

# October 2021



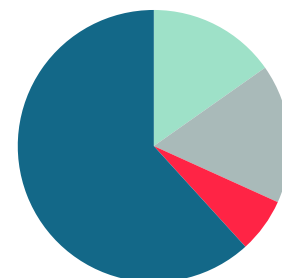
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## 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%
Average List Price	180,395	215,400	19.40%
Average Sale Price	170,793	201,786	18.15%
Average Percent of Selling Price to List Price	94.51%	94.81%	0.32%
Average Days on Market to Sale	67.40	49.27	-26.90%
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.

#### 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 **18.15%** in October 2021 to \$201,786 versus the previous year at \$170,793.

#### Average Days on Market Shortens

The average number of **49.27** days that homes spent on the market before selling decreased by 18.13 days or **26.90%** in October 2021 compared to last year's same month at **67.40** DOM.

#### Sales Success for October 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 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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



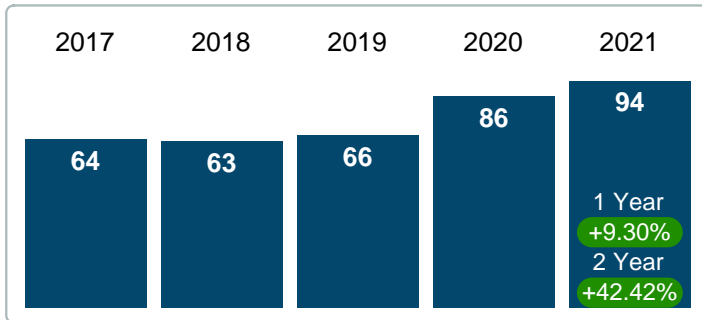
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



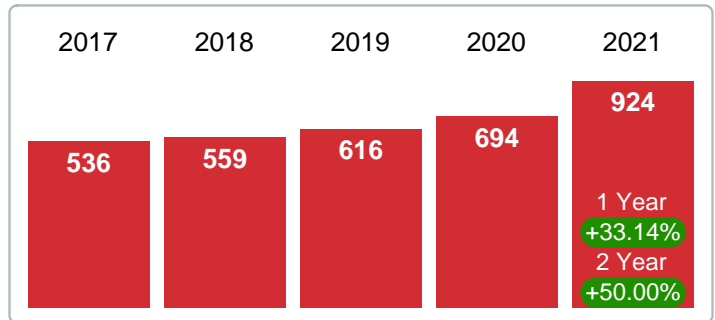
## CLOSED LISTINGS

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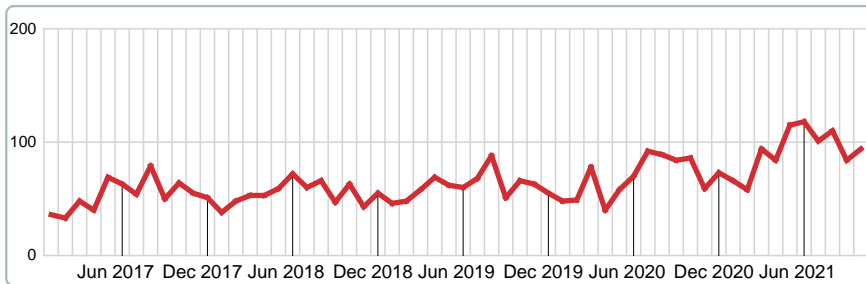
### OCTOBER



### YEAR TO DATE (YTD)

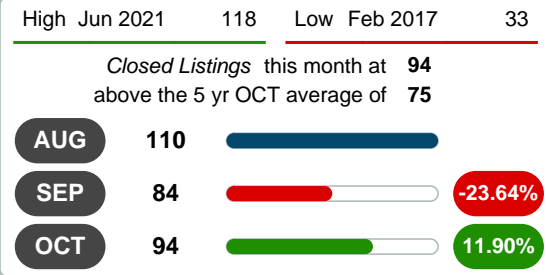


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	8.51%	211.4	8	0	0	0
\$25,001 - \$75,000	9	9.57%	98.0	8	1	0	0
\$75,001 - \$125,000	20	21.28%	14.1	8	10	2	0
\$125,001 - \$175,000	17	18.09%	24.1	3	10	4	0
\$175,001 - \$250,000	16	17.02%	29.2	3	11	1	1
\$250,001 - \$375,000	15	15.96%	35.5	2	9	4	0
\$375,001 and up	9	9.57%	40.7	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>49.3</b>	<b>6.62M</b>	<b>8.55M</b>	<b>2.72M</b>	<b>1.08M</b>
<b>Average Closed Price</b>	<b>\$201,786</b>			<b>\$183,839</b>	<b>\$198,777</b>	<b>\$226,583</b>	<b>\$361,083</b>

