

May 2021



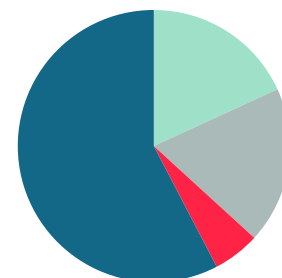
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	126,630	204,727	61.67%
Average Sale Price	118,484	196,692	66.01%
Average Percent of Selling Price to List Price	92.65%	95.41%	2.98%
Average Days on Market to Sale	56.47	39.26	-30.47%
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.

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 **66.01%** in May 2021 to \$196,692 versus the previous year at \$118,484.

Average Days on Market Shortens

The average number of **39.26** days that homes spent on the market before selling decreased by 17.20 days or **30.47%** in May 2021 compared to last year's same month at **56.47** DOM.

Sales Success for May 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 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

May 2021



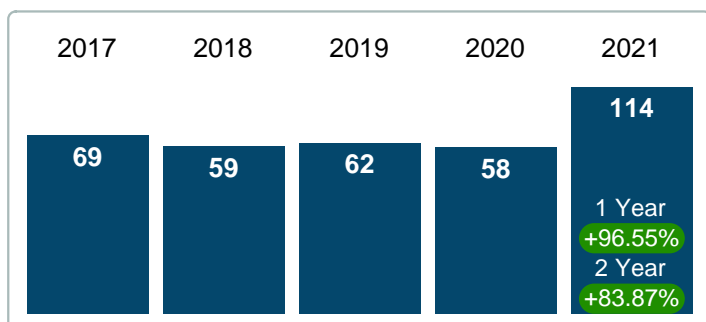
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



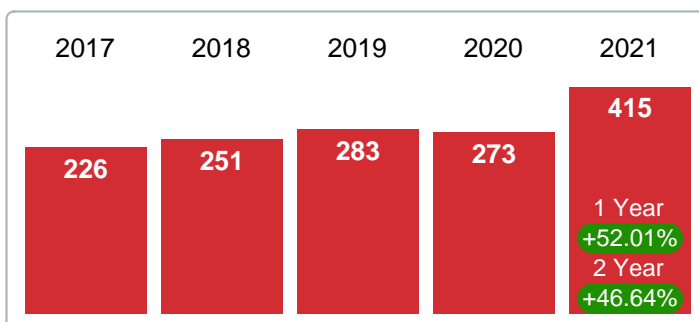
CLOSED LISTINGS

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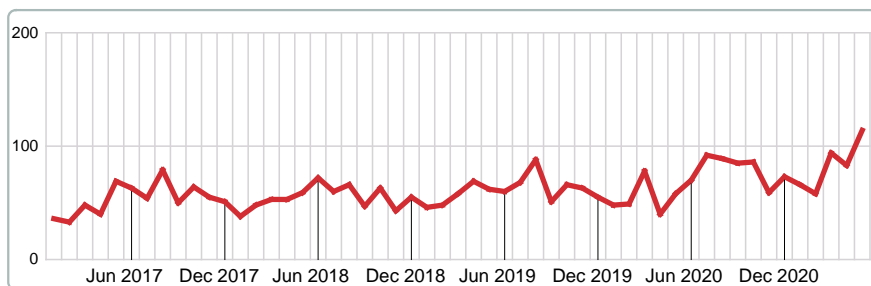
MAY



YEAR TO DATE (YTD)

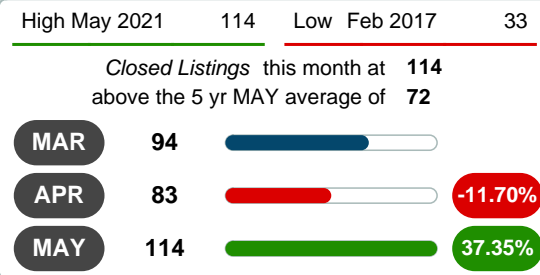


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.14%	64.7	6	1	0	0
\$25,001 - \$75,000	17	14.91%	68.4	9	8	0	0
\$75,001 - \$100,000	7	6.14%	45.9	4	3	0	0
\$100,001 - \$175,000	30	26.32%	36.1	7	21	1	1
\$175,001 - \$250,000	28	24.56%	15.1	9	15	2	2
\$250,001 - \$400,000	14	12.28%	21.9	6	4	3	1
\$400,001 and up	11	9.65%	66.1	4	2	5	0
Total Closed Units	114			45	54	11	4
Total Closed Volume	22,422,925	100%	39.3	8.67M	8.50M	4.37M	895.00K
Average Closed Price	\$196,692			\$192,610	\$157,324	\$396,818	\$223,750

