

## June 2021



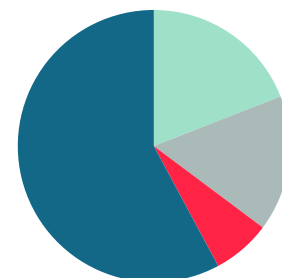
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



### 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%
Average List Price	153,916	188,211	22.28%
Average Sale Price	149,325	180,551	20.91%
Average Percent of Selling Price to List Price	95.88%	94.63%	-1.31%
Average Days on Market to Sale	73.50	39.70	-45.98%
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.

##### 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 **20.91%** in June 2021 to \$180,551 versus the previous year at \$149,325.

##### Average Days on Market Shortens

The average number of **39.70** days that homes spent on the market before selling decreased by 33.80 days or **45.98%** in June 2021 compared to last year's same month at **73.50** DOM.

##### Sales Success for June 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 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

<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

# June 2021



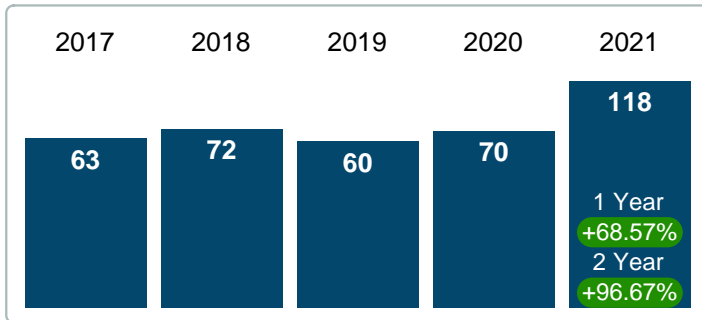
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



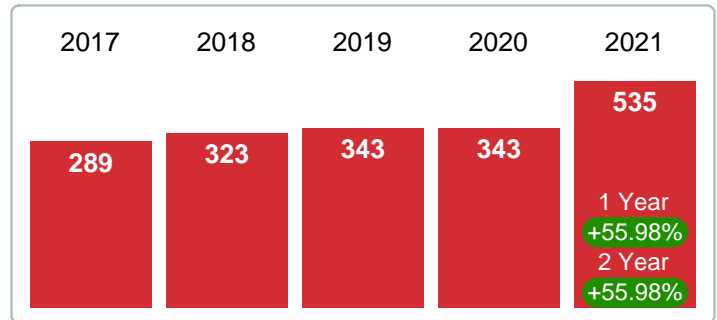
## CLOSED LISTINGS

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

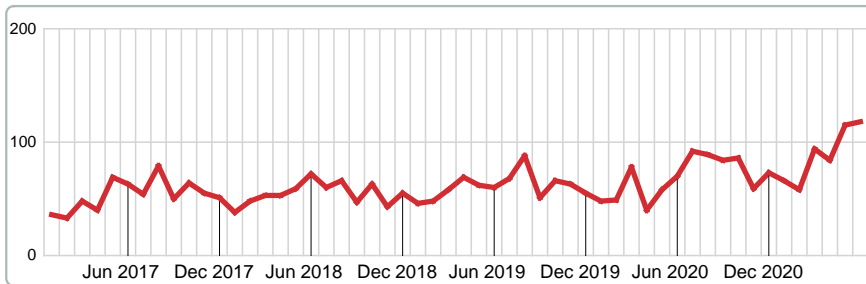
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

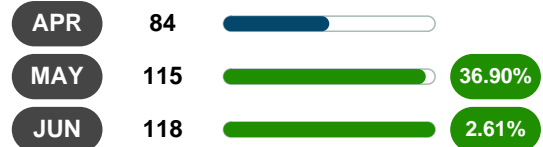


### 3 MONTHS

5 year JUN AVG = 77

High Jun 2021 118 Low Feb 2017 33

Closed Listings this month at 118  
above the 5 yr JUN average of 77



### 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	6.78%	51.8	8	0	0	0
\$25,001 - \$50,000	12	10.17%	30.6	8	4	0	0
\$50,001 - \$100,000	20	16.95%	42.2	6	13	1	0
\$100,001 - \$175,000	34	28.81%	30.0	8	25	1	0
\$175,001 - \$250,000	17	14.41%	58.3	3	7	6	1
\$250,001 - \$350,000	14	11.86%	27.1	1	7	4	2
\$350,001 and up	13	11.02%	51.4	4	4	3	2
<b>Total Closed Units</b>	<b>118</b>			<b>38</b>	<b>60</b>	<b>15</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>21,305,025</b>	<b>100%</b>	<b>39.7</b>	<b>5.14M</b>	<b>10.54M</b>	<b>3.88M</b>	<b>1.75M</b>
<b>Average Closed Price</b>	<b>\$180,551</b>			<b>\$135,204</b>	<b>\$175,693</b>	<b>\$258,712</b>	<b>\$349,000</b>

