

August 2021



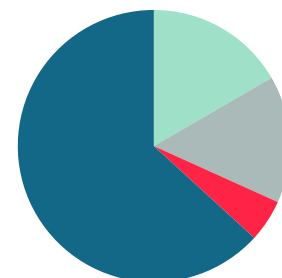
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	176,367	220,461	25.00%
Average Sale Price	167,541	211,206	26.06%
Average Percent of Selling Price to List Price	95.05%	95.07%	0.03%
Average Days on Market to Sale	69.04	26.06	-62.26%
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.

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 **26.06%** in August 2021 to \$211,206 versus the previous year at \$167,541.

Average Days on Market Shortens

The average number of **26.06** days that homes spent on the market before selling decreased by 42.99 days or **62.26%** in August 2021 compared to last year's same month at **69.04** DOM.

Sales Success for August 2021 is Positive

Overall, with Average 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.

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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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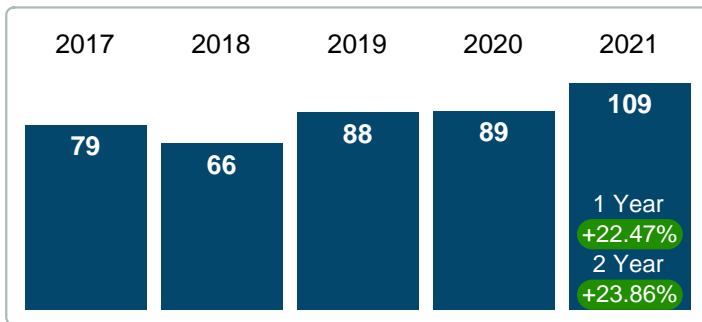
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



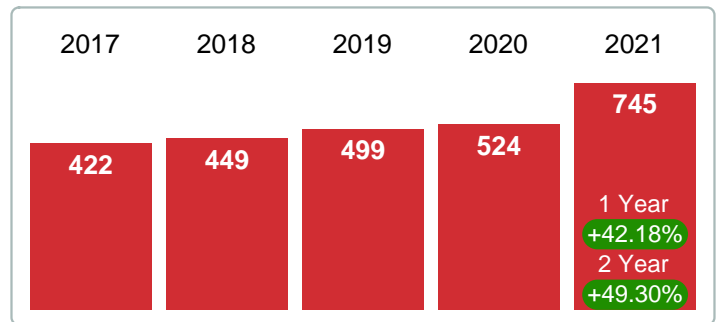
CLOSED LISTINGS

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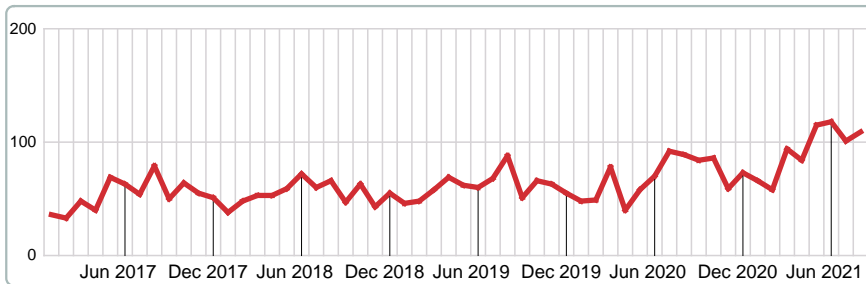
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 86

High Jun 2021 118 Low Feb 2017 33

Closed Listings this month at **109**
above the 5 yr AUG average of **86**



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	8	7.34%	62.6	8	0	0	0
\$25,001 - \$50,000	11	10.09%	52.4	9	1	1	0
\$50,001 - \$100,000	18	16.51%	39.7	9	6	3	0
\$100,001 - \$200,000	31	28.44%	11.9	9	22	0	0
\$200,001 - \$300,000	17	15.60%	16.4	2	11	4	0
\$300,001 - \$500,000	15	13.76%	19.9	5	3	6	1
\$500,001 and up	9	8.26%	11.4	4	1	3	1
Total Closed Units	109			46	44	17	2
Total Closed Volume	23,021,506	100%	26.1	7.74M	8.32M	5.36M	1.60M
Average Closed Price	\$211,206			\$168,281	\$189,084	\$315,347	\$800,000

