



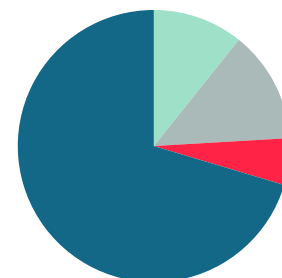
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## 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%
Average List Price	156,498	156,123	-0.24%
Average Sale Price	150,329	150,330	0.00%
Average Percent of Selling Price to List Price	94.99%	95.37%	0.39%
Average Days on Market to Sale	44.09	36.02	-18.31%
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.

#### 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 **0.00%** in November 2020 to \$150,330 versus the previous year at \$150,329.

#### Average Days on Market Shortens

The average number of **36.02** days that homes spent on the market before selling decreased by 8.07 days or **18.31%** in November 2020 compared to last year's same month at **44.09** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Average Prices going up 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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



# November 2020

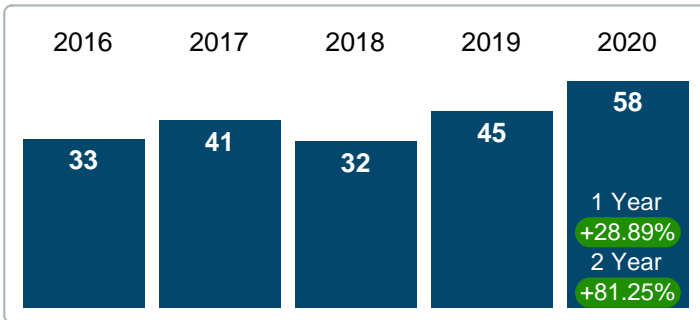
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



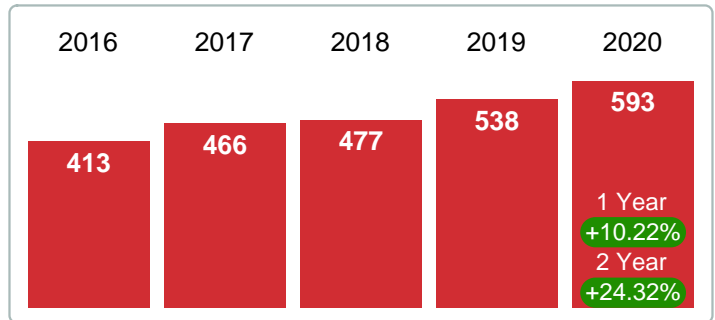
## CLOSED LISTINGS

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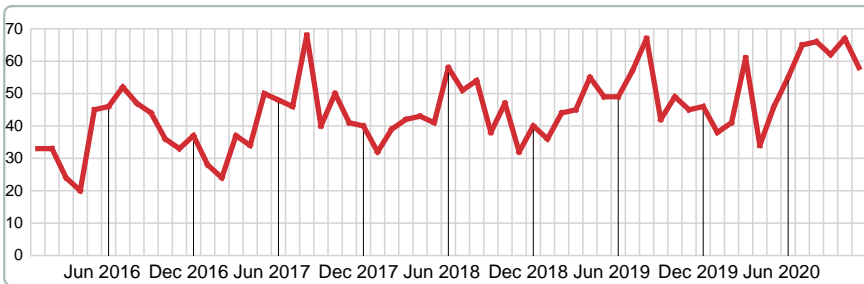
### NOVEMBER



### YEAR TO DATE (YTD)

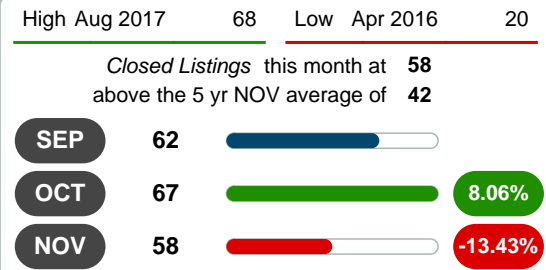


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 42



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	6.90%	67.3	2	2	0	0
\$25,001 - \$50,000	7	12.07%	64.6	5	2	0	0
\$50,001 - \$75,000	5	8.62%	45.2	1	3	1	0
\$75,001 - \$125,000	15	25.86%	34.3	1	14	0	0
\$125,001 - \$200,000	13	22.41%	18.2	1	9	3	0
\$200,001 - \$275,000	7	12.07%	31.1	0	5	2	0
\$275,001 and up	7	12.07%	24.6	1	3	3	0
<b>Total Closed Units</b>	<b>58</b>			<b>11</b>	<b>38</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,719,147</b>	<b>100%</b>	<b>36.0</b>	<b>964.70K</b>	<b>5.77M</b>	<b>1.99M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$150,330</b>			<b>\$87,700</b>	<b>\$151,767</b>	<b>\$220,811</b>	<b>\$0</b>

