

June 2021



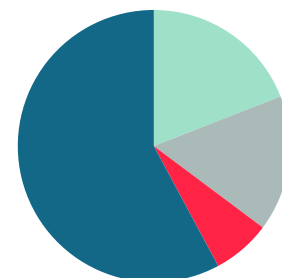
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	70	118	68.57%
Pending Listings	80	100	25.00%
New Listings	125	145	16.00%
Median List Price	152,250	142,500	-6.40%
Median Sale Price	142,500	135,750	-4.74%
Median Percent of Selling Price to List Price	97.65%	97.68%	0.04%
Median Days on Market to Sale	38.00	8.00	-78.95%
End of Month Inventory	458	358	-21.83%
Months Supply of Inventory	7.49	4.22	-43.64%



■ Closed (19.06%)
■ Pending (16.16%)
■ Other OffMarket (6.95%)
■ Active (57.84%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of June 30, 2021 = **358**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **21.83%** to 358 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **4.22** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.74%** in June 2021 to \$135,750 versus the previous year at \$142,500.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 30.00 days or **78.95%** in June 2021 compared to last year's same month at **38.00** DOM.

Sales Success for June 2021 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 145 New Listings in June 2021, up **16.00%** from last year at 125. Furthermore, there were 118 Closed Listings this month versus last year at 70, a **68.57%** increase.

Closed versus Listed trends yielded a **81.4%** ratio, up from previous year's, June 2020, at **56.0%**, a **45.32%** 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

June 2021



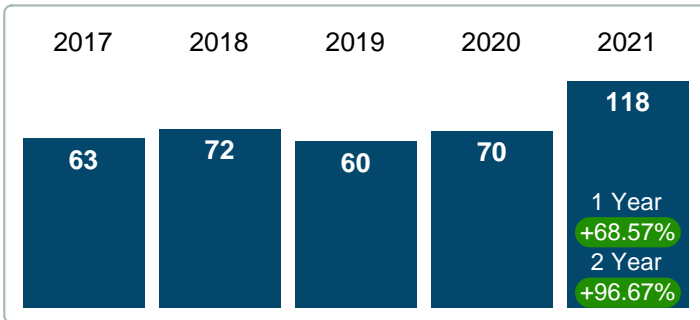
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



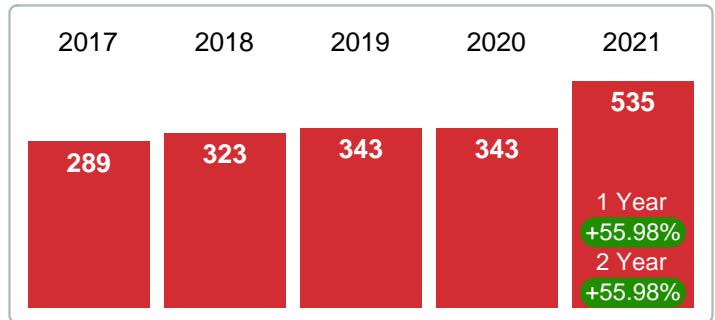
CLOSED LISTINGS

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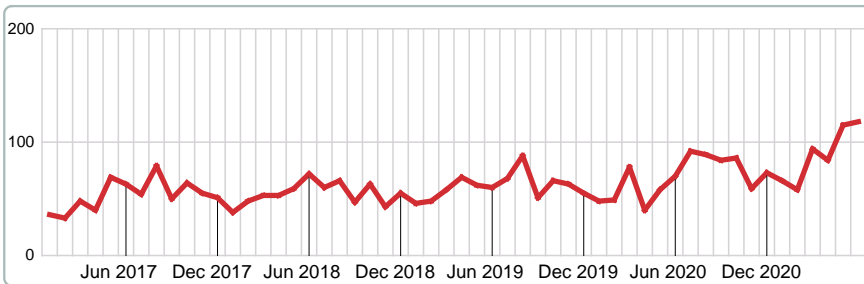
JUNE



YEAR TO DATE (YTD)

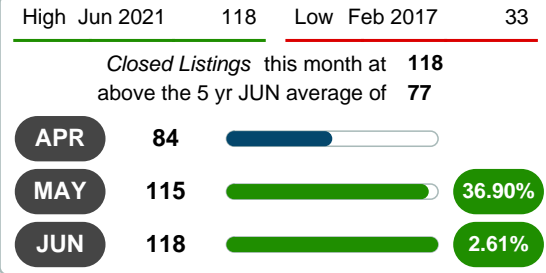


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 77



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	7.63%	8.0	9	0	0	0
\$30,001 - \$60,000	15	12.71%	41.0	9	6	0	0
\$60,001 - \$100,000	16	13.56%	3.5	4	11	1	0
\$100,001 - \$170,000	30	25.42%	4.5	7	22	1	0
\$170,001 - \$250,000	21	17.80%	8.0	4	10	6	1
\$250,001 - \$370,000	16	13.56%	7.5	2	7	5	2
\$370,001 and up	11	9.32%	12.0	3	4	2	2
Total Closed Units	118			38	60	15	5
Total Closed Volume	21,305,025	100%	8.0	5.14M	10.54M	3.88M	1.75M
Median Closed Price	\$135,750			\$65,950	\$135,750	\$239,500	\$325,000