August 2021



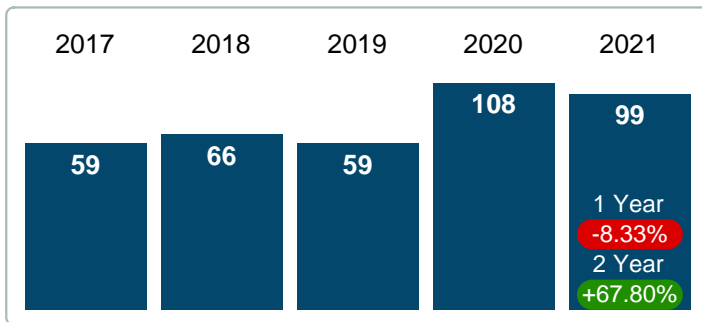
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



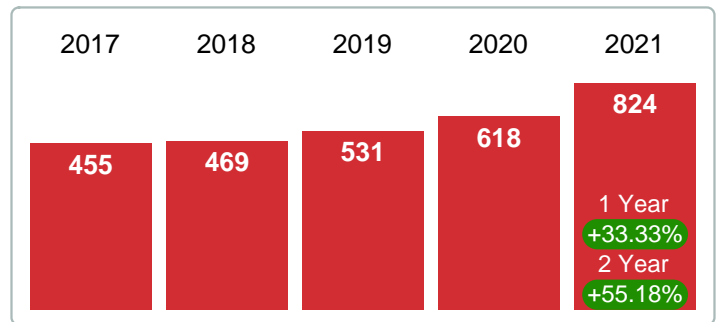
PENDING LISTINGS

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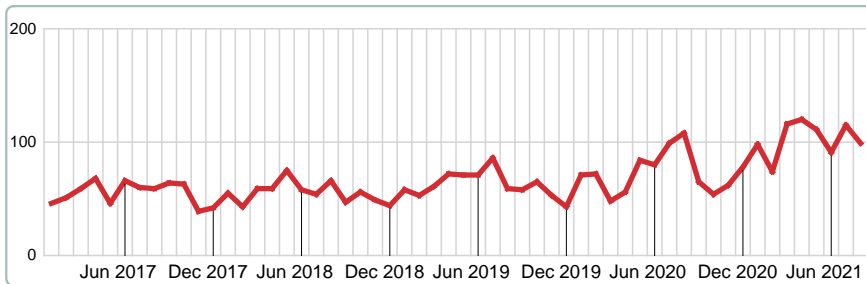
AUGUST



YEAR TO DATE (YTD)

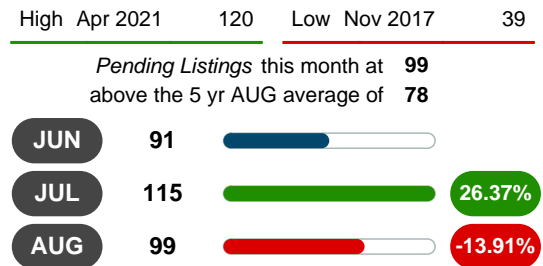


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.08%	80.6	5	2	1	0
\$50,001 - \$100,000	10	10.10%	66.6	7	2	1	0
\$100,001 - \$150,000	20	20.20%	14.3	3	14	3	0
\$150,001 - \$225,000	22	22.22%	50.3	8	11	3	0
\$225,001 - \$325,000	17	17.17%	18.8	1	9	7	0
\$325,001 - \$475,000	12	12.12%	30.8	1	6	5	0
\$475,001 and up	10	10.10%	44.5	7	3	0	0
Total Pending Units	99			32	47	20	0
Total Pending Volume	27,307,889	100%	3.5	11.43M	10.82M	5.06M	0.00B
Average Listing Price	\$330,850			\$357,116	\$230,147	\$253,165	\$0

August 2021



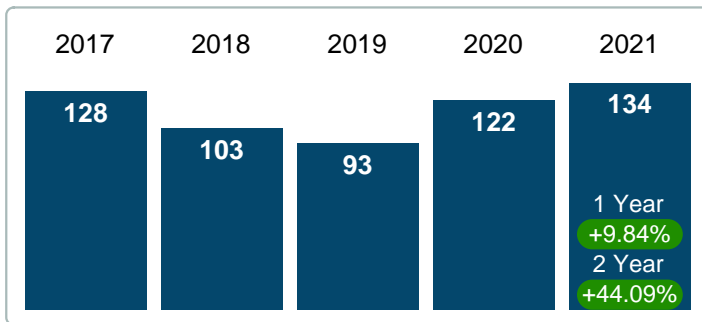
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



