

November 2020



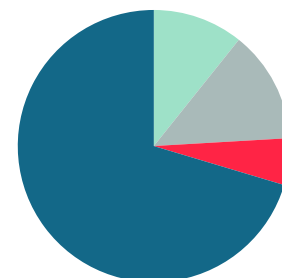
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2020 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	45	58	28.89%
Pending Listings	45	72	60.00%
New Listings	72	190	163.89%
Median List Price	129,500	122,450	-5.44%
Median Sale Price	125,000	115,000	-8.00%
Median Percent of Selling Price to List Price	96.53%	97.72%	1.24%
Median Days on Market to Sale	24.00	19.50	-18.75%
End of Month Inventory	347	380	9.51%
Months Supply of Inventory	7.20	7.14	-0.94%



■ Closed (10.74%)
■ Pending (13.33%)
■ Other OffMarket (5.56%)
■ Active (70.37%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of November 30, 2020 = **380**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2020 rose **9.51%** to 380 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **7.14** 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 **8.00%** in November 2020 to \$115,000 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 4.50 days or **18.75%** in November 2020 compared to last year's same month at **24.00** DOM.

Sales Success for November 2020 is Positive

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

There were 190 New Listings in November 2020, up **163.89%** from last year at 72. Furthermore, there were 58 Closed Listings this month versus last year at 45, a **28.89%** increase.

Closed versus Listed trends yielded a **30.5%** ratio, down from previous year's, November 2019, at **62.5%**, a **51.16%** downswing. 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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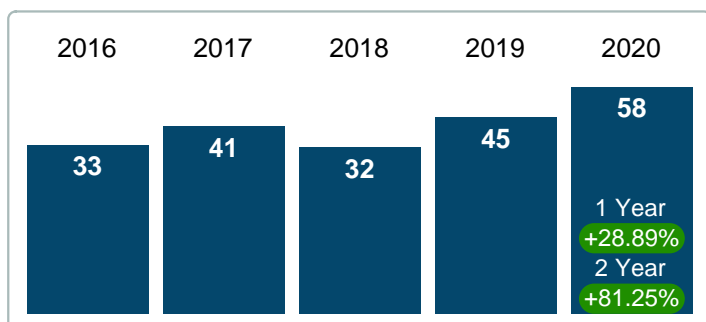
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



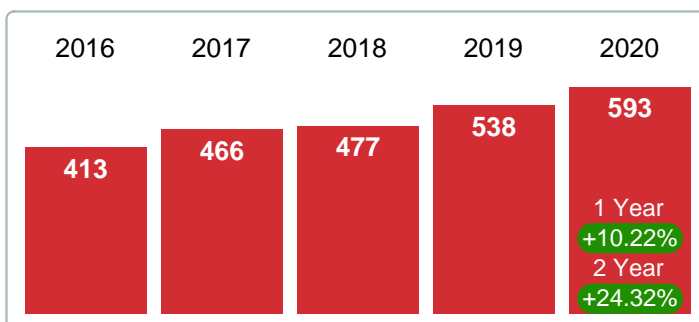
CLOSED LISTINGS

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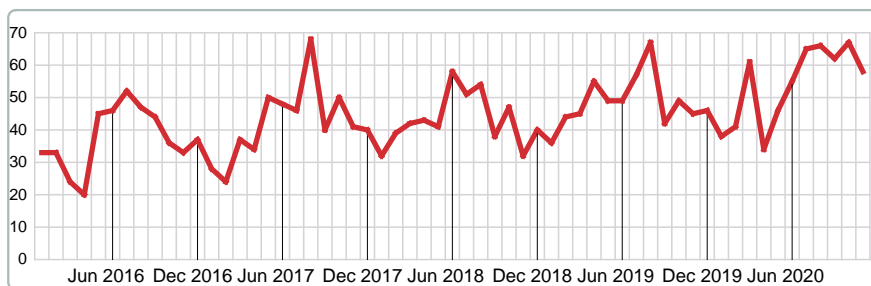
NOVEMBER



YEAR TO DATE (YTD)

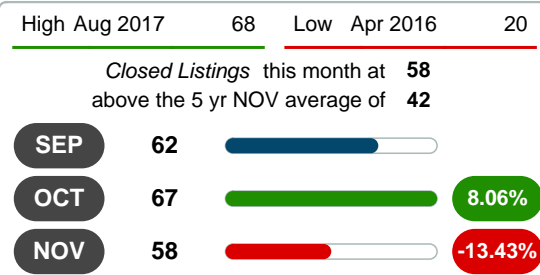


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42



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	4	6.90%	66.0	2	2	0	0
\$30,001 - \$60,000	9	15.52%	56.0	6	2	1	0
\$60,001 - \$90,000	8	13.79%	18.5	1	7	0	0
\$90,001 - \$140,000	14	24.14%	32.5	1	12	1	0
\$140,001 - \$200,000	9	15.52%	7.0	0	7	2	0
\$200,001 - \$280,000	8	13.79%	23.0	0	5	3	0
\$280,001 and up	6	10.34%	5.5	1	3	2	0
Total Closed Units	58			11	38	9	0
Total Closed Volume	8,719,147	100%	19.5	964.70K	5.77M	1.99M	0.00B
Median Closed Price	\$115,000			\$49,900	\$115,000	\$205,000	\$0



