

April 2021



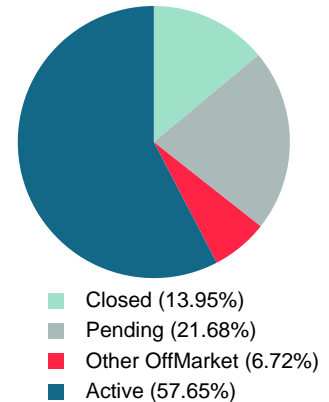
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	168,502	216,738	28.63%
Average Sale Price	162,265	205,834	26.85%
Average Percent of Selling Price to List Price	95.71%	95.29%	-0.44%
Average Days on Market to Sale	43.88	38.98	-11.17%
End of Month Inventory	411	343	-16.55%
Months Supply of Inventory	6.77	4.51	-33.46%



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.

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 **26.85%** in April 2021 to \$205,834 versus the previous year at \$162,265.

Average Days on Market Shortens

The average number of **38.98** days that homes spent on the market before selling decreased by 4.90 days or **11.17%** in April 2021 compared to last year's same month at **43.88** DOM.

Sales Success for April 2021 is Positive

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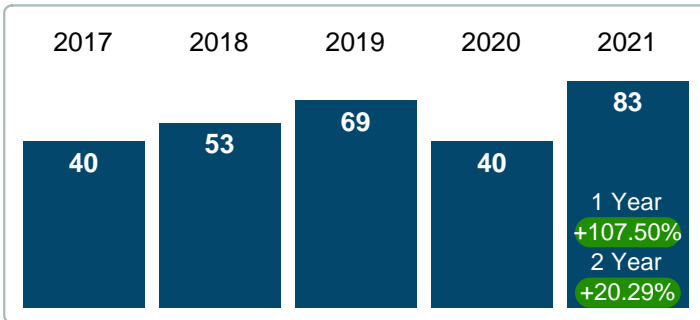
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



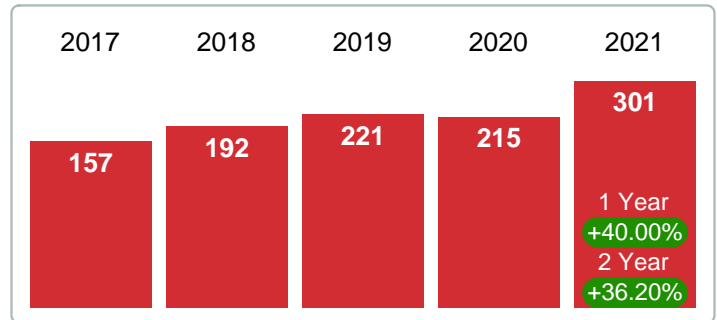
CLOSED LISTINGS

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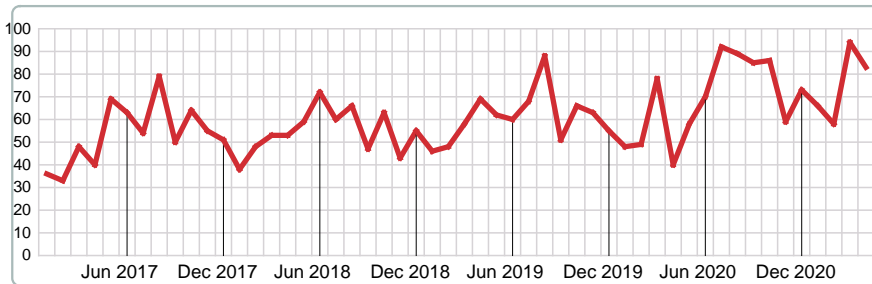
APRIL



YEAR TO DATE (YTD)

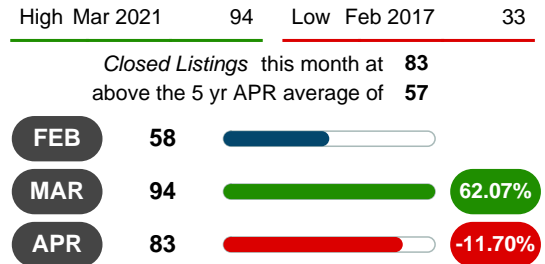


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.82%	139.3	3	0	1	0
\$25,001 - \$50,000	12	14.46%	35.6	11	1	0	0
\$50,001 - \$100,000	15	18.07%	30.1	9	6	0	0
\$100,001 - \$175,000	21	25.30%	25.1	3	16	1	1
\$175,001 - \$250,000	12	14.46%	37.4	4	4	2	2
\$250,001 - \$350,000	11	13.25%	35.5	3	4	4	0
\$350,001 and up	8	9.64%	54.1	4	3	0	1
Total Closed Units	83			37	34	8	4
Total Closed Volume	17,084,250	100%	39.0	7.47M	6.70M	1.81M	1.10M
Average Closed Price	\$205,834			\$201,876	\$197,165	\$225,875	\$276,063

