

# July 2021



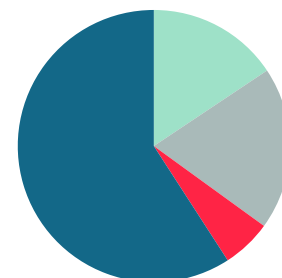
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## 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%
Average List Price	144,813	173,806	20.02%
Average Sale Price	138,807	169,970	22.45%
Average Percent of Selling Price to List Price	95.38%	97.16%	1.87%
Average Days on Market to Sale	88.14	27.17	-69.18%
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.

#### 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 **22.45%** in July 2021 to \$169,970 versus the previous year at \$138,807.

#### Average Days on Market Shortens

The average number of **27.17** days that homes spent on the market before selling decreased by 60.97 days or **69.18%** in July 2021 compared to last year's same month at **88.14** DOM.

#### Sales Success for July 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 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.

### What's in this Issue

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

### 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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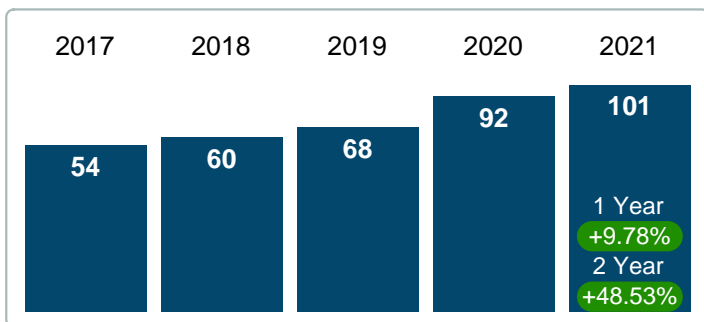
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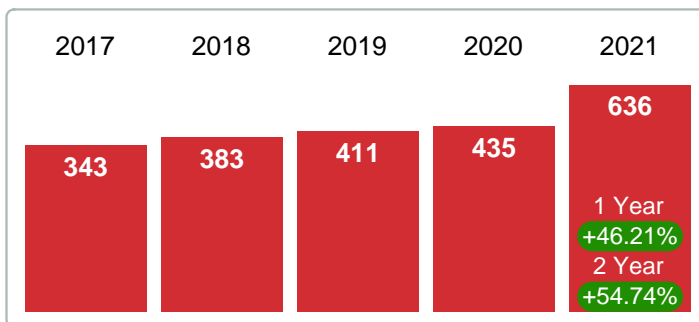
## CLOSED LISTINGS

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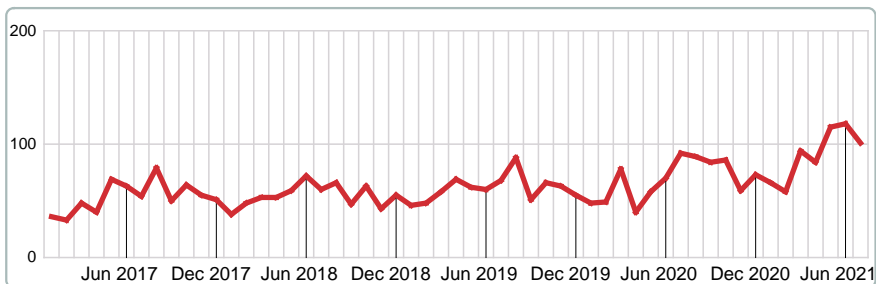
### JULY



### YEAR TO DATE (YTD)

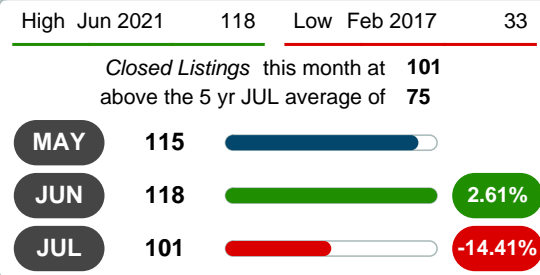


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.89%	36.8	10	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	25	24.75%	23.6	12	11	2	0
\$100,001 - \$175,000	29	28.71%	17.1	8	20	1	0
\$175,001 - \$225,000	15	14.85%	43.7	4	7	3	1
\$225,001 - \$300,000	7	6.93%	24.4	1	5	1	0
\$300,001 and up	14	13.86%	30.6	3	4	6	1
<b>Total Closed Units</b>	<b>101</b>			<b>38</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>17,166,964</b>	<b>100%</b>	<b>27.2</b>	<b>4.56M</b>	<b>7.86M</b>	<b>3.93M</b>	<b>819.00K</b>
<b>Average Closed Price</b>	<b>\$169,970</b>			<b>\$119,879</b>	<b>\$163,781</b>	<b>\$302,390</b>	<b>\$409,500</b>