November 2020

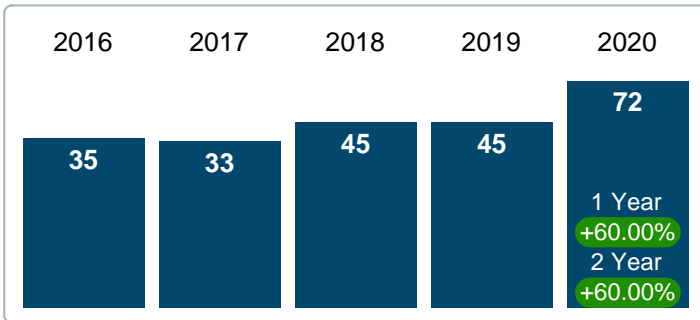
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



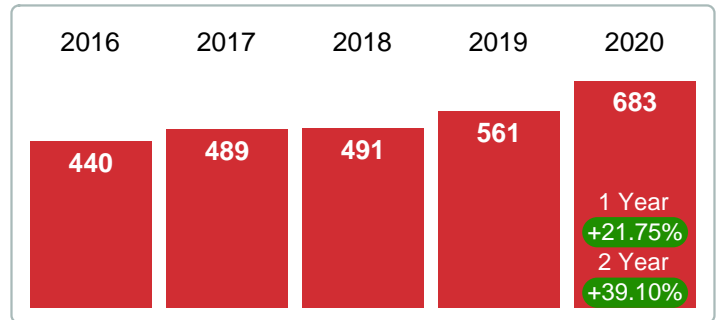
PENDING LISTINGS

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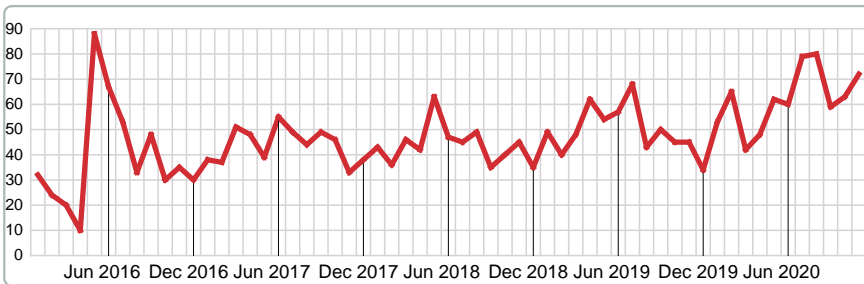
NOVEMBER



YEAR TO DATE (YTD)

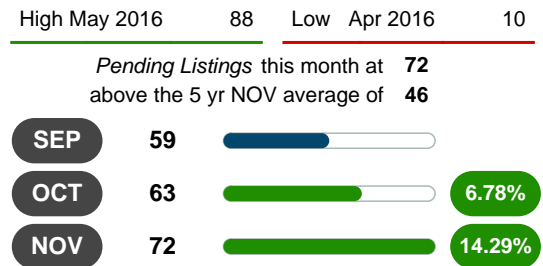


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	6.94%	1.0	3	1	0	1
\$40,001 - \$60,000	8	11.11%	12.5	7	1	0	0
\$60,001 - \$100,000	13	18.06%	12.0	3	10	0	0
\$100,001 - \$170,000	19	26.39%	7.0	3	13	1	2
\$170,001 - \$230,000	11	15.28%	32.0	1	8	1	1
\$230,001 - \$320,000	8	11.11%	18.0	4	1	2	1
\$320,001 and up	8	11.11%	17.0	4	2	1	1
Total Pending Units	72			25	36	5	6
Total Pending Volume	13,101,100	100%	10.5	3.82M	5.42M	1.41M	2.46M
Median Listing Price	\$145,450			\$95,000	\$131,500	\$239,900	\$168,500



November 2020

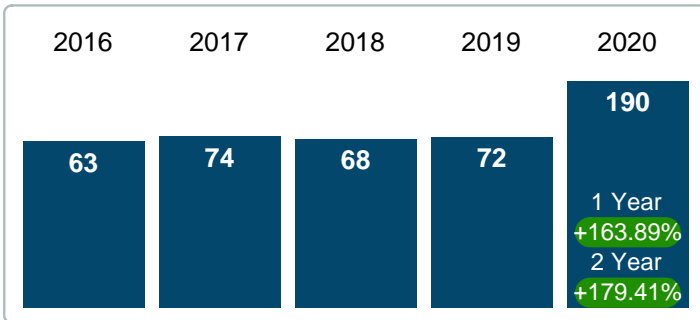
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