June 2021



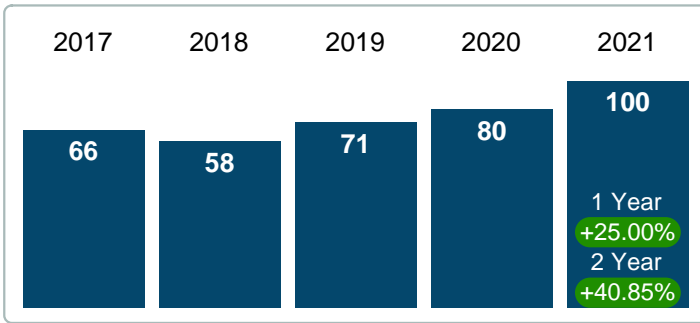
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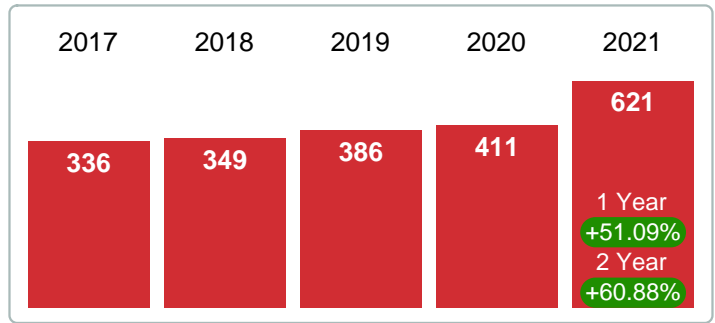
PENDING LISTINGS

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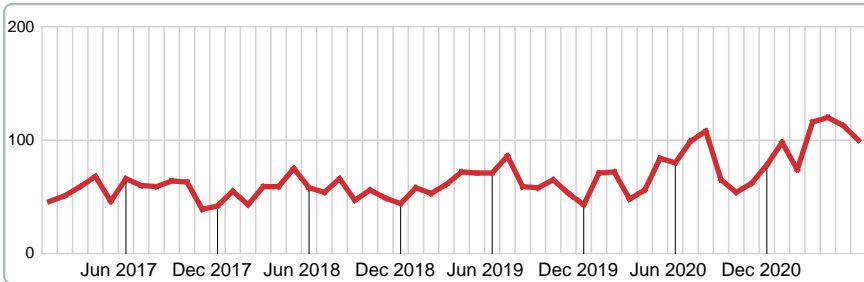
JUNE



YEAR TO DATE (YTD)

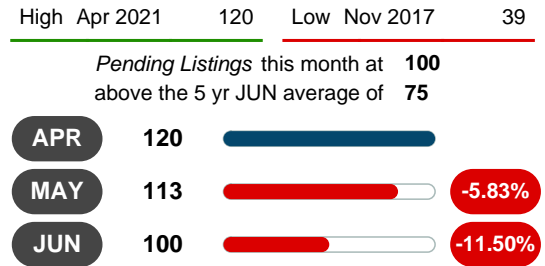


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.00%	12.5	10	0	0	0
\$40,001 - \$60,000	9	9.00%	5.0	5	4	0	0
\$60,001 - \$100,000	17	17.00%	7.0	9	6	2	0
\$100,001 - \$170,000	25	25.00%	7.0	4	20	1	0
\$170,001 - \$250,000	16	16.00%	7.5	5	9	2	0
\$250,001 - \$400,000	14	14.00%	5.0	1	8	5	0
\$400,001 and up	9	9.00%	33.0	3	1	4	1
Total Pending Units	100			37	48	14	1
Total Pending Volume	17,752,600	100%	7.0	4.62M	8.28M	4.38M	479.90K
Median Listing Price	\$135,750			\$65,000	\$142,900	\$282,950	\$479,900