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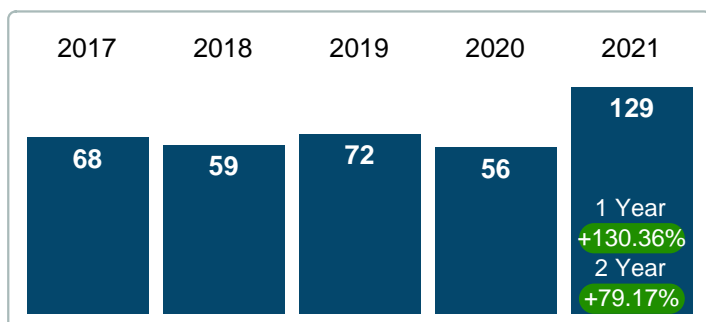
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



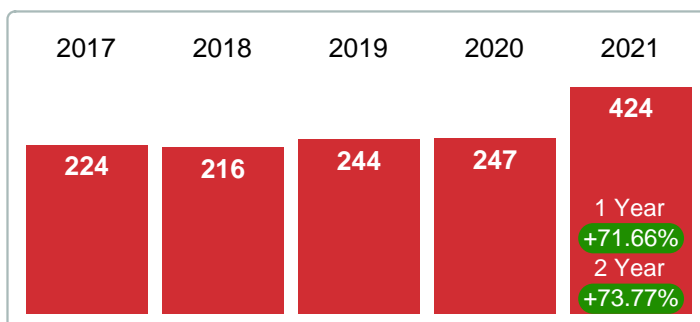
PENDING LISTINGS

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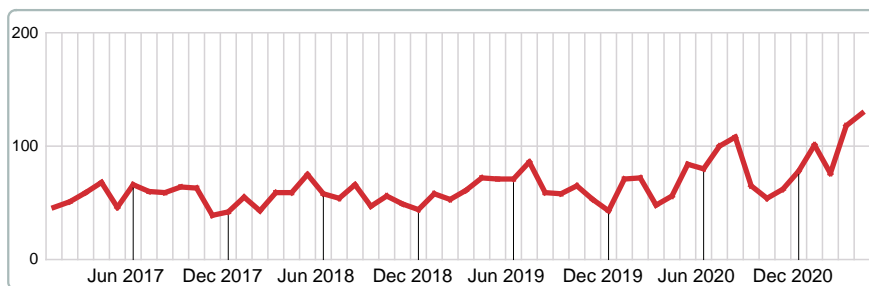
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

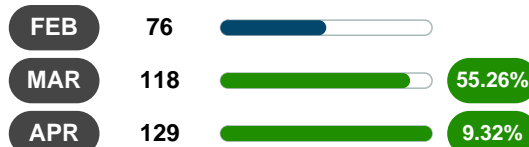


3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.10%	197.5	4	0	0	0
\$25,001 - \$75,000	23	17.83%	88.0	16	7	0	0
\$75,001 - \$125,000	22	17.05%	19.4	8	14	0	0
\$125,001 - \$175,000	26	20.16%	41.4	4	19	3	0
\$175,001 - \$225,000	17	13.18%	26.1	3	8	4	2
\$225,001 - \$425,000	23	17.83%	28.4	5	10	6	2
\$425,001 and up	14	10.85%	45.4	5	3	3	3
Total Pending Units	129			45	61	16	7
Total Pending Volume	26,642,240	100%	34.6	8.20M	10.59M	4.63M	3.22M
Average Listing Price	\$172,471			\$182,271	\$173,601	\$289,150	\$460,571

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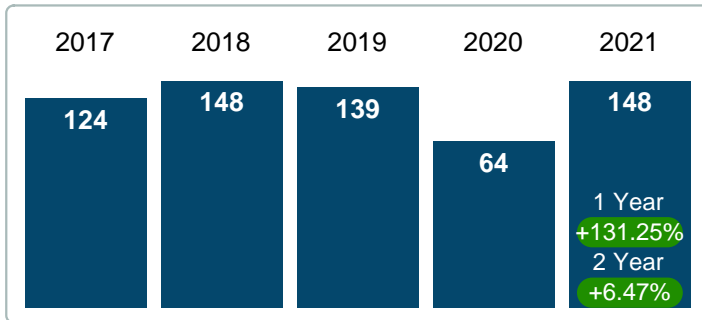
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



