

May 2021



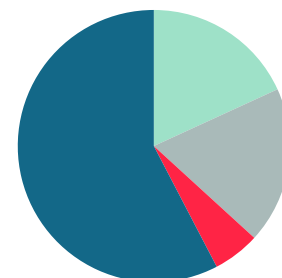
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	May 2021	+/-%
Closed Listings	58	114	96.55%
Pending Listings	84	117	39.29%
New Listings	127	152	19.69%
Median List Price	90,000	163,500	81.67%
Median Sale Price	86,750	153,000	76.37%
Median Percent of Selling Price to List Price	93.84%	99.76%	6.31%
Median Days on Market to Sale	34.50	4.00	-88.41%
End of Month Inventory	429	362	-15.62%
Months Supply of Inventory	7.11	4.48	-36.95%



■ Closed (18.15%)
■ Pending (18.63%)
■ Other OffMarket (5.57%)
■ Active (57.64%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of May 31, 2021 = **362**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **15.62%** to 362 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **4.48** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **76.37%** in May 2021 to \$153,000 versus the previous year at \$86,750.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 30.50 days or **88.41%** in May 2021 compared to last year's same month at **34.50** DOM.

Sales Success for May 2021 is Positive

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

There were 152 New Listings in May 2021, up **19.69%** from last year at 127. Furthermore, there were 114 Closed Listings this month versus last year at 58, a **96.55%** increase.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, May 2020, at **45.7%**, a **64.22%** upswing. 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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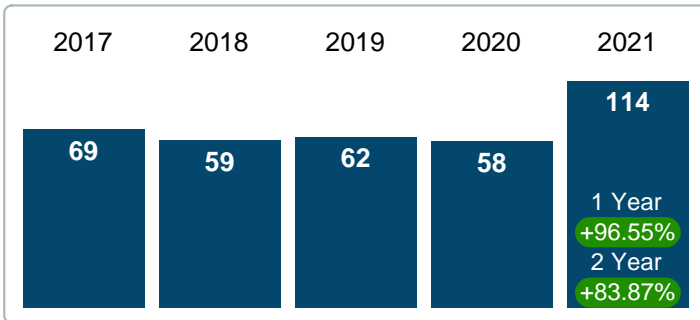
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



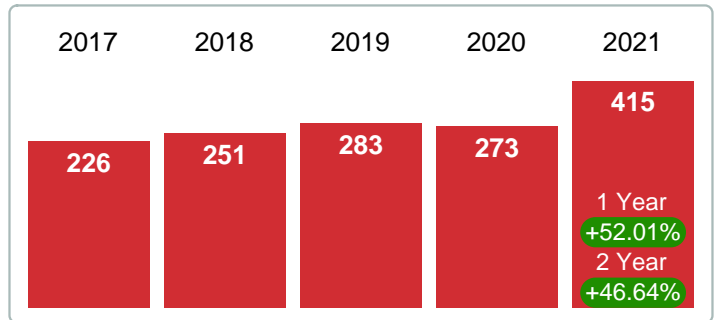
CLOSED LISTINGS

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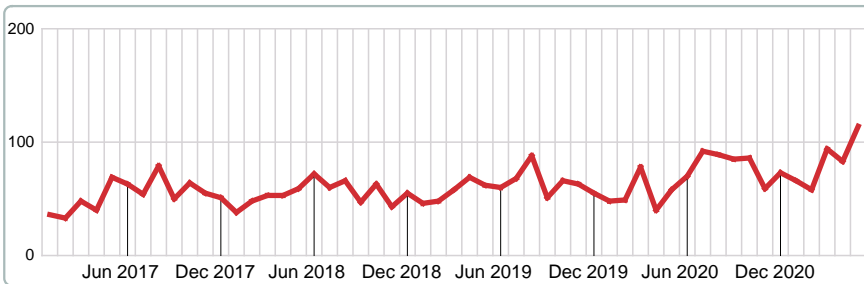
MAY



YEAR TO DATE (YTD)

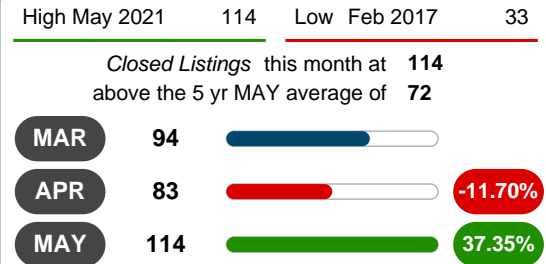


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.14%	65.0	6	1	0	0
\$25,001 - \$75,000	17	14.91%	14.0	9	8	0	0
\$75,001 - \$100,000	7	6.14%	2.0	4	3	0	0
\$100,001 - \$175,000	30	26.32%	3.0	7	21	1	1
\$175,001 - \$250,000	28	24.56%	4.0	9	15	2	2
\$250,001 - \$400,000	14	12.28%	1.0	6	4	3	1
\$400,001 and up	11	9.65%	27.0	4	2	5	0
Total Closed Units	114			45	54	11	4
Total Closed Volume	22,422,925	100%	4.0	8.67M	8.50M	4.37M	895.00K
Median Closed Price	\$153,000			\$115,000	\$148,000	\$357,000	\$201,000

