

December 2020



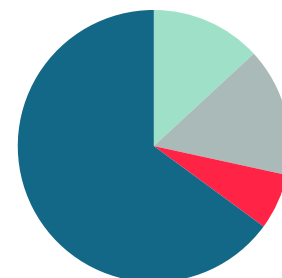
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	46	73	58.70%
Pending Listings	34	85	150.00%
New Listings	84	96	14.29%
Median List Price	129,750	125,000	-3.66%
Median Sale Price	117,500	115,000	-2.13%
Median Percent of Selling Price to List Price	95.86%	96.60%	0.77%
Median Days on Market to Sale	40.50	10.00	-75.31%
End of Month Inventory	341	361	5.87%
Months Supply of Inventory	7.01	6.49	-7.45%



■ Closed (13.13%)
■ Pending (15.29%)
■ Other OffMarket (6.65%)
■ Active (64.93%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of December 31, 2020 = **361**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2020 rose **5.87%** to 361 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 **6.49** 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 **2.13%** in December 2020 to \$115,000 versus the previous year at \$117,500.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 30.50 days or **75.31%** in December 2020 compared to last year's same month at **40.50** DOM.

Sales Success for December 2020 is Positive

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

There were 96 New Listings in December 2020, up **14.29%** from last year at 84. Furthermore, there were 73 Closed Listings this month versus last year at 46, a **58.70%** increase.

Closed versus Listed trends yielded a **76.0%** ratio, up from previous year's, December 2019, at **54.8%**, a **38.86%** upswing. This will certainly create pressure on an increasing 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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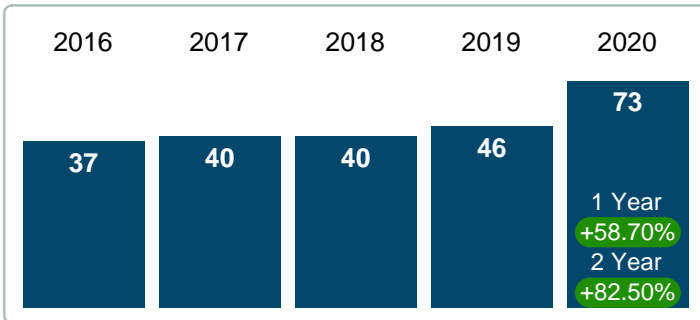
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



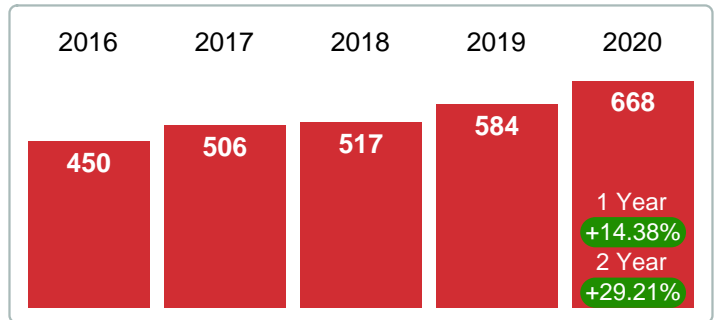
CLOSED LISTINGS

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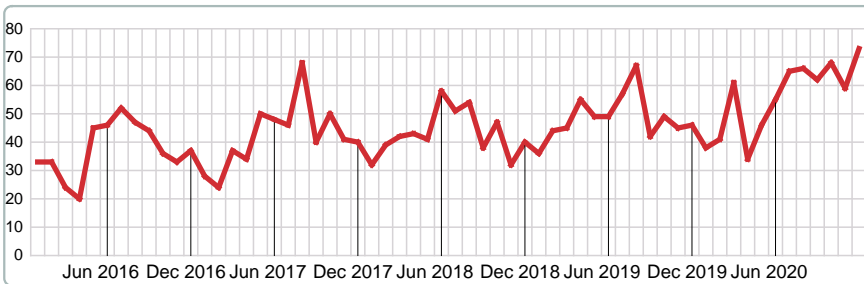
DECEMBER



YEAR TO DATE (YTD)

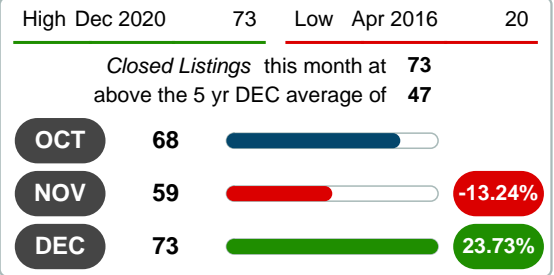


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	10.96%	11.5	8	0	0	0
\$30,001 - \$50,000	7	9.59%	27.0	5	2	0	0
\$50,001 - \$90,000	11	15.07%	7.0	2	9	0	0
\$90,001 - \$170,000	19	26.03%	6.0	5	13	1	0
\$170,001 - \$200,000	11	15.07%	11.0	1	6	3	1
\$200,001 - \$250,000	9	12.33%	52.0	2	5	2	0
\$250,001 and up	8	10.96%	13.0	2	4	1	1
Total Closed Units	73			25	39	7	2
Total Closed Volume	11,403,700	100%	10.0	2.22M	5.96M	1.34M	1.89M
Median Closed Price	\$115,000			\$45,000	\$130,500	\$193,000	\$942,500

