

August 2021



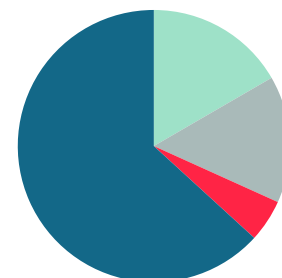
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	89	109	22.47%
Pending Listings	108	99	-8.33%
New Listings	122	134	9.84%
Median List Price	149,000	150,500	1.01%
Median Sale Price	147,900	151,500	2.43%
Median Percent of Selling Price to List Price	97.40%	98.89%	1.53%
Median Days on Market to Sale	28.00	7.00	-75.00%
End of Month Inventory	440	414	-5.91%
Months Supply of Inventory	6.96	4.74	-31.79%



■ Closed (16.64%)
■ Pending (15.11%)
■ Other OffMarket (5.04%)
■ Active (63.21%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of August 31, 2021 = **414**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **5.91%** to 414 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **4.74** 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 **2.43%** in August 2021 to \$151,500 versus the previous year at \$147,900.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 21.00 days or **75.00%** in August 2021 compared to last year's same month at **28.00** DOM.

Sales Success for August 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 134 New Listings in August 2021, up **9.84%** from last year at 122. Furthermore, there were 109 Closed Listings this month versus last year at 89, a **22.47%** increase.

Closed versus Listed trends yielded a **81.3%** ratio, up from previous year's, August 2020, at **73.0%**, a **11.50%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

August 2021



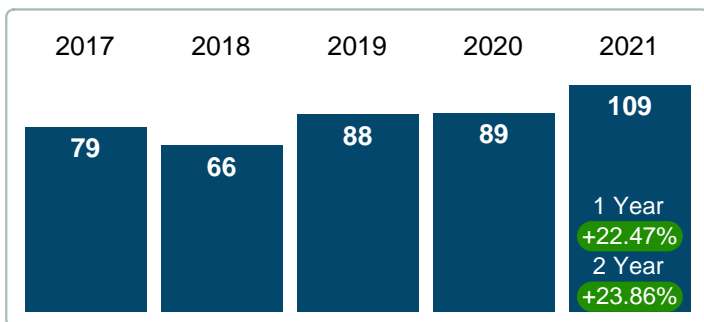
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



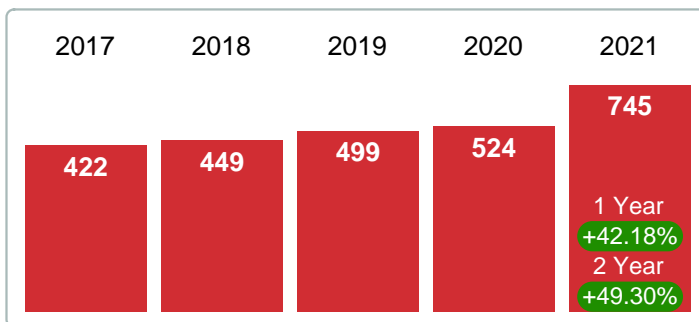
CLOSED LISTINGS

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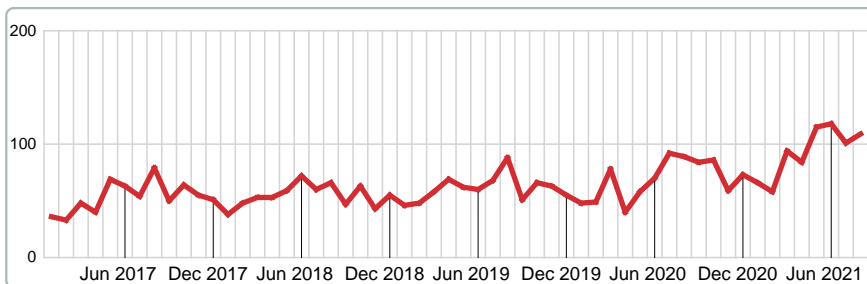
AUGUST



YEAR TO DATE (YTD)

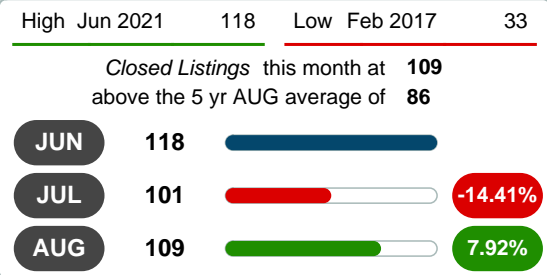


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 86



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	7.34%	40.0	8	0	0	0
\$25,001 - \$50,000	11	10.09%	8.0	9	1	1	0
\$50,001 - \$100,000	18	16.51%	8.0	9	6	3	0
\$100,001 - \$200,000	31	28.44%	4.0	9	22	0	0
\$200,001 - \$300,000	17	15.60%	6.0	2	11	4	0
\$300,001 - \$500,000	15	13.76%	7.0	5	3	6	1
\$500,001 and up	9	8.26%	3.0	4	1	3	1
Total Closed Units	109			46	44	17	2
Total Closed Volume	23,021,506	100%	7.0	7.74M	8.32M	5.36M	1.60M
Median Closed Price	\$151,500			\$89,450	\$173,500	\$303,000	\$800,000