May 2021



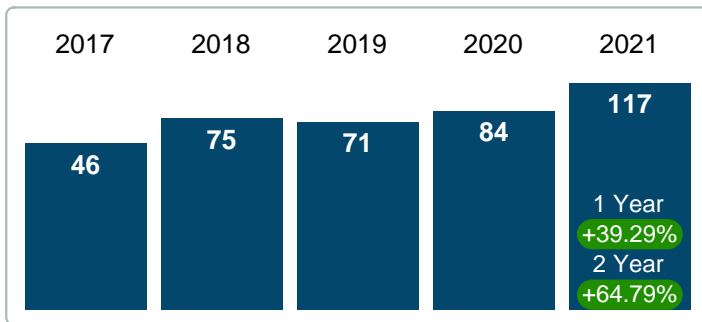
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



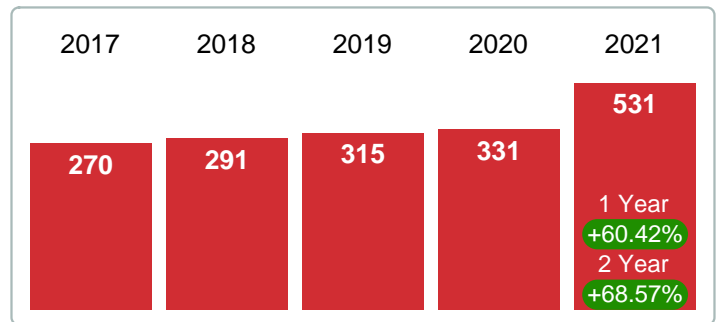
PENDING LISTINGS

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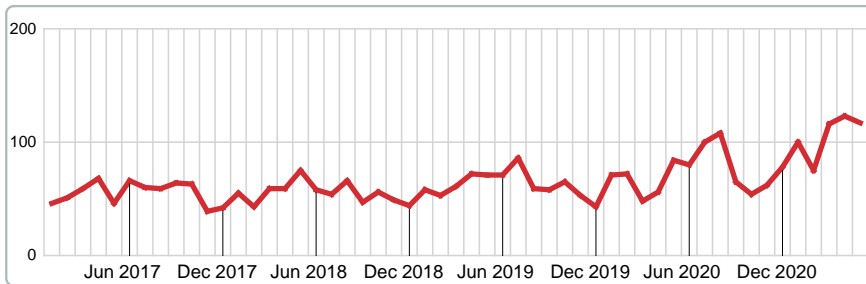
MAY



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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.13%	64.3	6	0	0	0
\$25,001 - \$75,000	21	17.95%	61.9	11	10	0	0
\$75,001 - \$100,000	13	11.11%	22.0	6	6	1	0
\$100,001 - \$175,000	29	24.79%	19.8	9	18	1	1
\$175,001 - \$250,000	21	17.95%	31.3	5	10	4	2
\$250,001 - \$375,000	15	12.82%	32.5	5	6	3	1
\$375,001 and up	12	10.26%	60.0	5	3	3	1
Total Pending Units	117			47	53	12	5
Total Pending Volume	22,747,602	100%	30.2	7.74M	9.36M	4.25M	1.39M
Average Listing Price	\$212,935			\$164,679	\$176,609	\$354,533	\$278,600

May 2021



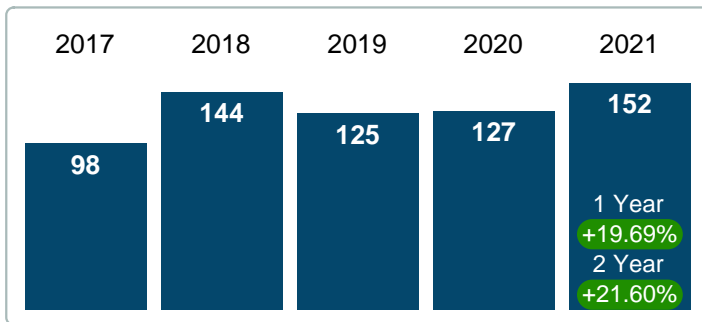
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



