

February 2021



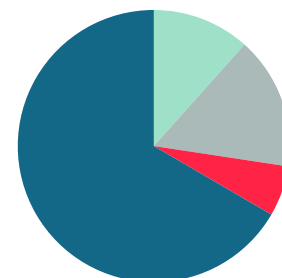
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	126,878	191,645	51.05%
Average Sale Price	120,568	181,999	50.95%
Average Percent of Selling Price to List Price	93.21%	93.99%	0.83%
Average Days on Market to Sale	61.96	36.90	-40.45%
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.

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 **50.95%** in February 2021 to \$181,999 versus the previous year at \$120,568.

Average Days on Market Shortens

The average number of **36.90** days that homes spent on the market before selling decreased by 25.06 days or **40.45%** in February 2021 compared to last year's same month at **61.96** DOM.

Sales Success for February 2021 is Positive

Overall, with Average 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.

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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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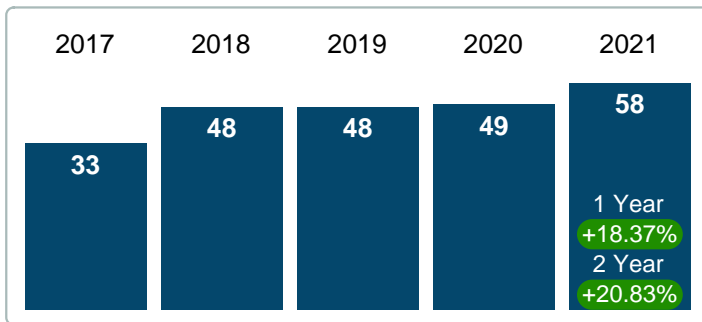
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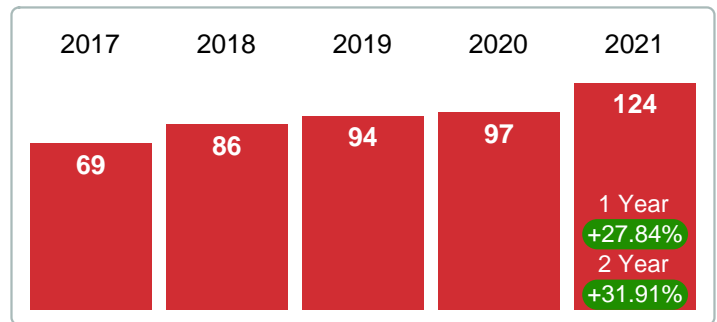
CLOSED LISTINGS

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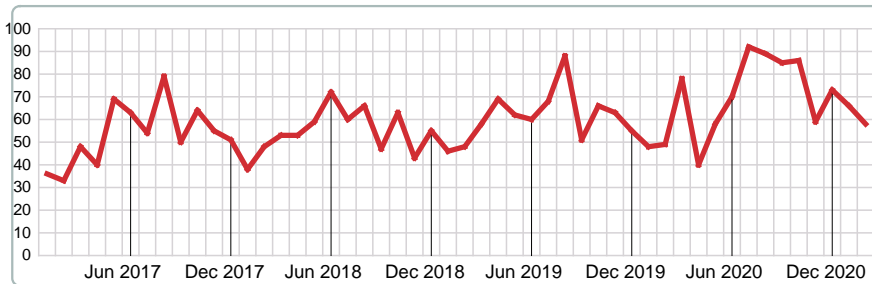
FEBRUARY



YEAR TO DATE (YTD)

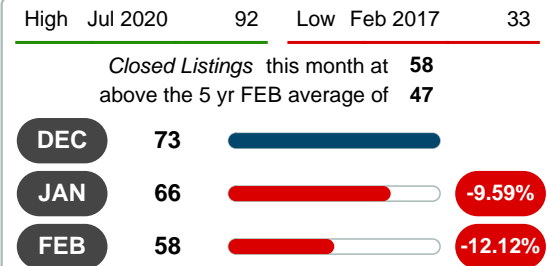


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.45%	33.0	2	0	0	0
\$25,001 - \$50,000	7	12.07%	16.3	3	3	0	1
\$50,001 - \$100,000	11	18.97%	46.8	5	5	1	0
\$100,001 - \$150,000	11	18.97%	50.8	3	7	0	1
\$150,001 - \$225,000	10	17.24%	24.0	1	6	3	0
\$225,001 - \$325,000	10	17.24%	50.7	0	4	5	1
\$325,001 and up	7	12.07%	19.9	3	2	1	1
Total Closed Units	58			17	27	10	4
Total Closed Volume	10,555,950	100%	36.9	2.91M	4.12M	2.71M	804.90K
Average Closed Price	\$181,999			\$171,453	\$152,687	\$271,380	\$201,225