August 2021



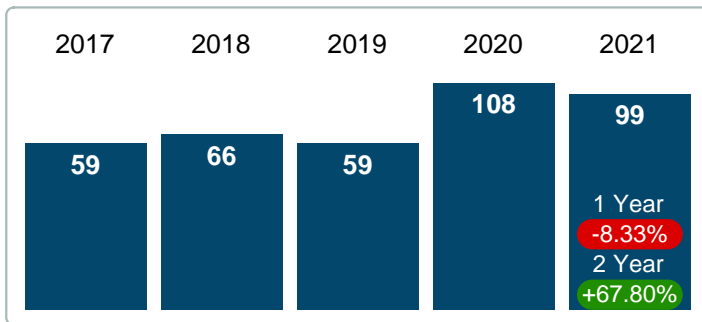
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



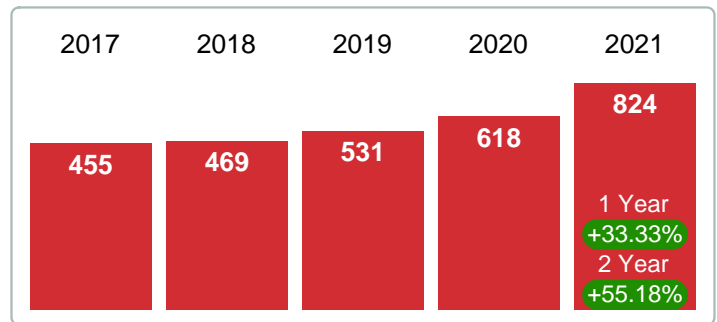
PENDING LISTINGS

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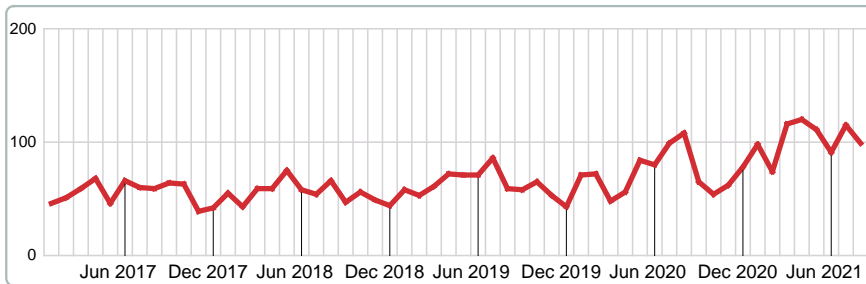
AUGUST



YEAR TO DATE (YTD)

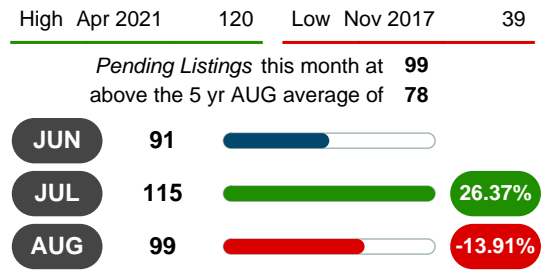


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.08%	51.5	5	2	1	0
\$50,001 - \$100,000	10	10.10%	46.5	7	2	1	0
\$100,001 - \$150,000	20	20.20%	4.0	3	14	3	0
\$150,001 - \$225,000	22	22.22%	32.0	8	11	3	0
\$225,001 - \$325,000	17	17.17%	12.0	1	9	7	0
\$325,001 - \$475,000	12	12.12%	12.0	1	6	5	0
\$475,001 and up	10	10.10%	26.5	7	3	0	0
Total Pending Units	99			32	47	20	0
Total Pending Volume	27,307,889	100%	13.0	11.43M	10.82M	5.06M	0.00B
Median Listing Price	\$174,900			\$159,000	\$177,900	\$262,400	\$0

August 2021



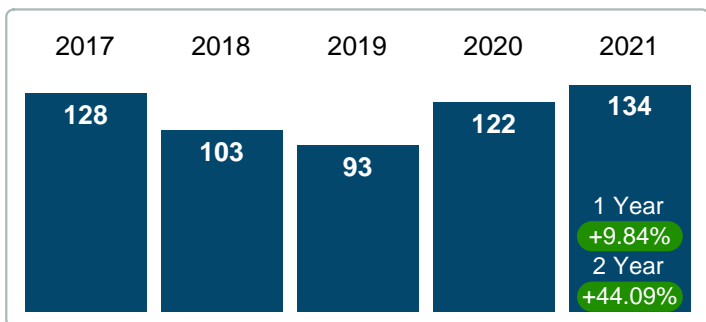
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