June 2021



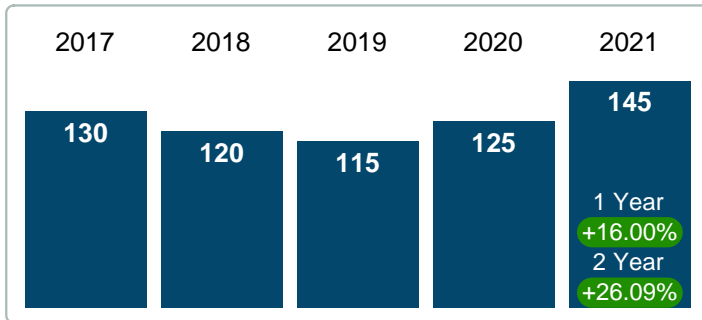
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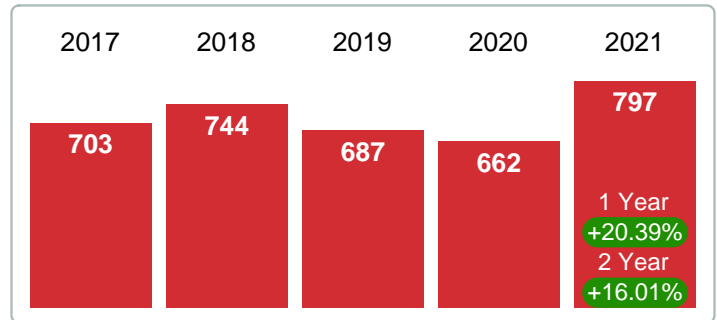
NEW LISTINGS

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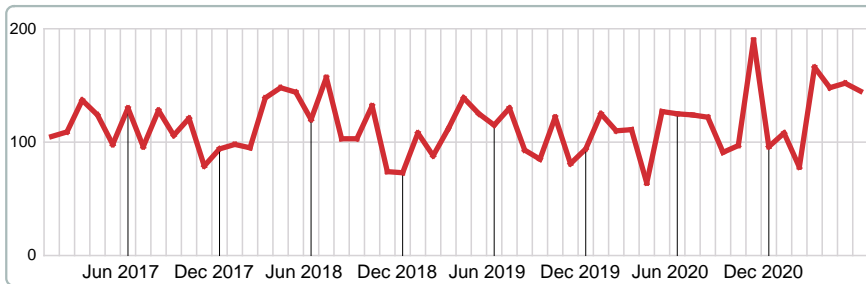
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

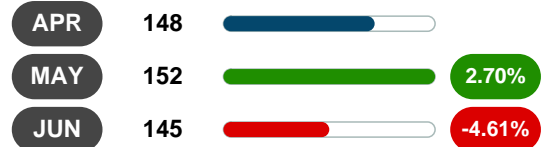


3 MONTHS

5 year JUN AVG = 127

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 145
above the 5 yr JUN average of 127



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	7	4.83%	7	0	0	0
\$25,001 - \$75,000	26	17.93%	21	3	2	0
\$75,001 - \$125,000	18	12.41%	7	10	1	0
\$125,001 - \$225,000	36	24.83%	10	21	4	1
\$225,001 - \$325,000	24	16.55%	2	15	7	0
\$325,001 - \$575,000	19	13.10%	5	9	4	1
\$575,001 and up	15	10.34%	11	1	2	1
Total New Listed Units	145		63	59	20	3
Total New Listed Volume	39,208,088	100%	17.82M	14.00M	6.11M	1.28M
Median New Listed Listing Price	\$179,500		\$96,000	\$189,500	\$282,950	\$479,900

June 2021



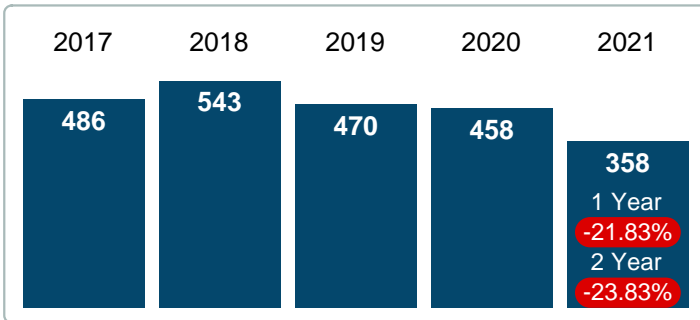
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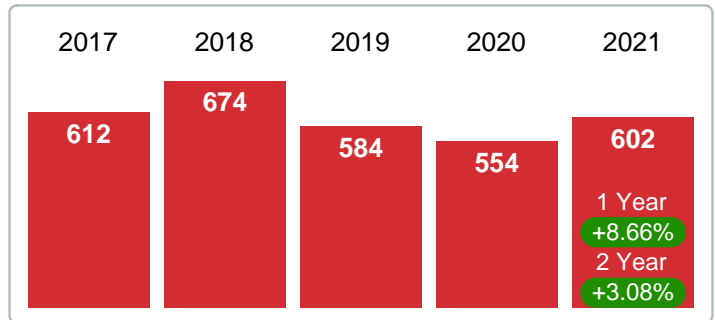
ACTIVE INVENTORY

