

## February 2021



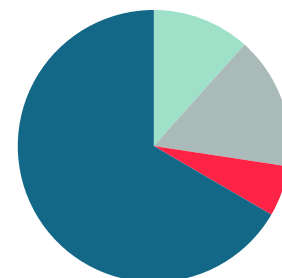
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	49	58	18.37%
Pending Listings	71	79	11.27%
New Listings	110	78	-29.09%
Median List Price	119,900	151,950	26.73%
Median Sale Price	115,000	140,000	21.74%
Median Percent of Selling Price to List Price	95.94%	97.23%	1.35%
Median Days on Market to Sale	29.00	11.00	-62.07%
End of Month Inventory	445	333	-25.17%
Months Supply of Inventory	7.25	4.68	-35.42%



■ Closed (11.60%)  
■ Pending (15.80%)  
■ Other OffMarket (6.00%)  
■ Active (66.60%)

**Absorption:** Last 12 months, an Average of **71** Sales/Month  
**Active Inventory** as of February 28, 2021 = **333**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **25.17%** to 333 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **4.68** 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 **21.74%** in February 2021 to \$140,000 versus the previous year at \$115,000.

##### Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 18.00 days or **62.07%** in February 2021 compared to last year's same month at **29.00** DOM.

##### Sales Success for February 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 78 New Listings in February 2021, down **29.09%** from last year at 110. Furthermore, there were 58 Closed Listings this month versus last year at 49, a **18.37%** increase.

Closed versus Listed trends yielded a **74.4%** ratio, up from previous year's, February 2020, at **44.5%**, a **66.93%** upswing. This will certainly create pressure on a decreasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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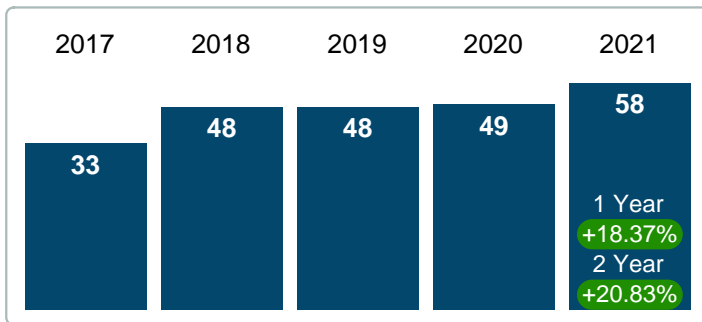
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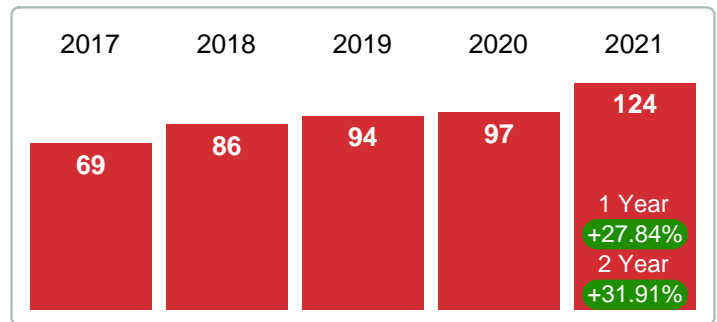
## CLOSED LISTINGS

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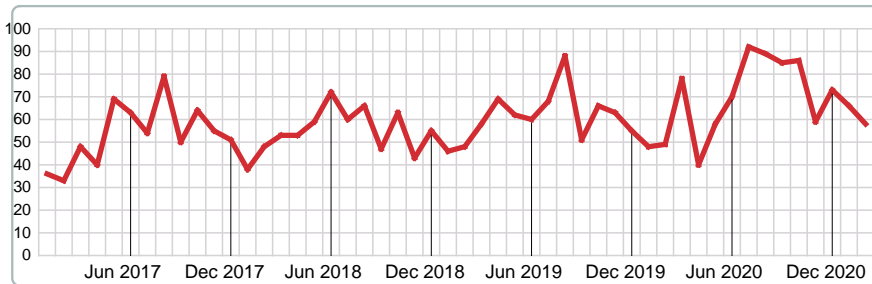
### FEBRUARY



### YEAR TO DATE (YTD)

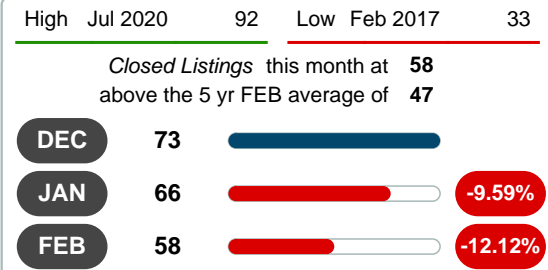


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB 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	4	6.90%	33.0	3	1	0	0
\$30,001 - \$60,000	8	13.79%	11.0	3	4	0	1
\$60,001 - \$100,000	8	13.79%	29.5	4	3	1	0
\$100,001 - \$160,000	16	27.59%	18.5	4	8	3	1
\$160,001 - \$240,000	8	13.79%	17.0	0	7	1	0
\$240,001 - \$340,000	9	15.52%	5.0	0	3	4	2
\$340,001 and up	5	8.62%	3.0	3	1	1	0
<b>Total Closed Units</b>	<b>58</b>			<b>17</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>10,555,950</b>	<b>100%</b>	<b>11.0</b>	<b>2.91M</b>	<b>4.12M</b>	<b>2.71M</b>	<b>804.90K</b>
<b>Median Closed Price</b>	<b>\$140,000</b>			<b>\$80,000</b>	<b>\$135,000</b>	<b>\$254,000</b>	<b>\$217,500</b>