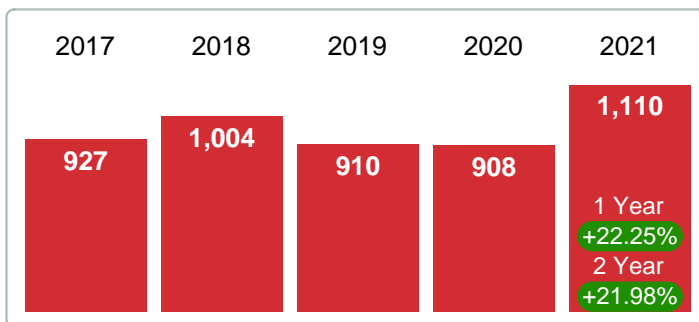
NEW LISTINGS

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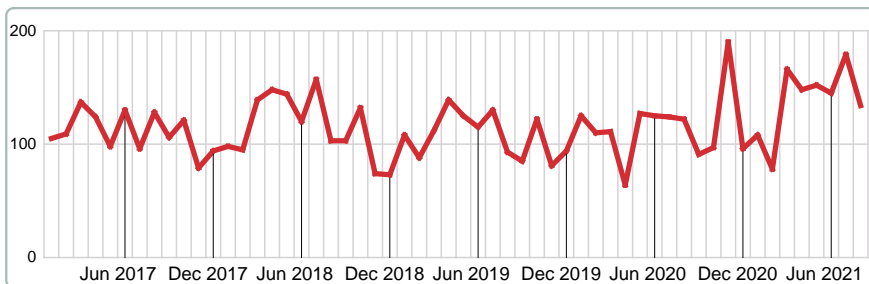
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 116

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 134
above the 5 yr AUG average of 116



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	2	1.49%	2	0	0	0
\$25,001 - \$75,000	24	17.91%	20	2	2	0
\$75,001 - \$125,000	16	11.94%	7	7	2	0
\$125,001 - \$225,000	39	29.10%	7	25	7	0
\$225,001 - \$325,000	20	14.93%	3	11	6	0
\$325,001 - \$475,000	20	14.93%	3	6	7	4
\$475,001 and up	13	9.70%	7	4	1	1
Total New Listed Units	134		49	55	25	5
Total New Listed Volume	35,269,789	100%	9.58M	16.87M	6.45M	2.37M
Median New Listed Listing Price	\$179,450		\$99,000	\$196,900	\$249,000	\$449,000

August 2021



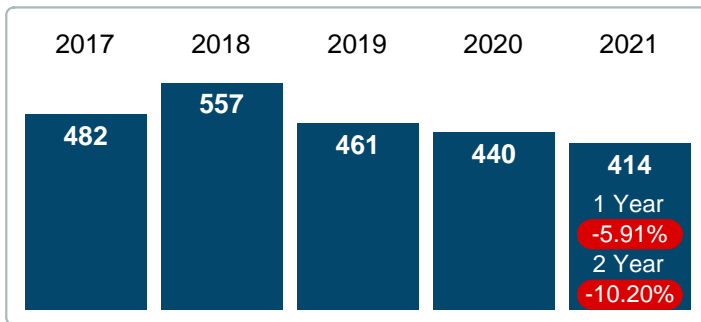
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



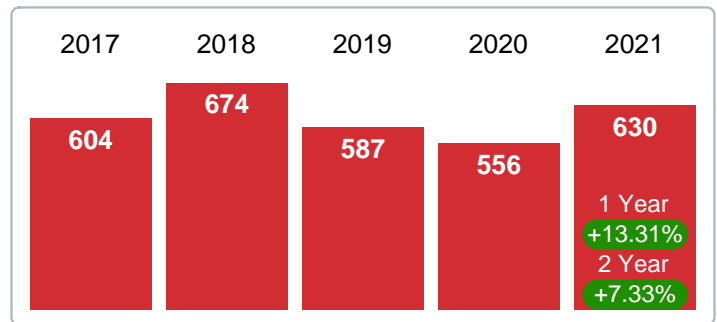
ACTIVE INVENTORY

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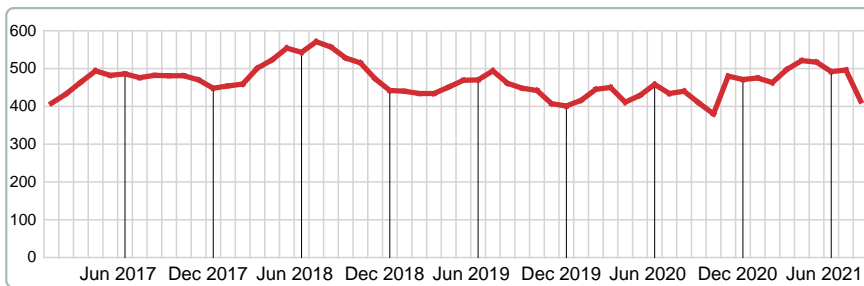
END OF AUGUST



