

January 2021



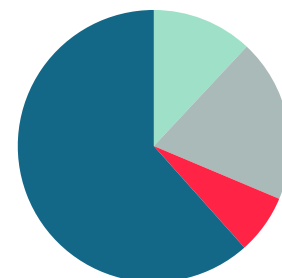
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	48	66	37.50%
Pending Listings	71	107	50.70%
New Listings	125	108	-13.60%
Median List Price	122,500	139,000	13.47%
Median Sale Price	108,000	140,000	29.63%
Median Percent of Selling Price to List Price	95.84%	97.62%	1.86%
Median Days on Market to Sale	58.50	14.00	-76.07%
End of Month Inventory	416	340	-18.27%
Months Supply of Inventory	6.78	4.83	-28.81%



■ Closed (11.96%)
■ Pending (19.38%)
■ Other OffMarket (7.07%)
■ Active (61.59%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of January 31, 2021 = **340**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **18.27%** to 340 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **4.83** 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 **29.63%** in January 2021 to \$140,000 versus the previous year at \$108,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 44.50 days or **76.07%** in January 2021 compared to last year's same month at **58.50** DOM.

Sales Success for January 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 108 New Listings in January 2021, down **13.60%** from last year at 125. Furthermore, there were 66 Closed Listings this month versus last year at 48, a **37.50%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from previous year's, January 2020, at **38.4%**, a **59.14%** 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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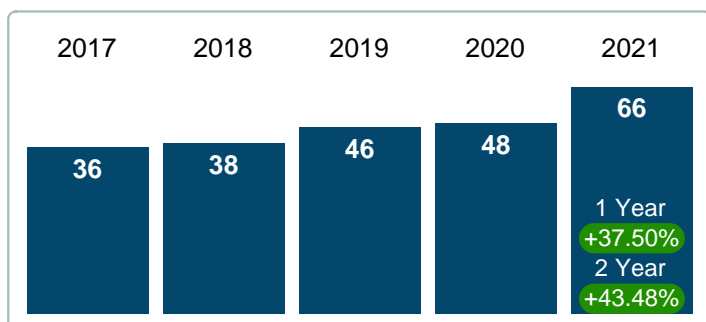
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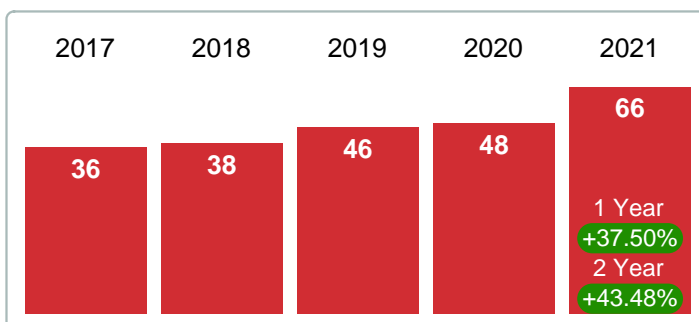
CLOSED LISTINGS

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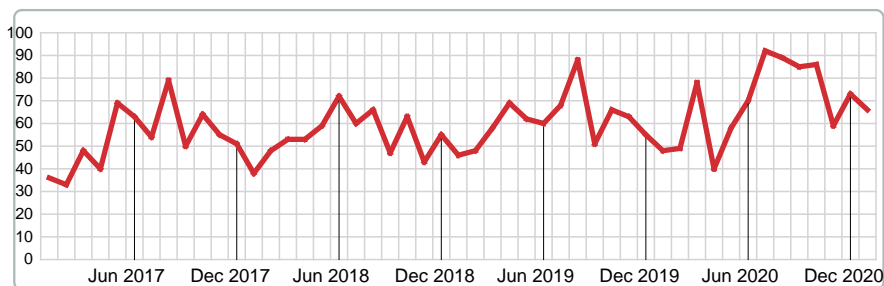
JANUARY



YEAR TO DATE (YTD)

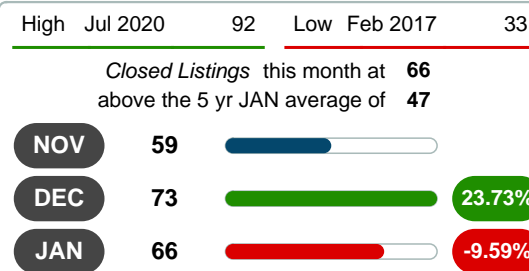


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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	7	10.61%	36.0	6	1	0	0
\$30,001 - \$50,000	5	7.58%	12.0	3	2	0	0
\$50,001 - \$90,000	12	18.18%	7.5	8	3	1	0
\$90,001 - \$160,000	15	22.73%	10.0	2	11	1	1
\$160,001 - \$230,000	12	18.18%	23.0	2	6	3	1
\$230,001 - \$300,000	9	13.64%	8.0	5	3	1	0
\$300,001 and up	6	9.09%	9.0	3	2	1	0
Total Closed Units	66			29	28	7	2
Total Closed Volume	10,471,100	100%	14.0	4.45M	4.35M	1.36M	310.00K
Median Closed Price	\$140,000			\$73,500	\$142,500	\$199,500	\$155,000