# October 2021



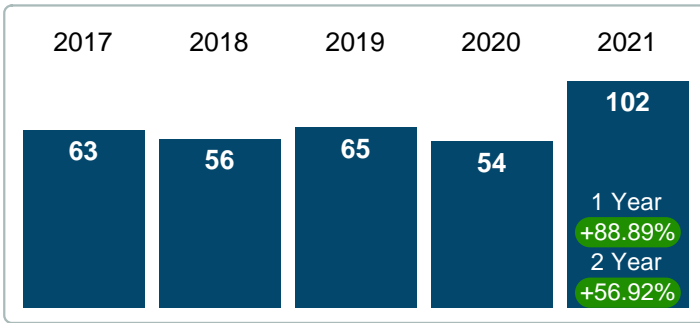
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



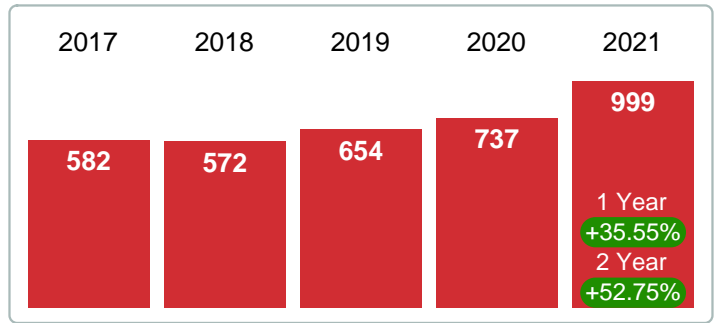
## PENDING LISTINGS

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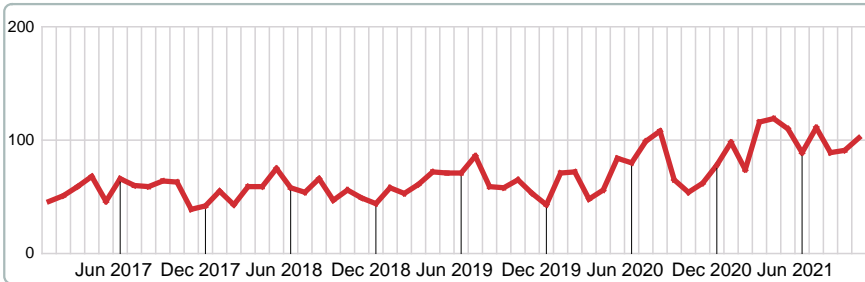
### OCTOBER



### YEAR TO DATE (YTD)

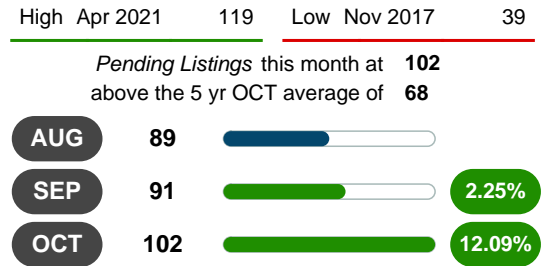


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 68



### 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	8	7.84%	197.8	8	0	0	0
\$25,001 - \$75,000	13	12.75%	59.4	7	6	0	0
\$75,001 - \$125,000	15	14.71%	38.9	8	7	0	0
\$125,001 - \$200,000	26	25.49%	38.3	4	15	6	1
\$200,001 - \$250,000	17	16.67%	50.3	2	10	4	1
\$250,001 - \$350,000	11	10.78%	34.9	3	4	4	0
\$350,001 and up	12	11.76%	58.9	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>108.0</b>	<b>7.57M</b>	<b>10.11M</b>	<b>3.96M</b>	<b>382.50K</b>
<b>Average Listing Price</b>	<b>\$154,770</b>			<b>\$204,670</b>	<b>\$215,080</b>	<b>\$247,344</b>	<b>\$191,250</b>

# October 2021



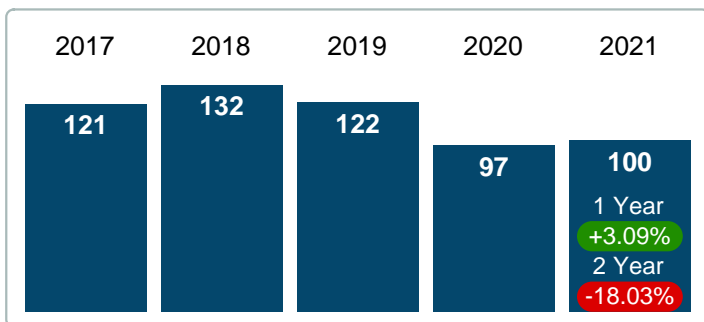
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