ACTIVE DURING AUGUST

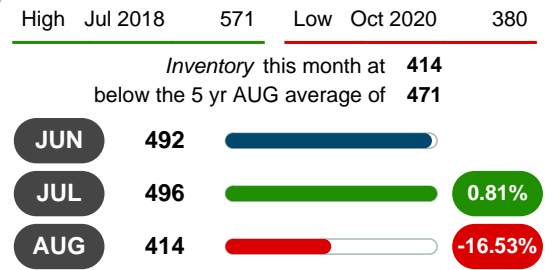


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 471



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	39	9.42%	291.0	39	0	0	0
\$20,001 - \$40,000	55	13.29%	158.0	54	0	1	0
\$40,001 - \$80,000	59	14.25%	75.0	51	6	2	0
\$80,001 - \$210,000	97	23.43%	49.0	45	40	9	3
\$210,001 - \$360,000	71	17.15%	56.0	24	27	17	3
\$360,001 - \$600,000	52	12.56%	49.0	16	18	15	3
\$600,001 and up	41	9.90%	105.0	25	10	3	3
Total Active Inventory by Units	414			254	101	47	12
Total Active Inventory by Volume	111,720,981	100%	74.5	55.69M	35.16M	15.49M	5.39M
Median Active Inventory Listing Price	\$149,000			\$62,500	\$225,000	\$330,000	\$384,950

August 2021



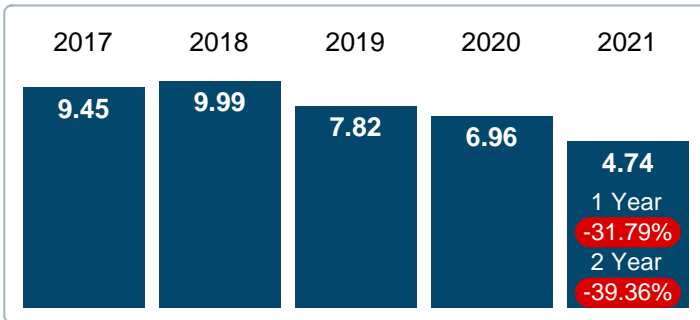
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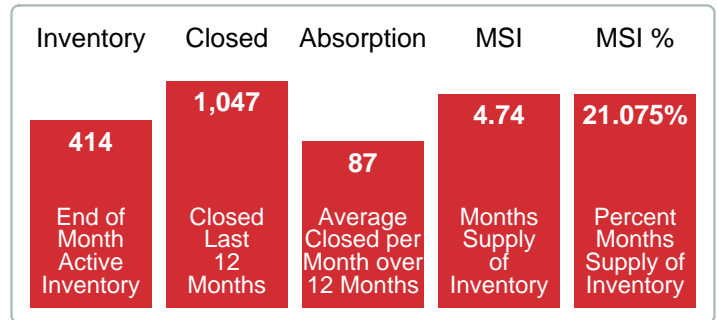
MONTHS SUPPLY of INVENTORY (MSI)

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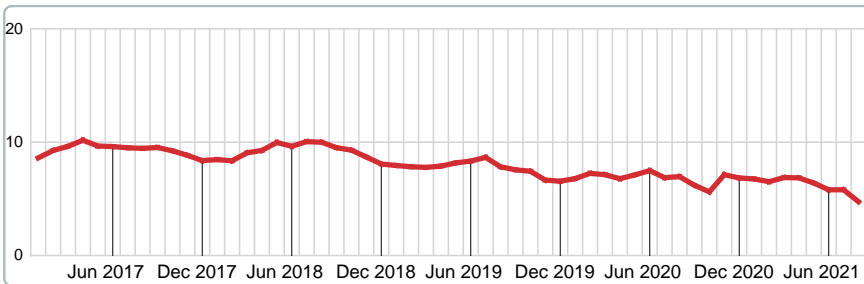
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