# June 2021



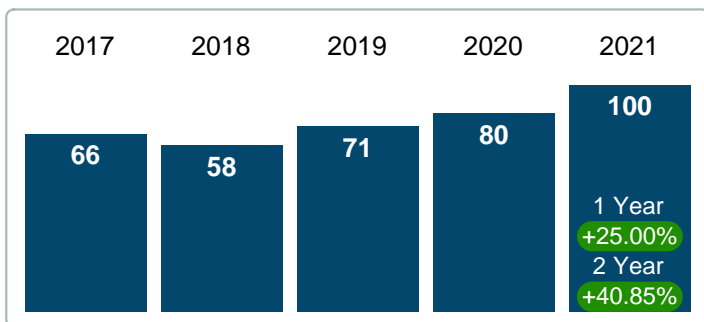
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



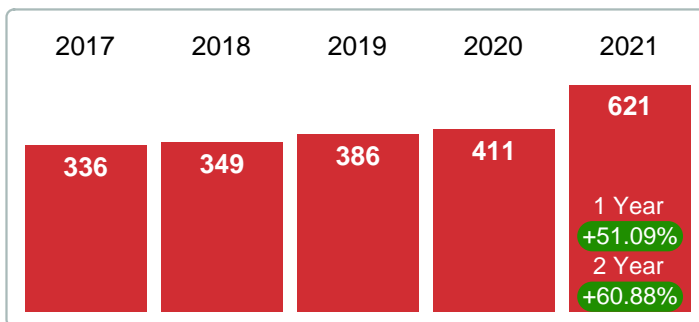
## PENDING LISTINGS

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

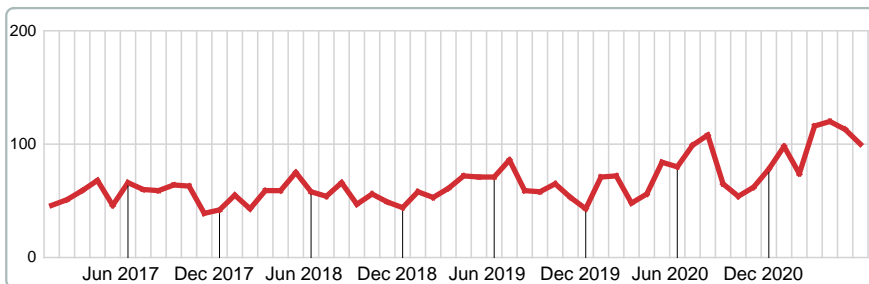
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

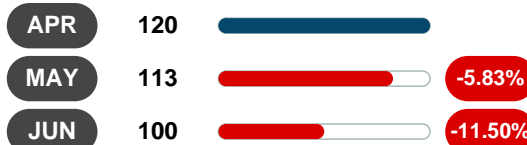


### 3 MONTHS

5 year JUN AVG = 75

High Apr 2021 120 Low Nov 2017 39

Pending Listings this month at 100  
above the 5 yr JUN average of 75



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.00%	40.5	10	0	0	0
\$40,001 - \$60,000	9	9.00%	14.1	5	4	0	0
\$60,001 - \$100,000	17	17.00%	22.5	9	6	2	0
\$100,001 - \$170,000	25	25.00%	27.3	4	20	1	0
\$170,001 - \$250,000	16	16.00%	18.3	5	9	2	0
\$250,001 - \$400,000	14	14.00%	7.1	1	8	5	0
\$400,001 and up	9	9.00%	32.7	3	1	4	1
<b>Total Pending Units</b>	<b>100</b>			<b>37</b>	<b>48</b>	<b>14</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,752,600</b>	<b>100%</b>	<b>32.8</b>	<b>4.62M</b>	<b>8.28M</b>	<b>4.38M</b>	<b>479.90K</b>
<b>Average Listing Price</b>	<b>\$140,850</b>			<b>\$124,742</b>	<b>\$172,511</b>	<b>\$312,621</b>	<b>\$479,900</b>

# June 2021



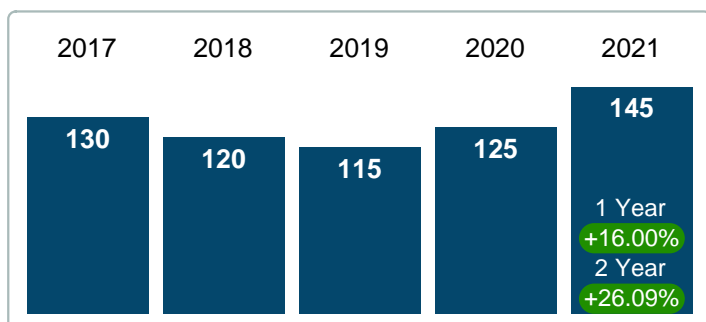
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