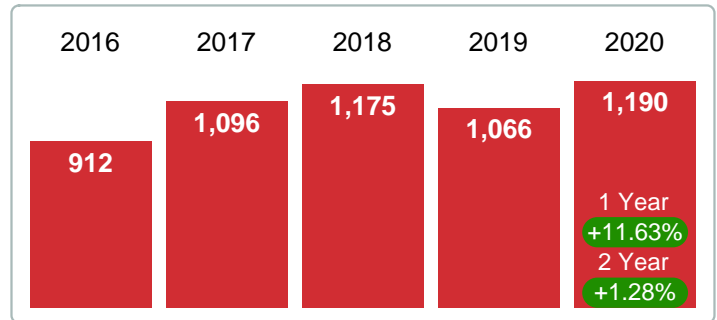
NEW LISTINGS

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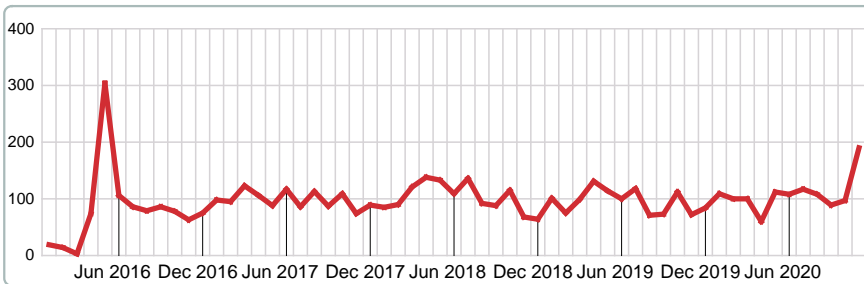
NOVEMBER



YEAR TO DATE (YTD)

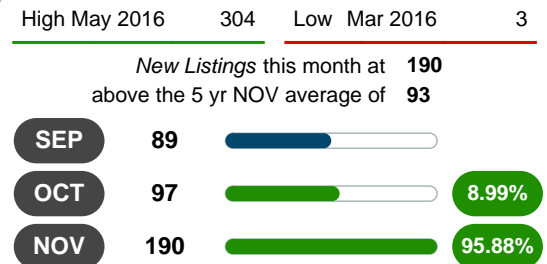


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 93



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	2.63%	5	0	0	0
\$10,001 - \$30,000	38	20.00%	37	1	0	0
\$30,001 - \$50,000	24	12.63%	21	2	0	1
\$50,001 - \$140,000	46	24.21%	21	25	0	0
\$140,001 - \$210,000	33	17.37%	14	14	2	3
\$210,001 - \$340,000	25	13.16%	9	11	4	1
\$340,001 and up	19	10.00%	12	4	2	1
Total New Listed Units	190		119	57	8	6
Total New Listed Volume	34,357,225	100%	21.37M	9.36M	2.37M	1.25M
Median New Listed Listing Price	\$97,000		\$48,900	\$145,000	\$277,000	\$188,750



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

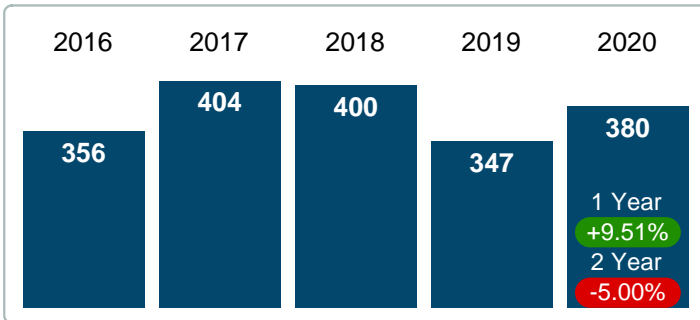


November 2020

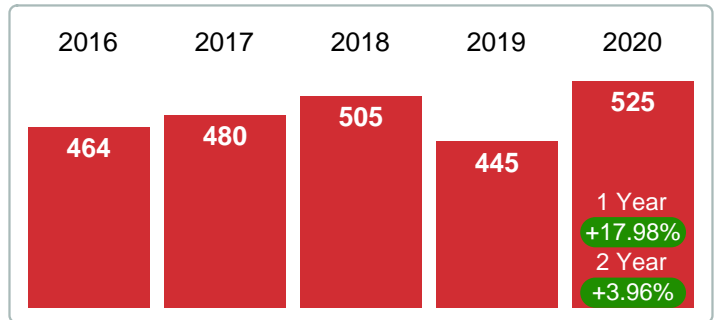
ACTIVE INVENTORY

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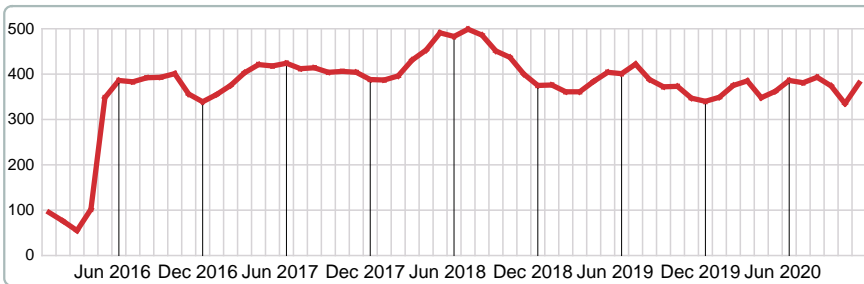
END OF NOVEMBER