# November 2020



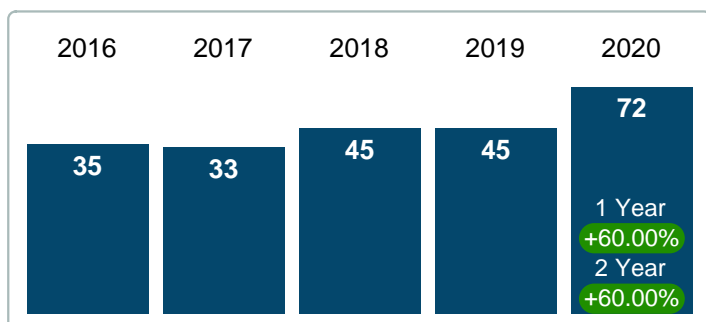
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



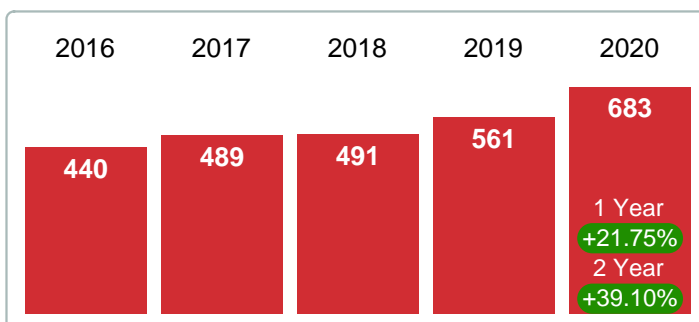
## PENDING LISTINGS

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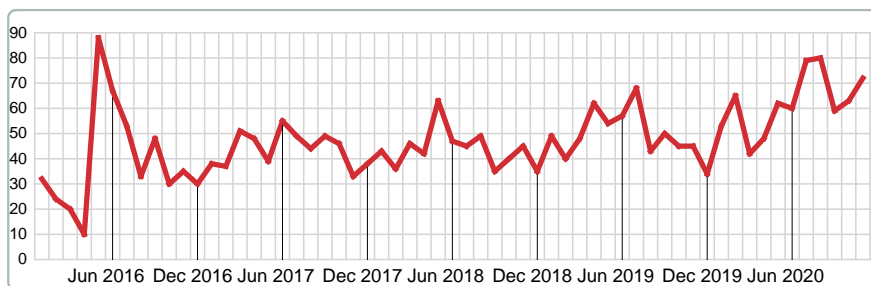
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

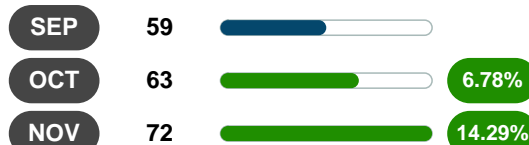


### 3 MONTHS

5 year NOV AVG = 46

High May 2016 88 Low Apr 2016 10

Pending Listings this month at **72**  
above the 5 yr NOV average of **46**



### 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	4	5.56%	4.5	3	1	0	0
\$25,001 - \$50,000	5	6.94%	28.6	3	1	0	1
\$50,001 - \$100,000	17	23.61%	29.5	7	10	0	0
\$100,001 - \$175,000	20	27.78%	8.1	4	13	1	2
\$175,001 - \$225,000	9	12.50%	42.4	0	7	1	1
\$225,001 - \$325,000	10	13.89%	33.6	5	2	2	1
\$325,001 and up	7	9.72%	32.7	3	2	1	1
<b>Total Pending Units</b>	<b>72</b>			<b>25</b>	<b>36</b>	<b>5</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>13,101,100</b>	<b>100%</b>	<b>7.0</b>	<b>3.82M</b>	<b>5.42M</b>	<b>1.41M</b>	<b>2.46M</b>
<b>Average Listing Price</b>	<b>\$219,833</b>			<b>\$152,660</b>	<b>\$150,456</b>	<b>\$281,180</b>	<b>\$410,383</b>



# November 2020

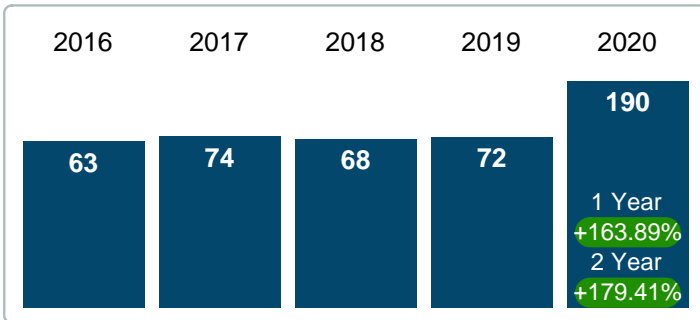
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