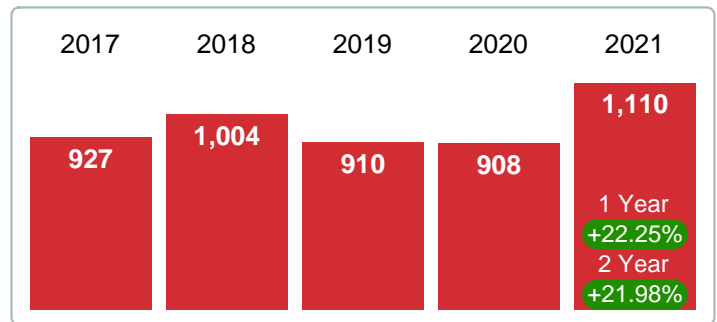
NEW LISTINGS

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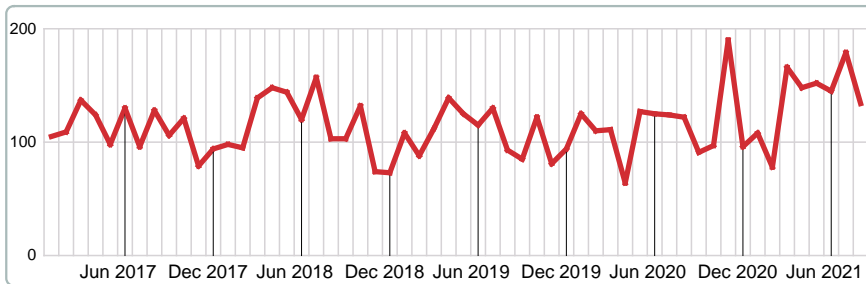
AUGUST



YEAR TO DATE (YTD)

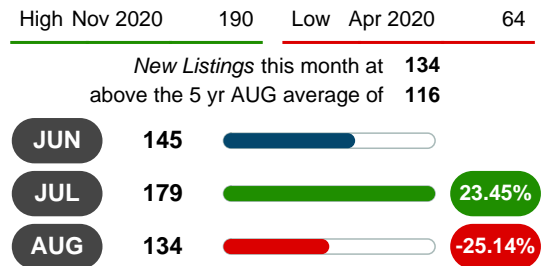


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 116



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
Average New Listed Listing Price	\$357,333		\$195,531	\$306,698	\$258,100	\$473,580

August 2021



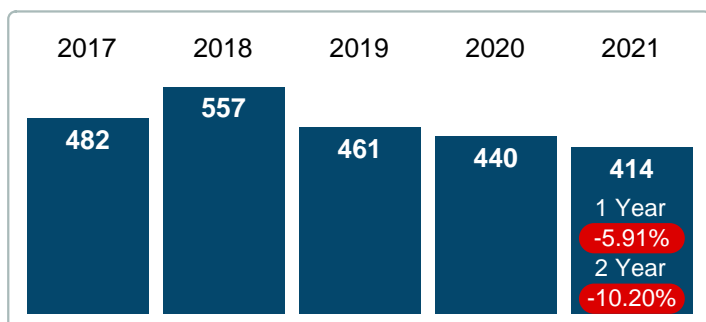
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



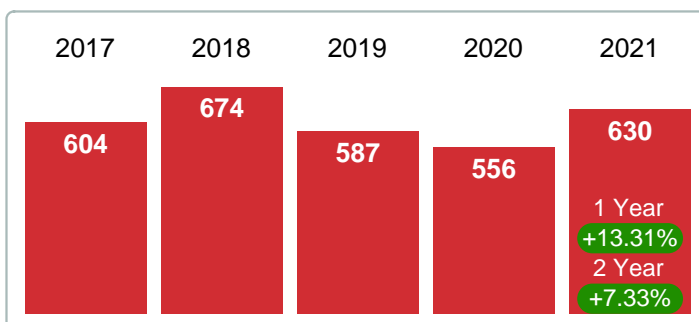
ACTIVE INVENTORY

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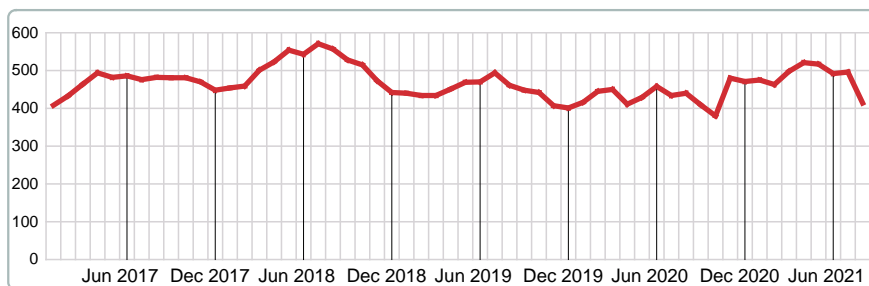
END OF AUGUST



