

March 2021



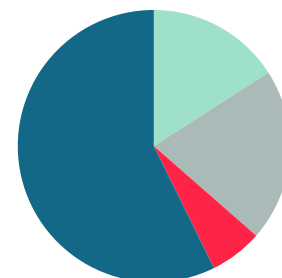
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	176,848	219,618	24.18%
Average Sale Price	171,067	207,360	21.22%
Average Percent of Selling Price to List Price	96.61%	95.25%	-1.41%
Average Days on Market to Sale	64.14	44.62	-30.44%
End of Month Inventory	448	338	-24.55%
Months Supply of Inventory	7.10	4.66	-34.35%



■ Closed (15.93%)
■ Pending (20.51%)
■ Other OffMarket (6.27%)
■ Active (57.29%)

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.

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 **21.22%** in March 2021 to \$207,360 versus the previous year at \$171,067.

Average Days on Market Shortens

The average number of **44.62** days that homes spent on the market before selling decreased by 19.52 days or **30.44%** in March 2021 compared to last year's same month at **64.14** DOM.

Sales Success for March 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 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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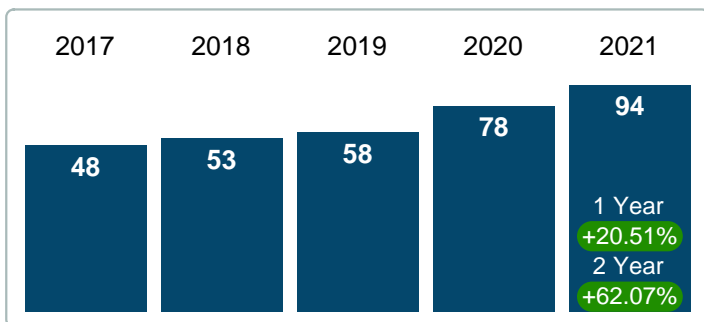
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



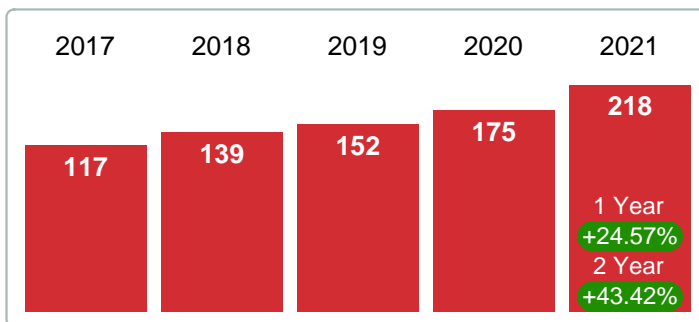
CLOSED LISTINGS

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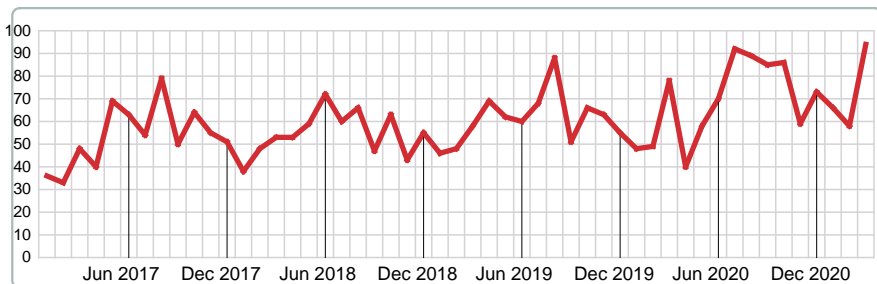
MARCH



YEAR TO DATE (YTD)

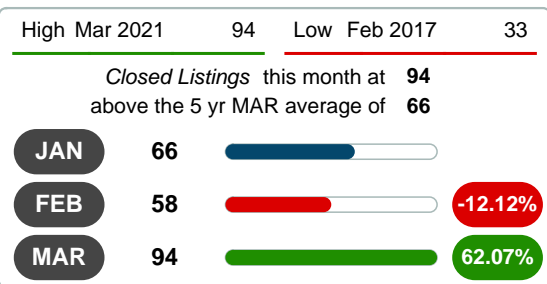


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	8.51%	80.0	8	0	0	0
\$25,001 - \$50,000	7	7.45%	48.6	5	2	0	0
\$50,001 - \$75,000	12	12.77%	14.1	7	5	0	0
\$75,001 - \$150,000	32	34.04%	42.1	5	20	7	0
\$150,001 - \$225,000	13	13.83%	64.4	1	7	4	1
\$225,001 - \$275,000	12	12.77%	25.1	2	5	4	1
\$275,001 and up	10	10.64%	56.0	4	2	3	1
Total Closed Units	94			32	41	18	3
Total Closed Volume	19,491,850	100%	44.6	8.64M	5.84M	4.25M	764.50K
Average Closed Price	\$207,360			\$269,964	\$142,407	\$236,100	\$254,833

