

April 2021



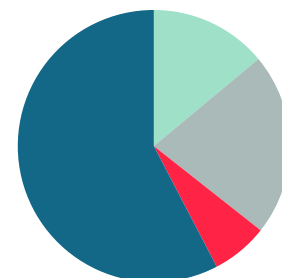
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	40	83	107.50%
Pending Listings	56	129	130.36%
New Listings	64	148	131.25%
Median List Price	160,250	139,000	-13.26%
Median Sale Price	157,750	136,200	-13.66%
Median Percent of Selling Price to List Price	98.31%	98.87%	0.57%
Median Days on Market to Sale	30.00	10.00	-66.67%
End of Month Inventory	411	343	-16.55%
Months Supply of Inventory	6.77	4.51	-33.46%



■ Closed (13.95%)
■ Pending (21.68%)
■ Other OffMarket (6.72%)
■ Active (57.65%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of April 30, 2021 = **343**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **16.55%** to 343 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **4.51** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.66%** in April 2021 to \$136,200 versus the previous year at \$157,750.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 20.00 days or **66.67%** in April 2021 compared to last year's same month at **30.00** DOM.

Sales Success for April 2021 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 148 New Listings in April 2021, up **131.25%** from last year at 64. Furthermore, there were 83 Closed Listings this month versus last year at 40, a **107.50%** increase.

Closed versus Listed trends yielded a **56.1%** ratio, down from previous year's, April 2020, at **62.5%**, a **10.27%** downswing. 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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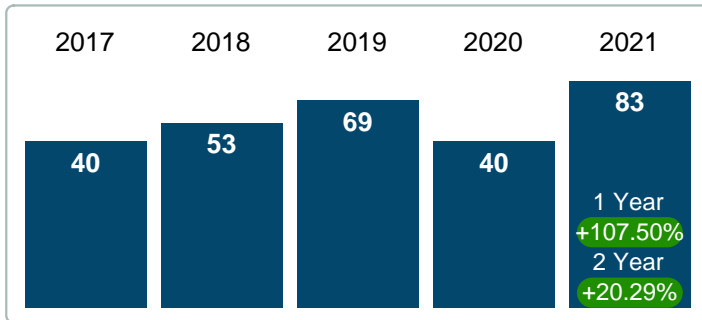
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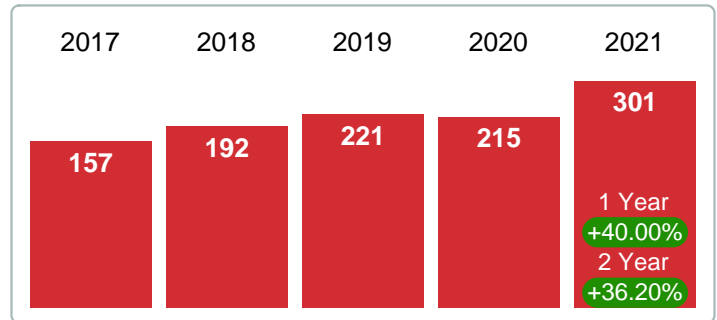
CLOSED LISTINGS

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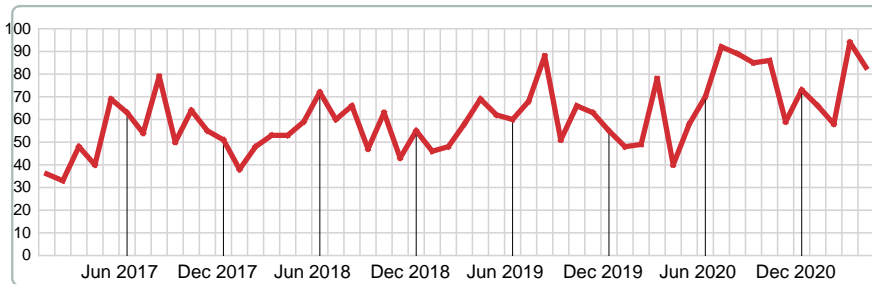
APRIL



YEAR TO DATE (YTD)

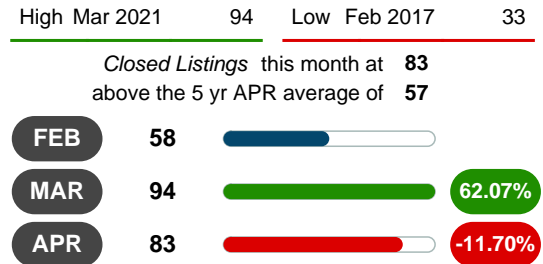


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.64%	78.5	7	0	1	0
\$40,001 - \$50,000	8	9.64%	7.5	7	1	0	0
\$50,001 - \$100,000	15	18.07%	6.0	9	6	0	0
\$100,001 - \$170,000	20	24.10%	13.5	3	15	1	1
\$170,001 - \$270,000	14	16.87%	8.5	5	5	2	2
\$270,001 - \$350,000	10	12.05%	6.5	2	4	4	0
\$350,001 and up	8	9.64%	29.5	4	3	0	1
Total Closed Units	83			37	34	8	4
Total Closed Volume	17,084,250	100%	10.0	7.47M	6.70M	1.81M	1.10M
Median Closed Price	\$136,200			\$60,000	\$144,500	\$256,500	\$242,125

