

# October 2021



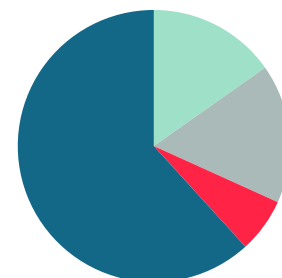
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	86	94	9.30%
Pending Listings	54	102	88.89%
New Listings	97	100	3.09%
Median List Price	148,950	163,500	9.77%
Median Sale Price	148,009	162,615	9.87%
Median Percent of Selling Price to List Price	96.96%	97.53%	0.59%
Median Days on Market to Sale	45.00	10.50	-76.67%
End of Month Inventory	380	381	0.26%
Months Supply of Inventory	5.62	4.33	-22.90%



■ Closed (15.24%)  
■ Pending (16.53%)  
■ Other OffMarket (6.48%)  
■ Active (61.75%)

**Absorption:** Last 12 months, an Average of **88** Sales/Month  
**Active Inventory** as of October 31, 2021 = **381**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **0.26%** to 381 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **4.33** 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 **9.87%** in October 2021 to \$162,615 versus the previous year at \$148,009.

#### Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 34.50 days or **76.67%** in October 2021 compared to last year's same month at **45.00** DOM.

#### Sales Success for October 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 100 New Listings in October 2021, up **3.09%** from last year at 97. Furthermore, there were 94 Closed Listings this month versus last year at 86, a **9.30%** increase.

Closed versus Listed trends yielded a **94.0%** ratio, up from previous year's, October 2020, at **88.7%**, a **6.02%** upswing. This will certainly create pressure on an increasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# October 2021



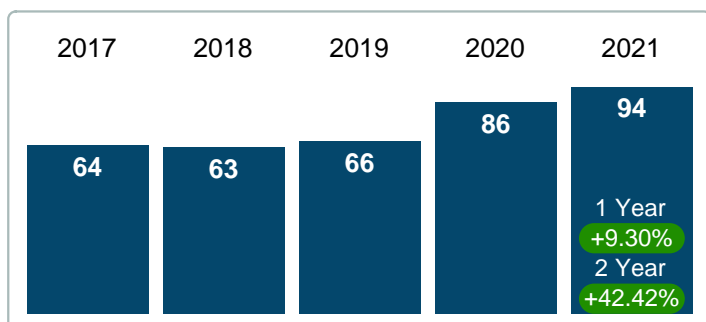
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



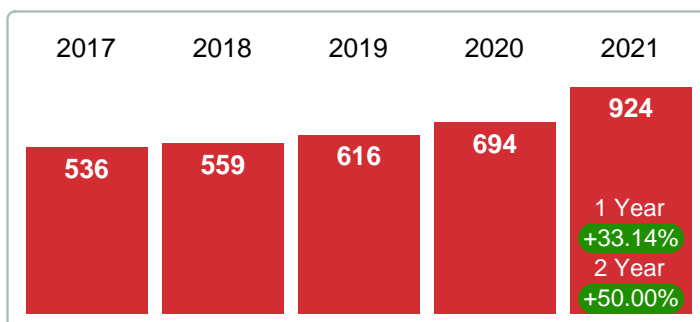
## CLOSED LISTINGS

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

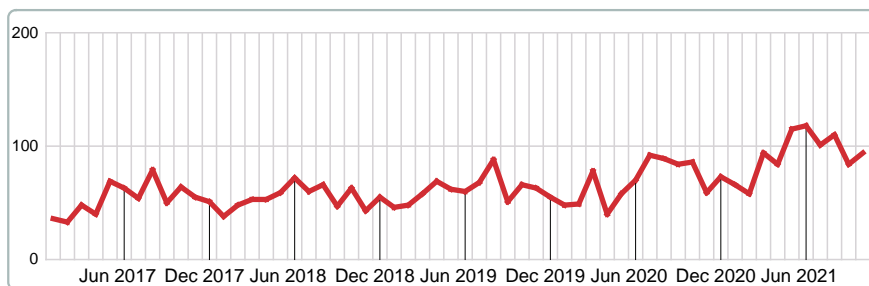
### OCTOBER



### YEAR TO DATE (YTD)

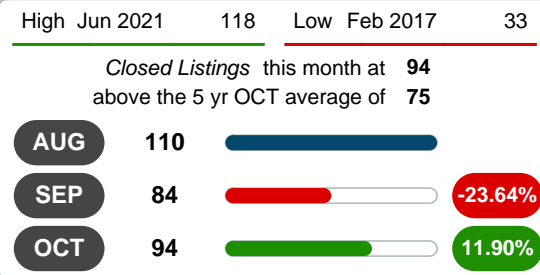


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 75



### 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	8	8.51%	276.5	8	0	0	0
\$25,001 - \$75,000	9	9.57%	115.0	8	1	0	0
\$75,001 - \$125,000	20	21.28%	5.0	8	10	2	0
\$125,001 - \$175,000	17	18.09%	16.0	3	10	4	0
\$175,001 - \$250,000	16	17.02%	9.0	3	11	1	1
\$250,001 - \$375,000	15	15.96%	10.0	2	9	4	0
\$375,001 and up	9	9.57%	15.0	4	2	1	2
<b>Total Closed Units</b>	<b>94</b>			<b>36</b>	<b>43</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>18,967,870</b>	<b>100%</b>	<b>10.5</b>	<b>6.62M</b>	<b>8.55M</b>	<b>2.72M</b>	<b>1.08M</b>
<b>Median Closed Price</b>	<b>\$162,615</b>			<b>\$88,500</b>	<b>\$185,000</b>	<b>\$185,500</b>	<b>\$410,000</b>