ACTIVE DURING NOVEMBER

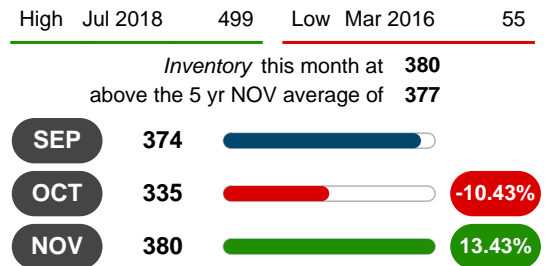


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 377



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	12	3.16%	92.5	11	0	0	1
\$10,001 - \$30,000	66	17.37%	20.0	64	0	2	0
\$30,001 - \$60,000	62	16.32%	64.0	51	10	1	0
\$60,001 - \$160,000	97	25.53%	58.0	44	48	5	0
\$160,001 - \$230,000	53	13.95%	46.0	31	17	4	1
\$230,001 - \$450,000	52	13.68%	55.5	20	17	10	5
\$450,001 and up	38	10.00%	77.0	27	3	5	3
Total Active Inventory by Units		380		248	95	27	10
Total Active Inventory by Volume		76,318,075	100%	45.63M	18.16M	7.28M	5.25M
Median Active Inventory Listing Price		\$104,500		\$59,500	\$124,900	\$235,500	\$325,000



November 2020

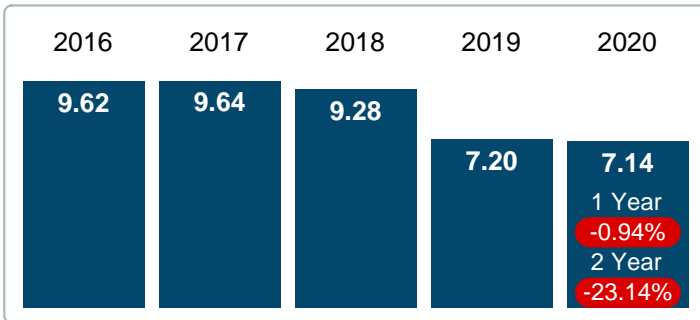
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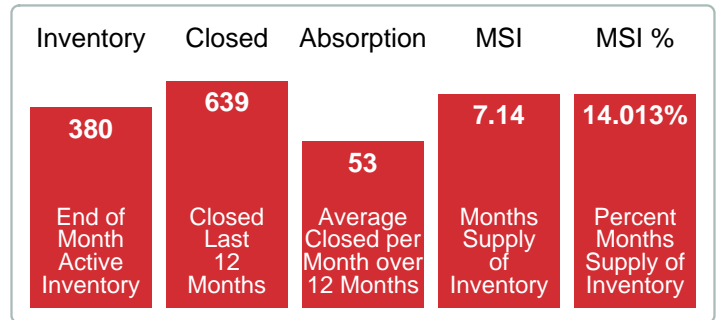
MONTHS SUPPLY of INVENTORY (MSI)

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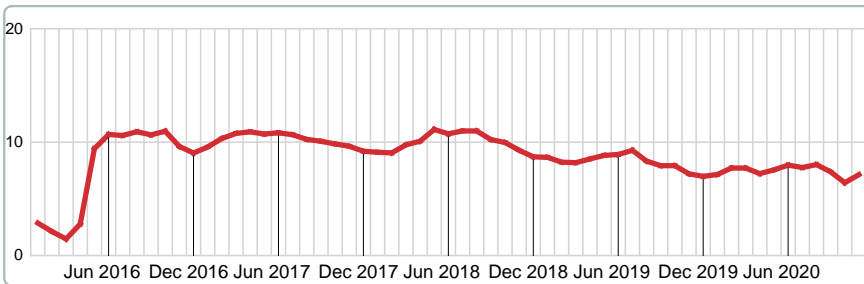
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8.58