# February 2021



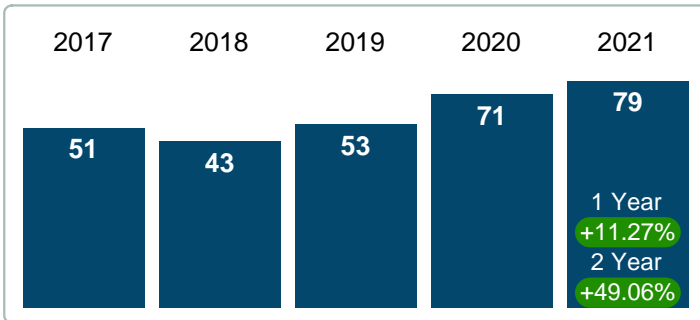
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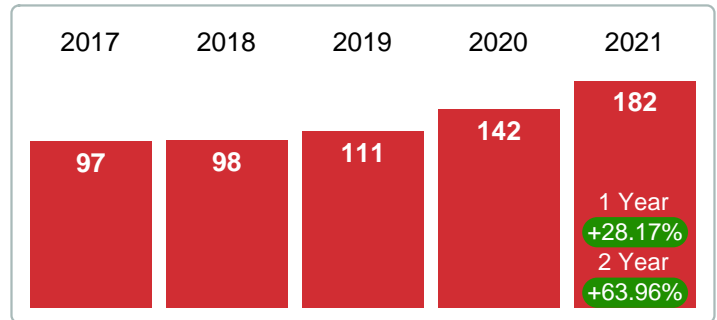
## PENDING LISTINGS

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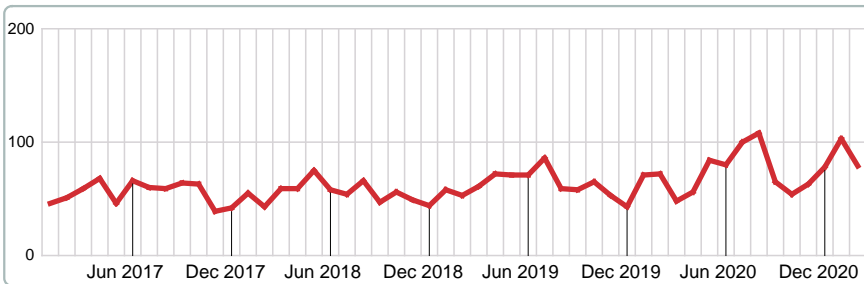
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 59

High Aug 2020 108 Low Nov 2017 39

Pending Listings this month at **79**  
above the 5 yr FEB average of **59**



### 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	7	8.86%	6.0	5	2	0	0
\$40,001 - \$70,000	10	12.66%	16.0	7	3	0	0
\$70,001 - \$100,000	10	12.66%	53.5	5	5	0	0
\$100,001 - \$170,000	23	29.11%	30.0	2	17	3	1
\$170,001 - \$230,000	11	13.92%	14.0	1	7	3	0
\$230,001 - \$290,000	7	8.86%	14.0	1	1	3	2
\$290,001 and up	11	13.92%	148.0	5	5	0	1
<b>Total Pending Units</b>	<b>79</b>			<b>26</b>	<b>40</b>	<b>9</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>15,517,800</b>	<b>100%</b>	<b>28.0</b>	<b>5.87M</b>	<b>6.55M</b>	<b>1.93M</b>	<b>1.17M</b>
<b>Median Listing Price</b>	<b>\$135,000</b>			<b>\$80,500</b>	<b>\$126,250</b>	<b>\$224,000</b>	<b>\$269,250</b>