# July 2021



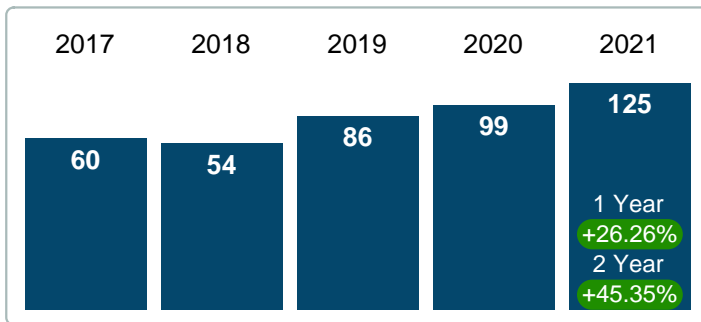
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



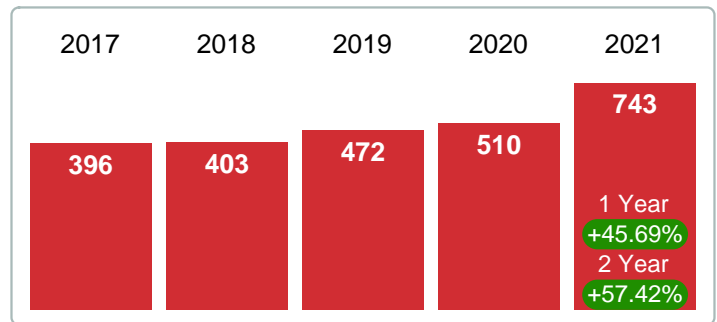
## PENDING LISTINGS

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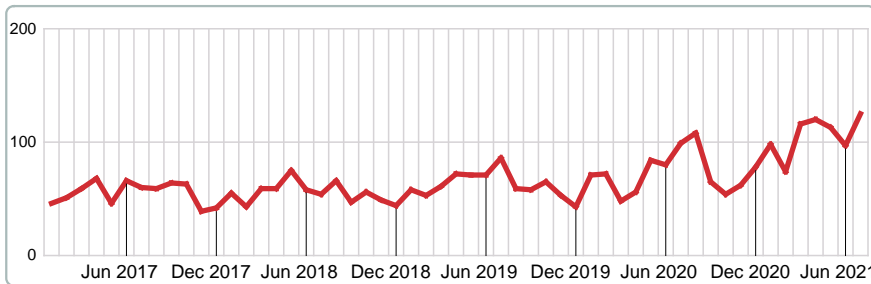
### JULY



### YEAR TO DATE (YTD)

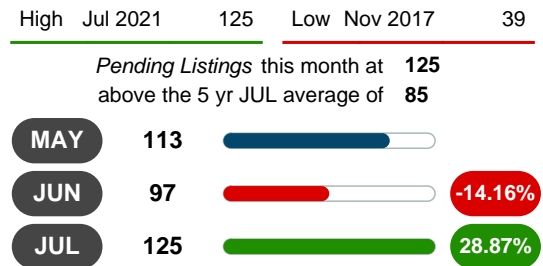


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 85



### 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	9	7.20%	52.1	8	1	0	0
\$25,001 - \$50,000	12	9.60%	47.3	9	2	1	0
\$50,001 - \$100,000	23	18.40%	42.2	14	8	1	0
\$100,001 - \$175,000	28	22.40%	17.8	7	17	4	0
\$175,001 - \$250,000	24	19.20%	14.0	1	17	5	1
\$250,001 - \$400,000	17	13.60%	27.5	5	7	5	0
\$400,001 and up	12	9.60%	16.3	6	1	4	1
<b>Total Pending Units</b>	<b>125</b>			<b>50</b>	<b>53</b>	<b>20</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>24,236,000</b>	<b>100%</b>	<b>28.2</b>	<b>8.88M</b>	<b>9.11M</b>	<b>5.38M</b>	<b>860.00K</b>
<b>Average Listing Price</b>	<b>\$168,120</b>			<b>\$177,668</b>	<b>\$171,930</b>	<b>\$269,015</b>	<b>\$430,000</b>