# October 2021



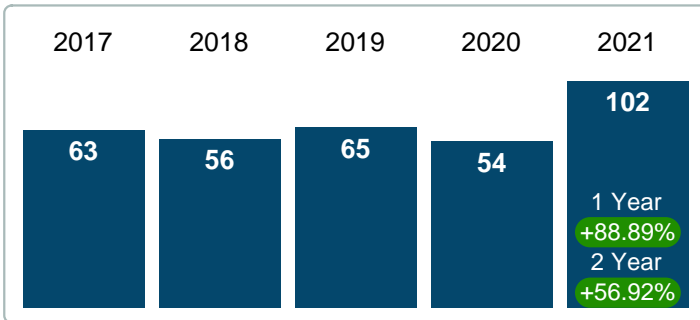
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



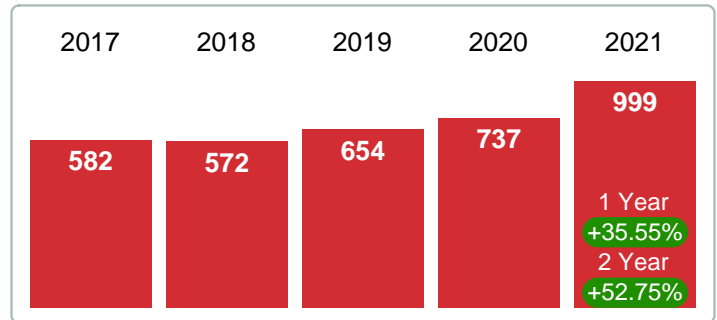
## PENDING LISTINGS

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

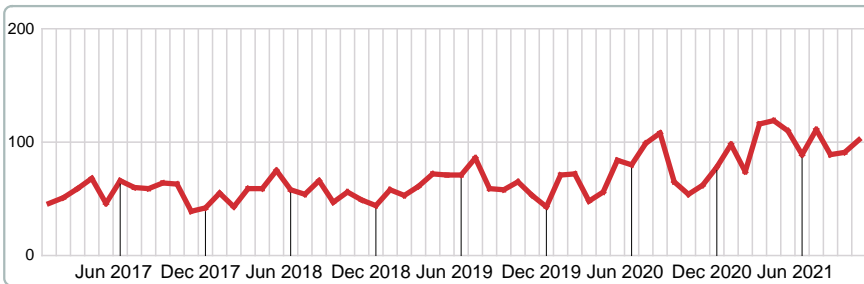
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 68

High Apr 2021 119 Low Nov 2017 39

Pending Listings this month at **102**  
above the 5 yr OCT average of **68**



### 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	8	7.84%	224.5	8	0	0	0
\$25,001 - \$75,000	13	12.75%	27.0	7	6	0	0
\$75,001 - \$125,000	15	14.71%	29.0	8	7	0	0
\$125,001 - \$200,000	26	25.49%	13.0	4	15	6	1
\$200,001 - \$250,000	17	16.67%	28.0	2	10	4	1
\$250,001 - \$350,000	11	10.78%	27.0	3	4	4	0
\$350,001 and up	12	11.76%	40.0	5	5	2	0
<b>Total Pending Units</b>	<b>102</b>			<b>37</b>	<b>47</b>	<b>16</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,021,579</b>	<b>100%</b>	<b>28.0</b>	<b>7.57M</b>	<b>10.11M</b>	<b>3.96M</b>	<b>382.50K</b>
<b>Median Listing Price</b>	<b>\$172,450</b>			<b>\$89,500</b>	<b>\$175,000</b>	<b>\$249,000</b>	<b>\$191,250</b>

# October 2021



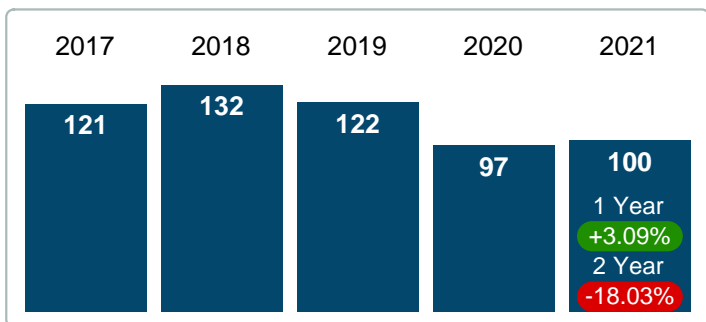
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



