

December 2020



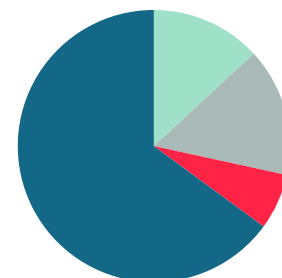
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	153,463	164,856	7.42%
Average Sale Price	145,546	156,215	7.33%
Average Percent of Selling Price to List Price	94.28%	93.25%	-1.09%
Average Days on Market to Sale	56.33	27.92	-50.44%
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.

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 **7.33%** in December 2020 to \$156,215 versus the previous year at \$145,546.

Average Days on Market Shortens

The average number of **27.92** days that homes spent on the market before selling decreased by 28.41 days or **50.44%** in December 2020 compared to last year's same month at **56.33** DOM.

Sales Success for December 2020 is Positive

Overall, with Average Prices going up 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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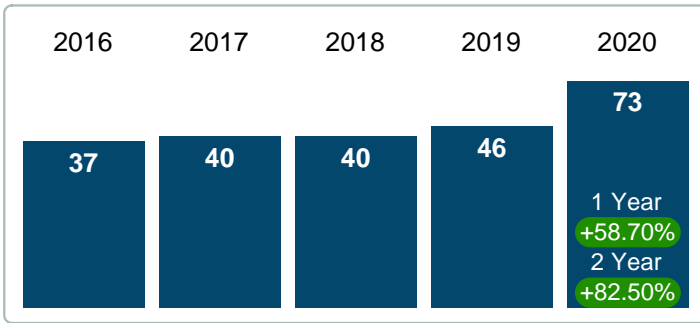
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



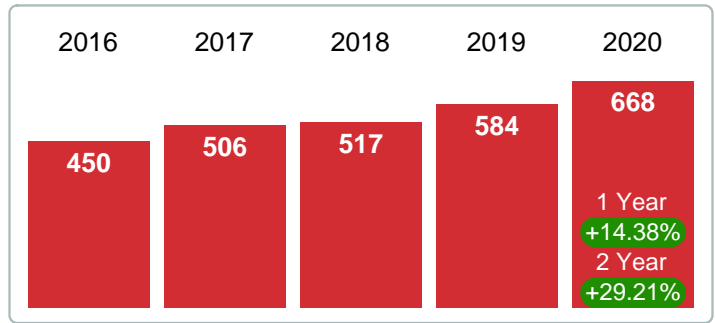
CLOSED LISTINGS

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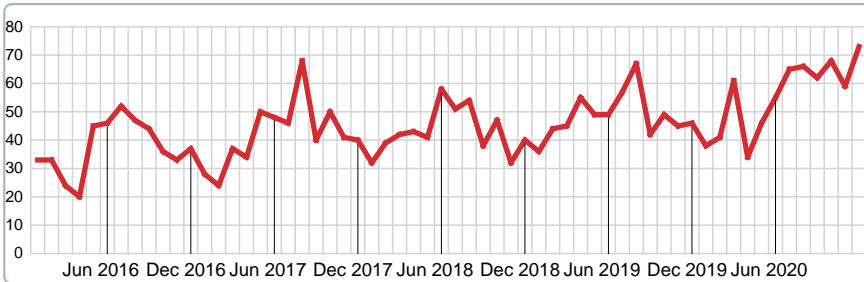
DECEMBER



YEAR TO DATE (YTD)

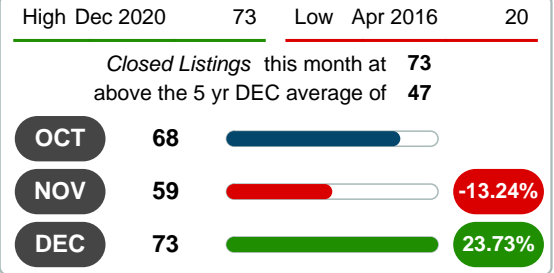


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	8.22%	27.2	6	0	0	0
\$25,001 - \$50,000	9	12.33%	26.9	7	2	0	0
\$50,001 - \$75,000	6	8.22%	26.3	1	5	0	0
\$75,001 - \$150,000	23	31.51%	14.7	6	16	1	0
\$150,001 - \$200,000	12	16.44%	30.8	1	7	3	1
\$200,001 - \$250,000	9	12.33%	53.2	2	5	2	0
\$250,001 and up	8	10.96%	36.0	2	4	1	1
Total Closed Units	73			25	39	7	2
Total Closed Volume	11,403,700	100%	27.9	2.22M	5.96M	1.34M	1.89M
Average Closed Price	\$156,215			\$88,692	\$152,921	\$191,071	\$942,500