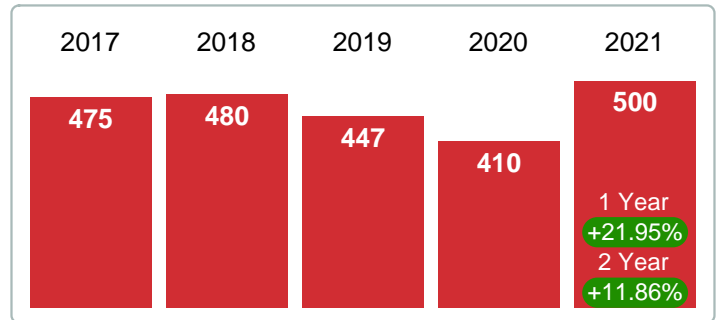
NEW LISTINGS

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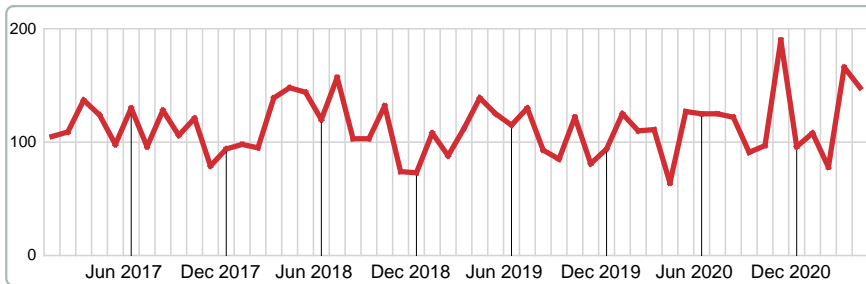
APRIL



YEAR TO DATE (YTD)

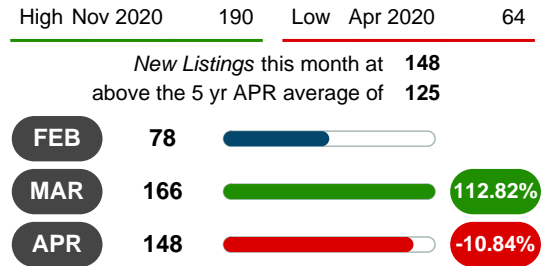


5 YEAR MARKET ACTIVITY TRENDS



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
\$30,000 and less	8	5.41%	8	0	0	0
\$30,001 - \$60,000	21	14.19%	16	5	0	0
\$60,001 - \$110,000	25	16.89%	8	15	2	0
\$110,001 - \$200,000	39	26.35%	9	24	4	2
\$200,001 - \$320,000	20	13.51%	1	16	3	0
\$320,001 - \$550,000	21	14.19%	5	9	3	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
Average New Listed Listing Price	\$131,225		\$231,469	\$224,589	\$231,617	\$472,111

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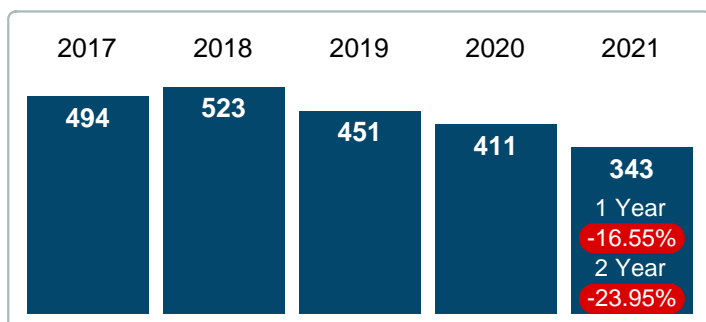
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