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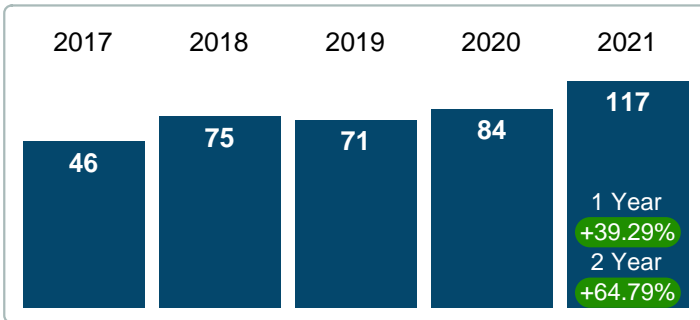
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



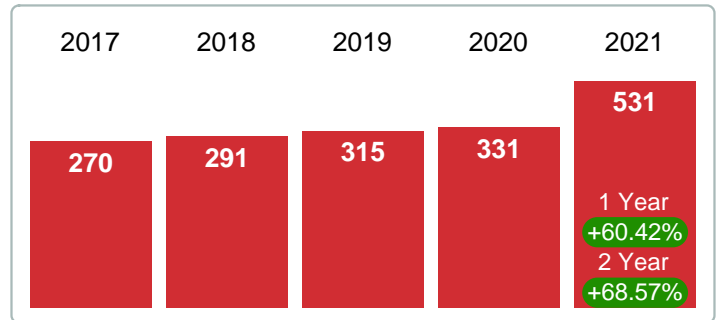
PENDING LISTINGS

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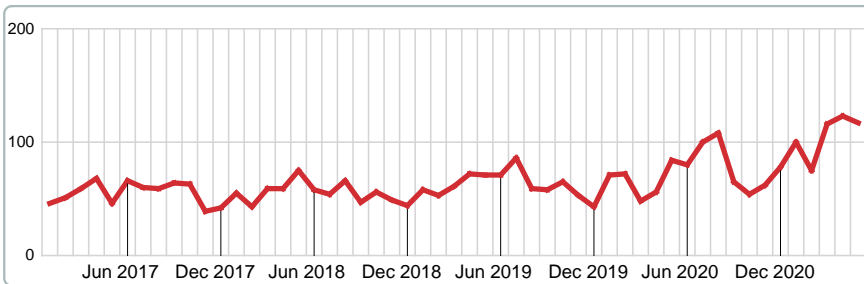
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 79

High Apr 2021 123 Low Nov 2017 39

Pending Listings this month at 117 above the 5 yr MAY average of 79



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	13	11.11%	41.0	10	3	0	0
\$40,001 - \$70,000	12	10.26%	48.5	6	6	0	0
\$70,001 - \$120,000	19	16.24%	2.0	10	7	2	0
\$120,001 - \$190,000	30	25.64%	2.5	8	19	1	2
\$190,001 - \$250,000	16	13.68%	6.0	3	9	3	1
\$250,001 - \$370,000	15	12.82%	13.0	5	6	3	1
\$370,001 and up	12	10.26%	34.5	5	3	3	1
Total Pending Units	117			47	53	12	5
Total Pending Volume	22,747,602	100%	8.0	7.74M	9.36M	4.25M	1.39M
Median Listing Price	\$150,000			\$114,500	\$154,900	\$271,000	\$249,000

May 2021



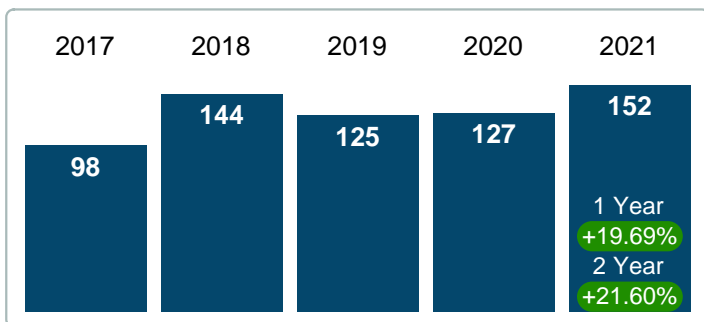
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