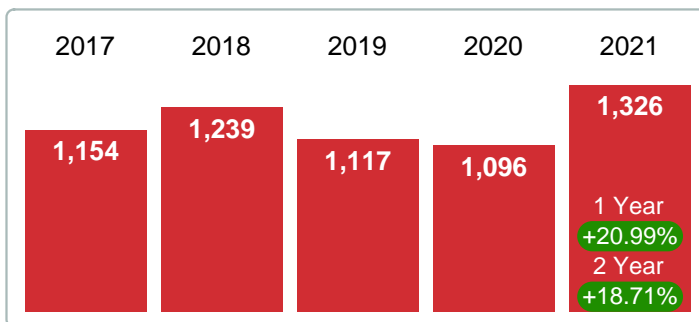
## NEW LISTINGS

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

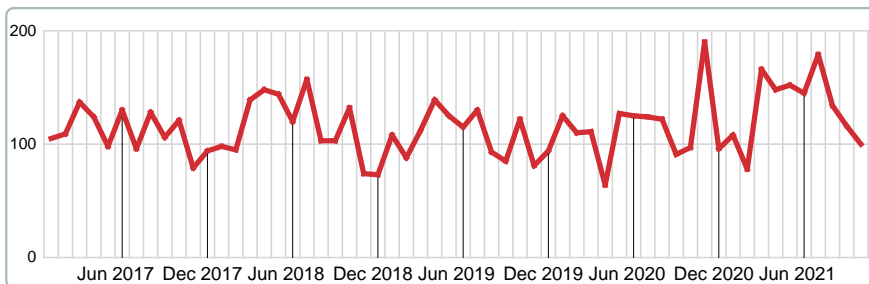
### OCTOBER



### YEAR TO DATE (YTD)

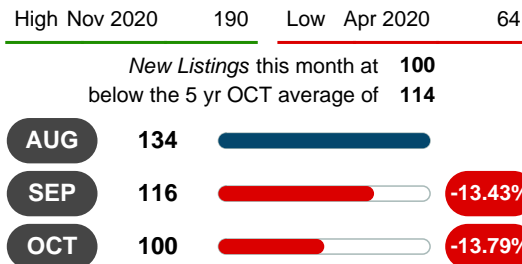


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 114



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.00%	5	0	0	0
\$25,001 - \$75,000	11	11.00%	5	6	0	0
\$75,001 - \$125,000	18	18.00%	8	10	0	0
\$125,001 - \$225,000	30	30.00%	5	20	5	0
\$225,001 - \$325,000	12	12.00%	1	5	5	1
\$325,001 - \$575,000	15	15.00%	6	7	1	1
\$575,001 and up	9	9.00%	6	1	0	2
<b>Total New Listed Units</b>	<b>100</b>		<b>36</b>	<b>49</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>36,133,789</b>	<b>100%</b>	<b>20.28M</b>	<b>10.24M</b>	<b>2.70M</b>	<b>2.92M</b>
<b>Median New Listed Listing Price</b>	<b>\$177,000</b>		<b>\$126,500</b>	<b>\$165,000</b>	<b>\$235,000</b>	<b>\$537,000</b>

# October 2021



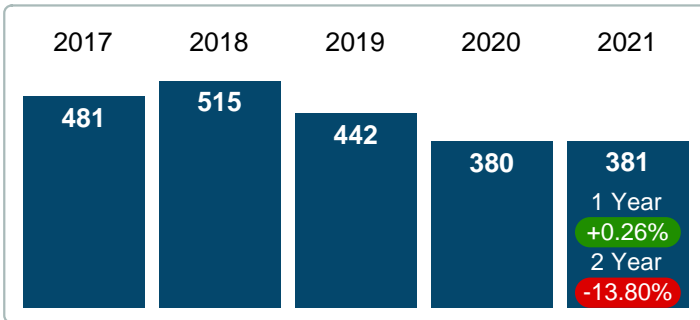
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