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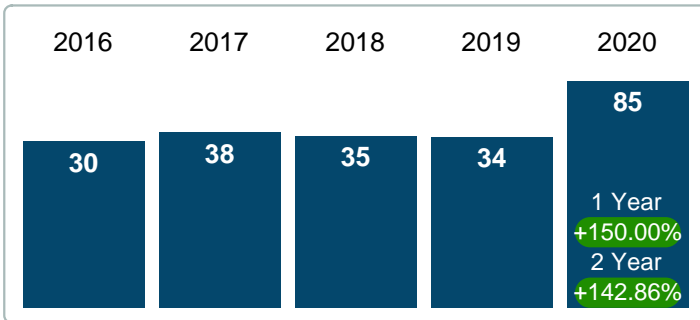
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



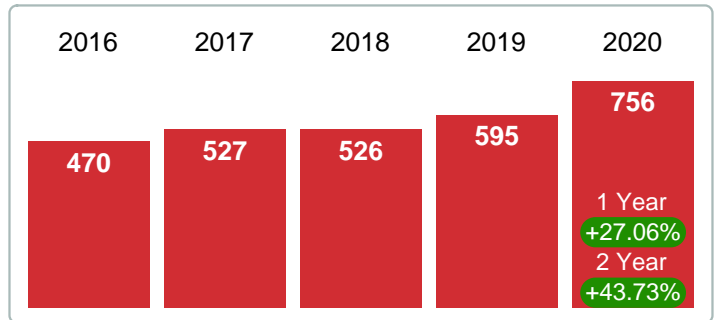
PENDING LISTINGS

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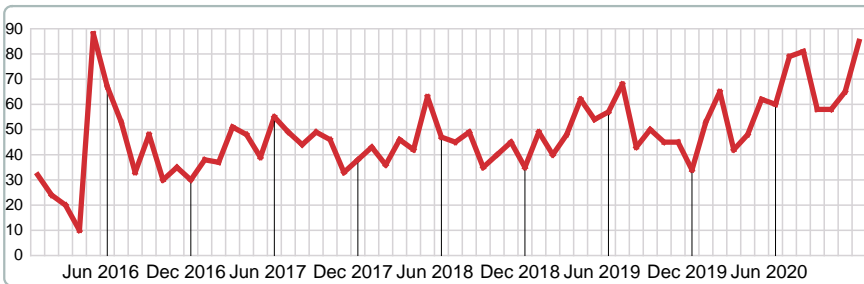
DECEMBER



YEAR TO DATE (YTD)

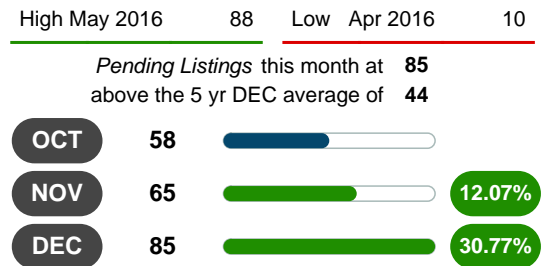


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	9.41%	11.5	8	0	0	0
\$25,001 - \$50,000	8	9.41%	47.5	5	3	0	0
\$50,001 - \$100,000	13	15.29%	8.0	2	10	1	0
\$100,001 - \$175,000	17	20.00%	8.0	4	8	5	0
\$175,001 - \$225,000	14	16.47%	9.5	3	6	5	0
\$225,001 - \$275,000	16	18.82%	53.5	4	8	4	0
\$275,001 and up	9	10.59%	32.0	2	4	2	1
Total Pending Units	85			28	39	17	1
Total Pending Volume	13,763,550	100%	16.0	3.48M	6.57M	3.37M	345.90K
Median Listing Price	\$165,000			\$79,900	\$159,900	\$193,000	\$345,900

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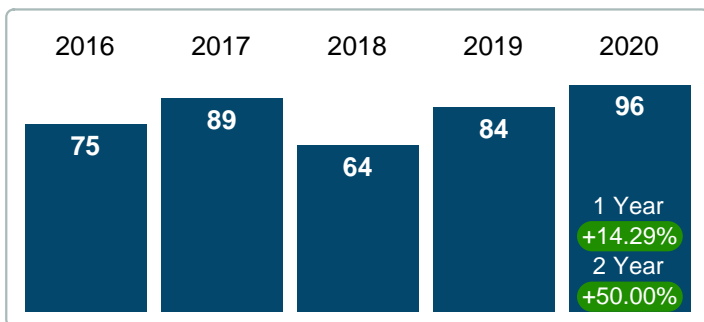
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