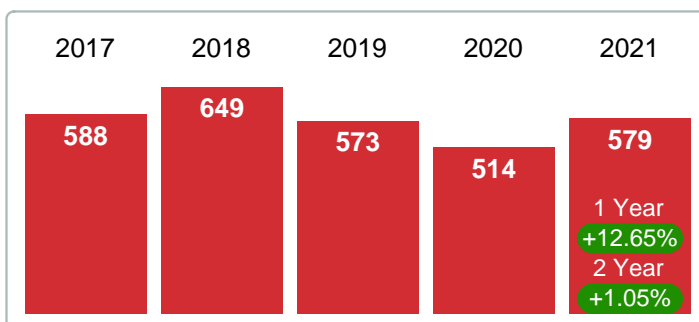
ACTIVE INVENTORY

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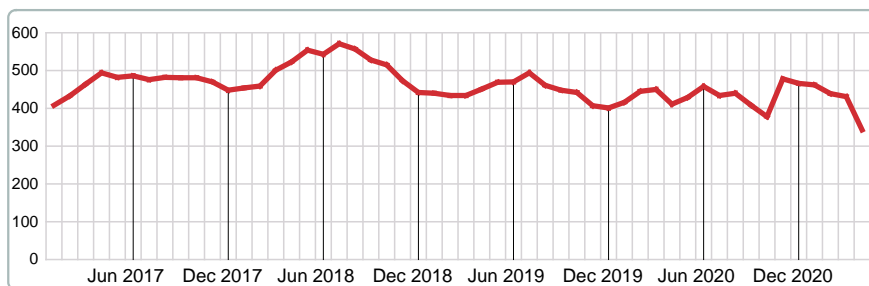
END OF APRIL



ACTIVE DURING APRIL

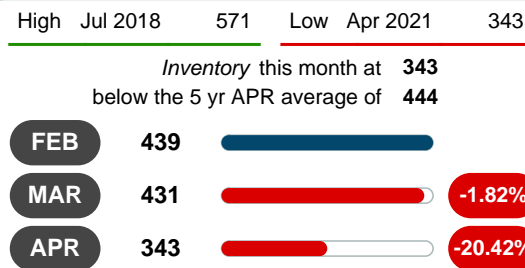


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 444



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	58	16.91%	129.7	57	1	0	0
\$25,001-\$50,000	63	18.37%	76.4	57	6	0	0
\$50,001-\$175,000	87	25.36%	95.1	55	26	6	0
\$175,001-\$300,000	57	16.62%	76.6	33	20	4	0
\$300,001-\$600,000	43	12.54%	80.2	28	7	4	4
\$600,001 and up	35	10.20%	83.7	24	6	3	2
Total Active Inventory by Units	343			254	66	17	6
Total Active Inventory by Volume	83,021,677	100%	91.4	57.37M	16.33M	5.38M	3.94M
Average Active Inventory Listing Price	\$242,046			\$225,863	\$247,470	\$316,376	\$656,833

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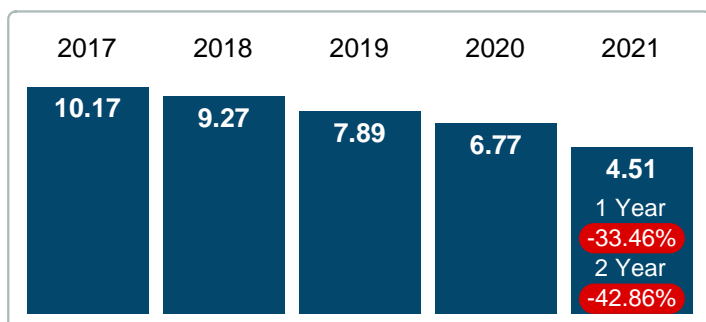
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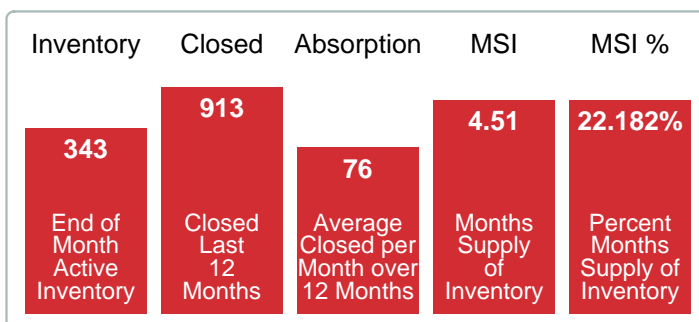
MONTHS SUPPLY of INVENTORY (MSI)

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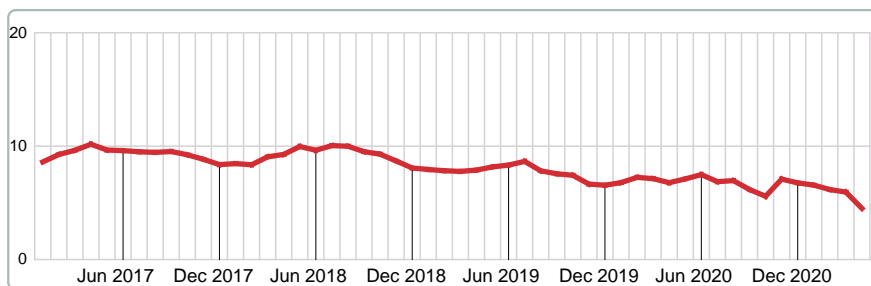
MSI FOR APRIL