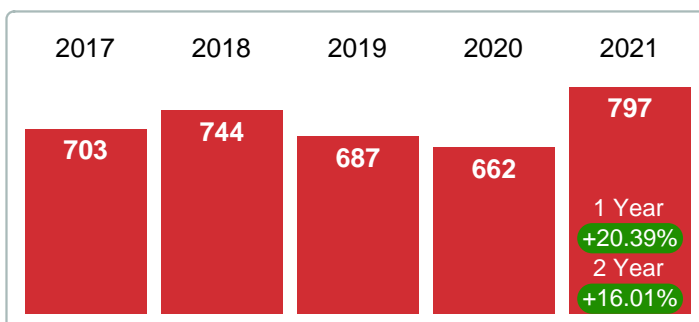
## NEW LISTINGS

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

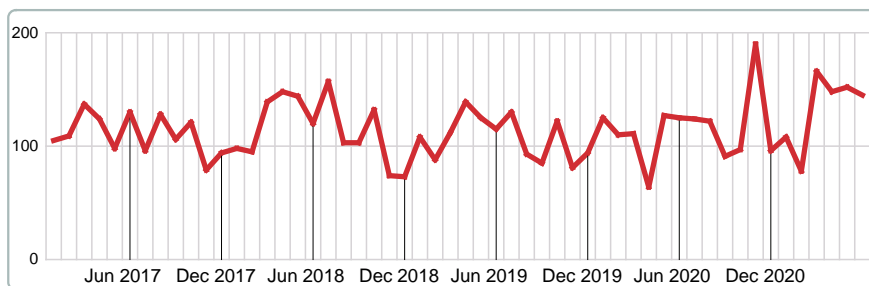
### JUNE



### YEAR TO DATE (YTD)

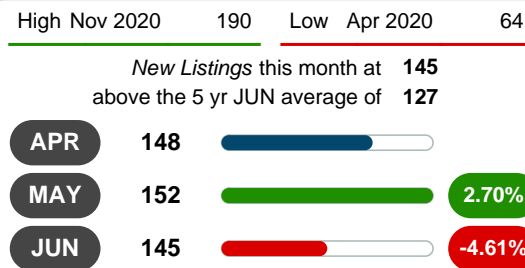


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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
<b>Total New Listed Units</b>	<b>145</b>		<b>63</b>	<b>59</b>	<b>20</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>39,208,088</b>	<b>100%</b>	<b>17.82M</b>	<b>14.00M</b>	<b>6.11M</b>	<b>1.28M</b>
<b>Average New Listed Listing Price</b>	<b>\$183,280</b>		<b>\$282,783</b>	<b>\$237,216</b>	<b>\$305,605</b>	<b>\$428,300</b>

# June 2021



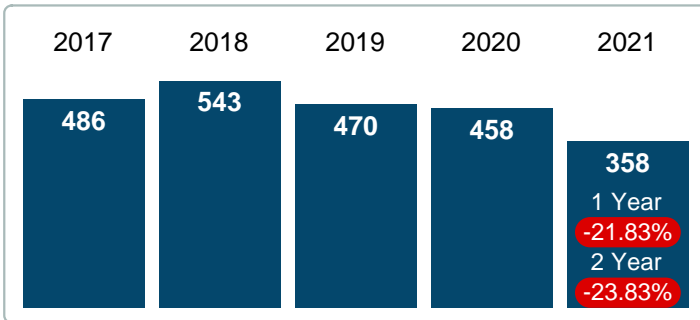
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