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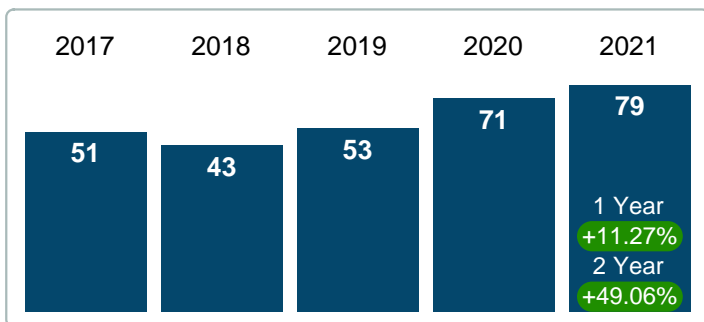
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



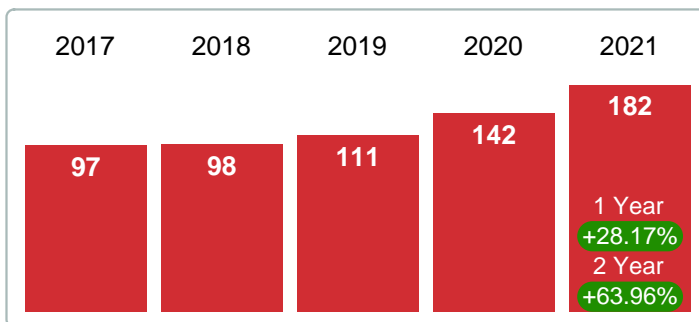
PENDING LISTINGS

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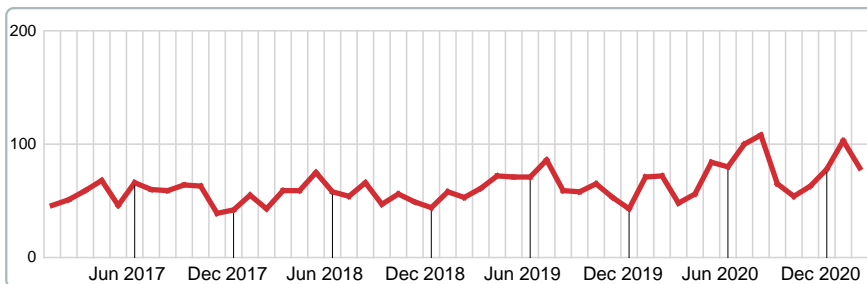
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

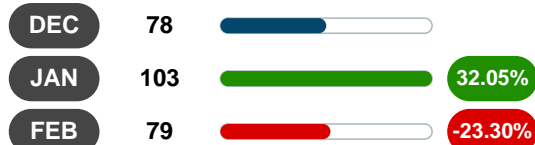


3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	6.33%	42.8	5	0	0	0
\$25,001 - \$75,000	12	15.19%	22.1	7	5	0	0
\$75,001 - \$100,000	10	12.66%	57.1	5	5	0	0
\$100,001 - \$150,000	16	20.25%	66.8	1	14	1	0
\$150,001 - \$225,000	17	21.52%	53.7	2	10	4	1
\$225,001 - \$275,000	6	7.59%	37.5	1	1	3	1
\$275,001 and up	13	16.46%	98.6	5	5	1	2
Total Pending Units	79			26	40	9	4
Total Pending Volume	15,517,800	100%	4.8	5.87M	6.55M	1.93M	1.17M
Average Listing Price	\$182,167			\$225,808	\$163,670	\$214,611	\$292,125