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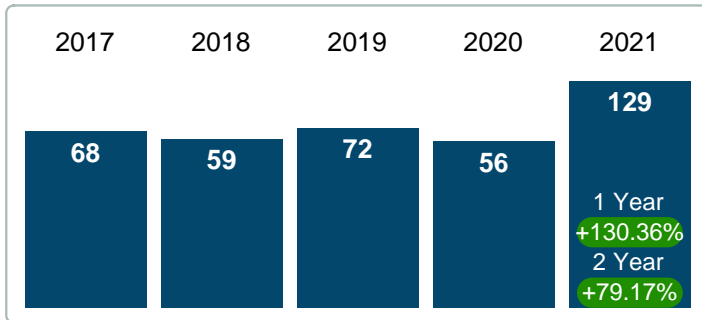
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



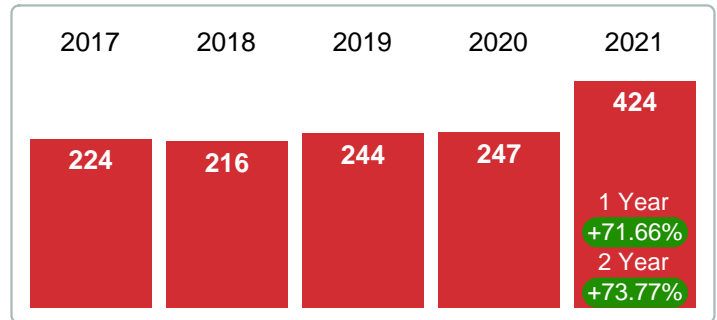
PENDING LISTINGS

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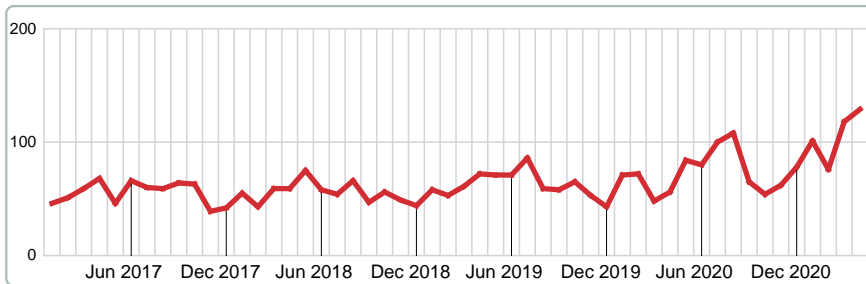
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 77

High Apr 2021 129 Low Nov 2017 39

Pending Listings this month at 129
above the 5 yr APR average of 77



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	12	9.30%	133.5	11	1	0	0
\$40,001 - \$80,000	15	11.63%	22.0	9	6	0	0
\$80,001 - \$120,000	19	14.73%	3.0	7	12	0	0
\$120,001 - \$180,000	30	23.26%	6.5	5	22	3	0
\$180,001 - \$240,000	20	15.50%	4.0	3	10	5	2
\$240,001 - \$430,000	20	15.50%	17.0	6	7	5	2
\$430,001 and up	13	10.08%	16.0	4	3	3	3
Total Pending Units	129			45	61	16	7
Total Pending Volume	26,642,240	100%	11.0	8.20M	10.59M	4.63M	3.22M
Median Listing Price	\$150,000			\$99,000	\$149,900	\$240,000	\$365,000

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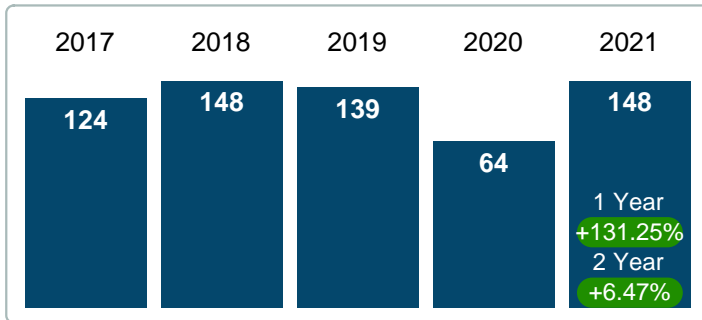
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