High May 2018 11.12 Low Mar 2016 1.46

Months Supply this month at 7.14 below the 5 yr NOV average of 8.58



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	12	3.16%	24.00	44.00	0.00	0.00	12.00
\$10,001 - \$30,000	66	17.37%	21.41	24.00	0.00	24.00	0.00
\$30,001 - \$60,000	62	16.32%	8.36	13.02	3.43	2.00	0.00
\$60,001 - \$160,000	97	25.53%	4.41	9.26	3.22	2.40	0.00
\$160,001 - \$230,000	53	13.95%	5.30	46.50	2.65	1.55	3.00
\$230,001 - \$450,000	52	13.68%	5.72	16.00	3.92	3.33	10.00
\$450,001 and up	38	10.00%	32.57	108.00	9.00	15.00	12.00
Market Supply of Inventory (MSI)			7.14	18.04	3.23	3.15	6.67
Total Active Inventory by Units		100%	7.14	248	95	27	10

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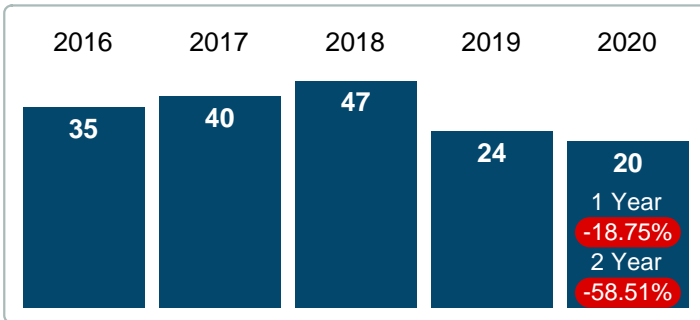
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



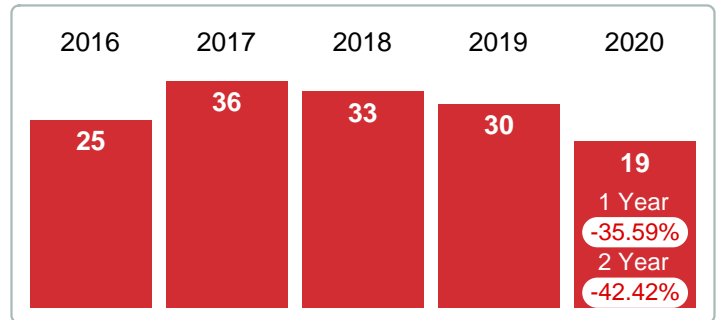
MEDIAN DAYS ON MARKET TO SALE

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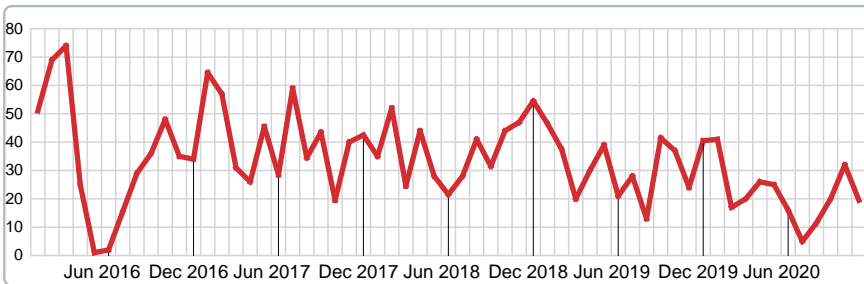
NOVEMBER



YEAR TO DATE (YTD)

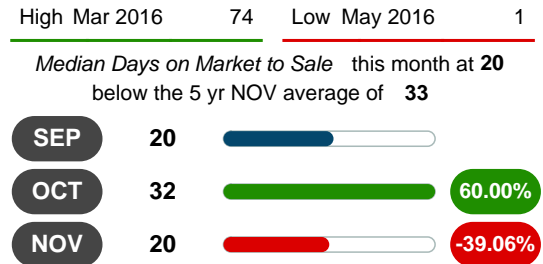


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33



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	6.90%	66	134	1	0	0
\$30,001 - \$60,000	15.52%	56	60	63	22	0
\$60,001 - \$90,000	13.79%	19	3	23	0	0
\$90,001 - \$140,000	24.14%	33	13	33	96	0
\$140,001 - \$200,000	15.52%	7	0	9	1	0
\$200,001 - \$280,000	13.79%	23	0	18	28	0
\$280,001 and up	10.34%	6	1	8	33	0
Median Closed DOM		20	56	14	22	0
Total Closed Units	100%	19.5	11	38	9	
Total Closed Volume		8,719,147	964.70K	5.77M	1.99M	0.00B

November 2020



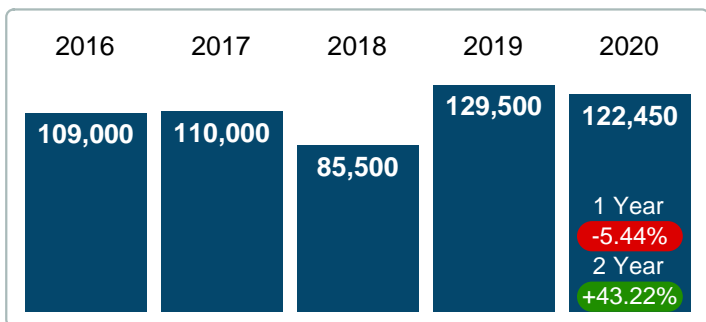
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