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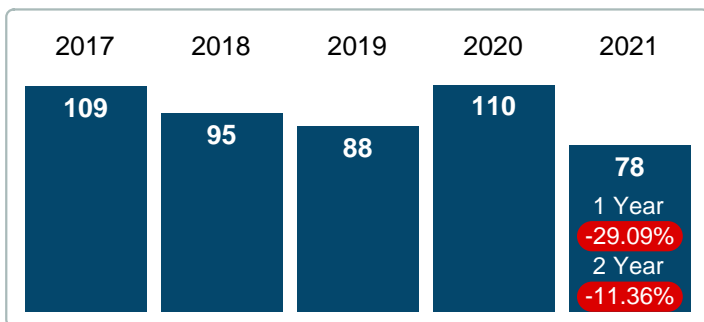
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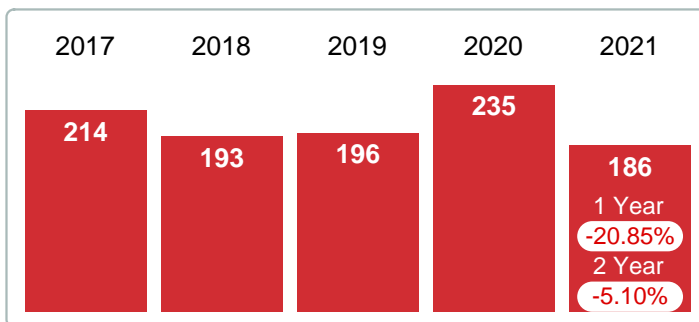
NEW LISTINGS

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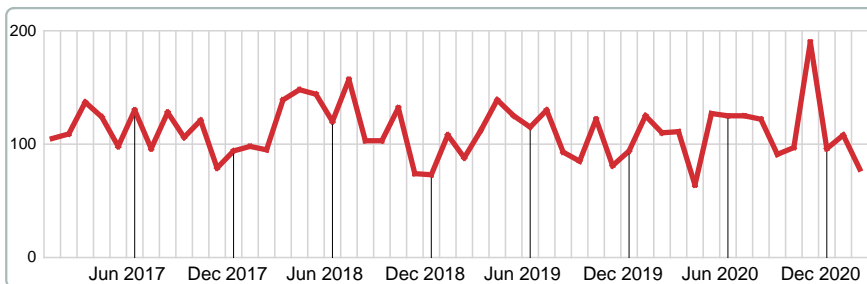
FEBRUARY



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
Total New Listed Units	78		38	30	9	1
Total New Listed Volume	23,264,572	100%	13.30M	5.72M	4.00M	249.50K
Average New Listed Listing Price	\$158,900		\$349,895	\$190,512	\$444,856	\$249,500

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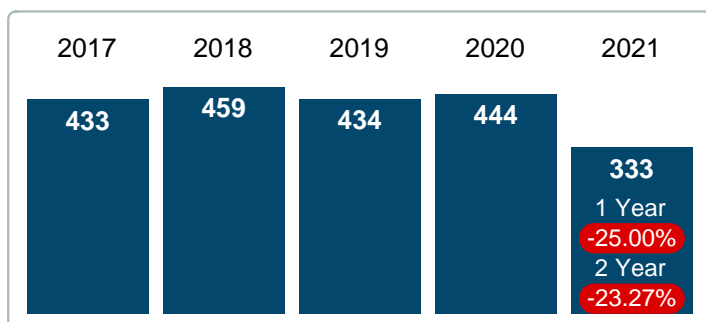
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



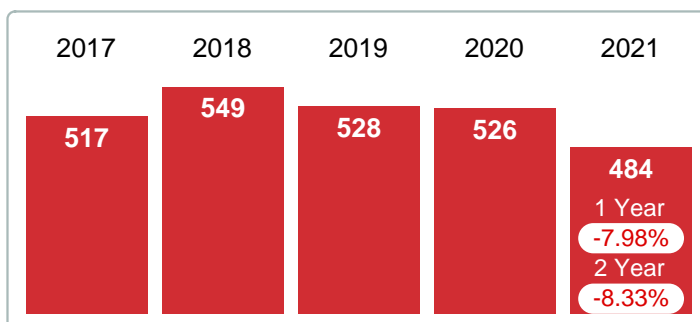
ACTIVE INVENTORY

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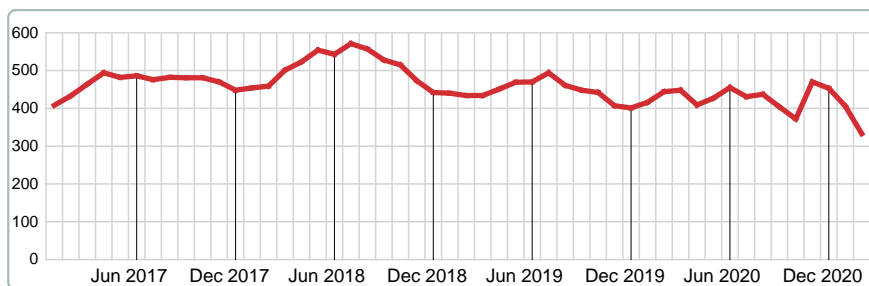
END OF FEBRUARY