December 2020



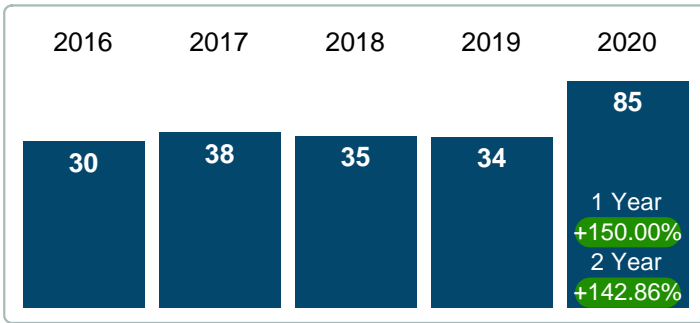
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



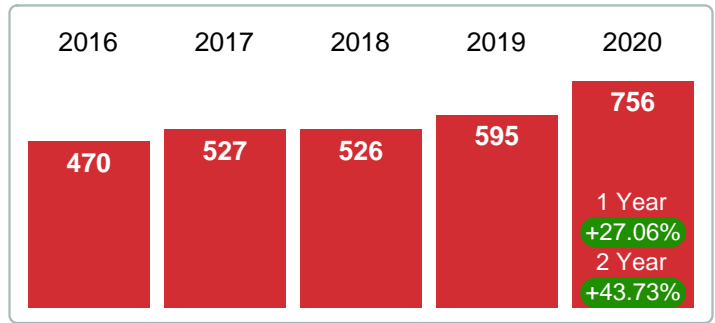
PENDING LISTINGS

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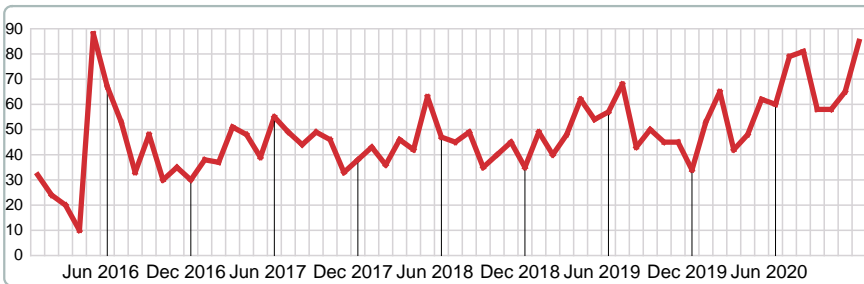
DECEMBER



YEAR TO DATE (YTD)

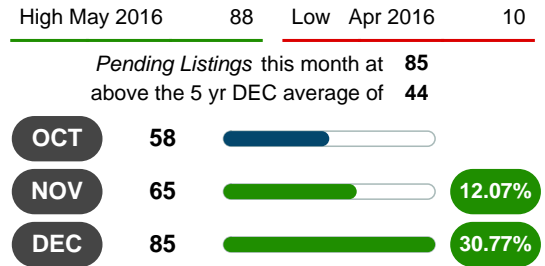


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	9.41%	16.3	8	0	0	0
\$25,001 - \$50,000	8	9.41%	49.9	5	3	0	0
\$50,001 - \$100,000	13	15.29%	49.7	2	10	1	0
\$100,001 - \$175,000	17	20.00%	36.8	4	8	5	0
\$175,001 - \$225,000	14	16.47%	50.3	3	6	5	0
\$225,001 - \$275,000	16	18.82%	55.3	4	8	4	0
\$275,001 and up	9	10.59%	31.3	2	4	2	1
Total Pending Units	85			28	39	17	1
Total Pending Volume	13,763,550	100%	21.0	3.48M	6.57M	3.37M	345.90K
Average Listing Price	\$172,747			\$124,145	\$168,456	\$198,341	\$345,900

December 2020



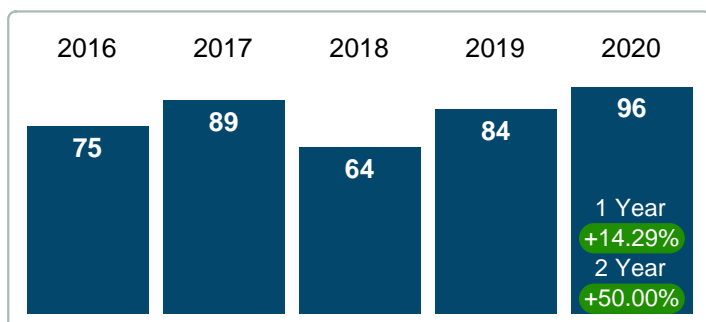
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