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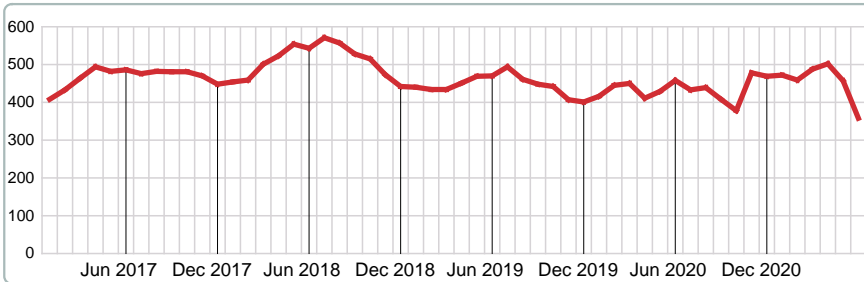
END OF JUNE



ACTIVE DURING JUNE

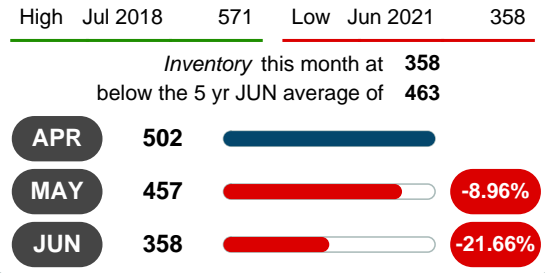


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 463



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	38	10.61%	229.0	38	0	0	0
\$20,001 - \$30,000	14	3.91%	56.5	13	0	1	0
\$30,001 - \$70,000	80	22.35%	96.0	73	6	1	0
\$70,001 - \$210,000	90	25.14%	52.5	53	28	6	3
\$210,001 - \$370,000	55	15.36%	48.0	24	19	9	3
\$370,001 - \$700,000	46	12.85%	45.0	19	12	12	3
\$700,001 and up	35	9.78%	72.0	23	9	2	1
Total Active Inventory by Units		358		243	74	31	10
Total Active Inventory by Volume		97,785,435	100%	55.95M	25.30M	11.85M	4.69M
Median Active Inventory Listing Price		\$149,000		\$69,900	\$225,000	\$350,000	\$289,000

June 2021



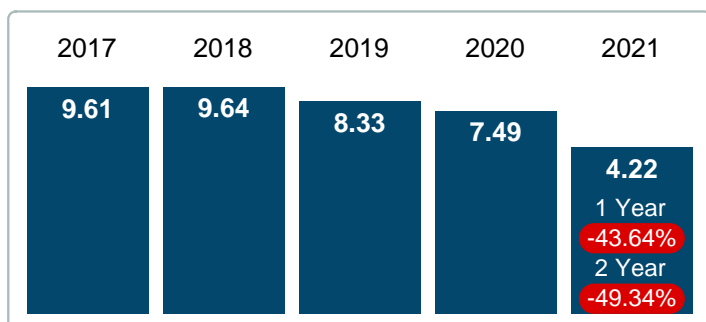
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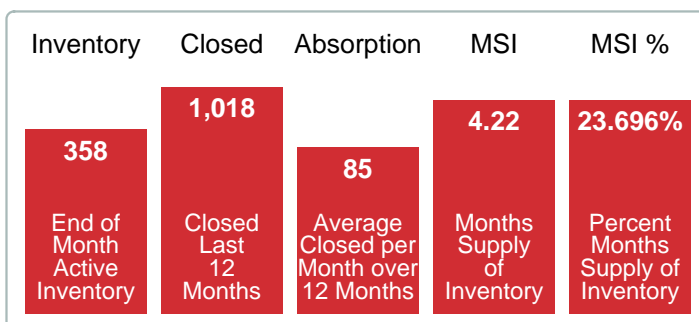
MONTHS SUPPLY of INVENTORY (MSI)

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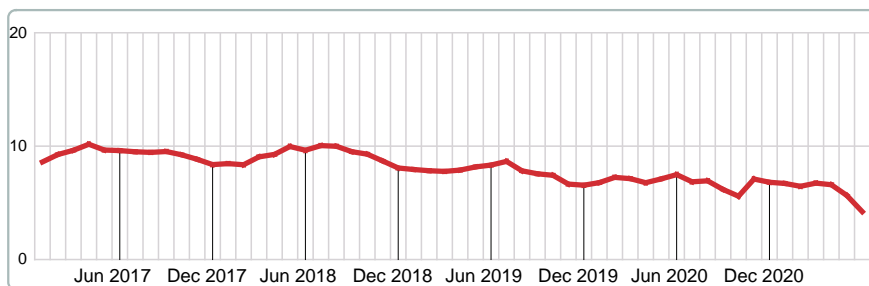
MSI FOR JUNE