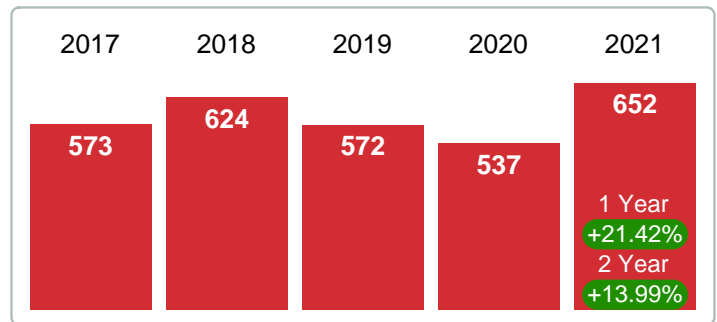
NEW LISTINGS

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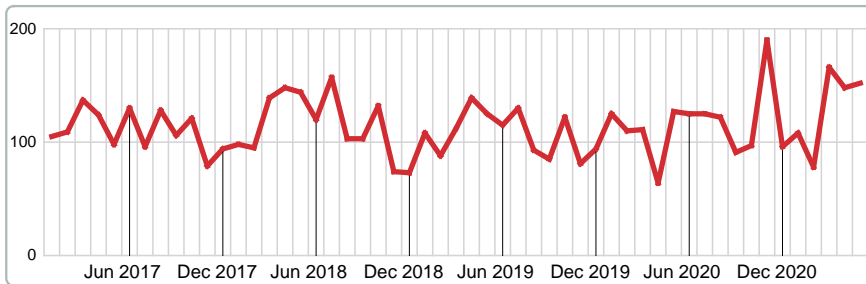
MAY



YEAR TO DATE (YTD)

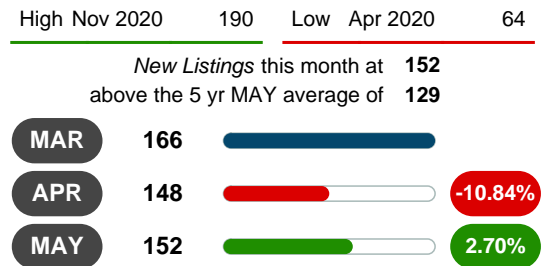


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 129



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
Average New Listed Listing Price	\$268,075		\$205,136	\$267,648	\$416,235	\$209,600

May 2021



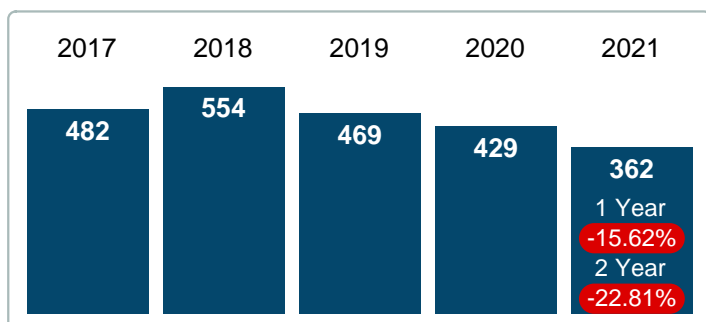
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



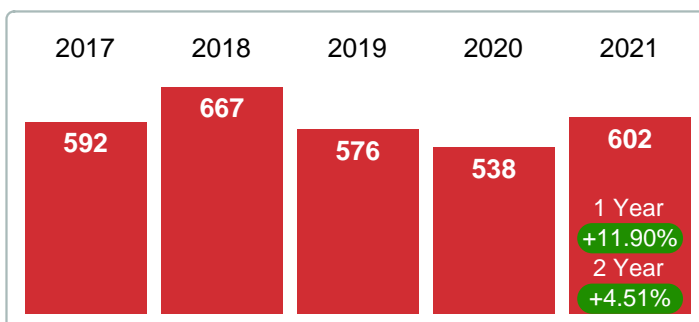
ACTIVE INVENTORY

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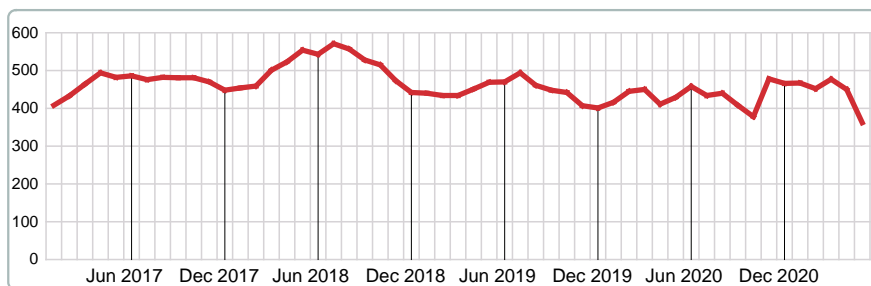
END OF MAY