ACTIVE DURING AUGUST

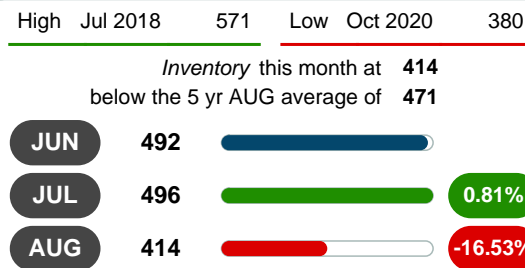


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 471



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	49	11.84%	221.0	49	0	0	0
\$25,001-\$75,000	99	23.91%	119.1	91	5	3	0
\$75,001-\$200,000	100	24.15%	67.9	49	39	9	3
\$200,001-\$350,000	71	17.15%	72.6	23	29	17	2
\$350,001-\$600,000	54	13.04%	68.1	17	18	15	4
\$600,001 and up	41	9.90%	109.9	25	10	3	3
Total Active Inventory by Units			414	254	101	47	12
Total Active Inventory by Volume			111,720,981	55.69M	35.16M	15.49M	5.39M
Average Active Inventory Listing Price			\$269,857	\$219,253	\$348,097	\$329,494	\$448,883

August 2021



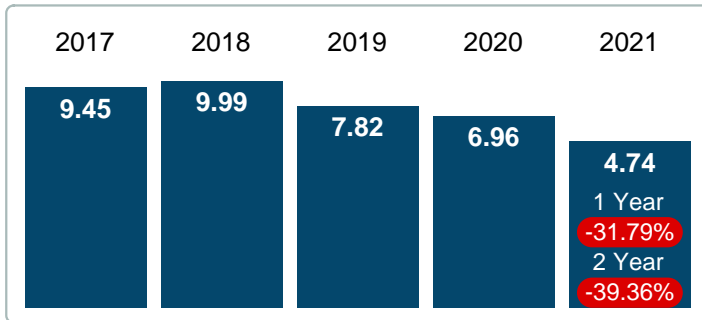
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



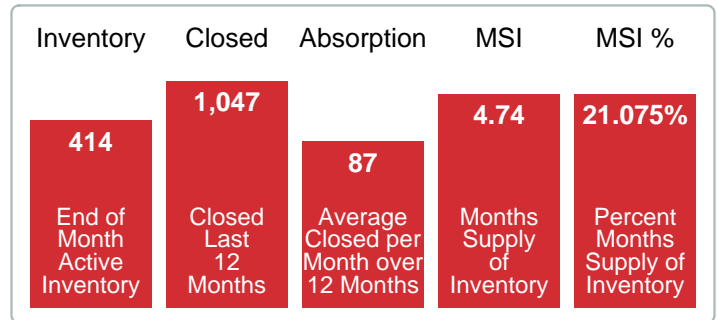
MONTHS SUPPLY of INVENTORY (MSI)

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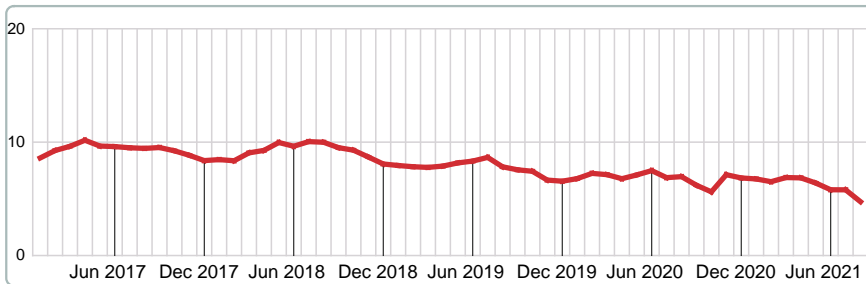
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

