

July 2021



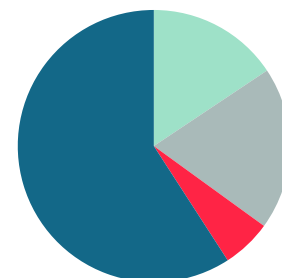
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	92	101	9.78%
Pending Listings	99	125	26.26%
New Listings	124	179	44.35%
Median List Price	129,200	149,900	16.02%
Median Sale Price	120,000	149,900	24.92%
Median Percent of Selling Price to List Price	97.98%	100.00%	2.07%
Median Days on Market to Sale	32.00	6.00	-81.25%
End of Month Inventory	433	382	-11.78%
Months Supply of Inventory	6.85	4.46	-34.89%



■ Closed (15.63%)
■ Pending (19.35%)
■ Other OffMarket (5.88%)
■ Active (59.13%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of July 31, 2021 = **382**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **11.78%** to 382 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **4.46** 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 **24.92%** in July 2021 to \$149,900 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 26.00 days or **81.25%** in July 2021 compared to last year's same month at **32.00** DOM.

Sales Success for July 2021 is Positive

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

There were 179 New Listings in July 2021, up **44.35%** from last year at 124. Furthermore, there were 101 Closed Listings this month versus last year at 92, a **9.78%** increase.

Closed versus Listed trends yielded a **56.4%** ratio, down from previous year's, July 2020, at **74.2%**, a **23.95%** 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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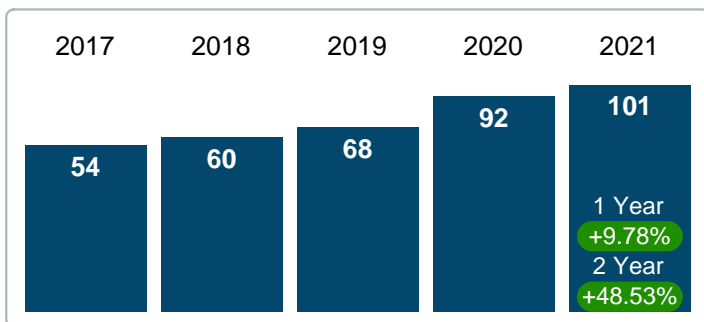
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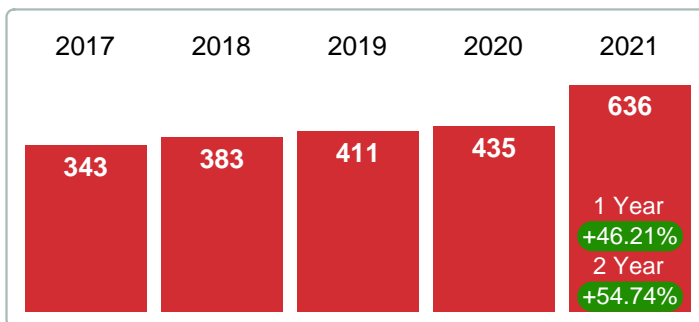
CLOSED LISTINGS

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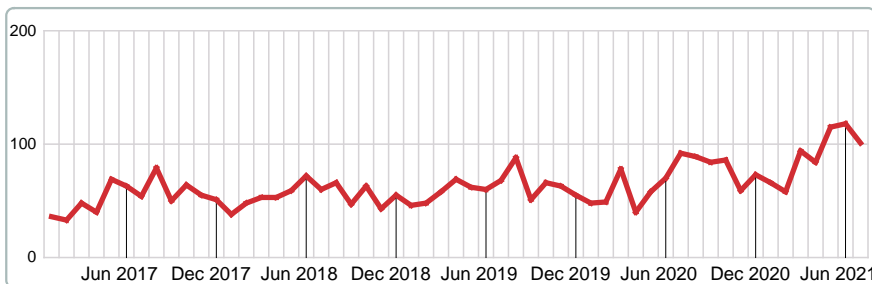
JULY



YEAR TO DATE (YTD)

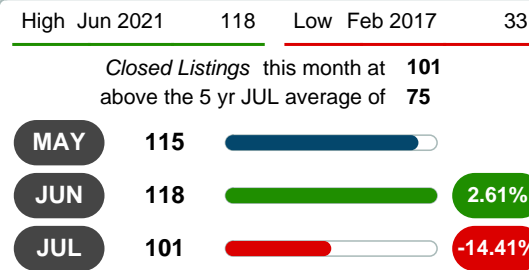


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.89%	9.0	10	1	0	0
\$50,001 - \$60,000	8	7.92%	2.5	3	5	0	0
\$60,001 - \$120,000	20	19.80%	8.5	10	8	2	0
\$120,001 - \$170,000	19	18.81%	5.0	4	14	1	0
\$170,001 - \$220,000	19	18.81%	5.0	6	9	3	1
\$220,001 - \$300,000	10	9.90%	10.0	2	7	1	0
\$300,001 and up	14	13.86%	6.5	3	4	6	1
Total Closed Units	101			38	48	13	2
Total Closed Volume	17,166,964	100%	6.0	4.56M	7.86M	3.93M	819.00K
Median Closed Price	\$149,900			\$88,200	\$156,100	\$230,000	\$409,500