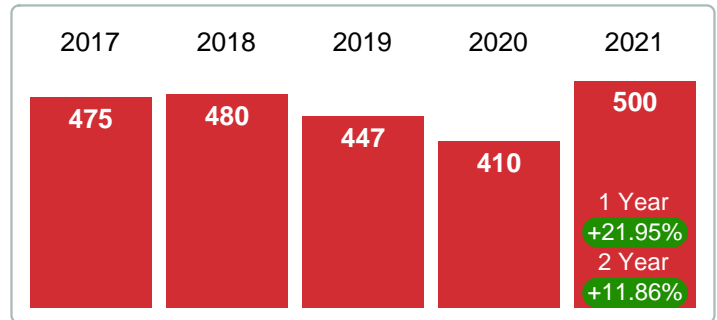
NEW LISTINGS

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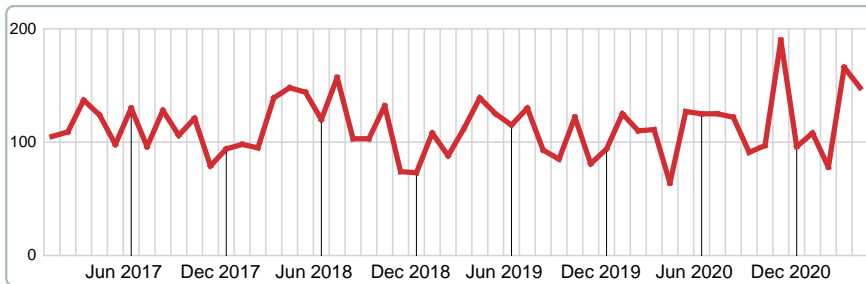
APRIL



YEAR TO DATE (YTD)

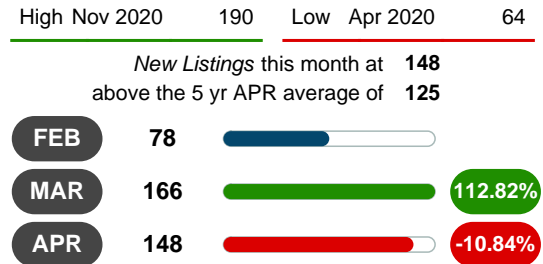


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 125



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	7	4.73%	7	0	0	0
\$25,001 - \$50,000	18	12.16%	14	4	0	0
\$50,001 - \$100,000	26	17.57%	10	14	2	0
\$100,001 - \$200,000	42	28.38%	10	26	4	2
\$200,001 - \$325,000	21	14.19%	1	16	4	0
\$325,001 - \$550,000	20	13.51%	5	9	2	4
\$550,001 and up	14	9.46%	7	4	0	3
Total New Listed Units	148		54	73	12	9
Total New Listed Volume	35,922,679	100%	12.50M	16.39M	2.78M	4.25M
Median New Listed Listing Price	\$159,000		\$74,900	\$174,900	\$189,500	\$438,000

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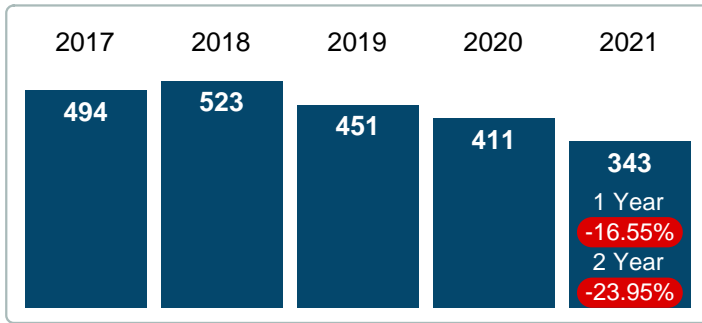
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



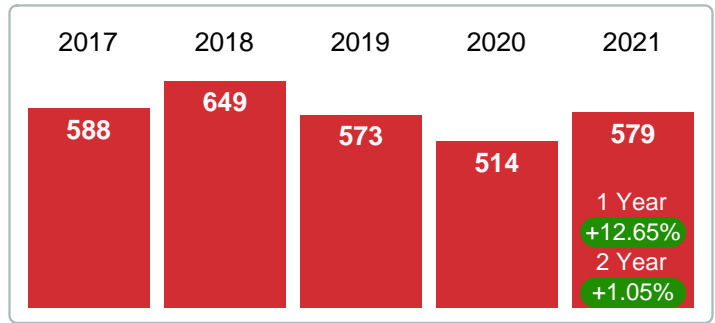
ACTIVE INVENTORY

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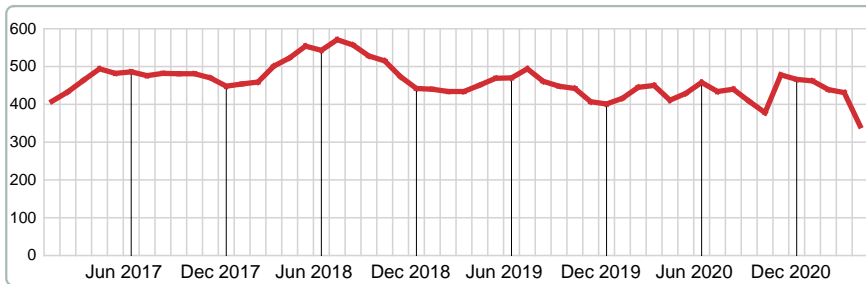
END OF APRIL