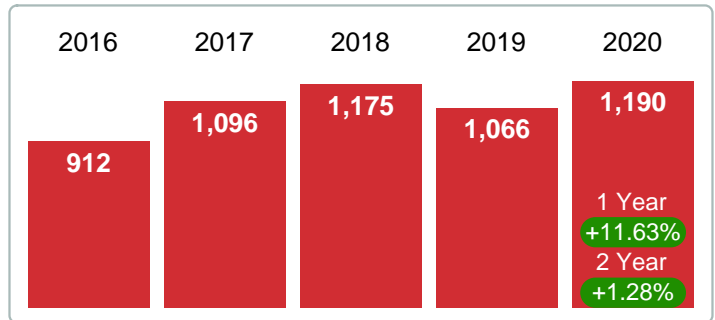
## NEW LISTINGS

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

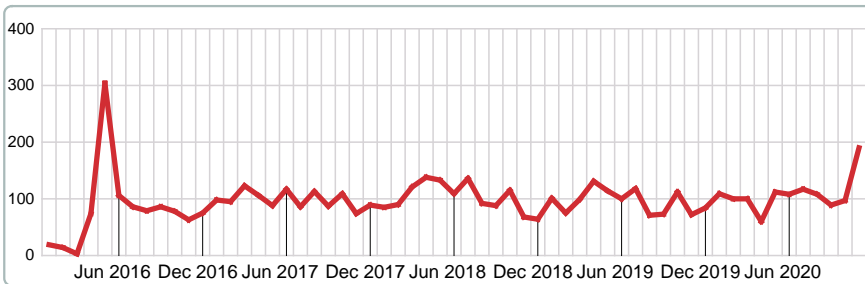
### NOVEMBER



### YEAR TO DATE (YTD)

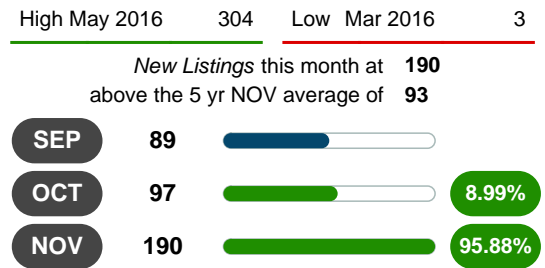


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 93



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	40	21.05%	39	1	0	0
\$25,001-\$50,000	27	14.21%	24	2	0	1
\$50,001-\$125,000	39	20.53%	19	20	0	0
\$125,001-\$200,000	39	20.53%	15	19	2	3
\$200,001-\$325,000	25	13.16%	9	11	4	1
\$325,001 and up	20	10.53%	13	4	2	1
<b>Total New Listed Units</b>	<b>190</b>		<b>119</b>	<b>57</b>	<b>8</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>34,357,225</b>	<b>100%</b>	<b>21.37M</b>	<b>9.36M</b>	<b>2.37M</b>	<b>1.25M</b>
<b>Average New Listed Listing Price</b>	<b>\$182,056</b>		<b>\$179,614</b>	<b>\$164,282</b>	<b>\$296,469</b>	<b>\$207,883</b>



# November 2020

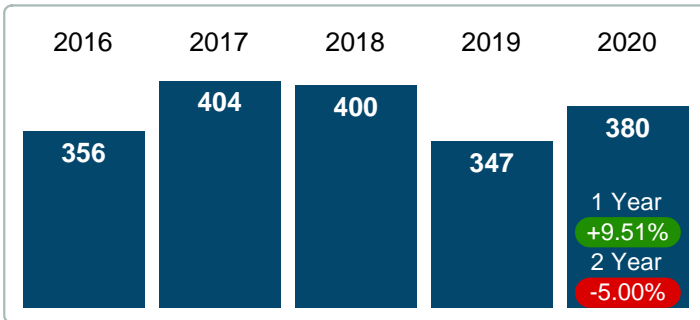
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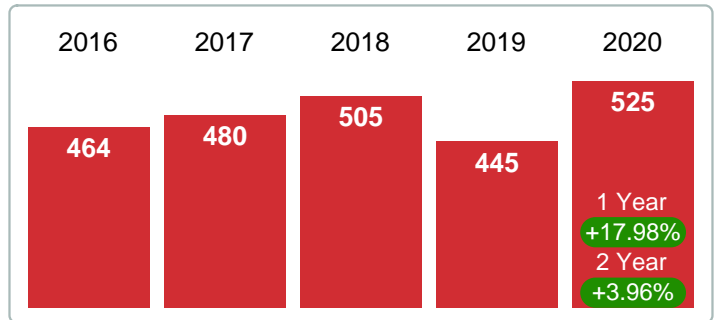
## ACTIVE INVENTORY