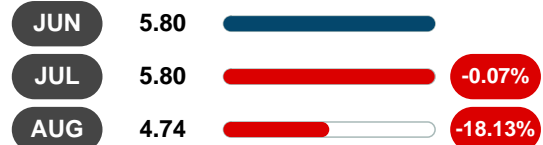


3 MONTHS

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



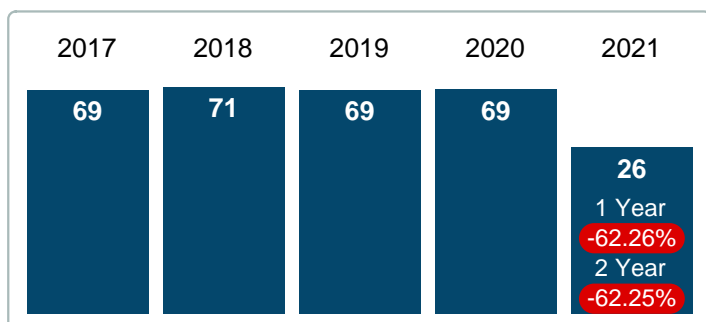
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



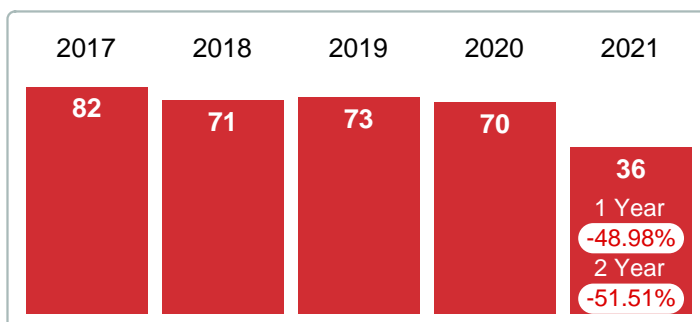
AVERAGE DAYS ON MARKET TO SALE

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

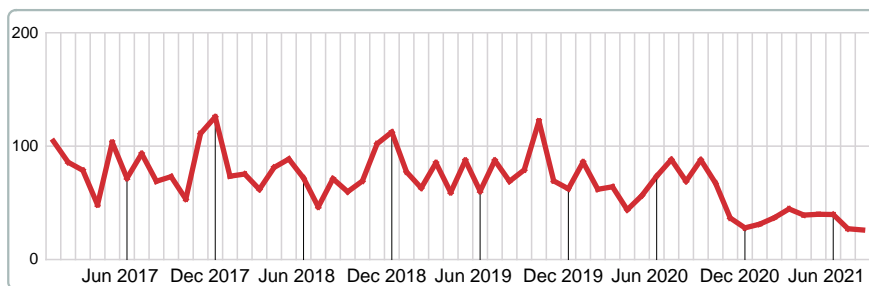
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

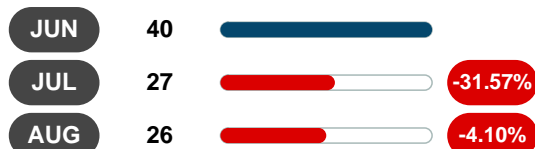


3 MONTHS

5 year AUG AVG = 61

High Dec 2017 126 Low Aug 2021 26

Average Days on Market to Sale this month at 26 below the 5 yr AUG average of 61



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	7.34%	63	63	0	0	0
\$25,001 - \$50,000	10.09%	52	54	87	6	0
\$50,001 - \$100,000	16.51%	40	52	21	40	0
\$100,001 - \$200,000	28.44%	12	15	11	0	0
\$200,001 - \$300,000	15.60%	16	24	17	11	0
\$300,001 - \$500,000	13.76%	20	43	21	3	1
\$500,001 and up	8.26%	11	16	1	8	14
Average Closed DOM		26	42	16	13	8
Total Closed Units	100%	26	46	44	17	2
Total Closed Volume		23,021,506	7.74M	8.32M	5.36M	1.60M