ACTIVE DURING FEBRUARY

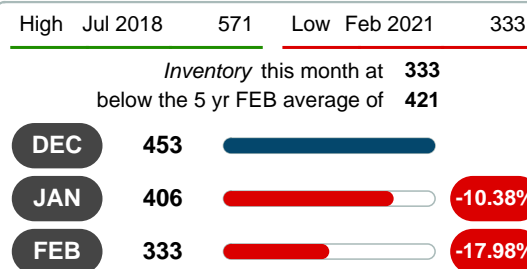


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 421



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	55	16.52%	123.8	55	0	0	0
\$25,001-\$50,000	49	14.71%	92.5	44	3	2	0
\$50,001-\$150,000	98	29.43%	92.0	43	50	4	1
\$150,001-\$250,000	53	15.92%	112.7	32	12	8	1
\$250,001-\$475,000	41	12.31%	99.1	28	7	4	2
\$475,001 and up	37	11.11%	86.7	25	4	6	2
Total Active Inventory by Units	333			227	76	24	6
Total Active Inventory by Volume	71,777,521	100%	100.9	44.62M	16.34M	8.09M	2.73M
Average Active Inventory Listing Price	\$215,548			\$196,554	\$215,032	\$337,129	\$454,383

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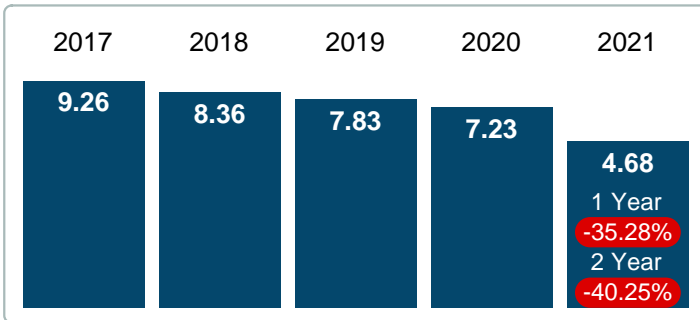
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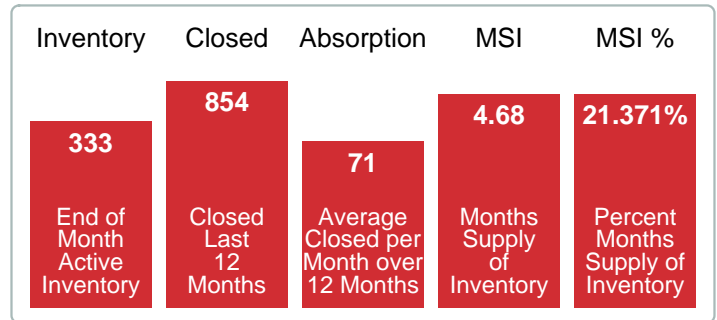
MONTHS SUPPLY of INVENTORY (MSI)

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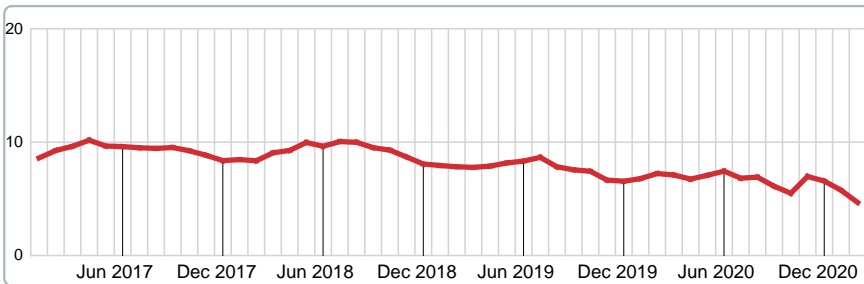
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