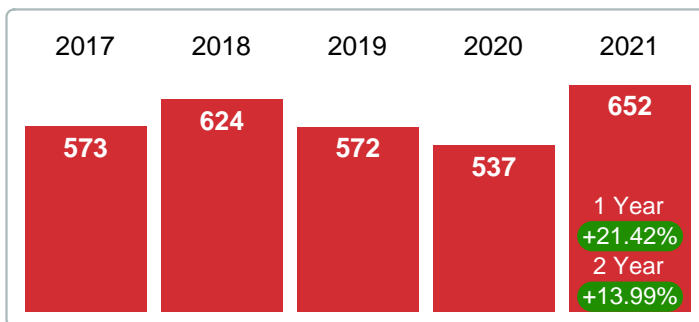
NEW LISTINGS

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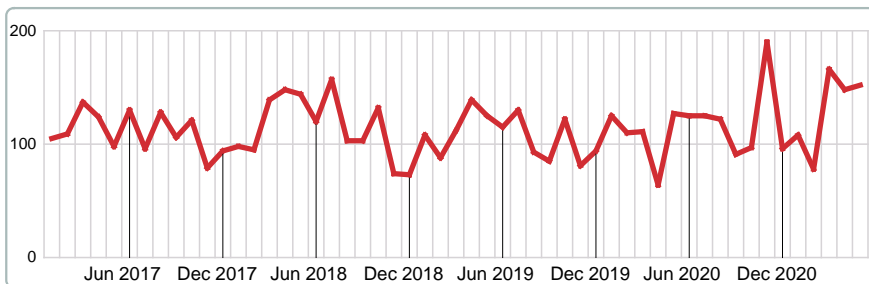
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

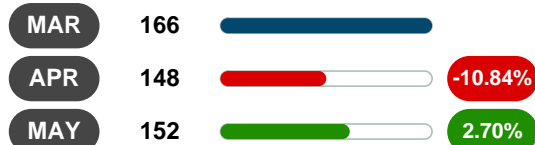


3 MONTHS

5 year MAY AVG = 129

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 152
above the 5 yr MAY average of 129



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	5	3.29%	5	0	0	0
\$25,001 - \$75,000	18	11.84%	13	4	1	0
\$75,001 - \$125,000	28	18.42%	16	11	1	0
\$125,001 - \$200,000	40	26.32%	13	23	2	2
\$200,001 - \$325,000	27	17.76%	11	9	4	3
\$325,001 - \$575,000	20	13.16%	5	6	9	0
\$575,001 and up	14	9.21%	5	3	6	0
Total New Listed Units	152		68	56	23	5
Total New Listed Volume	39,558,958	100%	13.95M	14.99M	9.57M	1.05M
Median New Listed Listing Price	\$172,500		\$132,500	\$159,950	\$395,000	\$229,000

May 2021



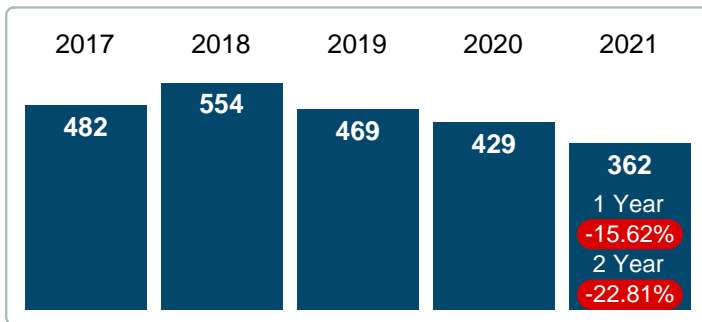
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



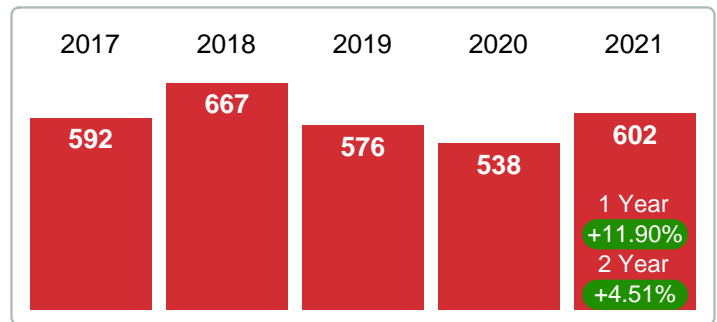
ACTIVE INVENTORY

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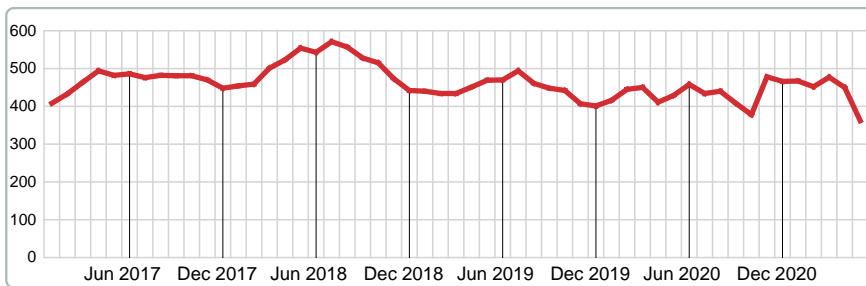
END OF MAY