# July 2021



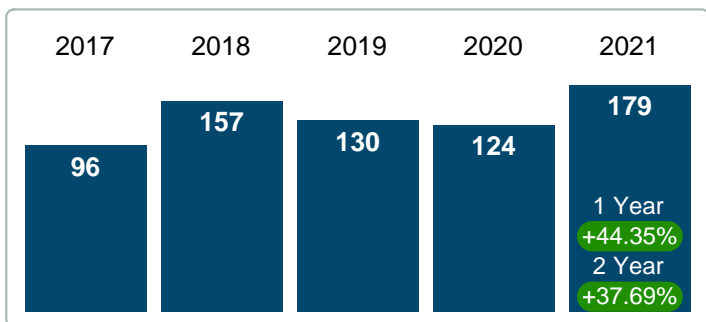
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



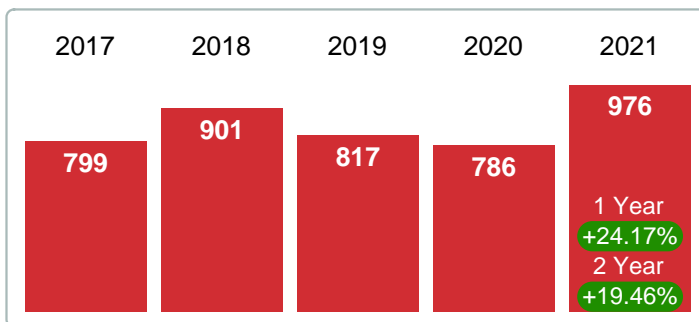
## NEW LISTINGS

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

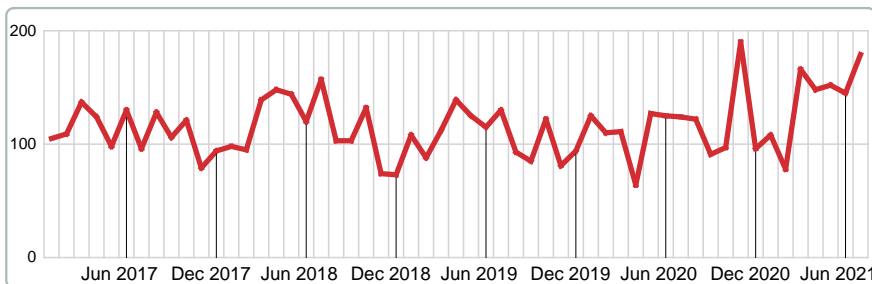
### JULY



### YEAR TO DATE (YTD)

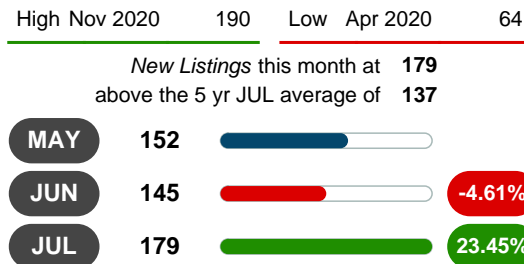


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>179</b>		<b>71</b>	<b>74</b>	<b>30</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>44,371,363</b>	<b>100%</b>	<b>19.13M</b>	<b>15.36M</b>	<b>9.20M</b>	<b>683.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$195,650</b>		<b>\$269,492</b>	<b>\$207,507</b>	<b>\$306,600</b>	<b>\$170,975</b>

# July 2021



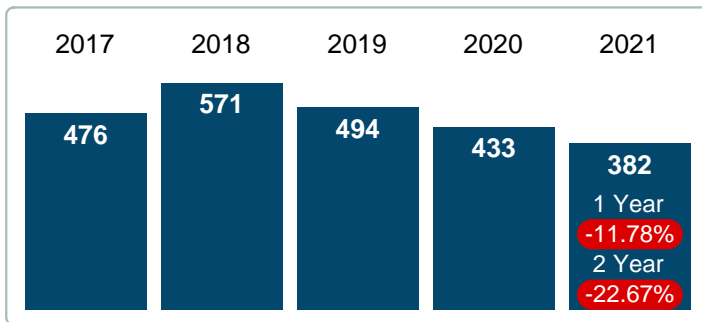
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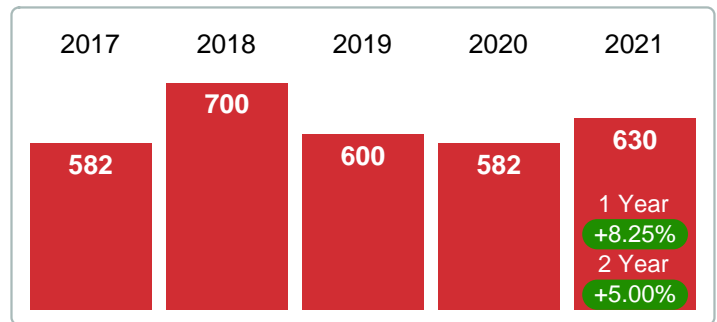
## ACTIVE INVENTORY