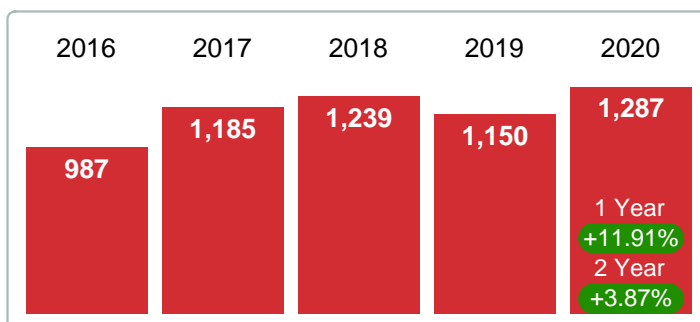
NEW LISTINGS

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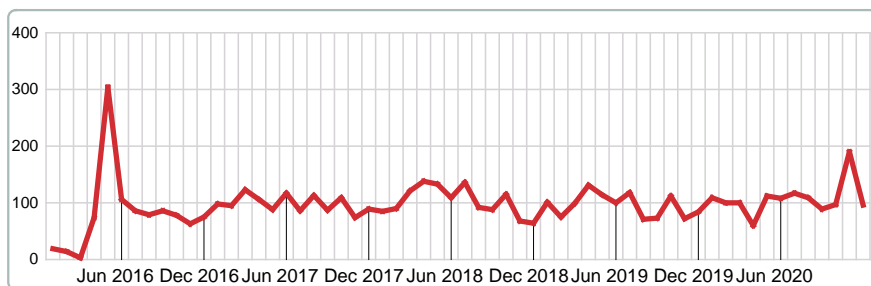
DECEMBER



YEAR TO DATE (YTD)

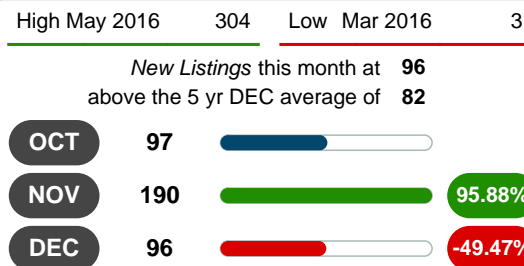


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 82



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	10.42%	10	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	26	27.08%	16	9	1	0
\$75,001 - \$150,000	24	25.00%	11	10	3	0
\$150,001 - \$175,000	6	6.25%	1	3	2	0
\$175,001 - \$425,000	21	21.88%	3	9	9	0
\$425,001 and up	9	9.38%	6	0	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
Average New Listed Listing Price	\$186,330		\$136,764	\$139,277	\$264,682	\$475,000

December 2020



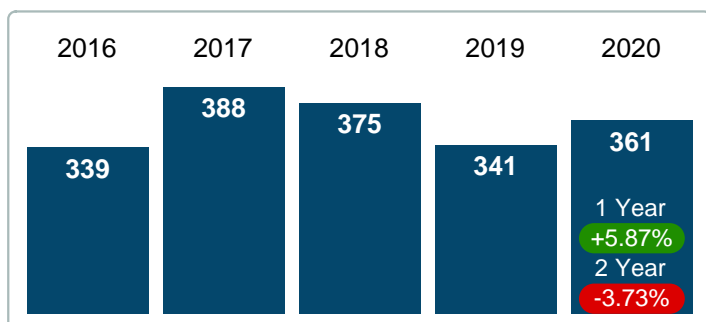
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