ACTIVE DURING MAY

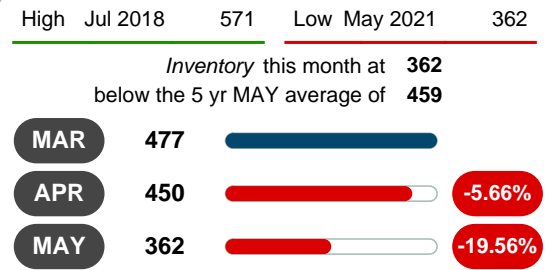


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 459



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	2	0.55%	27.5	2	0	0	0
\$10,001 - \$30,000	53	14.64%	196.0	52	0	1	0
\$30,001 - \$70,000	82	22.65%	66.0	73	8	1	0
\$70,001 - \$190,000	87	24.03%	56.0	44	35	6	2
\$190,001 - \$340,000	56	15.47%	60.5	29	14	9	4
\$340,001 - \$650,000	46	12.71%	46.5	23	11	10	2
\$650,001 and up	36	9.94%	69.0	22	8	4	2
Total Active Inventory by Units		362		245	76	31	10
Total Active Inventory by Volume		93,546,556	100%	55.18M	22.98M	10.75M	4.63M
Median Active Inventory Listing Price		\$129,500		\$69,000	\$155,950	\$325,000	\$327,000

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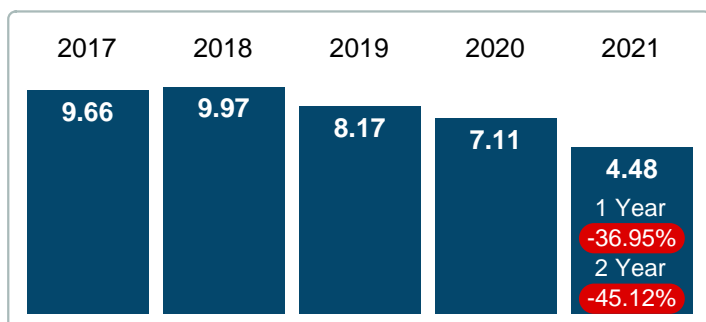
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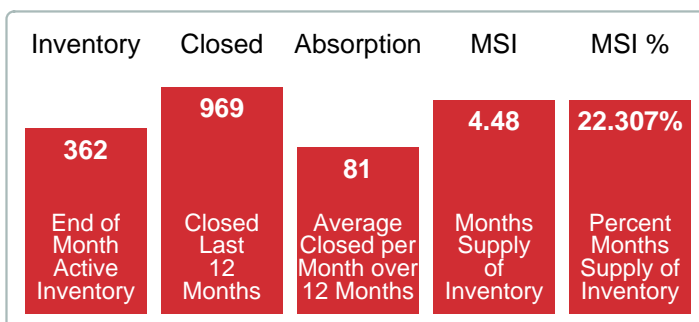
MONTHS SUPPLY of INVENTORY (MSI)

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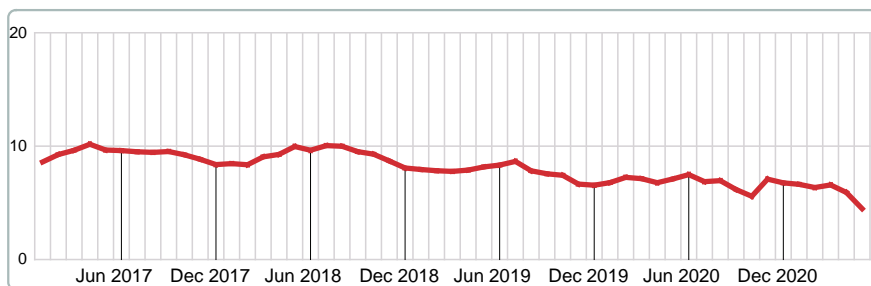
MSI FOR MAY



INDICATORS FOR MAY 2021

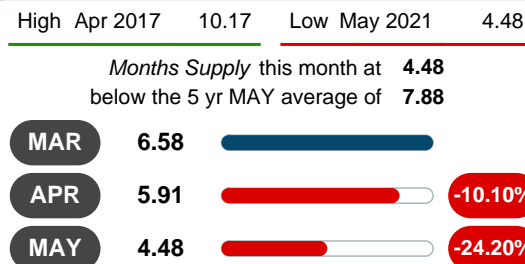


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.88



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	2	0.55%	1.41	1.60	0.00	0.00	0.00
\$10,001 - \$30,000	53	14.64%	9.64	10.58	0.00	6.00	0.00
\$30,001 - \$70,000	82	22.65%	5.93	9.32	1.52	1.71	0.00
\$70,001 - \$190,000	87	24.03%	2.49	5.74	1.54	1.60	2.40
\$190,001 - \$340,000	56	15.47%	2.97	9.41	1.44	1.74	4.80
\$340,001 - \$650,000	46	12.71%	9.86	12.00	8.80	8.57	6.00
\$650,001 and up	36	9.94%	24.00	26.40	32.00	16.00	12.00
Market Supply of Inventory (MSI)			4.48	8.91	1.91	2.80	4.29
Total Active Inventory by Units		100%	4.48	245	76	31	10