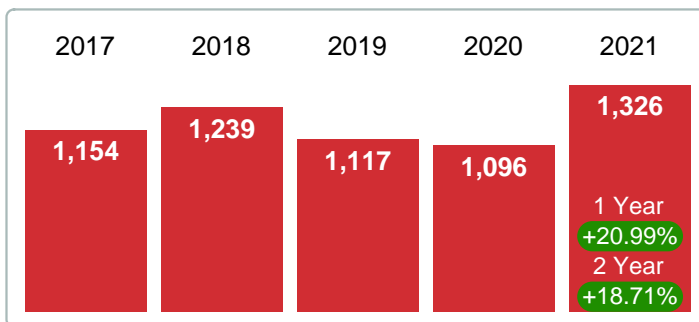
## NEW LISTINGS

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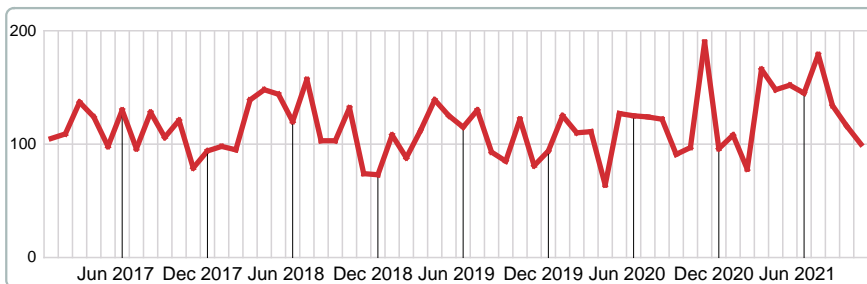
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

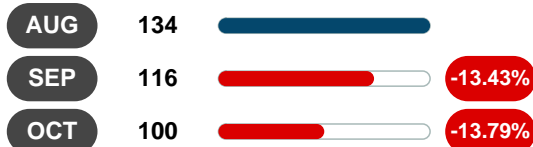


### 3 MONTHS

5 year OCT AVG = 114

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 100  
below the 5 yr OCT average of 114



### 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	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>Average New Listed Listing Price</b>	<b>\$197,925</b>		<b>\$563,244</b>	<b>\$209,006</b>	<b>\$245,245</b>	<b>\$729,500</b>

# October 2021



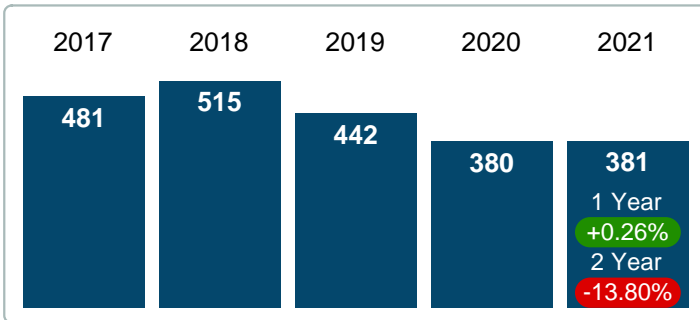
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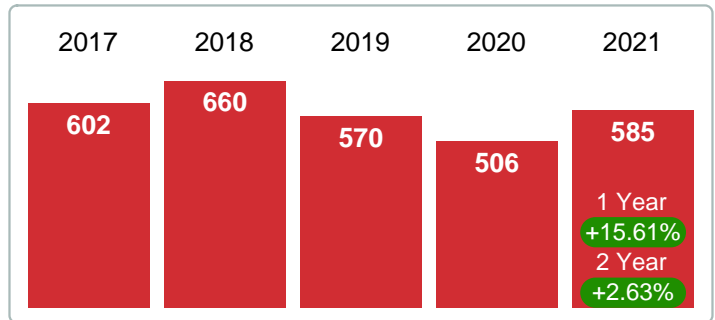
## ACTIVE INVENTORY