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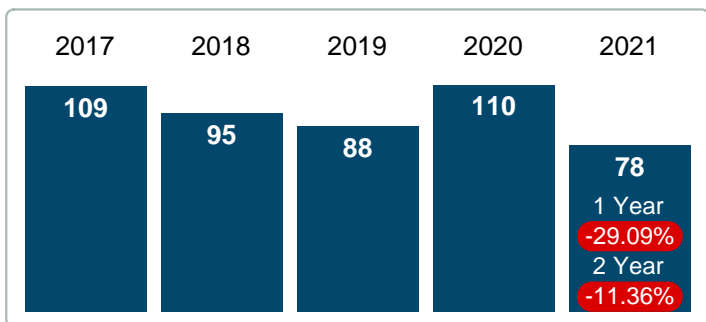
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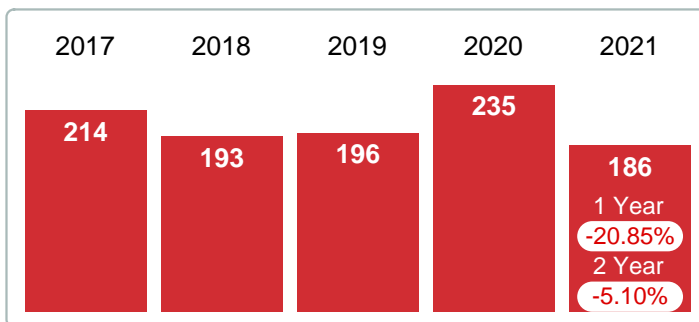
## NEW LISTINGS

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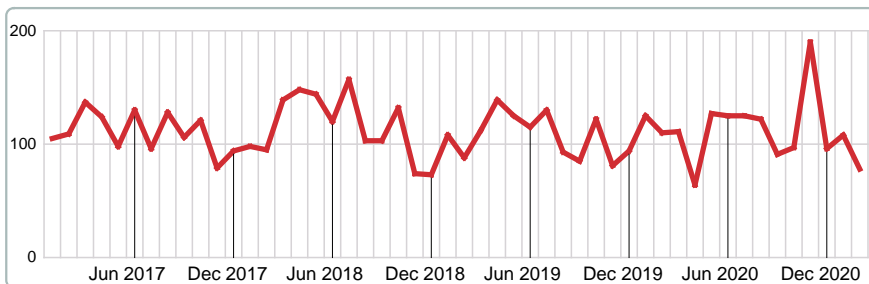
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 96

High Nov 2020 190 Low Apr 2020 64

New Listings this month at **78**  
below the 5 yr FEB average of **96**



### 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	4	5.13%	4	0	0	0
\$25,001 - \$50,000	9	11.54%	6	3	0	0
\$50,001 - \$125,000	15	19.23%	7	8	0	0
\$125,001 - \$225,000	19	24.36%	4	15	0	0
\$225,001 - \$300,000	12	15.38%	5	2	4	1
\$300,001 - \$750,000	11	14.10%	7	1	3	0
\$750,001 and up	8	10.26%	5	1	2	0
<b>Total New Listed Units</b>	<b>78</b>		<b>38</b>	<b>30</b>	<b>9</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>23,264,572</b>	<b>100%</b>	<b>13.30M</b>	<b>5.72M</b>	<b>4.00M</b>	<b>249.50K</b>
<b>Median New Listed Listing Price</b>	<b>\$171,000</b>		<b>\$171,000</b>	<b>\$138,280</b>	<b>\$319,900</b>	<b>\$249,500</b>

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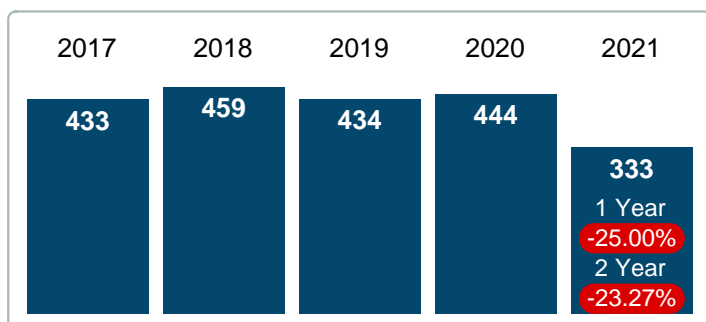
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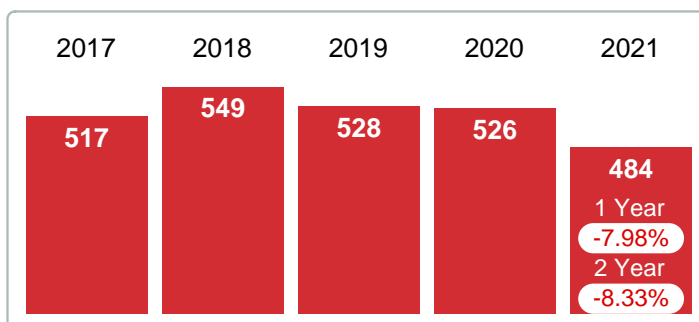
## ACTIVE INVENTORY

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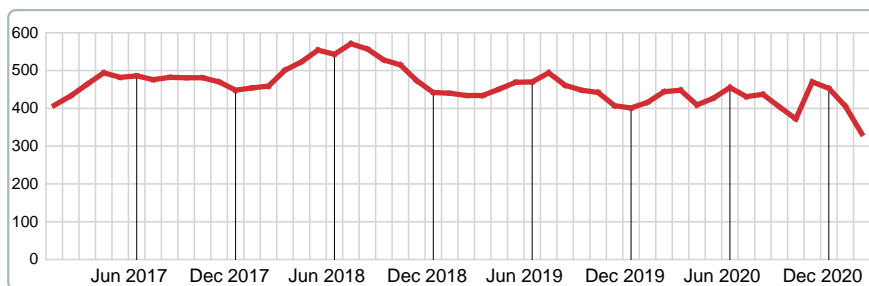
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