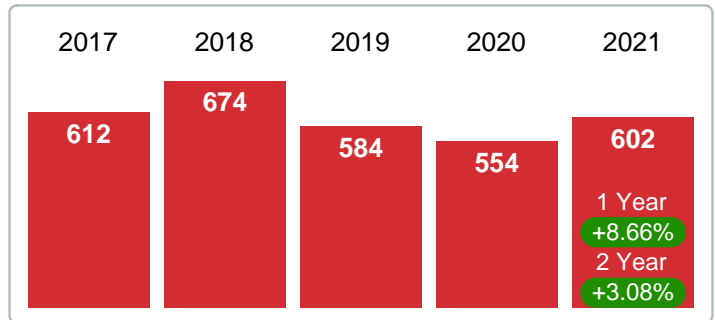
## ACTIVE INVENTORY

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

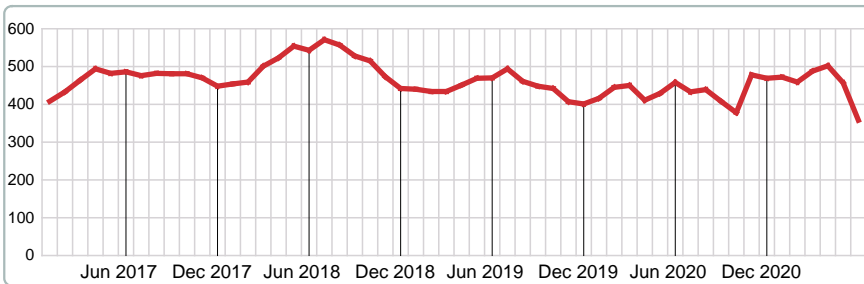
### END OF JUNE



### ACTIVE DURING JUNE

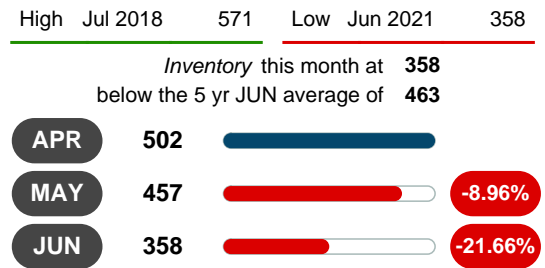


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 463



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	48	13.41%	171.6	48	0	0	0
\$25,001-\$75,000	88	24.58%	108.7	78	7	3	0
\$75,001-\$200,000	84	23.46%	74.2	50	26	5	3
\$200,001-\$375,000	60	16.76%	69.5	26	22	9	3
\$375,001-\$700,000	43	12.01%	63.5	18	10	12	3
\$700,001 and up	35	9.78%	93.8	23	9	2	1
Total Active Inventory by Units			358	243	74	31	10
Total Active Inventory by Volume			97,785,435	55.95M	25.30M	11.85M	4.69M
Average Active Inventory Listing Price			\$273,144	\$230,243	\$341,905	\$382,119	\$468,980

# June 2021



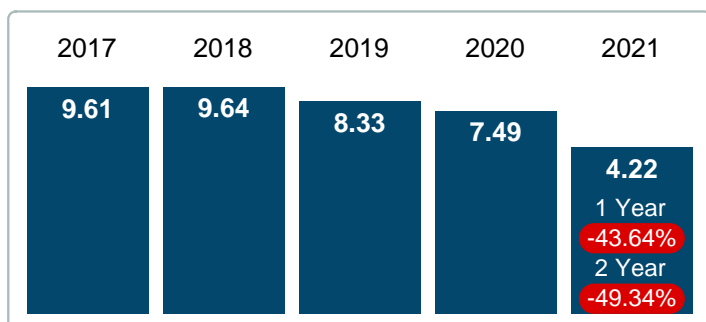
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



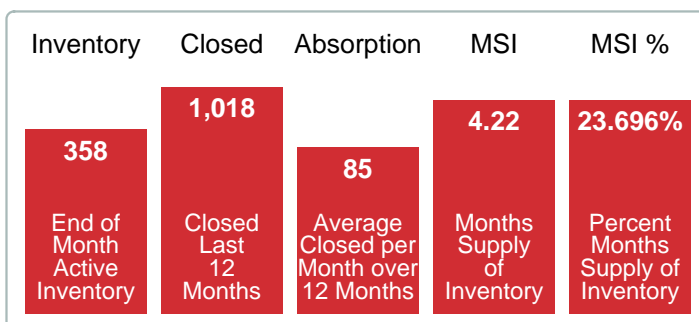
## MONTHS SUPPLY of INVENTORY (MSI)

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

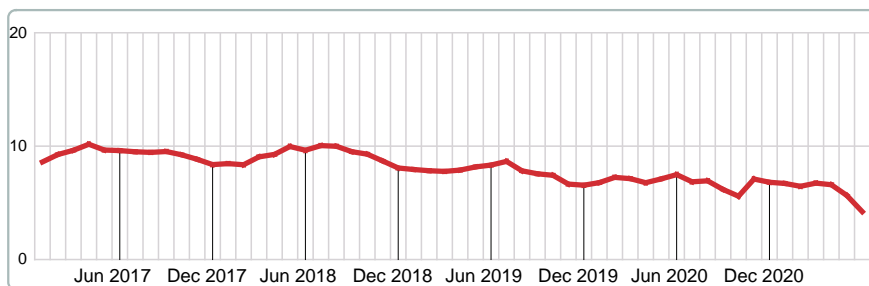
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

