

January 2021



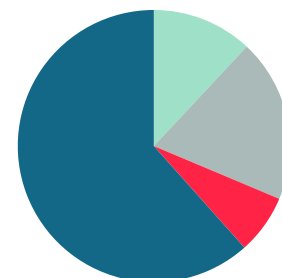
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	180,117	165,674	-8.02%
Average Sale Price	169,606	158,653	-6.46%
Average Percent of Selling Price to List Price	92.06%	94.99%	3.18%
Average Days on Market to Sale	85.98	31.20	-63.72%
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.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.46%** in January 2021 to \$158,653 versus the previous year at \$169,606.

Average Days on Market Shortens

The average number of **31.20** days that homes spent on the market before selling decreased by 54.78 days or **63.72%** in January 2021 compared to last year's same month at **85.98** DOM.

Sales Success for January 2021 is Positive

Overall, with Average Prices falling 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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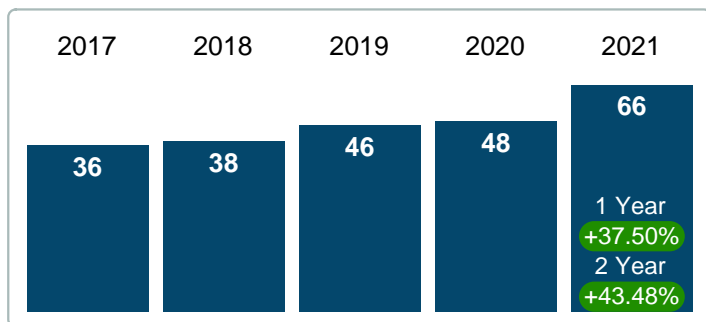
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



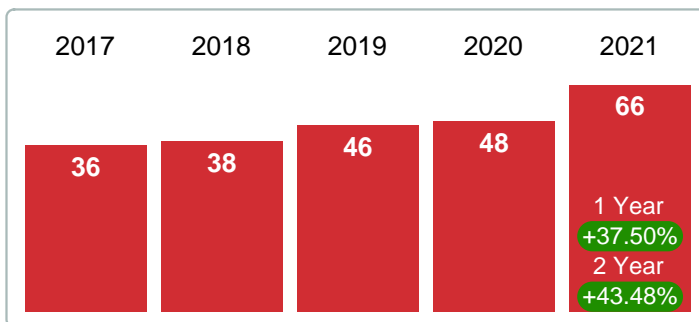
CLOSED LISTINGS

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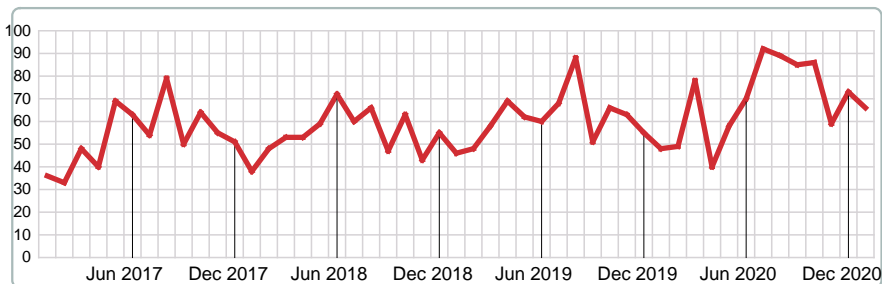
JANUARY



YEAR TO DATE (YTD)

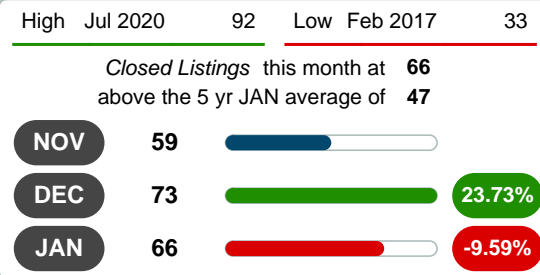


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	9.09%	40.3	6	0	0	0
\$25,001 - \$50,000	6	9.09%	25.8	3	3	0	0
\$50,001 - \$75,000	10	15.15%	38.2	6	3	1	0
\$75,001 - \$150,000	15	22.73%	23.8	3	10	1	1
\$150,001 - \$225,000	13	19.70%	28.5	3	6	3	1
\$225,001 - \$300,000	10	15.15%	37.9	5	4	1	0
\$300,001 and up	6	9.09%	28.8	3	2	1	0
Total Closed Units	66			29	28	7	2
Total Closed Volume	10,471,100	100%	31.2	4.45M	4.35M	1.36M	310.00K
Average Closed Price	\$158,653			\$153,566	\$155,364	\$193,929	\$155,000

