

March 2021



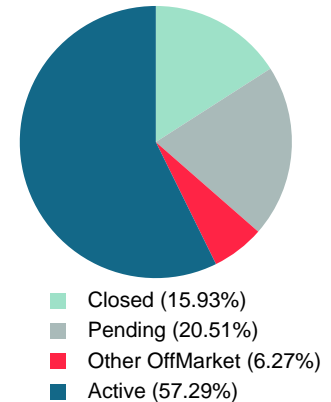
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	78	94	20.51%
Pending Listings	48	121	152.08%
New Listings	111	166	49.55%
Median List Price	157,000	128,700	-18.03%
Median Sale Price	150,000	126,000	-16.00%
Median Percent of Selling Price to List Price	97.09%	97.44%	0.36%
Median Days on Market to Sale	35.50	20.50	-42.25%
End of Month Inventory	448	338	-24.55%
Months Supply of Inventory	7.10	4.66	-34.35%



Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of March 31, 2021 = **338**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **24.55%** to 338 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **4.66** 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 **16.00%** in March 2021 to \$126,000 versus the previous year at \$150,000.

Median Days on Market Shortens

The median number of **20.50** days that homes spent on the market before selling decreased by 15.00 days or **42.25%** in March 2021 compared to last year's same month at **35.50** DOM.

Sales Success for March 2021 is Positive

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

There were 166 New Listings in March 2021, up **49.55%** from last year at 111. Furthermore, there were 94 Closed Listings this month versus last year at 78, a **20.51%** increase.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, March 2020, at **70.3%**, a **19.42%** 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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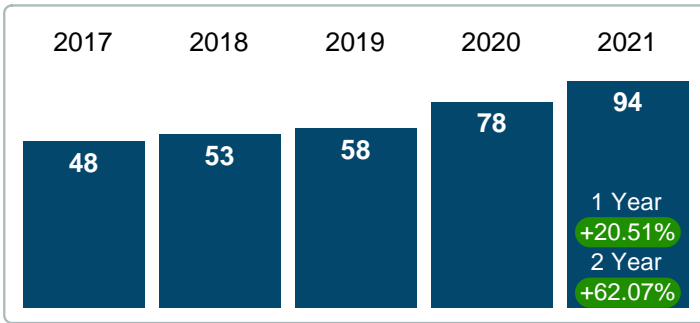
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



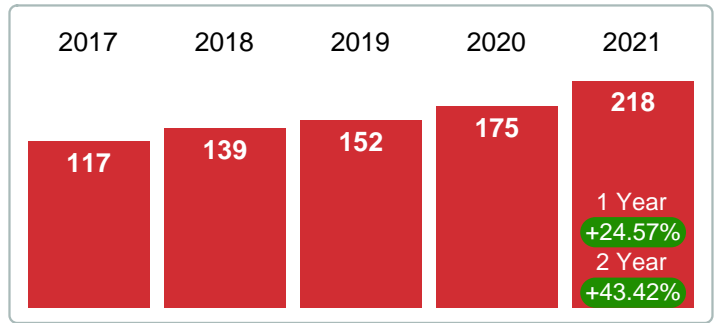
CLOSED LISTINGS

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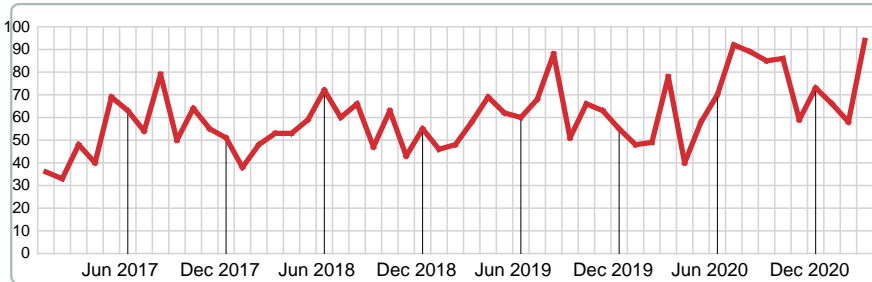
MARCH



YEAR TO DATE (YTD)

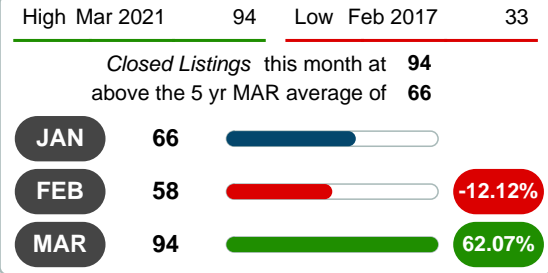


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



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	9.57%	83.0	9	0	0	0
\$30,001 - \$60,000	10	10.64%	5.0	6	4	0	0
\$60,001 - \$90,000	15	15.96%	30.0	8	7	0	0
\$90,001 - \$150,000	25	26.60%	13.0	2	16	7	0
\$150,001 - \$230,000	13	13.83%	58.0	1	7	4	1
\$230,001 - \$280,000	12	12.77%	10.5	2	5	4	1
\$280,001 and up	10	10.64%	3.0	4	2	3	1
Total Closed Units	94			32	41	18	3
Total Closed Volume	19,491,850	100%	20.5	8.64M	5.84M	4.25M	764.50K
Median Closed Price	\$126,000			\$64,000	\$127,000	\$187,500	\$254,500