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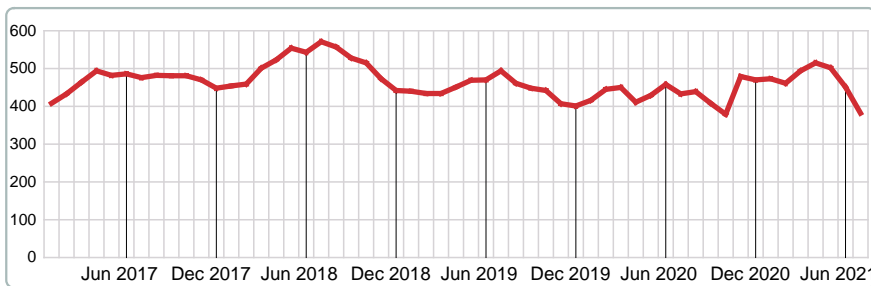
### END OF JULY



### ACTIVE DURING JULY

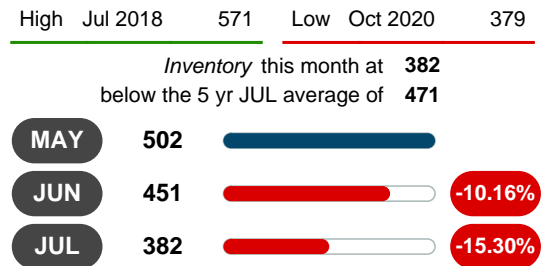


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL 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	46	12.04%	197.8	45	1	0	0
\$25,001-\$75,000	89	23.30%	121.8	80	7	2	0
\$75,001-\$225,000	106	27.75%	63.7	56	35	10	5
\$225,001-\$375,000	52	13.61%	68.3	19	21	10	2
\$375,001-\$675,000	50	13.09%	67.5	18	15	15	2
\$675,001 and up	39	10.21%	99.6	26	9	1	3
Total Active Inventory by Units			382	244	88	38	12
Total Active Inventory by Volume			111,341,962	63.77M	28.61M	13.15M	5.81M
Average Active Inventory Listing Price			\$291,471	\$261,366	\$325,071	\$346,042	\$484,400

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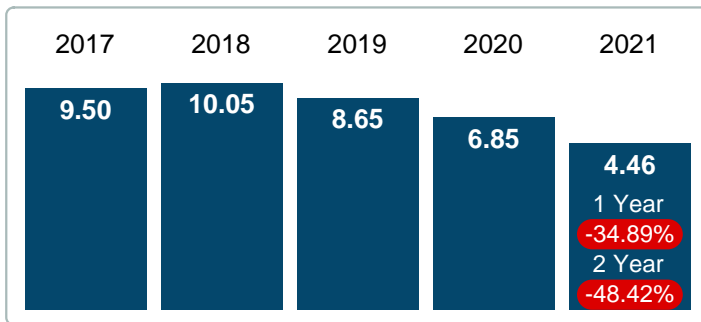
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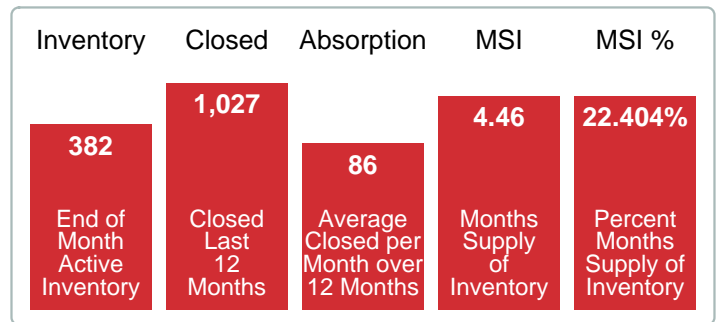
## MONTHS SUPPLY of INVENTORY (MSI)

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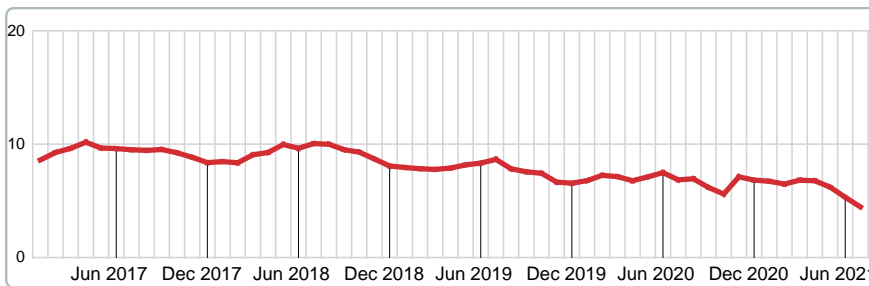
### MSI FOR JULY