INDICATORS FOR APRIL 2021

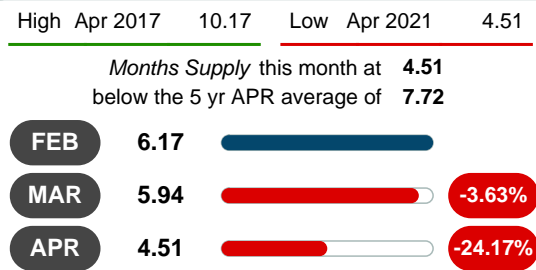


5 YEAR MARKET ACTIVITY TRENDS



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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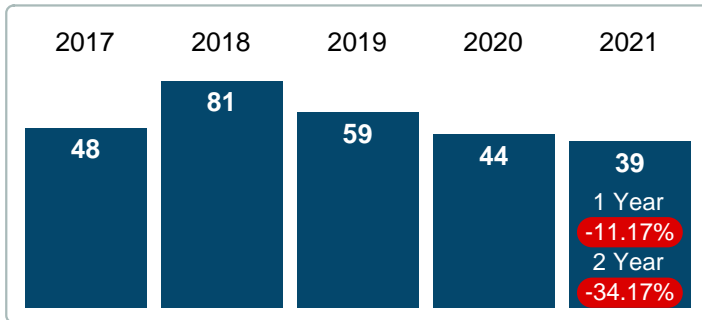
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



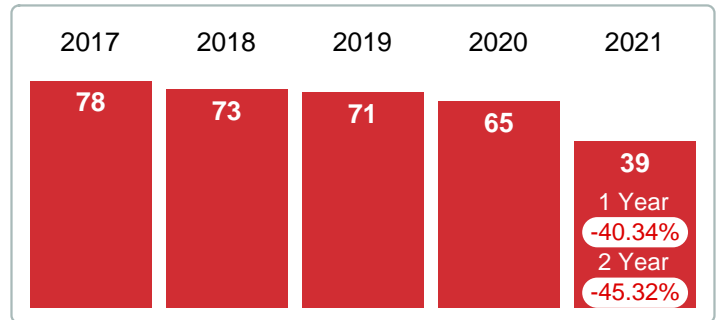
AVERAGE DAYS ON MARKET TO SALE

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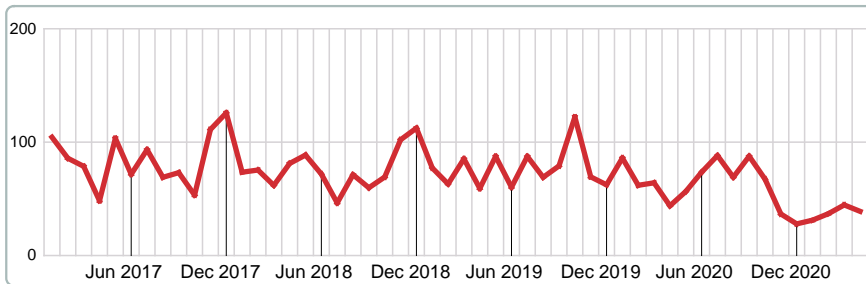
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54

High Dec 2017 126 Low Dec 2020 28

Average Days on Market to Sale this month at 39 below the 5 yr APR average of 54



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	4.82%	139	78	0	324	0
\$25,001 - \$50,000	14.46%	36	37	23	0	0
\$50,001 - \$100,000	18.07%	30	35	23	0	0
\$100,001 - \$175,000	25.30%	25	16	26	54	11
\$175,001 - \$250,000	14.46%	37	45	22	89	3
\$250,001 - \$350,000	13.25%	36	109	5	11	0
\$350,001 and up	9.64%	54	55	55	0	51
Average Closed DOM		39				
Total Closed Units	100%	39	47	25	75	17
Total Closed Volume			7.47M	6.70M	1.81M	1.10M

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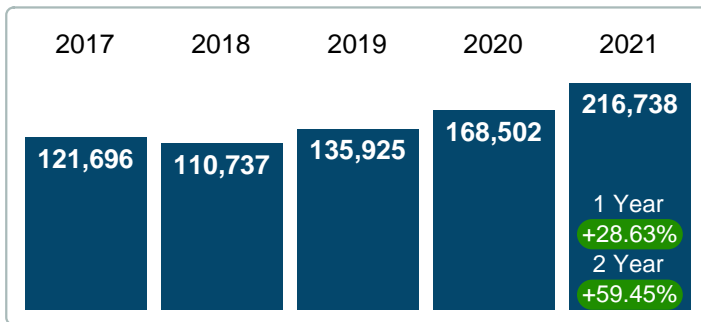
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