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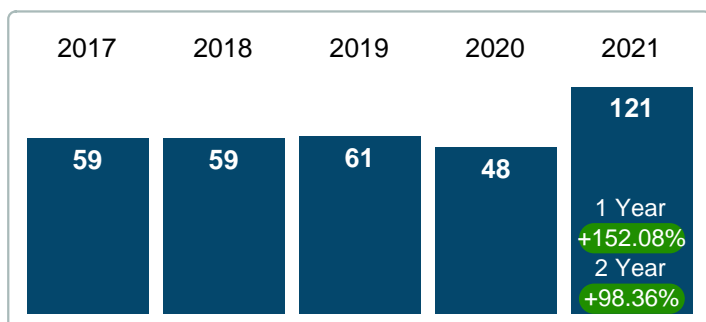
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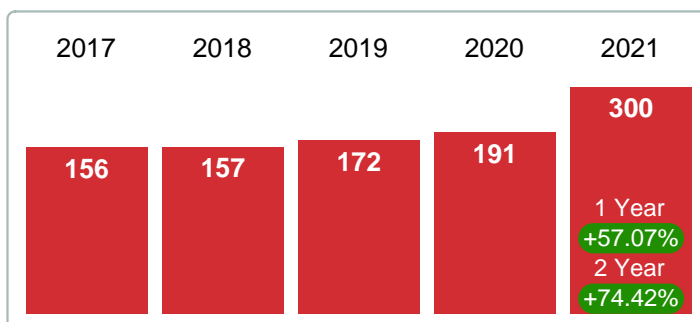
PENDING LISTINGS

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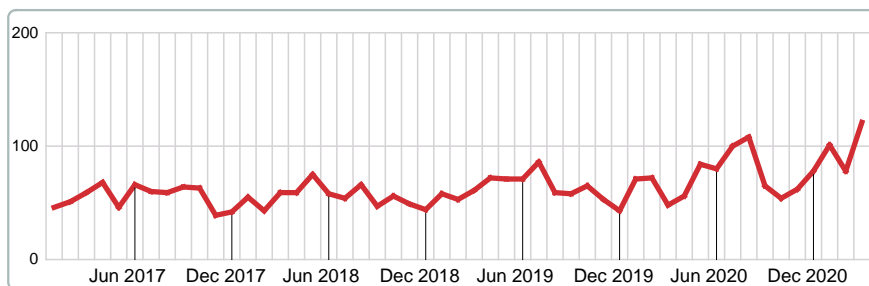
MARCH



YEAR TO DATE (YTD)

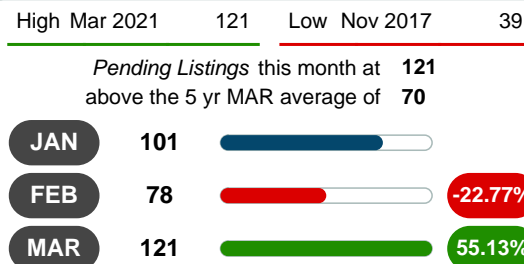


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70



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	5	4.13%	63.0	5	0	0	0
\$25,001 - \$75,000	20	16.53%	34.5	14	5	1	0
\$75,001 - \$125,000	21	17.36%	3.0	2	17	2	0
\$125,001 - \$200,000	30	24.79%	7.0	7	20	3	0
\$200,001 - \$250,000	10	8.26%	11.5	4	4	1	1
\$250,001 - \$375,000	20	16.53%	4.0	4	9	7	0
\$375,001 and up	15	12.40%	1.0	11	2	2	0
Total Pending Units	121			47	57	16	1
Total Pending Volume	24,990,131	100%	8.0	10.29M	9.67M	4.77M	249.50K
Median Listing Price	\$157,000			\$157,000	\$140,000	\$284,750	\$249,500

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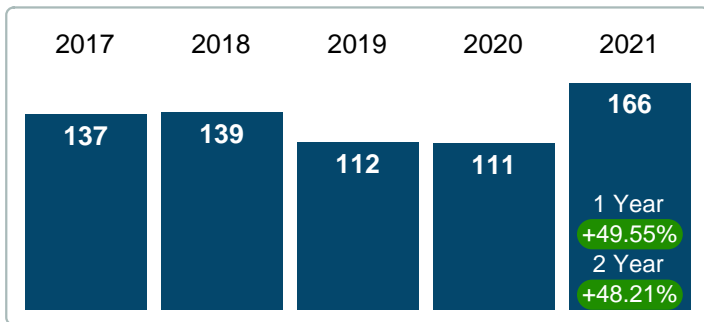
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