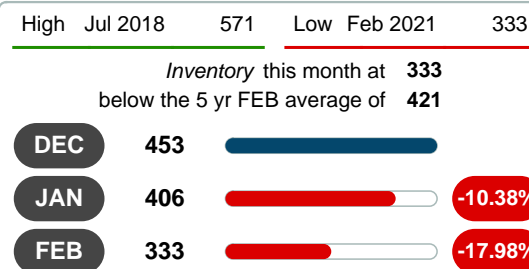


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 421



### 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	4	1.20%	193.0	4	0	0	0
\$10,001 - \$30,000	60	18.02%	108.0	58	0	2	0
\$30,001 - \$60,000	57	17.12%	88.0	47	9	1	0
\$60,001 - \$160,000	88	26.43%	90.5	39	45	3	1
\$160,001 - \$260,000	49	14.71%	98.0	28	12	8	1
\$260,001 - \$490,000	40	12.01%	105.5	28	6	4	2
\$490,001 and up	35	10.51%	74.0	23	4	6	2
Total Active Inventory by Units	333			227	76	24	6
Total Active Inventory by Volume	71,777,521	100%	103.0	44.62M	16.34M	8.09M	2.73M
Median Active Inventory Listing Price	\$116,000			\$68,500	\$126,250	\$234,250	\$293,750

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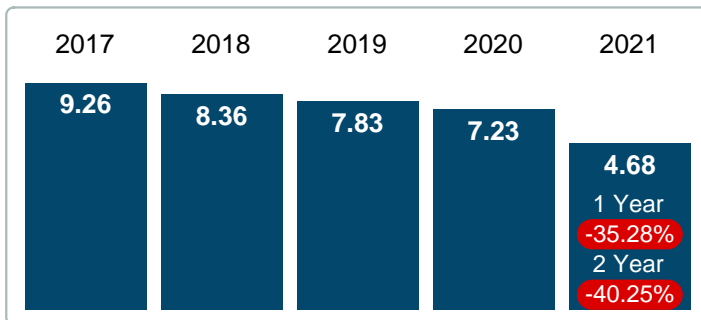
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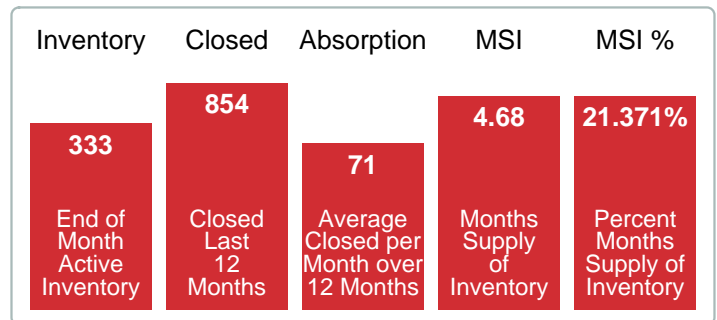
## MONTHS SUPPLY of INVENTORY (MSI)

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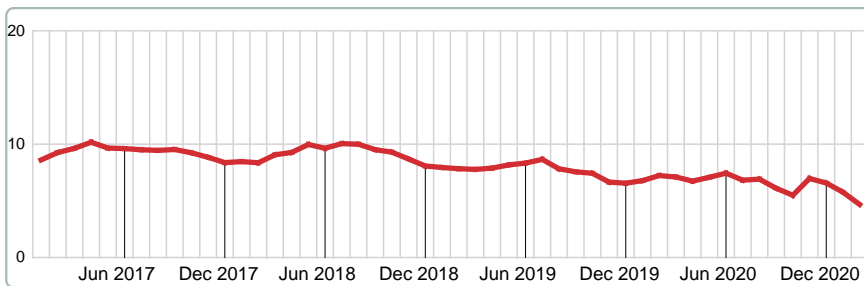
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

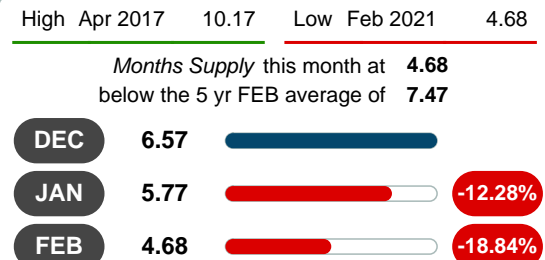


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 7.47



### 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	4	1.20%	2.53	3.20	0.00	0.00	0.00
\$10,001 - \$30,000	60	18.02%	13.58	15.47	0.00	24.00	0.00
\$30,001 - \$60,000	57	17.12%	6.11	9.10	2.63	1.71	0.00
\$60,001 - \$160,000	88	26.43%	3.15	5.44	2.51	1.20	3.00
\$160,001 - \$260,000	49	14.71%	2.71	15.27	1.09	1.71	1.71
\$260,001 - \$490,000	40	12.01%	4.80	17.68	1.60	1.60	4.00
\$490,001 and up	35	10.51%	23.33	46.00	9.60	18.00	8.00
Market Supply of Inventory (MSI)			4.68	10.68	2.04	2.25	3.00
Total Active Inventory by Units		100%	4.68	227	76	24	6