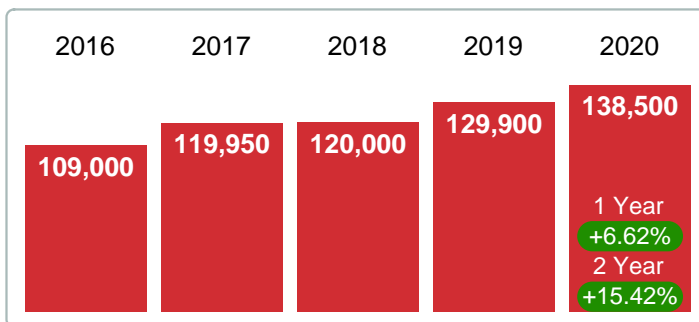
MEDIAN LIST PRICE AT CLOSING

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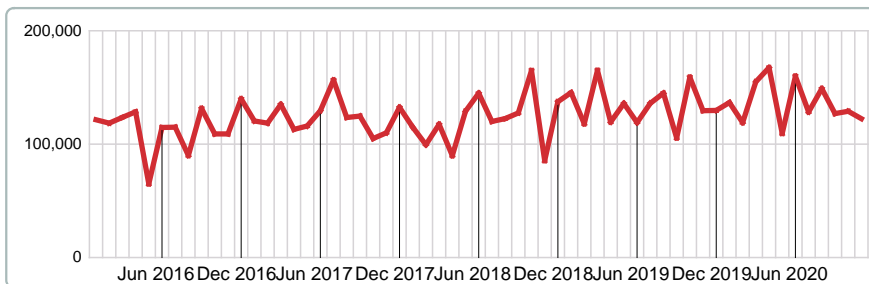
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 111,290

High Apr 2020 167,450 Low May 2016 65,000
 Median List Price at Closing this month at **122,450**
 above the 5 yr NOV average of **111,290**

SEP	126,950	1.61%
OCT	129,000	1.61%
NOV	122,450	-5.08%

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	6.90%	16,250	18,000	12,000	0	0
\$30,001 - \$60,000	12.07%	40,375	49,900	40,138	0	0
\$60,001 - \$90,000	13.79%	76,200	81,200	79,500	65,000	0
\$90,001 - \$140,000	29.31%	119,900	129,000	118,000	134,900	0
\$140,001 - \$200,000	12.07%	169,900	0	169,900	170,700	0
\$200,001 - \$280,000	15.52%	235,999	0	233,000	269,900	0
\$280,001 and up	10.34%	385,000	450,000	320,000	402,500	0
Median List Price		122,450	52,000	122,450	215,000	0
Total Closed Units	100%	122,450	11	38	9	
Total Closed Volume		9,055,124	1.01M	5.94M	2.11M	0.00B

November 2020



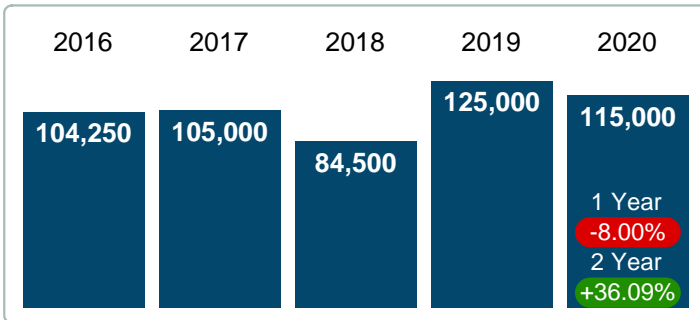
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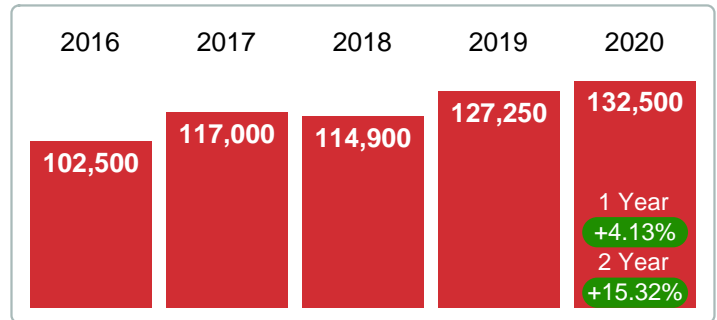
MEDIAN SOLD PRICE AT CLOSING