July 2021



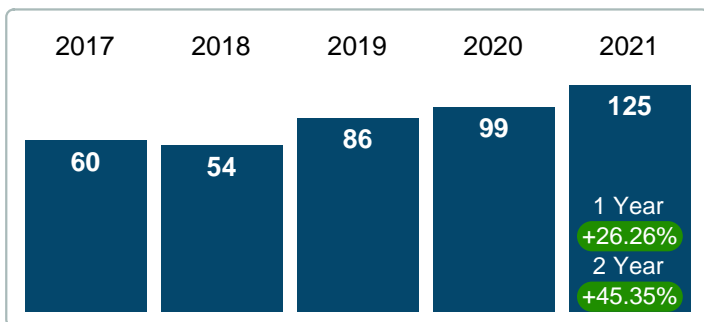
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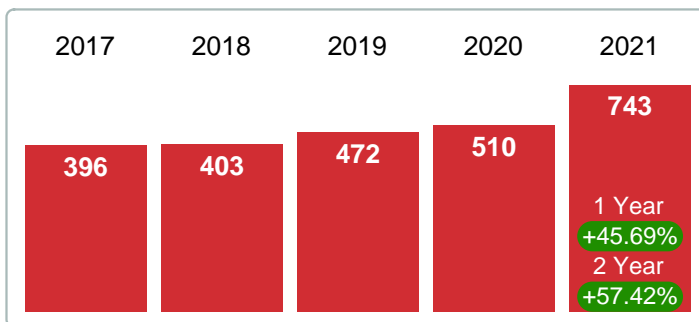
PENDING LISTINGS

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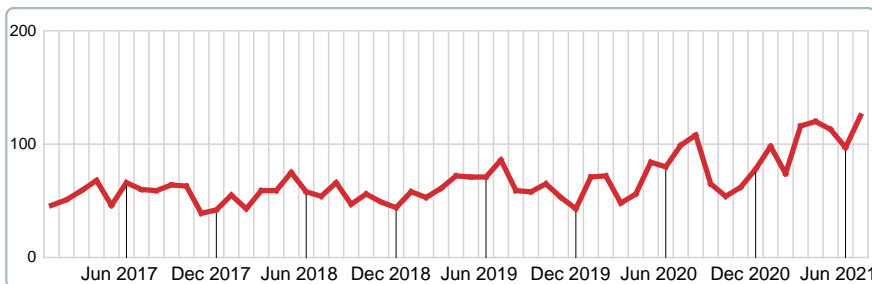
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 85

High Jul 2021 125 Low Nov 2017 39

Pending Listings this month at 125
above the 5 yr JUL average of 85



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.20%	31.0	8	1	0	0
\$25,001 - \$50,000	12	9.60%	10.0	9	2	1	0
\$50,001 - \$100,000	23	18.40%	8.0	14	8	1	0
\$100,001 - \$175,000	28	22.40%	7.0	7	17	4	0
\$175,001 - \$250,000	24	19.20%	3.0	1	17	5	1
\$250,001 - \$400,000	17	13.60%	10.0	5	7	5	0
\$400,001 and up	12	9.60%	5.0	6	1	4	1
Total Pending Units	125			50	53	20	2
Total Pending Volume	24,236,000	100%	7.0	8.88M	9.11M	5.38M	860.00K
Median Listing Price	\$152,000			\$74,450	\$169,900	\$247,500	\$430,000

July 2021



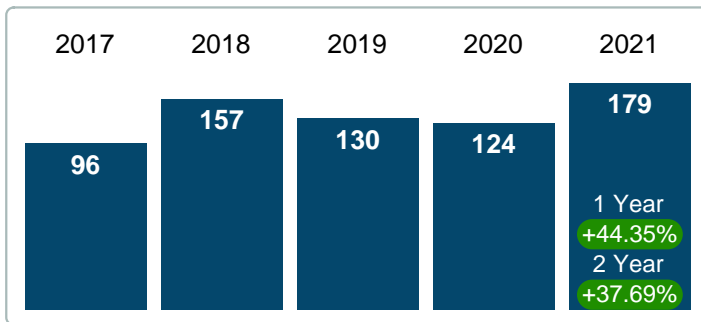
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