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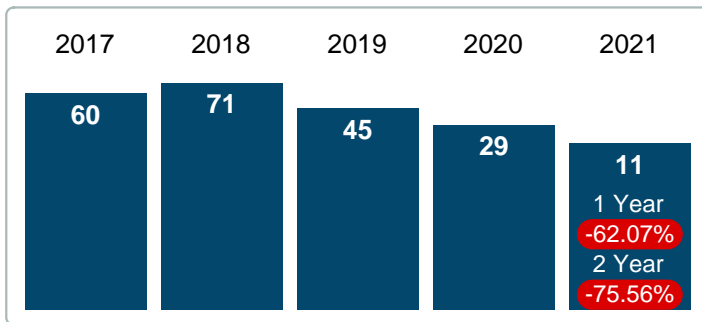
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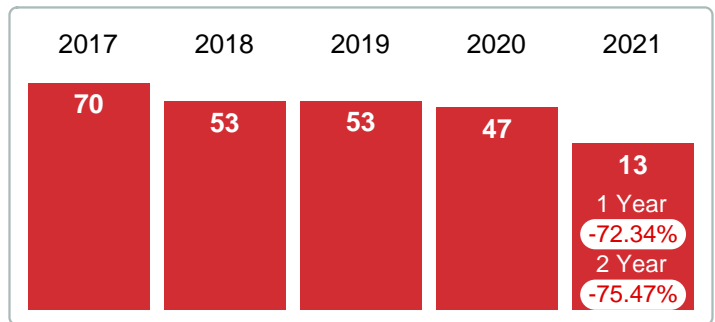
## MEDIAN DAYS ON MARKET TO SALE

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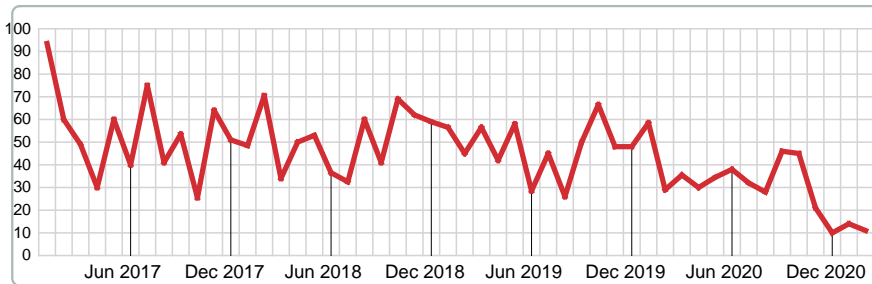
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

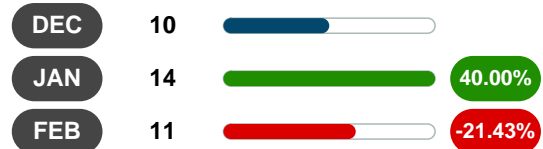


### 3 MONTHS

5 year FEB AVG = 43

High Jan 2017 94 Low Dec 2020 10

Median Days on Market to Sale this month at 11  
 below the 5 yr FEB average of 43



### 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%	33	1	78	0	0
\$30,001 - \$60,000	13.79%	11	21	7	0	1
\$60,001 - \$100,000	13.79%	30	41	20	16	0
\$100,001 - \$160,000	27.59%	19	114	5	9	57
\$160,001 - \$240,000	13.79%	17	0	9	79	0
\$240,001 - \$340,000	15.52%	5	0	5	3	87
\$340,001 and up	8.62%	3	3	8	1	0
<b>Median Closed DOM</b>		<b>11</b>	<b>39</b>	<b>8</b>	<b>9</b>	<b>45</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>11.0</b>	<b>17</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>			<b>2.91M</b>	<b>4.12M</b>	<b>2.71M</b>	<b>804.90K</b>