ACTIVE DURING APRIL

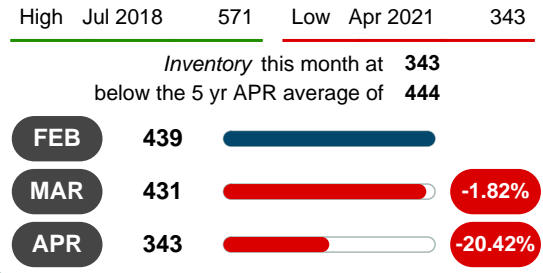


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 444



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	2	0.58%	87.0	2	0	0	0
\$10,001 - \$30,000	59	17.20%	165.0	58	1	0	0
\$30,001 - \$50,000	60	17.49%	35.0	54	6	0	0
\$50,001 - \$190,000	94	27.41%	66.0	60	28	6	0
\$190,001 - \$300,000	50	14.58%	41.5	28	18	4	0
\$300,001 - \$600,000	43	12.54%	44.0	28	7	4	4
\$600,001 and up	35	10.20%	59.0	24	6	3	2
Total Active Inventory by Units		343		254	66	17	6
Total Active Inventory by Volume		83,021,677	100%	57.37M	16.33M	5.38M	3.94M
Median Active Inventory Listing Price		\$116,000		\$66,900	\$176,700	\$245,000	\$524,000

April 2021



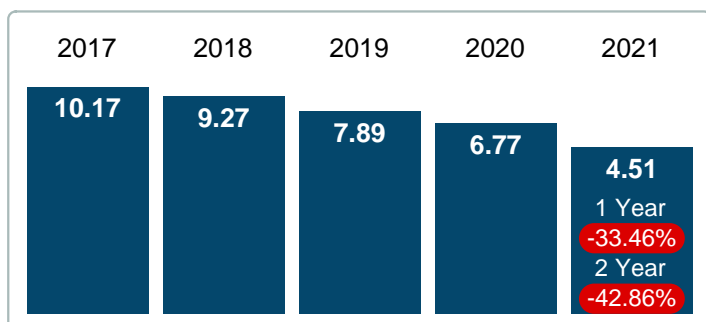
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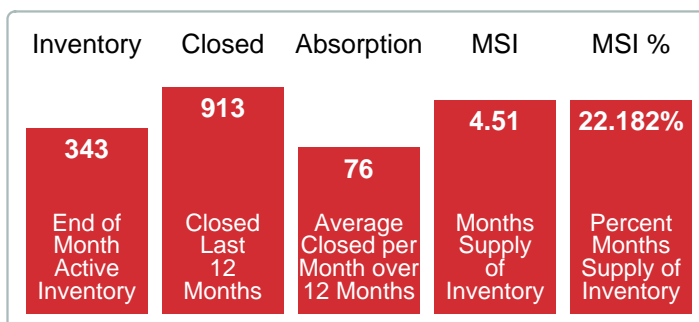
MONTHS SUPPLY of INVENTORY (MSI)

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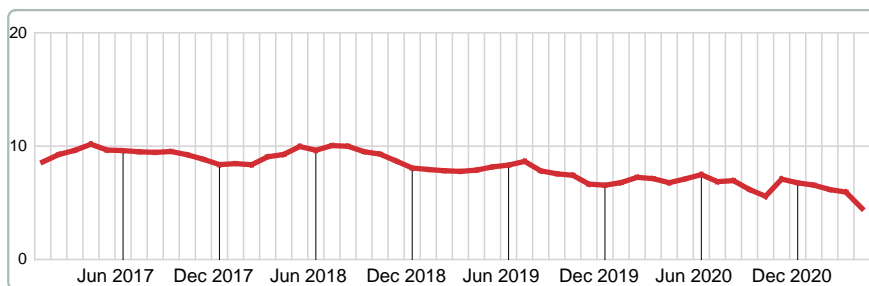
MSI FOR APRIL



INDICATORS FOR APRIL 2021

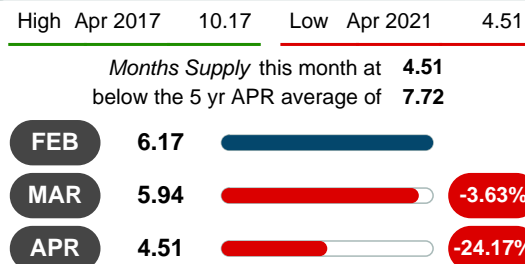


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.72



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	2	0.58%	1.33	1.50	0.00	0.00	0.00
\$10,001 - \$30,000	59	17.20%	11.61	13.13	2.00	0.00	0.00
\$30,001 - \$50,000	60	17.49%	8.67	11.57	2.88	0.00	0.00
\$50,001 - \$190,000	94	27.41%	2.34	5.85	1.13	1.33	0.00
\$190,001 - \$300,000	50	14.58%	3.16	12.00	2.16	0.91	0.00
\$300,001 - \$600,000	43	12.54%	8.46	19.76	3.82	2.82	9.60
\$600,001 and up	35	10.20%	24.71	28.80	24.00	18.00	12.00
Market Supply of Inventory (MSI)			4.51	10.06	1.74	1.58	2.77
Total Active Inventory by Units		100%	4.51	254	66	17	6