### INDICATORS FOR JULY 2021

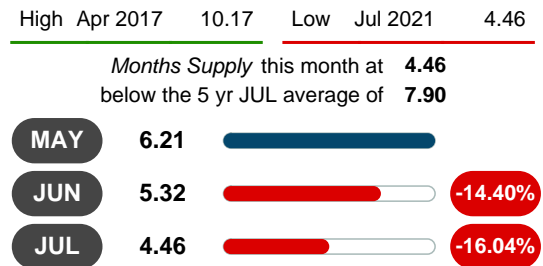


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



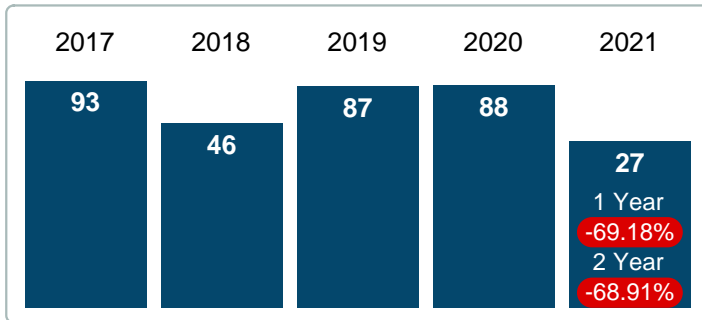
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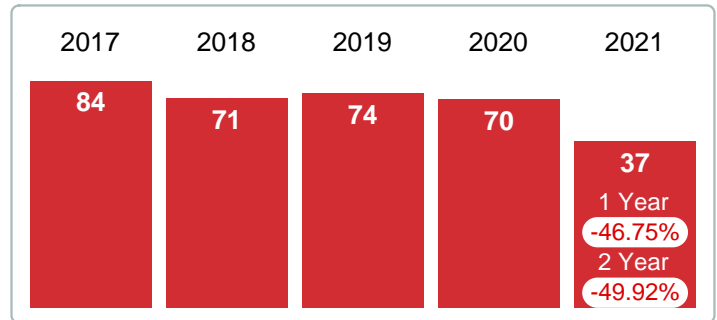
## AVERAGE DAYS ON MARKET TO SALE

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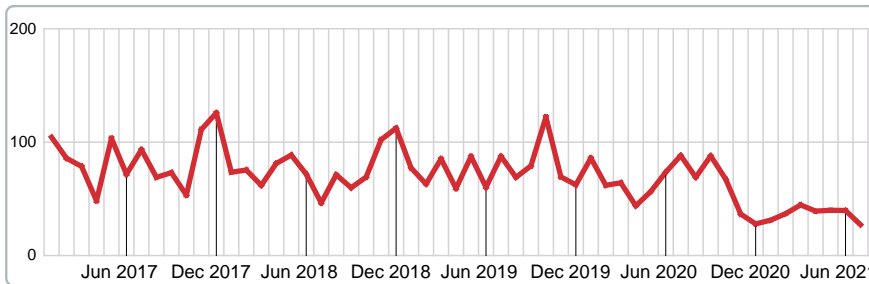
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

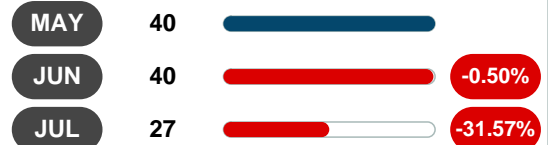


### 3 MONTHS

5 year JUL AVG = 68

High Dec 2017 126 Low Jul 2021 27

Average Days on Market to Sale this month at 27 below the 5 yr JUL average of 68



### 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
\$50,000 and less	11	10.89%	37	40	10	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	25	24.75%	24	6	41	32
\$100,001 - \$175,000	29	28.71%	17	38	6	68
\$175,001 - \$225,000	15	14.85%	44	107	13	44
\$225,001 - \$300,000	7	6.93%	24	4	32	9
\$300,001 and up	14	13.86%	31	66	3	33
Average Closed DOM		27		37	18	36
Total Closed Units		101	100%	27	38	48
Total Closed Volume		17,166,964		4.56M	7.86M	3.93M
						819.00K