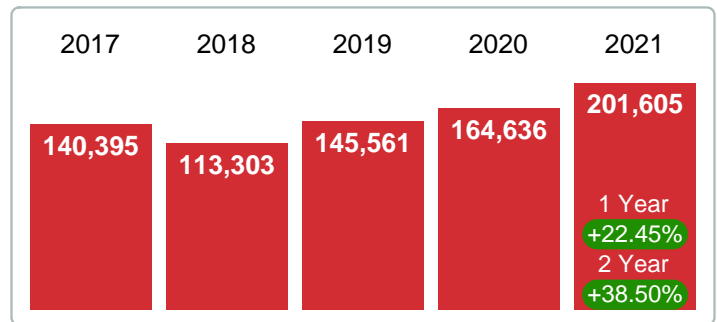
AVERAGE LIST PRICE AT CLOSING

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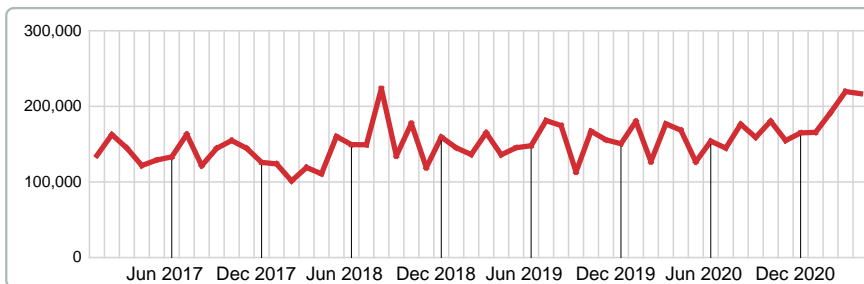
APRIL



YEAR TO DATE (YTD)

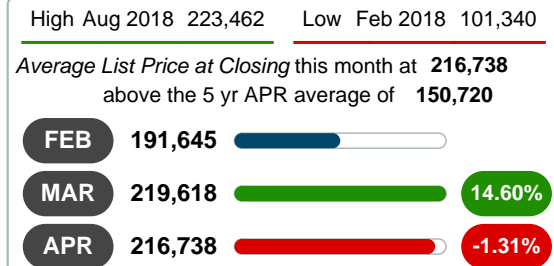


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150,720



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	2.41%	24,000	26,000	0	29,500	0
\$25,001 - \$50,000	16.87%	42,050	43,573	49,900	0	0
\$50,001 - \$100,000	16.87%	72,959	65,858	89,767	0	0
\$100,001 - \$175,000	24.10%	135,476	141,667	139,852	158,000	155,000
\$175,001 - \$250,000	14.46%	220,153	241,859	215,975	229,750	249,500
\$250,001 - \$350,000	13.25%	301,982	441,667	313,500	300,950	0
\$350,001 and up	12.05%	765,800	1,063,250	648,333	0	475,000
Average List Price		216,738	219,472	202,618	231,350	282,250
Total Closed Units	100%	216,738	37	34	8	4
Total Closed Volume		17,989,284	8.12M	6.89M	1.85M	1.13M

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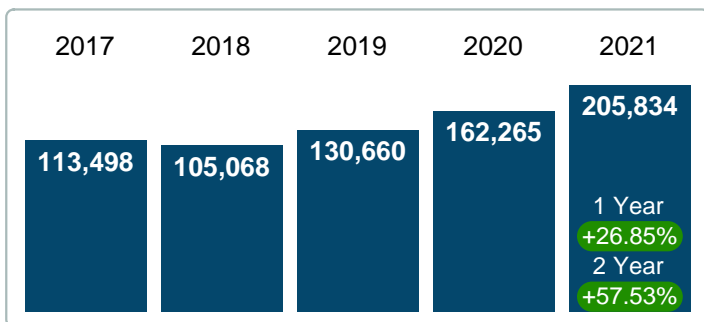
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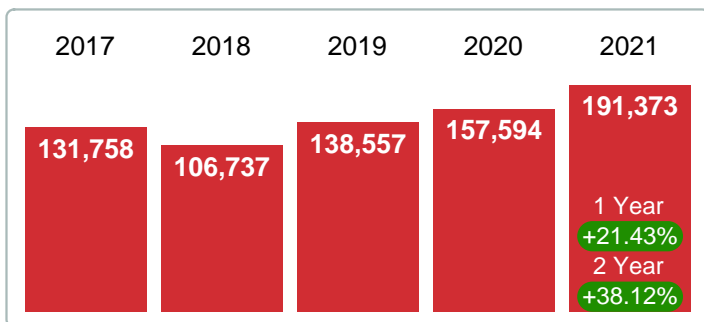
AVERAGE SOLD PRICE AT CLOSING