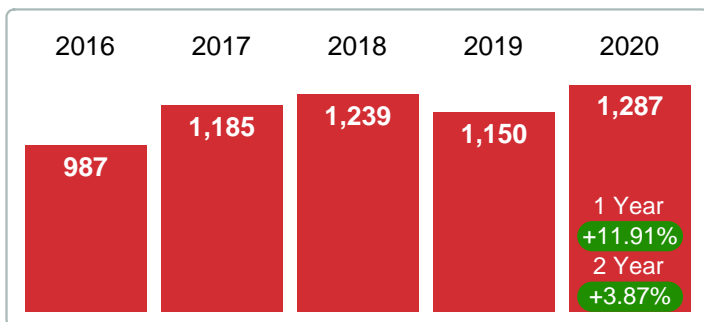
NEW LISTINGS

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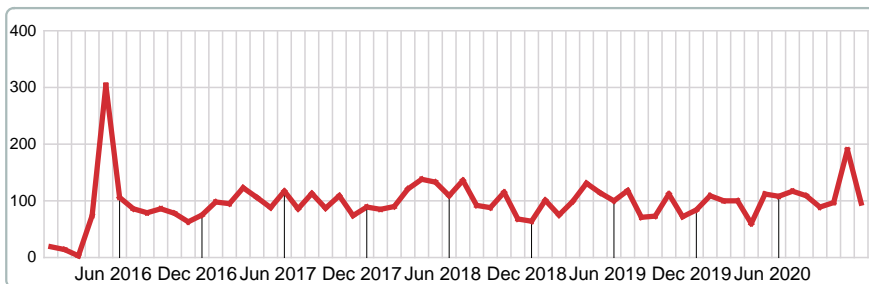
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 82

High May 2016 304 Low Mar 2016 3

New Listings this month at **96**
above the 5 yr DEC average of **82**

- OCT 97
- NOV 190 **95.88%**
- DEC 96 **-49.47%**

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	8.33%	8	0	0	0
\$20,001 - \$40,000	12	12.50%	11	1	0	0
\$40,001 - \$70,000	16	16.67%	7	8	1	0
\$70,001 - \$150,000	24	25.00%	11	10	3	0
\$150,001 - \$190,000	11	11.46%	1	6	4	0
\$190,001 - \$420,000	15	15.63%	3	5	7	0
\$420,001 and up	10	10.42%	6	1	2	1
Total New Listed Units	96		47	31	17	1
Total New Listed Volume	15,720,099	100%	6.43M	4.32M	4.50M	475.00K
Median New Listed Listing Price	\$119,000		\$55,000	\$130,000	\$193,000	\$475,000

December 2020



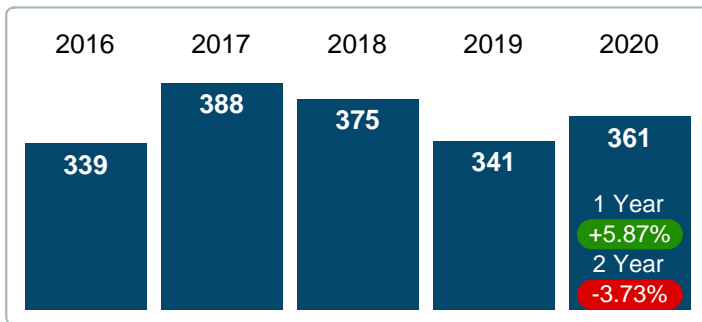
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



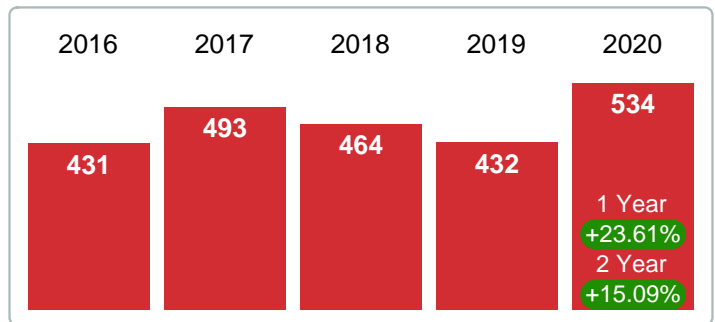
ACTIVE INVENTORY

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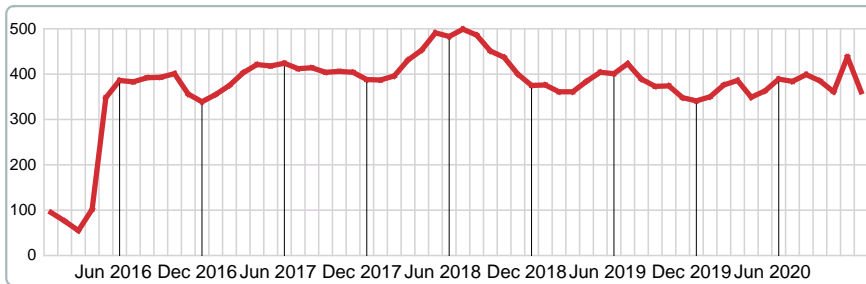
END OF DECEMBER