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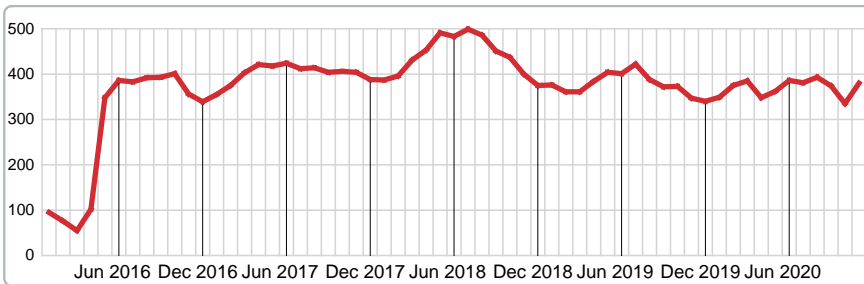
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

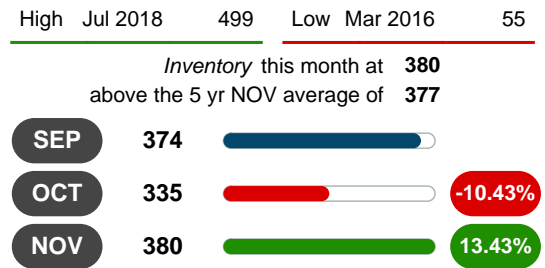


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 377



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	67	17.63%	70.1	66	0	0	1
\$25,001-\$50,000	59	15.53%	73.8	51	6	2	0
\$50,001-\$150,000	102	26.84%	72.8	46	52	4	0
\$150,001-\$225,000	53	13.95%	81.2	34	14	4	1
\$225,001-\$450,000	61	16.05%	65.3	24	20	12	5
\$450,001 and up	38	10.00%	75.7	27	3	5	3
Total Active Inventory by Units			380	248	95	27	10
Total Active Inventory by Volume			76,318,075	45.63M	18.16M	7.28M	5.25M
Average Active Inventory Listing Price			\$200,837	\$183,976	\$191,206	\$269,594	\$524,838

# November 2020



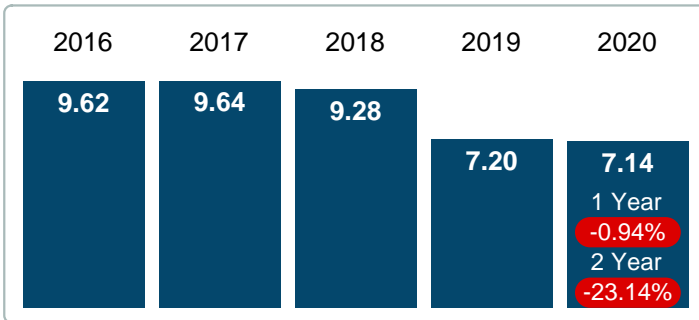
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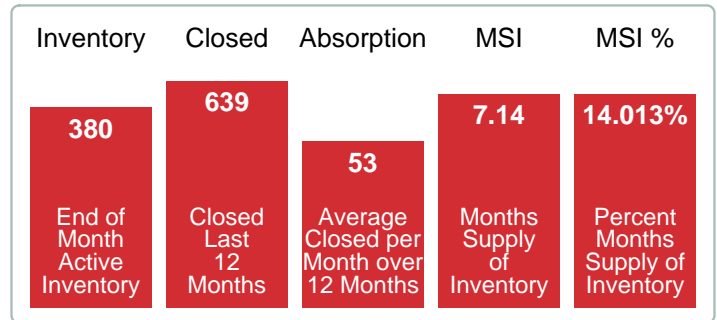
## MONTHS SUPPLY of INVENTORY (MSI)

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

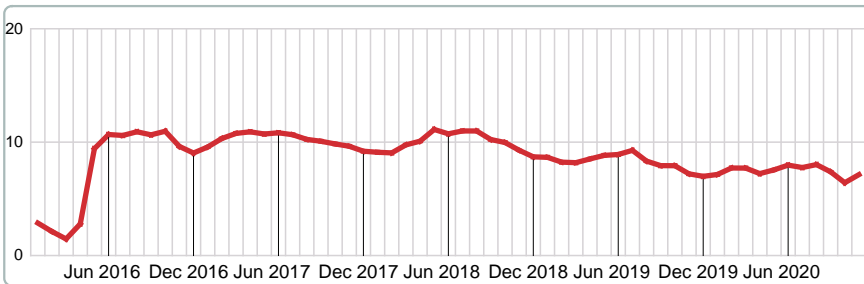
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