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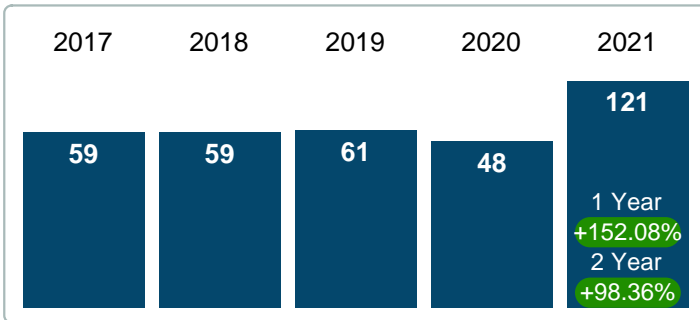
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



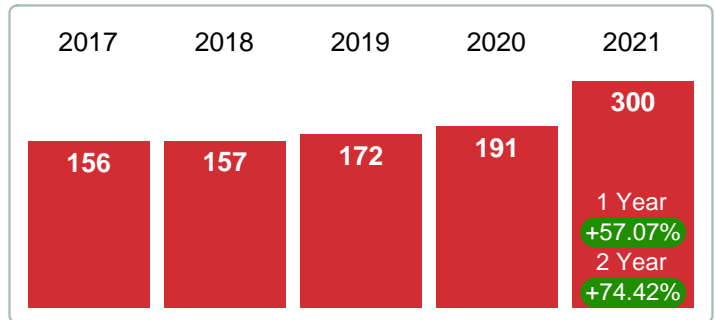
PENDING LISTINGS

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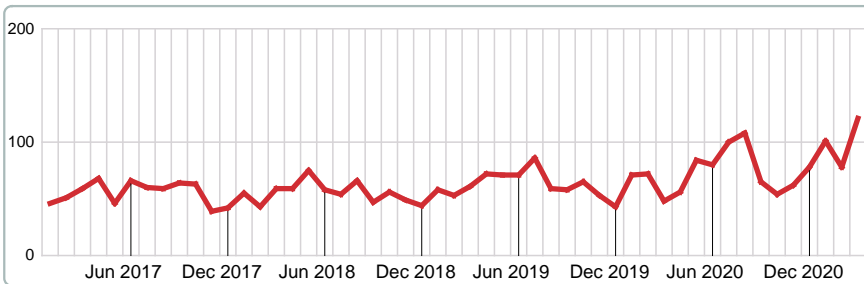
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70

High Mar 2021 121 Low Nov 2017 39

Pending Listings this month at 121
above the 5 yr MAR average of 70



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	5	4.13%	66.2	5	0	0	0
\$25,001 - \$75,000	20	16.53%	69.1	14	5	1	0
\$75,001 - \$125,000	21	17.36%	48.3	2	17	2	0
\$125,001 - \$200,000	30	24.79%	35.4	7	20	3	0
\$200,001 - \$250,000	10	8.26%	22.7	4	4	1	1
\$250,001 - \$375,000	20	16.53%	42.3	4	9	7	0
\$375,001 and up	15	12.40%	36.3	11	2	2	0
Total Pending Units	121			47	57	16	1
Total Pending Volume	24,990,131	100%	51.1	10.29M	9.67M	4.77M	249.50K
Average Listing Price	\$303,688			\$218,973	\$169,734	\$298,381	\$249,500

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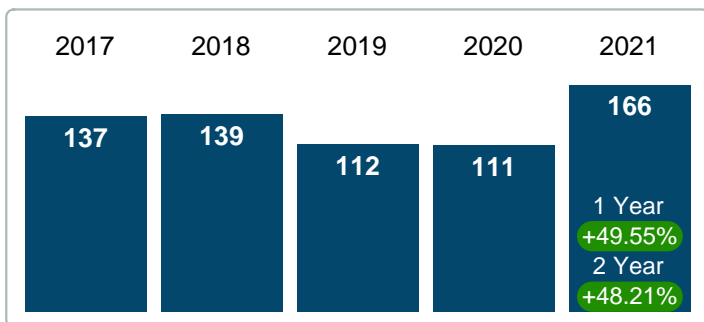
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