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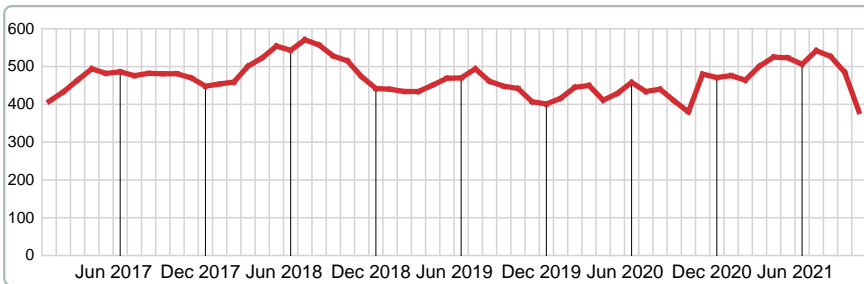
### END OF OCTOBER



### ACTIVE DURING OCTOBER

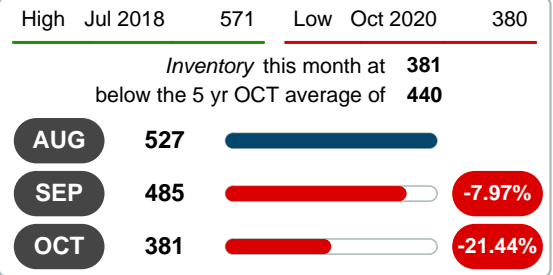


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 440



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	48	12.60%	203.1	48	0	0	0
\$25,001-\$75,000	95	24.93%	142.9	84	7	4	0
\$75,001-\$200,000	96	25.20%	83.6	49	41	5	1
\$200,001-\$350,000	55	14.44%	86.4	17	21	15	2
\$350,001-\$625,000	47	12.34%	93.8	19	15	12	1
\$625,001 and up	40	10.50%	123.9	24	7	5	4
<b>Total Active Inventory by Units</b>	<b>381</b>			<b>241</b>	<b>91</b>	<b>41</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>108,466,772</b>	<b>100%</b>	<b>119.4</b>	<b>58.32M</b>	<b>29.75M</b>	<b>14.75M</b>	<b>5.65M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$284,690</b>			<b>\$241,988</b>	<b>\$326,895</b>	<b>\$359,839</b>	<b>\$705,863</b>

# October 2021



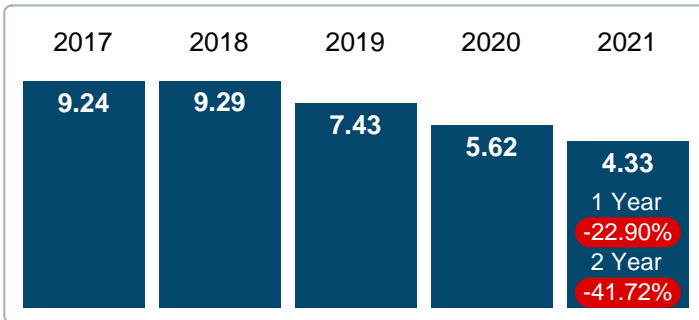
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



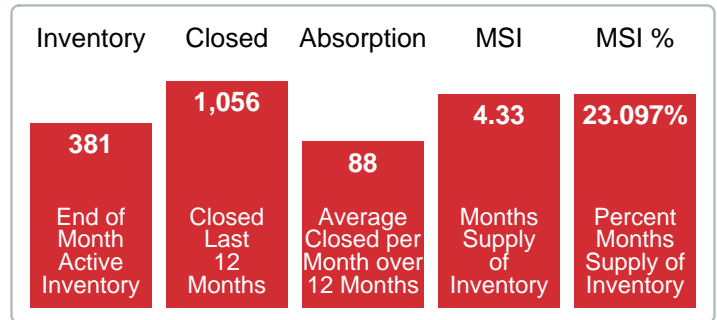
## MONTHS SUPPLY of INVENTORY (MSI)

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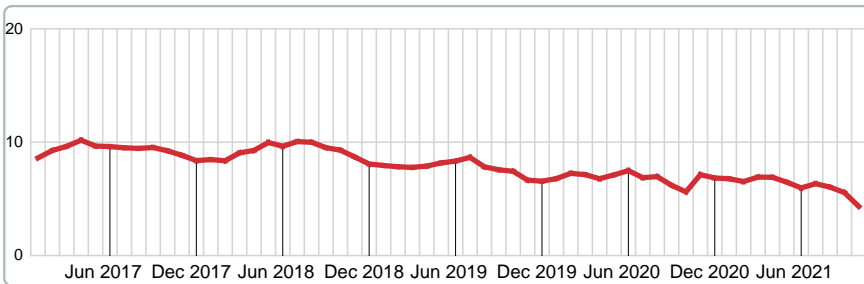
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