August 2021



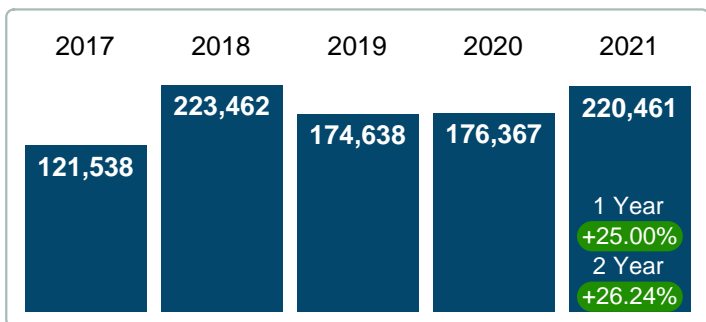
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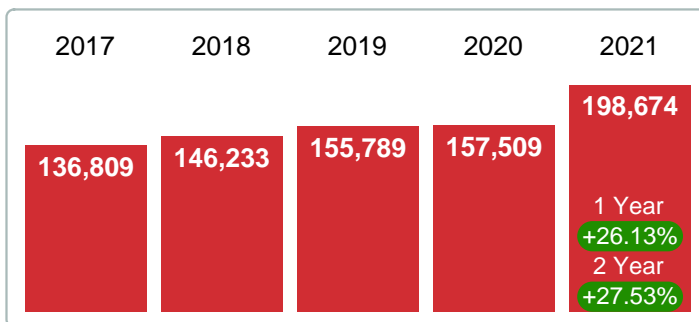
AVERAGE LIST PRICE AT CLOSING

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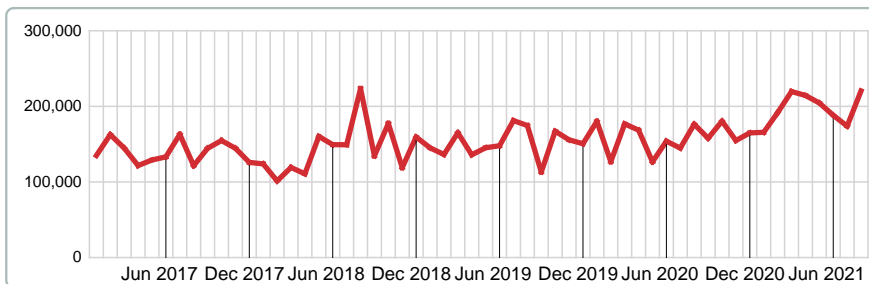
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 183,293

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

Average List Price at Closing this month at **220,461**
above the 5 yr AUG average of **183,293**

JUN	188,211	<div style="width: 100%;"></div>
JUL	173,806	<div style="width: 90%;"></div> -7.65%
AUG	220,461	<div style="width: 120%;"></div> 26.84%

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 7	6.42%	17,700	18,738	0	0	0
\$25,001 \$50,000 10	9.17%	39,220	43,200	37,500	49,900	0
\$50,001 \$100,000 18	16.51%	78,722	79,978	89,783	88,333	0
\$100,001 \$200,000 33	30.28%	150,794	158,406	152,730	0	0
\$200,001 \$300,000 15	13.76%	247,560	320,000	251,236	247,450	0
\$300,001 \$500,000 16	14.68%	405,463	445,720	383,500	415,333	479,900
\$500,001 and up 10	9.17%	692,010	702,250	692,000	583,167	1,100,000
Average List Price		220,461	181,777	194,144	326,247	789,950
Total Closed Units		109	46	44	17	2
Total Closed Volume		24,030,200	8.36M	8.54M	5.55M	1.58M

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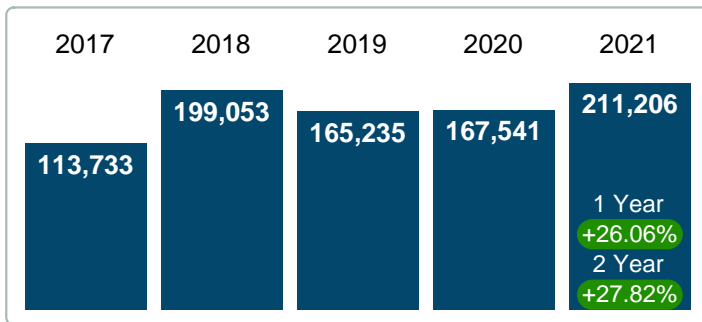
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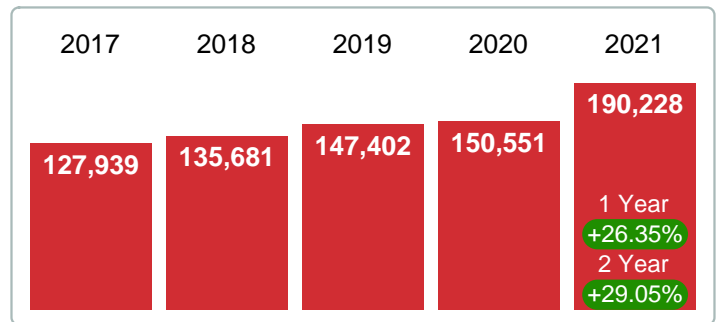
AVERAGE SOLD PRICE AT CLOSING