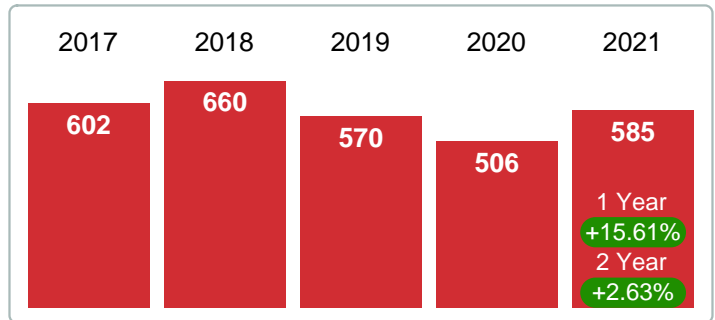
## ACTIVE INVENTORY

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

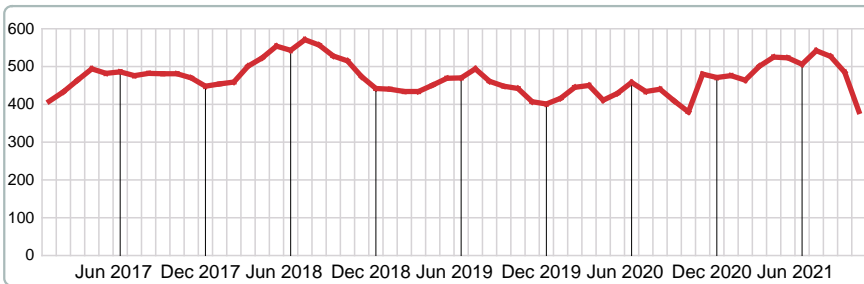
### END OF OCTOBER



### ACTIVE DURING OCTOBER

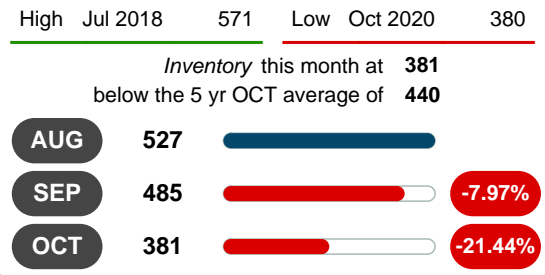


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 440



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	34	8.92%	349.0	34	0	0	0
\$20,001 - \$30,000	25	6.56%	52.0	24	0	1	0
\$30,001 - \$70,000	76	19.95%	118.5	67	6	3	0
\$70,001 - \$200,000	104	27.30%	72.0	56	42	5	1
\$200,001 - \$360,000	56	14.70%	74.5	17	22	15	2
\$360,001 - \$640,000	49	12.86%	79.0	21	14	13	1
\$640,001 and up	37	9.71%	94.0	22	7	4	4
Total Active Inventory by Units			381	241	91	41	8
Total Active Inventory by Volume			108,466,772	58.32M	29.75M	14.75M	5.65M
Median Active Inventory Listing Price			\$135,000	\$60,000	\$175,000	\$343,500	\$537,000

# October 2021



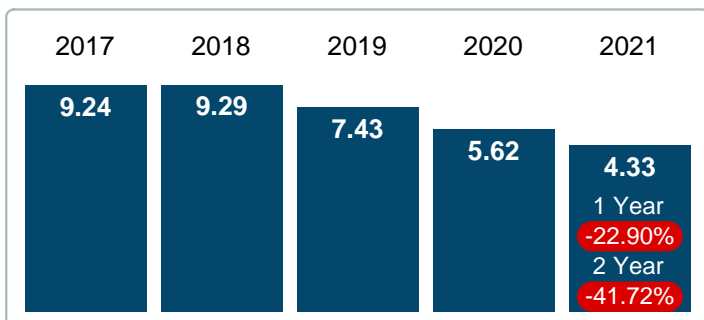
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



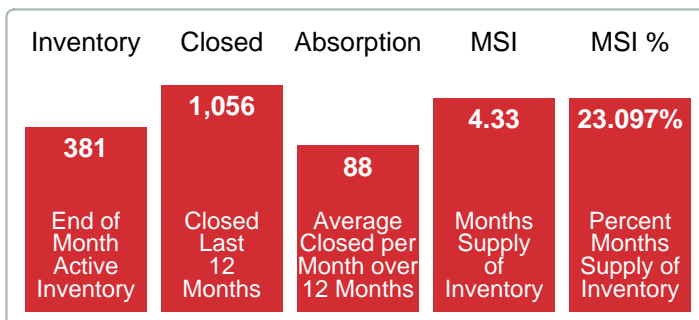
## MONTHS SUPPLY of INVENTORY (MSI)

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

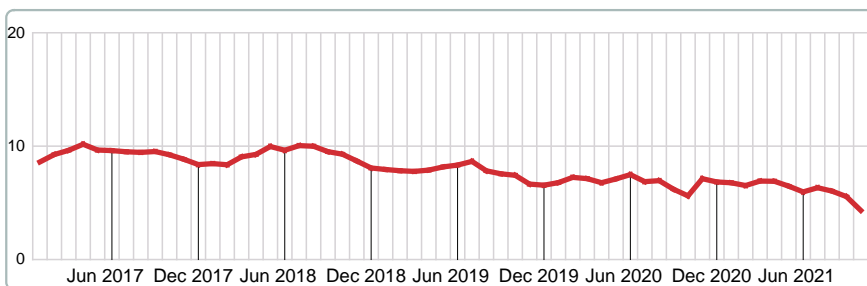
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