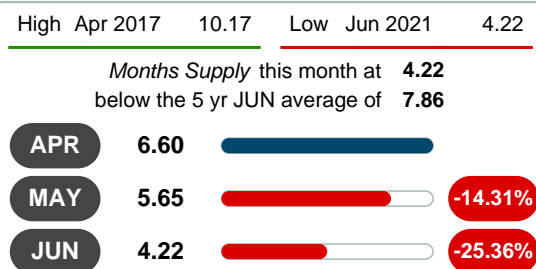


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	4.22	243	74	31	10

# June 2021



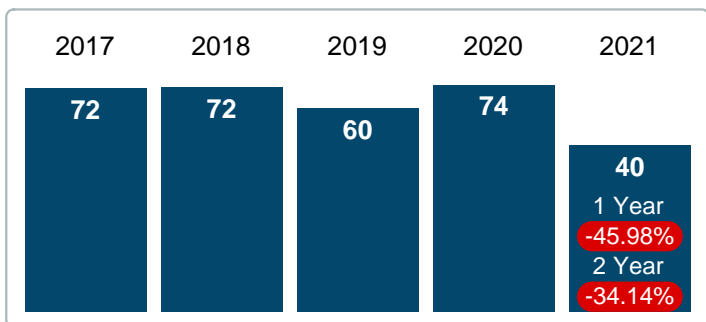
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



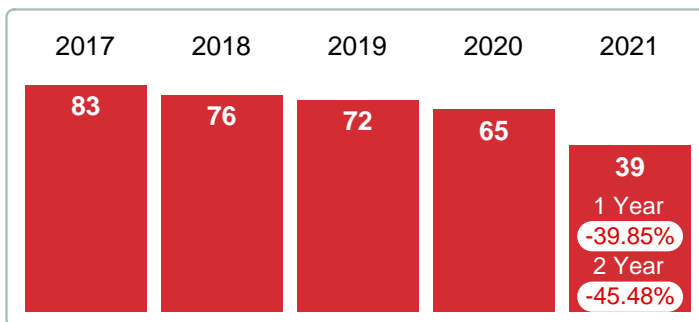
## AVERAGE DAYS ON MARKET TO SALE

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

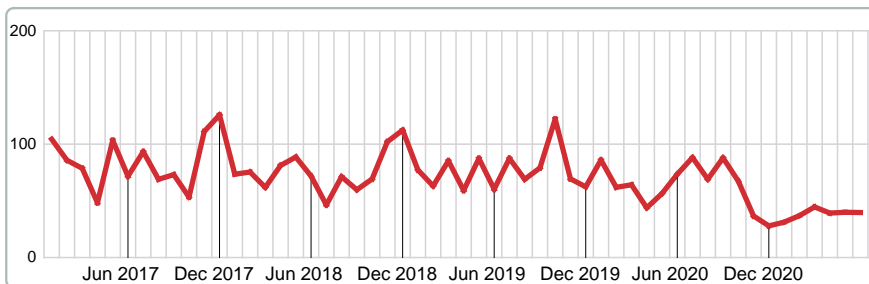
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 63

High Dec 2017 126 Low Dec 2020 28

Average Days on Market to Sale this month at 40 below the 5 yr JUN average of 63



### 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	6.78%	52	52	0	0	0
\$25,001 - \$50,000	10.17%	31	26	39	0	0
\$50,001 - \$100,000	16.95%	42	42	46	1	0
\$100,001 - \$175,000	28.81%	30	63	20	14	0
\$175,001 - \$250,000	14.41%	58	179	11	62	1
\$250,001 - \$350,000	11.86%	27	156	6	10	71
\$350,001 and up	11.02%	51	74	42	66	3
<b>Average Closed DOM</b>		<b>40</b>	<b>62</b>	<b>26</b>	<b>42</b>	<b>30</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>40</b>	<b>38</b>	<b>60</b>	<b>15</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>21,305,025</b>	<b>5.14M</b>	<b>10.54M</b>	<b>3.88M</b>	<b>1.75M</b>

# June 2021



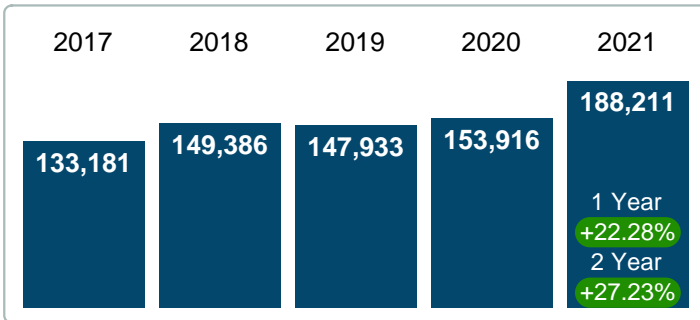
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