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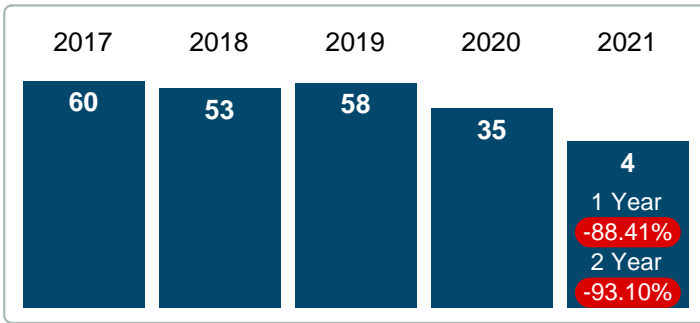
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



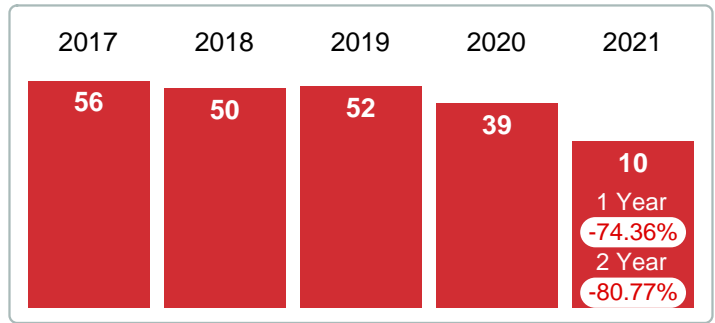
MEDIAN DAYS ON MARKET TO SALE

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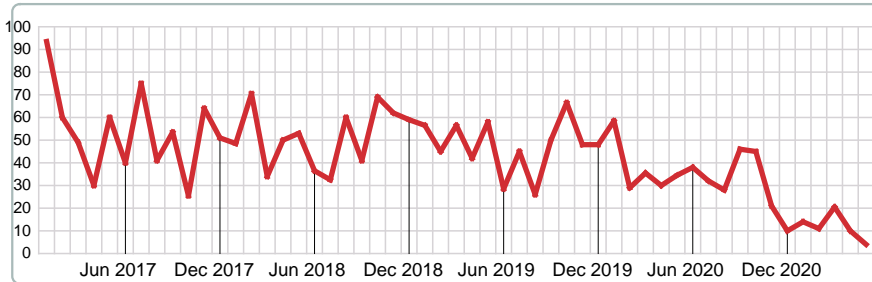
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

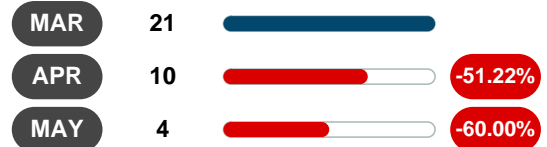


3 MONTHS

5 year MAY AVG = 42

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 4 below the 5 yr MAY average of 42



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
\$25,000 and less	6.14%	65	71	5	0	0
\$25,001 - \$75,000	14.91%	14	72	8	0	0
\$75,001 - \$100,000	6.14%	2	3	1	0	0
\$100,001 - \$175,000	26.32%	3	3	3	1	1
\$175,001 - \$250,000	24.56%	4	4	4	3	4
\$250,001 - \$400,000	12.28%	1	2	1	1	6
\$400,001 and up	9.65%	27	89	5	9	0
Median Closed DOM		4	17	3	1	4
Total Closed Units	100%	114	45	54	11	4
Total Closed Volume		22,422,925	8.67M	8.50M	4.37M	895.00K

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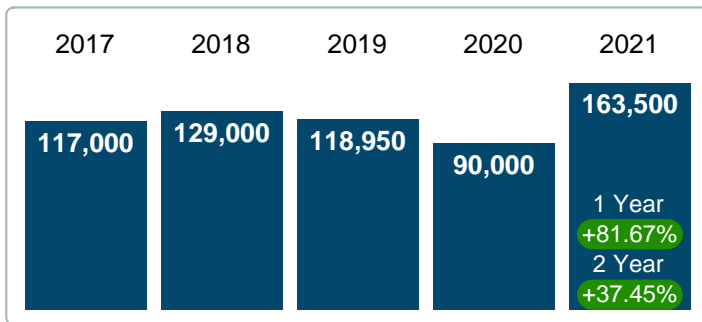
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