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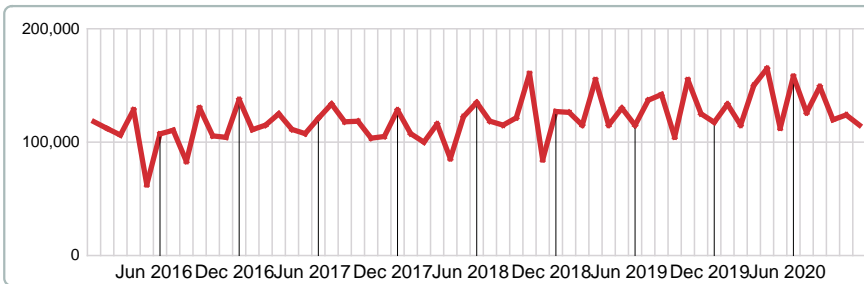
NOVEMBER



YEAR TO DATE (YTD)

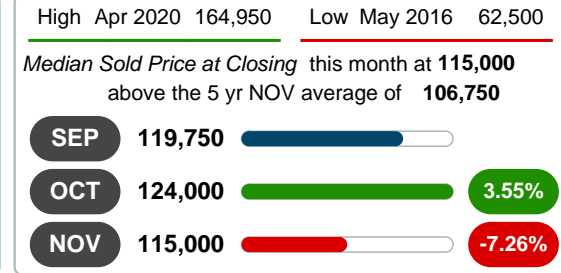


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106,750



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	6.90%	13,400	13,400	12,000	0	0
\$30,001 - \$60,000	15.52%	47,500	48,700	39,250	56,000	0
\$60,001 - \$90,000	13.79%	78,500	80,000	77,000	0	0
\$90,001 - \$140,000	24.14%	115,000	130,000	114,500	135,000	0
\$140,001 - \$200,000	15.52%	166,000	0	166,000	170,200	0
\$200,001 - \$280,000	13.79%	254,500	0	245,000	267,900	0
\$280,001 and up	10.34%	360,000	450,000	300,000	352,500	0
Median Sold Price		115,000	49,900	115,000	205,000	0
Total Closed Units	100%	115,000	11	38	9	0
Total Closed Volume		8,719,147	964.70K	5.77M	1.99M	0.00B

November 2020



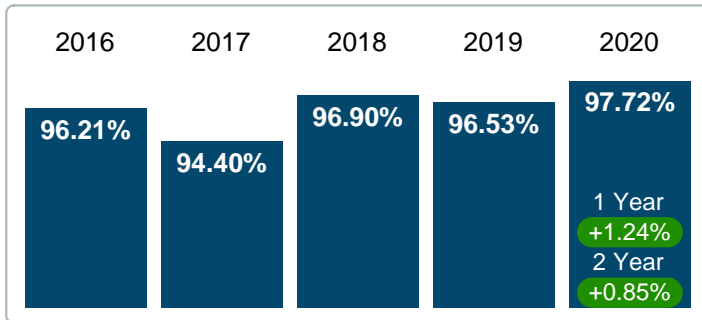
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



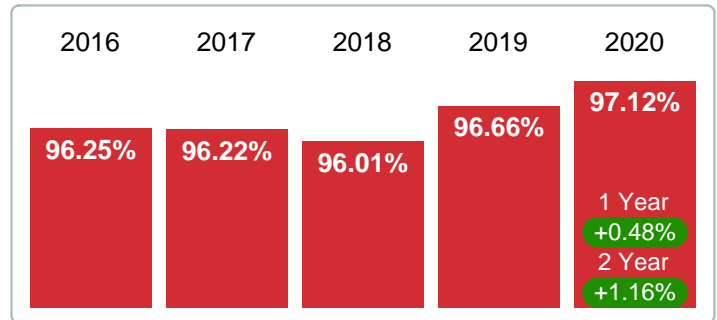
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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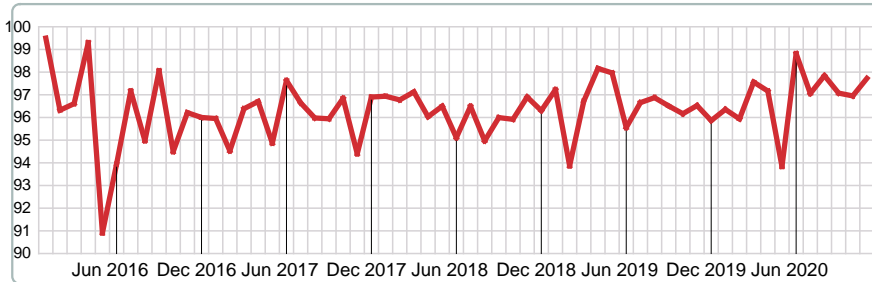
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

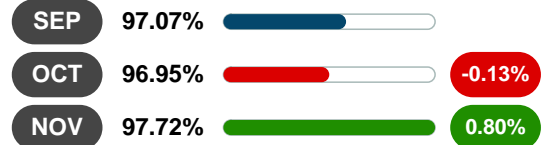


3 MONTHS

5 year NOV AVG = 96.35%

High Jan 2016 99.50% Low May 2016 90.91%

Median Sold/List Ratio this month at **97.72%**
above the 5 yr NOV average of **96.35%**