January 2021



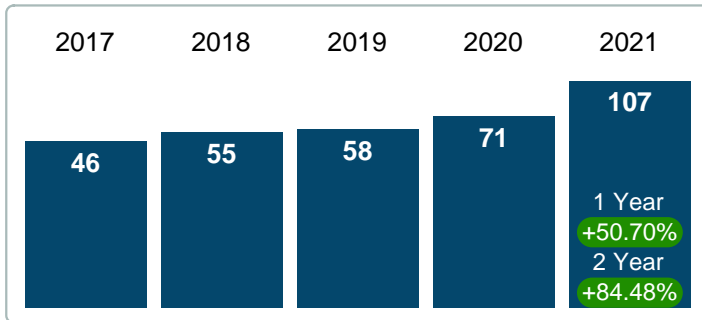
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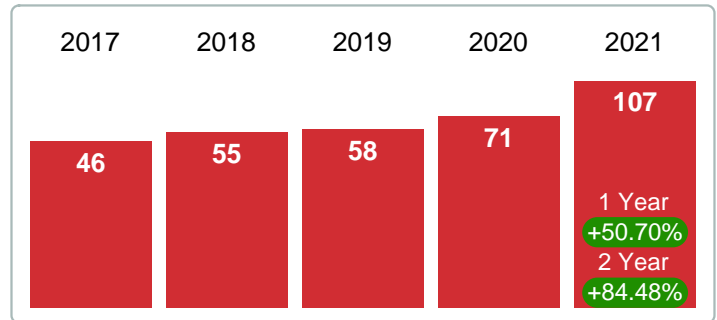
PENDING LISTINGS

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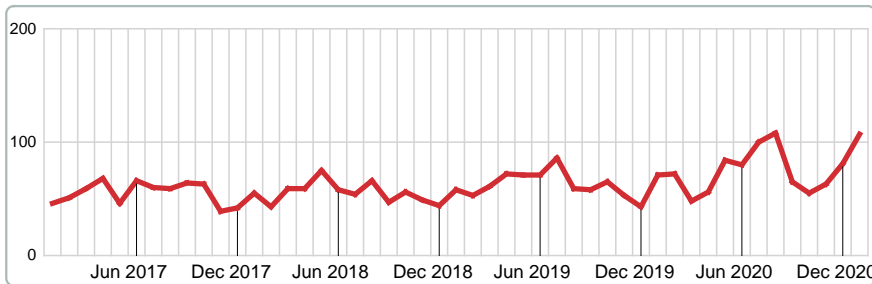
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 67

High Aug 2020 108 Low Nov 2017 39

Pending Listings this month at **107**
above the 5 yr JAN average of **67**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	6.54%	51.0	7	0	0	0
\$20,001 - \$60,000	15	14.02%	3.0	13	2	0	0
\$60,001 - \$80,000	11	10.28%	20.0	6	5	0	0
\$80,001 - \$150,000	30	28.04%	15.5	9	18	3	0
\$150,001 - \$250,000	21	19.63%	57.0	7	5	7	2
\$250,001 - \$390,000	12	11.21%	48.5	2	5	4	1
\$390,001 and up	11	10.28%	3.0	7	1	3	0
Total Pending Units	107			51	36	17	3
Total Pending Volume	24,789,960	100%	24.0	13.70M	5.54M	4.78M	772.40K
Median Listing Price	\$125,000			\$75,900	\$126,250	\$250,000	\$249,900

January 2021



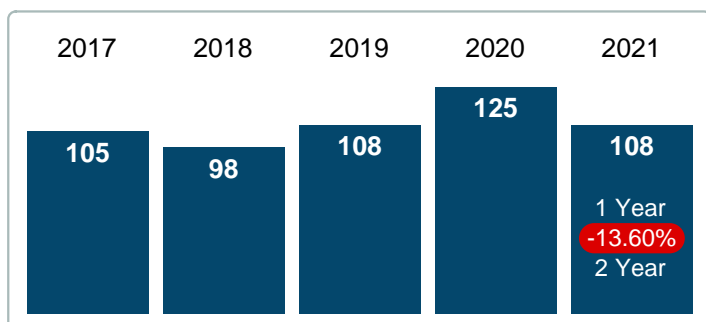
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