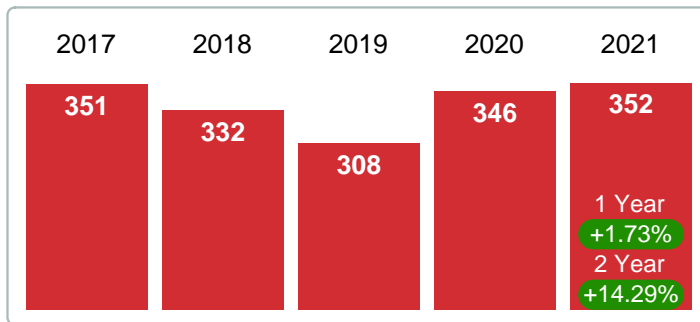
NEW LISTINGS

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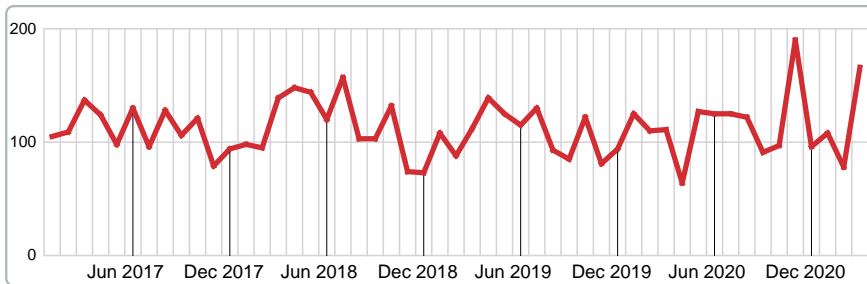
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 133

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 166
above the 5 yr MAR average of 133



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	11	6.63%	11	0	0	0
\$25,001 - \$50,000	25	15.06%	21	4	0	0
\$50,001 - \$100,000	21	12.65%	10	9	2	0
\$100,001 - \$200,000	42	25.30%	15	24	3	0
\$200,001 - \$325,000	32	19.28%	9	12	8	3
\$325,001 - \$550,000	19	11.45%	14	2	3	0
\$550,001 and up	16	9.64%	11	2	0	3
Total New Listed Units	166		91	53	16	6
Total New Listed Volume	44,133,931	100%	25.65M	10.10M	4.16M	4.23M
Median New Listed Listing Price	\$171,500		\$140,000	\$144,000	\$259,750	\$512,000

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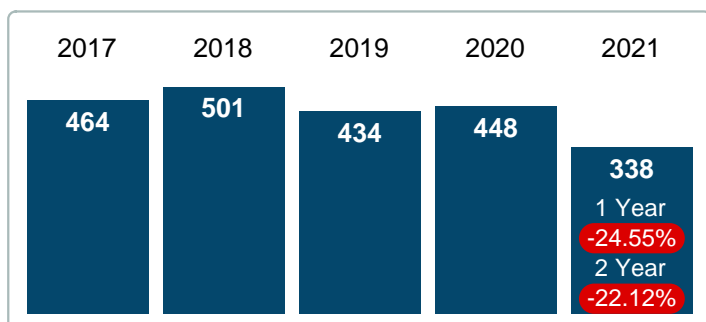
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



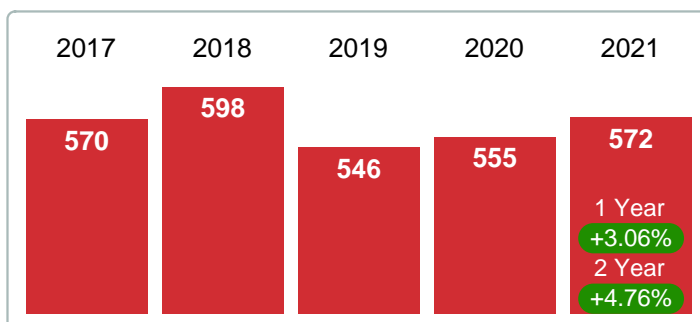
ACTIVE INVENTORY

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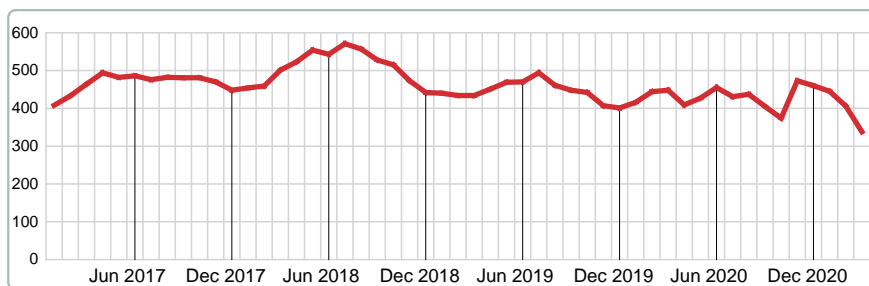
END OF MARCH