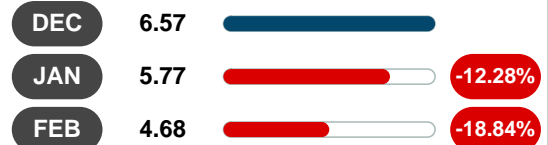


3 MONTHS

5 year FEB AVG = 7.47

High Apr 2017 10.17 Low Feb 2021 4.68

Months Supply this month at **4.68**
below the 5 yr FEB average of **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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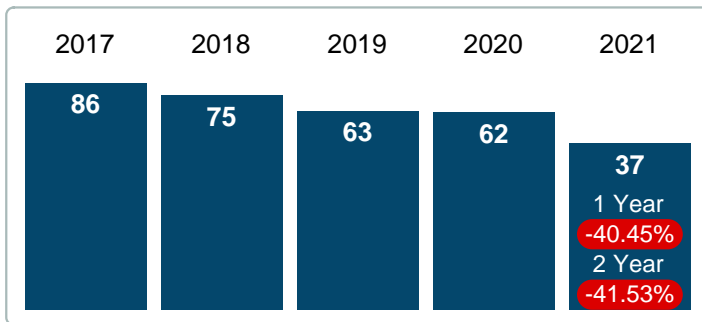
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



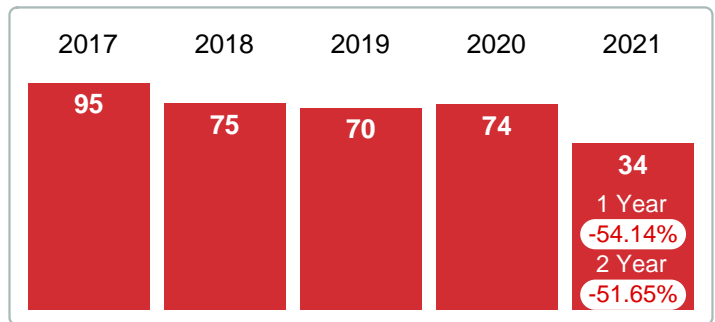
AVERAGE DAYS ON MARKET TO SALE

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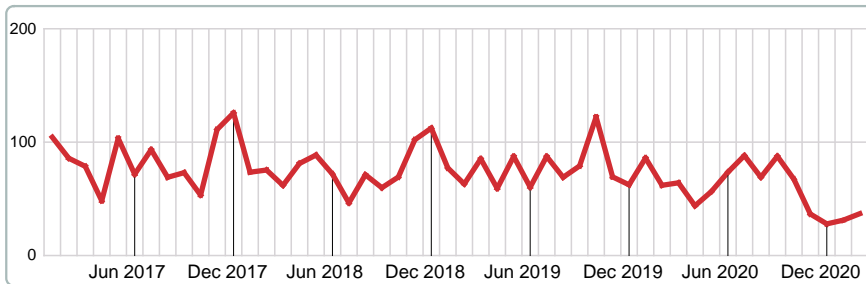
FEBRUARY



YEAR TO DATE (YTD)

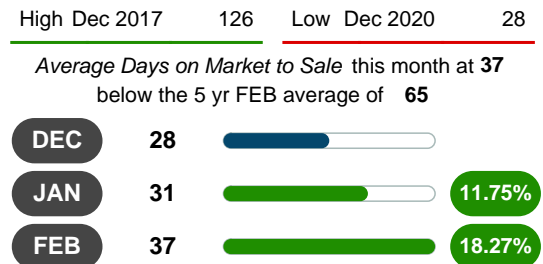


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 65



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	3.45%	33	33	0	0	0
\$25,001 - \$50,000	12.07%	16	11	27	0	1
\$50,001 - \$100,000	18.97%	47	63	37	16	0
\$100,001 - \$150,000	18.97%	51	108	25	0	57
\$150,001 - \$225,000	17.24%	24	88	8	35	0
\$225,001 - \$325,000	17.24%	51	0	61	24	141
\$325,001 and up	12.07%	20	31	7	1	33
Average Closed DOM		37	54	28	25	58
Total Closed Units	100%	37	17	27	10	4
Total Closed Volume		10,555,950	2.91M	4.12M	2.71M	804.90K

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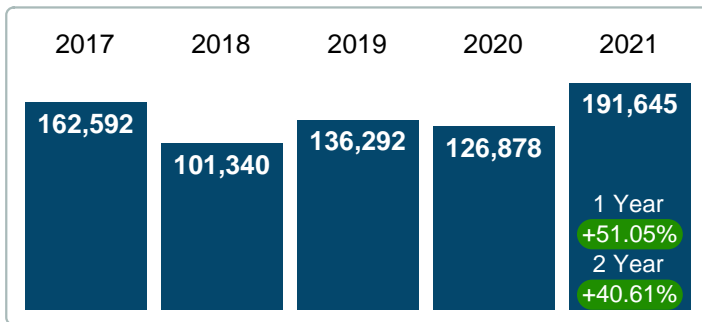
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