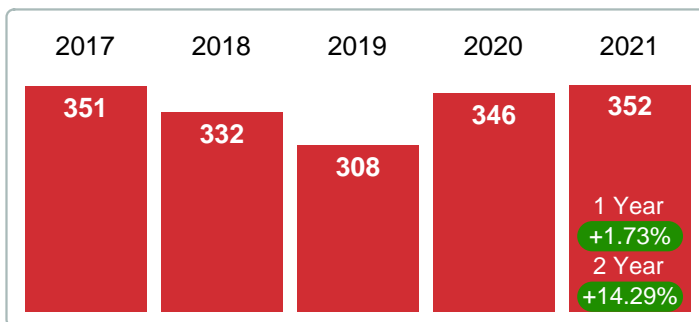
NEW LISTINGS

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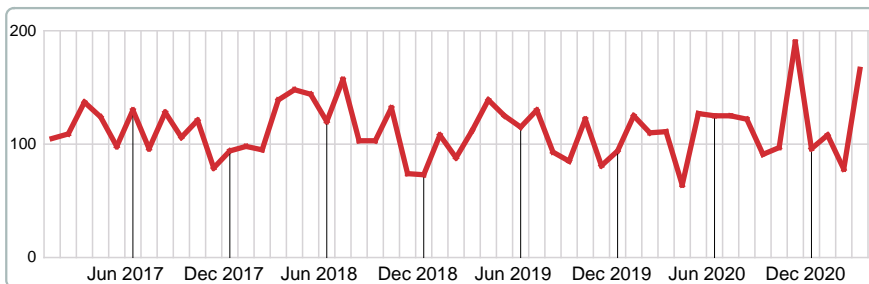
MARCH



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
Average New Listed Listing Price	\$418,250		\$281,889	\$190,570	\$259,769	\$704,250

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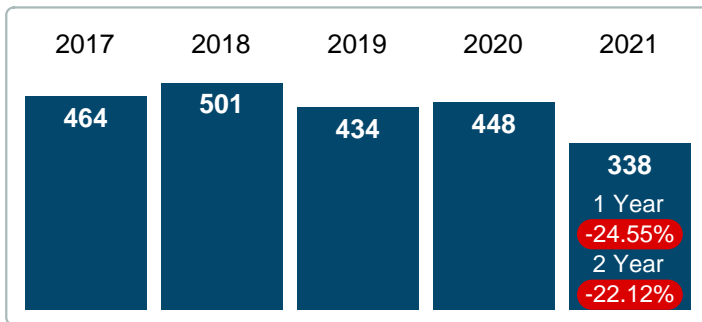
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



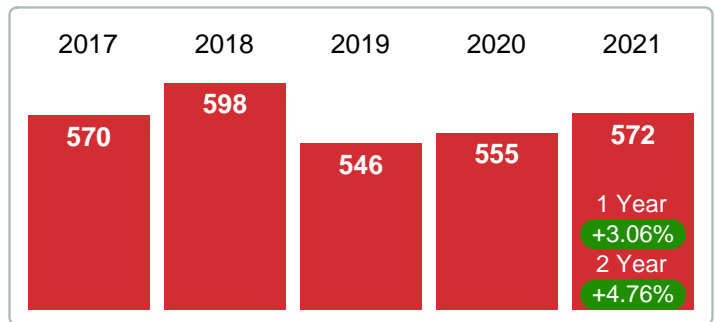
ACTIVE INVENTORY

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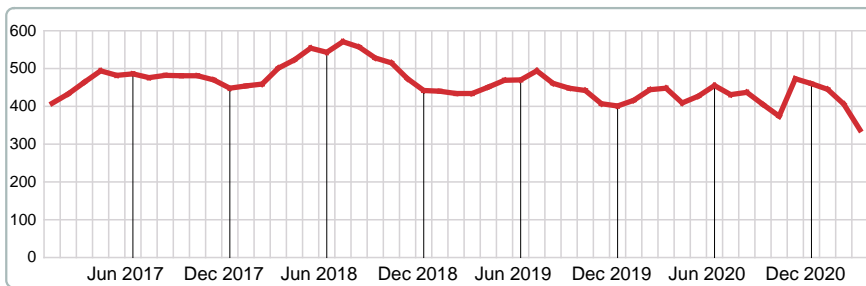
END OF MARCH