January 2021



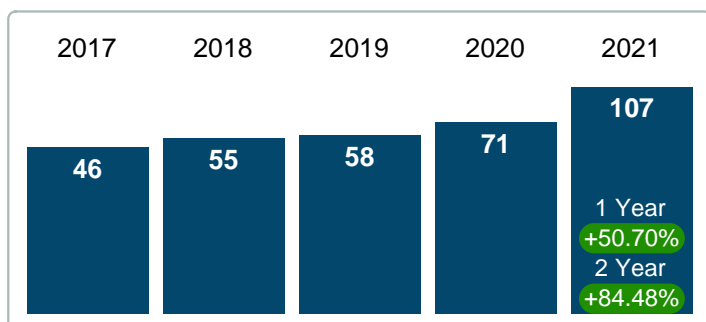
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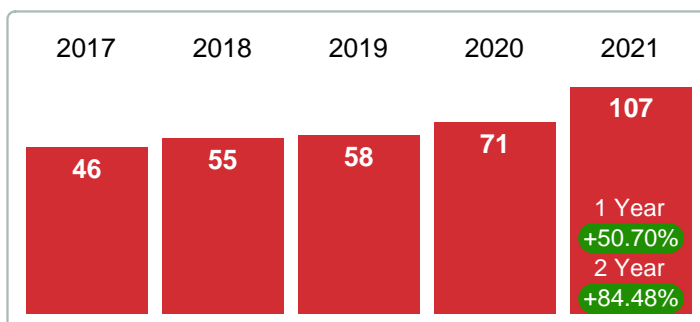
PENDING LISTINGS

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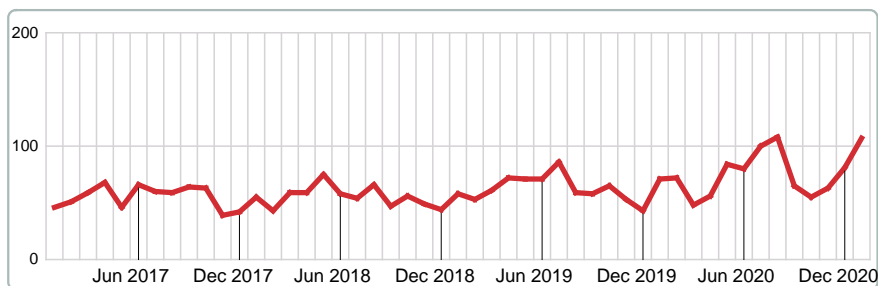
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

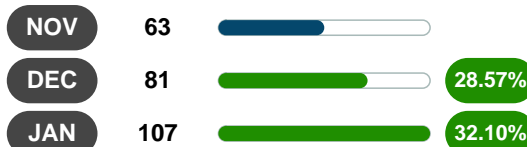


3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	8.41%	72.6	9	0	0	0
\$25,001 - \$50,000	6	5.61%	46.5	6	0	0	0
\$50,001 - \$75,000	17	15.89%	29.2	10	7	0	0
\$75,001 - \$150,000	31	28.97%	33.1	10	18	3	0
\$150,001 - \$250,000	21	19.63%	66.9	7	5	7	2
\$250,001 - \$375,000	11	10.28%	66.4	2	4	4	1
\$375,001 and up	12	11.21%	32.4	7	2	3	0
Total Pending Units	107			51	36	17	3
Total Pending Volume	24,789,960	100%	24.1	13.70M	5.54M	4.78M	772.40K
Average Listing Price	\$173,279			\$268,611	\$153,869	\$281,124	\$257,467

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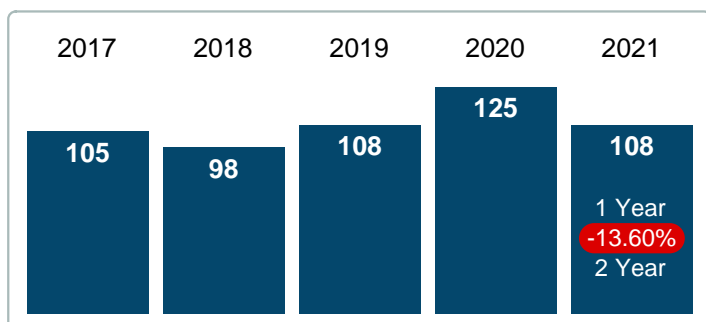
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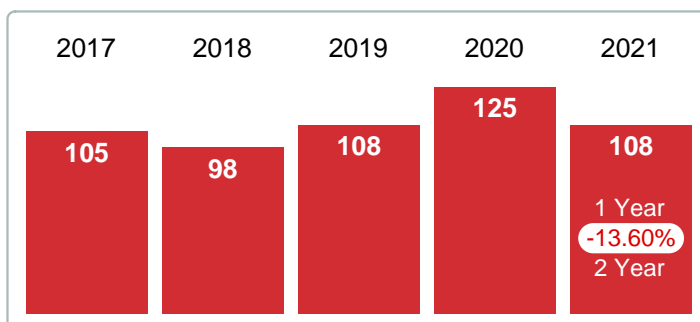
NEW LISTINGS