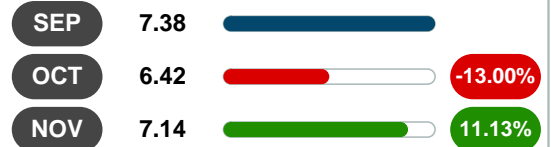


### 3 MONTHS

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



# November 2020

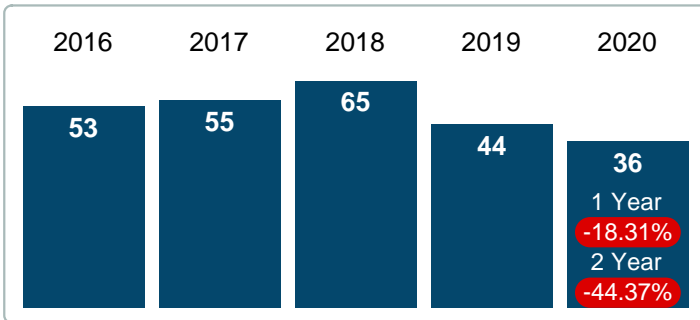
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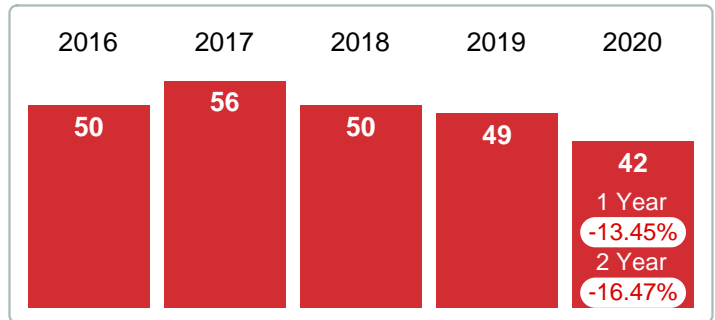
## AVERAGE DAYS ON MARKET TO SALE

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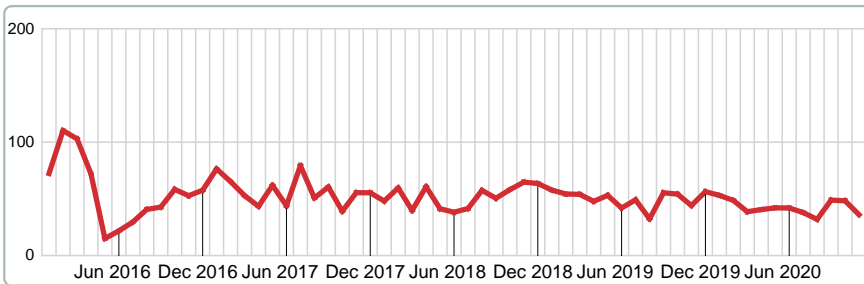
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

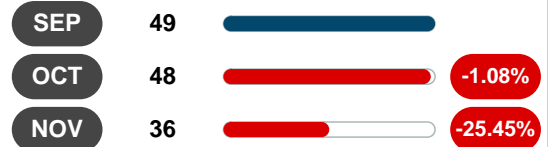


### 3 MONTHS

5 year NOV AVG = 51

High Feb 2016 110 Low May 2016 15

Average Days on Market to Sale this month at 36 below the 5 yr NOV average of 51



### 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	6.90%	67	134	1	0	0
\$25,001 - \$50,000	12.07%	65	65	63	0	0
\$50,001 - \$75,000	8.62%	45	64	47	22	0
\$75,001 - \$125,000	25.86%	34	3	37	0	0
\$125,001 - \$200,000	22.41%	18	13	14	33	0
\$200,001 - \$275,000	12.07%	31	0	31	32	0
\$275,001 and up	12.07%	25	1	35	22	0
<b>Average Closed DOM</b>		<b>36</b>	<b>61</b>	<b>31</b>	<b>28</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>11</b>	<b>38</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,719,147</b>	<b>964.70K</b>	<b>5.77M</b>	<b>1.99M</b>	<b>0.00B</b>