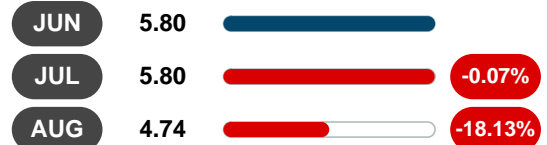


3 MONTHS

5 year AUG AVG = 7.79

High Apr 2017 10.17 Low Aug 2021 4.74

Months Supply this month at 4.74 below the 5 yr AUG average of 7.79



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
\$20,000 and less	39	9.42%	7.93	8.67	0.00	0.00	0.00
\$20,001 - \$40,000	55	13.29%	9.17	12.46	0.00	12.00	0.00
\$40,001 - \$80,000	59	14.25%	4.19	6.58	1.04	3.43	0.00
\$80,001 - \$210,000	97	23.43%	2.59	5.68	1.62	2.16	4.50
\$210,001 - \$360,000	71	17.15%	4.24	7.20	3.48	3.71	2.77
\$360,001 - \$600,000	52	12.56%	8.67	7.68	10.80	8.18	7.20
\$600,001 and up	41	9.90%	19.68	23.08	24.00	9.00	12.00
Market Supply of Inventory (MSI)			4.74	8.19	2.40	4.03	4.80
Total Active Inventory by Units		100%	414	254	101	47	12

August 2021



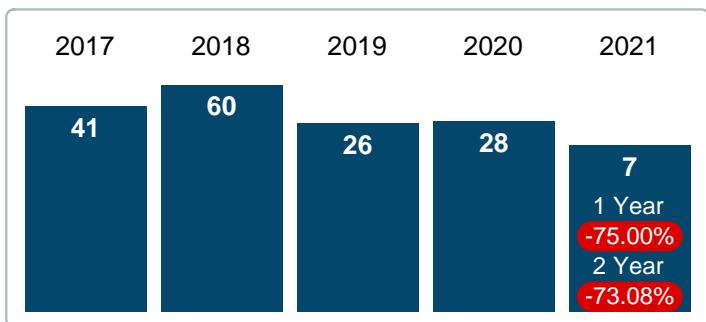
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



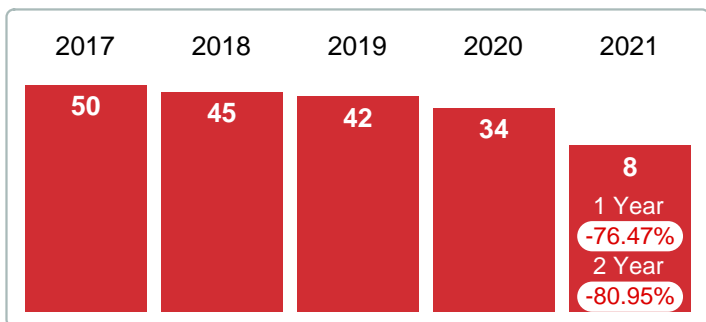
MEDIAN DAYS ON MARKET TO SALE

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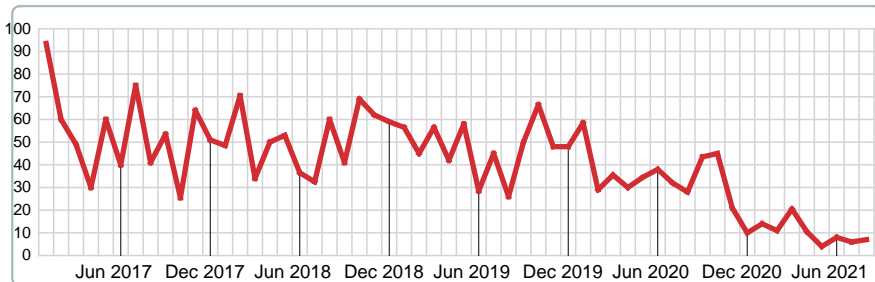
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 32

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 7 below the 5 yr AUG 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
\$25,000 and less	7.34%	40	40	0	0	0
\$25,001 - \$50,000	10.09%	8	8	87	6	0
\$50,001 - \$100,000	16.51%	8	48	7	6	0
\$100,001 - \$200,000	28.44%	4	4	4	0	0
\$200,001 - \$300,000	15.60%	6	24	4	5	0
\$300,001 - \$500,000	13.76%	7	55	13	3	1
\$500,001 and up	8.26%	3	3	1	3	14
Median Closed DOM		7	14	5	4	8
Total Closed Units	100%	7.0	46	44	17	2
Total Closed Volume		23,021,506	7.74M	8.32M	5.36M	1.60M

August 2021



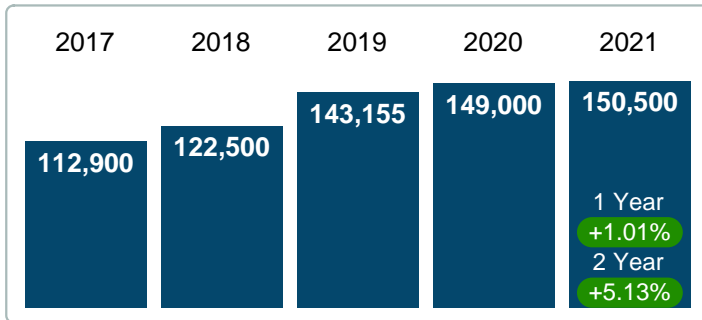
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