ACTIVE DURING MAY

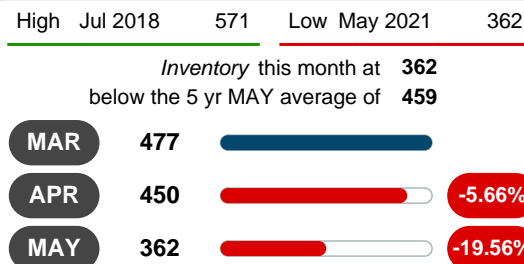


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 459



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	14.09%	150.7	51	0	0	0
\$25,001-\$50,000	64	17.68%	91.2	59	4	1	0
\$50,001-\$175,000	99	27.35%	94.3	55	36	7	1
\$175,001-\$325,000	63	17.40%	75.4	34	16	9	4
\$325,001-\$650,000	49	13.54%	66.3	24	12	10	3
\$650,001 and up	36	9.94%	86.3	22	8	4	2
Total Active Inventory by Units			362	245	76	31	10
Total Active Inventory by Volume			93,546,556	55.18M	22.98M	10.75M	4.63M
Average Active Inventory Listing Price			\$258,416	\$225,206	\$302,405	\$346,916	\$463,390

May 2021



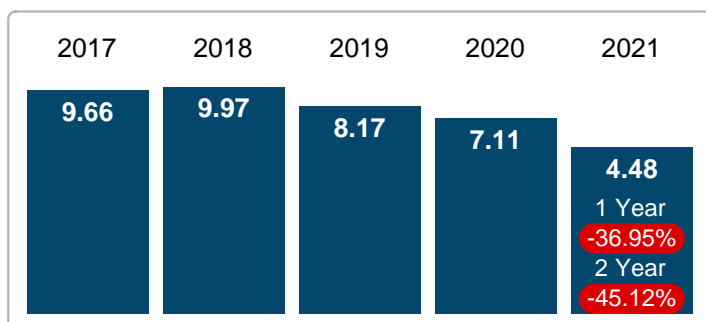
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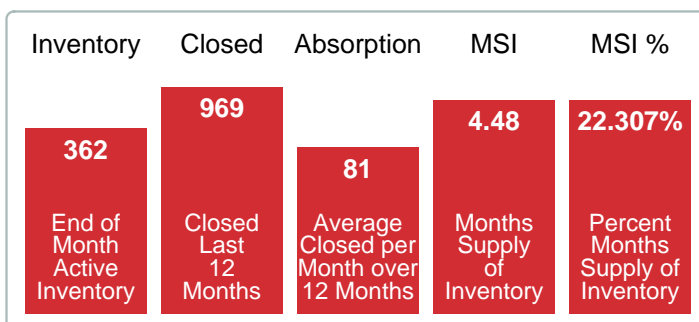
MONTHS SUPPLY of INVENTORY (MSI)

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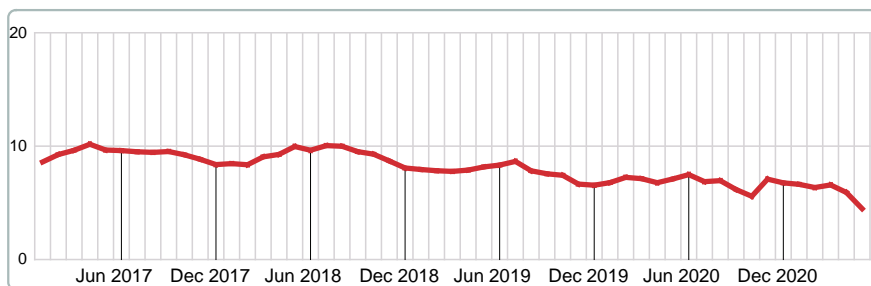
MSI FOR MAY