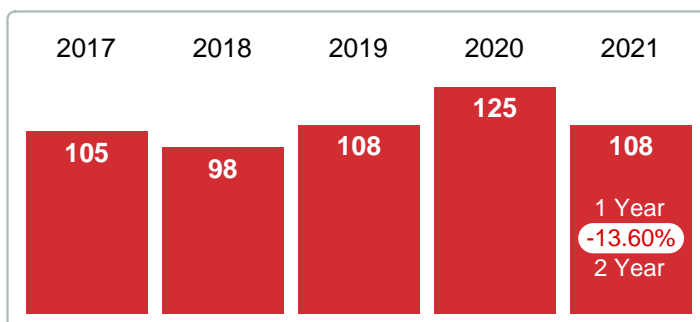
NEW LISTINGS

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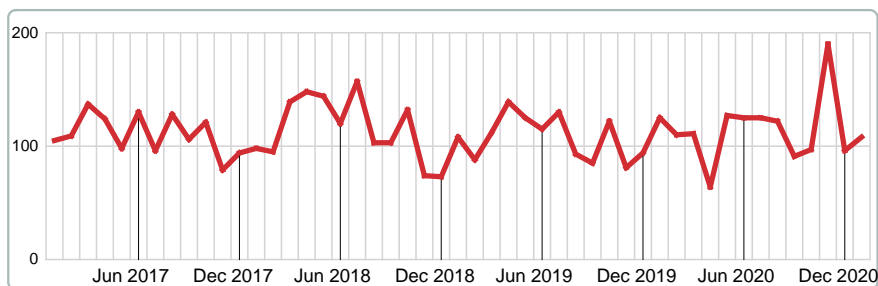
JANUARY



YEAR TO DATE (YTD)

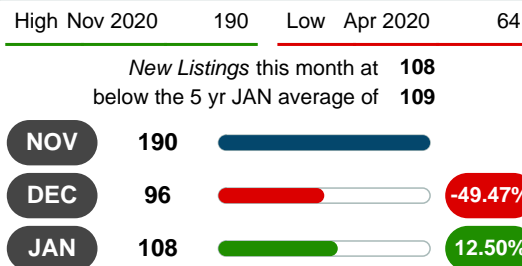


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	9.26%	10	0	0	0
\$40,001 - \$60,000	13	12.04%	9	4	0	0
\$60,001 - \$90,000	16	14.81%	11	3	1	1
\$90,001 - \$160,000	28	25.93%	7	16	4	1
\$160,001 - \$240,000	15	13.89%	5	6	4	0
\$240,001 - \$420,000	15	13.89%	6	6	2	1
\$420,001 and up	11	10.19%	7	2	2	0
Total New Listed Units	108		55	37	13	3
Total New Listed Volume	25,297,260	100%	12.93M	8.61M	3.26M	494.80K
Median New Listed Listing Price	\$126,250		\$84,420	\$129,900	\$224,000	\$155,000

January 2021



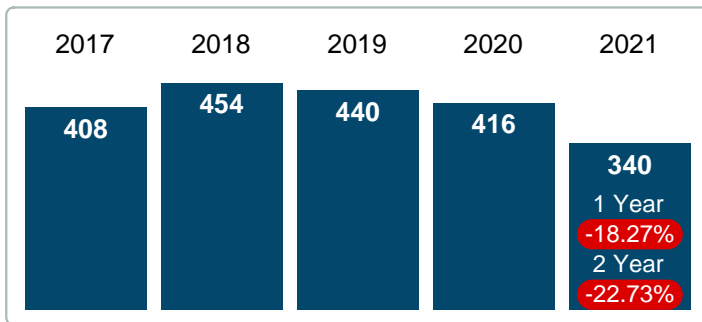
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



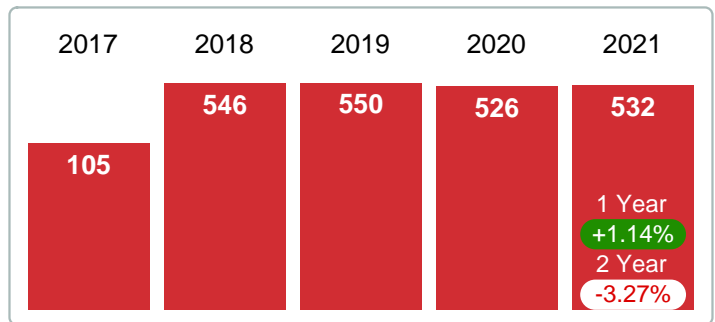
ACTIVE INVENTORY

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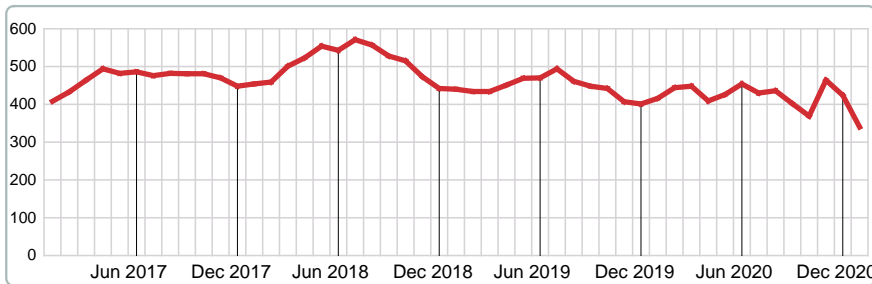
END OF JANUARY