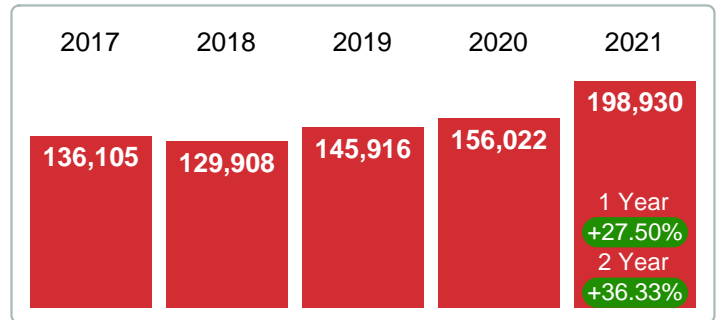
## AVERAGE LIST PRICE AT CLOSING

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

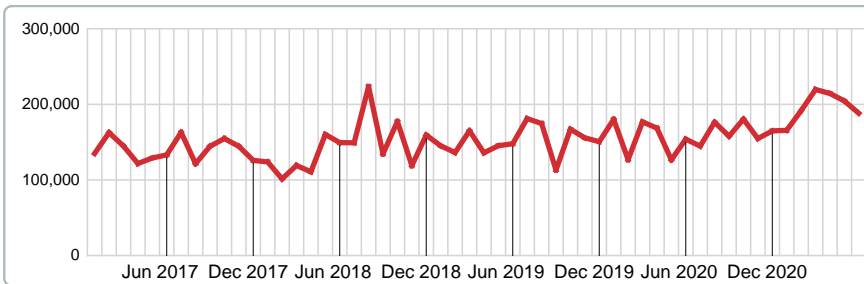
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

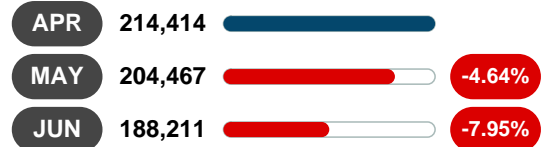


### 3 MONTHS

5 year JUN AVG = 154,525

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

Average List Price at Closing this month at **188,211**  
above the 5 yr JUN average of **154,525**



### 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	5.93%	18,943	20,013	0	0	0
\$25,001 - \$50,000	8.47%	40,830	50,488	45,700	0	0
\$50,001 - \$100,000	17.80%	77,490	70,133	88,283	102,500	0
\$100,001 - \$175,000	29.66%	135,623	139,563	137,788	145,000	0
\$175,001 - \$250,000	13.56%	210,006	228,000	213,743	221,067	185,000
\$250,001 - \$350,000	13.56%	300,781	325,000	299,786	299,625	325,000
\$350,001 and up	11.02%	547,792	654,575	598,250	394,333	463,500
<b>Average List Price</b>		<b>188,211</b>	<b>150,753</b>	<b>179,381</b>	<b>263,693</b>	<b>352,400</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,211</b>	<b>38</b>	<b>60</b>	<b>15</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>22,208,880</b>	<b>5.73M</b>	<b>10.76M</b>	<b>3.96M</b>	<b>1.76M</b>



# June 2021



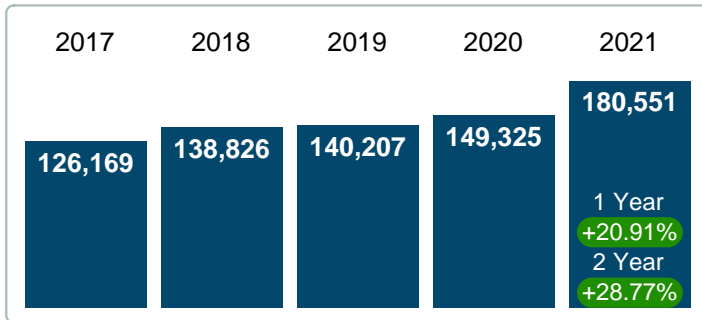
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