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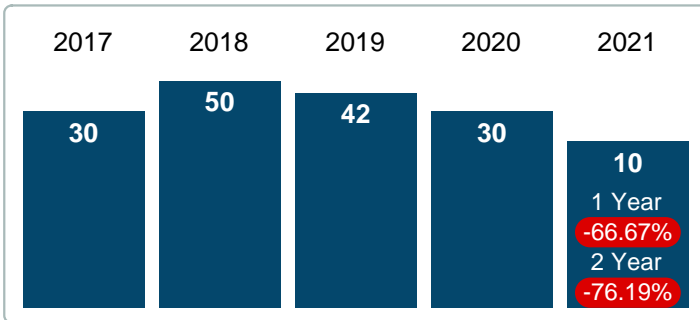
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



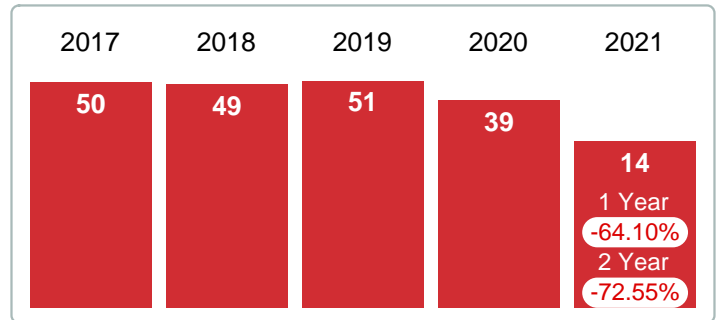
MEDIAN DAYS ON MARKET TO SALE

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

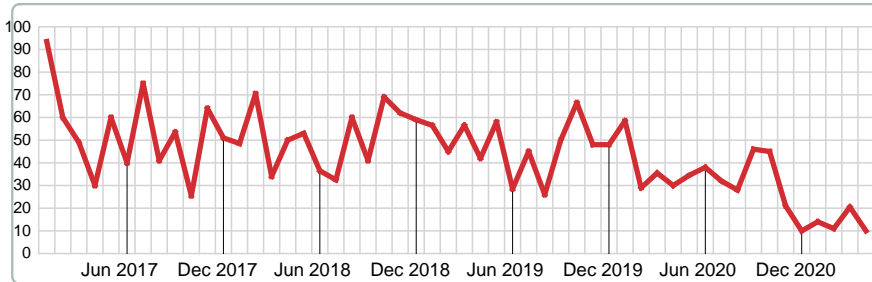
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

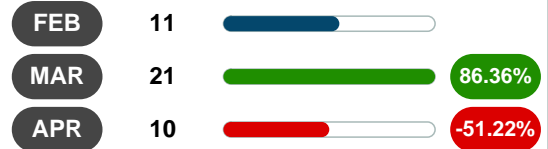


3 MONTHS

5 year APR AVG = 32

High Jan 2017 94 Low Apr 2021 10

Median Days on Market to Sale this month at 10 below the 5 yr APR average of 32



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
\$40,000 and less	9.64%	79	56	0	324	0
\$40,001 - \$50,000	9.64%	8	7	23	0	0
\$50,001 - \$100,000	18.07%	6	6	2	0	0
\$100,001 - \$170,000	24.10%	14	3	16	54	11
\$170,001 - \$270,000	16.87%	9	23	1	89	3
\$270,001 - \$350,000	12.05%	7	152	4	5	0
\$350,001 and up	9.64%	30	33	8	0	51
Median Closed DOM		10	22	6	24	7
Total Closed Units	100%	83	37	34	8	4
Total Closed Volume		17,084,250	7.47M	6.70M	1.81M	1.10M

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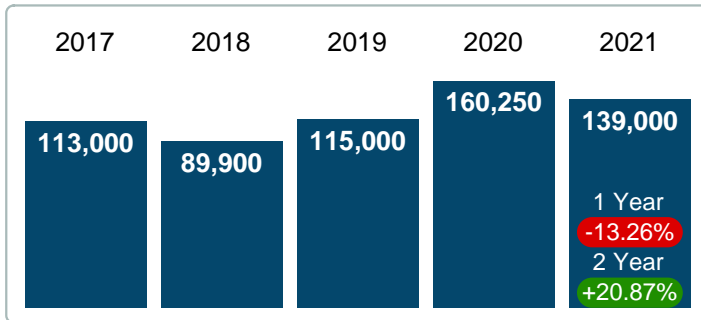
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