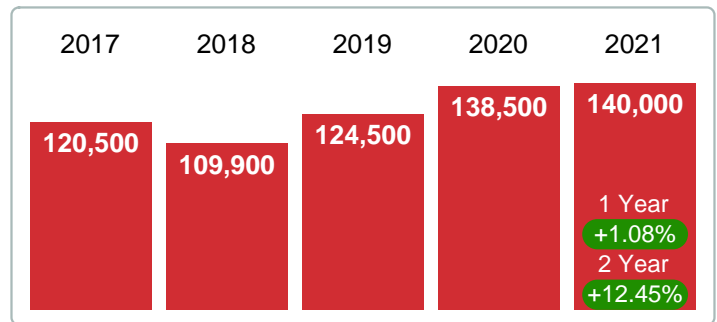
MEDIAN LIST PRICE AT CLOSING

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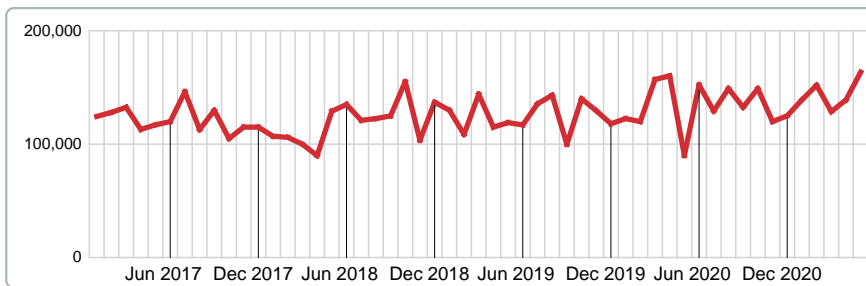
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

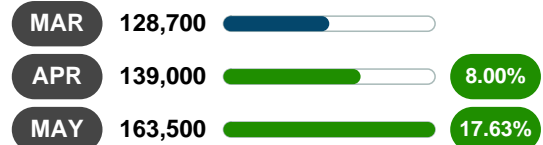


3 MONTHS

5 year MAY AVG = 123,690

High May 2021 163,500 Low Apr 2018 89,900

Median List Price at Closing this month at **163,500**
above the 5 yr MAY average of **123,690**



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
\$25,000 and less	5	4.39%	17,000	15,250	24,900	0	0
\$25,001 - \$75,000	18	15.79%	47,000	41,250	53,500	0	0
\$75,001 - \$100,000	8	7.02%	92,200	94,900	89,000	0	0
\$100,001 - \$175,000	31	27.19%	129,900	115,000	127,450	154,000	140,000
\$175,001 - \$250,000	25	21.93%	210,000	206,750	199,990	227,500	201,000
\$250,001 - \$400,000	13	11.40%	285,000	332,500	262,500	349,900	365,000
\$400,001 and up	14	12.28%	511,500	459,000	525,000	600,000	0
Median List Price			163,500	115,000	147,000	357,000	201,000
Total Closed Units		100%	163,500	45	54	11	4
Total Closed Volume			23,338,857	9.14M	8.77M	4.52M	907.00K

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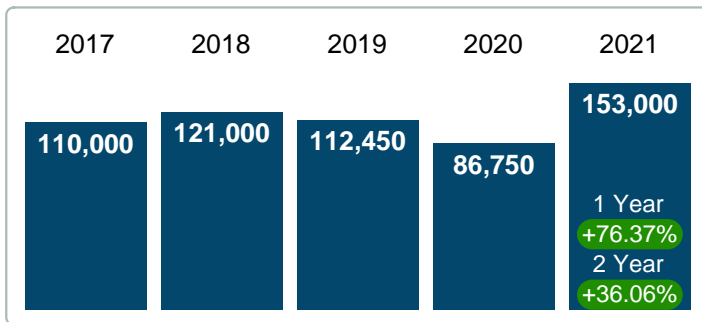
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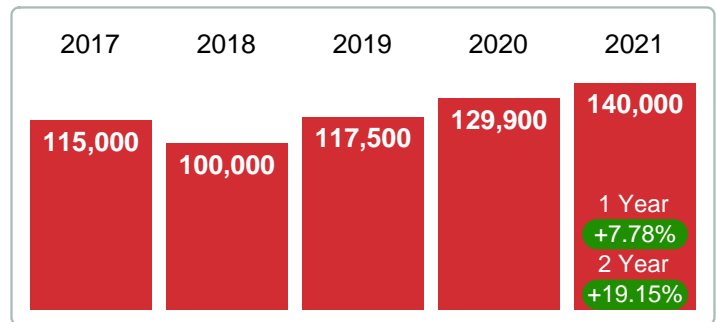
MEDIAN SOLD PRICE AT CLOSING