INDICATORS FOR JUNE 2021

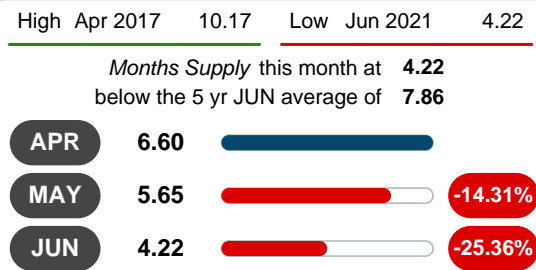


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.86



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	38	10.61%	8.14	9.12	0.00	0.00	0.00
\$20,001 - \$30,000	14	3.91%	5.60	5.78	0.00	12.00	0.00
\$30,001 - \$70,000	80	22.35%	5.45	8.76	1.06	2.00	0.00
\$70,001 - \$210,000	90	25.14%	2.24	6.42	1.06	1.29	3.27
\$210,001 - \$370,000	55	15.36%	3.30	7.58	2.40	2.00	2.77
\$370,001 - \$700,000	46	12.85%	10.04	10.86	9.60	9.60	9.00
\$700,001 and up	35	9.78%	22.11	25.09	27.00	12.00	6.00
Market Supply of Inventory (MSI)		4.22		8.43	1.76	2.76	3.75
Total Active Inventory by Units		358	100%	243	74	31	10

June 2021



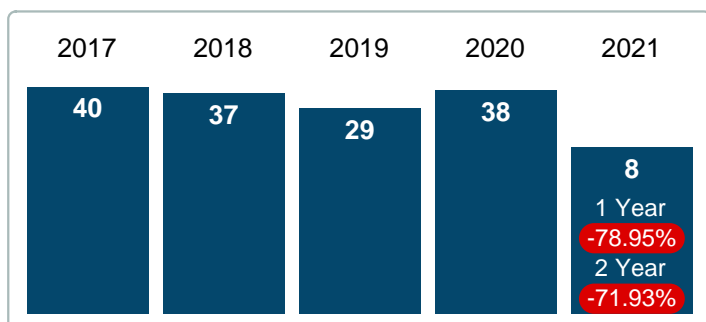
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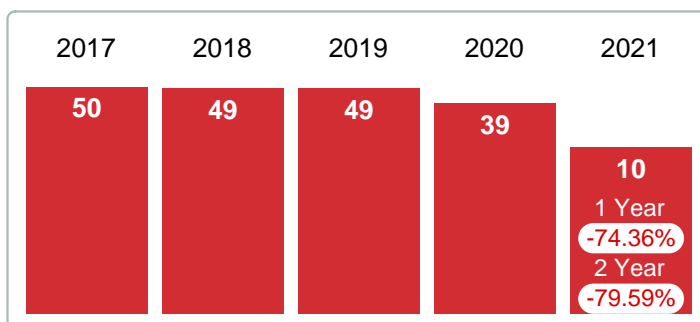
MEDIAN DAYS ON MARKET TO SALE

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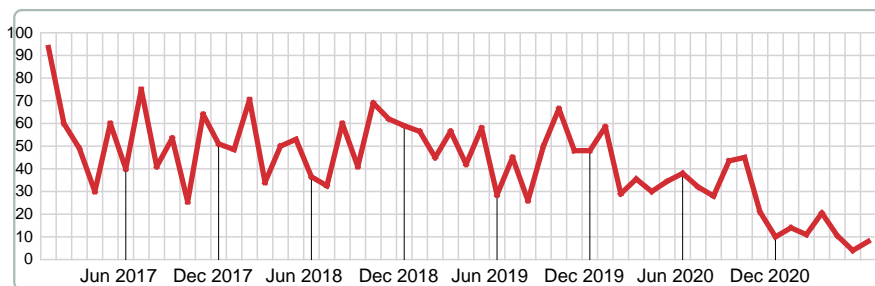
JUNE



YEAR TO DATE (YTD)

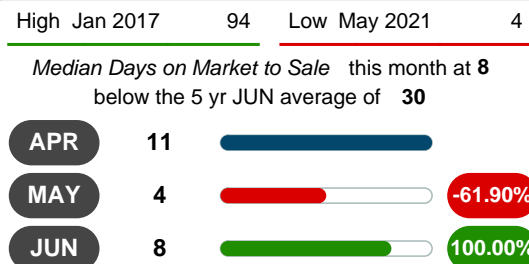


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 30



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
\$30,000 and less	7.63%	8	8	0	0	0
\$30,001 - \$60,000	12.71%	41	40	49	0	0
\$60,001 - \$100,000	13.56%	4	10	3	1	0
\$100,001 - \$170,000	25.42%	5	64	3	14	0
\$170,001 - \$250,000	17.80%	8	113	2	18	1
\$250,001 - \$370,000	13.56%	8	79	1	15	71
\$370,001 and up	9.32%	12	118	13	20	3
Median Closed DOM		8	40	4	14	3
Total Closed Units	100%	8.0	38	60	15	5
Total Closed Volume		21,305,025	5.14M	10.54M	3.88M	1.75M