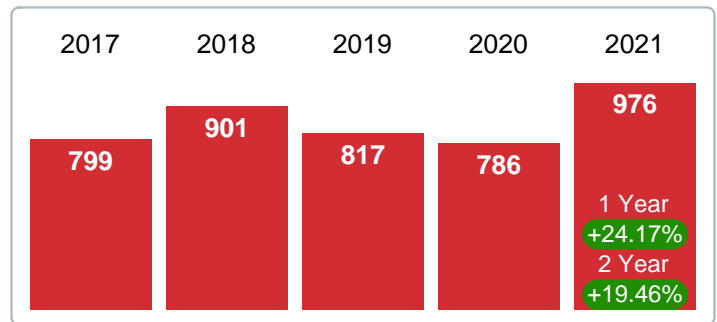
NEW LISTINGS

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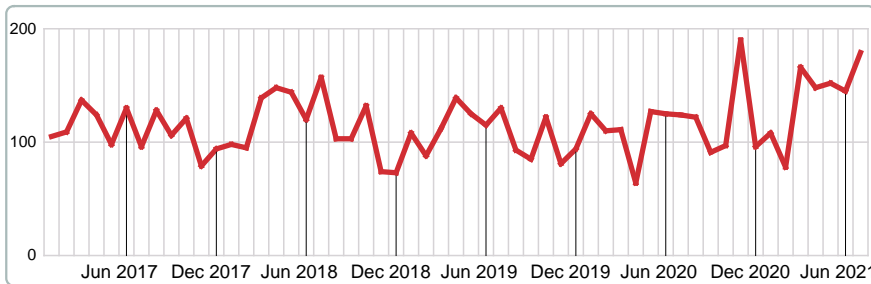
JULY



YEAR TO DATE (YTD)

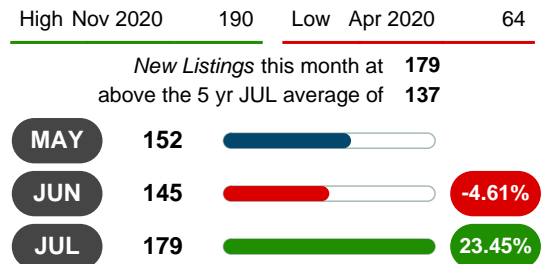


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 137



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	10.61%	15	3	1	0
\$50,001 - \$75,000	17	9.50%	13	3	1	0
\$75,001 - \$125,000	27	15.08%	12	12	1	2
\$125,001 - \$200,000	45	25.14%	12	27	6	0
\$200,001 - \$275,000	28	15.64%	5	15	6	2
\$275,001 - \$450,000	26	14.53%	5	11	10	0
\$450,001 and up	17	9.50%	9	3	5	0
Total New Listed Units	179		71	74	30	4
Total New Listed Volume	44,371,363	100%	19.13M	15.36M	9.20M	683.90K
Median New Listed Listing Price	\$160,000		\$92,500	\$168,750	\$277,450	\$169,500

July 2021



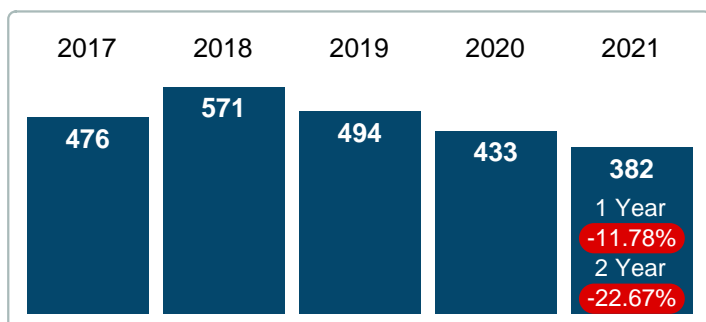
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



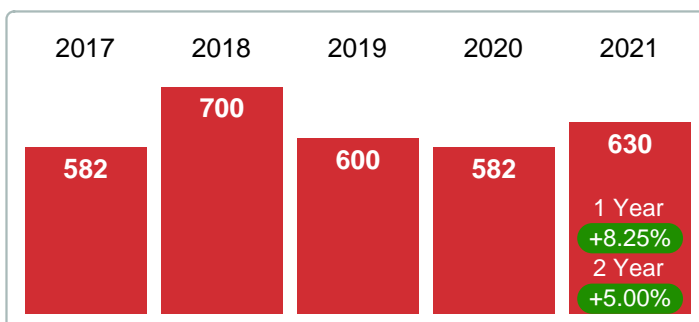
ACTIVE INVENTORY

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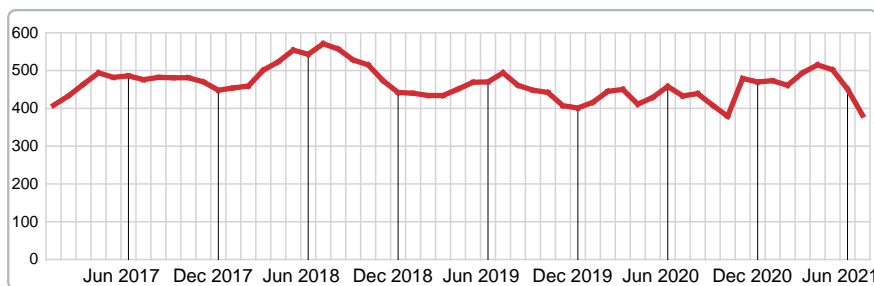
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 471