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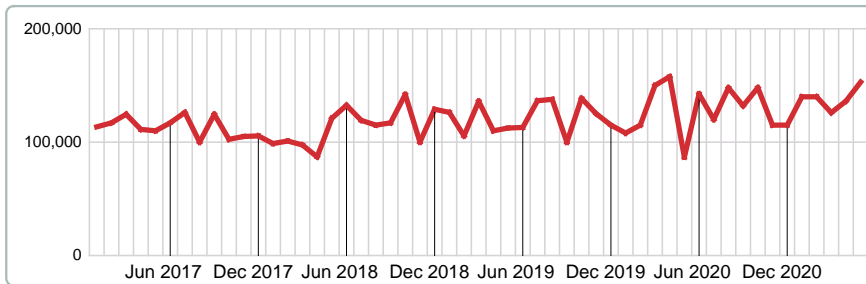
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

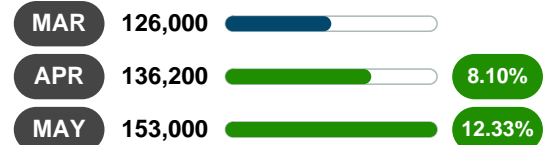


3 MONTHS

5 year MAY AVG = 116,640

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

Median Sold Price at Closing this month at **153,000** above the 5 yr MAY average of **116,640**



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
\$25,000 and less	7	6.14%	16,000	16,550	10,000	0	0
\$25,001 - \$75,000	17	14.91%	51,000	51,000	48,500	0	0
\$75,001 - \$100,000	7	6.14%	92,000	88,750	92,000	0	0
\$100,001 - \$175,000	30	26.32%	128,500	115,000	127,000	154,000	140,000
\$175,001 - \$250,000	28	24.56%	202,495	198,500	199,990	222,500	201,000
\$250,001 - \$400,000	14	12.28%	351,000	379,750	262,500	349,000	353,000
\$400,001 and up	11	9.65%	475,000	550,000	471,000	570,000	0
Median Sold Price			153,000	115,000	148,000	357,000	201,000
Total Closed Units		100%	114	45	54	11	4
Total Closed Volume			22,422,925	8.67M	8.50M	4.37M	895.00K

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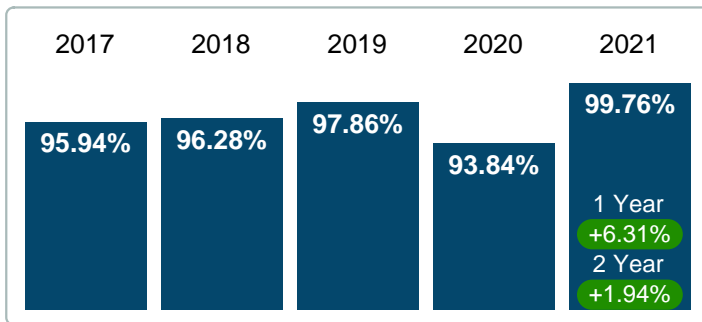
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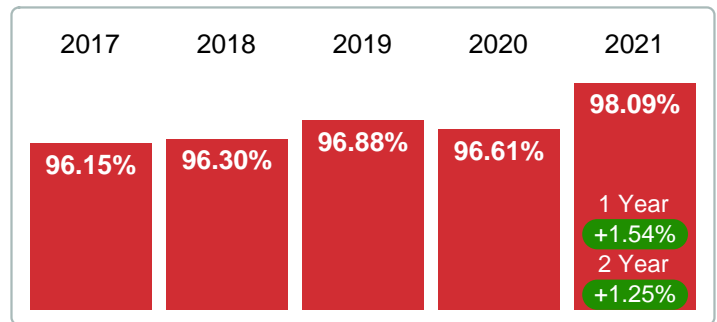
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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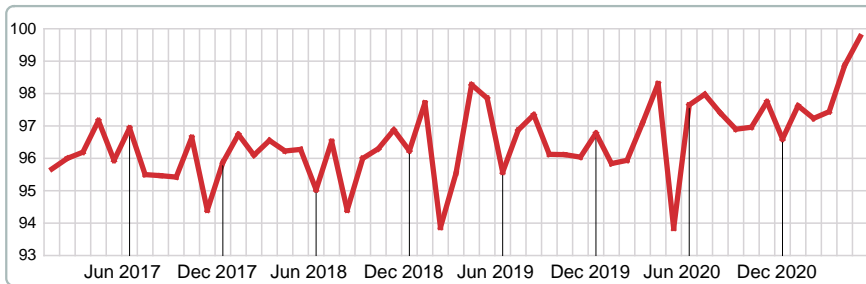
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