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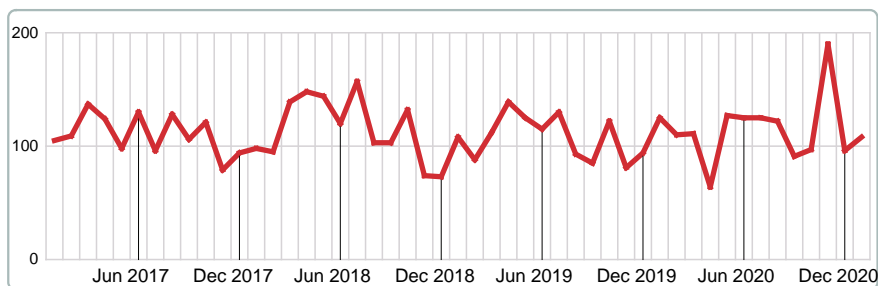
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YEAR TO DATE (YTD)

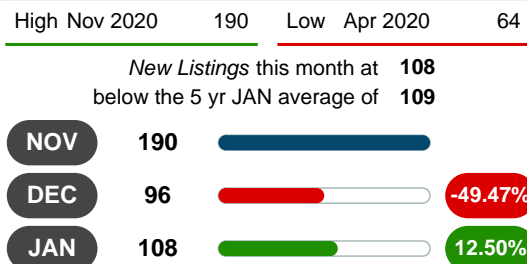


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	4	3.70%	4	0	0	0
\$25,001 - \$50,000	9	8.33%	8	1	0	0
\$50,001 - \$75,000	17	15.74%	12	5	0	0
\$75,001 - \$150,000	33	30.56%	12	16	4	1
\$150,001 - \$225,000	14	12.96%	4	6	3	1
\$225,001 - \$425,000	21	19.44%	8	7	5	1
\$425,001 and up	10	9.26%	7	2	1	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
Average New Listed Listing Price	\$279,929		\$235,034	\$232,822	\$250,862	\$164,933

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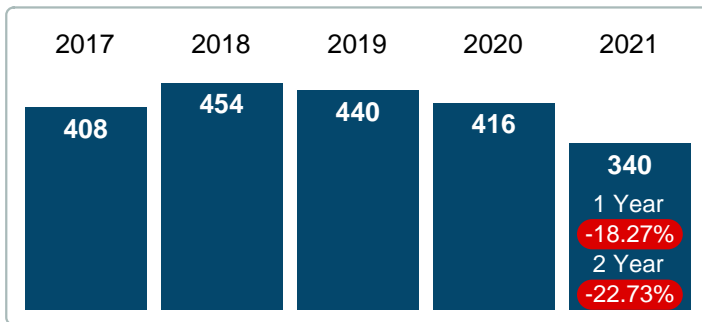
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



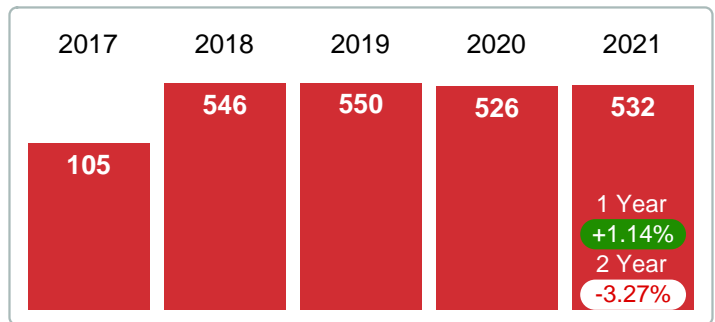
ACTIVE INVENTORY

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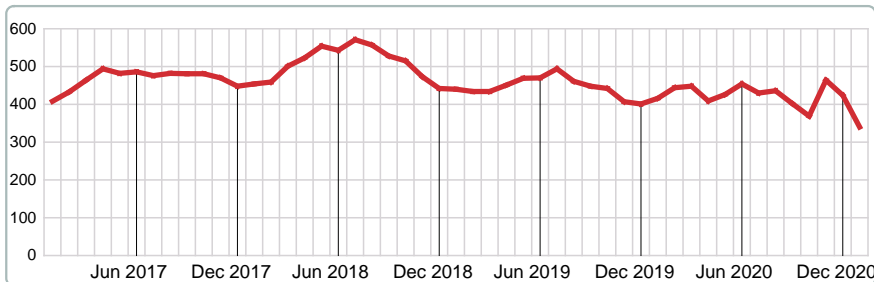
END OF JANUARY