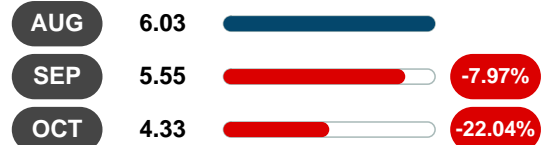


### 3 MONTHS

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



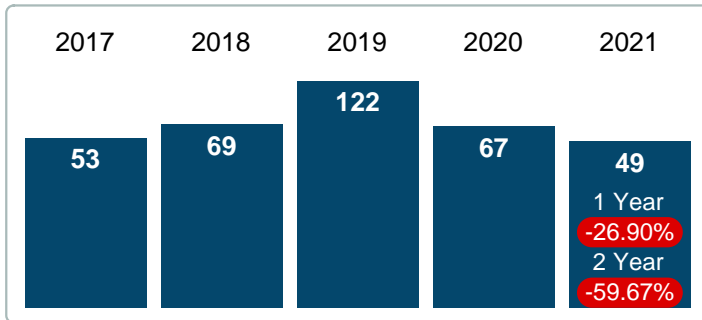
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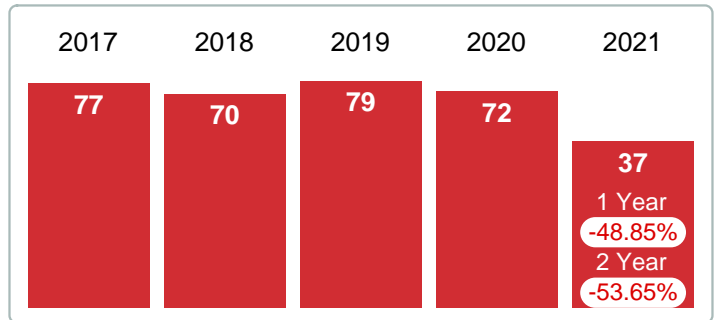
## AVERAGE DAYS ON MARKET TO SALE

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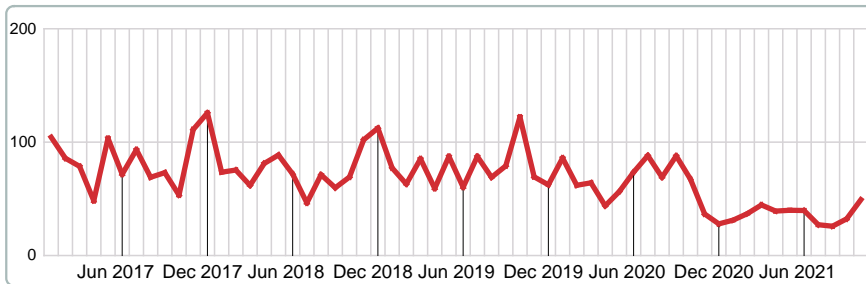
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

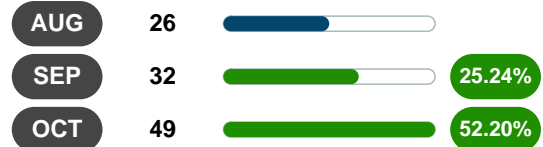


### 3 MONTHS

5 year OCT AVG = 72

High Dec 2017 126 Low Aug 2021 26

Average Days on Market to Sale this month at 49 below the 5 yr OCT average of 72



## 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%	211	211	0	0	0
\$25,001 - \$75,000	9.57%	98	110	4	0	0
\$75,001 - \$125,000	21.28%	14	18	13	6	0
\$125,001 - \$175,000	18.09%	24	65	17	12	0
\$175,001 - \$250,000	17.02%	29	77	12	2	103
\$250,001 - \$375,000	15.96%	36	102	20	36	0
\$375,001 and up	9.57%	41	80	14	1	9
<b>Average Closed DOM</b>		<b>49</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>49</b>	<b>102</b>	<b>15</b>	<b>17</b>	<b>40</b>
<b>Total Closed Volume</b>		<b>18,967,870</b>	<b>6.62M</b>	<b>8.55M</b>	<b>2.72M</b>	<b>1.08M</b>