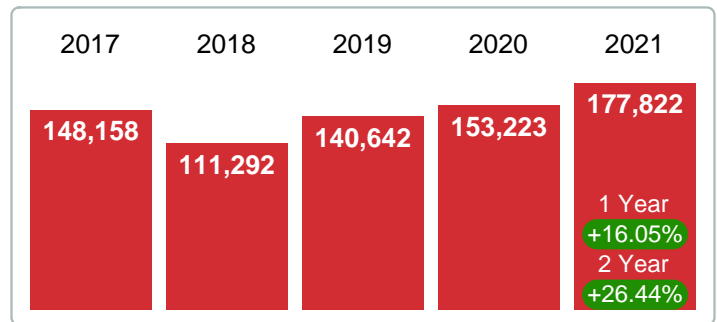
AVERAGE LIST PRICE AT CLOSING

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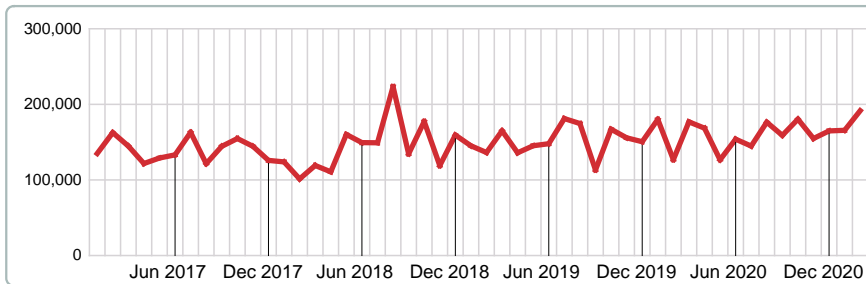
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

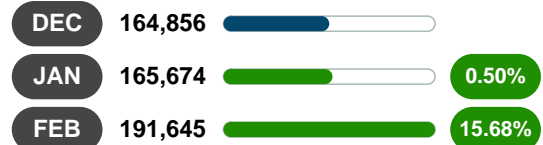


3 MONTHS

5 year FEB AVG = 143,749

High Aug 2018 223,462 Low Feb 2018 101,340

Average List Price at Closing this month at **191,645**
above the 5 yr FEB average of **143,749**



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	2	3.45%	20,750	0	0	0
\$25,001 - \$50,000	6	10.34%	43,300	37,300	0	39,900
\$50,001 - \$100,000	10	17.24%	86,160	76,260	119,000	0
\$100,001 - \$150,000	11	18.97%	146,633	128,700	0	197,500
\$150,001 - \$225,000	12	20.69%	159,900	182,450	161,633	0
\$225,001 - \$325,000	11	18.97%	0	247,975	275,280	325,000
\$325,001 and up	6	10.34%	684,200	346,750	798,000	345,900
Average List Price		191,645	191,447	154,600	277,830	227,075
Total Closed Units		58	17	27	10	4
Total Closed Volume		11,115,400	3.25M	4.17M	2.78M	908.30K

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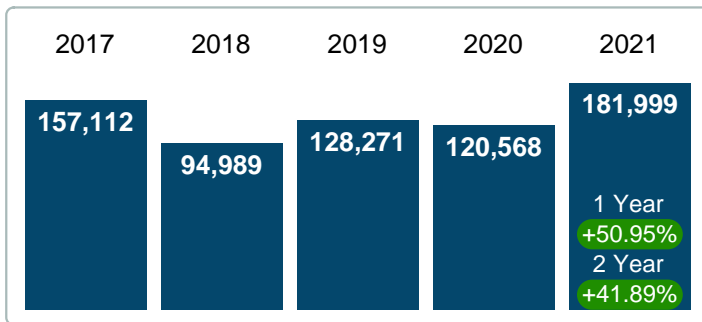
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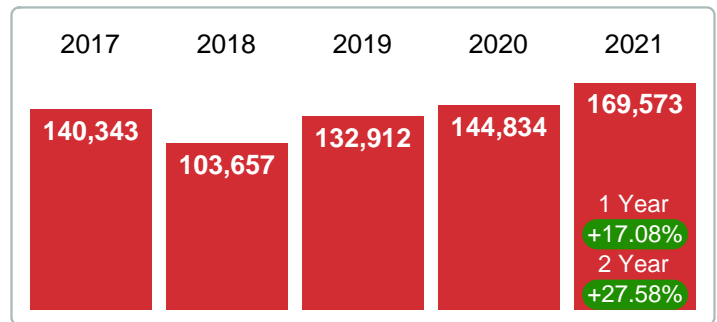
AVERAGE SOLD PRICE AT CLOSING