June 2021



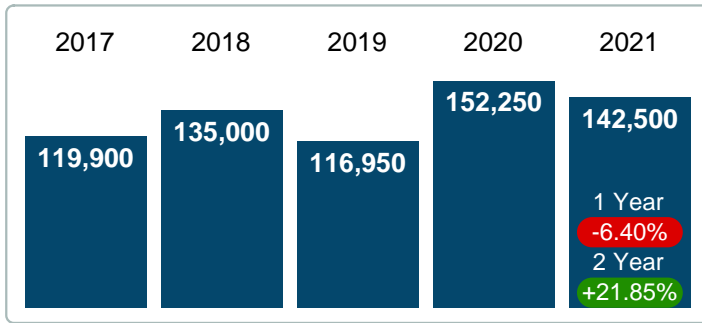
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



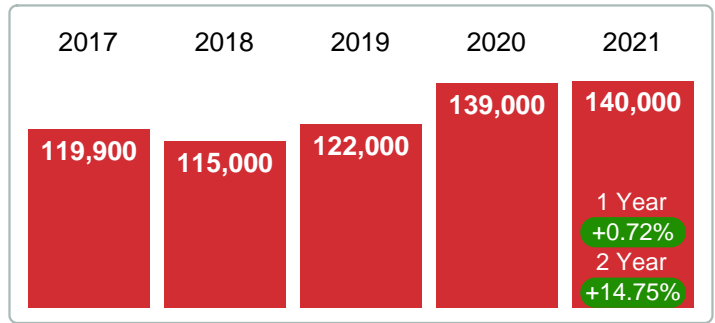
MEDIAN LIST PRICE AT CLOSING

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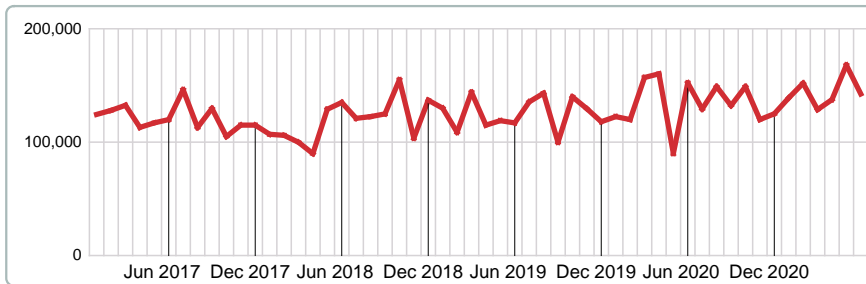
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 133,320

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

Median List Price at Closing this month at **142,500**
above the 5 yr JUN average of **133,320**



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
\$30,000 and less	8	6.78%	20,250	0	0	0
\$30,001 - \$60,000	12	10.17%	40,000	49,900	0	0
\$60,001 - \$100,000	18	15.25%	69,900	85,000	0	0
\$100,001 - \$170,000	34	28.81%	140,000	132,000	123,750	0
\$170,001 - \$250,000	17	14.41%	214,500	187,000	217,500	185,000
\$250,001 - \$370,000	16	13.56%	300,000	297,450	299,500	325,000
\$370,001 and up	13	11.02%	438,000	646,650	574,000	399,000
Median List Price		142,500	74,900	138,000	245,000	325,000
Total Closed Units	118	100%	38	60	15	5
Total Closed Volume	22,208,880		5.73M	10.76M	3.96M	1.76M

June 2021



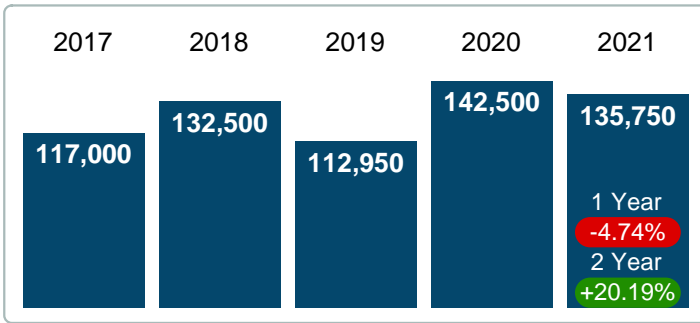
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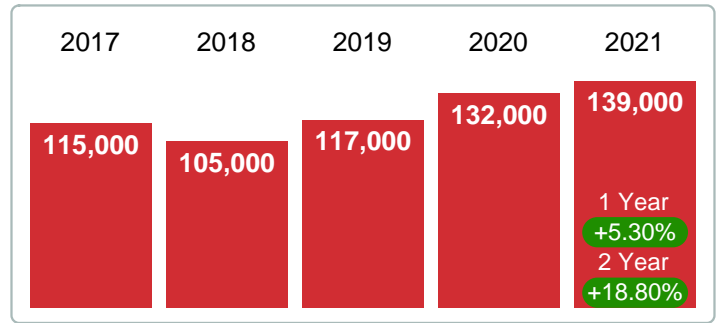
MEDIAN SOLD PRICE AT CLOSING