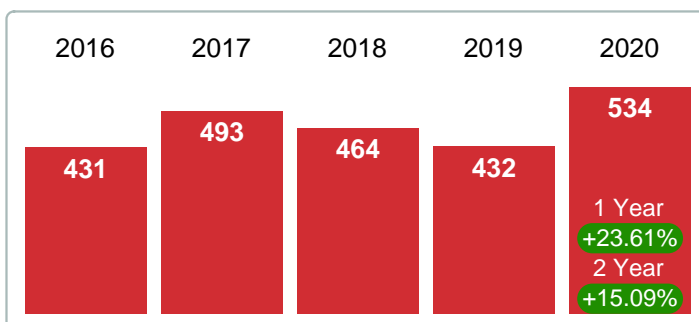
ACTIVE INVENTORY

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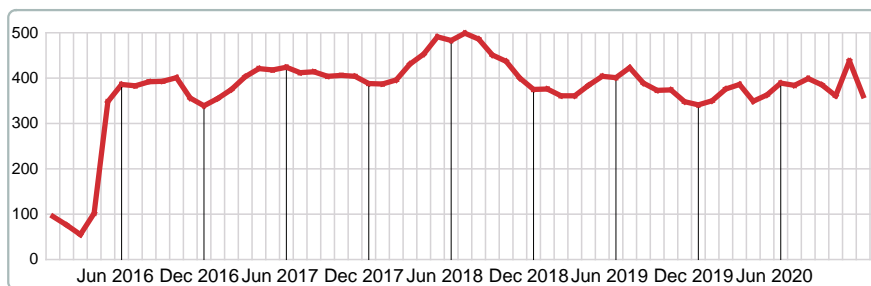
END OF DECEMBER



ACTIVE DURING DECEMBER

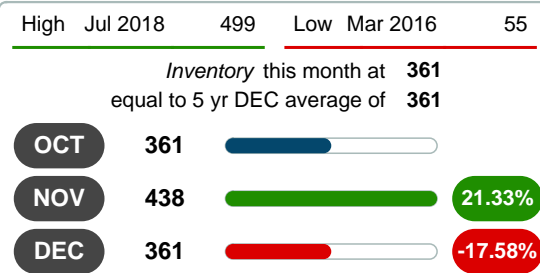


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 361



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	66	18.28%	94.7	65	0	0	1
\$25,001-\$50,000	59	16.34%	84.8	54	3	2	0
\$50,001-\$150,000	98	27.15%	69.5	45	49	4	0
\$150,001-\$225,000	49	13.57%	96.4	30	13	5	1
\$225,001-\$475,000	55	15.24%	90.9	27	12	11	5
\$475,001 and up	34	9.42%	82.9	24	3	5	2
Total Active Inventory by Units	361			245	80	27	9
Total Active Inventory by Volume	71,142,749	100%	84.8	44.34M	15.24M	7.91M	3.66M
Average Active Inventory Listing Price	\$197,071			\$180,987	\$190,449	\$292,869	\$406,386

December 2020



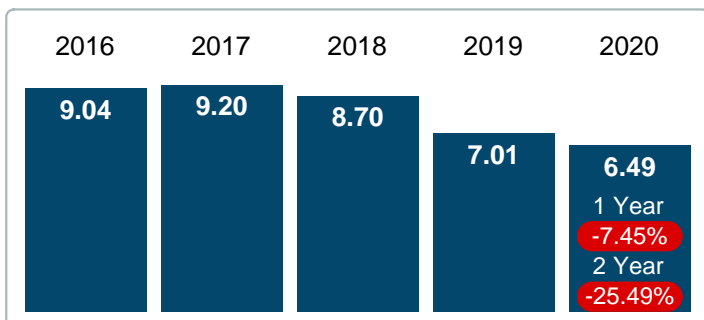
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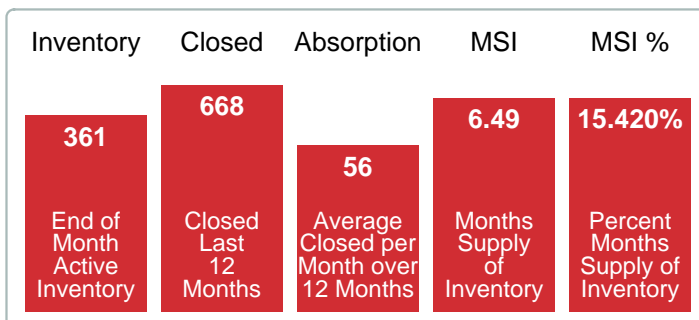
MONTHS SUPPLY of INVENTORY (MSI)

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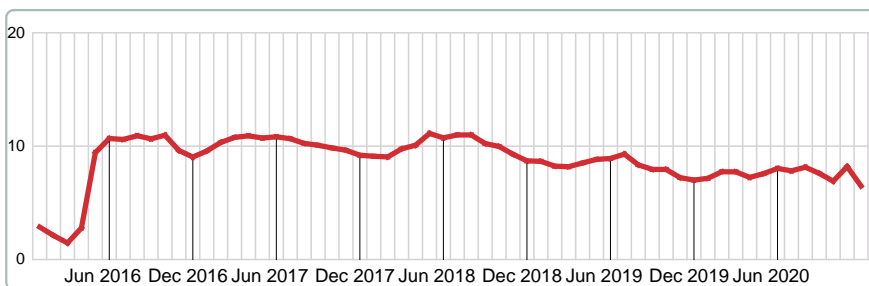
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