INDICATORS FOR MAY 2021

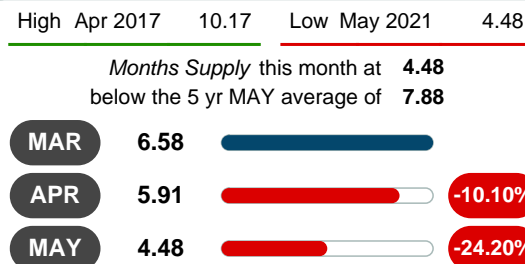


5 YEAR MARKET ACTIVITY TRENDS



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

May 2021



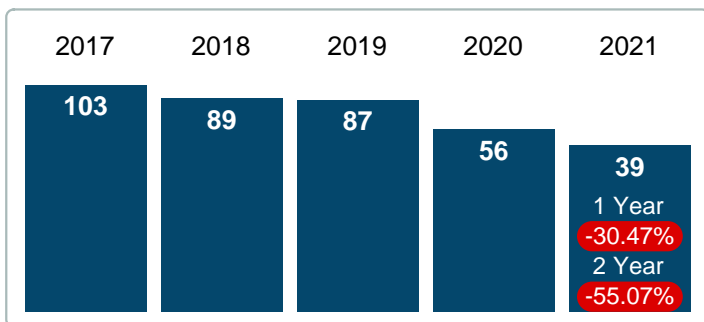
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



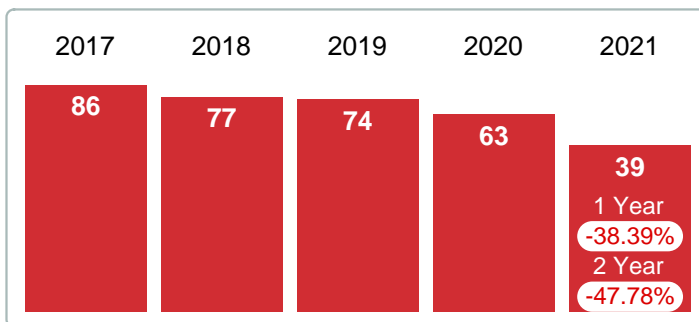
AVERAGE DAYS ON MARKET TO SALE

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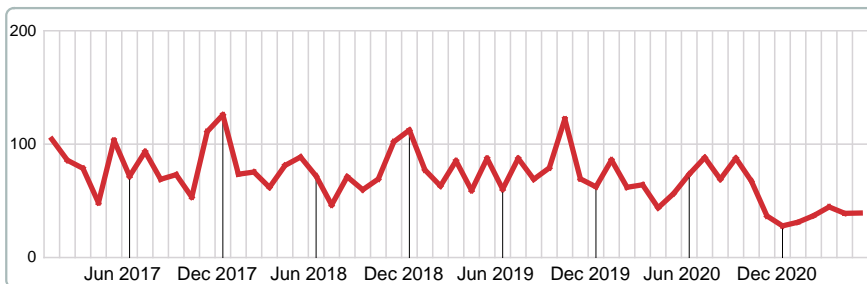
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

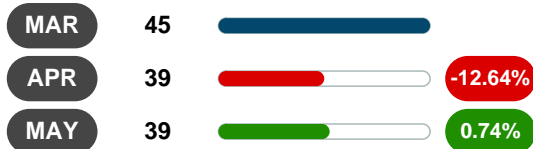


3 MONTHS

5 year MAY AVG = 75

High Dec 2017 126 Low Dec 2020 28

Average Days on Market to Sale this month at 39 below the 5 yr MAY average of 75



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	6.14%	65	75	5	0	0
\$25,001 - \$75,000	14.91%	68	84	51	0	0
\$75,001 - \$100,000	6.14%	46	32	64	0	0
\$100,001 - \$175,000	26.32%	36	32	41	1	1
\$175,001 - \$250,000	24.56%	15	19	16	3	4
\$250,001 - \$400,000	12.28%	22	47	1	6	6
\$400,001 and up	9.65%	66	88	5	73	0
Average Closed DOM		39				
Total Closed Units	100%	39	45	54	11	4
Total Closed Volume		22,422,925	8.67M	8.50M	4.37M	895.00K

May 2021



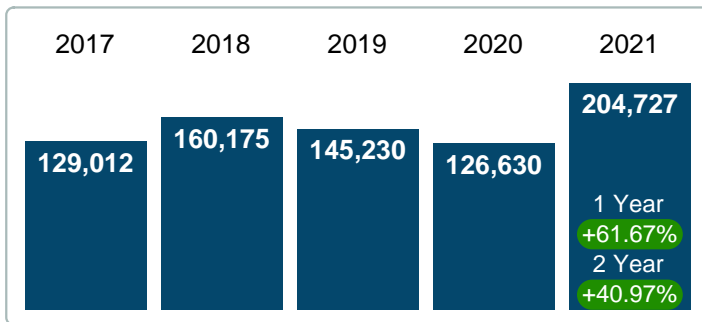
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