# July 2021



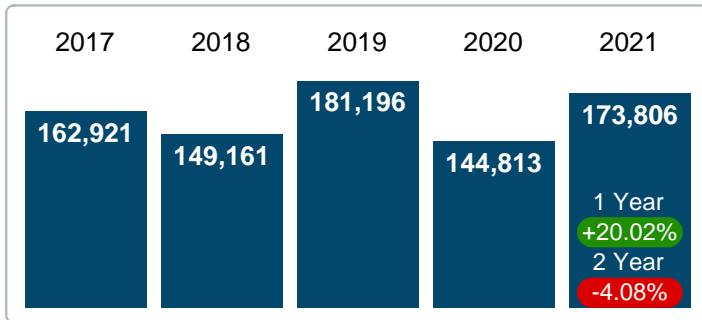
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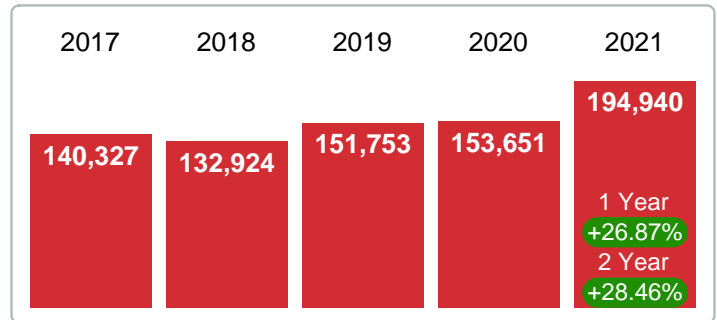
## AVERAGE LIST PRICE AT CLOSING

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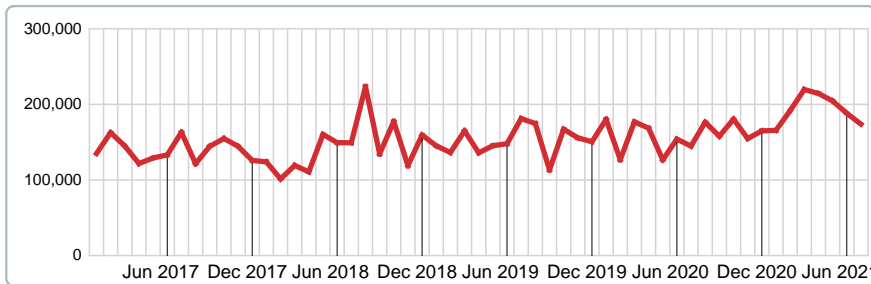
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

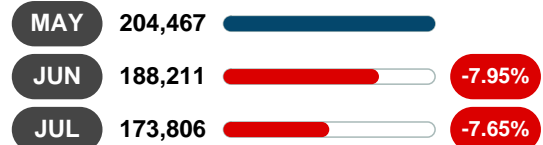


### 3 MONTHS

5 year JUL AVG = 162,379

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

Average List Price at Closing this month at **173,806**  
above the 5 yr JUL average of **162,379**



### 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
\$50,000 and less	8.91%	30,944	35,640	32,000	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	25.74%	72,192	76,058	74,855	79,750	0
\$100,001 - \$175,000	27.72%	147,507	155,975	148,690	139,900	0
\$175,001 - \$225,000	15.84%	199,756	215,000	202,614	194,333	220,000
\$225,001 - \$300,000	11.88%	271,283	300,000	261,280	235,000	0
\$300,001 and up	9.90%	481,720	396,500	338,450	473,983	599,000
<b>Average List Price</b>		<b>173,806</b>	<b>128,063</b>	<b>164,744</b>	<b>304,715</b>	<b>409,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>173,806</b>	<b>38</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,554,400</b>	<b>4.87M</b>	<b>7.91M</b>	<b>3.96M</b>	<b>819.00K</b>



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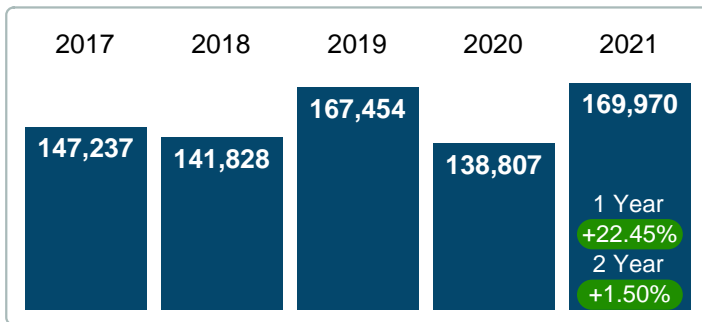
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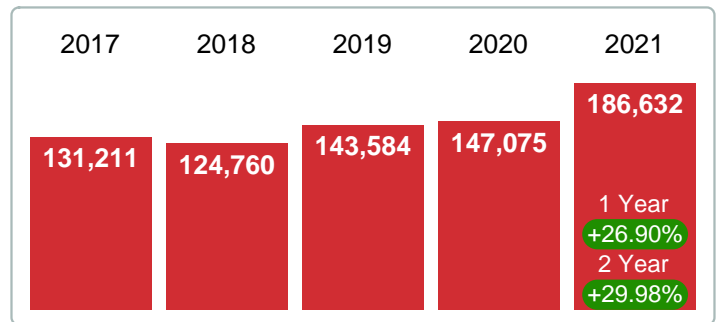
## AVERAGE SOLD PRICE AT CLOSING