ACTIVE DURING JANUARY

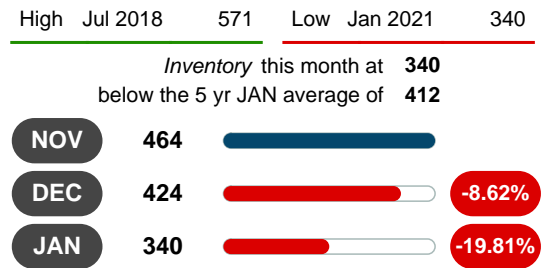


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 412



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	56	16.47%	103.1	56	0	0	0
\$25,001-\$50,000	54	15.88%	89.7	48	3	2	1
\$50,001-\$150,000	101	29.71%	82.9	49	47	4	1
\$150,001-\$225,000	49	14.41%	100.9	28	13	7	1
\$225,001-\$475,000	47	13.82%	102.7	29	8	6	4
\$475,001 and up	33	9.71%	96.8	24	4	3	2
Total Active Inventory by Units			340	234	75	22	9
Total Active Inventory by Volume			65,694,149	41.26M	15.49M	5.54M	3.41M
Average Active Inventory Listing Price			\$193,218	\$176,316	\$206,471	\$251,934	\$378,700

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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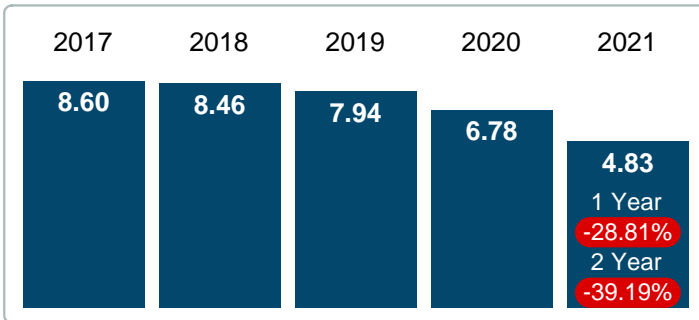
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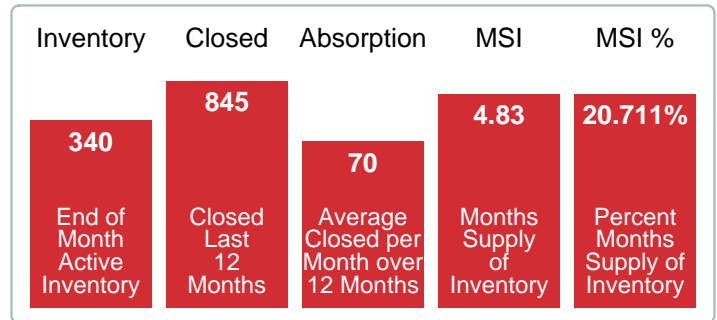
MONTHS SUPPLY of INVENTORY (MSI)

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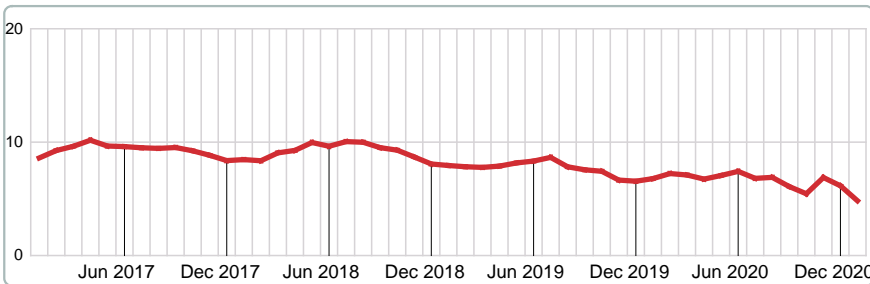
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