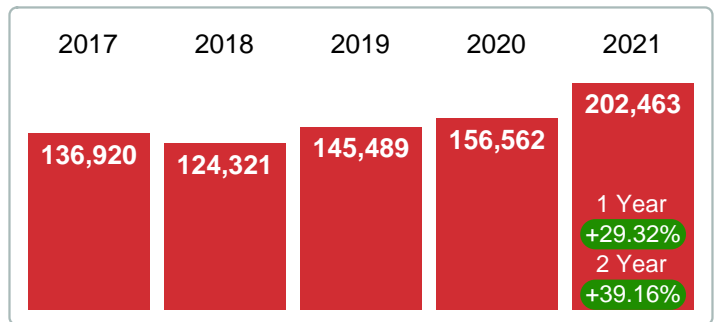
AVERAGE LIST PRICE AT CLOSING

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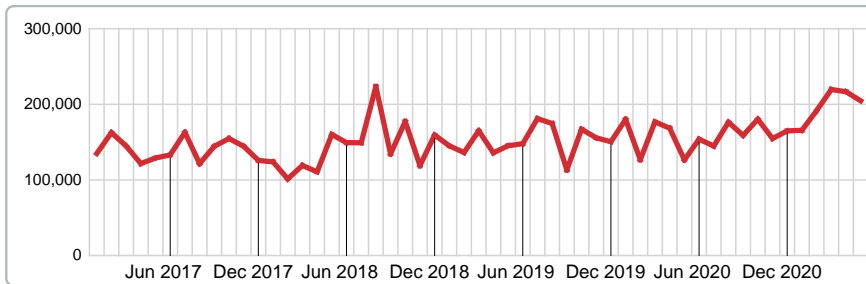
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

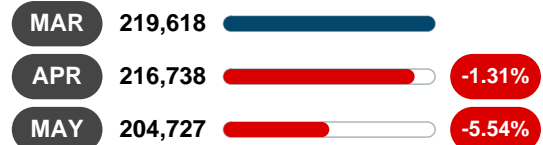


3 MONTHS

5 year MAY AVG = 153,155

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

Average List Price at Closing this month at **204,727**
above the 5 yr MAY average of **153,155**



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	4.39%	17,180	19,250	24,900	0	0
\$25,001 - \$75,000	15.79%	48,422	55,067	52,675	0	0
\$75,001 - \$100,000	7.02%	92,850	92,975	90,333	0	0
\$100,001 - \$175,000	27.19%	135,464	131,571	134,043	154,000	140,000
\$175,001 - \$250,000	21.93%	209,490	215,596	209,293	227,500	201,000
\$250,001 - \$400,000	11.40%	308,223	391,333	262,500	337,300	365,000
\$400,001 and up	12.28%	585,357	735,750	525,000	580,800	0
Average List Price		204,727	203,008	162,437	411,355	226,750
Total Closed Units	100%	204,727	45	54	11	4
Total Closed Volume		23,338,857	9.14M	8.77M	4.52M	907.00K

May 2021



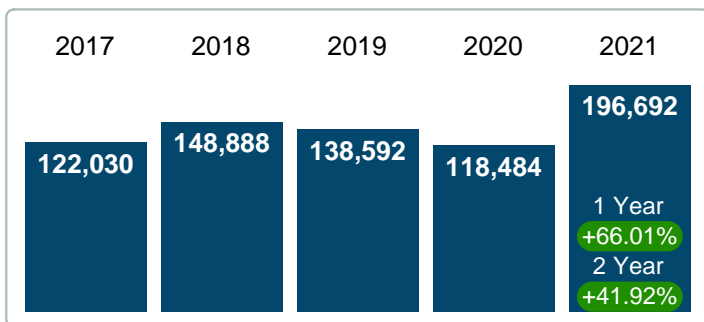
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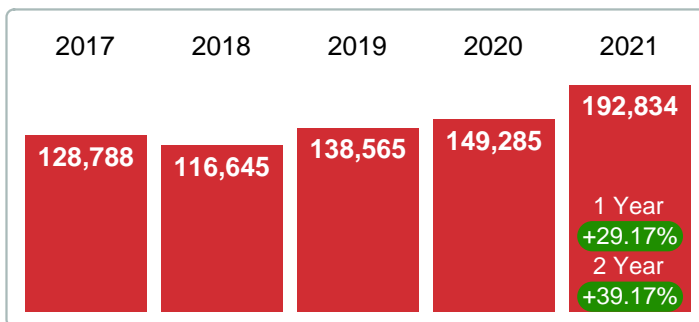
AVERAGE SOLD PRICE AT CLOSING