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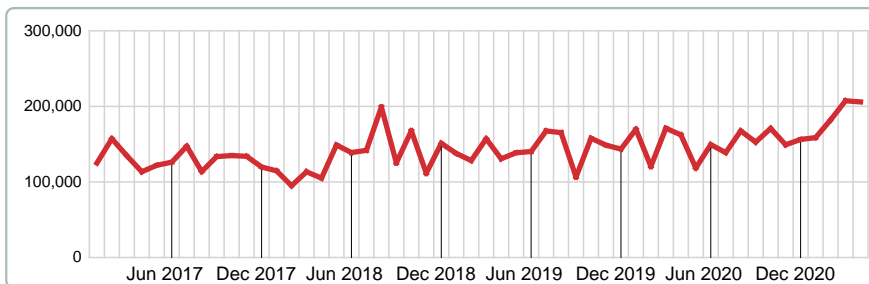
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

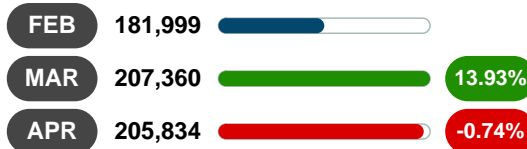


3 MONTHS

5 year APR AVG = 143,465

High Mar 2021 207,360 Low Feb 2018 94,989

Average Sold Price at Closing this month at **205,834** above the 5 yr APR average of **143,465**



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	4.82%	22,625	23,500	0	20,000	0
\$25,001 - \$50,000	14.46%	42,658	41,991	50,000	0	0
\$50,001 - \$100,000	18.07%	70,690	62,817	82,500	0	0
\$100,001 - \$175,000	25.30%	137,986	141,167	136,513	145,000	145,000
\$175,001 - \$250,000	14.46%	224,275	233,286	208,725	219,500	242,125
\$250,001 - \$350,000	13.25%	309,773	313,333	316,125	300,750	0
\$350,001 and up	9.64%	803,125	1,018,750	625,000	0	475,000
Average Sold Price		205,834	201,876	197,165	225,875	276,063
Total Closed Units	100%	205,834	37	34	8	4
Total Closed Volume		17,084,250	7.47M	6.70M	1.81M	1.10M

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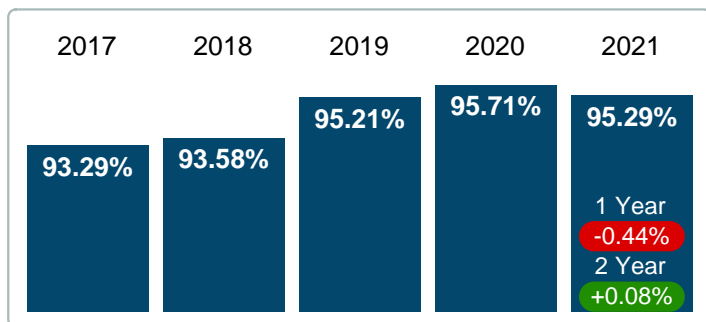
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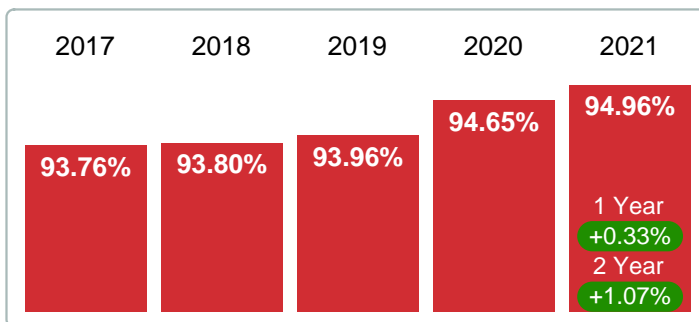
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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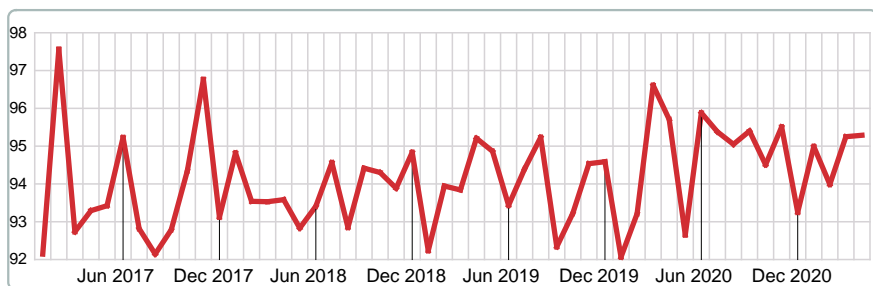
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