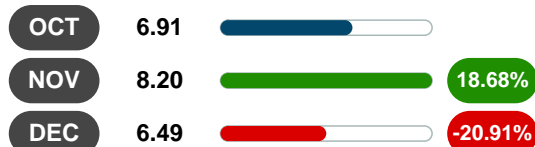


3 MONTHS

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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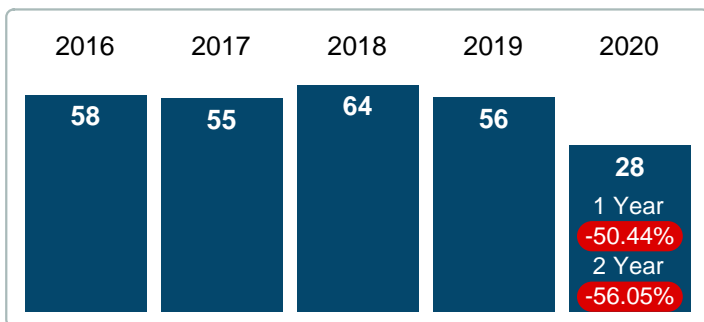
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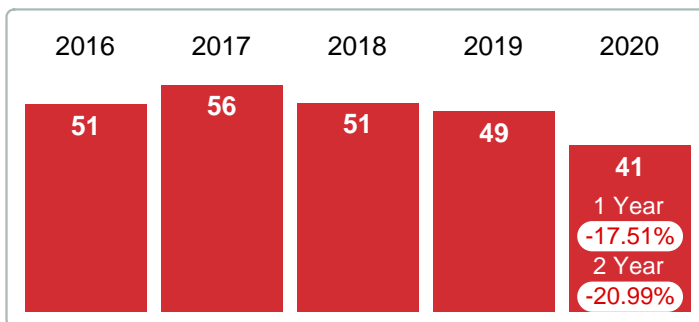
AVERAGE DAYS ON MARKET TO SALE

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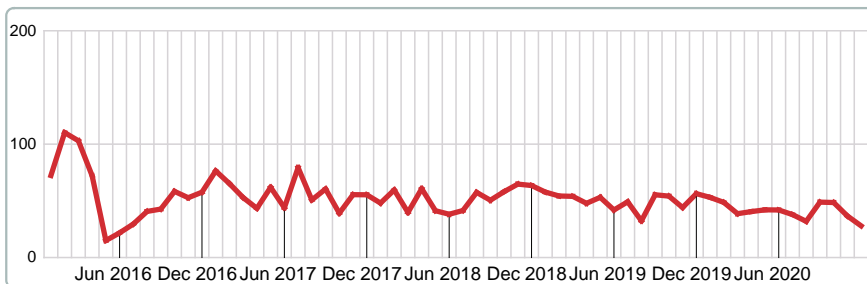
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

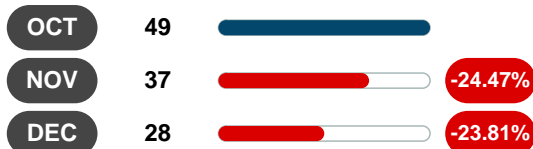


3 MONTHS

5 year DEC AVG = 52

High Feb 2016 110 Low May 2016 15

Average Days on Market to Sale this month at 28 below the 5 yr DEC average of 52



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	8.22%	27	27	0	0	0
\$25,001 - \$50,000	12.33%	27	18	58	0	0
\$50,001 - \$75,000	8.22%	26	6	30	0	0
\$75,001 - \$150,000	31.51%	15	17	15	1	0
\$150,001 - \$200,000	16.44%	31	2	29	14	124
\$200,001 - \$250,000	12.33%	53	34	70	31	0
\$250,001 and up	10.96%	36	64	35	1	20
Average Closed DOM		28	24	31	15	72
Total Closed Units	100%	28	25	39	7	2
Total Closed Volume		11,403,700	2.22M	5.96M	1.34M	1.89M

December 2020



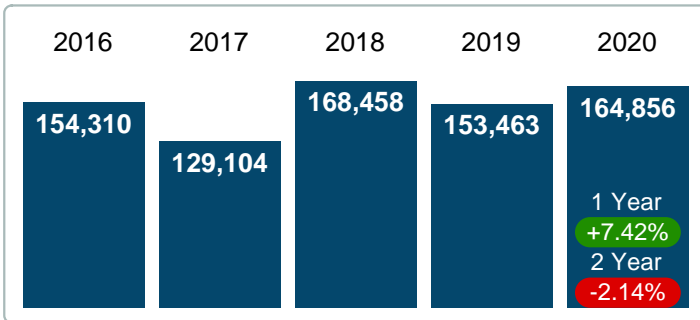
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