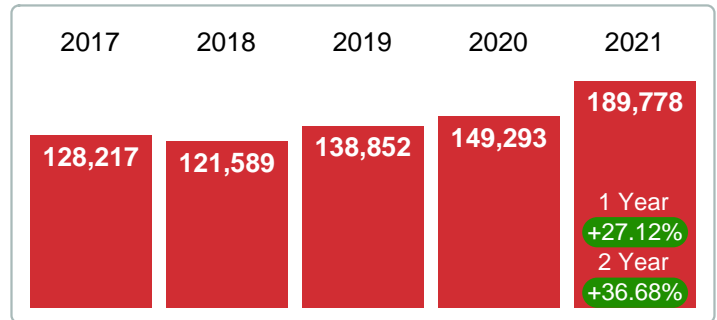
## AVERAGE SOLD PRICE AT CLOSING

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

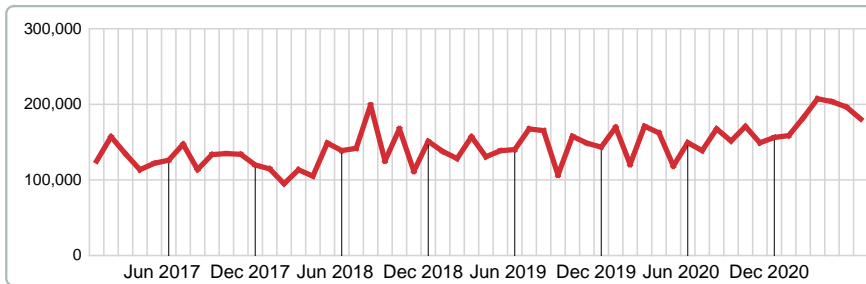
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

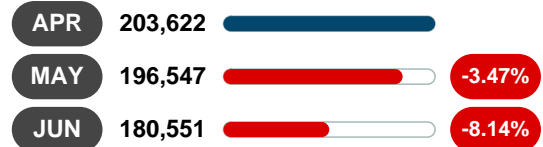


### 3 MONTHS

5 year JUN AVG = 147,016

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

Average Sold Price at Closing this month at **180,551** above the 5 yr JUN average of **147,016**



### 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	6.78%	15,919	15,919	0	0	0
\$25,001 - \$50,000	10.17%	39,658	38,875	41,225	0	0
\$50,001 - \$100,000	16.95%	77,340	66,400	80,723	99,000	0
\$100,001 - \$175,000	28.81%	135,509	129,750	136,912	146,500	0
\$175,001 - \$250,000	14.41%	214,435	231,000	208,986	216,583	190,000
\$250,001 - \$350,000	11.86%	301,293	300,000	298,371	294,875	325,000
\$350,001 and up	11.02%	514,167	567,500	588,250	385,392	452,500
<b>Average Sold Price</b>		<b>180,551</b>	<b>135,204</b>	<b>175,693</b>	<b>258,712</b>	<b>349,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>180,551</b>	<b>38</b>	<b>60</b>	<b>15</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>21,305,025</b>	<b>5.14M</b>	<b>10.54M</b>	<b>3.88M</b>	<b>1.75M</b>

# June 2021



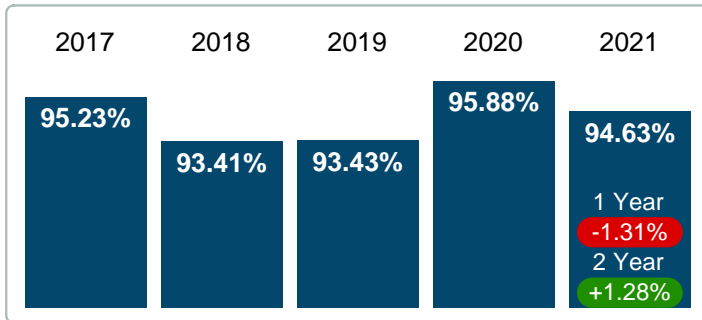
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



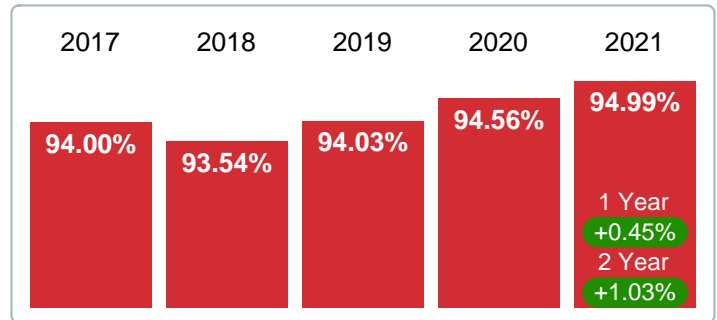
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