# October 2021



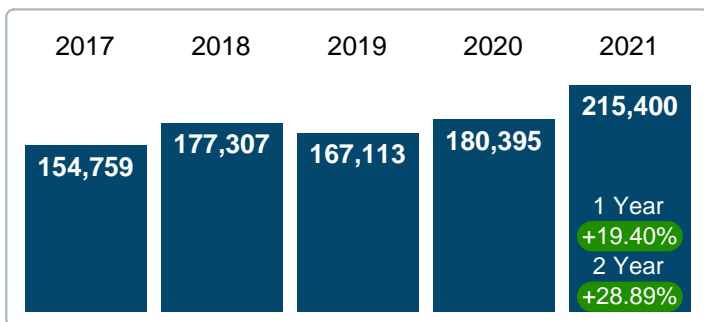
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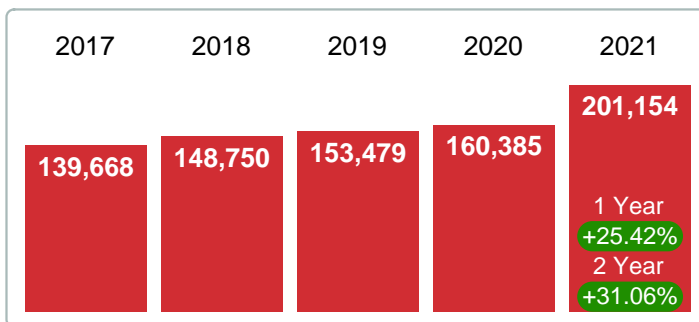
## AVERAGE LIST PRICE AT CLOSING

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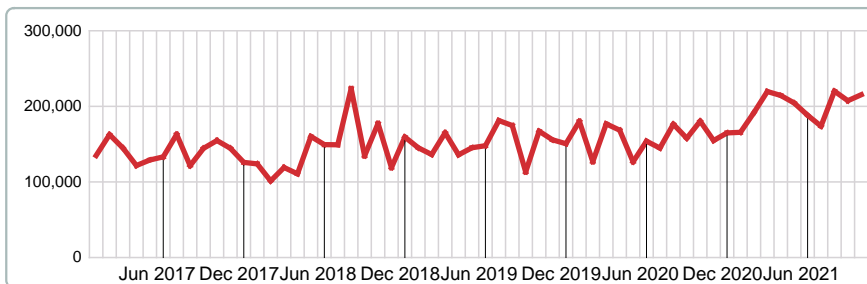
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 178,995

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

Average List Price at Closing this month at **215,400**  
above the 5 yr OCT average of **178,995**

- AUG** 220,092
- SEP** 207,461 -5.74%
- OCT** 215,400 3.83%

### 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	7.45%	18,357	20,438	0	0	0
\$25,001 - \$75,000	9	9.57%	46,756	52,588	45,000	0	0
\$75,001 - \$125,000	21	22.34%	104,043	99,613	111,330	102,450	0
\$125,001 - \$175,000	14	14.89%	151,871	154,967	154,710	165,450	0
\$175,001 - \$250,000	18	19.15%	212,222	202,333	225,255	197,000	235,000
\$250,001 - \$375,000	16	17.02%	320,449	325,000	317,299	341,750	0
\$375,001 and up	9	9.57%	715,556	1,096,500	397,000	400,000	430,000
<b>Average List Price</b>			<b>215,400</b>	<b>208,028</b>	<b>205,416</b>	<b>235,892</b>	<b>365,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>215,400</b>	<b>36</b>	<b>43</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>20,247,590</b>	<b>7.49M</b>	<b>8.83M</b>	<b>2.83M</b>	<b>1.10M</b>



# October 2021



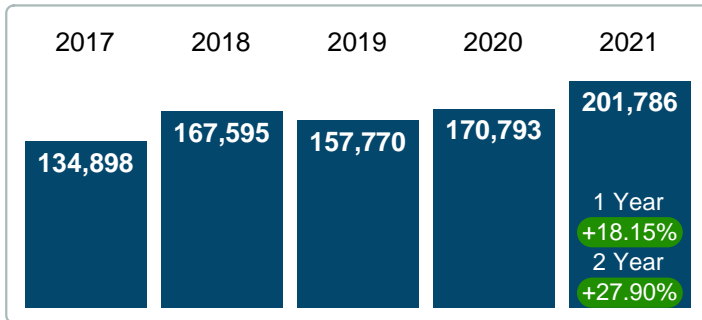
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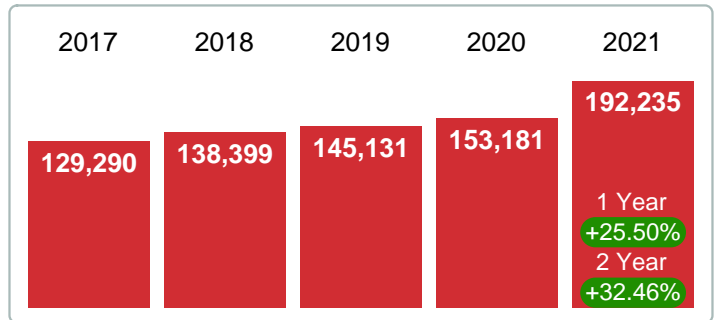
## AVERAGE SOLD PRICE AT CLOSING