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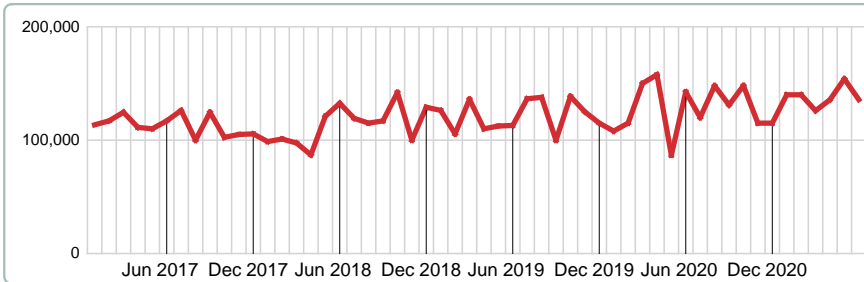
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 128,140

High Apr 2020 157,750 Low May 2020 86,750

Median Sold Price at Closing this month at 135,750 above the 5 yr JUN average of 128,140



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
\$30,000 and less	7.63%	17,500	17,500	0	0	0
\$30,001 - \$60,000	12.71%	45,000	47,000	43,500	0	0
\$60,001 - \$100,000	13.56%	81,000	70,700	85,000	99,000	0
\$100,001 - \$170,000	25.42%	128,750	120,000	131,250	146,500	0
\$170,001 - \$250,000	17.80%	205,000	221,500	183,000	215,000	190,000
\$250,001 - \$370,000	13.56%	312,500	325,500	295,000	295,000	325,000
\$370,001 and up	9.32%	455,000	700,000	571,500	393,088	452,500
Median Sold Price		135,750	65,950	135,750	239,500	325,000
Total Closed Units	100%	118	38	60	15	5
Total Closed Volume		21,305,025	5.14M	10.54M	3.88M	1.75M

June 2021



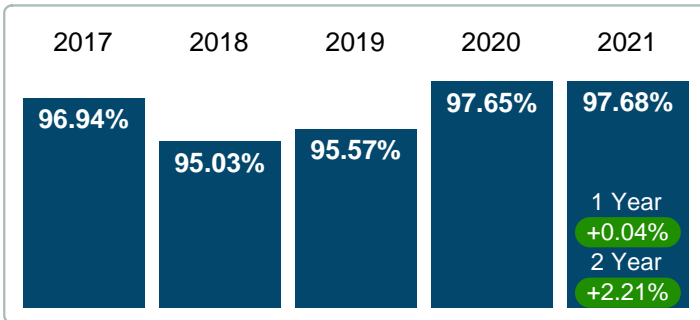
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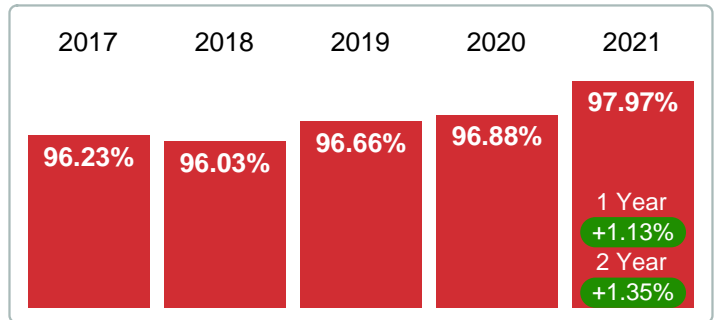
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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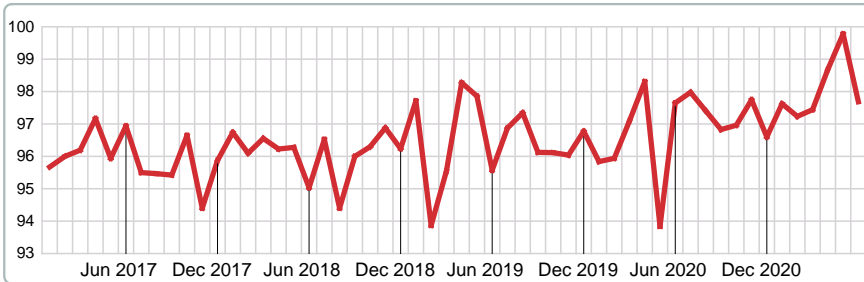
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