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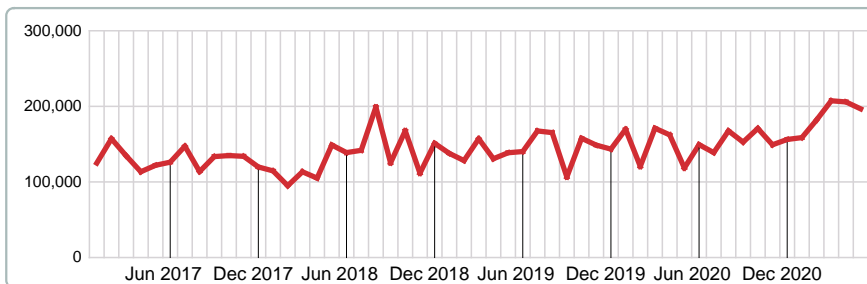
MAY



YEAR TO DATE (YTD)

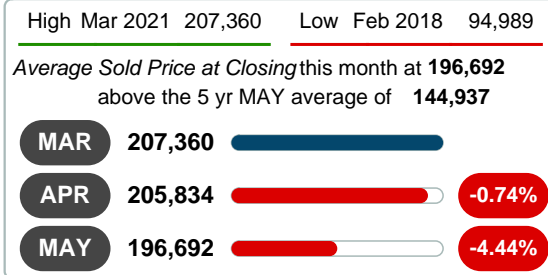


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 144,937



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	6.14%	15,943	16,933	10,000	0	0
\$25,001 - \$75,000	14.91%	48,639	49,596	47,563	0	0
\$75,001 - \$100,000	6.14%	90,071	90,125	90,000	0	0
\$100,001 - \$175,000	26.32%	130,377	123,071	131,229	154,000	140,000
\$175,001 - \$250,000	24.56%	206,899	206,552	205,813	222,500	201,000
\$250,001 - \$400,000	12.28%	329,179	364,917	262,500	338,667	353,000
\$400,001 and up	9.65%	594,636	712,250	471,000	550,000	0
Average Sold Price		196,692	192,610	157,324	396,818	223,750
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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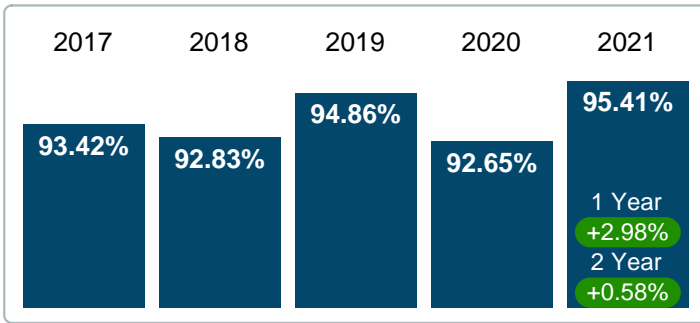
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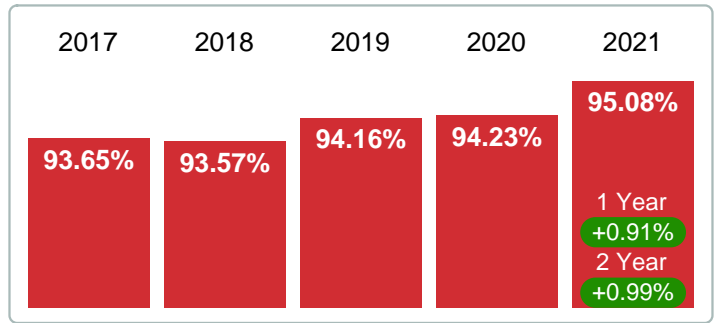
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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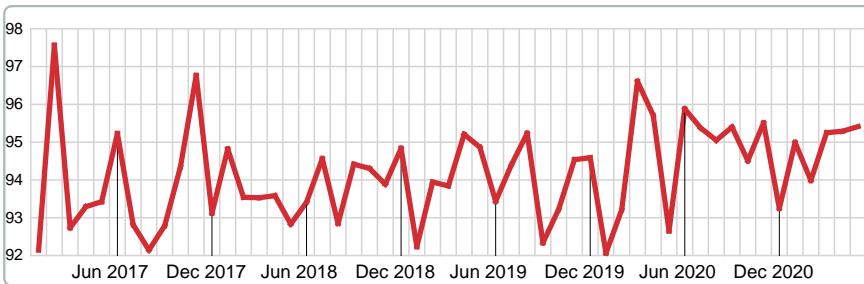
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