ACTIVE DURING DECEMBER

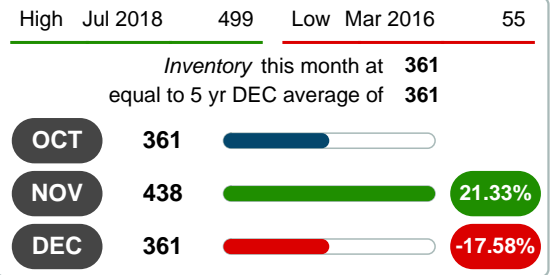


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 361



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	10	2.77%	132.5	9	0	0	1
\$10,001 - \$30,000	68	18.84%	49.0	66	0	2	0
\$30,001 - \$60,000	60	16.62%	52.0	50	9	1	0
\$60,001 - \$150,000	85	23.55%	58.0	39	43	3	0
\$150,001 - \$230,000	56	15.51%	74.5	33	15	7	1
\$230,001 - \$470,000	45	12.47%	80.0	22	10	9	4
\$470,001 and up	37	10.25%	73.0	26	3	5	3
Total Active Inventory by Units	361			245	80	27	9
Total Active Inventory by Volume	71,142,749	100%	58.0	44.34M	15.24M	7.91M	3.66M
Median Active Inventory Listing Price	\$96,000			\$59,000	\$121,950	\$235,500	\$325,000

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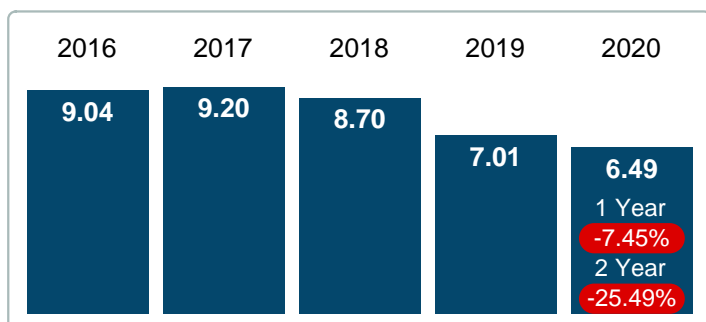
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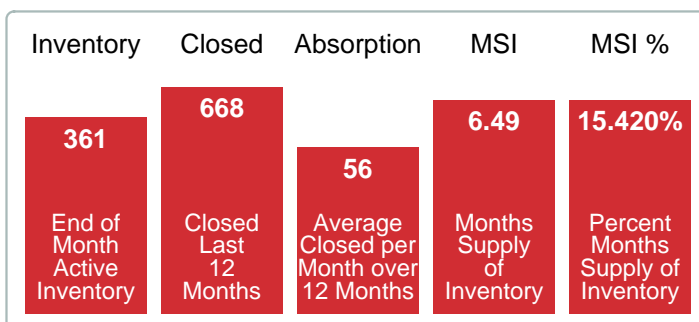
MONTHS SUPPLY of INVENTORY (MSI)

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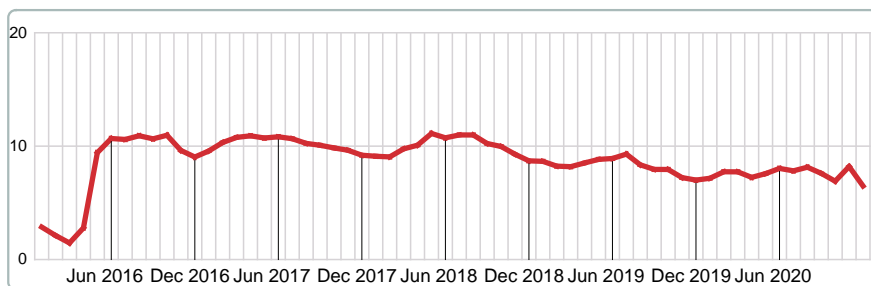
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