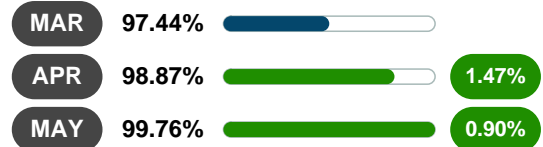


3 MONTHS

5 year MAY AVG = 96.73%

High May 2021 99.76% Low May 2020 93.84%

Median Sold/List Ratio this month at **99.76%**
above the 5 yr MAY average of **96.73%**



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
\$25,000 and less	7	6.14%	88.89%	88.89%	40.16%	0.00%	0.00%
\$25,001 - \$75,000	17	14.91%	93.14%	98.17%	92.03%	0.00%	0.00%
\$75,001 - \$100,000	7	6.14%	95.96%	95.24%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	30	26.32%	100.00%	100.00%	100.00%	100.00%	100.00%
\$175,001 - \$250,000	28	24.56%	100.00%	100.00%	100.00%	97.73%	100.00%
\$250,001 - \$400,000	14	12.28%	100.00%	94.26%	100.00%	100.00%	96.71%
\$400,001 and up	11	9.65%	93.42%	96.60%	90.46%	93.19%	0.00%
Median Sold/List Ratio		99.76%		98.17%	99.76%	99.74%	100.00%
Total Closed Units		114	100%	45	54	11	4
Total Closed Volume		22,422,925		8.67M	8.50M	4.37M	895.00K

May 2021



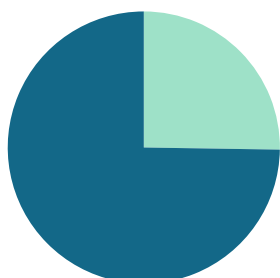
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Jun 11, 2021 for MLS Technology Inc.

INVENTORY

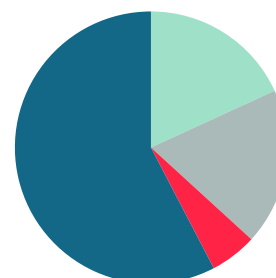


Inventory
 New Listings
152 = 25.25%
 Start Inventory
450
 Total Inventory Units
602
 Volume
\$144,751,423

Market Activity

Closed Sales
114 = 18.15%
 Pending Sales
117 = 18.63%
 Other Off Market
35 = 5.57%
 Active Inventory
362 = 57.64%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	58	114	96.55%	273	415	52.01%
Pending Sales	84	117	39.29%	331	531	60.42%
New Listings	127	152	19.69%	537	652	21.42%
Median List Price	90,000	163,500	81.67%	138,500	140,000	1.08%
Median Sale Price	86,750	153,000	76.37%	129,900	140,000	7.78%
Median Percent of Selling Price to List Price	93.84%	99.76%	6.31%	96.61%	98.09%	1.54%
Median Days on Market to Sale	34.50	4.00	-88.41%	39.00	10.00	-74.36%
Monthly Inventory	429	362	-15.62%	429	362	-15.62%
Months Supply of Inventory	7.11	4.48	-36.95%	7.11	4.48	-36.95%

Absorption: Last 12 months, an Average of **81** Sales/Month

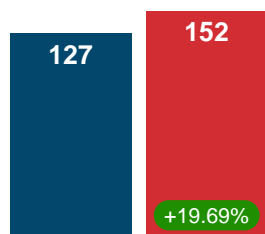
Inventory on May 31, 2021 = **362**

2020 **2021**

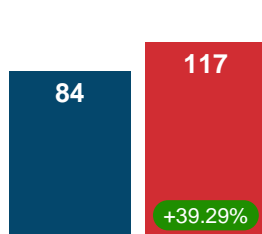
MAY MARKET

MEDIAN PRICES

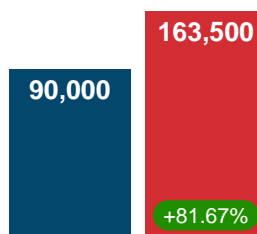
New Listings



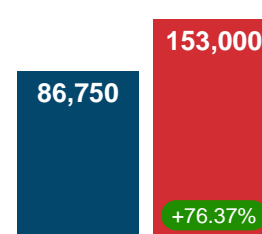
Pending Listings



List Price



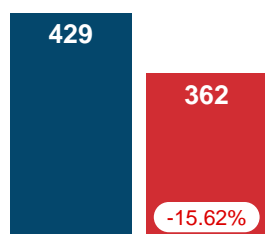
Sale Price



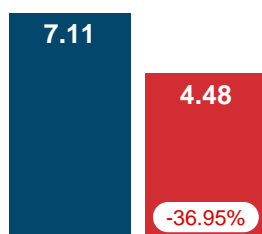
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

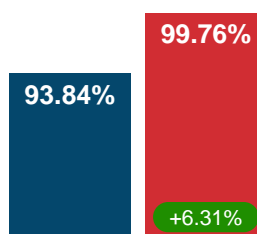
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