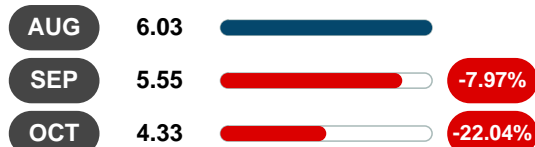


### 3 MONTHS

5 year OCT AVG = 7.18

High Apr 2017 10.17 Low Oct 2021 4.33

Months Supply this month at 4.33 below the 5 yr OCT average of 7.18



### 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	34	8.92%	6.80	7.29	0.00	0.00	0.00
\$20,001 - \$30,000	25	6.56%	11.54	12.52	0.00	0.00	0.00
\$30,001 - \$70,000	76	19.95%	5.40	7.88	1.18	7.20	0.00
\$70,001 - \$200,000	104	27.30%	2.67	5.79	1.70	1.28	1.50
\$200,001 - \$360,000	56	14.70%	2.91	4.86	2.40	2.73	1.85
\$360,001 - \$640,000	49	12.86%	7.64	9.33	8.40	7.09	1.50
\$640,001 and up	37	9.71%	17.08	18.86	14.00	12.00	24.00
Market Supply of Inventory (MSI)			4.33	7.61	2.19	3.39	3.00
Total Active Inventory by Units		100%	4.33	241	91	41	8

# October 2021



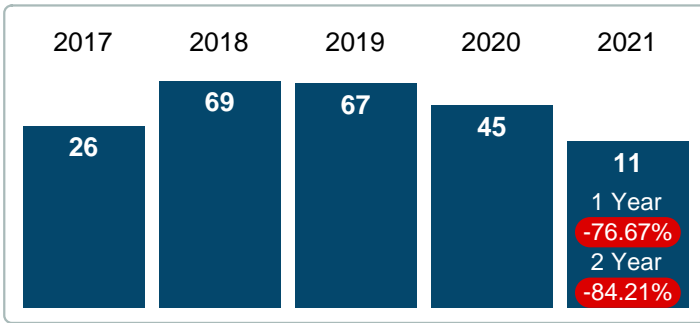
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



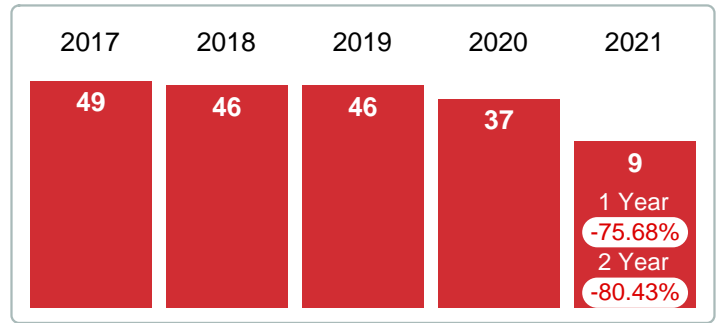
## MEDIAN DAYS ON MARKET TO SALE

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

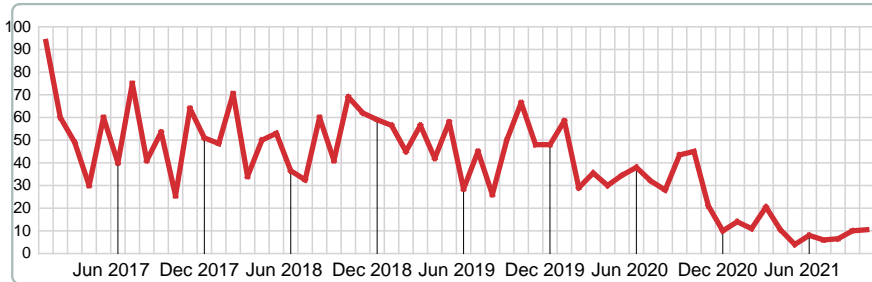
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

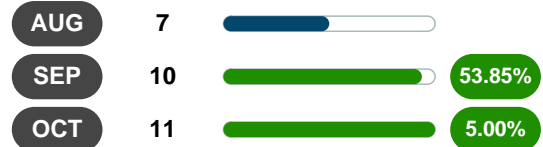


### 3 MONTHS

5 year OCT AVG = 43

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 11 below the 5 yr OCT average of 43



### 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	8.51%	277	277	0	0	0
\$25,001 - \$75,000	9.57%	115	121	4	0	0
\$75,001 - \$125,000	21.28%	5	5	5	6	0
\$125,001 - \$175,000	18.09%	16	40	8	12	0
\$175,001 - \$250,000	17.02%	9	81	6	2	103
\$250,001 - \$375,000	15.96%	10	102	10	7	0
\$375,001 and up	9.57%	15	40	14	1	9
Median Closed DOM		11	47	6	7	15
Total Closed Units	100%	10.5	36	43	12	3
Total Closed Volume		18,967,870	6.62M	8.55M	2.72M	1.08M