High Jul 2018 571 Low Oct 2020 379

Inventory this month at **382**
below the 5 yr JUL average of **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	35	9.16%	260.0	34	1	0	0
\$20,001 - \$30,000	15	3.93%	82.0	14	0	1	0
\$30,001 - \$80,000	90	23.56%	127.0	81	8	1	0
\$80,001 - \$220,000	97	25.39%	46.0	51	31	10	5
\$220,001 - \$390,000	59	15.45%	53.0	22	25	10	2
\$390,001 - \$690,000	47	12.30%	38.0	16	14	15	2
\$690,001 and up	39	10.21%	95.0	26	9	1	3
Total Active Inventory by Units		382		244	88	38	12
Total Active Inventory by Volume		111,341,962	100%	63.77M	28.61M	13.15M	5.81M
Median Active Inventory Listing Price		\$149,900		\$73,950	\$245,000	\$327,500	\$245,000

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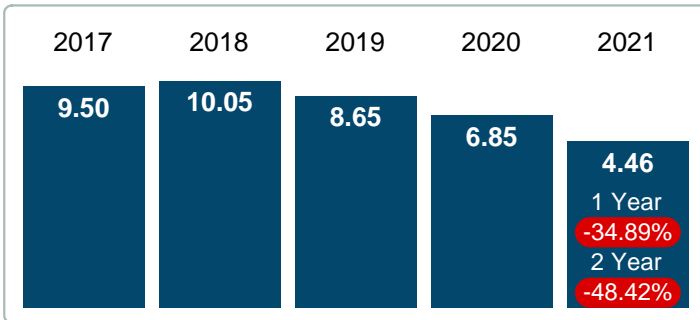
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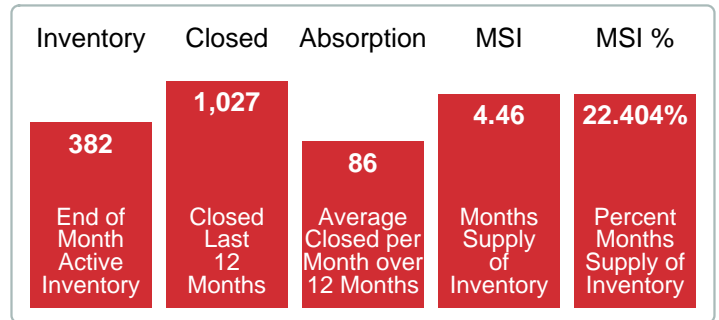
MONTHS SUPPLY of INVENTORY (MSI)

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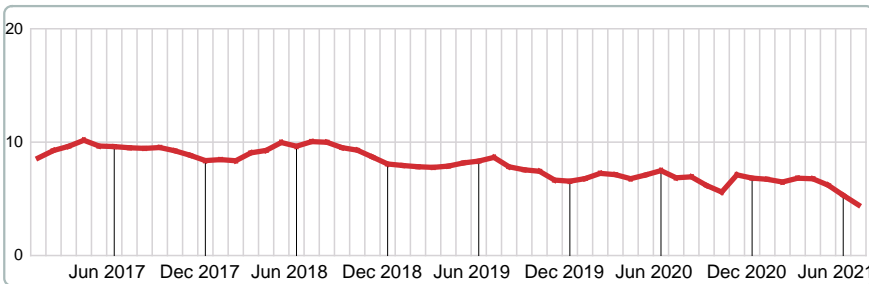
MSI FOR JULY



INDICATORS FOR JULY 2021

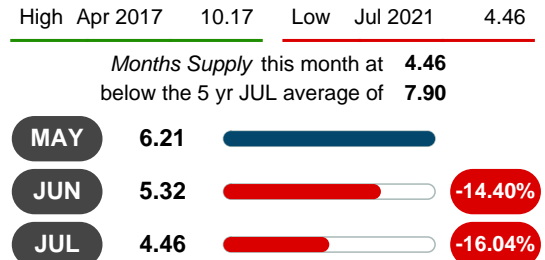


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.90



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	35	9.16%	7.50	8.00	3.00	0.00	0.00
\$20,001 - \$30,000	15	3.93%	6.67	7.30	0.00	12.00	0.00
\$30,001 - \$80,000	90	23.56%	5.07	8.10	1.12	2.00	0.00
\$80,001 - \$220,000	97	25.39%	2.49	6.80	1.22	1.94	6.00
\$220,001 - \$390,000	59	15.45%	3.65	6.44	3.30	2.40	2.00
\$390,001 - \$690,000	47	12.30%	12.00	11.29	14.00	12.86	6.00
\$690,001 and up	39	10.21%	21.27	26.00	27.00	3.00	18.00
Market Supply of Inventory (MSI)			4.46	8.27	2.09	3.30	4.97
Total Active Inventory by Units		100%	4.46	244	88	38	12