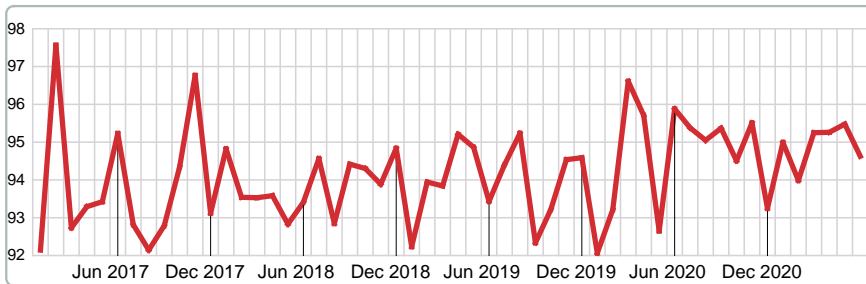
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

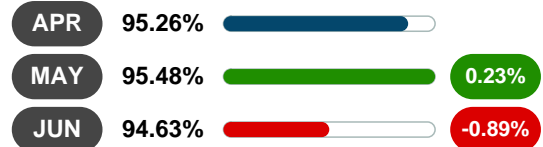


### 3 MONTHS

5 year JUN AVG = 94.52%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **94.63%**  
equal to 5 yr JUN average of **94.52%**



## 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	6.78%	81.59%	81.59%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	12	10.17%	83.37%	79.62%	90.87%	0.00%	0.00%
\$50,001 - \$100,000	20	16.95%	93.41%	94.69%	92.57%	96.59%	0.00%
\$100,001 - \$175,000	34	28.81%	97.89%	92.73%	99.42%	101.03%	0.00%
\$175,001 - \$250,000	17	14.41%	99.40%	104.10%	98.15%	97.96%	102.70%
\$250,001 - \$350,000	14	11.86%	98.82%	92.31%	99.66%	98.38%	100.00%
\$350,001 and up	13	11.02%	95.62%	89.78%	98.76%	97.71%	97.89%
Average Sold/List Ratio		94.60%		88.51%	97.20%	98.13%	99.70%
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



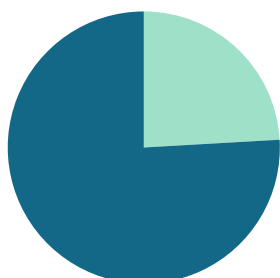
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

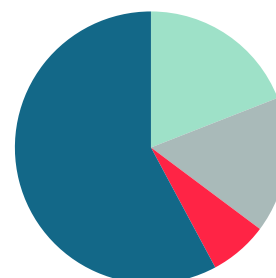


**Inventory**  
 New Listings  
**145 = 24.09%**  
 Start Inventory  
**457**  
 Total Inventory Units  
**602**  
 Volume  
**\$149,860,165**

### 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%
Average List Price	153,916	188,211	22.28%	156,022	198,930	27.50%
Average Sale Price	149,325	180,551	20.91%	149,293	189,778	27.12%
Average Percent of Selling Price to List Price	95.88%	94.63%	-1.31%	94.56%	94.99%	0.45%
Average Days on Market to Sale	73.50	39.70	-45.98%	65.13	39.18	-39.85%
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

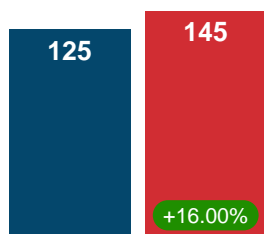
**Inventory** on June 30, 2021 = **358**

**2020** **2021**

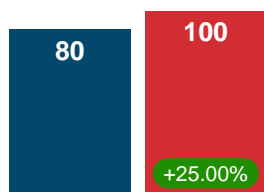
### JUNE MARKET

### AVERAGE PRICES

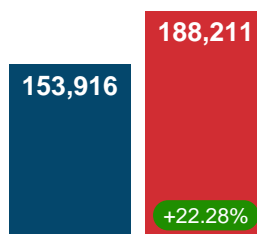
#### New Listings



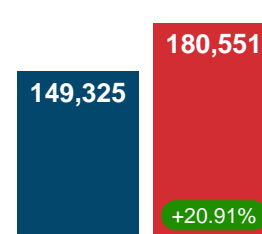
#### Pending Listings



#### List Price



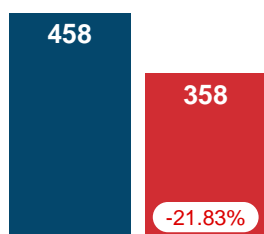
#### Sale Price



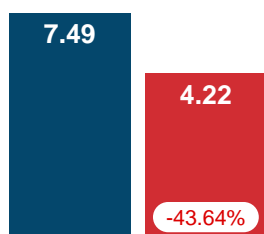
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

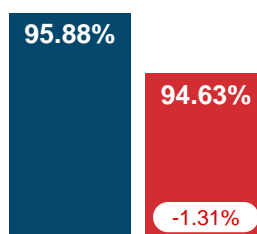
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