# October 2021



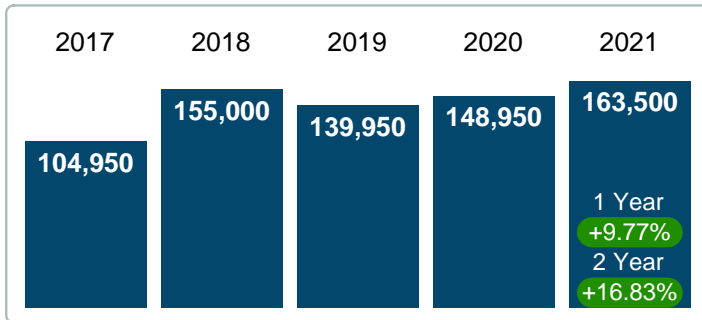
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



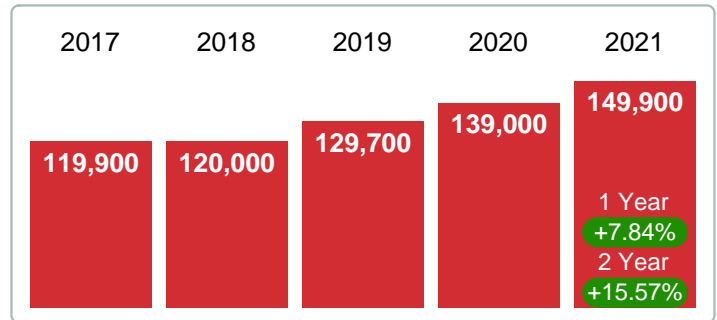
## MEDIAN LIST PRICE AT CLOSING

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

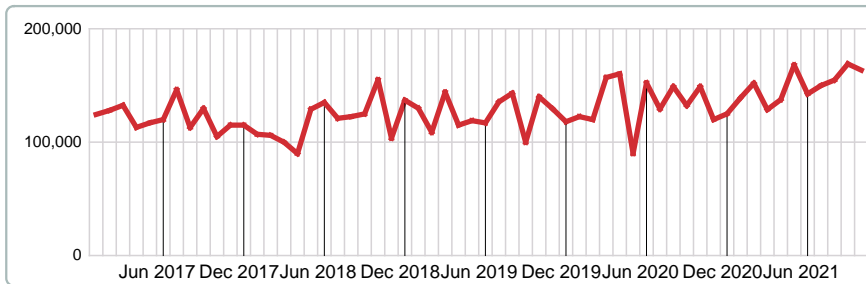
### OCTOBER



### YEAR TO DATE (YTD)

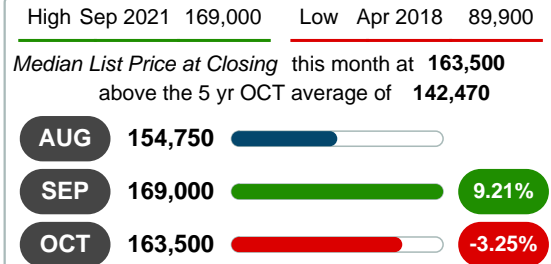


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142,470



### 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	7	7.45%	17,000	17,000	0	0	0
\$25,001 - \$75,000	9	9.57%	45,000	45,000	45,000	0	0
\$75,001 - \$125,000	21	22.34%	105,900	100,000	113,700	102,450	0
\$125,001 - \$175,000	14	14.89%	154,000	156,000	159,900	141,000	0
\$175,001 - \$250,000	18	19.15%	212,500	195,000	219,000	197,000	235,000
\$250,001 - \$375,000	16	17.02%	337,400	325,000	316,950	349,000	0
\$375,001 and up	9	9.57%	450,000	925,000	397,000	400,000	430,000
Median List Price			163,500	89,450	185,000	198,450	410,000
Total Closed Units		100%	163,500	36	43	12	3
Total Closed Volume			20,247,590	7.49M	8.83M	2.83M	1.10M



# October 2021



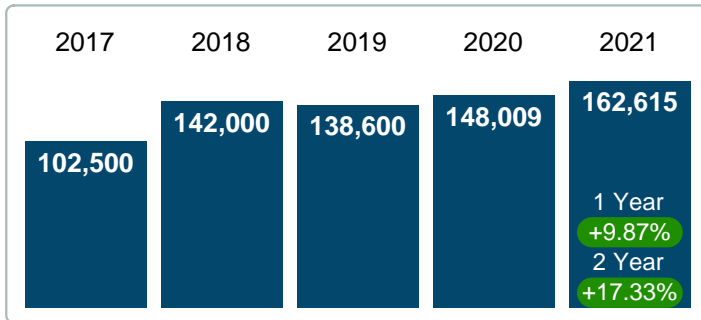
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