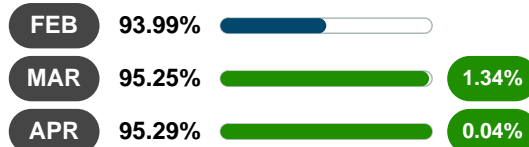


3 MONTHS

5 year APR AVG = 94.62%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **95.29%** equal to 5 yr APR average of **94.62%**



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	4	4.82%	85.70%	91.67%	0.00%	67.80%	0.00%
\$25,001 - \$50,000	12	14.46%	96.60%	96.27%	100.20%	0.00%	0.00%
\$50,001 - \$100,000	15	18.07%	93.95%	95.13%	92.19%	0.00%	0.00%
\$100,001 - \$175,000	21	25.30%	97.83%	99.44%	98.17%	91.77%	93.55%
\$175,001 - \$250,000	12	14.46%	96.75%	96.70%	97.20%	95.65%	97.04%
\$250,001 - \$350,000	11	13.25%	93.05%	73.31%	100.96%	99.94%	0.00%
\$350,001 and up	8	9.64%	94.84%	91.75%	97.24%	0.00%	100.00%
Average Sold/List Ratio		95.30%		93.57%	97.31%	93.83%	96.91%
Total Closed Units		83	100%	37	34	8	4
Total Closed Volume		17,084,250		7.47M	6.70M	1.81M	1.10M

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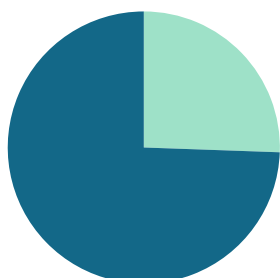
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

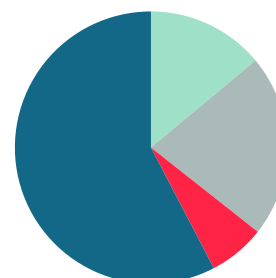


Inventory
 New Listings
148 = 25.56%
 Start Inventory
431
 Total Inventory Units
579
 Volume
\$134,783,800

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%
Average List Price	168,502	216,738	28.63%	164,636	201,605	22.45%
Average Sale Price	162,265	205,834	26.85%	157,594	191,373	21.43%
Average Percent of Selling Price to List Price	95.71%	95.29%	-0.44%	94.65%	94.96%	0.33%
Average Days on Market to Sale	43.88	38.98	-11.17%	64.75	38.63	-40.34%
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

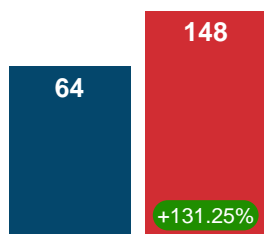
Inventory on April 30, 2021 = **343**

2020 **2021**

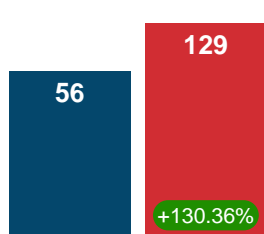
APRIL MARKET

AVERAGE PRICES

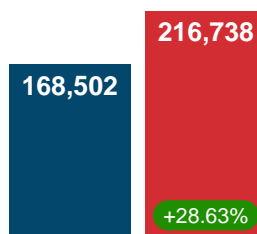
New Listings



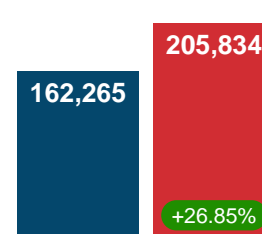
Pending Listings



List Price



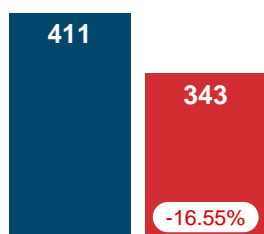
Sale Price



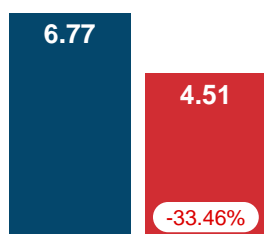
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

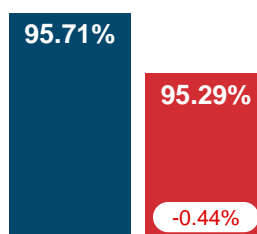
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