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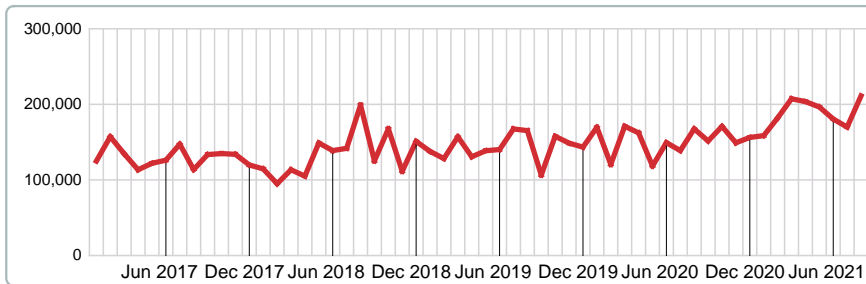
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

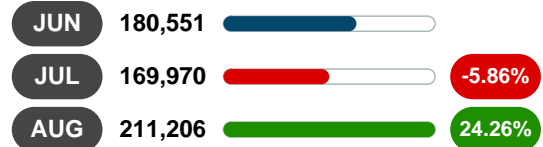


3 MONTHS

5 year AUG AVG = 171,354

High Aug 2021 211,206 Low Feb 2018 94,989

Average Sold Price at Closing this month at 211,206 above the 5 yr AUG average of 171,354



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	7.34%	16,163	16,163	0	0	0
\$25,001 - \$50,000	10.09%	38,582	38,933	32,500	41,500	0
\$50,001 - \$100,000	16.51%	79,519	77,811	81,592	80,500	0
\$100,001 - \$200,000	28.44%	150,243	148,902	150,791	0	0
\$200,001 - \$300,000	15.60%	245,361	275,000	241,476	241,225	0
\$300,001 - \$500,000	13.76%	408,987	414,560	377,333	405,000	500,000
\$500,001 and up	8.26%	674,778	649,500	692,000	561,000	1,100,000
Average Sold Price		211,206	168,281	189,084	315,347	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



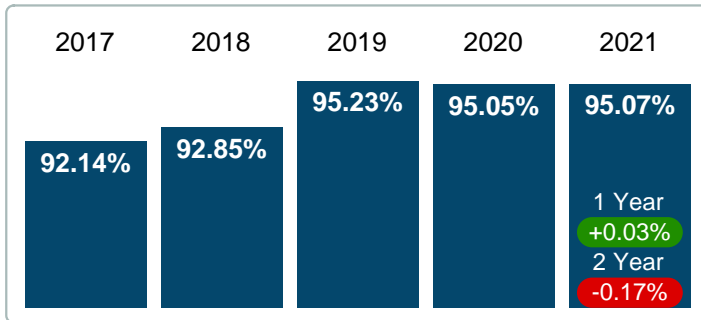
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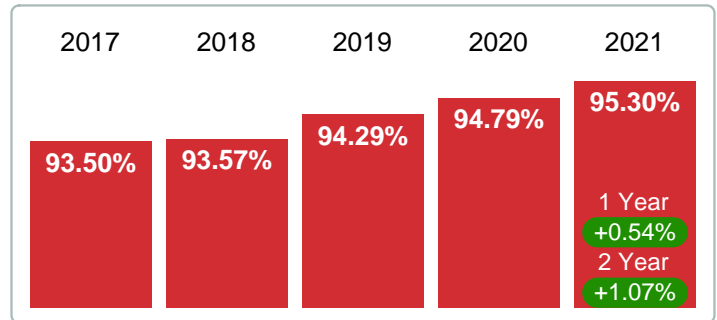
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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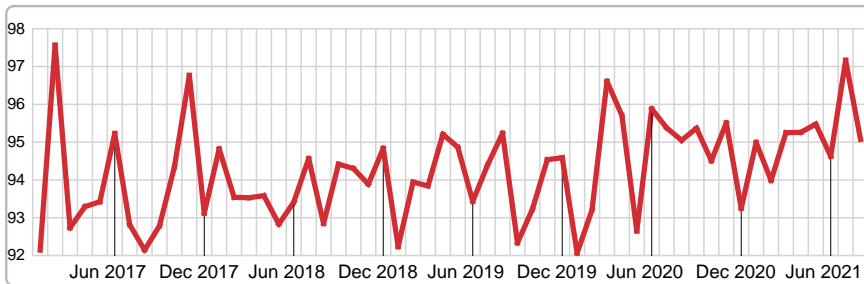
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