ACTIVE DURING MARCH

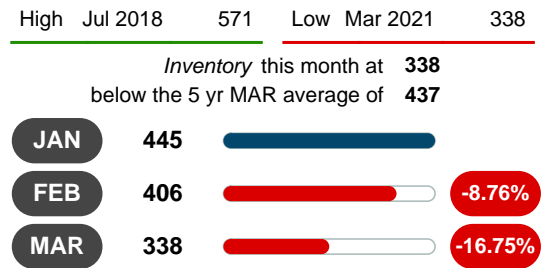


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 437



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	51	15.09%	119.3	51	0	0	0
\$25,001-\$50,000	64	18.93%	86.5	59	4	1	0
\$50,001-\$150,000	83	24.56%	91.0	46	33	3	1
\$150,001-\$275,000	65	19.23%	98.9	41	14	8	2
\$275,001-\$550,000	42	12.43%	82.6	28	6	6	2
\$550,001 and up	33	9.76%	72.7	22	4	3	4
Total Active Inventory by Units	338			247	61	21	9
Total Active Inventory by Volume	79,812,209	100%	93.1	54.16M	13.19M	6.82M	5.65M
Average Active Inventory Listing Price	\$236,131			\$219,270	\$216,176	\$324,752	\$627,322

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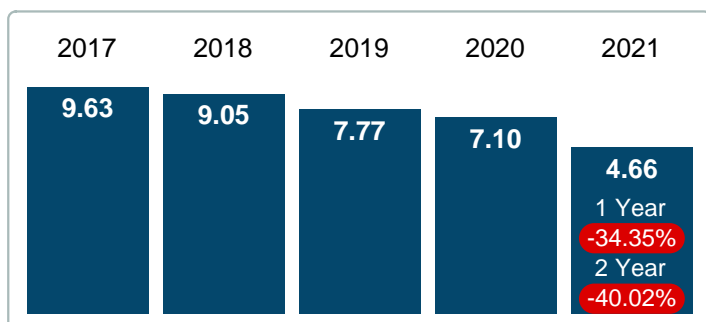
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



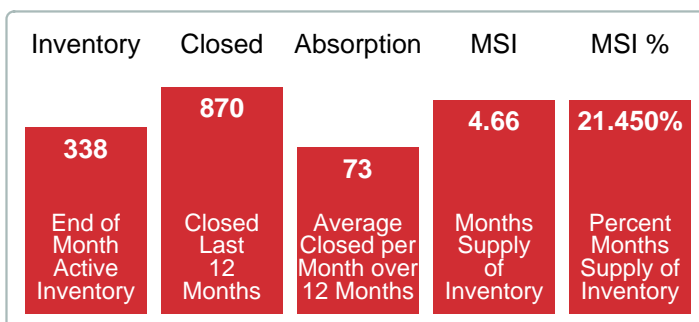
MONTHS SUPPLY of INVENTORY (MSI)

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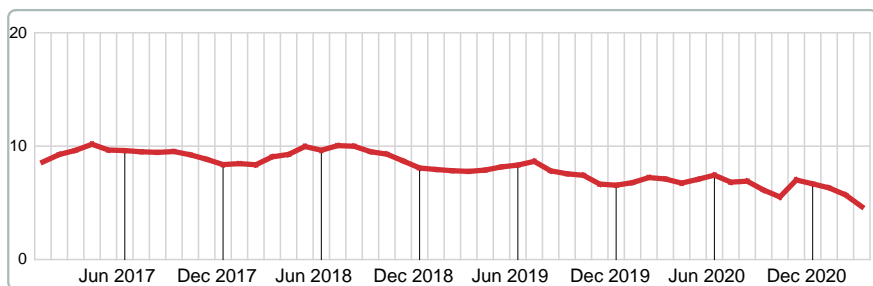
MSI FOR MARCH