# November 2020



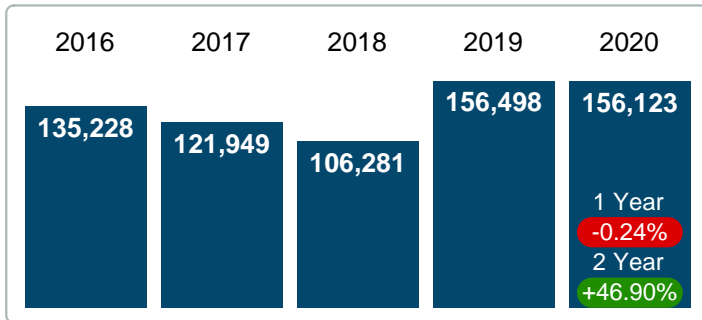
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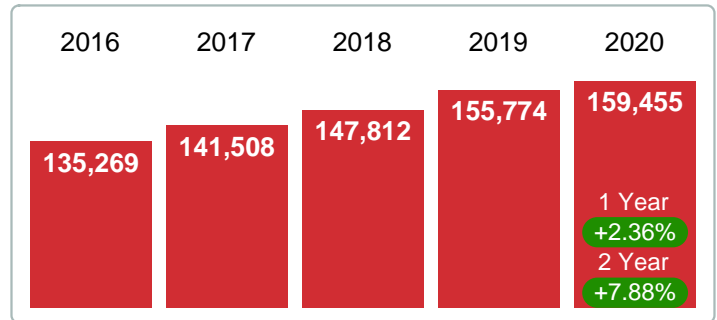
## AVERAGE LIST PRICE AT CLOSING

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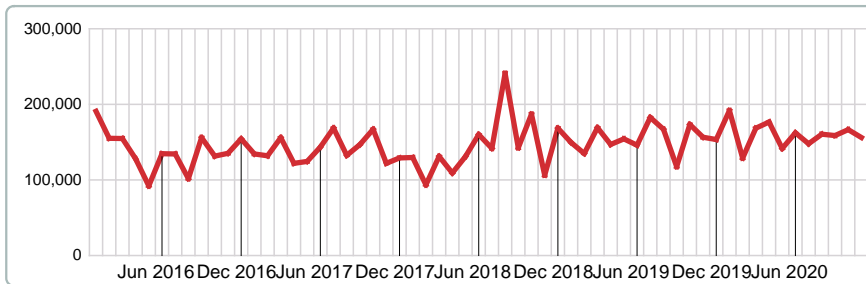
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

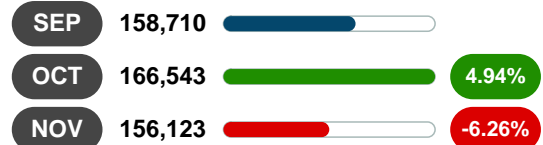


### 3 MONTHS

5 year NOV AVG = 135,216

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

Average List Price at Closing this month at **156,123**  
above the 5 yr NOV average of **135,216**



### 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	6.90%	15,000	18,000	12,000	0	0
\$25,001 - \$50,000	8.62%	41,535	46,880	40,138	0	0
\$50,001 - \$75,000	10.34%	64,217	72,500	73,567	65,000	0
\$75,001 - \$125,000	25.86%	103,597	89,900	108,082	0	0
\$125,001 - \$200,000	22.41%	152,869	129,000	163,667	158,767	0
\$200,001 - \$275,000	12.07%	236,843	0	246,000	242,450	0
\$275,001 and up	13.79%	400,375	450,000	464,667	360,667	0
<b>Average List Price</b>		<b>156,123</b>	<b>91,982</b>	<b>156,187</b>	<b>234,244</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,123</b>	<b>11</b>	<b>38</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,055,124</b>	<b>1.01M</b>	<b>5.94M</b>	<b>2.11M</b>	<b>0.00B</b>



# November 2020



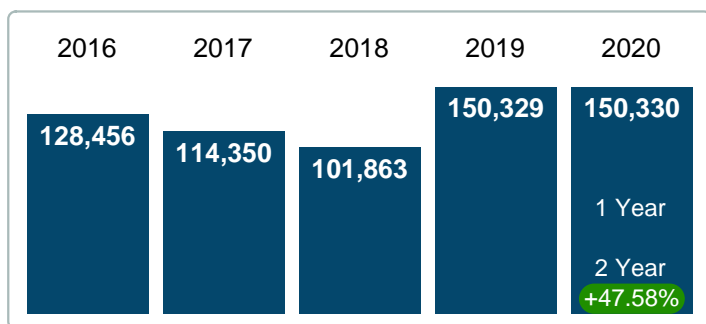
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