ACTIVE DURING JANUARY

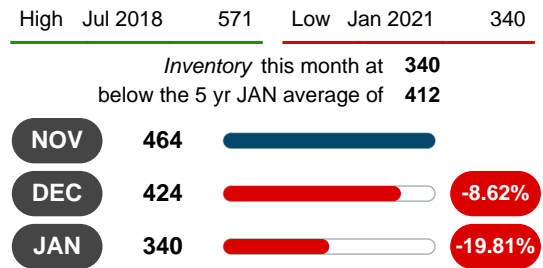


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 412



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	1.18%	165.0	4	0	0	0			
\$10,001 - \$30,000	62	18.24%	80.0	60	0	2	0			
\$30,001 - \$60,000	60	17.65%	76.0	49	9	1	1			
\$60,001 - \$150,000	85	25.00%	73.0	40	41	3	1			
\$150,001 - \$220,000	48	14.12%	77.5	28	13	6	1			
\$220,001 - \$470,000	46	13.53%	99.5	28	8	7	3			
\$470,001 and up	35	10.29%	87.0	25	4	3	3			
Total Active Inventory by Units				340		234	75	22	9	
Total Active Inventory by Volume				65,694,149	100%	80.0	41.26M	15.49M	5.54M	3.41M
Median Active Inventory Listing Price				\$105,350			\$65,000	\$119,000	\$214,950	\$289,000

January 2021



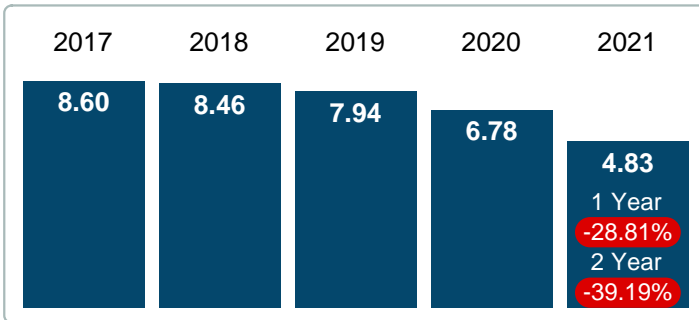
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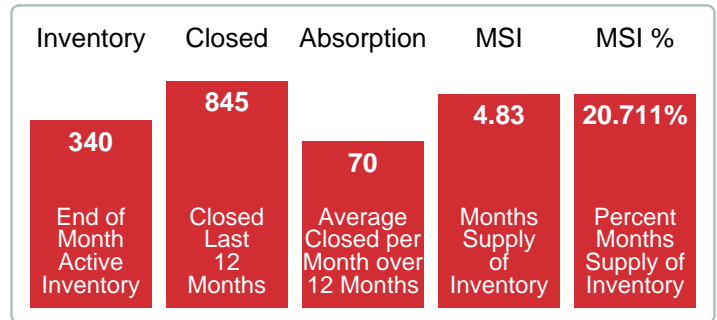
MONTHS SUPPLY of INVENTORY (MSI)

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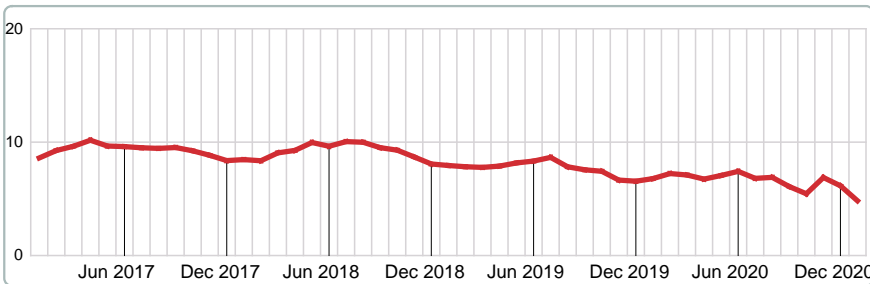
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

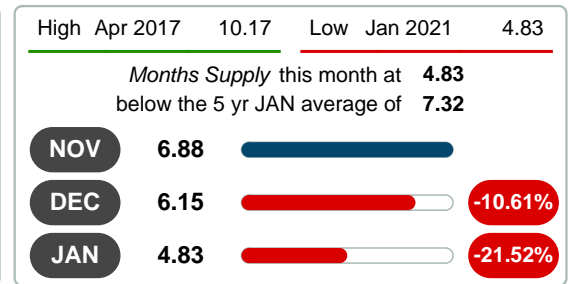


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 7.32



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	1.18%	2.53	3.20	0.00	0.00	0.00
\$10,001 - \$30,000	62	18.24%	14.04	15.65	0.00	24.00	0.00
\$30,001 - \$60,000	60	17.65%	6.10	8.52	2.63	1.71	12.00
\$60,001 - \$150,000	85	25.00%	3.40	6.08	2.55	1.44	4.00
\$150,001 - \$220,000	48	14.12%	3.27	16.80	1.44	1.67	2.40
\$220,001 - \$470,000	46	13.53%	3.43	12.92	1.13	1.91	6.00
\$470,001 and up	35	10.29%	23.33	50.00	9.60	9.00	12.00
Market Supply of Inventory (MSI)	4.83			10.76	2.05	2.13	5.40
Total Active Inventory by Units	340	100%	4.83	234	75	22	9

