292,250	0
Median Sold Price			140,000	71,700	142,500	199,500	155,000
Total Closed Units		100%	140,000	14	28	7	2
Total Closed Volume			7,364,600	1.35M	4.35M	1.36M	310.00K

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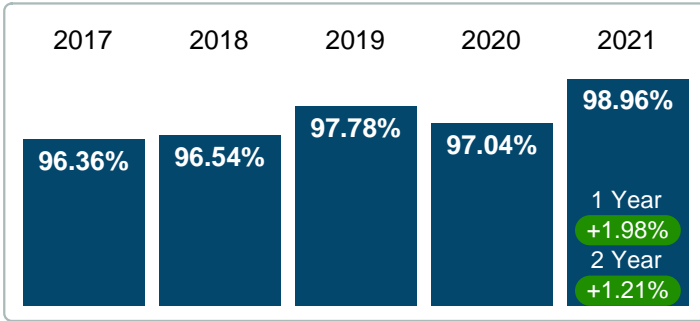
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



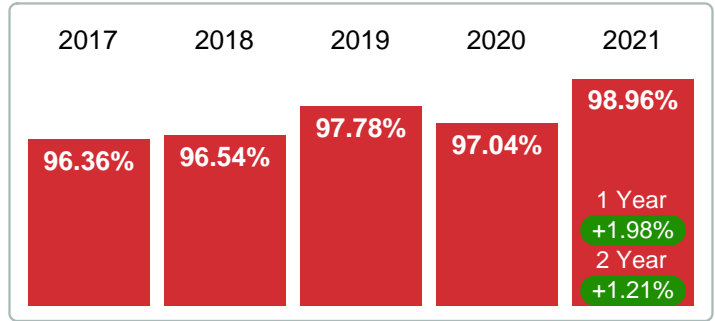
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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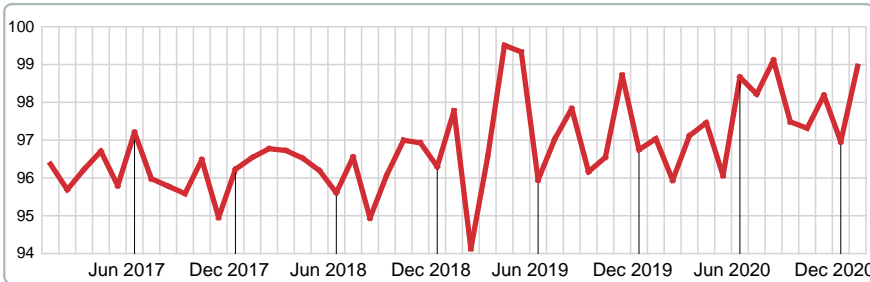
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

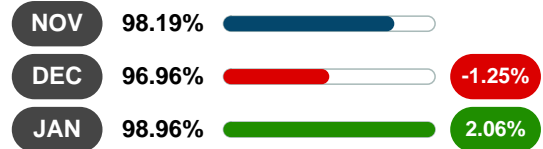


3 MONTHS

5 year JAN AVG = 97.34%

High Apr 2019 99.51% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.96%**
above the 5 yr JAN average of **97.34%**



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	<div style="width: 7.84%;"></div> 4	7.84%	97.62%	100.00%	85.71%	0.00%	0.00%
\$40,001 \$60,000	<div style="width: 11.76%;"></div> 6	11.76%	89.96%	94.97%	83.08%	91.67%	0.00%
\$60,001 \$110,000	<div style="width: 17.65%;"></div> 9	17.65%	94.74%	97.37%	94.36%	0.00%	0.00%
\$110,001 \$160,000	<div style="width: 25.49%;"></div> 13	25.49%	97.97%	100.00%	97.39%	92.19%	99.38%
\$160,001 \$200,000	<div style="width: 15.69%;"></div> 8	15.69%	100.03%	0.00%	100.05%	99.89%	103.77%
\$200,001 \$250,000	<div style="width: 9.80%;"></div> 5	9.80%	98.96%	100.00%	98.96%	89.62%	0.00%
\$250,001 and up	<div style="width: 11.76%;"></div> 6	11.76%	99.91%	87.50%	100.00%	100.87%	0.00%
Median Sold/List Ratio		98.96%		99.18%	97.80%	99.78%	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



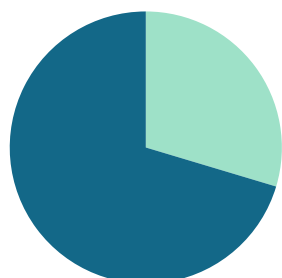
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

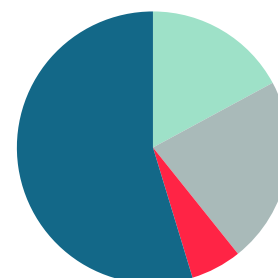


Inventory
 New Listings
72 = 29.63%
 Start Inventory
171
 Total Inventory Units
243
 Volume
\$46,648,300

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%
Median List Price	126,950	138,000	8.70%	126,950	138,000	8.70%
Median Sale Price	121,500	140,000	15.23%	121,500	140,000	15.23%
Median Percent of Selling Price to List Price	97.04%	98.96%	1.98%	97.04%	98.96%	1.98%
Median Days on Market to Sale	41.00	12.00	-70.73%	41.00	12.00	-70.73%
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

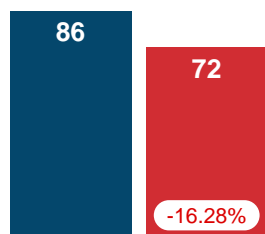
Inventory on January 31, 2021 = **163**

2020 **2021**

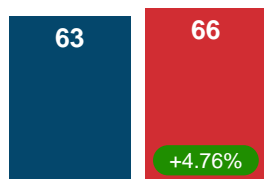
JANUARY MARKET

MEDIAN PRICES

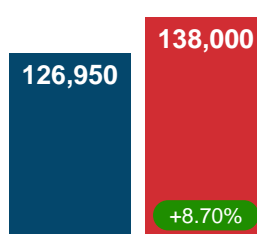
New Listings



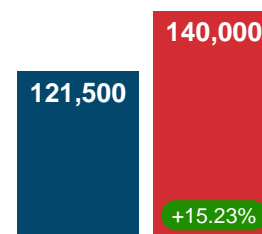
Pending Listings



List Price



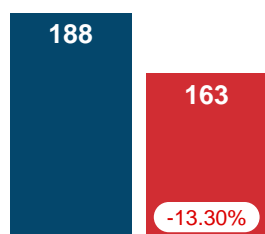
Sale Price



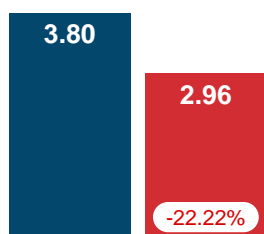
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

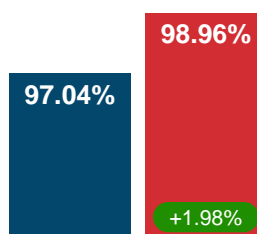
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