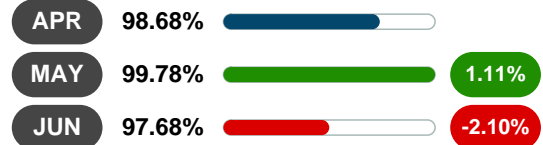


3 MONTHS

5 year JUN AVG = 96.57%

High May 2021 99.78% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.68%**
above the 5 yr JUN average of **96.57%**



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
\$30,000 and less	9	7.63%	80.00%	80.00%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	15	12.71%	86.96%	82.35%	91.67%	0.00%	0.00%
\$60,001 - \$100,000	16	13.56%	96.93%	100.00%	95.96%	96.59%	0.00%
\$100,001 - \$170,000	30	25.42%	98.51%	93.10%	100.00%	101.03%	0.00%
\$170,001 - \$250,000	21	17.80%	100.00%	98.88%	100.00%	97.91%	102.70%
\$250,001 - \$370,000	16	13.56%	99.61%	92.95%	100.00%	98.18%	100.00%
\$370,001 and up	11	9.32%	99.09%	91.58%	99.55%	98.39%	97.89%
Median Sold/List Ratio		97.68%		89.62%	99.27%	98.09%	100.00%
Total Closed Units		118	100%	38	60	15	5
Total Closed Volume		21,305,025		5.14M	10.54M	3.88M	1.75M

June 2021



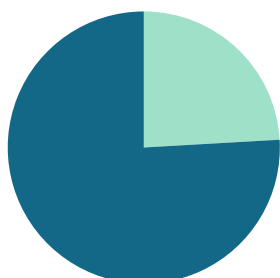
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

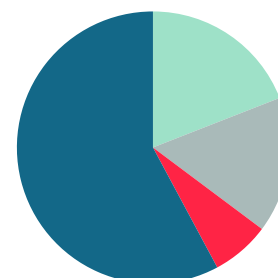


Inventory
 New Listings
145 = 24.09%
 Start Inventory
457
 Total Inventory Units
602
 Volume
\$149,860,165

Market Activity

Closed Sales
118 = 19.06%
 Pending Sales
100 = 16.16%
 Other Off Market
43 = 6.95%
 Active Inventory
358 = 57.84%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	118	68.57%	343	535	55.98%
Pending Sales	80	100	25.00%	411	621	51.09%
New Listings	125	145	16.00%	662	797	20.39%
Median List Price	152,250	142,500	-6.40%	139,000	140,000	0.72%
Median Sale Price	142,500	135,750	-4.74%	132,000	139,000	5.30%
Median Percent of Selling Price to List Price	97.65%	97.68%	0.04%	96.88%	97.97%	1.13%
Median Days on Market to Sale	38.00	8.00	-78.95%	39.00	10.00	-74.36%
Monthly Inventory	458	358	-21.83%	458	358	-21.83%
Months Supply of Inventory	7.49	4.22	-43.64%	7.49	4.22	-43.64%

Absorption: Last 12 months, an Average of **85** Sales/Month

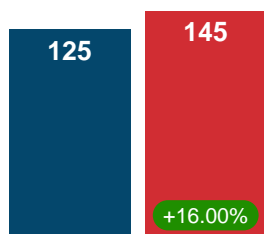
Inventory on June 30, 2021 = **358**

2020 **2021**

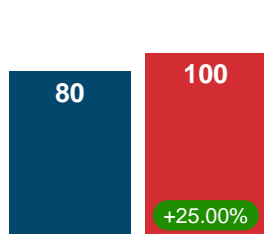
JUNE MARKET

MEDIAN PRICES

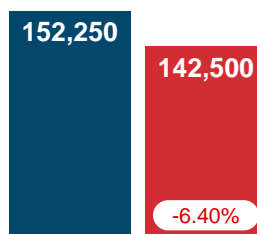
New Listings



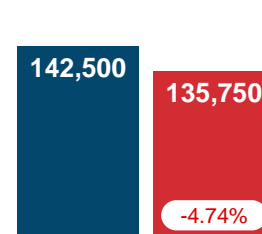
Pending Listings



List Price



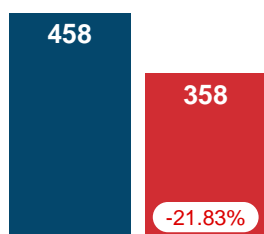
Sale Price



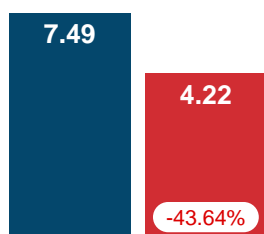
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

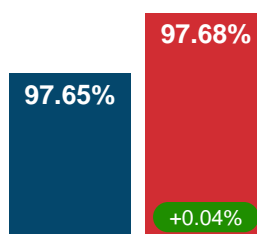
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