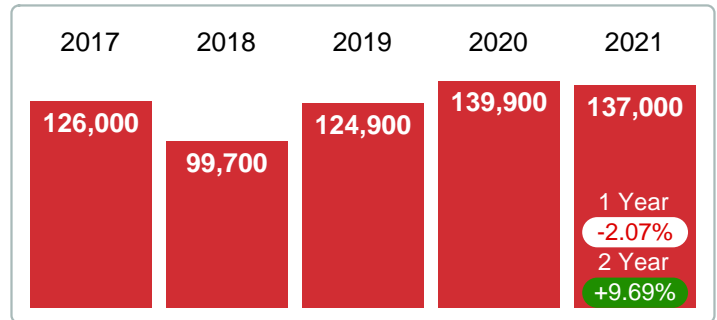
MEDIAN LIST PRICE AT CLOSING

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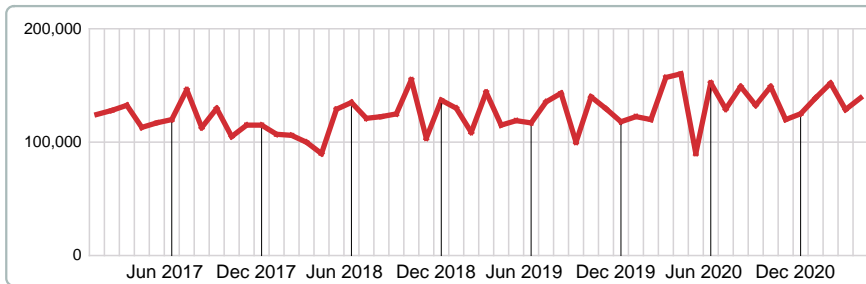
APRIL



YEAR TO DATE (YTD)

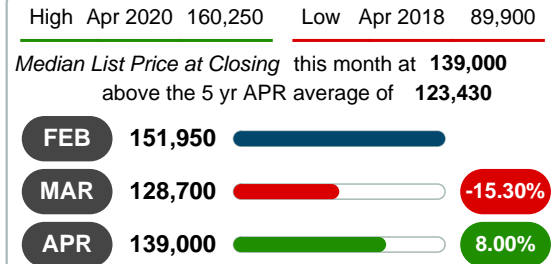


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 123,430



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
\$40,000 and less	8	9.64%	30,000	30,000	0	29,500	0
\$40,001 - \$50,000	8	9.64%	49,450	49,000	49,900	0	0
\$50,001 - \$100,000	14	16.87%	68,450	64,500	89,900	0	0
\$100,001 - \$170,000	20	24.10%	135,500	135,000	132,000	158,000	155,000
\$170,001 - \$270,000	14	16.87%	233,750	235,500	192,000	229,750	249,500
\$270,001 - \$350,000	9	10.84%	299,900	340,000	302,250	297,450	0
\$350,001 and up	10	12.05%	511,500	511,500	765,000	0	475,000
Median List Price			139,000	64,500	145,000	262,250	249,500
Total Closed Units		100%	139,000	37	34	8	4
Total Closed Volume			17,989,284	8.12M	6.89M	1.85M	1.13M

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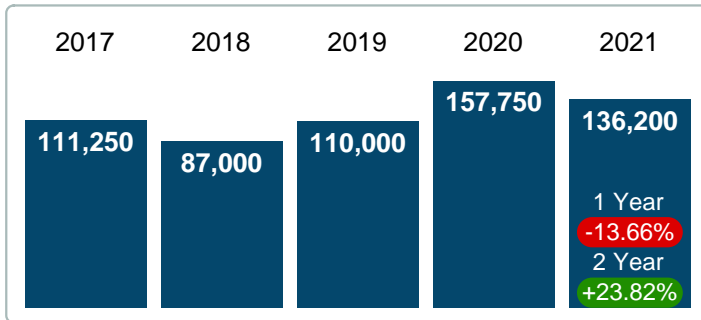
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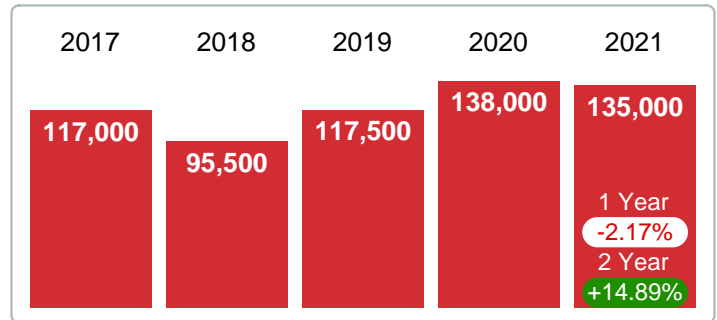
MEDIAN SOLD PRICE AT CLOSING