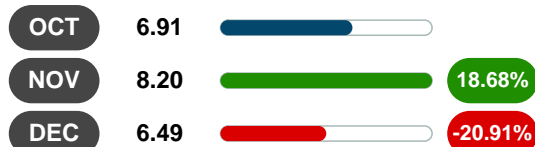


3 MONTHS

5 year DEC AVG = 8.09

High May 2018 11.12 Low Mar 2016 1.46

Months Supply this month at **6.49**
below the 5 yr DEC average of **8.09**



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
\$10,000 and less	10	2.77%	10.91	13.50	0.00	0.00	12.00
\$10,001 - \$30,000	68	18.84%	21.47	24.00	0.00	24.00	0.00
\$30,001 - \$60,000	60	16.62%	7.91	12.24	3.00	2.40	0.00
\$60,001 - \$150,000	85	23.55%	4.08	8.21	3.04	1.71	0.00
\$150,001 - \$230,000	56	15.51%	4.45	36.00	1.84	2.21	3.00
\$230,001 - \$470,000	45	12.47%	4.78	16.50	2.11	3.09	9.60
\$470,001 and up	37	10.25%	31.71	104.00	12.00	15.00	9.00
Market Supply of Inventory (MSI)			6.49	16.61	2.59	3.12	6.35
Total Active Inventory by Units		100%	6.49	245	80	27	9

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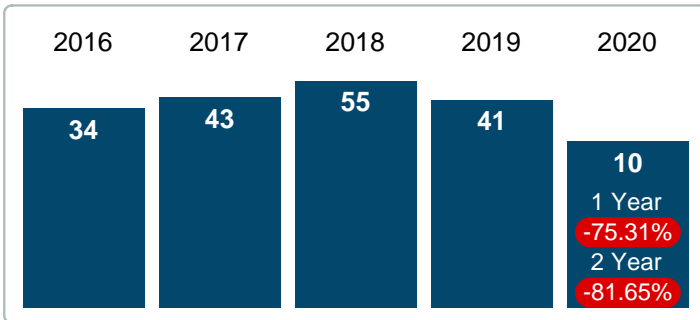
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



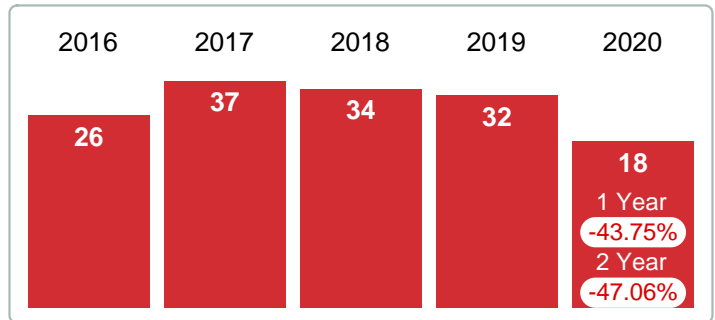
MEDIAN DAYS ON MARKET TO SALE

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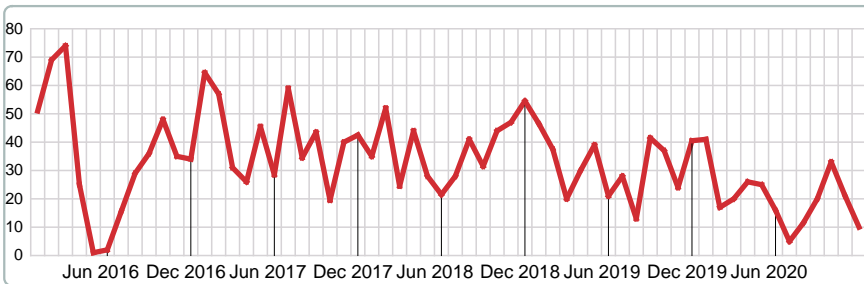
DECEMBER



YEAR TO DATE (YTD)

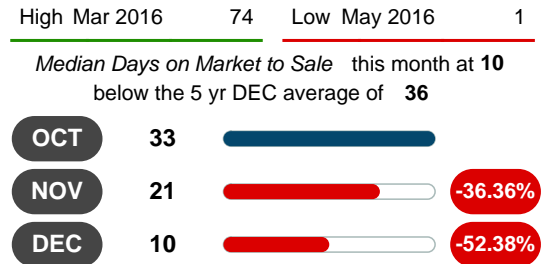


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 36



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
\$30,000 and less	10.96%	12	12	0	0	0
\$30,001 - \$50,000	9.59%	27	4	58	0	0
\$50,001 - \$90,000	15.07%	7	7	22	0	0
\$90,001 - \$170,000	26.03%	6	10	5	1	0
\$170,001 - \$200,000	15.07%	11	2	14	1	124
\$200,001 - \$250,000	12.33%	52	34	52	31	0
\$250,001 and up	10.96%	13	64	4	1	20
Median Closed DOM		10	10	11	1	72
Total Closed Units	100%	73	25	39	7	2
Total Closed Volume		11,403,700	2.22M	5.96M	1.34M	1.89M

December 2020



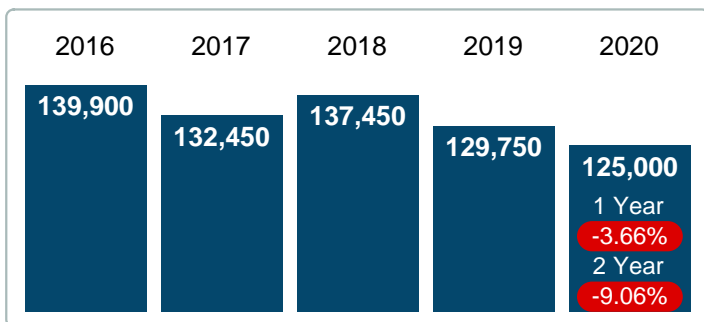
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