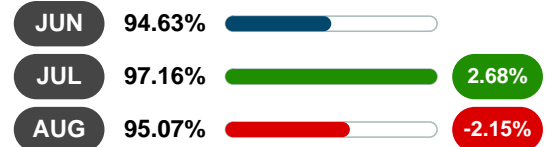


3 MONTHS

5 year AUG AVG = 94.07%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **95.07%** above the 5 yr AUG average of **94.07%**



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	8	7.34%	86.86%	86.86%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	10.09%	90.45%	91.67%	86.67%	83.17%	0.00%
\$50,001 - \$100,000	18	16.51%	94.41%	97.40%	91.99%	90.30%	0.00%
\$100,001 - \$200,000	31	28.44%	97.76%	94.78%	98.98%	0.00%	0.00%
\$200,001 - \$300,000	17	15.60%	95.89%	86.10%	96.93%	97.93%	0.00%
\$300,001 - \$500,000	15	13.76%	97.12%	94.08%	98.72%	97.67%	104.19%
\$500,001 and up	9	8.26%	95.14%	91.95%	100.00%	96.17%	100.00%
Average Sold/List Ratio		95.10%		92.61%	97.24%	95.31%	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



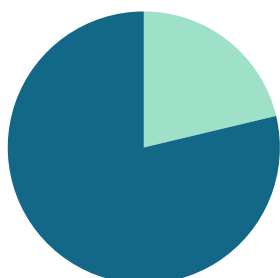
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

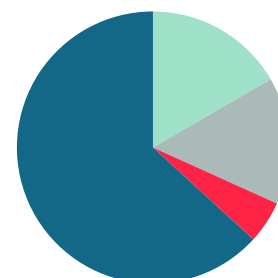


Inventory
 New Listings
134 = 21.27%
 Start Inventory
496
 Total Inventory Units
630
 Volume
\$167,103,271

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%
Average List Price	176,367	220,461	25.00%	157,509	198,674	26.13%
Average Sale Price	167,541	211,206	26.06%	150,551	190,228	26.35%
Average Percent of Selling Price to List Price	95.05%	95.07%	0.03%	94.79%	95.30%	0.54%
Average Days on Market to Sale	69.04	26.06	-62.26%	69.84	35.63	-48.98%
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

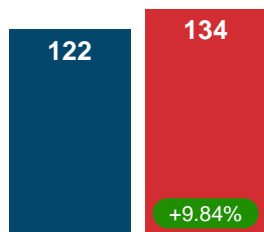
Inventory on August 31, 2021 = **414**

2020 **2021**

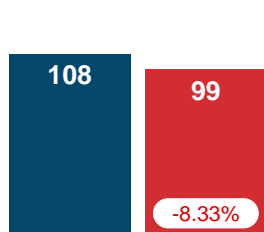
AUGUST MARKET

AVERAGE PRICES

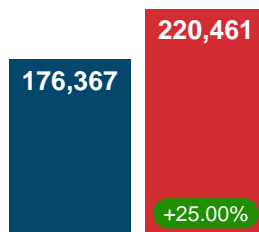
New Listings



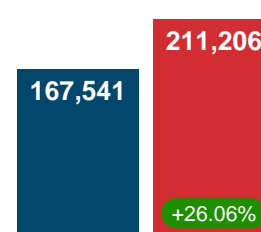
Pending Listings



List Price



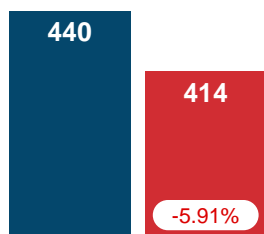
Sale Price



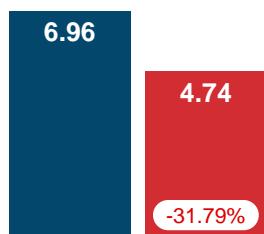
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

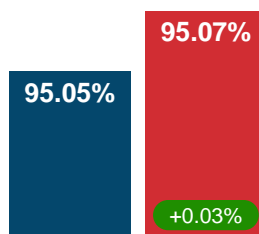
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