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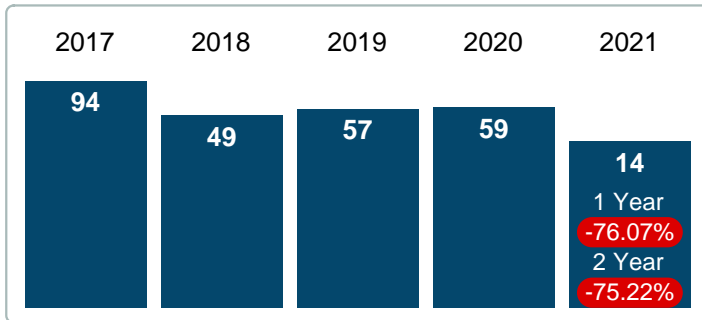
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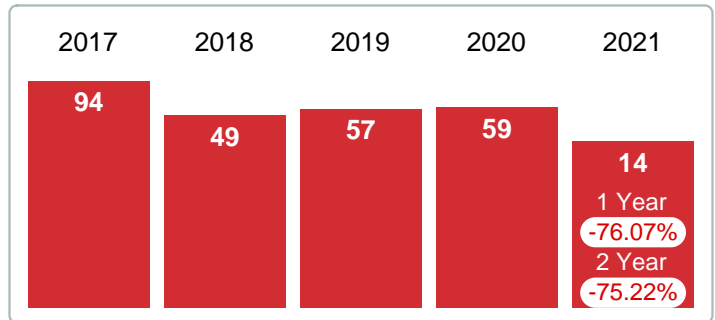
MEDIAN DAYS ON MARKET TO SALE

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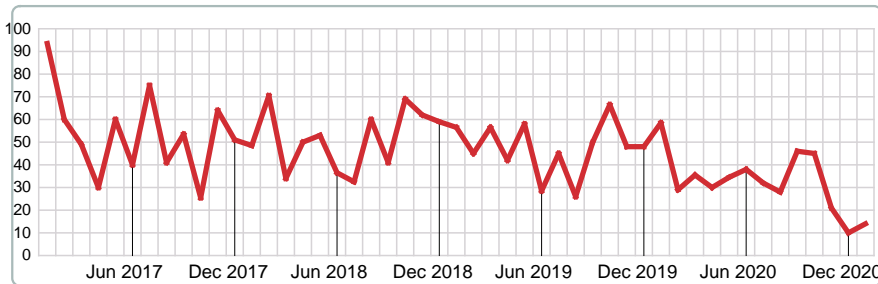
JANUARY



YEAR TO DATE (YTD)

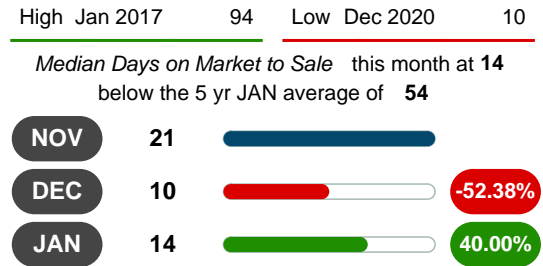


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



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	10.61%	36	44	29	0	0
\$30,001 - \$50,000	7.58%	12	12	49	0	0
\$50,001 - \$90,000	18.18%	8	8	1	181	0
\$90,001 - \$160,000	22.73%	10	1	10	55	18
\$160,001 - \$230,000	18.18%	23	95	9	32	3
\$230,001 - \$300,000	13.64%	8	5	8	55	0
\$300,001 and up	9.09%	9	1	77	3	0
Median Closed DOM		14	12	12	43	11
Total Closed Units	100%	66	29	28	7	2
Total Closed Volume		10,471,100	4.45M	4.35M	1.36M	310.00K

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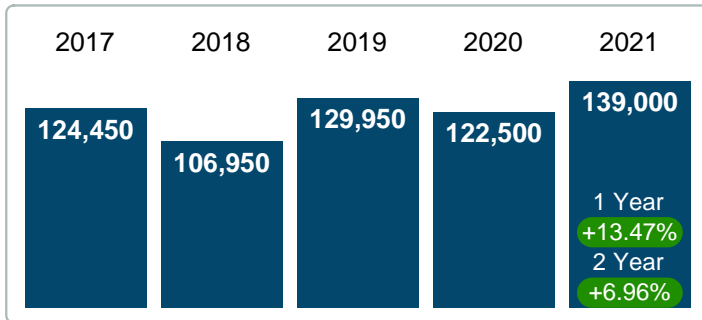
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