July 2021



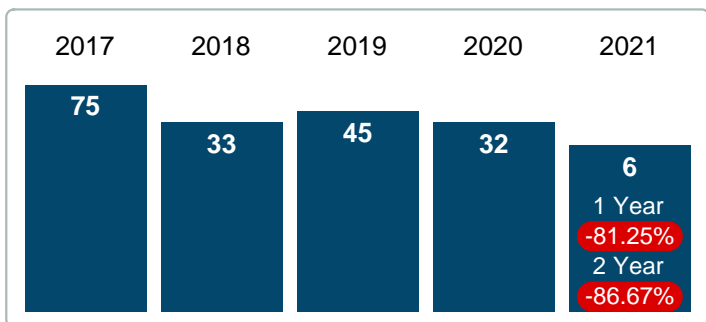
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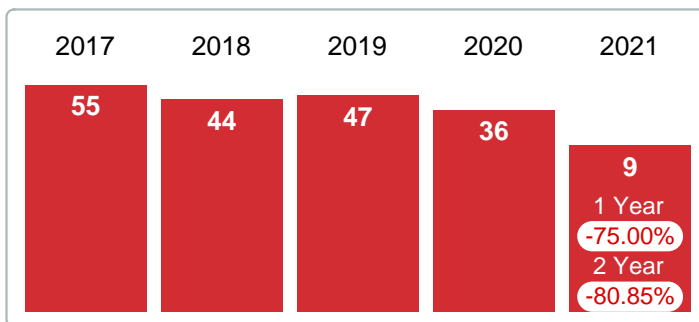
MEDIAN DAYS ON MARKET TO SALE

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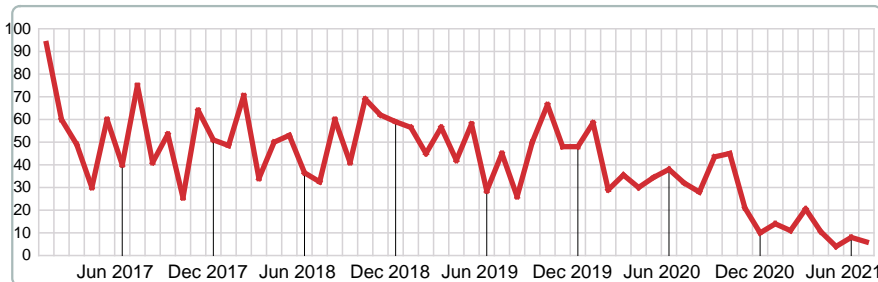
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 6 below the 5 yr JUL average of 38



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
\$50,000 and less	10.89%	9	8	10	0	0
\$50,001 - \$60,000	7.92%	3	2	5	0	0
\$60,001 - \$120,000	19.80%	9	5	36	32	0
\$120,001 - \$170,000	18.81%	5	48	3	68	0
\$170,001 - \$220,000	18.81%	5	17	2	9	1
\$220,001 - \$300,000	9.90%	10	5	13	9	0
\$300,001 and up	13.86%	7	34	3	5	20
Median Closed DOM		6	8	4	9	11
Total Closed Units	100%	6.0	38	48	13	2
Total Closed Volume		17,166,964	4.56M	7.86M	3.93M	819.00K

July 2021



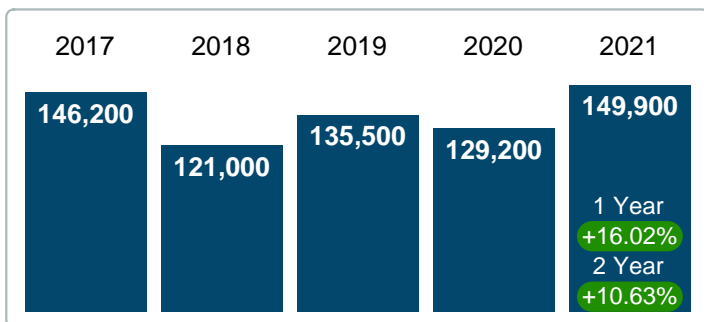
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