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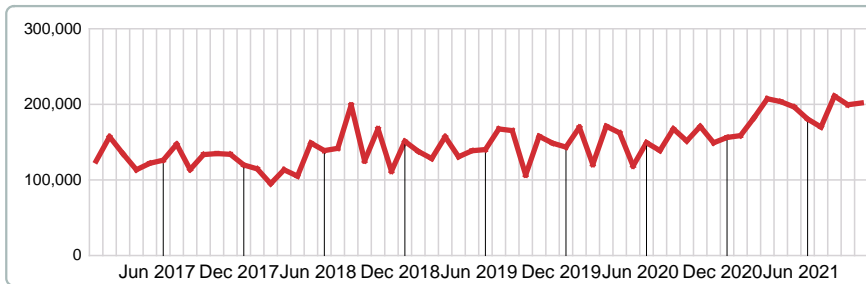
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

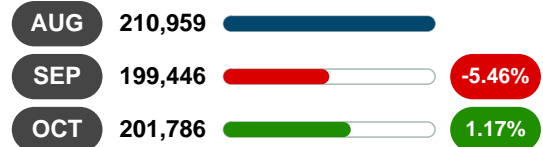


### 3 MONTHS

5 year OCT AVG = 166,568

High Aug 2021 210,959 Low Feb 2018 94,989

Average Sold Price at Closing this month at **201,786** above the 5 yr OCT average of **166,568**



### 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%	17,250	17,250	0	0	0
\$25,001 - \$75,000	9.57%	45,711	45,800	45,000	0	0
\$75,001 - \$125,000	21.28%	101,350	96,800	106,760	92,500	0
\$125,001 - \$175,000	18.09%	154,422	152,300	154,328	156,250	0
\$175,001 - \$250,000	17.02%	207,656	195,000	209,682	196,000	235,000
\$250,001 - \$375,000	15.96%	312,869	285,000	312,227	328,250	0
\$375,001 and up	9.57%	638,972	931,875	387,500	400,000	424,125
<b>Average Sold Price</b>		<b>201,786</b>	<b>183,839</b>	<b>198,777</b>	<b>226,583</b>	<b>361,083</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>201,786</b>	<b>36</b>	<b>43</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>18,967,870</b>	<b>6.62M</b>	<b>8.55M</b>	<b>2.72M</b>	<b>1.08M</b>

# October 2021



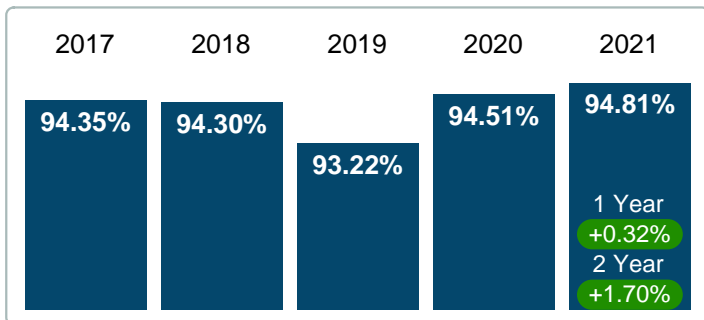
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



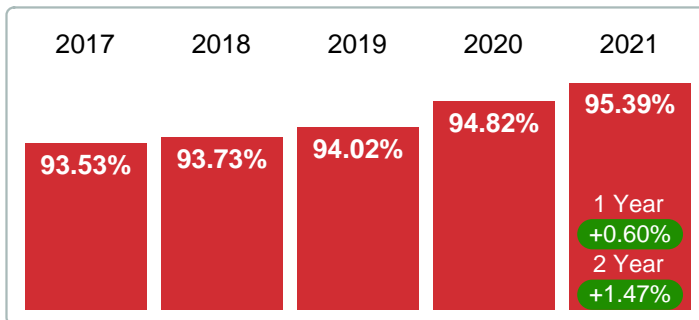
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