ACTIVE DURING MARCH

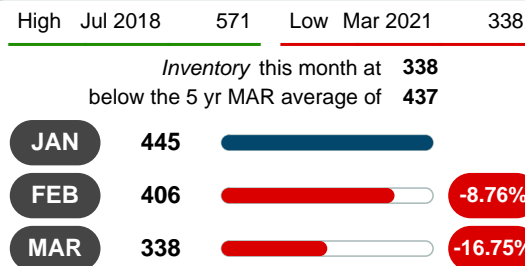


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 437



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	0.89%	314.0	3	0	0	0
\$10,001 - \$30,000	55	16.27%	138.0	54	0	1	0
\$30,001 - \$60,000	70	20.71%	70.5	62	7	1	0
\$60,001 - \$160,000	76	22.49%	83.5	42	30	2	2
\$160,001 - \$270,000	55	16.27%	75.0	32	14	8	1
\$270,001 - \$550,000	46	13.61%	43.0	32	6	6	2
\$550,001 and up	33	9.76%	57.0	22	4	3	4
Total Active Inventory by Units		338		247	61	21	9
Total Active Inventory by Volume		79,812,209	100%	54.16M	13.19M	6.82M	5.65M
Median Active Inventory Listing Price		\$115,500		\$69,900	\$134,500	\$245,000	\$325,000

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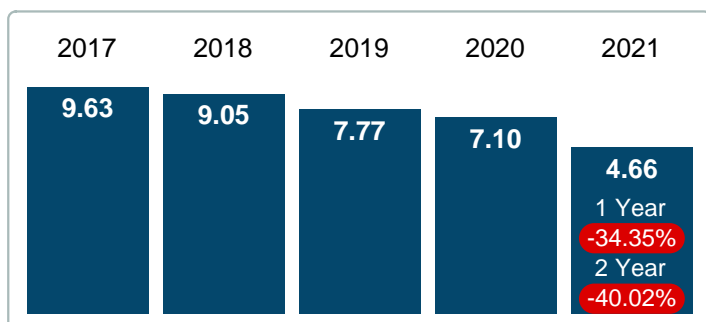
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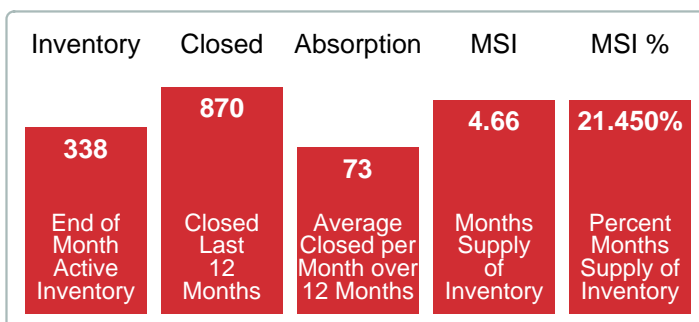
MONTHS SUPPLY of INVENTORY (MSI)

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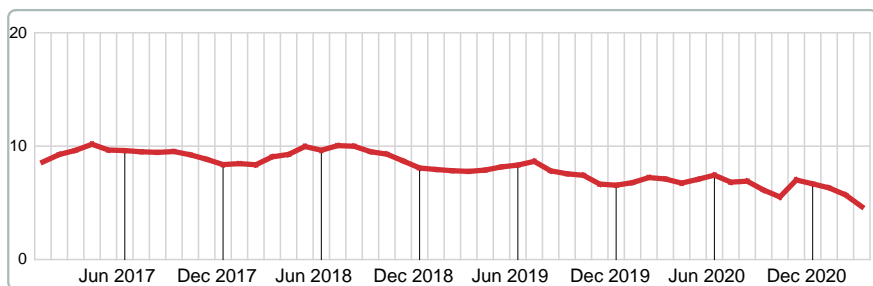
MSI FOR MARCH