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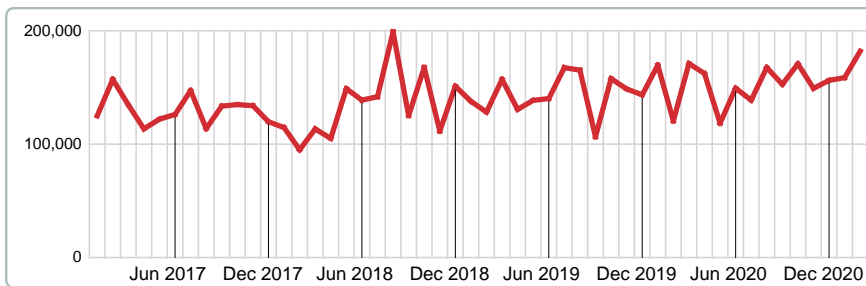
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

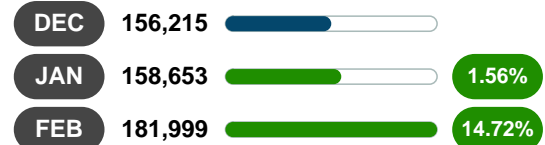


3 MONTHS

5 year FEB AVG = 136,588

High Aug 2018 199,053 Low Feb 2018 94,989

Average Sold Price at Closing this month at **181,999**
above the 5 yr FEB average of **136,588**



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	3.45%	16,750	16,750	0	0	0
\$25,001 - \$50,000	12.07%	36,843	38,000	34,667	0	39,900
\$50,001 - \$100,000	18.97%	73,273	73,600	70,100	87,500	0
\$100,001 - \$150,000	18.97%	125,923	122,333	125,093	0	142,500
\$150,001 - \$225,000	17.24%	172,690	156,000	182,000	159,633	0
\$225,001 - \$325,000	17.24%	264,530	0	245,100	274,480	292,500
\$325,001 and up	12.07%	528,743	625,400	360,000	775,000	330,000
Average Sold Price		181,999	171,453	152,687	271,380	201,225
Total Closed Units	100%	181,999	17	27	10	4
Total Closed Volume		10,555,950	2.91M	4.12M	2.71M	804.90K

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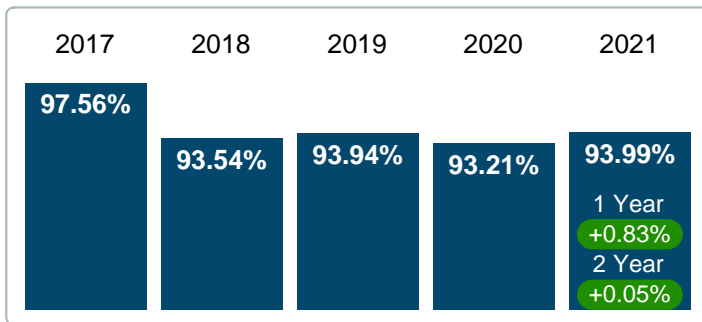
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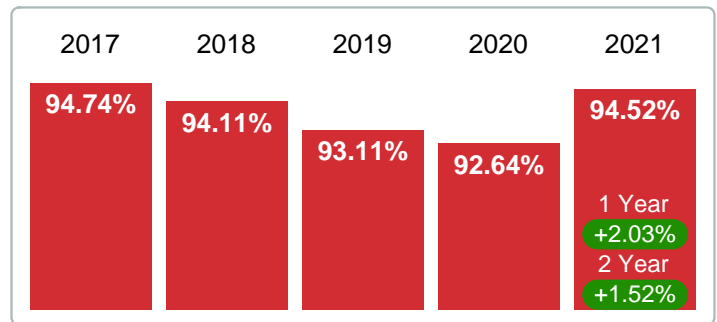
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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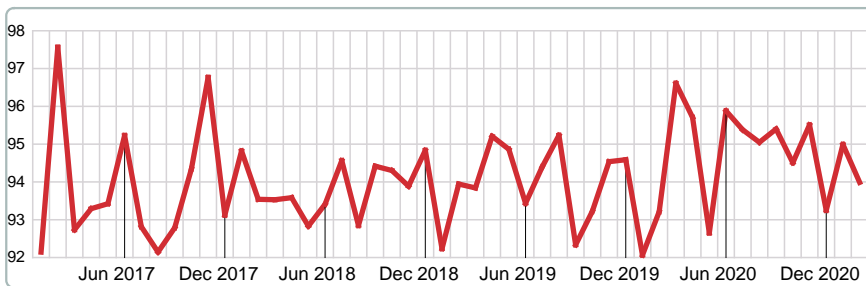
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