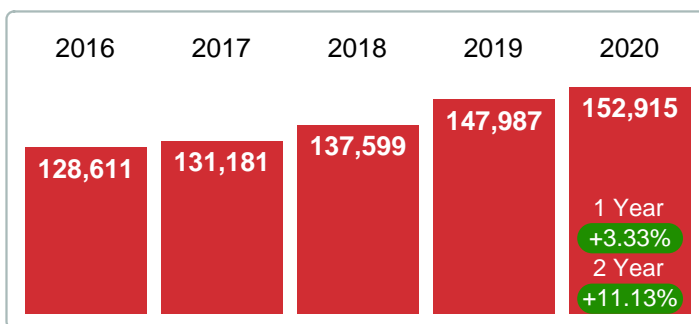
## AVERAGE SOLD PRICE AT CLOSING

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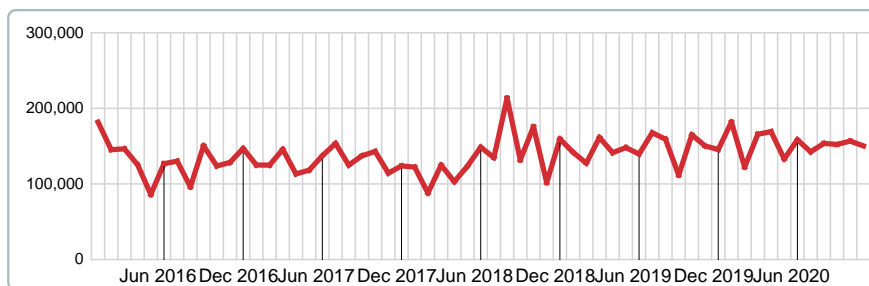
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 129,066

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

Average Sold Price at Closing this month at **150,330**  
above the 5 yr NOV average of **129,066**

- SEP 152,281
- OCT 156,677 +2.89%
- NOV 150,330 -4.05%

### 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 <span>4</span>	6.90%	12,700	13,400	12,000	0	0
\$25,001 \$50,000 <span>7</span>	12.07%	42,700	44,080	39,250	0	0
\$50,001 \$75,000 <span>5</span>	8.62%	65,980	57,500	72,133	56,000	0
\$75,001 \$125,000 <span>15</span>	25.86%	100,660	80,000	102,136	0	0
\$125,001 \$200,000 <span>13</span>	22.41%	156,523	130,000	158,822	158,467	0
\$200,001 \$275,000 <span>7</span>	12.07%	241,264	0	243,190	236,450	0
\$275,001 and up <span>7</span>	12.07%	400,857	450,000	457,667	327,667	0
Average Sold Price		150,330	87,700	151,767	220,811	0
Total Closed Units	100%	150,330	11	38	9	
Total Closed Volume		8,719,147	964.70K	5.77M	1.99M	0.00B

# November 2020



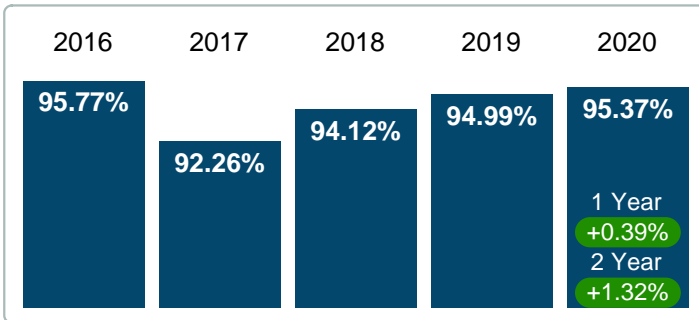
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



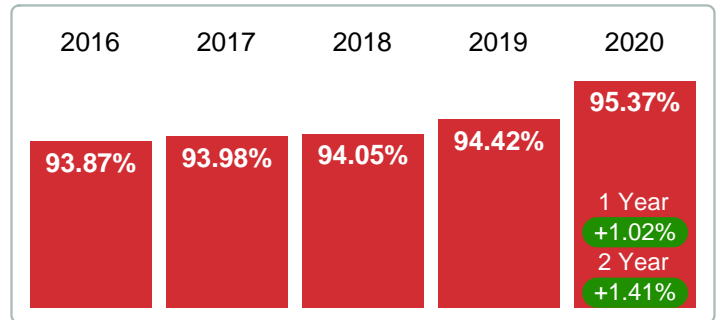
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

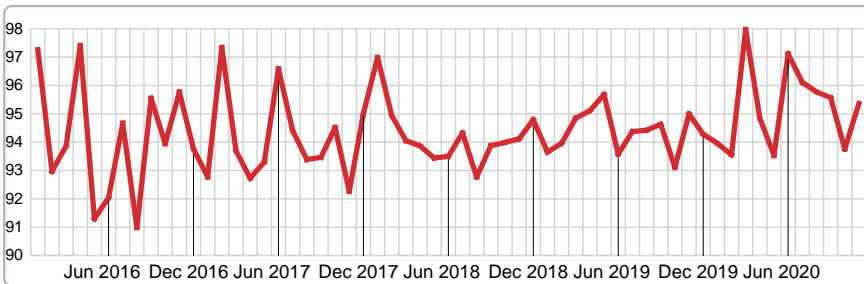
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