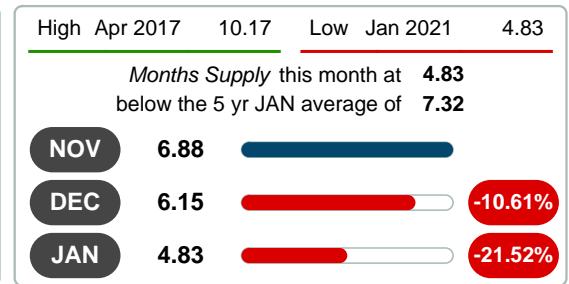


5 YEAR MARKET ACTIVITY TRENDS



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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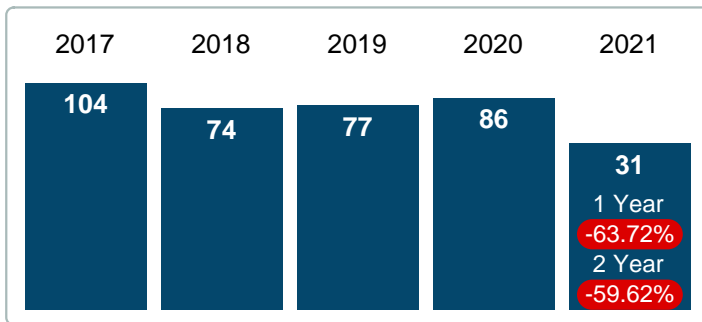
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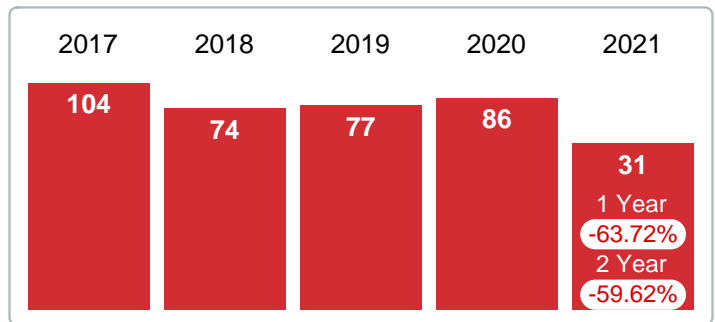
AVERAGE DAYS ON MARKET TO SALE

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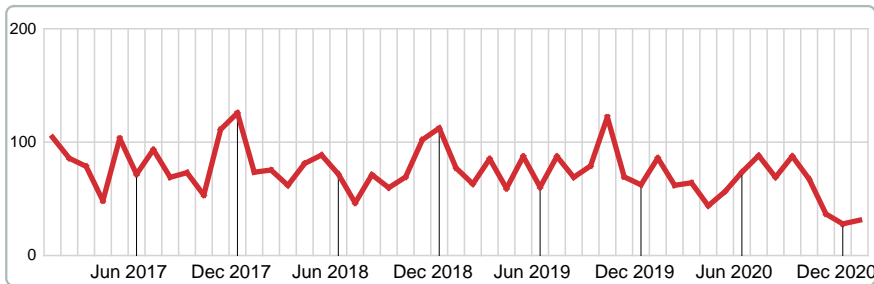
JANUARY



YEAR TO DATE (YTD)

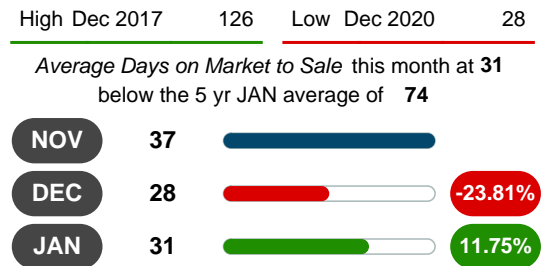


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 74



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	9.09%	40	40	0	0	0
\$25,001 - \$50,000	9.09%	26	9	42	0	0
\$50,001 - \$75,000	15.15%	38	30	7	181	0
\$75,001 - \$150,000	22.73%	24	5	27	55	18
\$150,001 - \$225,000	19.70%	29	64	17	25	3
\$225,001 - \$300,000	15.15%	38	31	42	55	0
\$300,001 and up	9.09%	29	6	77	3	0
Average Closed DOM		31	28	30	53	11
Total Closed Units	100%	31	29	28	7	2
Total Closed Volume		10,471,100	4.45M	4.35M	1.36M	310.00K

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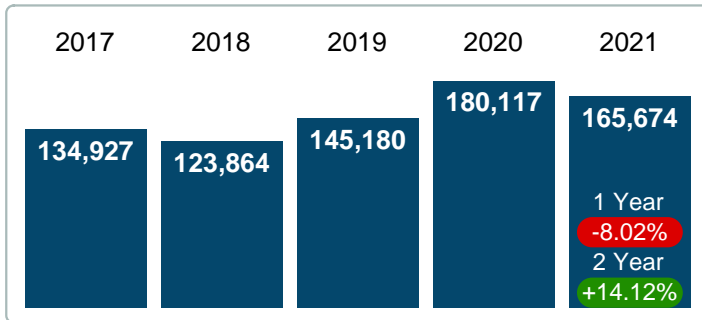
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