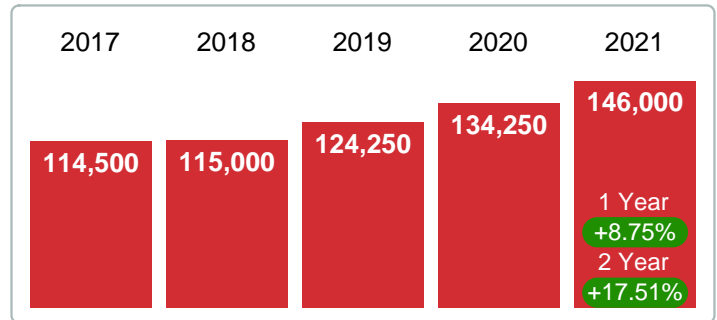
## MEDIAN SOLD PRICE AT CLOSING

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

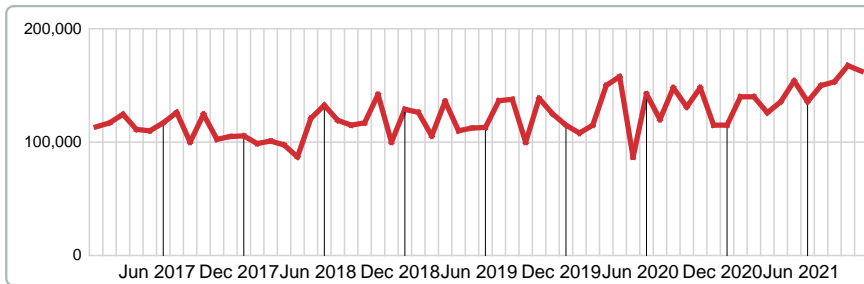
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

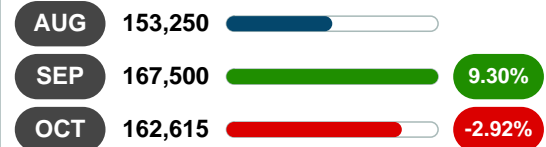


### 3 MONTHS

5 year OCT AVG = 138,745

High Sep 2021 167,500 Low May 2020 86,750

Median Sold Price at Closing this month at **162,615** above the 5 yr OCT average of **138,745**



### 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	8.51%	16,500	16,500	0	0	0
\$25,001 - \$75,000	9.57%	45,000	45,500	45,000	0	0
\$75,001 - \$125,000	21.28%	101,000	100,500	109,450	92,500	0
\$125,001 - \$175,000	18.09%	160,000	148,000	162,615	160,000	0
\$175,001 - \$250,000	17.02%	206,000	180,000	210,000	196,000	235,000
\$250,001 - \$375,000	15.96%	312,000	285,000	312,000	330,000	0
\$375,001 and up	9.57%	438,250	875,000	387,500	400,000	424,125
Median Sold Price		162,615	88,500	185,000	185,500	410,000
Total Closed Units	100%	94	36	43	12	3
Total Closed Volume		18,967,870	6.62M	8.55M	2.72M	1.08M

# October 2021



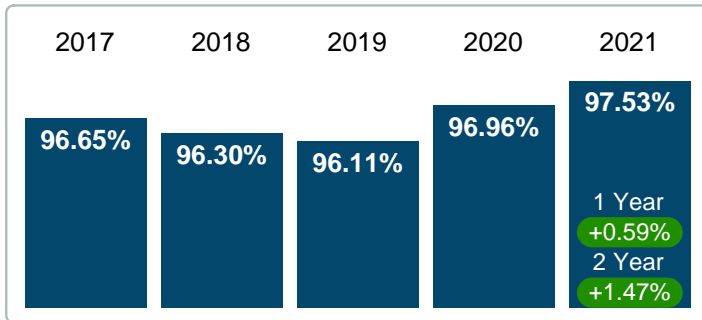
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



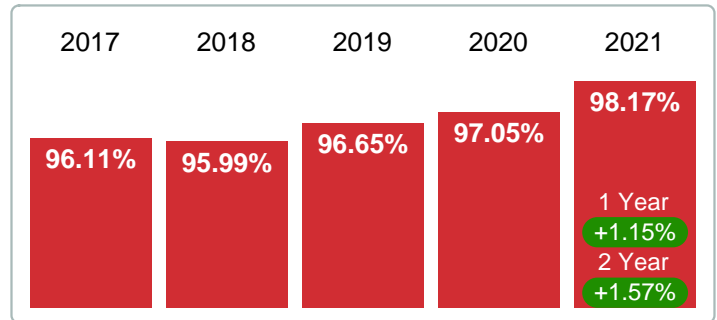
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

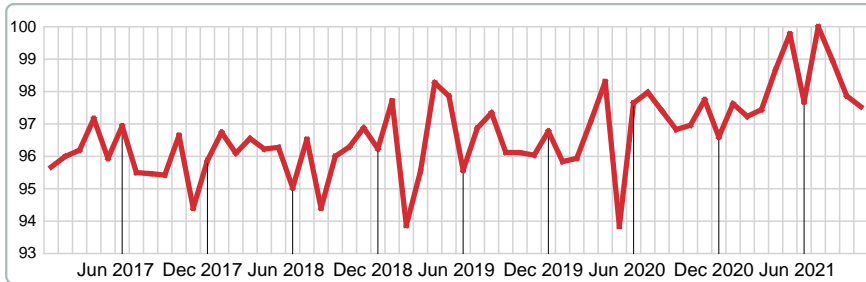
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