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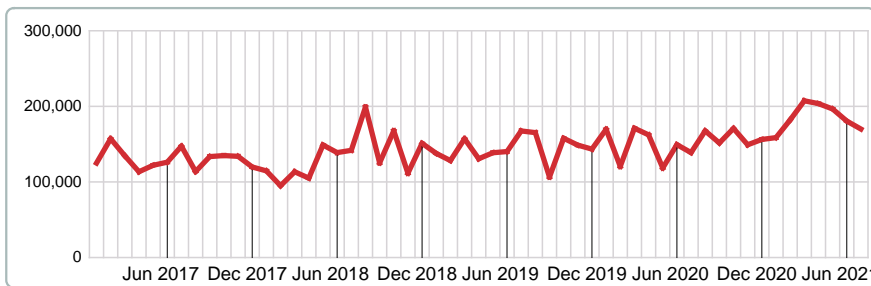
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

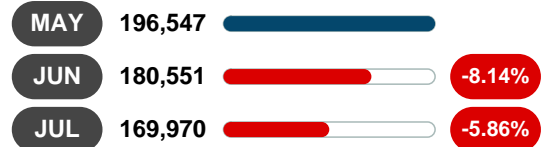


### 3 MONTHS

5 year JUL AVG = 153,059

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

Average Sold Price at Closing this month at **169,970** above the 5 yr JUL average of **153,059**



### 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
\$50,000 and less	10.89%	32,818	33,450	26,500	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	24.75%	71,377	72,908	68,159	79,883	0
\$100,001 - \$175,000	28.71%	149,098	150,125	149,098	140,900	0
\$175,001 - \$225,000	14.85%	201,680	200,000	202,257	196,467	220,000
\$225,001 - \$300,000	6.93%	255,357	255,000	260,500	230,000	0
\$300,001 and up	13.86%	420,357	363,333	346,250	468,500	599,000
<b>Average Sold Price</b>		<b>169,970</b>	<b>119,879</b>	<b>163,781</b>	<b>302,390</b>	<b>409,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>101</b>	<b>38</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,166,964</b>	<b>4.56M</b>	<b>7.86M</b>	<b>3.93M</b>	<b>819.00K</b>

# July 2021



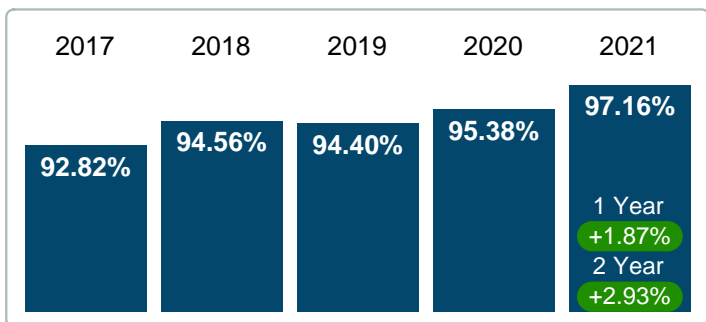
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



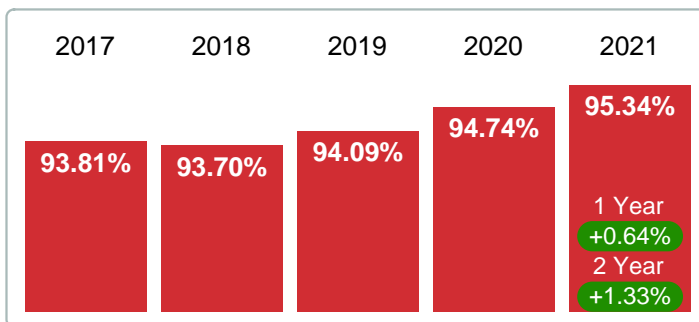
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