INDICATORS FOR MARCH 2021

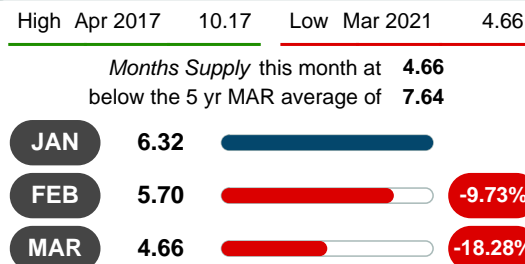


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 7.64



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
\$10,000 and less	3	0.89%	1.89	2.25	0.00	0.00	0.00
\$10,001 - \$30,000	55	16.27%	11.19	12.71	0.00	12.00	0.00
\$30,001 - \$60,000	70	20.71%	7.30	11.63	2.00	1.71	0.00
\$60,001 - \$160,000	76	22.49%	2.64	5.60	1.67	0.69	6.00
\$160,001 - \$270,000	55	16.27%	2.96	16.70	1.22	1.75	1.71
\$270,001 - \$550,000	46	13.61%	6.00	20.21	1.85	2.67	3.43
\$550,001 and up	33	9.76%	23.29	26.40	24.00	12.00	24.00
Market Supply of Inventory (MSI)			4.66	10.86	1.64	1.97	4.70
Total Active Inventory by Units		100%	4.66	247	61	21	9

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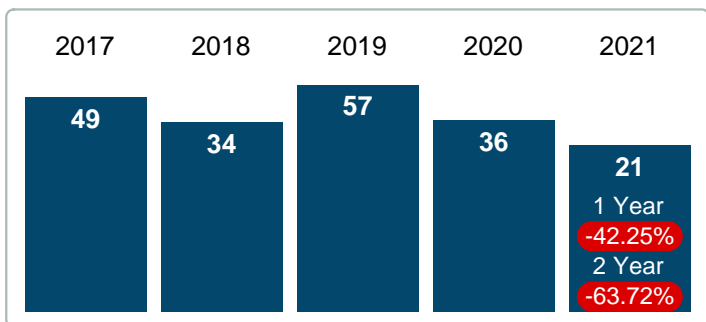
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



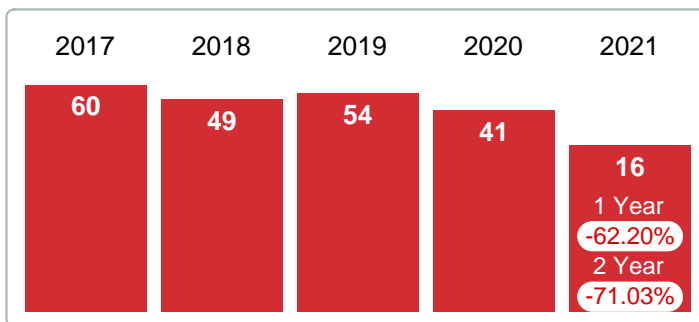
MEDIAN DAYS ON MARKET TO SALE

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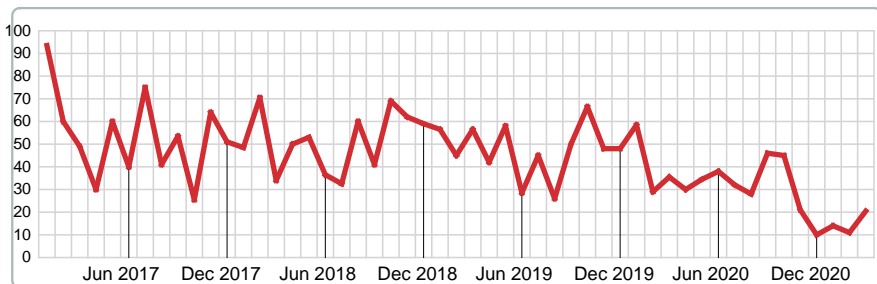
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

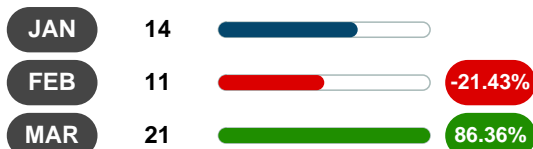


3 MONTHS

5 year MAR AVG = 39

High Jan 2017 94 Low Dec 2020 10

Median Days on Market to Sale this month at 21 below the 5 yr MAR average of 39



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	9.57%	83	83	0	0	0	
\$30,001 - \$60,000	10.64%	5	3	16	0	0	
\$60,001 - \$90,000	15.96%	30	20	45	0	0	
\$90,001 - \$150,000	26.60%	13	5	31	2	0	
\$150,001 - \$230,000	13.83%	58	129	20	67	58	
\$230,001 - \$280,000	12.77%	11	13	60	6	5	
\$280,001 and up	10.64%	3	1	85	4	229	
Median Closed DOM		21					
Total Closed Units		94					
Total Closed Volume		19,491,850					
			20.5				
				16	38	7	58
				32	41	18	3
				8.64M	5.84M	4.25M	764.50K