# February 2021



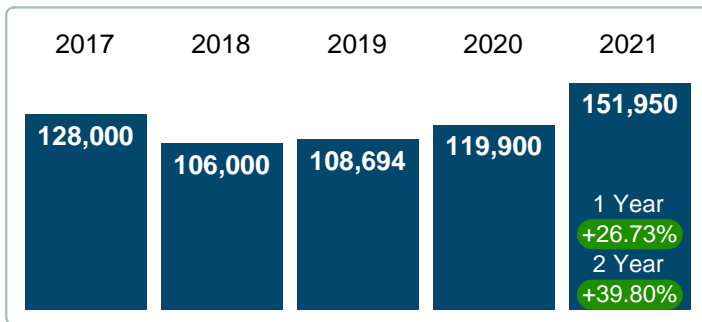
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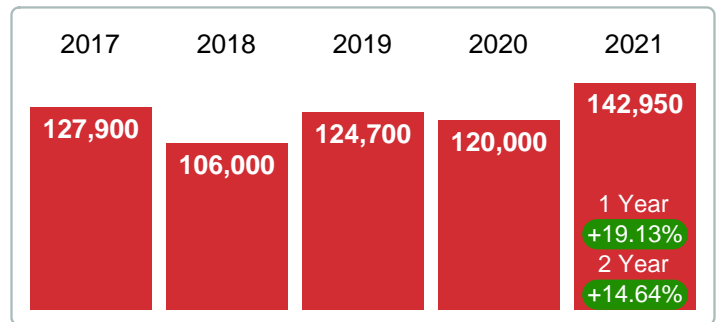
## MEDIAN LIST PRICE AT CLOSING

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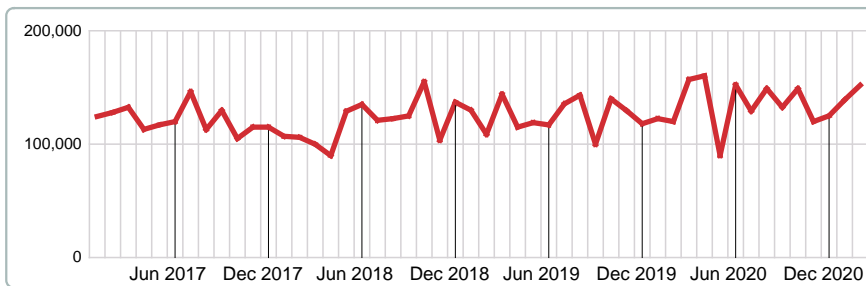
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

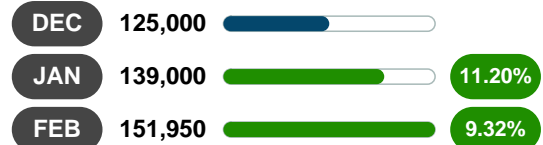


### 3 MONTHS

5 year FEB AVG = 122,909

High Apr 2020 160,250 Low Apr 2018 89,900

Median List Price at Closing this month at **151,950**  
above the 5 yr FEB average of **122,909**



### 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
\$25,000 and less	3.45%	20,750	20,750	0	0	0
\$25,001 - \$50,000	10.34%	38,450	37,450	37,000	0	39,900
\$50,001 - \$100,000	17.24%	71,400	69,900	72,900	0	0
\$100,001 - \$150,000	18.97%	119,900	119,900	130,000	119,000	0
\$150,001 - \$225,000	20.69%	174,950	179,950	187,400	165,000	197,500
\$225,001 - \$325,000	18.97%	273,000	0	245,000	281,500	325,000
\$325,001 and up	10.34%	489,550	584,100	395,000	798,000	345,900
<b>Median List Price</b>		<b>151,950</b>	<b>88,000</b>	<b>139,900</b>	<b>256,000</b>	<b>261,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>151,950</b>	<b>17</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,115,400</b>	<b>3.25M</b>	<b>4.17M</b>	<b>2.78M</b>	<b>908.30K</b>



# February 2021



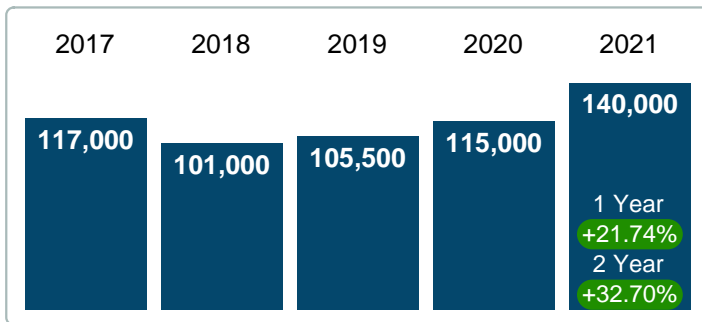
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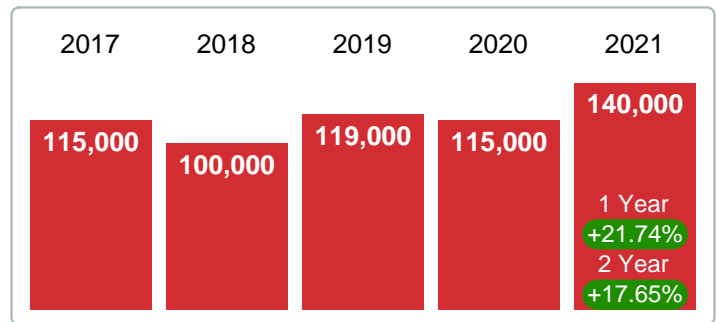
## MEDIAN SOLD PRICE AT CLOSING