INDICATORS FOR MARCH 2021

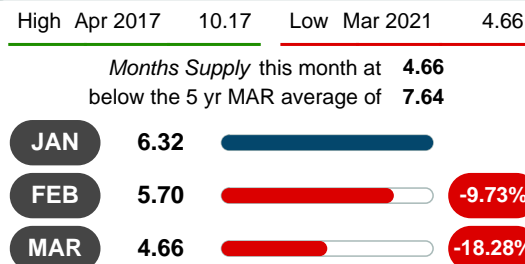


5 YEAR MARKET ACTIVITY TRENDS



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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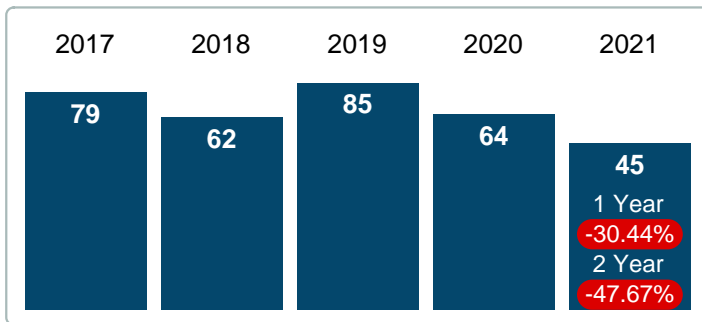
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



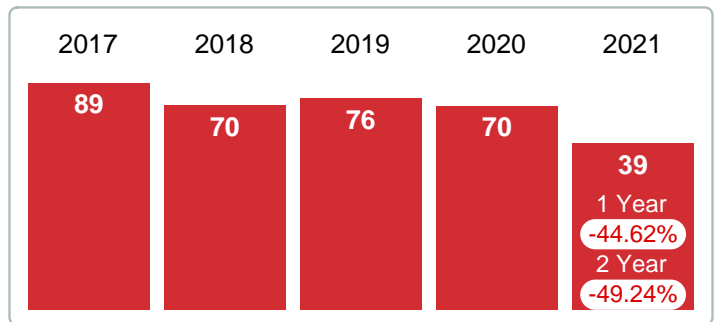
AVERAGE DAYS ON MARKET TO SALE

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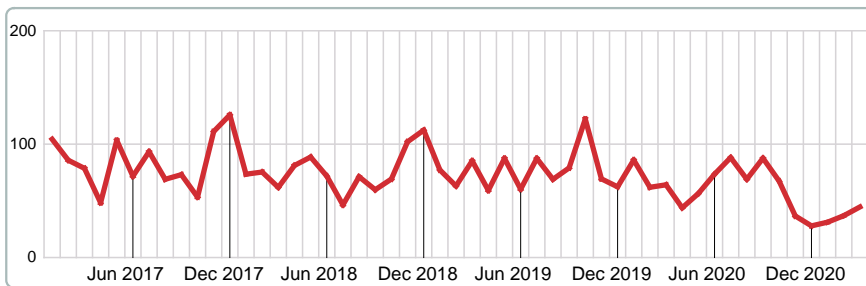
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

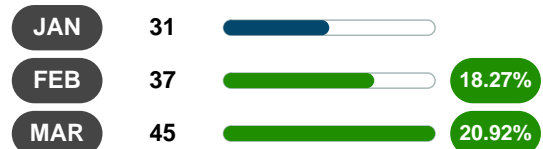


3 MONTHS

5 year MAR AVG = 67

High Dec 2017 126 Low Dec 2020 28

Average Days on Market to Sale this month at 45 below the 5 yr MAR average of 67



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	8.51%	80	80	0	0	0
\$25,001 - \$50,000	7.45%	49	50	44	0	0
\$50,001 - \$75,000	12.77%	14	7	24	0	0
\$75,001 - \$150,000	34.04%	42	45	46	30	0
\$150,001 - \$225,000	13.83%	64	129	55	67	58
\$225,001 - \$275,000	12.77%	25	13	48	7	5
\$275,001 and up	10.64%	56	20	85	27	229
Average Closed DOM		45				
Total Closed Units	100%	45	32	41	18	3
Total Closed Volume		19,491,850	8.64M	5.84M	4.25M	764.50K

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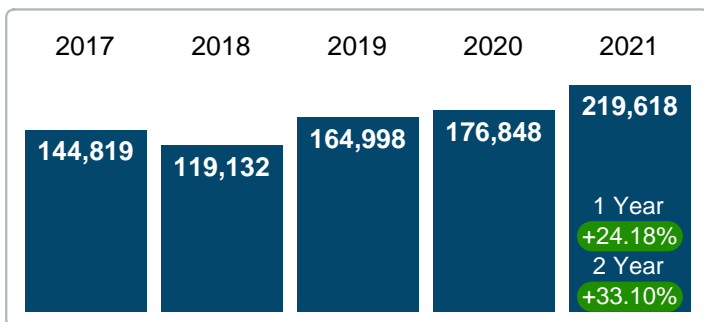
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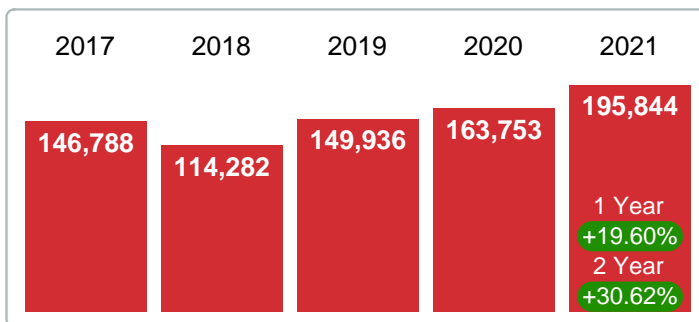
AVERAGE LIST PRICE AT CLOSING