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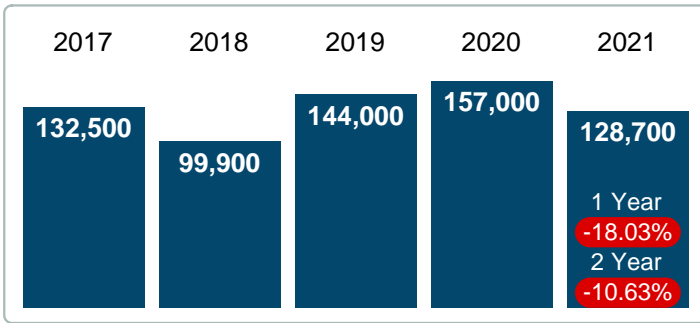
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



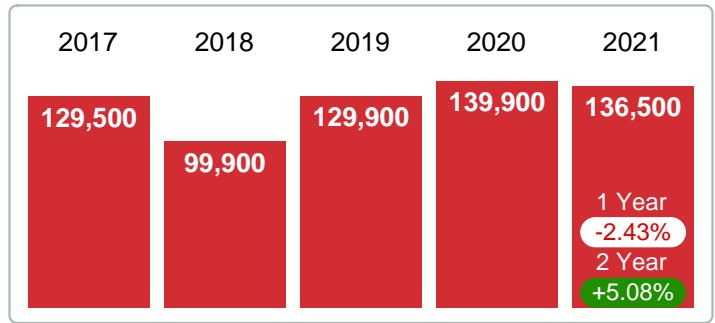
MEDIAN LIST PRICE AT CLOSING

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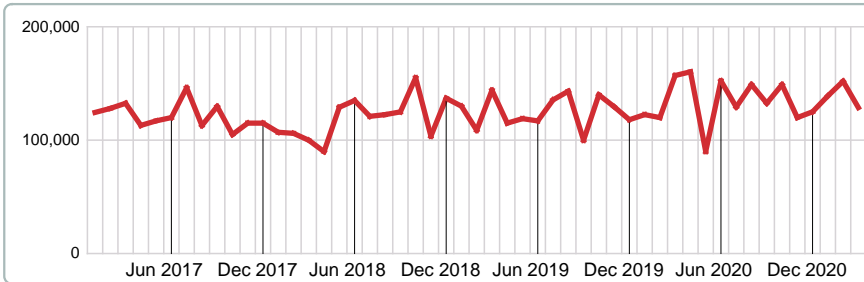
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

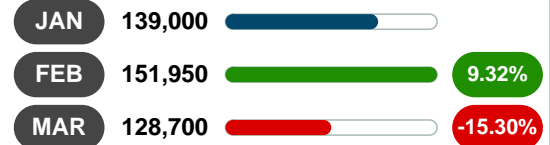


3 MONTHS

5 year MAR AVG = 132,420

High Apr 2020 160,250 Low Apr 2018 89,900

Median List Price at Closing this month at **128,700**
 below the 5 yr MAR average of **132,420**



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	9.57%	17,000	17,000	0	0	0
\$30,001 - \$60,000	10.64%	48,750	44,250	57,500	0	0
\$60,001 - \$90,000	13.83%	78,500	77,200	79,000	0	0
\$90,001 - \$150,000	27.66%	122,450	146,000	117,950	122,450	0
\$150,001 - \$230,000	12.77%	192,450	179,000	192,450	200,000	0
\$230,001 - \$280,000	12.77%	245,750	240,750	239,500	246,000	256,200
\$280,001 and up	12.77%	487,500	1,372,500	292,000	550,000	289,000
Median List Price		128,700	64,000	129,900	212,500	262,500
Total Closed Units		94	32	41	18	3
Total Closed Volume		20,644,050	9.16M	6.05M	4.63M	801.40K

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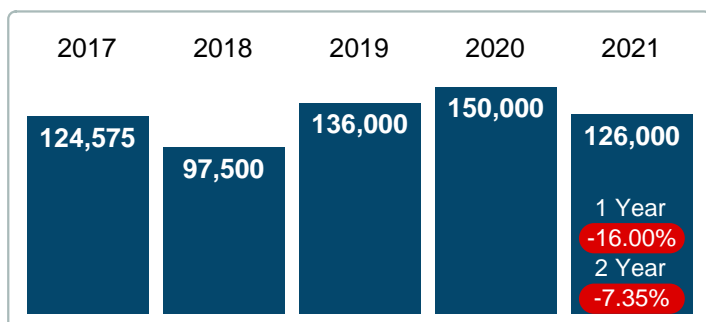
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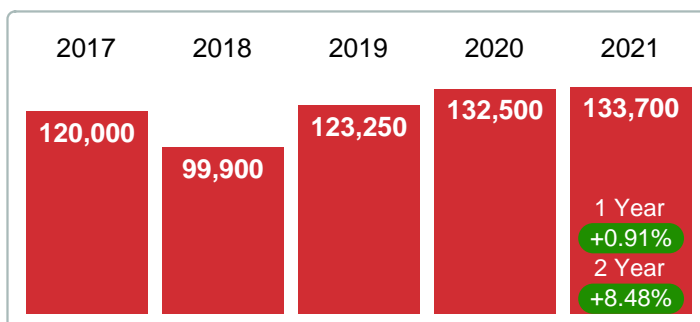
MEDIAN SOLD PRICE AT CLOSING