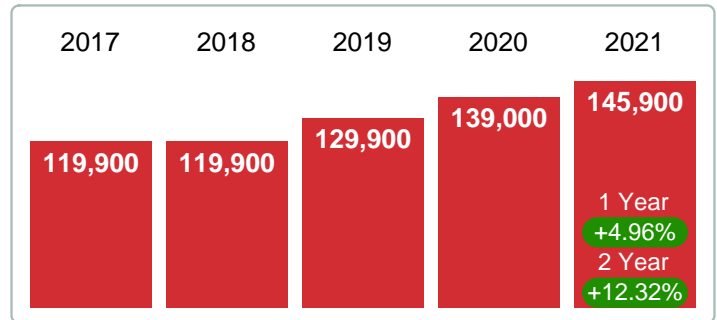
MEDIAN LIST PRICE AT CLOSING

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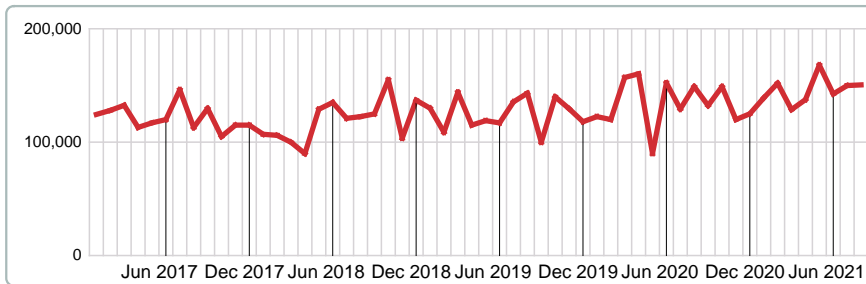
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

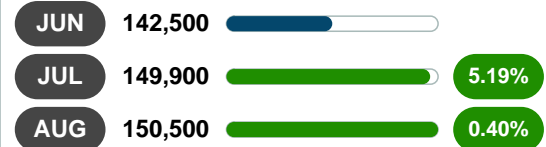


3 MONTHS

5 year AUG AVG = 135,611

High May 2021 168,000 Low Apr 2018 89,900

Median List Price at Closing this month at **150,500**
 above the 5 yr AUG average of **135,611**



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
\$25,000 and less	6.42%	18,000	18,000	0	0	0
\$25,001 - \$50,000	9.17%	38,250	36,950	37,500	49,900	0
\$50,001 - \$100,000	16.51%	77,250	69,900	83,650	90,000	0
\$100,001 - \$200,000	30.28%	149,900	150,500	146,250	0	0
\$200,001 - \$300,000	13.76%	239,000	295,000	234,900	242,000	0
\$300,001 - \$500,000	14.68%	425,750	399,000	377,000	447,500	479,900
\$500,001 and up	9.17%	637,500	650,000	692,000	575,000	1,100,000
Median List Price		150,500	91,200	173,575	303,000	789,950
Total Closed Units	109	100%	46	44	17	2
Total Closed Volume	24,030,200		8.36M	8.54M	5.55M	1.58M

August 2021



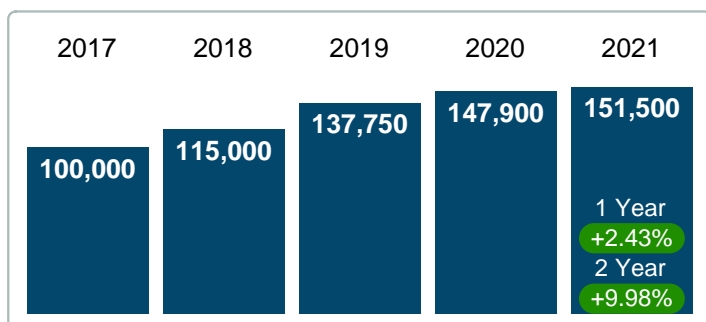
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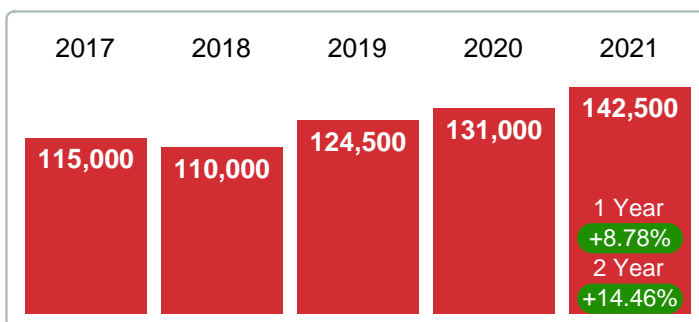
MEDIAN SOLD PRICE AT CLOSING