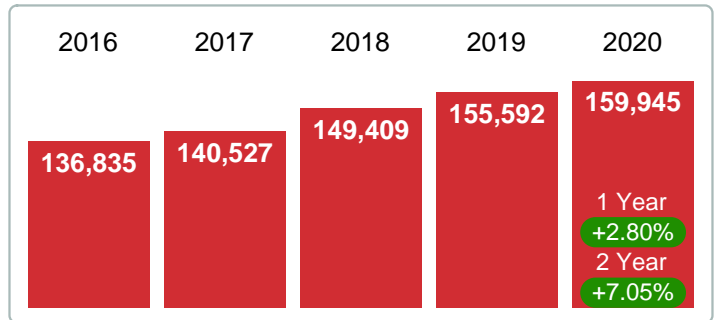
AVERAGE LIST PRICE AT CLOSING

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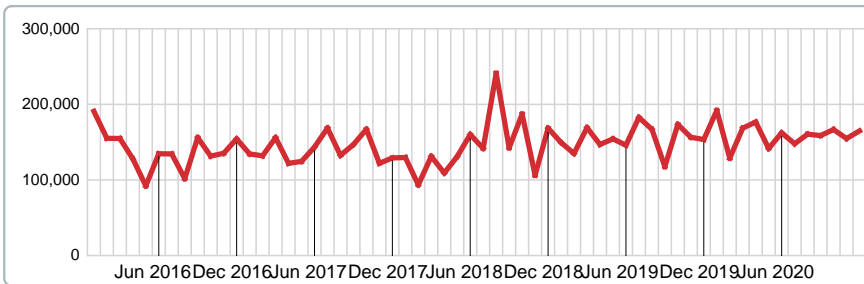
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

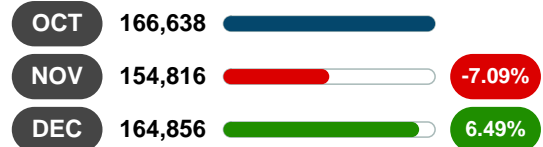


3 MONTHS

5 year DEC AVG = 154,038

High Aug 2018 240,977 Low May 2016 92,148

Average List Price at Closing this month at **164,856**
 above the 5 yr DEC average of **154,038**



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	6.85%	9,900	14,083	0	0	0
\$25,001 - \$50,000	12.33%	39,433	39,343	52,000	0	0
\$50,001 - \$75,000	8.22%	63,317	59,500	67,380	0	0
\$75,001 - \$150,000	31.51%	109,822	117,133	113,038	109,000	0
\$150,001 - \$200,000	13.70%	180,480	250,000	184,200	184,300	239,500
\$200,001 - \$250,000	13.70%	230,220	239,950	244,160	229,450	0
\$250,001 and up	13.70%	461,730	322,250	364,475	260,000	1,700,000
Average List Price		164,856	99,864	159,426	197,257	969,750
Total Closed Units	100%	164,856	25	39	7	2
Total Closed Volume		12,034,500	2.50M	6.22M	1.38M	1.94M

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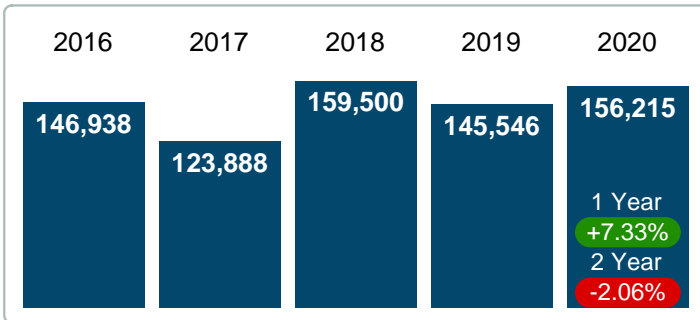
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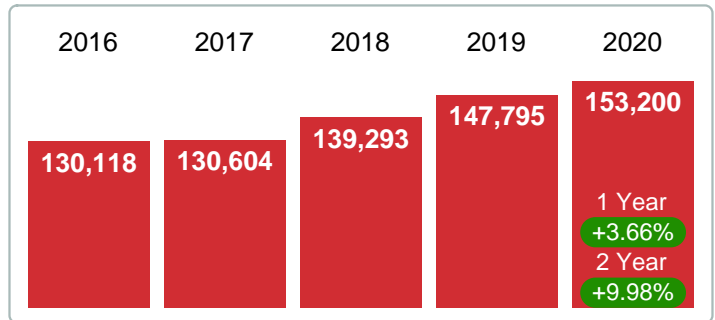
AVERAGE SOLD PRICE AT CLOSING