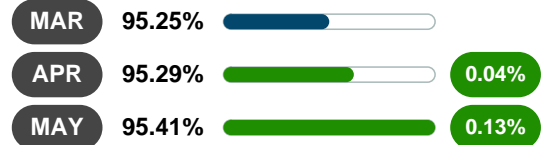


3 MONTHS

5 year MAY AVG = 93.84%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **95.41%**
above the 5 yr MAY average of **93.84%**



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	7	6.14%	82.34%	89.37%	40.16%	0.00%	0.00%
\$25,001 - \$75,000	17	14.91%	91.28%	92.57%	89.82%	0.00%	0.00%
\$75,001 - \$100,000	7	6.14%	98.14%	96.91%	99.78%	0.00%	0.00%
\$100,001 - \$175,000	30	26.32%	97.46%	94.95%	98.06%	100.00%	100.00%
\$175,001 - \$250,000	28	24.56%	97.85%	96.11%	98.63%	97.73%	100.00%
\$250,001 - \$400,000	14	12.28%	97.25%	93.91%	100.00%	100.46%	96.71%
\$400,001 and up	11	9.65%	94.23%	95.96%	90.46%	94.36%	0.00%
Average Sold/List Ratio		95.40%		94.09%	95.88%	97.15%	99.18%
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



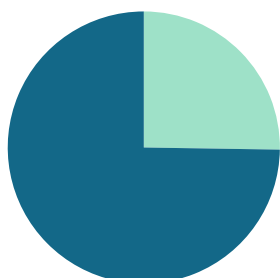
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

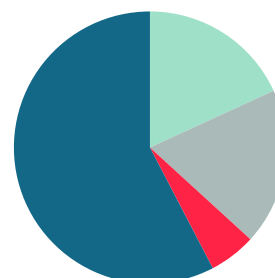


Inventory
 New Listings
152 = 25.25%
 Start Inventory
450
 Total Inventory Units
602
 Volume
\$144,751,423

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%
Average List Price	126,630	204,727	61.67%	156,562	202,463	29.32%
Average Sale Price	118,484	196,692	66.01%	149,285	192,834	29.17%
Average Percent of Selling Price to List Price	92.65%	95.41%	2.98%	94.23%	95.08%	0.91%
Average Days on Market to Sale	56.47	39.26	-30.47%	62.99	38.80	-38.39%
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

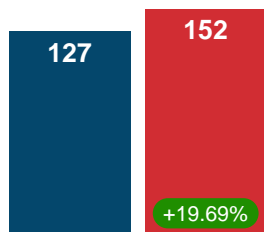
Inventory on May 31, 2021 = **362**

2020 **2021**

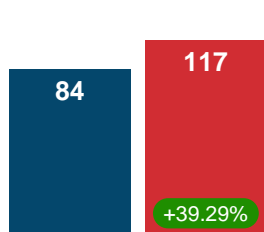
MAY MARKET

AVERAGE PRICES

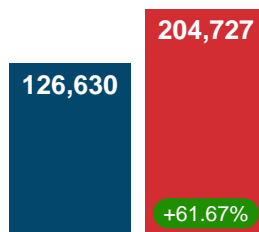
New Listings



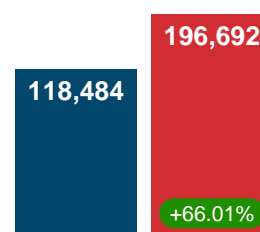
Pending Listings



List Price



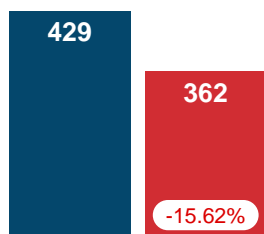
Sale Price



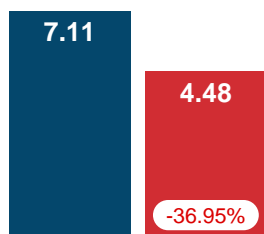
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

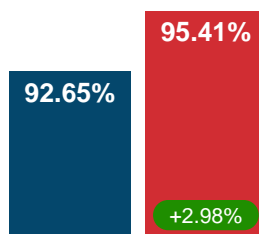
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