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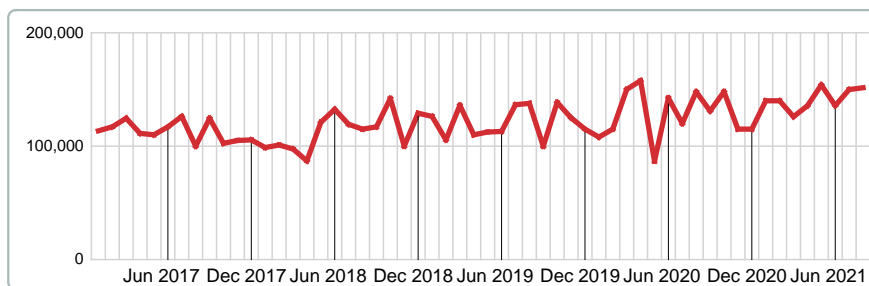
AUGUST



YEAR TO DATE (YTD)

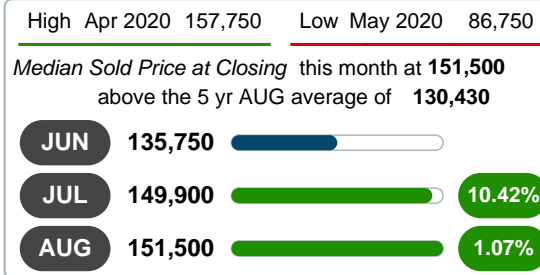


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 130,430



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
\$25,000 and less	7.34%	17,000	17,000	0	0	0
\$25,001 - \$50,000	10.09%	39,000	39,000	32,500	41,500	0
\$50,001 - \$100,000	16.51%	82,500	78,000	88,500	80,000	0
\$100,001 - \$200,000	28.44%	150,500	151,500	149,500	0	0
\$200,001 - \$300,000	15.60%	245,000	275,000	233,436	245,000	0
\$300,001 - \$500,000	13.76%	400,000	400,000	400,000	415,000	500,000
\$500,001 and up	8.26%	600,000	579,000	692,000	568,000	1,100,000
Median Sold Price		151,500	89,450	173,500	303,000	800,000
Total Closed Units	109	100%	46	44	17	2
Total Closed Volume	23,021,506		7.74M	8.32M	5.36M	1.60M

August 2021



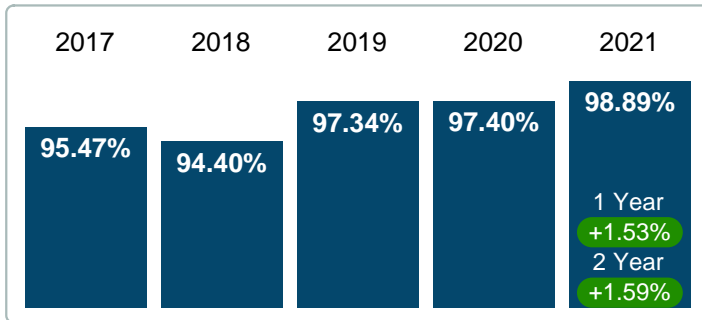
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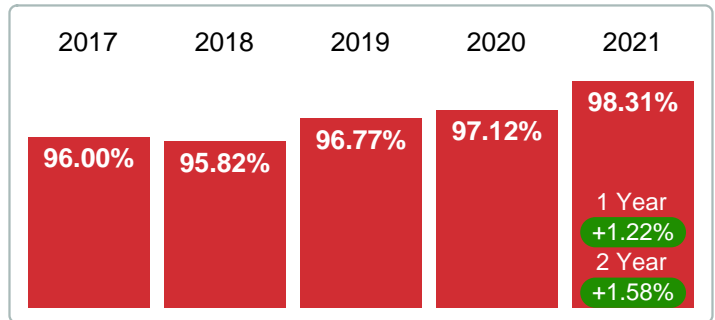
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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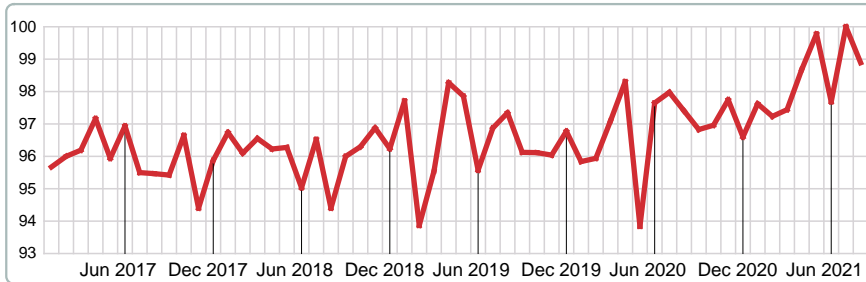
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