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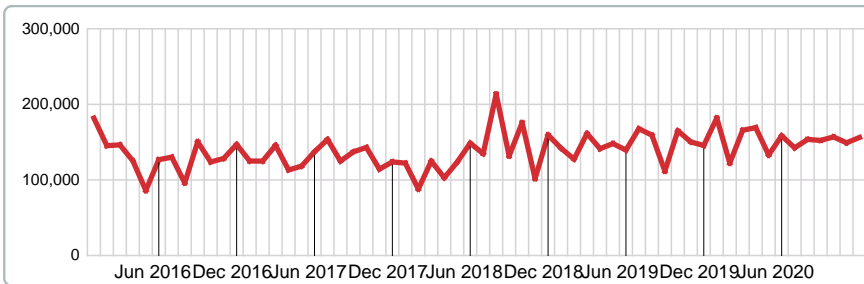
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

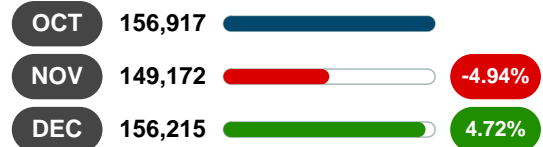


3 MONTHS

5 year DEC AVG = 146,417

High Aug 2018 213,461 | Low May 2016 86,039

Average Sold Price at Closing this month at **156,215**
 above the 5 yr DEC average of **146,417**



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	8.22%	8,750	8,750	0	0	0
\$25,001 - \$50,000	12.33%	38,111	36,714	43,000	0	0
\$50,001 - \$75,000	8.22%	62,483	55,000	63,980	0	0
\$75,001 - \$150,000	31.51%	108,943	110,800	109,119	95,000	0
\$150,001 - \$200,000	16.44%	182,892	200,000	179,171	185,167	185,000
\$200,001 - \$250,000	12.33%	221,511	226,500	222,720	213,500	0
\$250,001 and up	10.96%	492,413	267,500	361,075	260,000	1,700,000
Average Sold Price		156,215	88,692	152,921	191,071	942,500
Total Closed Units	100%	156,215	25	39	7	2
Total Closed Volume		11,403,700	2.22M	5.96M	1.34M	1.89M

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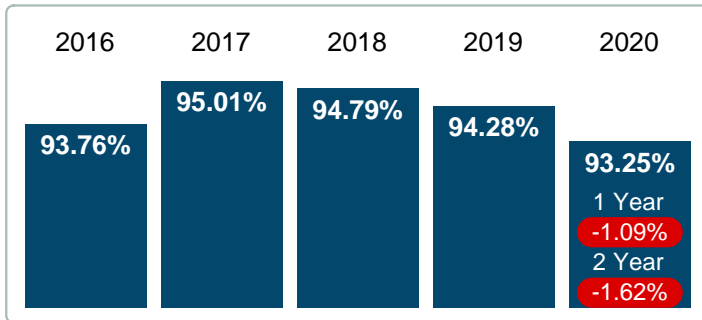
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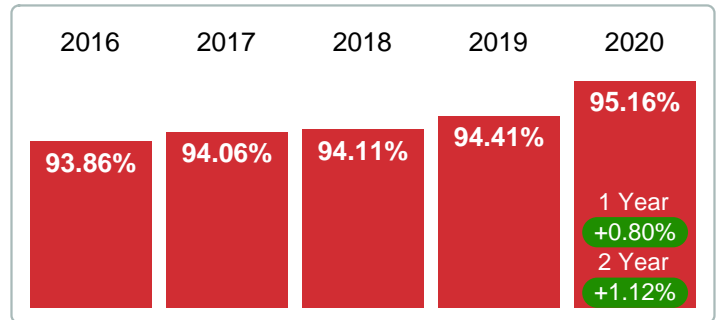
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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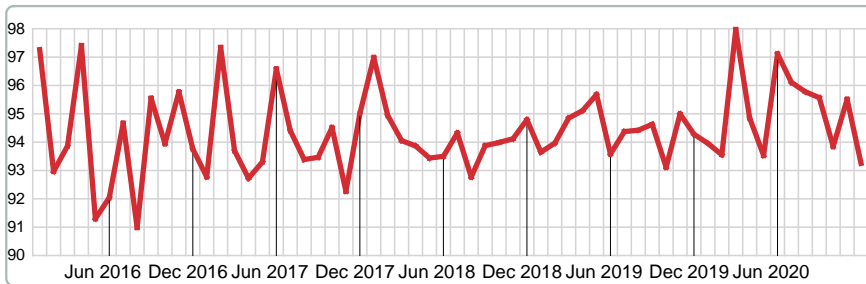
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