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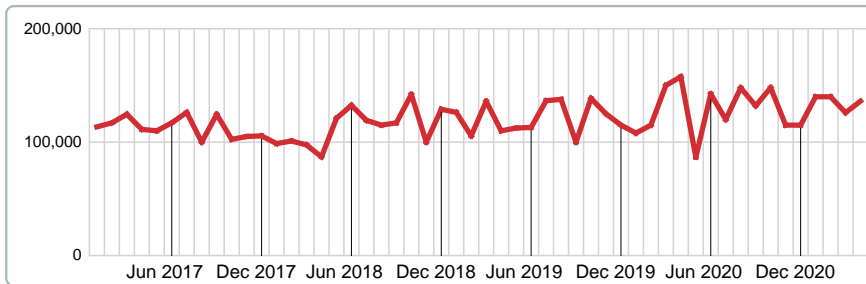
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

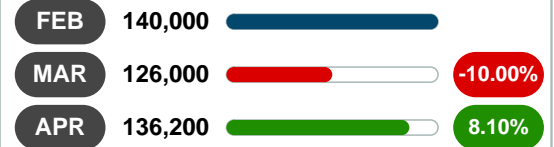


3 MONTHS

5 year APR AVG = 120,440

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

Median Sold Price at Closing this month at 136,200 above the 5 yr APR average of 120,440



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
\$40,000 and less	9.64%	27,500	30,000	0	20,000	0
\$40,001 - \$50,000	9.64%	48,000	47,000	50,000	0	0
\$50,001 - \$100,000	18.07%	64,305	60,000	86,250	0	0
\$100,001 - \$170,000	24.10%	135,600	135,000	130,000	145,000	145,000
\$170,001 - \$270,000	16.87%	231,000	233,145	185,000	219,500	242,125
\$270,001 - \$350,000	12.05%	309,500	335,000	314,750	297,500	0
\$350,001 and up	9.64%	537,500	525,000	735,000	0	475,000
Median Sold Price		136,200	60,000	144,500	256,500	242,125
Total Closed Units	100%	136,200	37	34	8	4
Total Closed Volume		17,084,250	7.47M	6.70M	1.81M	1.10M

April 2021



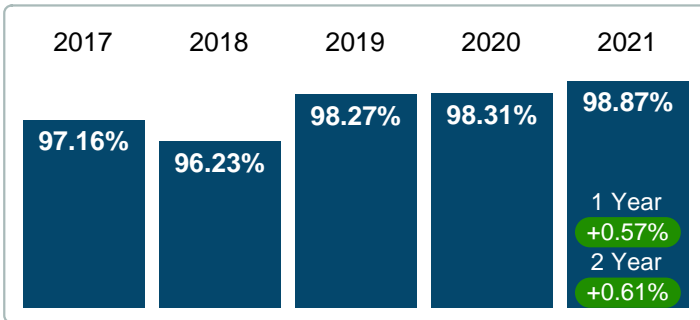
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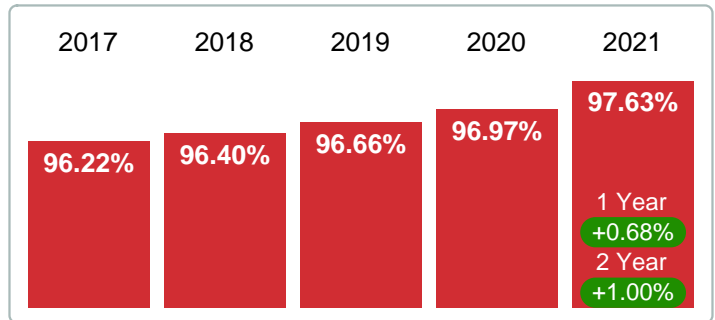
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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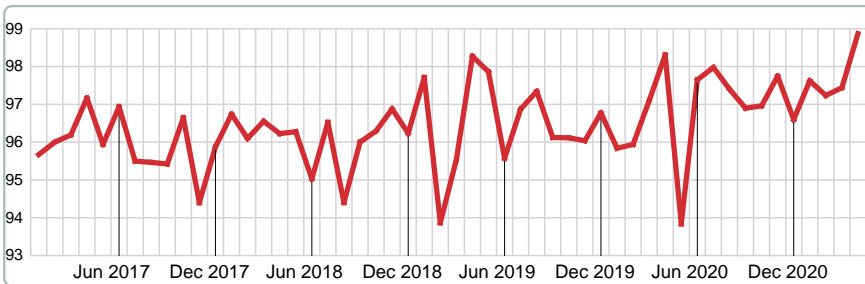
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