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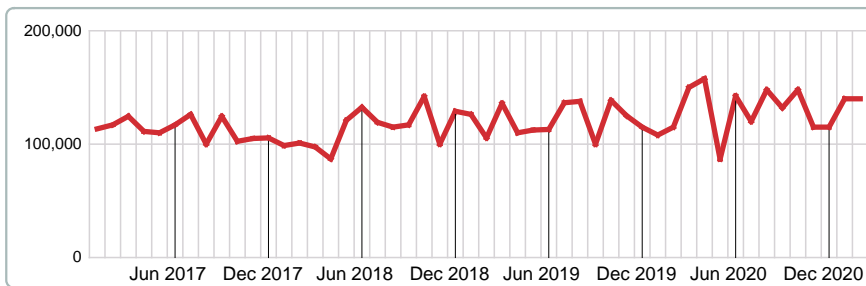
### FEBRUARY



### YEAR TO DATE (YTD)

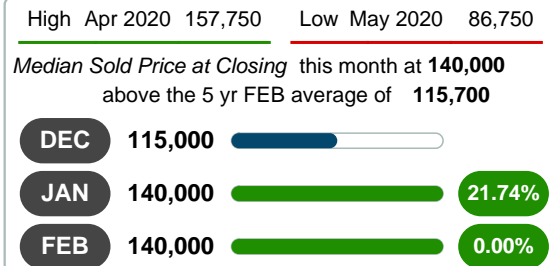


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 115,700



### 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%	23,000	17,000	29,000	0	0
\$30,001 - \$60,000	13.79%	44,500	49,000	47,500	0	39,900
\$60,001 - \$100,000	13.79%	75,000	74,000	70,000	87,500	0
\$100,001 - \$160,000	27.59%	136,250	128,750	128,750	160,000	142,500
\$160,001 - \$240,000	13.79%	199,000	0	199,000	235,000	0
\$240,001 - \$340,000	15.52%	289,900	0	273,000	285,700	311,250
\$340,001 and up	8.62%	584,100	584,100	380,000	775,000	0
<b>Median Sold Price</b>		<b>140,000</b>	<b>80,000</b>	<b>135,000</b>	<b>254,000</b>	<b>217,500</b>
<b>Total Closed Units</b>	100%	<b>140,000</b>	<b>17</b>	<b>27</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>10,555,950</b>	<b>2.91M</b>	<b>4.12M</b>	<b>2.71M</b>	<b>804.90K</b>

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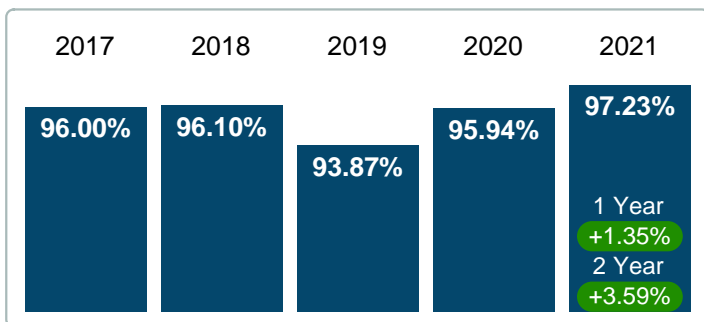
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



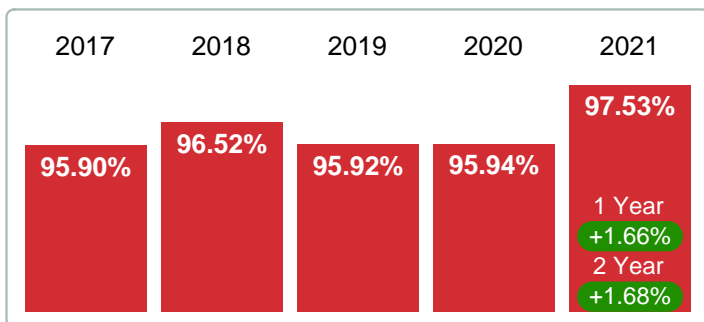
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

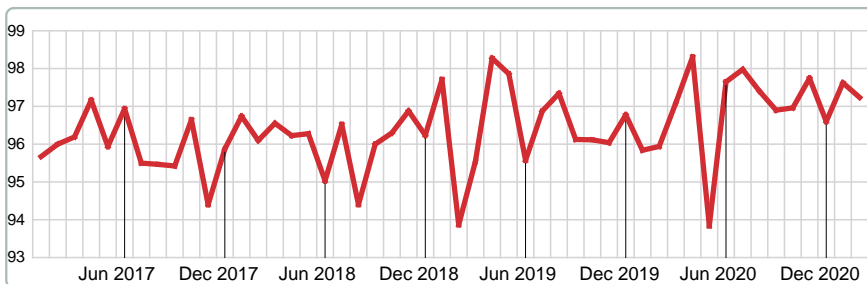
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