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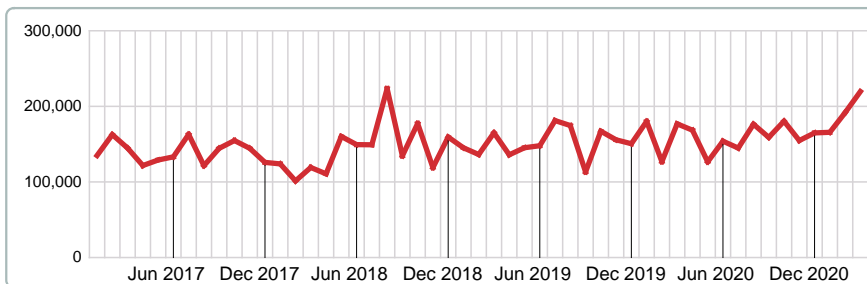
MARCH



YEAR TO DATE (YTD)

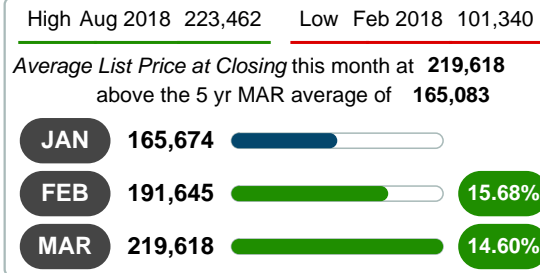


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 165,083



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	7.45%	14,850	16,681	0	0	0
\$25,001 - \$50,000	7.45%	37,486	38,680	48,750	0	0
\$50,001 - \$75,000	10.64%	61,920	67,300	66,160	0	0
\$75,001 - \$150,000	36.17%	112,532	108,680	115,200	134,000	0
\$150,001 - \$225,000	11.70%	188,991	179,000	199,486	193,000	262,500
\$225,001 - \$275,000	13.83%	247,008	240,750	264,300	249,175	249,900
\$275,001 and up	12.77%	878,533	1,790,000	299,450	641,667	289,000
Average List Price		219,618	286,308	147,539	257,317	267,133
Total Closed Units	100%	219,618	32	41	18	3
Total Closed Volume		20,644,050	9.16M	6.05M	4.63M	801.40K

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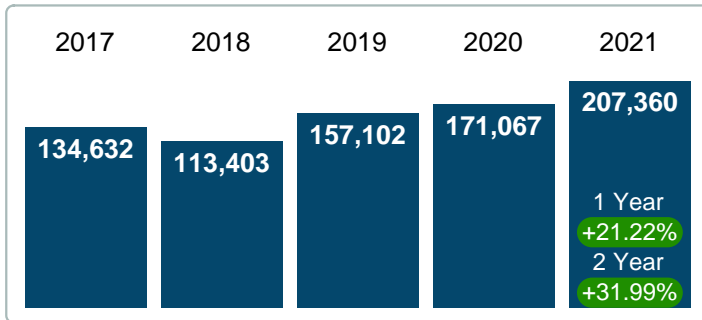
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