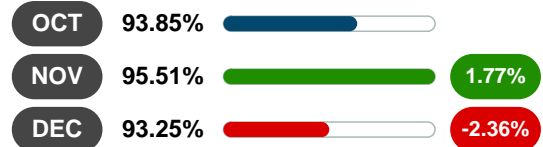


3 MONTHS

5 year DEC AVG = 94.22%

High Mar 2020 97.97% Low Aug 2016 90.99%

Average Sold/List Ratio this month at **93.25%**
below the 5 yr DEC average of **94.22%**



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	6	8.22%	76.11%	76.11%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	9	12.33%	91.91%	94.08%	84.31%	0.00%	0.00%
\$50,001 - \$75,000	6	8.22%	94.64%	92.44%	95.08%	0.00%	0.00%
\$75,001 - \$150,000	23	31.51%	96.15%	95.23%	97.05%	87.16%	0.00%
\$150,001 - \$200,000	12	16.44%	95.15%	80.00%	97.58%	100.48%	77.24%
\$200,001 - \$250,000	9	12.33%	92.96%	94.36%	92.25%	93.34%	0.00%
\$250,001 and up	8	10.96%	95.72%	85.05%	98.93%	100.00%	100.00%
Average Sold/List Ratio		93.30%		88.71%	95.82%	96.47%	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



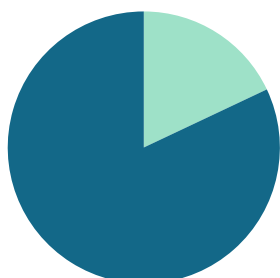
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

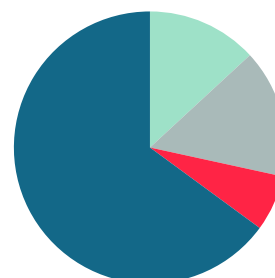


Inventory
 New Listings
96 = 17.98%
 Start Inventory
438
 Total Inventory Units
534
 Volume
\$100,856,374

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%
Average List Price	153,463	164,856	7.42%	155,592	159,945	2.80%
Average Sale Price	145,546	156,215	7.33%	147,795	153,200	3.66%
Average Percent of Selling Price to List Price	94.28%	93.25%	-1.09%	94.41%	95.16%	0.80%
Average Days on Market to Sale	56.33	27.92	-50.44%	49.15	40.54	-17.51%
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

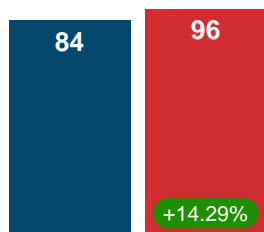
Inventory on December 31, 2020 = **361**

2019 **2020**

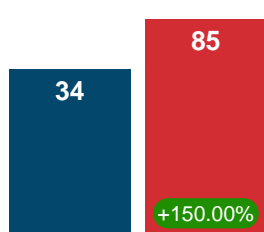
DECEMBER MARKET

AVERAGE PRICES

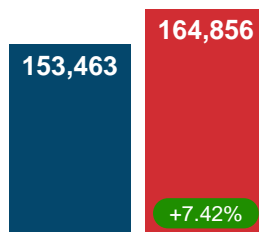
New Listings



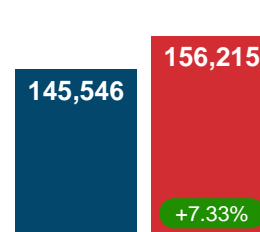
Pending Listings



List Price



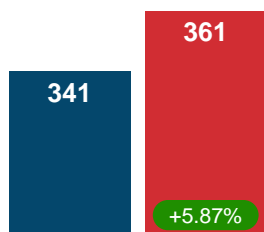
Sale Price



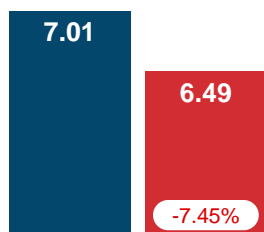
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

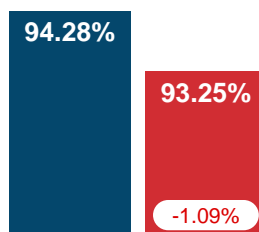
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