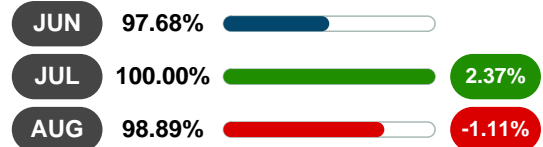


3 MONTHS

5 year AUG AVG = 96.70%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **98.89%**
above the 5 yr AUG average of **96.70%**



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
\$25,000 and less	8	7.34%	88.52%	88.52%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	10.09%	86.67%	100.00%	86.67%	83.17%	0.00%
\$50,001 - \$100,000	18	16.51%	96.29%	98.11%	93.90%	88.89%	0.00%
\$100,001 - \$200,000	31	28.44%	100.00%	100.00%	100.00%	0.00%	0.00%
\$200,001 - \$300,000	17	15.60%	100.00%	86.10%	100.00%	100.00%	0.00%
\$300,001 - \$500,000	15	13.76%	100.00%	100.00%	98.84%	100.00%	104.19%
\$500,001 and up	9	8.26%	98.78%	92.92%	100.00%	96.00%	100.00%
Median Sold/List Ratio		98.89%		91.81%	99.91%	98.78%	102.09%
Total Closed Units		109	100%	46	44	17	2
Total Closed Volume		23,021,506		7.74M	8.32M	5.36M	1.60M

August 2021



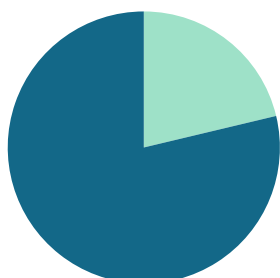
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

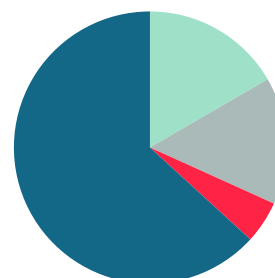


Inventory
 New Listings
134 = 21.27%
 Start Inventory
496
 Total Inventory Units
630
 Volume
\$167,103,271

Market Activity

Closed Sales
109 = 16.64%
 Pending Sales
99 = 15.11%
 Other Off Market
33 = 5.04%
 Active Inventory
414 = 63.21%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	89	109	22.47%	524	745	42.18%
Pending Sales	108	99	-8.33%	618	824	33.33%
New Listings	122	134	9.84%	908	1,110	22.25%
Median List Price	149,000	150,500	1.01%	139,000	145,900	4.96%
Median Sale Price	147,900	151,500	2.43%	131,000	142,500	8.78%
Median Percent of Selling Price to List Price	97.40%	98.89%	1.53%	97.12%	98.31%	1.22%
Median Days on Market to Sale	28.00	7.00	-75.00%	34.00	8.00	-76.47%
Monthly Inventory	440	414	-5.91%	440	414	-5.91%
Months Supply of Inventory	6.96	4.74	-31.79%	6.96	4.74	-31.79%

Absorption: Last 12 months, an Average of **87** Sales/Month

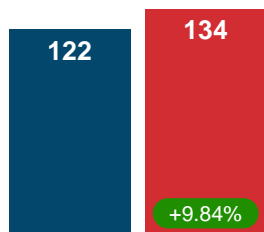
Inventory on August 31, 2021 = **414**

2020 **2021**

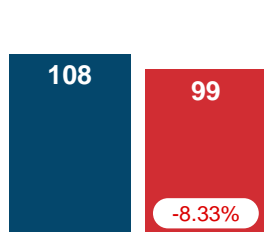
AUGUST MARKET

MEDIAN PRICES

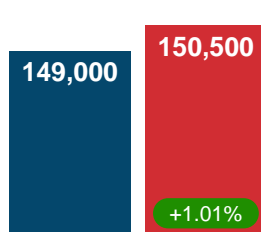
New Listings



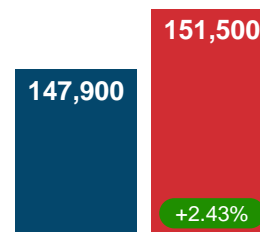
Pending Listings



List Price



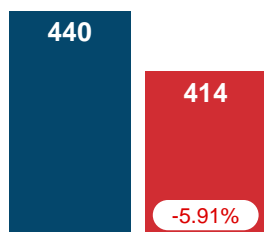
Sale Price



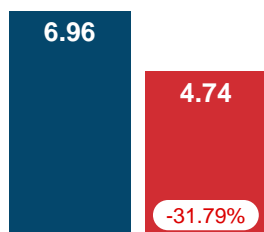
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

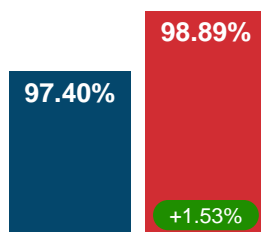
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