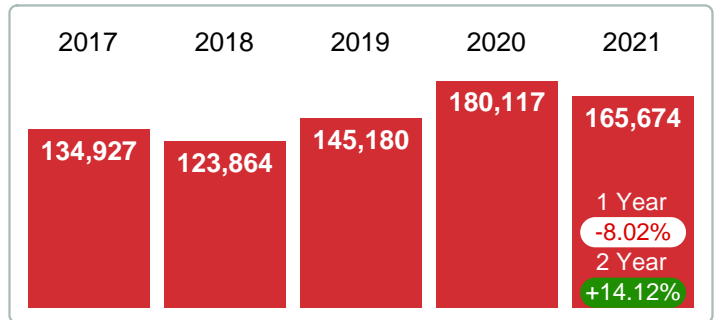
AVERAGE LIST PRICE AT CLOSING

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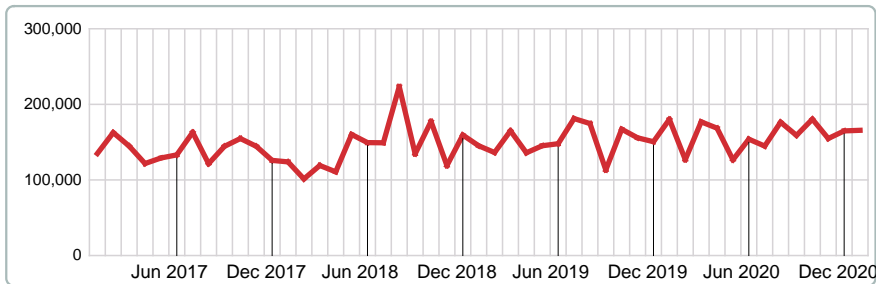
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

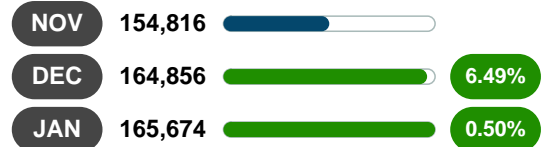


3 MONTHS

5 year JAN AVG = 149,952

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

Average List Price at Closing this month at **165,674**
above the 5 yr JAN average of **149,952**



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	9.09%	9,583	9,583	0	0	0
\$25,001 - \$50,000	6.06%	40,500	42,333	49,933	0	0
\$50,001 - \$75,000	15.15%	61,760	66,967	67,967	60,000	0
\$75,001 - \$150,000	24.24%	117,256	93,333	130,670	134,500	145,900
\$150,001 - \$225,000	21.21%	181,393	193,333	178,033	206,433	159,000
\$225,001 - \$300,000	10.61%	256,400	302,200	234,975	269,000	0
\$300,001 and up	13.64%	431,889	619,000	377,000	310,000	0
Average List Price		165,674	166,010	157,946	198,971	152,450
Total Closed Units	100%	165,674	29	28	7	2
Total Closed Volume		10,934,500	4.81M	4.42M	1.39M	304.90K

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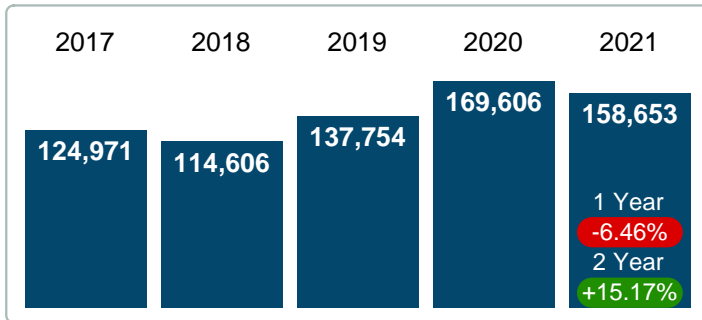
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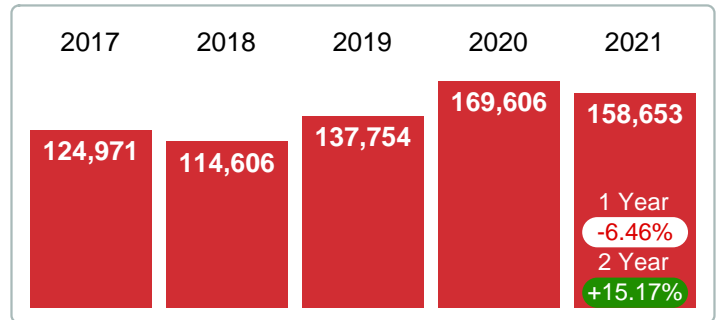
AVERAGE SOLD PRICE AT CLOSING