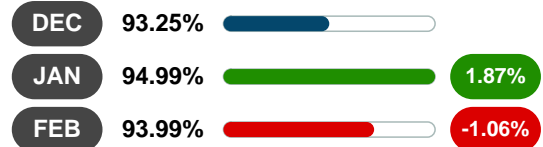


3 MONTHS

5 year FEB AVG = 94.45%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **93.99%**
equal to 5 yr FEB average of **94.45%**



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	2	3.45%	84.00%	84.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	7	12.07%	92.10%	89.01%	92.56%	0.00%	100.00%
\$50,001 - \$100,000	11	18.97%	88.01%	86.65%	92.26%	73.53%	0.00%
\$100,001 - \$150,000	11	18.97%	92.06%	86.90%	97.11%	0.00%	72.15%
\$150,001 - \$225,000	10	17.24%	99.28%	97.56%	99.78%	98.84%	0.00%
\$225,001 - \$325,000	10	17.24%	98.33%	0.00%	98.74%	99.67%	90.00%
\$325,001 and up	7	12.07%	97.40%	93.07%	105.05%	97.12%	95.40%
Average Sold/List Ratio		94.00%		88.57%	97.13%	96.55%	89.39%
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



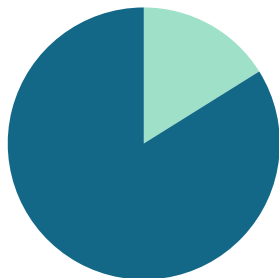
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

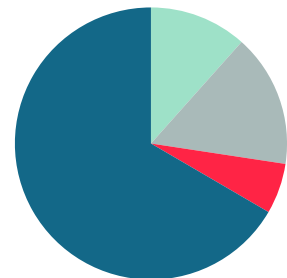


Inventory
 New Listings
78 = 16.12%
 Start Inventory
406
 Total Inventory Units
484
 Volume
\$101,194,521

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%
Average List Price	126,878	191,645	51.05%	153,223	177,822	16.05%
Average Sale Price	120,568	181,999	50.95%	144,834	169,573	17.08%
Average Percent of Selling Price to List Price	93.21%	93.99%	0.83%	92.64%	94.52%	2.03%
Average Days on Market to Sale	61.96	36.90	-40.45%	73.85	33.86	-54.14%
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

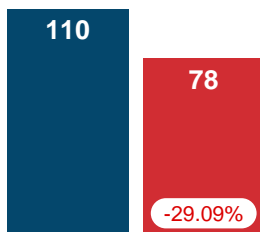
Inventory on February 28, 2021 = 333

2020 2021

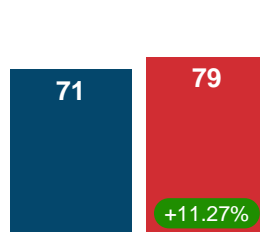
FEBRUARY MARKET

AVERAGE PRICES

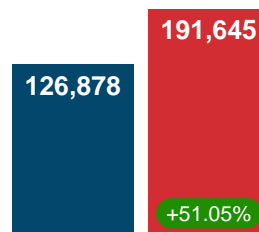
New Listings



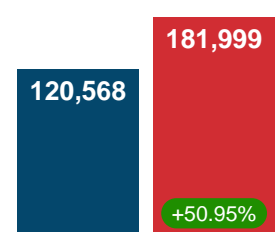
Pending Listings



List Price



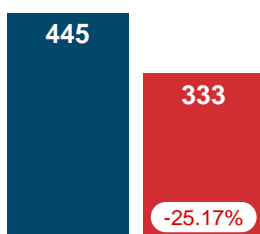
Sale Price



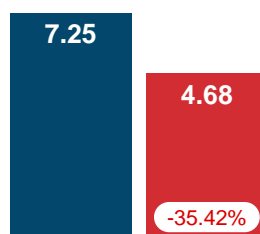
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

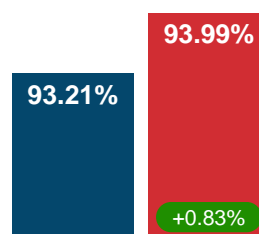
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