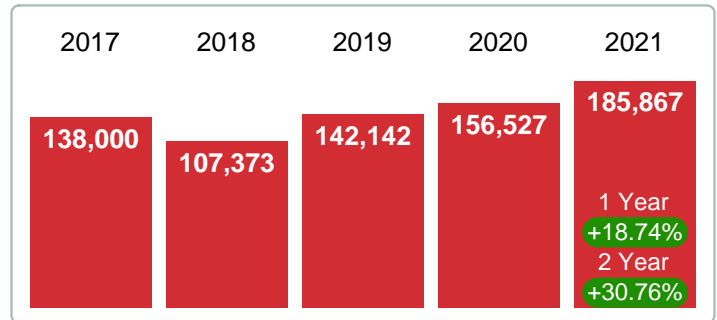
AVERAGE SOLD PRICE AT CLOSING

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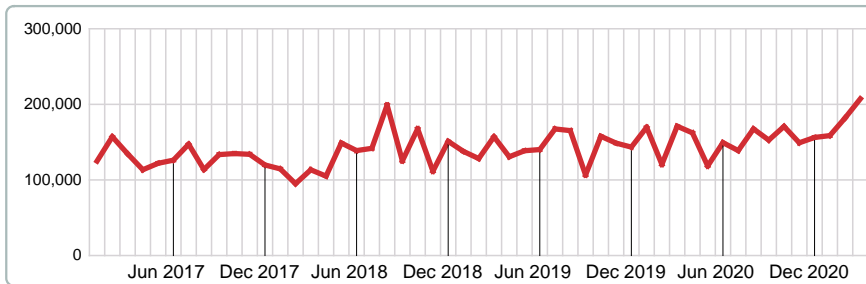
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

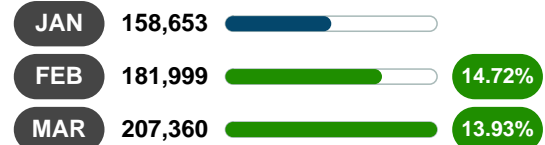


3 MONTHS

5 year MAR AVG = 156,713

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

Average Sold Price at Closing this month at **207,360**
above the 5 yr MAR average of **156,713**



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	8.51%	14,806	14,806	0	0	0
\$25,001 - \$50,000	7.45%	37,286	34,600	44,000	0	0
\$50,001 - \$75,000	12.77%	63,275	64,471	61,600	0	0
\$75,001 - \$150,000	34.04%	112,425	106,900	109,740	124,043	0
\$150,001 - \$225,000	13.83%	192,623	169,600	194,429	187,125	225,000
\$225,001 - \$275,000	12.77%	252,542	233,500	260,400	251,750	254,500
\$275,001 and up	10.64%	922,090	1,681,250	292,450	542,000	285,000
Average Sold Price		207,360	269,964	142,407	236,100	254,833
Total Closed Units	100%	207,360	32	41	18	3
Total Closed Volume		19,491,850	8.64M	5.84M	4.25M	764.50K

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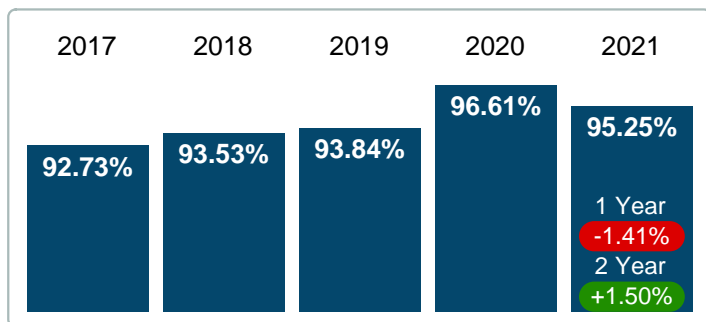
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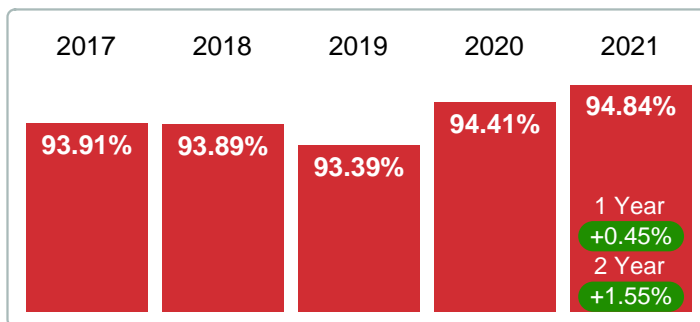
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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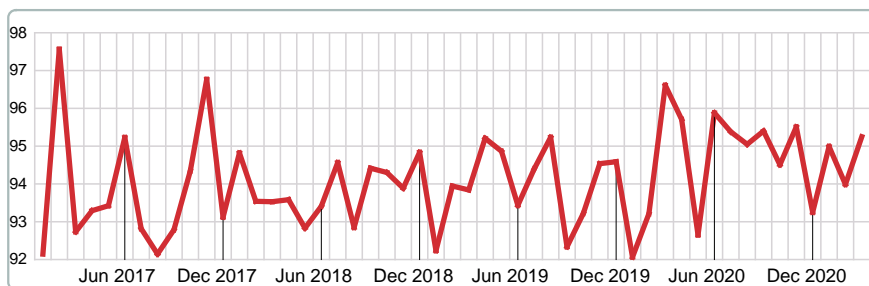
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