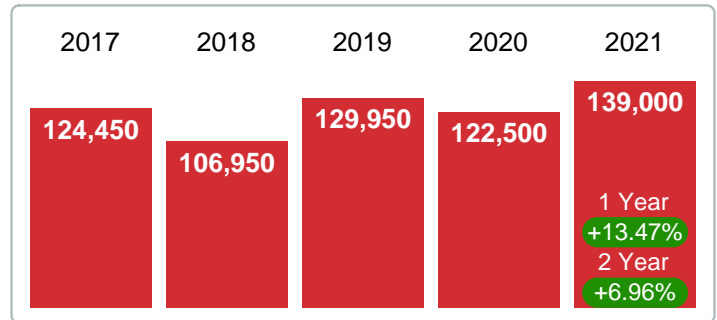
MEDIAN LIST PRICE AT CLOSING

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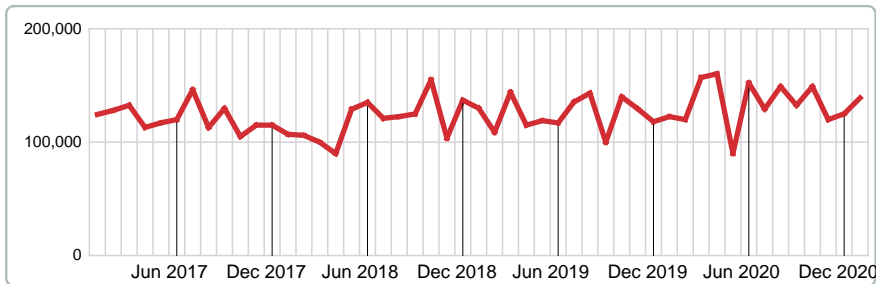
JANUARY



YEAR TO DATE (YTD)

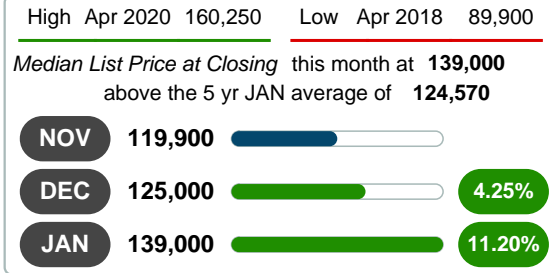


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 124,570



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	9.09%	8,125	8,125	0	0	0
\$30,001 - \$50,000	4	6.06%	39,750	42,000	35,000	0	0
\$50,001 - \$90,000	13	19.70%	65,000	66,000	65,000	60,000	0
\$90,001 - \$160,000	17	25.76%	138,000	99,000	138,000	134,500	152,450
\$160,001 - \$230,000	11	16.67%	195,000	210,000	180,000	189,700	0
\$230,001 - \$300,000	6	9.09%	255,500	272,500	255,500	254,450	0
\$300,001 and up	9	13.64%	375,000	364,500	377,000	310,000	0
Median List Price			139,000	83,000	144,000	199,500	152,450
Total Closed Units		100%	139,000	29	28	7	2
Total Closed Volume			10,934,500	4.81M	4.42M	1.39M	304.90K

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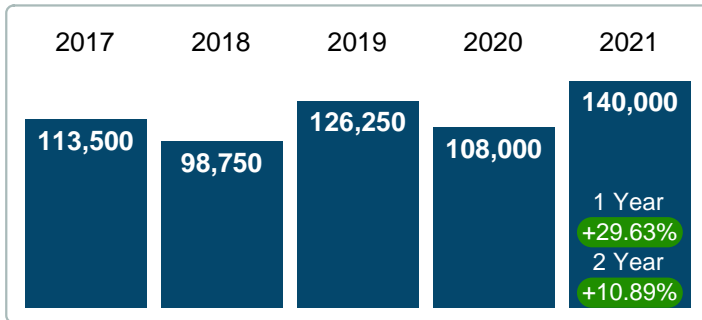
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