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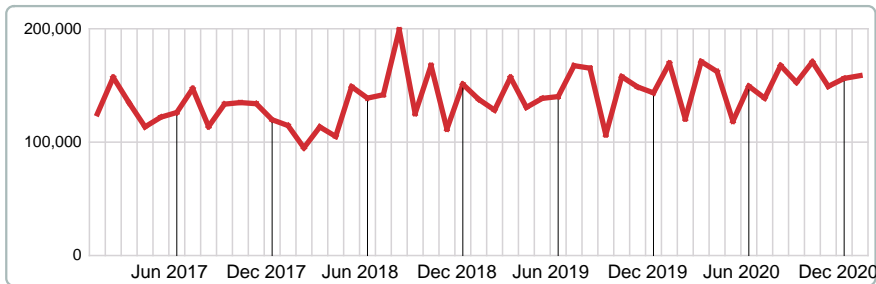
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

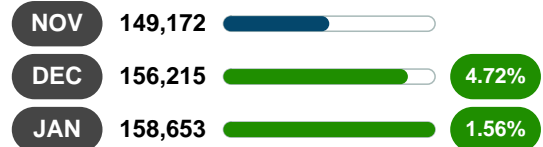


3 MONTHS

5 year JAN AVG = 141,118

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

Average Sold Price at Closing this month at **158,653** above the 5 yr JAN average of **141,118**



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 6	9.09%	7,833	7,833	0	0	0
\$25,001 \$50,000 6	9.09%	41,167	40,333	42,000	0	0
\$50,001 \$75,000 10	15.15%	61,880	62,650	62,633	55,000	0
\$75,001 \$150,000 15	22.73%	121,193	92,833	127,040	124,000	145,000
\$150,001 \$225,000 13	19.70%	181,608	182,333	175,817	198,000	165,000
\$225,001 \$300,000 10	15.15%	261,750	276,600	241,500	268,500	0
\$300,001 and up 6	9.09%	460,333	567,000	372,500	316,000	0
Average Sold Price		158,653	153,566	155,364	193,929	155,000
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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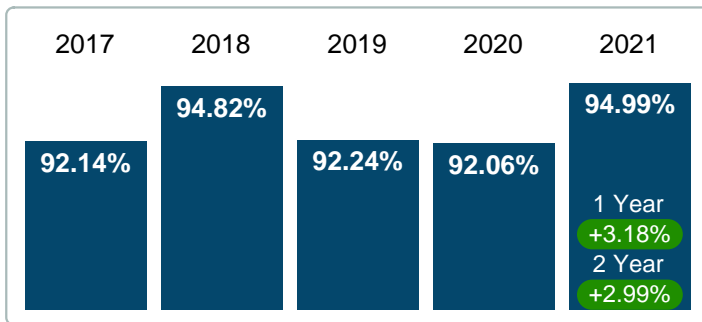
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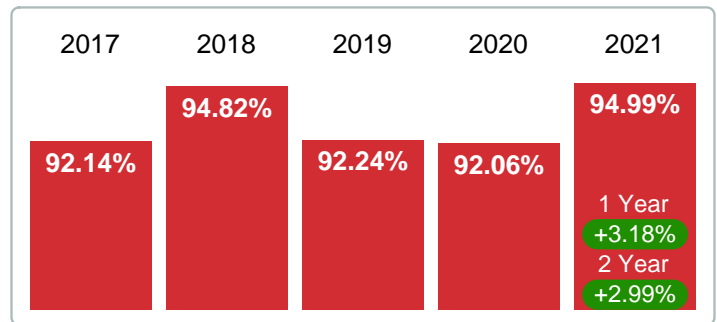
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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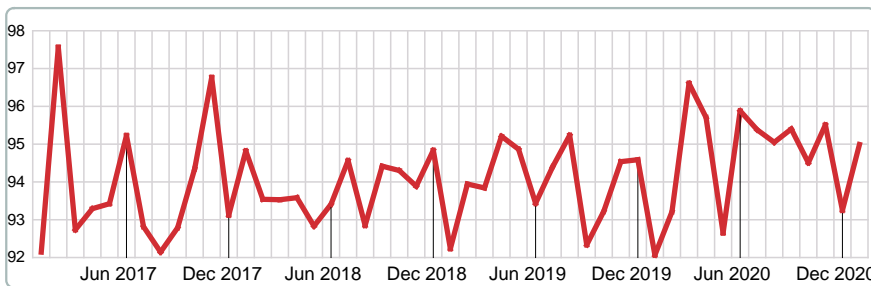
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