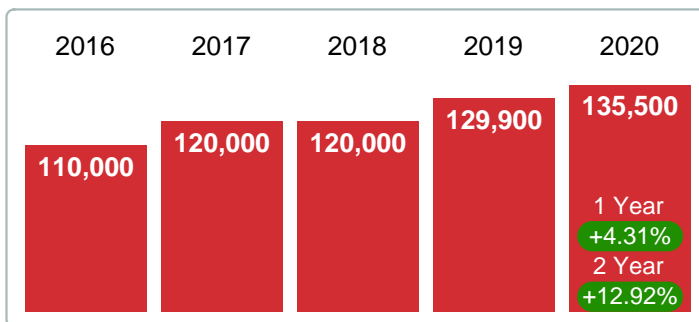
MEDIAN LIST PRICE AT CLOSING

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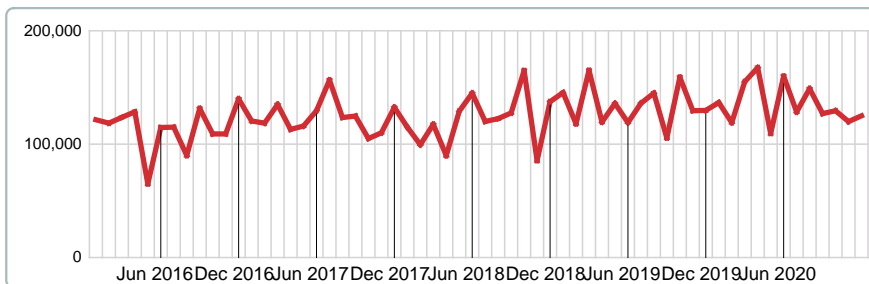
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

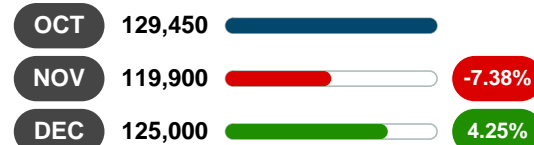


3 MONTHS

5 year DEC AVG = 132,910

High Apr 2020 167,450 Low May 2016 65,000

Median List Price at Closing this month at 125,000 below the 5 yr DEC average of 132,910



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
\$30,000 and less	8.22%	10,250	10,250	0	0	0
\$30,001 - \$50,000	10.96%	39,750	35,000	44,500	0	0
\$50,001 - \$90,000	16.44%	72,950	69,700	72,950	0	0
\$90,001 - \$170,000	26.03%	115,900	115,900	125,000	109,000	0
\$170,001 - \$200,000	10.96%	182,450	0	184,900	180,000	0
\$200,001 - \$250,000	13.70%	234,750	249,900	211,450	229,450	239,500
\$250,001 and up	13.70%	302,000	322,250	302,000	260,000	1,700,000
Median List Price		125,000	49,500	139,500	193,000	969,750
Total Closed Units		73	25	39	7	2
Total Closed Volume		12,034,500	2.50M	6.22M	1.38M	1.94M

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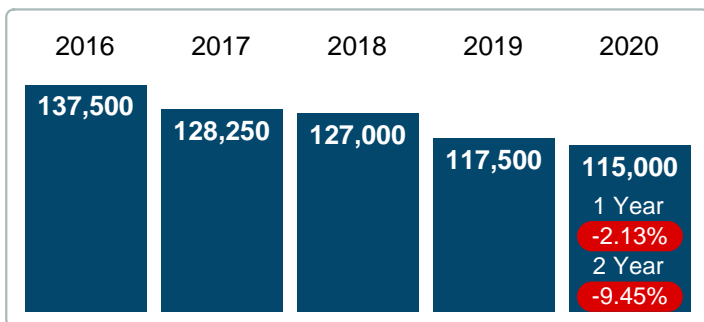
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