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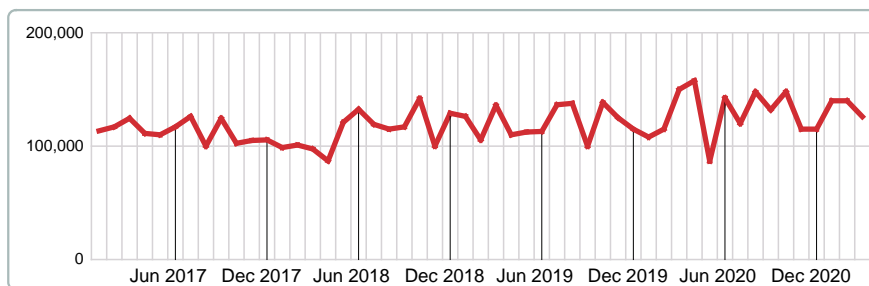
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

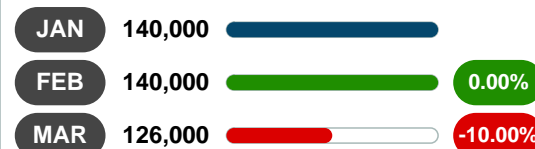


3 MONTHS

5 year MAR AVG = 126,815

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

Median Sold Price at Closing this month at **126,000**
below the 5 yr MAR average of **126,815**



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	9.57%	16,000	16,000	0	0	0
\$30,001 - \$60,000	10.64%	44,250	37,500	52,500	0	0
\$60,001 - \$90,000	15.96%	74,900	73,450	80,000	0	0
\$90,001 - \$150,000	26.60%	125,000	146,250	115,000	125,000	0
\$150,001 - \$230,000	13.83%	190,000	169,600	190,000	187,500	225,000
\$230,001 - \$280,000	12.77%	252,250	233,500	275,000	252,500	254,500
\$280,001 and up	10.64%	600,000	1,175,000	292,450	450,000	285,000
Median Sold Price		126,000	64,000	127,000	187,500	254,500
Total Closed Units		94	32	41	18	3
Total Closed Volume		19,491,850	8.64M	5.84M	4.25M	764.50K

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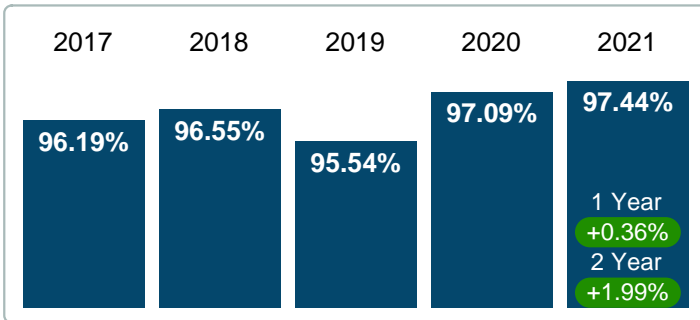
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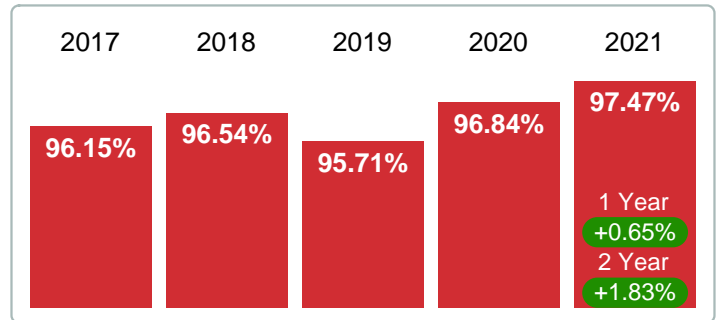
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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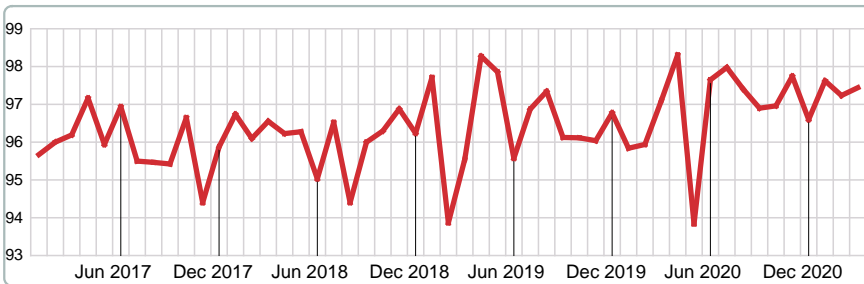
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