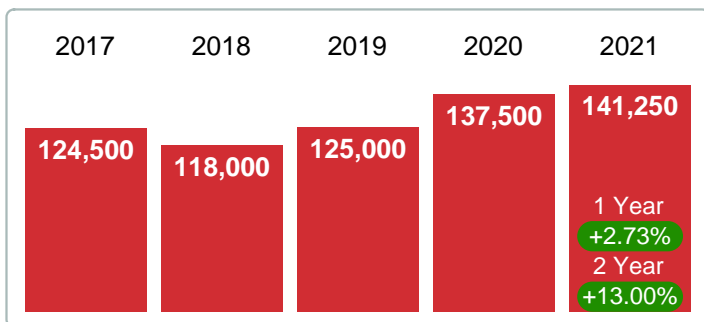
MEDIAN LIST PRICE AT CLOSING

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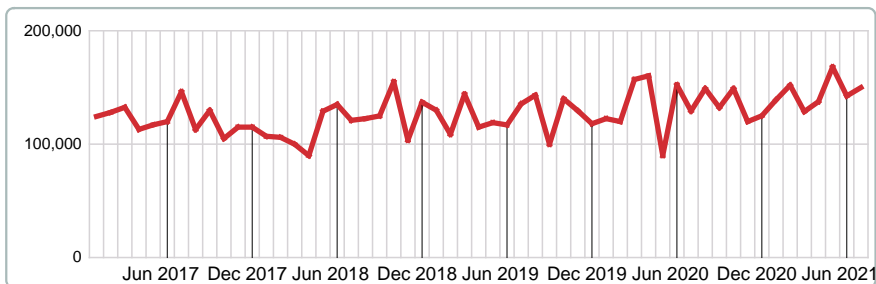
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

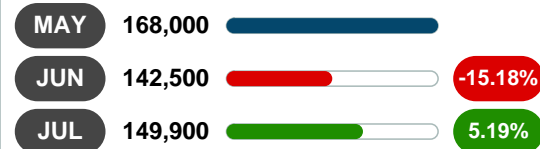


3 MONTHS

5 year JUL AVG = 136,360

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

Median List Price at Closing this month at **149,900**
above the 5 yr JUL average of **136,360**



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
\$50,000 and less	9	8.91%	32,000	28,750	32,000	0	0
\$50,001 - \$60,000	8	7.92%	57,000	54,900	59,500	0	0
\$60,001 - \$120,000	20	19.80%	80,750	79,950	83,250	79,750	0
\$120,001 - \$170,000	24	23.76%	142,950	152,000	145,900	139,900	0
\$170,001 - \$220,000	16	15.84%	194,950	179,900	194,900	198,000	220,000
\$220,001 - \$300,000	14	13.86%	261,000	245,000	261,000	280,000	0
\$300,001 and up	10	9.90%	409,900	362,500	379,900	509,450	599,000
Median List Price			149,900	87,000	157,450	235,000	409,500
Total Closed Units		100%	149,900	38	48	13	2
Total Closed Volume			17,554,400	4.87M	7.91M	3.96M	819.00K

July 2021



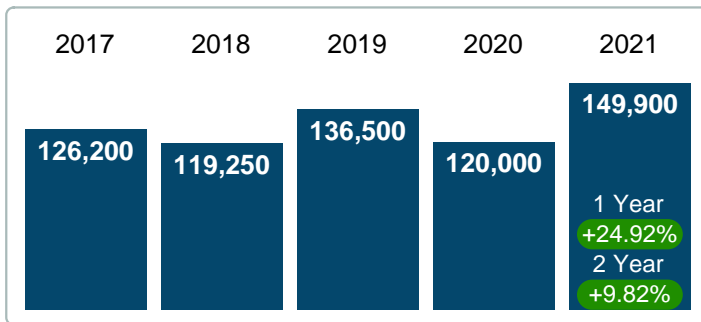
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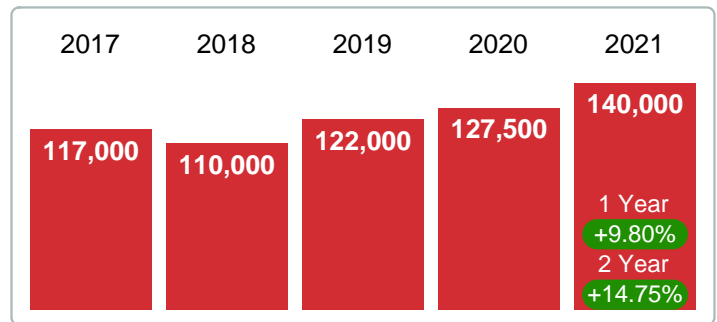
MEDIAN SOLD PRICE AT CLOSING