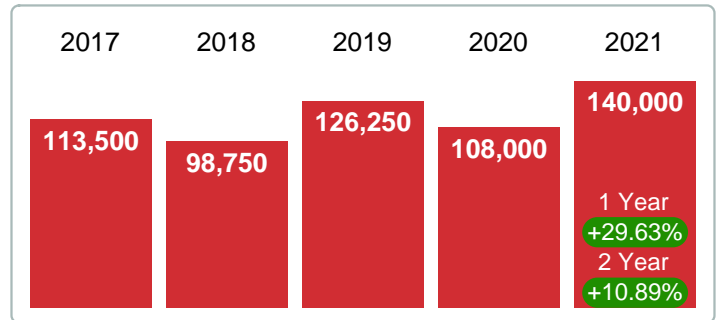
MEDIAN SOLD PRICE AT CLOSING

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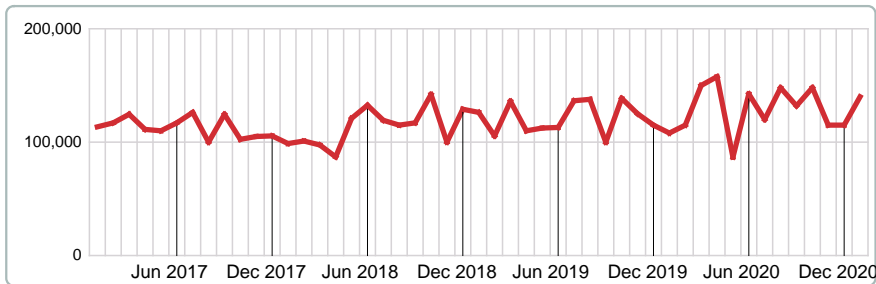
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

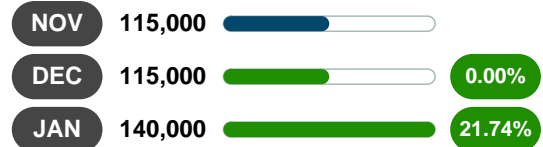


3 MONTHS

5 year JAN AVG = 117,300

High Apr 2020 157,750 Low May 2020 86,750

Median Sold Price at Closing this month at **140,000** above the 5 yr JAN average of **117,300**



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	10.61%	7,500	6,250	30,000	0	0
\$30,001 - \$50,000	7.58%	43,500	40,000	48,000	0	0
\$50,001 - \$90,000	18.18%	65,500	68,450	64,000	55,000	0
\$90,001 - \$160,000	22.73%	132,000	129,500	132,000	124,000	145,000
\$160,001 - \$230,000	18.18%	187,500	193,500	180,000	199,500	165,000
\$230,001 - \$300,000	13.64%	268,500	275,000	250,000	268,500	0
\$300,001 and up	9.09%	387,500	451,000	372,500	316,000	0
Median Sold Price		140,000	73,500	142,500	199,500	155,000
Total Closed Units	100%	140,000	29	28	7	2
Total Closed Volume		10,471,100	4.45M	4.35M	1.36M	310.00K

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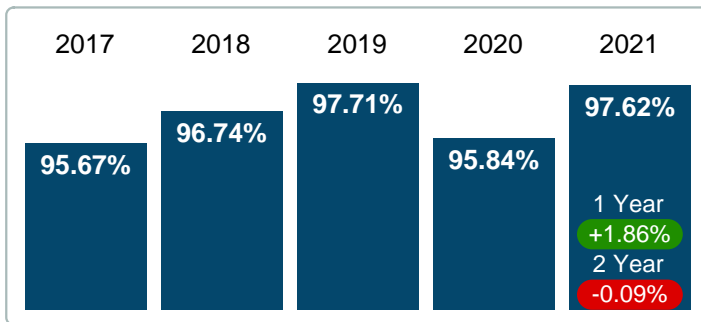
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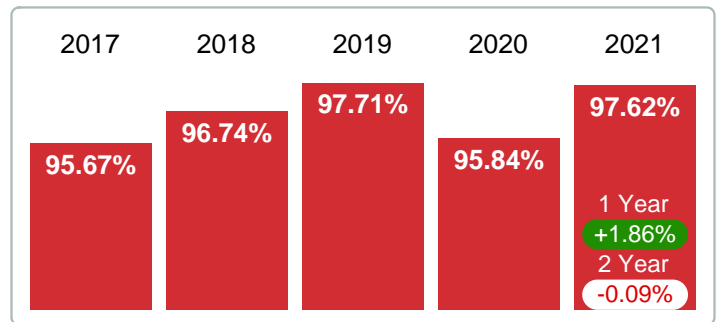
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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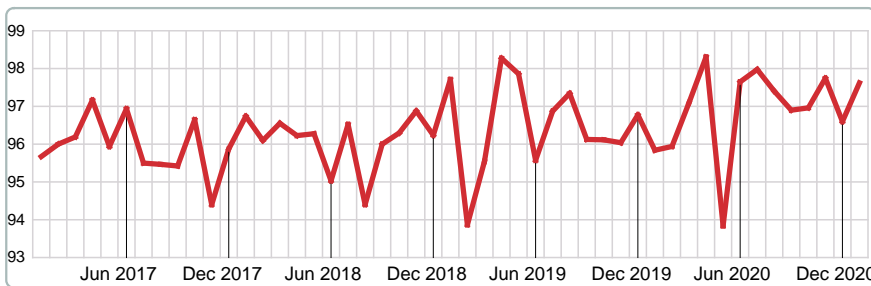
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

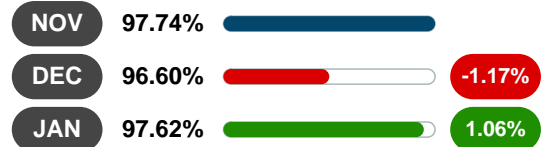


3 MONTHS

5 year JAN AVG = 96.72%

High Apr 2020 98.31% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.62%**
above the 5 yr JAN average of **96.72%**