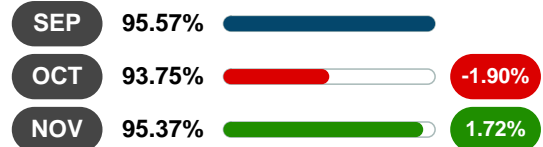


### 3 MONTHS

5 year NOV AVG = 94.50%

High Mar 2020 97.97% Low Aug 2016 90.99%

Average Sold/List Ratio this month at **95.37%**  
equal to 5 yr NOV average of **94.50%**



### 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	4	6.90%	87.41%	74.81%	100.00%	0.00%	0.00%
\$25,001 - \$50,000	7	12.07%	95.17%	94.12%	97.79%	0.00%	0.00%
\$50,001 - \$75,000	5	8.62%	92.07%	79.31%	98.29%	86.15%	0.00%
\$75,001 - \$125,000	15	25.86%	94.36%	88.99%	94.74%	0.00%	0.00%
\$125,001 - \$200,000	13	22.41%	98.13%	100.78%	97.27%	99.82%	0.00%
\$200,001 - \$275,000	7	12.07%	98.50%	0.00%	98.98%	97.30%	0.00%
\$275,001 and up	7	12.07%	96.37%	100.00%	97.82%	93.71%	0.00%
Average Sold/List Ratio		95.40%		89.94%	96.86%	95.71%	0.00%
Total Closed Units		58	100%	11	38	9	
Total Closed Volume		8,719,147		964.70K	5.77M	1.99M	0.00B



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

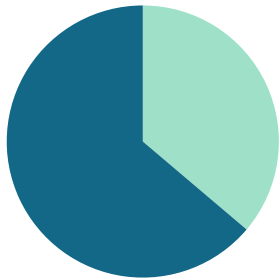


# November 2020

## MARKET SUMMARY

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

### INVENTORY

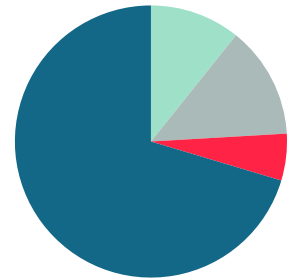


**Inventory**  
 New Listings  
**190 = 36.19%**  
 Start Inventory  
**335**  
 Total Inventory Units  
**525**  
 Volume  
**\$97,435,149**

### 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%
Average List Price	156,498	156,123	-0.24%	155,774	159,455	2.36%
Average Sale Price	150,329	150,330	0.00%	147,987	152,915	3.33%
Average Percent of Selling Price to List Price	94.99%	95.37%	0.39%	94.42%	95.37%	1.02%
Average Days on Market to Sale	44.09	36.02	-18.31%	48.53	42.00	-13.45%
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

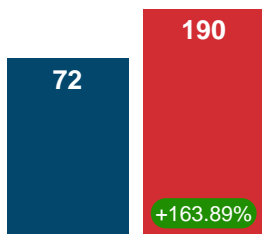
**Inventory** on November 30, 2020 = **380**

**2019** **2020**

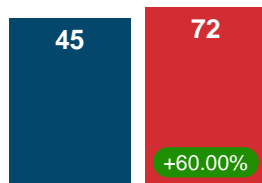
### NOVEMBER MARKET

### AVERAGE PRICES

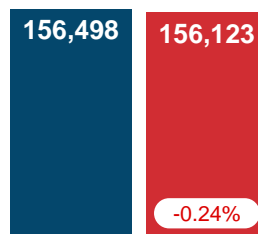
#### New Listings



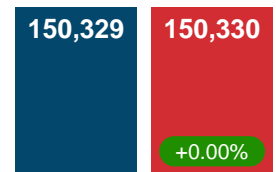
#### Pending Listings



#### List Price



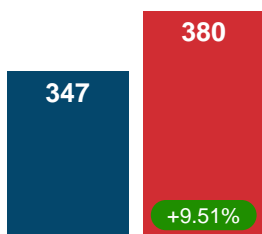
#### Sale Price



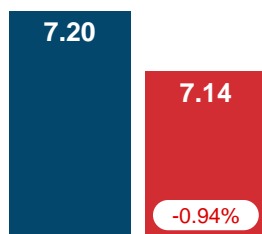
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

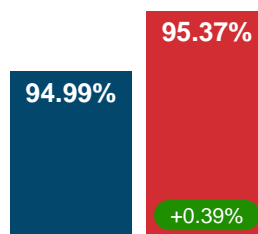
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