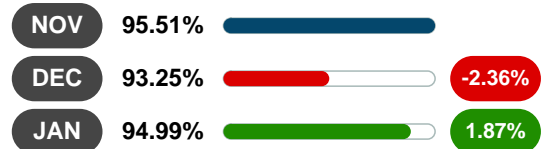


3 MONTHS

5 year JAN AVG = 93.25%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **94.99%**
above the 5 yr JAN average of **93.25%**



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	6	9.09%	84.15%	84.15%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	9.09%	90.03%	95.61%	84.45%	0.00%	0.00%
\$50,001 - \$75,000	10	15.15%	93.24%	94.15%	91.94%	91.67%	0.00%
\$75,001 - \$150,000	15	22.73%	97.45%	99.60%	97.14%	92.19%	99.38%
\$150,001 - \$225,000	13	19.70%	97.82%	95.16%	98.84%	96.47%	103.77%
\$225,001 - \$300,000	10	15.15%	97.58%	92.05%	103.94%	99.81%	0.00%
\$300,001 and up	6	9.09%	97.10%	94.35%	98.81%	101.94%	0.00%
Average Sold/List Ratio		95.00%		92.56%	96.68%	96.43%	101.58%
Total Closed Units		66	100%	29	28	7	2
Total Closed Volume		10,471,100		4.45M	4.35M	1.36M	310.00K

January 2021



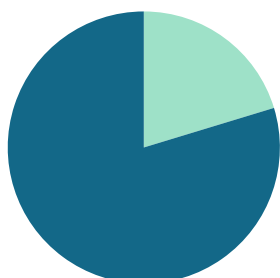
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

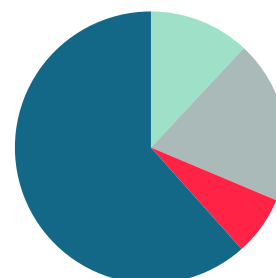


Inventory
 New Listings
108 = 20.30%
 Start Inventory
424
 Total Inventory Units
532
 Volume
\$105,964,109

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%
Average List Price	180,117	165,674	-8.02%	180,117	165,674	-8.02%
Average Sale Price	169,606	158,653	-6.46%	169,606	158,653	-6.46%
Average Percent of Selling Price to List Price	92.06%	94.99%	3.18%	92.06%	94.99%	3.18%
Average Days on Market to Sale	85.98	31.20	-63.72%	85.98	31.20	-63.72%
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

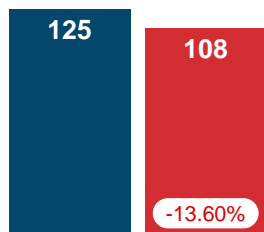
Inventory on January 31, 2021 = **340**

2020 **2021**

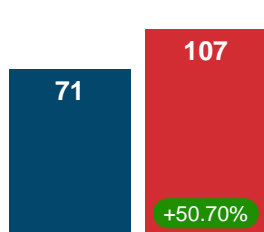
JANUARY MARKET

AVERAGE PRICES

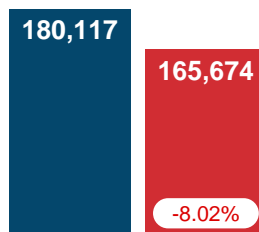
New Listings



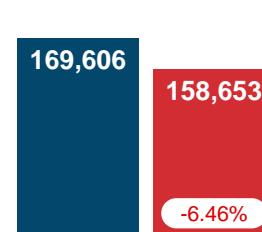
Pending Listings



List Price



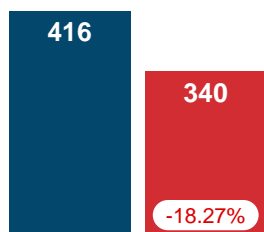
Sale Price



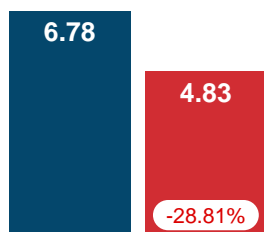
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

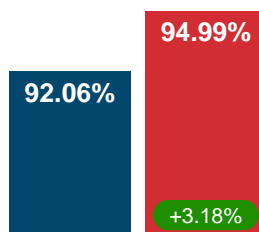
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