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	<div style="width: 6.9%;"></div> 4	6.90%	88.15%	74.81%	100.00%	0.00%	0.00%	
\$30,001 - \$60,000	<div style="width: 15.52%;"></div> 9	15.52%	93.33%	92.34%	97.79%	86.15%	0.00%	
\$60,001 - \$90,000	<div style="width: 13.79%;"></div> 8	13.79%	94.42%	88.99%	96.86%	0.00%	0.00%	
\$90,001 - \$140,000	<div style="width: 24.14%;"></div> 14	24.14%	98.02%	100.78%	96.29%	100.07%	0.00%	
\$140,001 - \$200,000	<div style="width: 15.52%;"></div> 9	15.52%	100.00%	0.00%	100.00%	99.69%	0.00%	
\$200,001 - \$280,000	<div style="width: 13.79%;"></div> 8	13.79%	98.31%	0.00%	97.47%	99.26%	0.00%	
\$280,001 and up	<div style="width: 10.34%;"></div> 6	10.34%	100.00%	100.00%	100.00%	90.38%	0.00%	
Median Sold/List Ratio		97.72%		91.35%	97.79%	99.38%	0.00%	
Total Closed Units		58	100%	97.72%	11	38	9	
Total Closed Volume		8,719,147			964.70K	5.77M	1.99M	0.00B

November 2020



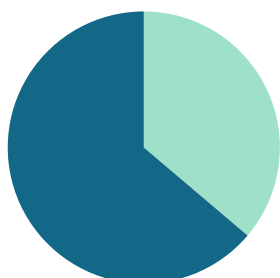
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Dec 11, 2020 for MLS Technology Inc.

INVENTORY

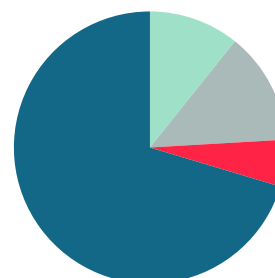


Inventory
 New Listings
190 = 36.19%
 Start Inventory
335
 Total Inventory Units
525
 Volume
\$97,435,149

Market Activity

Closed Sales
58 = 10.74%
 Pending Sales
72 = 13.33%
 Other Off Market
30 = 5.56%
 Active Inventory
380 = 70.37%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	45	58	28.89%	538	593	10.22%
Pending Sales	45	72	60.00%	561	683	21.75%
New Listings	72	190	163.89%	1,066	1,190	11.63%
Median List Price	129,500	122,450	-5.44%	129,900	138,500	6.62%
Median Sale Price	125,000	115,000	-8.00%	127,250	132,500	4.13%
Median Percent of Selling Price to List Price	96.53%	97.72%	1.24%	96.66%	97.12%	0.48%
Median Days on Market to Sale	24.00	19.50	-18.75%	29.50	19.00	-35.59%
Monthly Inventory	347	380	9.51%	347	380	9.51%
Months Supply of Inventory	7.20	7.14	-0.94%	7.20	7.14	-0.94%

Absorption: Last 12 months, an Average of **53** Sales/Month

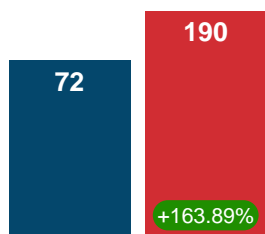
Inventory on November 30, 2020 = **380**

2019 **2020**

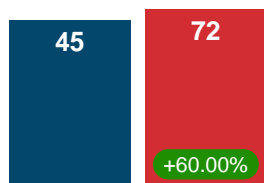
NOVEMBER MARKET

MEDIAN PRICES

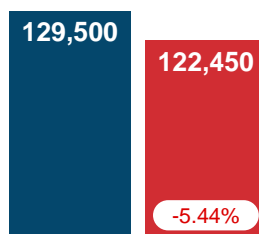
New Listings



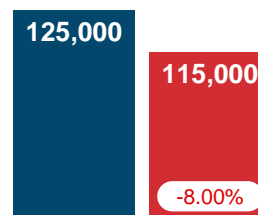
Pending Listings



List Price



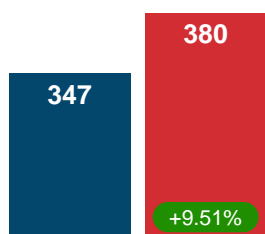
Sale Price



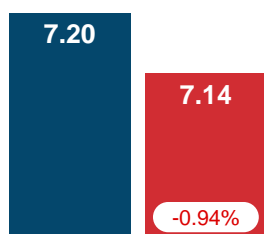
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

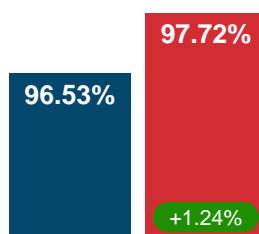
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