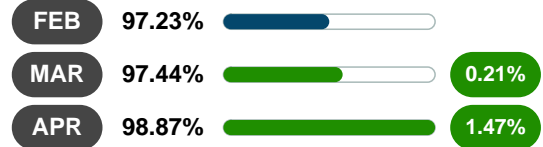


3 MONTHS

5 year APR AVG = 97.77%

High Apr 2021 98.87% Low May 2020 93.84%

Median Sold/List Ratio this month at **98.87%**
above the 5 yr APR average of **97.77%**



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
\$40,000 and less	8	9.64%	93.84%	100.00%	0.00%	67.80%	0.00%
\$40,001 - \$50,000	8	9.64%	100.00%	100.00%	100.20%	0.00%	0.00%
\$50,001 - \$100,000	15	18.07%	95.45%	96.36%	92.53%	0.00%	0.00%
\$100,001 - \$170,000	20	24.10%	100.00%	100.00%	100.00%	91.77%	93.55%
\$170,001 - \$270,000	14	16.87%	99.44%	96.23%	100.00%	95.65%	97.04%
\$270,001 - \$350,000	10	12.05%	99.86%	82.41%	99.25%	100.00%	0.00%
\$350,001 and up	8	9.64%	95.21%	90.89%	96.08%	0.00%	100.00%
Median Sold/List Ratio		98.87%		96.36%	99.44%	99.86%	97.04%
Total Closed Units		83	100%	37	34	8	4
Total Closed Volume		17,084,250		7.47M	6.70M	1.81M	1.10M

April 2021



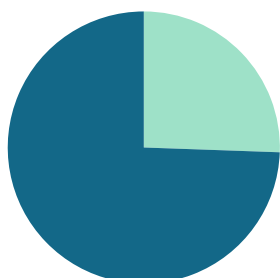
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

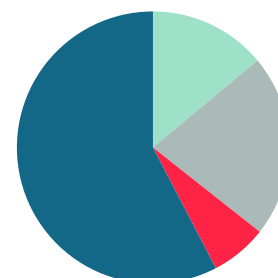


Inventory
 New Listings **148 = 25.56%**
 Start Inventory **431**
 Total Inventory Units **579**
 Volume **\$134,783,800**

Market Activity

Closed Sales **83 = 13.95%**
 Pending Sales **129 = 21.68%**
 Other Off Market **40 = 6.72%**
 Active Inventory **343 = 57.65%**

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	40	83	107.50%	215	301	40.00%
Pending Sales	56	129	130.36%	247	424	71.66%
New Listings	64	148	131.25%	410	500	21.95%
Median List Price	160,250	139,000	-13.26%	139,900	137,000	-2.07%
Median Sale Price	157,750	136,200	-13.66%	138,000	135,000	-2.17%
Median Percent of Selling Price to List Price	98.31%	98.87%	0.57%	96.97%	97.63%	0.68%
Median Days on Market to Sale	30.00	10.00	-66.67%	39.00	14.00	-64.10%
Monthly Inventory	411	343	-16.55%	411	343	-16.55%
Months Supply of Inventory	6.77	4.51	-33.46%	6.77	4.51	-33.46%

Absorption: Last 12 months, an Average of **76** Sales/Month

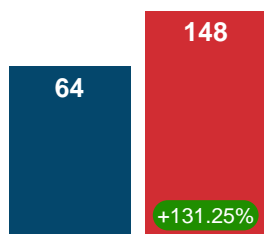
Inventory on April 30, 2021 = **343**

2020 **2021**

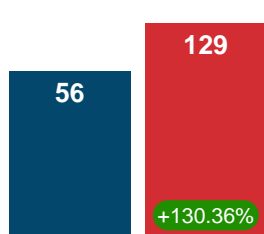
APRIL MARKET

MEDIAN PRICES

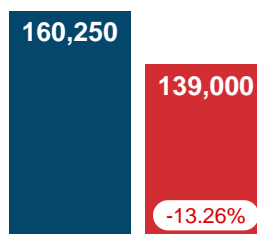
New Listings



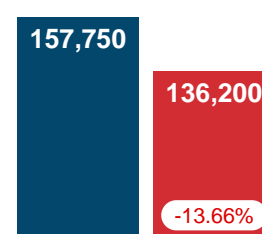
Pending Listings



List Price



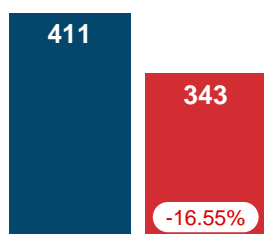
Sale Price



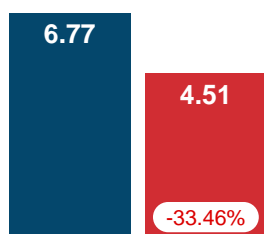
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

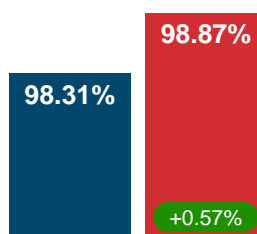
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