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: 10.61%;"></div> 7	10.61%	85.71%	87.12%	85.71%	0.00%	0.00%	
\$30,001 \$50,000	<div style="width: 7.58%;"></div> 5	7.58%	91.58%	95.24%	83.82%	0.00%	0.00%	
\$50,001 \$90,000	<div style="width: 18.18%;"></div> 12	18.18%	93.75%	96.55%	92.75%	91.67%	0.00%	
\$90,001 \$160,000	<div style="width: 22.73%;"></div> 15	22.73%	97.97%	100.00%	96.82%	92.19%	99.38%	
\$160,001 \$230,000	<div style="width: 18.18%;"></div> 12	18.18%	100.00%	92.74%	100.03%	99.78%	103.77%	
\$230,001 \$300,000	<div style="width: 13.64%;"></div> 9	13.64%	99.81%	88.15%	100.00%	99.81%	0.00%	
\$300,001 and up	<div style="width: 9.09%;"></div> 6	9.09%	98.81%	97.62%	98.81%	101.94%	0.00%	
Median Sold/List Ratio		97.62%		94.74%	97.80%	99.78%	101.58%	
Total Closed Units		66	100%	97.62%	29	28	7	2
Total Closed Volume		10,471,100			4.45M	4.35M	1.36M	310.00K

January 2021



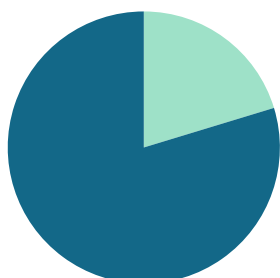
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

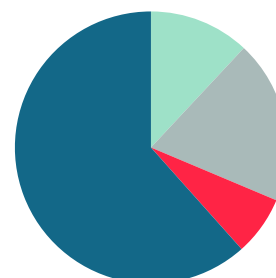


Inventory
 New Listings
108 = 20.30%
 Start Inventory
424
 Total Inventory Units
532
 Volume
\$105,964,109

Market Activity

Closed Sales
66 = 11.96%
 Pending Sales
107 = 19.38%
 Other Off Market
39 = 7.07%
 Active Inventory
340 = 61.59%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	48	66	37.50%	48	66	37.50%
Pending Sales	71	107	50.70%	71	107	50.70%
New Listings	125	108	-13.60%	125	108	-13.60%
Median List Price	122,500	139,000	13.47%	122,500	139,000	13.47%
Median Sale Price	108,000	140,000	29.63%	108,000	140,000	29.63%
Median Percent of Selling Price to List Price	95.84%	97.62%	1.86%	95.84%	97.62%	1.86%
Median Days on Market to Sale	58.50	14.00	-76.07%	58.50	14.00	-76.07%
Monthly Inventory	416	340	-18.27%	416	340	-18.27%
Months Supply of Inventory	6.78	4.83	-28.81%	6.78	4.83	-28.81%

Absorption: Last 12 months, an Average of **70** Sales/Month

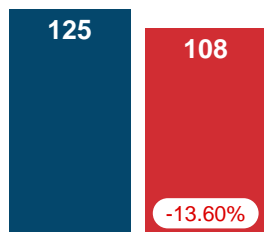
Inventory on January 31, 2021 = **340**

2020 **2021**

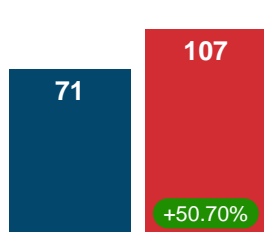
JANUARY MARKET

MEDIAN PRICES

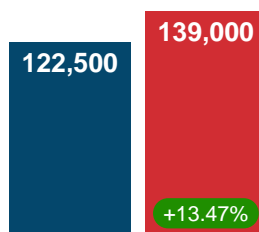
New Listings



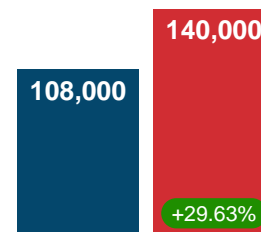
Pending Listings



List Price



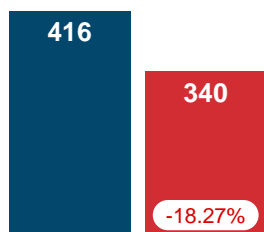
Sale Price



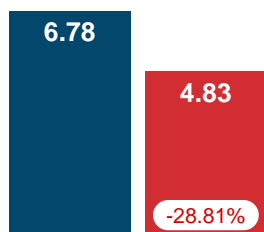
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

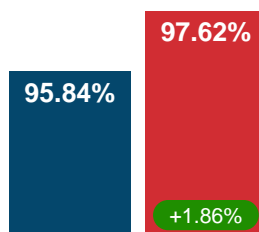
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