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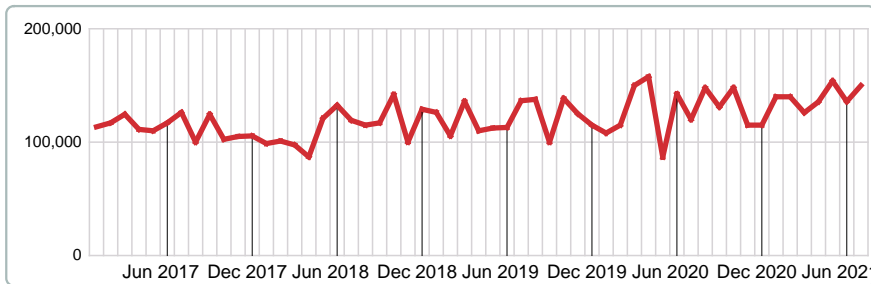
JULY



YEAR TO DATE (YTD)

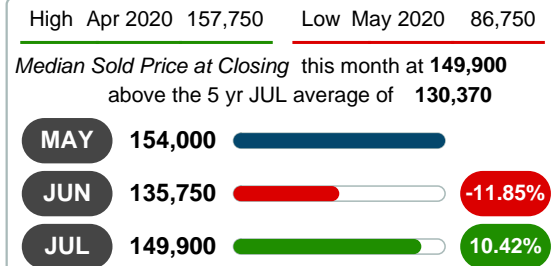


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 130,370



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
\$50,000 and less	10.89%	35,000	37,500	26,500	0	0
\$50,001 - \$60,000	7.92%	56,500	55,000	58,000	0	0
\$60,001 - \$120,000	19.80%	79,000	83,700	77,500	79,883	0
\$120,001 - \$170,000	18.81%	144,000	141,750	144,250	140,900	0
\$170,001 - \$220,000	18.81%	185,000	177,500	179,900	200,000	220,000
\$220,001 - \$300,000	9.90%	237,500	240,000	240,000	230,000	0
\$300,001 and up	13.86%	365,000	340,000	342,000	395,000	599,000
Median Sold Price		149,900	88,200	156,100	230,000	409,500
Total Closed Units	100%	149,900	38	48	13	2
Total Closed Volume		17,166,964	4.56M	7.86M	3.93M	819.00K

July 2021



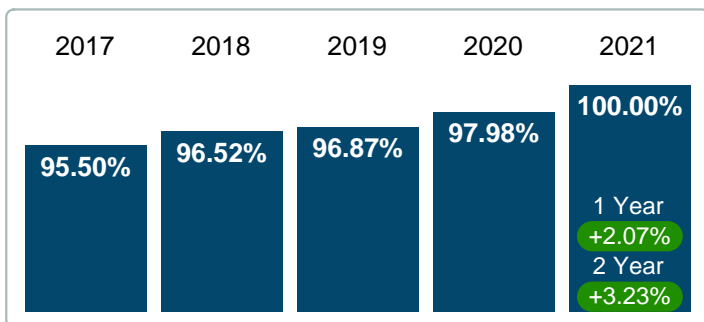
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



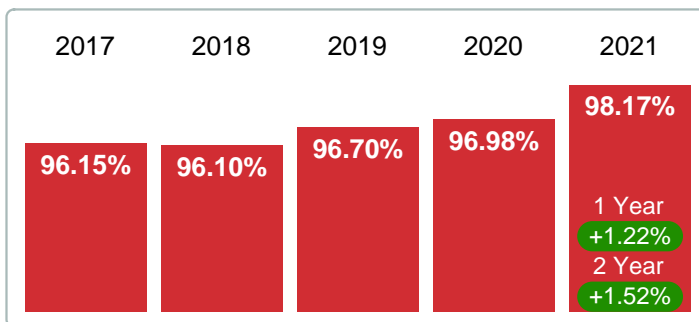
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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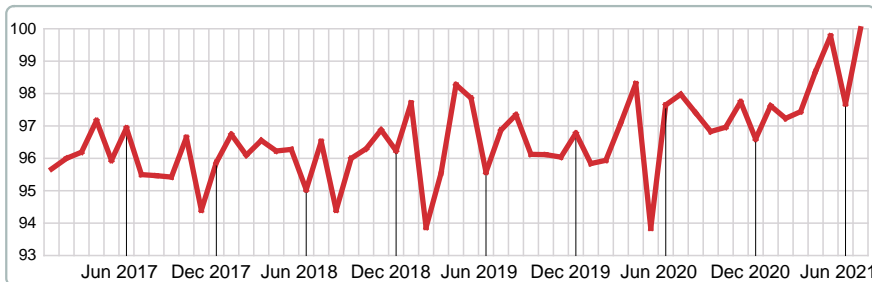
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