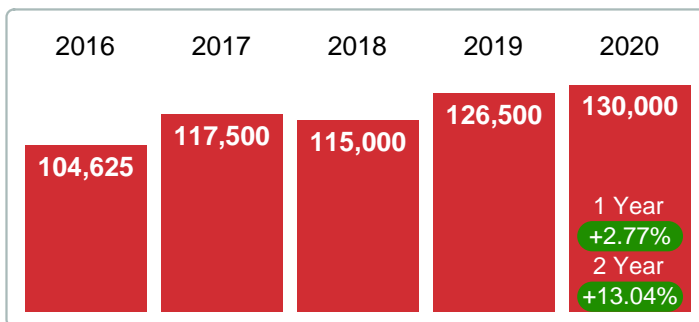
MEDIAN SOLD PRICE AT CLOSING

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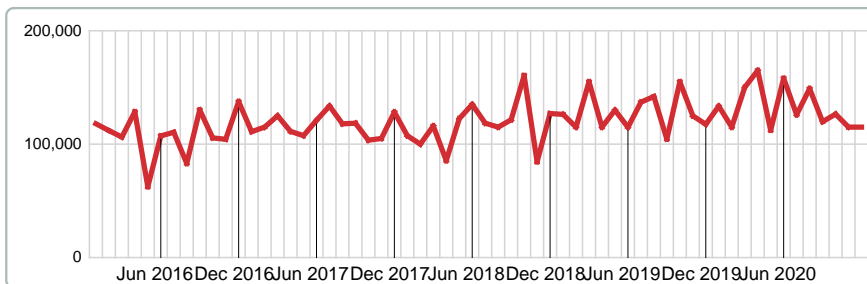
DECEMBER



YEAR TO DATE (YTD)

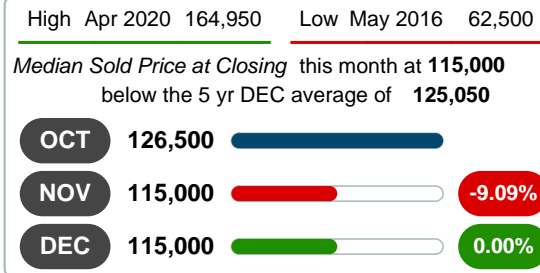


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 125,050



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
\$30,000 and less	8	10.96%	9,000	9,000	0	0	0
\$30,001 - \$50,000	7	9.59%	42,500	40,000	43,000	0	0
\$50,001 - \$90,000	11	15.07%	69,900	67,450	69,900	0	0
\$90,001 - \$170,000	19	26.03%	115,000	115,000	115,000	95,000	0
\$170,001 - \$200,000	11	15.07%	185,000	200,000	184,700	182,500	185,000
\$200,001 - \$250,000	9	12.33%	215,000	226,500	214,900	213,500	0
\$250,001 and up	8	10.96%	292,500	267,500	365,000	260,000	1,700,000
Median Sold Price			115,000	45,000	130,500	193,000	942,500
Total Closed Units		100%	73	25	39	7	2
Total Closed Volume			11,403,700	2.22M	5.96M	1.34M	1.89M

December 2020



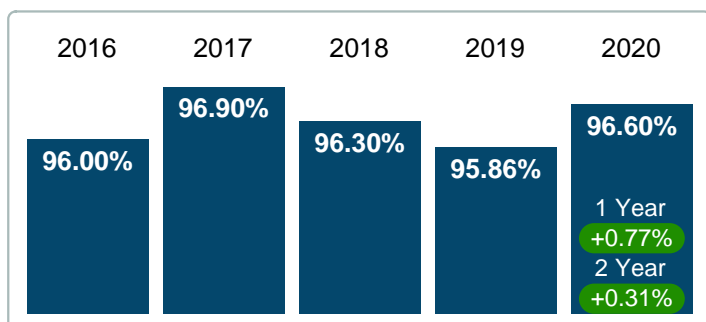
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



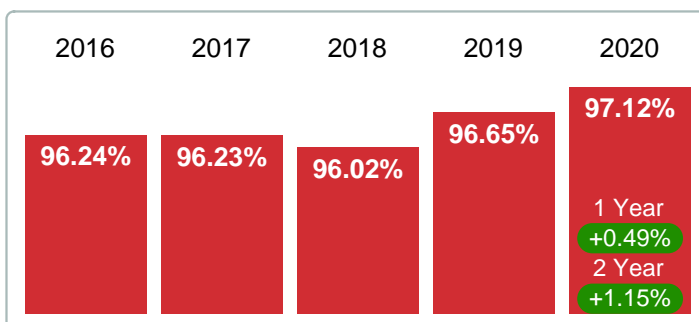
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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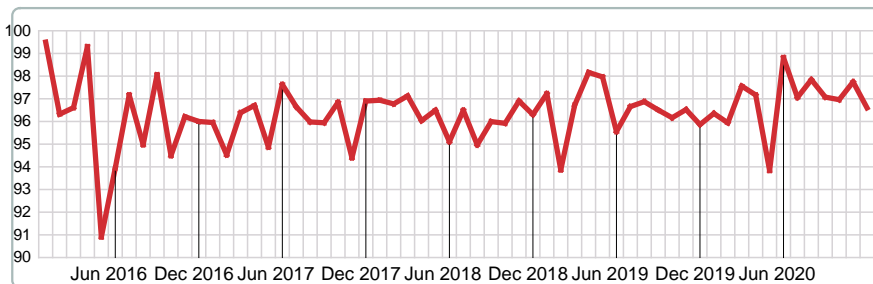
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