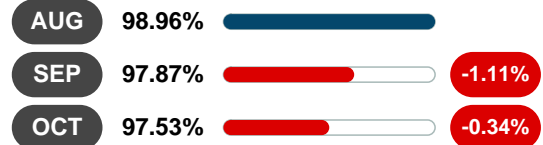


### 3 MONTHS

5 year OCT AVG = 96.71%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.53%**  
above the 5 yr OCT average of **96.71%**



## 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	8	8.51%	97.06%	97.06%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	9	9.57%	86.96%	86.86%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	20	21.28%	97.82%	99.00%	97.06%	90.16%	0.00%
\$125,001 - \$175,000	17	18.09%	100.00%	100.00%	100.04%	94.47%	0.00%
\$175,001 - \$250,000	16	17.02%	97.06%	96.26%	95.48%	99.49%	100.00%
\$250,001 - \$375,000	15	15.96%	97.67%	87.86%	100.00%	96.54%	0.00%
\$375,001 and up	9	9.57%	97.39%	87.06%	97.59%	100.00%	98.69%
Median Sold/List Ratio		97.53%		96.66%	99.20%	96.54%	100.00%
Total Closed Units		94	100%	36	43	12	3
Total Closed Volume		18,967,870		6.62M	8.55M	2.72M	1.08M

# October 2021



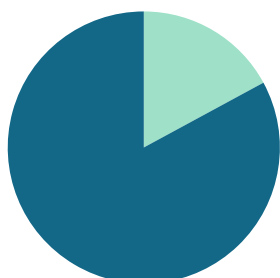
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

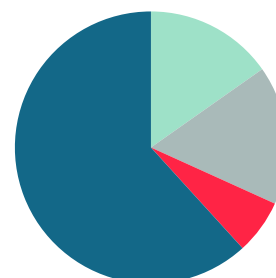


**Inventory**  
 New Listings  
**100 = 17.09%**  
 Start Inventory  
**485**  
 Total Inventory Units  
**585**  
 Volume  
**\$154,154,941**

### Market Activity

Closed Sales  
**94 = 15.24%**  
 Pending Sales  
**102 = 16.53%**  
 Other Off Market  
**40 = 6.48%**  
 Active Inventory  
**381 = 61.75%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	86	94	9.30%	694	924	33.14%
Pending Sales	54	102	88.89%	737	999	35.55%
New Listings	97	100	3.09%	1,096	1,326	20.99%
Median List Price	148,950	163,500	9.77%	139,000	149,900	7.84%
Median Sale Price	148,009	162,615	9.87%	134,250	146,000	8.75%
Median Percent of Selling Price to List Price	96.96%	97.53%	0.59%	97.05%	98.17%	1.15%
Median Days on Market to Sale	45.00	10.50	-76.67%	37.00	9.00	-75.68%
Monthly Inventory	380	381	0.26%	380	381	0.26%
Months Supply of Inventory	5.62	4.33	-22.90%	5.62	4.33	-22.90%

**Absorption:** Last 12 months, an Average of **88** Sales/Month

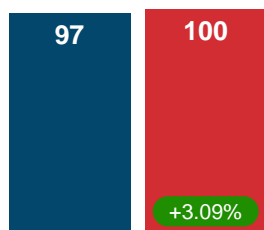
**Inventory** on October 31, 2021 = **381**

**2020** **2021**

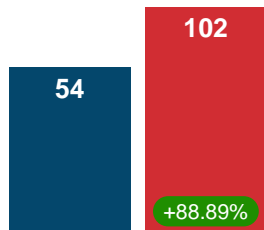
### OCTOBER MARKET

### MEDIAN PRICES

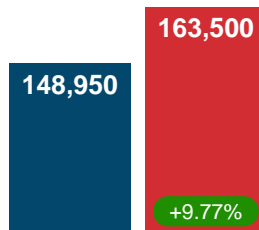
#### New Listings



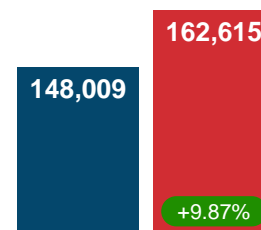
#### Pending Listings



#### List Price



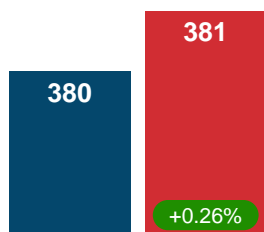
#### Sale Price



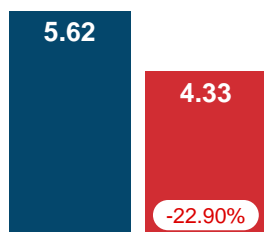
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

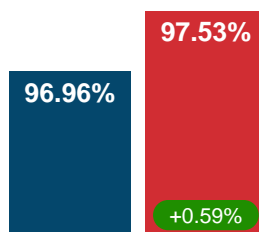
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