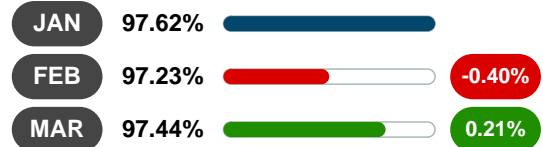


3 MONTHS

5 year MAR AVG = 96.56%

High Apr 2020 98.31% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.44%**
equal to 5 yr MAR average of **96.56%**



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	9.57%	94.12%	94.12%	0.00%	0.00%	0.00%
\$30,001 \$60,000	10	10.64%	94.71%	93.20%	94.71%	0.00%	0.00%
\$60,001 \$90,000	15	15.96%	96.39%	98.39%	90.84%	0.00%	0.00%
\$90,001 \$150,000	25	26.60%	98.46%	100.17%	97.04%	98.46%	0.00%
\$150,001 \$230,000	13	13.83%	97.44%	94.75%	97.63%	97.25%	85.71%
\$230,001 \$280,000	12	12.77%	100.00%	97.09%	100.00%	100.00%	101.84%
\$280,001 and up	10	10.64%	95.21%	90.40%	97.67%	81.82%	98.62%
Median Sold/List Ratio		97.44%		96.32%	97.42%	98.25%	98.62%
Total Closed Units		94	100%	32	41	18	3
Total Closed Volume		19,491,850		8.64M	5.84M	4.25M	764.50K

March 2021



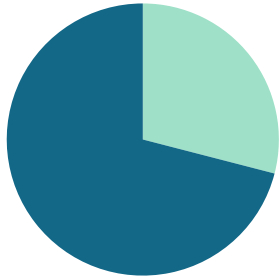
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

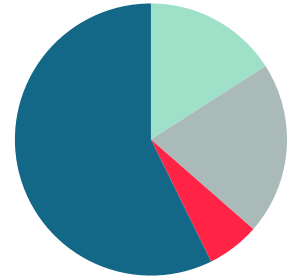


Inventory
 New Listings
166 = 29.02%
 Start Inventory
406
 Total Inventory Units
572
 Volume
\$134,105,990

Market Activity

Closed Sales
94 = 15.93%
 Pending Sales
121 = 20.51%
 Other Off Market
37 = 6.27%
 Active Inventory
338 = 57.29%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	94	20.51%	175	218	24.57%
Pending Sales	48	121	152.08%	191	300	57.07%
New Listings	111	166	49.55%	346	352	1.73%
Median List Price	157,000	128,700	-18.03%	139,900	136,500	-2.43%
Median Sale Price	150,000	126,000	-16.00%	132,500	133,700	0.91%
Median Percent of Selling Price to List Price	97.09%	97.44%	0.36%	96.84%	97.47%	0.65%
Median Days on Market to Sale	35.50	20.50	-42.25%	41.00	15.50	-62.20%
Monthly Inventory	448	338	-24.55%	448	338	-24.55%
Months Supply of Inventory	7.10	4.66	-34.35%	7.10	4.66	-34.35%

Absorption: Last 12 months, an Average of **73** Sales/Month

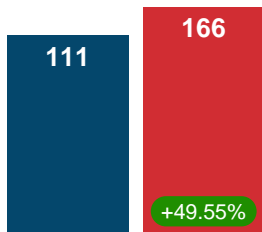
Inventory on March 31, 2021 = **338**

2020 **2021**

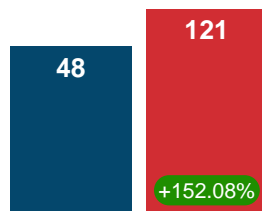
MARCH MARKET

MEDIAN PRICES

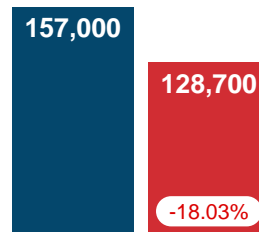
New Listings



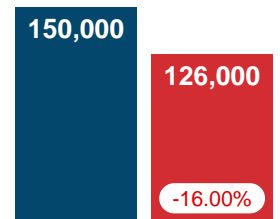
Pending Listings



List Price



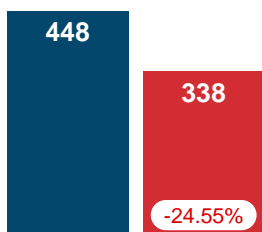
Sale Price



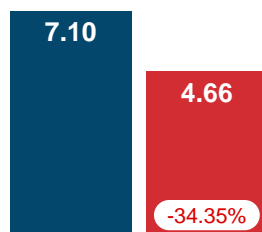
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

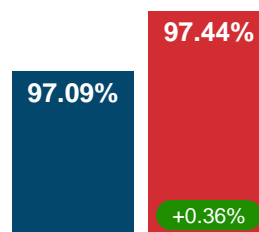
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