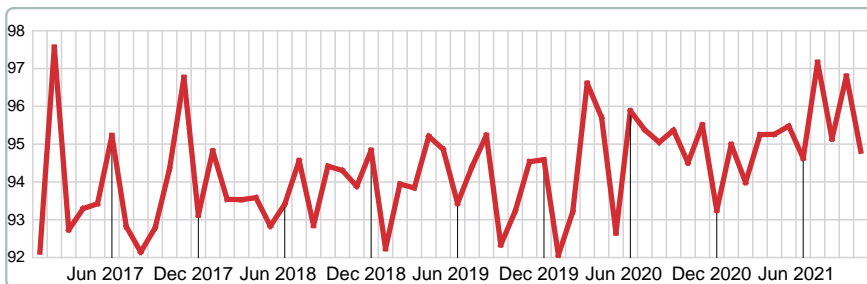
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

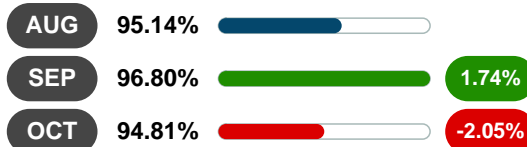


### 3 MONTHS

5 year OCT AVG = 94.24%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **94.81%**  
above the 5 yr OCT average of **94.24%**



### 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%	89.23%	89.23%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	9	9.57%	88.69%	87.28%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	20	21.28%	95.97%	97.46%	95.94%	90.16%	0.00%
\$125,001 - \$175,000	17	18.09%	98.51%	98.29%	99.81%	95.44%	0.00%
\$175,001 - \$250,000	16	17.02%	94.80%	96.19%	93.53%	99.49%	100.00%
\$250,001 - \$375,000	15	15.96%	96.50%	87.86%	98.55%	96.19%	0.00%
\$375,001 and up	9	9.57%	93.54%	87.32%	97.59%	100.00%	98.69%
Average Sold/List Ratio		94.80%		91.67%	96.94%	95.53%	99.13%
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



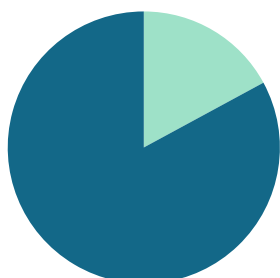
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

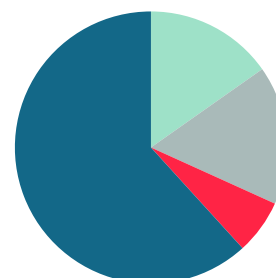


**Inventory**  
 New Listings  
**100 = 17.09%**  
 Start Inventory  
**485**  
 Total Inventory Units  
**585**  
 Volume  
**\$154,154,941**

### 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%
Average List Price	180,395	215,400	19.40%	160,385	201,154	25.42%
Average Sale Price	170,793	201,786	18.15%	153,181	192,235	25.50%
Average Percent of Selling Price to List Price	94.51%	94.81%	0.32%	94.82%	95.39%	0.60%
Average Days on Market to Sale	67.40	49.27	-26.90%	71.72	36.69	-48.85%
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

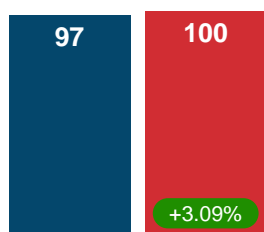
**Inventory** on October 31, 2021 = **381**

**2020** **2021**

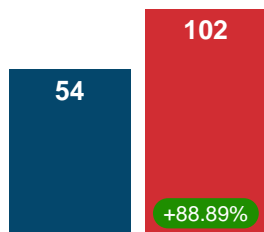
### OCTOBER MARKET

### AVERAGE PRICES

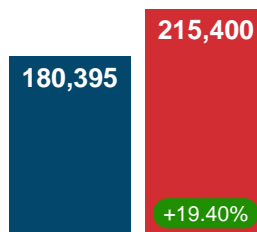
#### New Listings



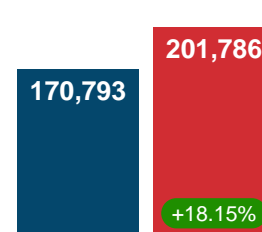
#### Pending Listings



#### List Price



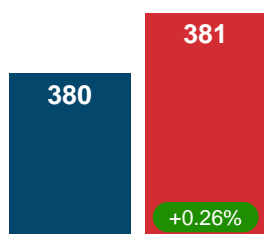
#### Sale Price



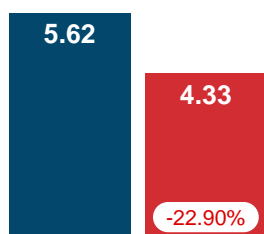
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

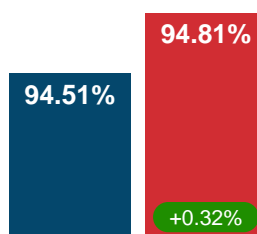
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