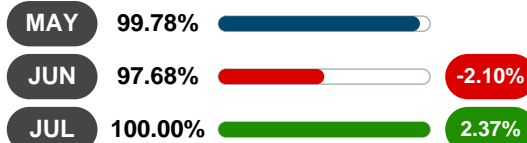


3 MONTHS

5 year JUL AVG = 97.37%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUL average of **97.37%**



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
\$50,000 and less	11	10.89%	100.00%	100.00%	82.81%	0.00%	0.00%
\$50,001 - \$60,000	8	7.92%	97.95%	94.49%	98.31%	0.00%	0.00%
\$60,001 - \$120,000	20	19.80%	94.57%	95.28%	94.57%	99.56%	0.00%
\$120,001 - \$170,000	19	18.81%	100.00%	94.85%	100.00%	100.71%	0.00%
\$170,001 - \$220,000	19	18.81%	100.00%	96.07%	100.00%	101.30%	100.00%
\$220,001 - \$300,000	10	9.90%	99.21%	92.50%	100.00%	97.87%	0.00%
\$300,001 and up	14	13.86%	100.01%	93.79%	101.85%	100.01%	100.00%
Median Sold/List Ratio		100.00%		95.02%	100.00%	100.02%	100.00%
Total Closed Units		101	100%	38	48	13	2
Total Closed Volume		17,166,964		4.56M	7.86M	3.93M	819.00K

July 2021



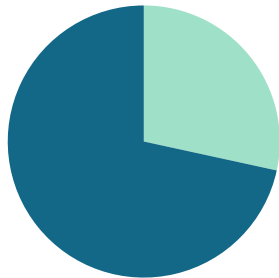
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

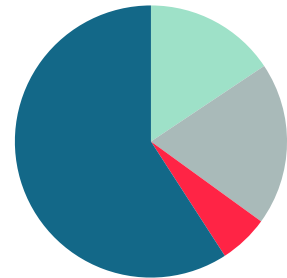


Inventory
 New Listings
179 = 28.41%
 Start Inventory
451
 Total Inventory Units
630
 Volume
\$161,946,249

Market Activity

Closed Sales
101 = 15.63%
 Pending Sales
125 = 19.35%
 Other Off Market
38 = 5.88%
 Active Inventory
382 = 59.13%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	92	101	9.78%	435	636	46.21%
Pending Sales	99	125	26.26%	510	743	45.69%
New Listings	124	179	44.35%	786	976	24.17%
Median List Price	129,200	149,900	16.02%	137,500	141,250	2.73%
Median Sale Price	120,000	149,900	24.92%	127,500	140,000	9.80%
Median Percent of Selling Price to List Price	97.98%	100.00%	2.07%	96.98%	98.17%	1.22%
Median Days on Market to Sale	32.00	6.00	-81.25%	36.00	9.00	-75.00%
Monthly Inventory	433	382	-11.78%	433	382	-11.78%
Months Supply of Inventory	6.85	4.46	-34.89%	6.85	4.46	-34.89%

Absorption: Last 12 months, an Average of **86** Sales/Month

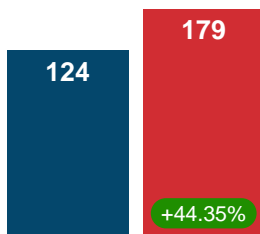
Inventory on July 31, 2021 = **382**

2020 **2021**

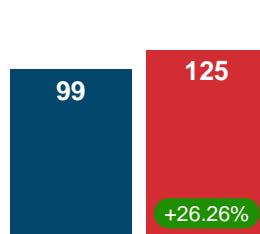
JULY MARKET

MEDIAN PRICES

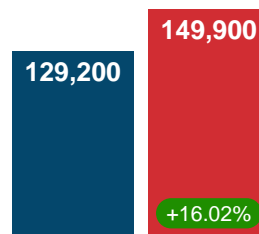
New Listings



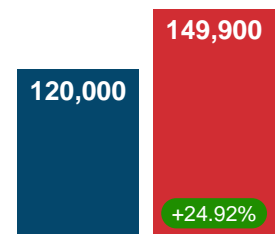
Pending Listings



List Price



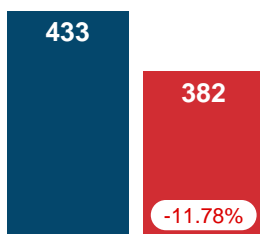
Sale Price



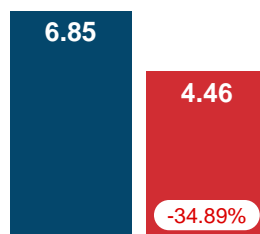
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

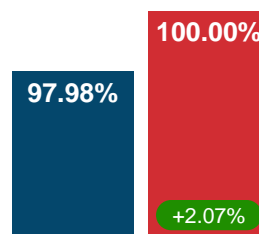
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