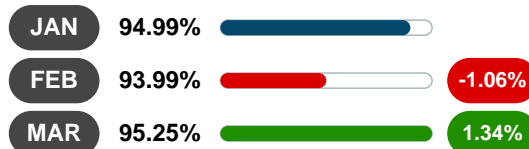


3 MONTHS

5 year MAR AVG = 94.39%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **95.25%** above the 5 yr MAR average of **94.39%**



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	8.51%	94.14%	94.14%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	7	7.45%	90.55%	90.29%	91.20%	0.00%	0.00%
\$50,001 - \$75,000	12	12.77%	95.13%	96.23%	93.59%	0.00%	0.00%
\$75,001 - \$150,000	32	34.04%	95.57%	97.87%	95.28%	94.78%	0.00%
\$150,001 - \$225,000	13	13.83%	96.29%	94.75%	97.63%	96.97%	85.71%
\$225,001 - \$275,000	12	12.77%	99.47%	97.09%	98.63%	101.13%	101.84%
\$275,001 and up	10	10.64%	92.12%	91.56%	97.67%	87.00%	98.62%
Average Sold/List Ratio		95.30%		94.46%	95.80%	95.38%	95.39%
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



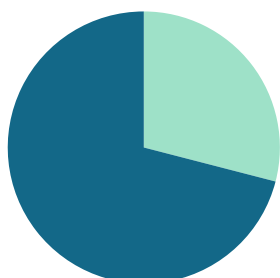
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

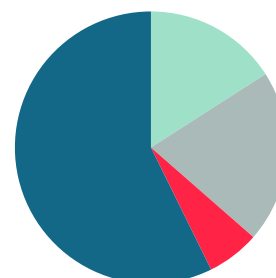


Inventory
 New Listings
166 = 29.02%
 Start Inventory
406
 Total Inventory Units
572
 Volume
\$134,105,990

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%
Average List Price	176,848	219,618	24.18%	163,753	195,844	19.60%
Average Sale Price	171,067	207,360	21.22%	156,527	185,867	18.74%
Average Percent of Selling Price to List Price	96.61%	95.25%	-1.41%	94.41%	94.84%	0.45%
Average Days on Market to Sale	64.14	44.62	-30.44%	69.52	38.50	-44.62%
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

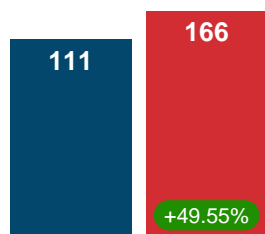
Inventory on March 31, 2021 = **338**

2020 **2021**

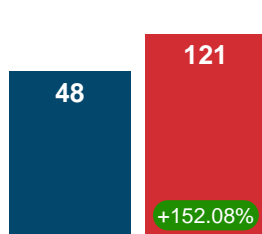
MARCH MARKET

AVERAGE PRICES

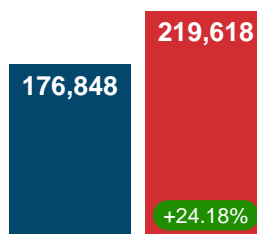
New Listings



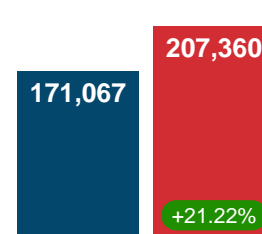
Pending Listings



List Price



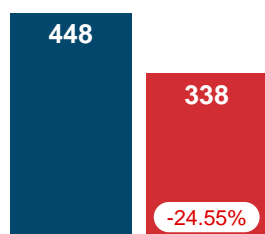
Sale Price



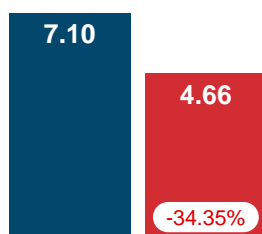
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

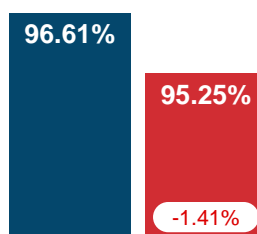
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