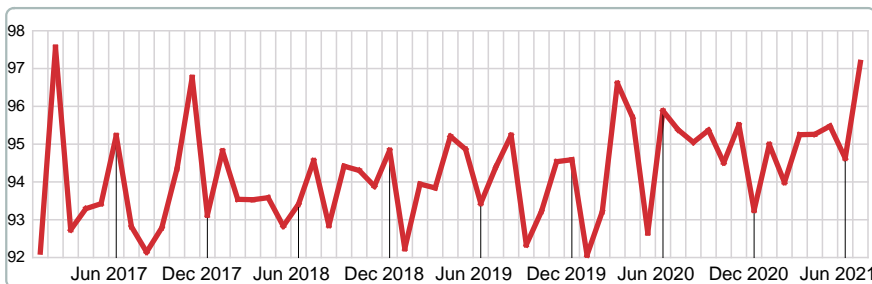
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

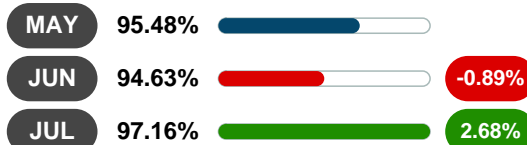


### 3 MONTHS

5 year JUL AVG = 94.86%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **97.16%**  
above the 5 yr JUL average of **94.86%**



### 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
\$50,000 and less	11	10.89%	93.28%	94.33%	82.81%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	25	24.75%	94.75%	95.80%	92.73%	99.56%	0.00%
\$100,001 - \$175,000	29	28.71%	99.14%	96.14%	100.26%	100.71%	0.00%
\$175,001 - \$225,000	15	14.85%	98.31%	93.22%	99.78%	101.11%	100.00%
\$225,001 - \$300,000	7	6.93%	97.24%	85.00%	99.56%	97.87%	0.00%
\$300,001 and up	14	13.86%	99.17%	92.11%	102.26%	100.51%	100.00%
Average Sold/List Ratio		97.20%		94.64%	98.19%	100.31%	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



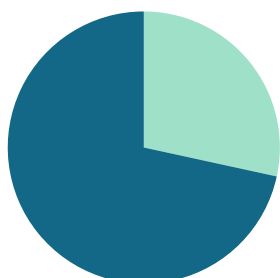
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

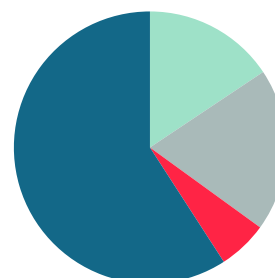


**Inventory**  
 New Listings  
**179 = 28.41%**  
 Start Inventory  
**451**  
 Total Inventory Units  
**630**  
 Volume  
**\$161,946,249**

### 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%
Average List Price	144,813	173,806	20.02%	153,651	194,940	26.87%
Average Sale Price	138,807	169,970	22.45%	147,075	186,632	26.90%
Average Percent of Selling Price to List Price	95.38%	97.16%	1.87%	94.74%	95.34%	0.64%
Average Days on Market to Sale	88.14	27.17	-69.18%	70.00	37.27	-46.75%
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

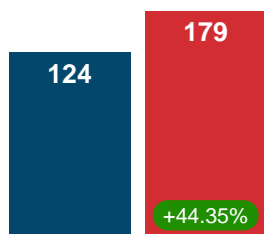
**Inventory** on July 31, 2021 = **382**

**2020** **2021**

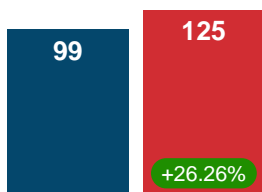
### JULY MARKET

### AVERAGE PRICES

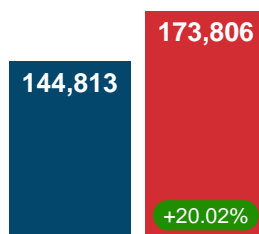
#### New Listings



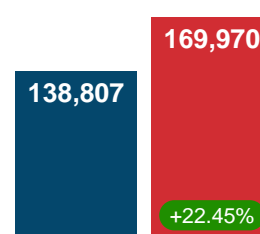
#### Pending Listings



#### List Price



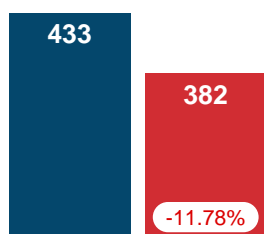
#### Sale Price



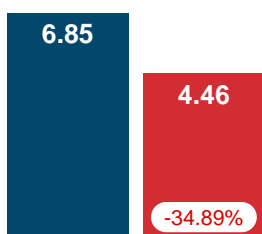
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

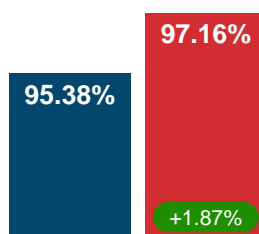
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