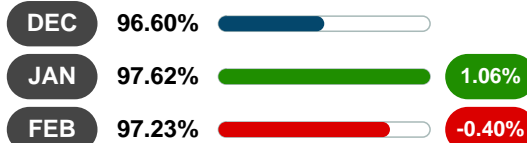


### 3 MONTHS

5 year FEB AVG = 95.83%

High Apr 2020 98.31% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.23%**  
above the 5 yr FEB average of **95.83%**



### 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	4	6.90%	91.55%	100.00%	83.09%	0.00%	0.00%
\$30,001 - \$60,000	8	13.79%	91.84%	85.84%	97.30%	0.00%	100.00%
\$60,001 - \$100,000	8	13.79%	85.07%	85.07%	96.02%	73.53%	0.00%
\$100,001 - \$160,000	16	27.59%	97.27%	94.93%	99.09%	96.97%	72.15%
\$160,001 - \$240,000	8	13.79%	99.16%	0.00%	100.00%	98.33%	0.00%
\$240,001 - \$340,000	9	15.52%	100.00%	0.00%	102.25%	100.00%	92.70%
\$340,001 and up	5	8.62%	96.20%	92.84%	96.20%	97.12%	0.00%
Median Sold/List Ratio		97.23%		90.91%	100.00%	99.16%	92.70%
Total Closed Units		58	100%	17	27	10	4
Total Closed Volume		10,555,950		2.91M	4.12M	2.71M	804.90K

# February 2021



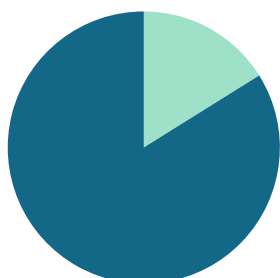
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

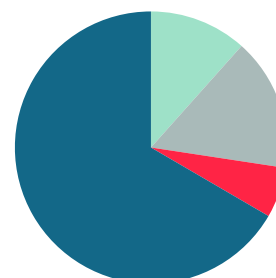


**Inventory**  
 New Listings  
**78 = 16.12%**  
 Start Inventory  
**406**  
 Total Inventory Units  
**484**  
 Volume  
**\$101,194,521**

### Market Activity

Closed Sales  
**58 = 11.60%**  
 Pending Sales  
**79 = 15.80%**  
 Other Off Market  
**30 = 6.00%**  
 Active Inventory  
**333 = 66.60%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	49	58	18.37%	97	124	27.84%
Pending Sales	71	79	11.27%	142	182	28.17%
New Listings	110	78	-29.09%	235	186	-20.85%
Median List Price	119,900	151,950	26.73%	120,000	142,950	19.13%
Median Sale Price	115,000	140,000	21.74%	115,000	140,000	21.74%
Median Percent of Selling Price to List Price	95.94%	97.23%	1.35%	95.94%	97.53%	1.66%
Median Days on Market to Sale	29.00	11.00	-62.07%	47.00	13.00	-72.34%
Monthly Inventory	445	333	-25.17%	445	333	-25.17%
Months Supply of Inventory	7.25	4.68	-35.42%	7.25	4.68	-35.42%

**Absorption:** Last 12 months, an Average of **71** Sales/Month

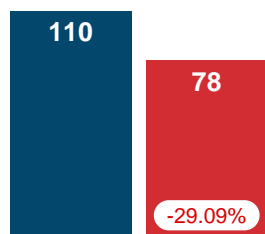
**Inventory** on February 28, 2021 = **333**

**2020** **2021**

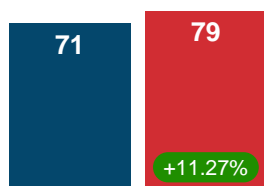
### FEBRUARY MARKET

### MEDIAN PRICES

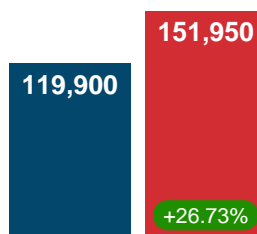
#### New Listings



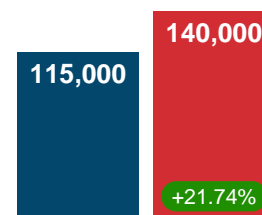
#### Pending Listings



#### List Price



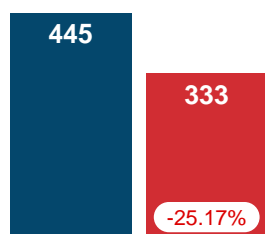
#### Sale Price



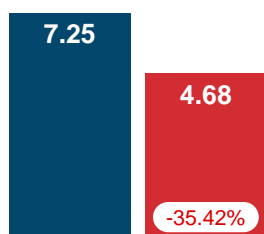
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

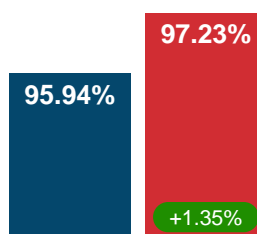
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