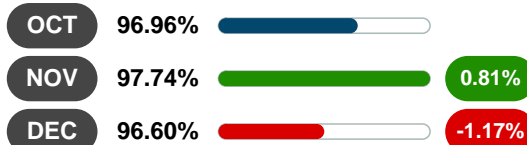


3 MONTHS

5 year DEC AVG = 96.33%

High Jan 2016 99.50% Low May 2016 90.91%

Median Sold/List Ratio this month at **96.60%**
above the 5 yr DEC average of **96.33%**



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
\$30,000 and less	8	10.96%	87.86%	87.86%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	7	9.59%	95.51%	100.00%	84.31%	0.00%	0.00%
\$50,001 - \$90,000	11	15.07%	98.88%	96.22%	98.88%	0.00%	0.00%
\$90,001 - \$170,000	19	26.03%	97.14%	91.27%	99.18%	87.16%	0.00%
\$170,001 - \$200,000	11	15.07%	99.51%	80.00%	97.56%	100.00%	77.24%
\$200,001 - \$250,000	9	12.33%	95.24%	94.36%	96.60%	93.34%	0.00%
\$250,001 and up	8	10.96%	100.00%	85.05%	100.00%	100.00%	100.00%
Median Sold/List Ratio		96.60%		92.44%	98.88%	100.00%	88.62%
Total Closed Units		73	100%	25	39	7	2
Total Closed Volume		11,403,700		2.22M	5.96M	1.34M	1.89M

December 2020



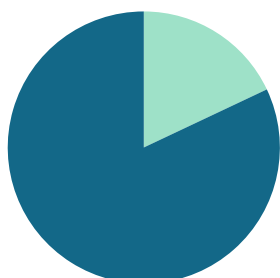
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

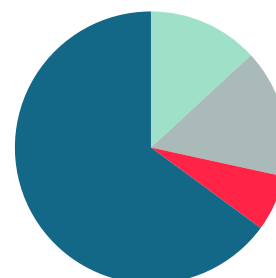


Inventory
 New Listings
96 = 17.98%
 Start Inventory
438
 Total Inventory Units
534
 Volume
\$100,856,374

Market Activity

Closed Sales
73 = 13.13%
 Pending Sales
85 = 15.29%
 Other Off Market
37 = 6.65%
 Active Inventory
361 = 64.93%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	46	73	58.70%	584	668	14.38%
Pending Sales	34	85	150.00%	595	756	27.06%
New Listings	84	96	14.29%	1,150	1,287	11.91%
Median List Price	129,750	125,000	-3.66%	129,900	135,500	4.31%
Median Sale Price	117,500	115,000	-2.13%	126,500	130,000	2.77%
Median Percent of Selling Price to List Price	95.86%	96.60%	0.77%	96.65%	97.12%	0.49%
Median Days on Market to Sale	40.50	10.00	-75.31%	32.00	18.00	-43.75%
Monthly Inventory	341	361	5.87%	341	361	5.87%
Months Supply of Inventory	7.01	6.49	-7.45%	7.01	6.49	-7.45%

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

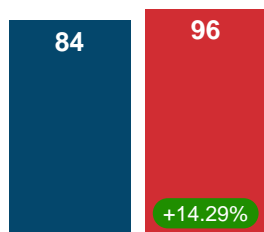
Inventory on December 31, 2020 = **361**

2019 **2020**

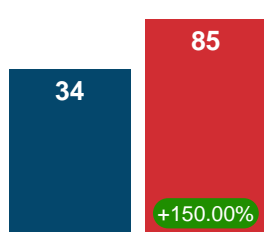
DECEMBER MARKET

MEDIAN PRICES

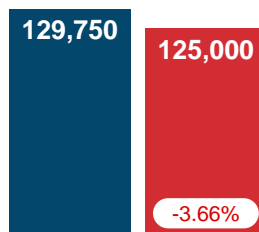
New Listings



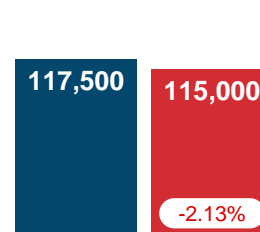
Pending Listings



List Price



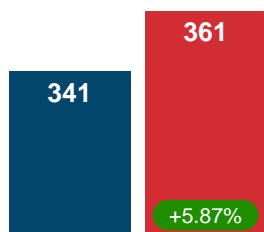
Sale Price



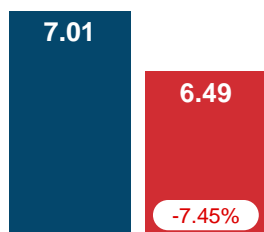
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

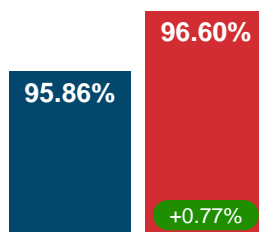
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

